



Rtds in Nigeria

June 2024

Table of Contents

Rtds in Nigeria - Category analysis

KEY DATA FINDINGS

2023 DEVELOPMENTS

Sharp decline in volume sales of RTDs
Competitive landscape remains largely unchanged
On-trade sales slump in 2023

PROSPECTS AND OPPORTUNITIES

Economic recovery to boost RTDs sales over the forecast period
Spirit-based RTDs continue to dominate but wine-based RTDs have some growth potential
On-trade channel to perform best as economic conditions improve

CATEGORY DATA

Table 1 - Sales of RTDs by Category: Total Volume 2018-2023
Table 2 - Sales of RTDs by Category: Total Value 2018-2023
Table 3 - Sales of RTDs by Category: % Total Volume Growth 2018-2023
Table 4 - Sales of RTDs by Category: % Total Value Growth 2018-2023
Table 5 - Sales of RTDs by Off-trade vs On-trade: Volume 2018-2023
Table 6 - Sales of RTDs by Off-trade vs On-trade: Value 2018-2023
Table 7 - Sales of RTDs by Off-trade vs On-trade: % Volume Growth 2018-2023
Table 8 - Sales of RTDs by Off-trade vs On-trade: % Value Growth 2018-2023
Table 9 - GBO Company Shares of RTDs: % Total Volume 2019-2023
Table 10 - NBO Company Shares of RTDs: % Total Volume 2019-2023
Table 11 - LBN Brand Shares of RTDs: % Total Volume 2020-2023
Table 12 - Forecast Sales of RTDs by Category: Total Volume 2023-2028
Table 13 - Forecast Sales of RTDs by Category: Total Value 2023-2028
Table 14 - Forecast Sales of RTDs by Category: % Total Volume Growth 2023-2028
Table 15 - Forecast Sales of RTDs by Category: % Total Value Growth 2023-2028

Alcoholic Drinks in Nigeria - Industry Overview

EXECUTIVE SUMMARY

Alcoholic drinks in 2023: The big picture
2023 key trends
Competitive landscape
Retailing developments
On-trade vs off-trade split
What next for alcoholic drinks?

MARKET BACKGROUND

Legislation
Legal purchasing age and legal drinking age
Drink driving
Advertising
Smoking ban
Opening hours
On-trade establishments
Table 16 - Number of On-trade Establishments by Type 2017-2023

TAXATION AND DUTY LEVIES

Table 17 - Taxation and Duty Levies on Alcoholic Drinks 2023

OPERATING ENVIRONMENT

Contraband/parallel trade
Duty free
Cross-border/private imports

KEY NEW PRODUCT LAUNCHES

Outlook

MARKET INDICATORS

Table 18 - Retail Consumer Expenditure on Alcoholic Drinks 2018-2023

MARKET DATA

Table 19 - Sales of Alcoholic Drinks by Category: Total Volume 2018-2023

Table 20 - Sales of Alcoholic Drinks by Category: Total Value 2018-2023

Table 21 - Sales of Alcoholic Drinks by Category: % Total Volume Growth 2018-2023

Table 22 - Sales of Alcoholic Drinks by Category: % Total Value Growth 2018-2023

Table 23 - Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Volume 2023

Table 24 - Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: Value 2023

Table 25 - Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Volume 2023

Table 26 - Sales of Alcoholic Drinks by Category by Off-trade vs On-trade: % Value 2023

Table 27 - GBO Company Shares of Alcoholic Drinks: % Total Volume 2019-2023

Table 28 - Distribution of Alcoholic Drinks by Format: % Off-trade Value 2018-2023

Table 29 - Distribution of Alcoholic Drinks by Format and by Category: % Off-trade Volume 2023

Table 30 - Forecast Sales of Alcoholic Drinks by Category: Total Volume 2023-2028

Table 31 - Forecast Sales of Alcoholic Drinks by Category: Total Value 2023-2028

Table 32 - Forecast Sales of Alcoholic Drinks by Category: % Total Volume Growth 2023-2028

Table 33 - Forecast Sales of Alcoholic Drinks by Category: % Total Value Growth 2023-2028

DISCLAIMER

SOURCES

Summary 1 - Research Sources

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/rtds-in-nigeria/report.