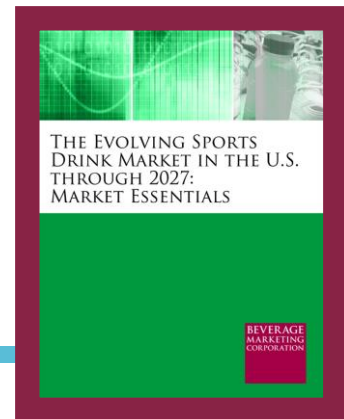


# THE EVOLVING SPORTS DRINK MARKET IN THE U.S. THROUGH 2027: MARKET ESSENTIALS

**2023 EDITION** (Published November 2023. Data through 2022, preliminary 2023 figures and forecasts through 2027.) More than 50 Excel tables plus an executive summary detailing trends and comprehensive profiles of leading companies, their brands and their strategies.



**M**arket shifts continue. Get a comprehensive view of the market for U.S. sports beverages and the changing dynamics in the sector. This report includes industry data by geographic region, pricing, consumer demographics, advertising, quarterly growth, distribution channels and packaging, and low-calorie options. It provides statistics for key brands including all-sales-channel-inclusive sales results, market share and growth.

This market report also offers projections and provides users with the data needed to identify opportunities, benchmark their progress and set goals for the future.

The report presents the data in Excel spreadsheets, which it supplements with a concise executive summary highlighting key developments including the covid-19 pandemic as well as a detailed discussion of the leading sports beverage companies.

**New for 2023:** *The Evolving Sports Drink Market in the U.S.*, as its name suggests, also delves into some of the newer brands that have emerged as a result of the success of BodyArmor in recent years.

## AVAILABLE FORMAT & PRICING



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**HAVE  
QUESTIONS?**

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## THE ANSWERS YOU NEED

This report provides in-depth data, shedding light on various aspects of the market through reliable total market data. Questions answered in this industry research report include:

- How many gallons of sports drinks did U.S. residents consume in 2022 and the first half of 2023?
- How did the packaging mix change in 2022?
- Which distribution channel grew the fastest in 2022? Which sales channels will gain share through 2027?
- What proportion of sports drinks are low-calorie?
- Is the protein drink segment growing? If so, by how much?
- What market share will sports powders and low-calorie sports beverages command by 2027?
- Which distribution channels will gain importance in 2027?

## THIS SPORTS BEVERAGES RESEARCH REPORT FEATURES

The report offers an in-depth look at the category, companies and brands shaping the U.S. sports beverage market and looks at historical, current and anticipated segment growth through 2027. It provides perspective on the segment and its many facets, providing sales and volume statistics including total market retail dollar sales, wholesale dollar data and volume data. Through Beverage Marketing's reliable, all-sales-channel-inclusive data, readers get a thorough understanding of the market including:

- Historical, current and projected market statistics with the granularity necessary to put trends in context and identify pockets of opportunity.
- Regional perspective on the marketplace in the U.S., highlighting volume and growth pattern variations from region to region.
- Company and brand sales volume data. Coverage includes PepsiCo (Gatorade and Gatorade Zero), Coca-Cola (Powerade, Powerade Zero and BodyArmor), Prime Hydration, Electrolit, G2, Kill Cliff, All Sport and Capris Sun Sport. Plus private label
- Analysis of regular vs. reduced calorie sports drink market trends.
- A look at sports beverages by flavor through 2027.
- Data detailing sales by key on- and off-premise distribution channels totaling 100% of market volume.
- Volume and share data by package size historically, currently and five years into the future.
- Advertising expenditures of the leading companies and a look at category spending by media type (including internet advertising).
- Consumer demographic profiles comparing consumers of key brands.
- Perspective on the protein drink market.
- Five-year projections for the sports drink market and its sub-segments.



# THE EVOLVING SPORTS DRINK MARKET IN THE U.S. THROUGH 2027: MARKET ESSENTIALS

BEVERAGE  
MARKETING  
CORPORATION

# The Evolving Sports Drink Market in the U.S. through 2027: Market Essentials

November 2023

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RESEARCH • DATA • CONSULTING

**NOTE:** The information contained in this report is confidential and solely intended for the benefit of the immediate recipient hereof.

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The Gatorlytes powder product that contains elevated amounts of sodium and potassium. In 2022, PepsiCo released a Gatorlyte Rapid Rehydration RTD line, catching the emerging rise of a “rapid hydration” subsegment in the sports drink market.

- Packaged in 20-ounce bottles, Gatorlyte Rapid Rehydration initially came in Cherry Lime, Mixed Berry, Orange, Strawberry Kiwi and Watermelon flavors. In 2023, Lime Cucumber was added, along with two Gatorlyte Zero varieties — Lemon-Lime and Strawberry Kiwi.
- Each 20-ounce bottle contains 490 milligrams of sodium, 120 milligrams of calcium, 350 milligrams of potassium, 105 milligrams of magnesium and 1,040 milligrams of chloride.
- More recently, it bowed Gatorlyte Powder in 3.1-ounce packages containing six packets. The new product is different from the G Endurance Gatorlytes in terms of electrolyte composition and serving size.

In early 2023, PepsiCo rolled out an energy drink called Fast Twitch whose labels announce it is “from the makers of Gatorade”.

- The zero-sugar (5 calorie) line is packaged in 12-ounce bottles in Cool Blue, Glacier Freeze, Orange, Strawberry Lemonade, Strawberry Watermelon and Tropical Mango flavors. It contains 200 milligrams of caffeine, as well as electrolytes and vitamins B<sub>6</sub> and B<sub>12</sub>. Fast Twitch was made available in 12-packs for \$23.99 and singles of 12-ounce bottles for \$2.79.
- Fast Twitch Pre-Workout Supplement is powders packaged in 16.2-ounce canisters, in Fruit Punch and Grape.

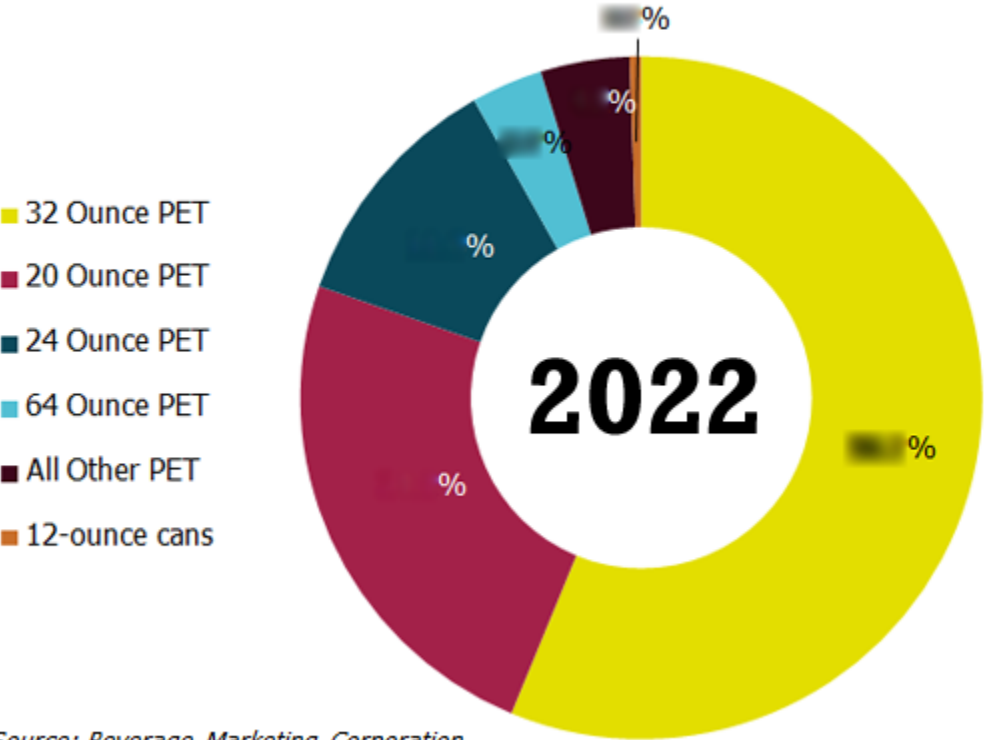
**REGIONAL SPORTS BEVERAGE MARKETS**  
**SHARE OF VOLUME**  
**1986 – 2027(P)**

<b>Year</b>	<b>Midwest</b>	<b>Northeast</b>	<b>South</b>	<b>West</b>	<b>TOTAL</b>
1986	%	%	%	%	%
1987	%	%	%	%	%
1988	%	%	%	%	%
1989	%	%	%	%	%
1990	%	%	%	%	%
1991	%	%	%	%	%
1992	%	%	%	%	%
1993	%	%	%	%	%
1994	%	%	%	%	%
1995	%	%	%	%	%
1996	%	%	%	%	%
1997	%	%	%	%	%
1998	%	%	%	%	%
1999	%	%	%	%	%
2000	%	%	%	%	%
2001	%	%	%	%	%
2002	%	%	%	%	%
2003	%	%	%	%	%
2004	%	%	%	%	%
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2010	%	%	%	%	%
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2015	%	%	%	%	%
2016	%	%	%	%	%
2017	%	%	%	%	%
2018	%	%	%	%	%
2019	%	%	%	%	%
2020	%	%	%	%	%
2021	%	%	%	%	%
2022	%	%	%	%	%
2023(p)	%	%	%	%	%
2027(P)	%	%	%	%	%

(p) Preliminary; (P) Projected

Source: Beverage Marketing Corporation

**Share of Sports Drink Volume by Packaging Type and Size  
2022**



*Source: Beverage Marketing Corporation*