



Carbonates in Dominican Republic

December 2025

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KEY DATA FINDINGS

2025 DEVELOPMENTS

Steady growth supported by strong consumption habits

INDUSTRY PERFORMANCE

Dominicans' preference for sugary beverages, and hot and humid climate drive demand in 2025

Tonic water/mixers/other bitters frequently mixed with spirits during social gatherings

WHAT'S NEXT?

Growing pressure from alternative beverages perceived as healthier

Superior functional health benefits: the next step for carbonates

Sustainability is widely embraced by the industry, but the price must be right for consumers

COMPETITIVE LANDSCAPE

Industrias San Miguel del Caribe leads with its wide portfolio

Country Club strengthens its connection with younger consumers with a broad variety of flavours

CHANNELS

Colmados remain the leading channel with deep-rooted cultural connotations

Steady expansion of the foodservice and hospitality channel

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Soft Drinks in Dominican Republic - Industry Overview

EXECUTIVE SUMMARY

Volume sales of soft drinks continue to perform well in 2025

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Many consumers continue to prioritise indulgence over health considerations

Rising demand for soft drinks offering targeted functional benefits

Energy-boosting properties increasingly desired

WHAT'S NEXT?

Steady growth anticipated over the forecast years

Rising demand for rapid rehydration and functional properties

Younger consumers increasingly value environmental responsibility

Traditional "colmados" will remain a key channel due to their significant cultural importance

COMPETITIVE LANDSCAPE

Industrias San Miguel del Caribe leads, offering competitive prices and products that appeal to local taste preferences

Coca-Cola's distinctive flavour profile resonates with consumers

Refrescos Nacionales performs strongly

CHANNELS

Small local grocers, "colmados", lead with their widespread presence throughout the country

Supermarkets benefit from new stores, and private label development

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