Hot Drinks in Sri Lanka

March 2026

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Coffee remains a small but growing category in line with changing consumer lifestyles

Industry performance

Demand for speciality coffee grows thanks to its appeal among young urban dwellers

A coffee culture develops thanks to the launch of coffee shops in key urban areas

What's next?

Steady forecast period growth of coffee retail value sales despite competition from tea

Technological advancements embraced in manufacturing, distribution and marketing

Health and wellness increasingly influences the industry as do seasonal variations in cultivation

Competitive landscape

Domestic player Harischandra Mills Plc leads coffee

Harischandra benefits from widespread availability

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Small local grocers remains the dominant distribution channel for coffee

Strong growth of supermarkets and hypermarkets, which also bolsters retail e-commerce

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Industry performance

Tea drinking remains common in Sri Lanka across demographics

Premium categories remain niche while strong blends and flavoured tea are increasingly favoured

What's next?

Positive growth of tea sales over the forecast period though pricing pressures dampen the category's development

The Sri Lankan tea industry experiences modernisation through technological advances

Health and wellness increasingly influences tea sales in Sri Lanka

Competitive landscape

Sunshine Holdings Plc leads tea with its popular Watawala brand

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Small local grocers dominates sales of tea thanks to their convenience and lower prices

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