

2013

China Energy and Sports Drink Market Outlook to 2017

Rising Indulgence in Fitness Activities

TABLE OF CONTENTS

- 1. Asia Energy and Sports Drinks Market Introduction
- 2. Asia Energy and Sports Drinks Market Size, 2007-2012
- 3. China Energy and Sports Drinks Market Introduction
- 4. China Energy and Sports Drinks Market Size, 2007-2012
- 5. China Energy and Sports Drinks Market Segmentation by Functionality, 2007-2012
 - 5.1. For Consumers at Play, 2007-2017
 - 5.2. For Consumers at Work, 2007-2017
 - 5.3. For Consumers at Leisure, 2007-2017
- 6. China Energy and Sports Drink Market Segmentation by Distribution Channel, 2007-2012
 - 6.1. For Supermarkets and Hypermarkets, 2007-2017
 - 6.2. For Convenience Stores, 2007-2017
 - 6.3. For Drug Stores and Pharmaceuticals, 2007-2017
 - 6.4. For Others (Small Independent Retailers and Stores), 2007-2017
- 7. Food and Government Regulations in China Energy and Sports Drinks Market
- 8. China Energy and Sports Drinks Market Trends and Developments

Emerging Health Club Industry in China

Increasing Sports Participation

- 9. Market Share of Major Players in China Energy and Sports Drinks Market
 - 9.1. Market Share of Major Players in China Energy Drink Market, 2012
 - 9.2. Market Share of Major Players in China Sports Drink Market, 2012
- 10. Company Profiles of Major Players in China Energy and Sports Drinks
 - 10.1. Danone
 - 10.1.1. Company Overview
 - 10.1.2. Financial Performance
 - 10.1.3. Business Strategy



- 10.2. Hangzhou Wahaha Group Co. Ltd
 - 10.2.1. Company Overview
 - 10.2.2. Financial Performance
 - 10.2.3. Business Strategy
- 11. China Energy and Sports Drinks Market Future Outlook and Projections, 2013-2017
- 12. China Energy and Sports Drinks Market Macro-Economic Factors
 - 12.1. Urban Population, 2007-2017
 - 12.2. Gross Domestic Product, 2007-2017
 - 12.3. Consumer Expenditure on Food, Beverages and Tobacco, 2007-2017
- 13. Asia Energy and Sports Drinks Market Future Outlook and Projections, 2013-2017
 - 13.1. Cause and Effect Relationship between Industry Factors and Asia Energy and Sports Drinks Market
 - 13.2. Asia Energy and Sports Drinks Market Future Outlook and Projections, 2013-2017
- 14. Appendix
 - 14.1. Market Definitions
 - 14.2. Abbreviations
 - 14.3. Research Methodology

Data Collection Methods

Approach

Variables (Dependent and Independent)

Multi Factor Based Sensitivity Model

Final Conclusion

14.4. Disclaimer



LIST OF FIGURES

- Figure 1: Asia Energy and Sports Drinks Market Size on the Basis of Revenue in USD Million, 2007-2012
- Figure 2: China Energy and Sports Drinks Market Size on the Basis of Revenue in USD Million, 2007-2012
- Figure 3: China Energy and Sports Drinks Market Segmentation by Functionality on the Basis of Revenue in Percentage, 2007-2012
- Figure 4: China Energy and Sports Drinks Market Size for Consumers at Play on the Basis of Revenue in USD Million, 2007-2012
- Figure 5: China Energy and Sports Drinks Market Future Projections for Consumers at Play on the Basis of Revenue in USD Million, 2013-2017
- Figure 6: China Energy and Sports Drinks Market Size for Consumers at Work on the Basis of Revenue in USD Million, 2007-2012
- Figure 7: China Energy and Sports Drinks Market Future Projections for Consumers at Work on the Basis of Revenue in USD Million, 2013-2017
- Figure 8: China Energy and Sports Drinks Market Size for Consumers at Leisure on the Basis of Revenue in USD Million, 2007-2012
- Figure 9: China Energy and Sports Drinks Market Future Projections for Consumers at Leisure on the Basis of Revenue in USD Million, 2013-2017
- Figure 10: China Energy and Sports Drinks Market Segmentation by Distribution Channel on the Basis of Revenue in Percentage, 2007-2012
- Figure 11: China Energy and Sports Drinks Market Size with Supermarket and Hypermarket as Distribution Channel on the Basis of Revenue in USD Million, 2007-2012
- Figure 12: China Energy and Sports Drinks Market Future Projections with Supermarket and Hypermarket as Distribution Channel on the Basis of Revenue in USD Million, 2013-2017
- Figure 13: China Energy and Sports Drinks Market Size with Convenience Stores as Distribution Channel on the Basis of Revenue in USD Million, 2007-2012
- Figure 14: China Energy and Sports Drinks Market Future Projections with Convenience Stores as Distribution Channel on the Basis of Revenue in USD Million, 2013-2017
- Figure 15: China Energy and Sports Drinks Market Size with Drug Stores and Pharmaceuticals as Distribution Channel on the Basis of Revenue in USD Million, 2007-2012



- Figure 16: China Energy and Sports Drinks Market Future Projections with Drug Stores and Pharmaceuticals as Distribution Channel on the Basis of Revenue in USD Million, 2013-2017
- Figure 17: China Energy and Sports Drinks Market Size with Others as Distribution Channel on the Basis of Revenue in USD Million, 2007-2012
- Figure 18: China Energy and Sports Drinks Market Future Projections with Others as Distribution Channel on the Basis of Revenue in USD Million, 2013-2017
- Figure 19: Market Share of Major Brands in China Energy Drink Market on the Basis of Revenue in Percentage, 2012
- Figure 20: Market Share of Major Brands in China Sports Drink Market on the Basis of Revenue in Percentage, 2012
- Figure 21: Danone's Revenue from its Operations in Asia in USD Million, 2007-2012
- Figure 22: China Energy and Sports Drinks Market Future Projections on the Basis of Revenue in USD Million, 2013-2017
- Figure 23: Urban Population in China in Million, 2007-2017
- Figure 24: China GDP in USD Million, 2007-2017
- Figure 25: China Consumer Expenditure on Food, Beverages and Tobacco in USD Million, 2007-2017
- Figure 26: Asia Energy and Sports Drinks Market Future Projections on the Basis of Revenue in USD Million, 2013-2017



LIST OF TABLES

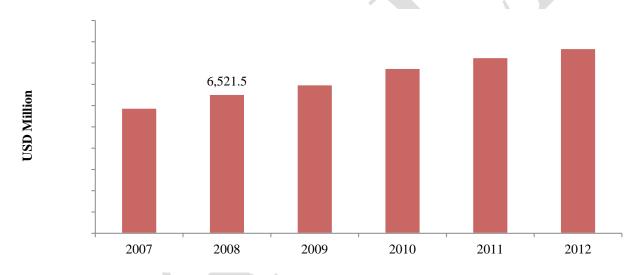
- Table 1: Leading Food and Beverage Retailers in China, 2010
- Table 2: Total Number of Health Clubs and Total Number of Health Club Members in China, 2007-2011
- Table 3: Product Details of Energy Drink Produced by Hangzhou Wahaha Group Co. Ltd
- Table 4: Cause and Effect Relationship between Industry Factors and Asia Energy and Sports Drink Industry Prospects
- Table 5: Correlation Matrix for China Energy and Sports Drinks Market
- Table 6: Regression Coefficients Output



ASIA ENERGY AND SPORTS DRINKS MARKET SIZE, 2007-2012

The sports and energy drinks market in the Asia region has shown a growth of 8.1% over the period of 2007-2012. The energy and sports drinks market recorded revenue worth USD \sim million in 2007 which grown up to USD \sim million in 2012. This increase in the revenue during 2007-2012 was on an account of increasing...

Figure: Asia Energy and Sports Drinks Market Size on the Basis of Revenue in USD Million, 2007-2012



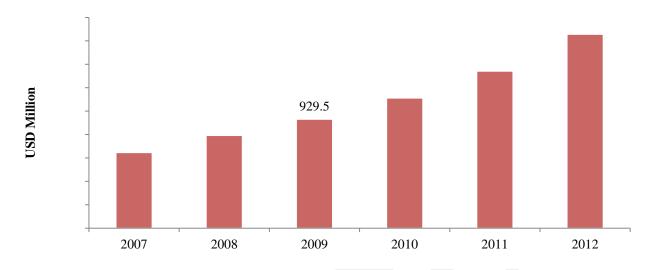
CHINA ENERGY AND SPORTS DRINKS MARKET SIZE, 2007-2012

The growth of the overall GDP in the country, rising income levels and shifting consumption preferences of increasingly affluent consumers have...

The overall market for China sports and energy drinks has grown at a CAGR of 20.8% during 2007-2012. The sports and energy drinks market witnessed revenue worth USD \sim million in 2012, which increased from USD \sim million in 2007. The surging income levels and increasing awareness have led to transition in ...



Figure: China Energy and Sports Drinks Market Size on the Basis of Revenue in USD Million, 2007-2012

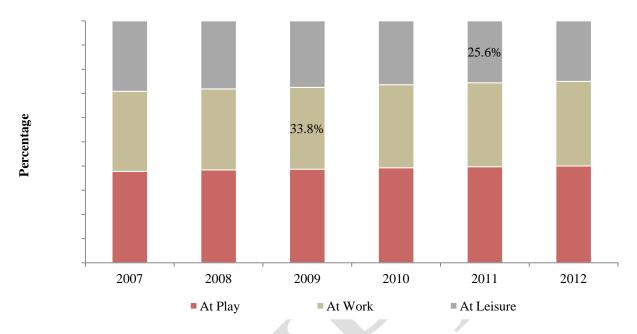


CHINA ENERGY AND SPORTS DRINKS MARKET SEGMENTATION BY FUNCTIONALITY, 2007-2012

Consumers at play include professional sportspeople, athletes, people who are engaged in sports as a hobby, and people who are health conscious and visit gyms. Consumers at play dominate the energy and sports drinks market in China, contributing a share of ~% to the total energy and sports drinks market in the country in 2012...



Figure: China Energy and Sports Drinks Market Segmentation by Functionality on the Basis of Revenue in Percentage, 2007-2012



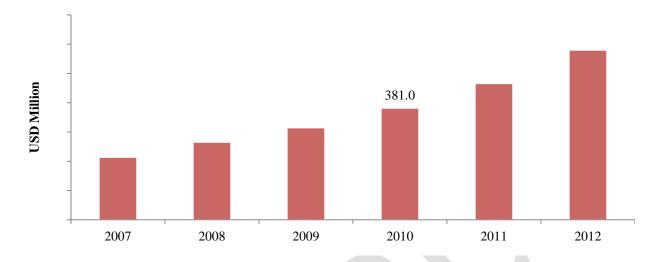
FOR CONSUMERS AT WORK, 2007-2017

The demand for sports and energy drinks by young working professionals has increased on account of rising work related stress. The working population, especially within the age group of 25-49 years has been the...

The revenue generated by energy and sports drinks market with consumers at work was USD ~ million in 2012, rising from USD ~ million in 2007. The overall market has grown at a CAGR of 22.1% over the period 2007-2012.



Figure: China Energy and Sports Drinks Market Size for Consumers at Work on the Basis of Revenue in USD Million, 2007-2012



FOR CONSUMERS AT LEISURE, 2007-2017

The rising popularity of functional beverages amongst health conscious population of the country is expected to drive the growth of energy and sports drinks market for consumers at leisure in China. The energy and sports drinks market for this category in China is projected to grow at a CAGR of 18.2%. The market is estimated to witness revenue worth USD ~ million in 2017.

Figure: China Energy and Sports Drinks Market Future Projections for Consumers at Leisure on the Basis of Revenue in USD Million, 2013-2017



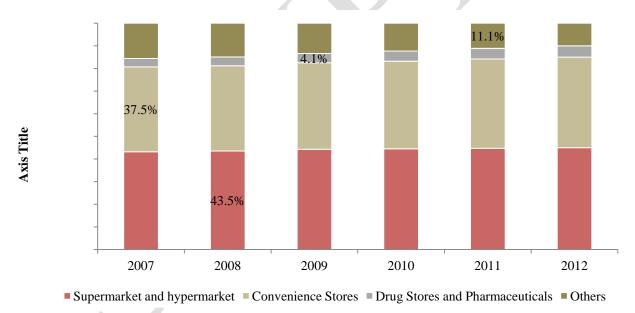


CHINA ENERGY ANDS SPORTS DRINK MARKET SEGMENTATION BY DISTRIBUTION CHANNEL, 2007-2012

Rising personal disposable incomes of the people, urbanization, improved brand exposure and organized retail distribution have driven the sports and energy drinks market significantly in China. The retail industry in China has developed rapidly particularly, for channels such as ...

The sales of the energy and sports drinks through these channels reached USD ~ million in 2012, growing from USD ~ million in 2007. Hypermarkets and supermarkets contributed a share of 45.0% to the total energy and sports drinks market in 2012.

Figure: China Energy and Sports Drinks Market Segmentation by Distribution Channel on the Basis of Revenue in Percentage, 2007-2012



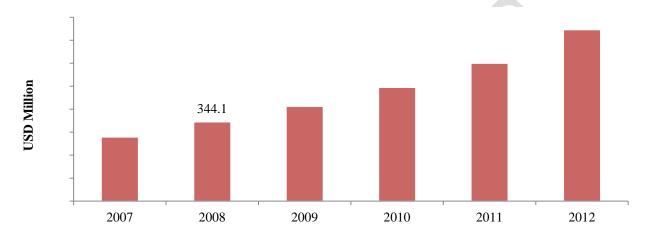
FOR SUPERMARKETS AND HYPERMARKETS, 2007-2017

A rapid development in the retail sector in China has led to an increase in the number of hypermarkets and supermarkets chains in the country. The revenue generated by energy and



sports drinks market with hypermarket and supermarket as distribution channels has been significant. The total sales of energy and sports drinks from these channels were USD ~ million in 2012.

Figure: China Energy and Sports Drinks Market Size with Supermarket and Hypermarket as Distribution Channel on the Basis of Revenue in USD Million, 2007-2012



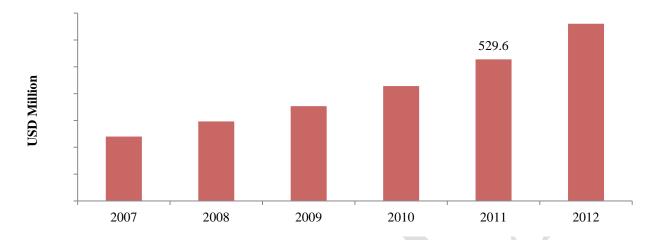
FOR CONVENIENCE STORES, 2007-2017

The sales of energy and sports drinks from convenience stores reached USD ~ million in 2012, growing from USD ~ million in 2007. The overall energy and sports drinks market has grown at a CAGR of 22.3% during 2007-2012, with convenience stores as a distribution channel.

Convenience stores have a wide product offering and have been one of the significant distribution channels for the sales of energy and sports drinks in China. The famous convenience stores in the country that sell energy and sports drinks such as ...



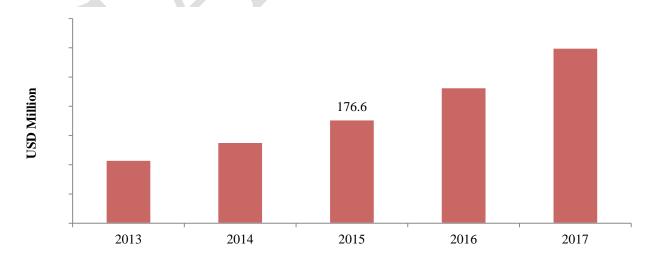
Figure: China Energy and Sports Drinks Market Size with Convenience Stores as Distribution Channel on the Basis of Revenue in USD Million, 2007-2012



FOR DRUG STORES AND PHARMACEUTICALS, 2007-2017

Energy and sports drinks market sales through drug stores and pharmaceuticals in China are expected to experience growth in revenue from USD ~ million in 2012 to USD ~ million in 2017. The contribution by drug stores and pharmaceuticals to the energy and sports drinks market in China is anticipated to remain petite since ...

Figure: China Energy and Sports Drinks Market Future Projections with Drug Stores and Pharmaceuticals as Distribution Channel on the Basis of Revenue in USD Million, 2013-2017





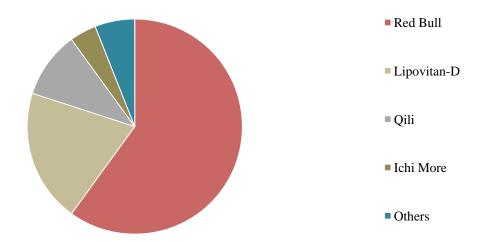
MARKET SHARE OF MAJOR PLAYERS IN CHINA ENERGY AND SPORTS DRINKS MARKET

MARKET SHARE OF MAJOR PLAYERS IN CHINA ENERGY DRINK MARKET, 2012

Red Bull in China has maintained a strong brand presence in the energy drink market of China. The company focuses continuously to maintain a brand value communication with the customers by supporting various sports event in China, for instance in 2008, during the Beijing Olympic Games...

The energy drink market in China is dominated by Red Bull with a market share of ~% in 2012.

Figure: Market Share of Major Brands in China Energy Drink Market on the Basis of Revenue in Percentage, 2012

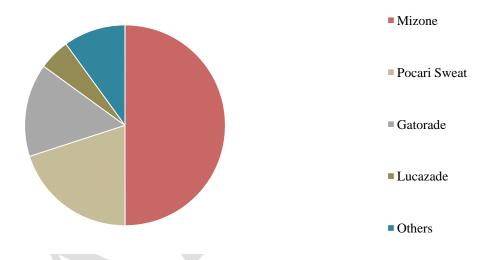




MARKET SHARE OF MAJOR PLAYERS IN CHINA SPORTS DRINK MARKET, 2012

Mizone sports drink by Danone Company dominated the sports drink market in China in 2012 with a market share of ~%. Mizone is one of the famous sports drinks brands among the Chinese consumers. This drink consists of ...

Figure: Market Share of Major Brands in China Sports Drink Market on the Basis of Revenue in Percentage, 2012

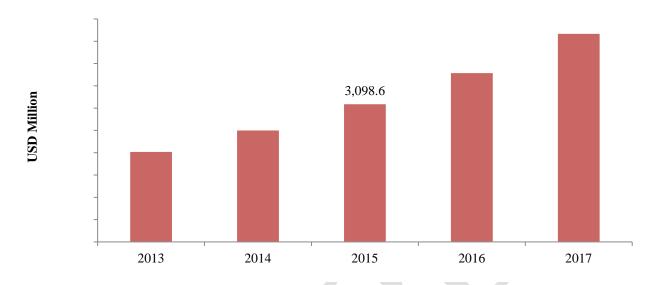


CHINA ENERGY AND SPORTS DRINKS MARKET FUTURE OUTLOOK AND PROJECTIONS, 2013-2017

The overall energy and sports drinks market in China is expected to grow significantly at a CAGR of 23.1% in the forecasted period of 2012-2017. The energy and sports drinks of China is estimated to witness revenue worth USD ~ million by 2017 which will grow from USD ~ million in 2012.



Figure: China Energy and Sports Drinks Market Future Projections on the Basis of Revenue in USD Million, 2013-2017



ASIA ENERGY AND SPORTS DRINKS MARKET FUTURE OUTLOOK AND PROJECTIONS, 2013-2017

ASIA ENERGY AND SPORTS DRINKS MARKET FUTURE OUTLOOK AND PROJECTIONS, 2013-2017

China is projected to experience substantial growth in the energy and sports drinks market in terms of revenue and is forecasted to emerge as the ...

The overall picture of the energy and sports drinks market in Asia seems to be favorable with the growing healthcare awareness among the people. The Asia energy and sports drinks market is Asia is expected to reach USD ~ million in 2017 as compared to USD ~ million in 2012, thus growing at a CAGR of 11.5% during 2012-2017.



Figure: Asia Energy and Sports Drinks Market Future Projections on the Basis of Revenue in USD Million, 2013-2017





DISCLAIMER

The research reports provided by Ken Research are for the personal information of the authorized recipient and is not for public distribution and should not be reproduced or redistributed without prior permission. You are permitted to print or download extracts from this material for your personal use only. None of this material may be used for any commercial or public use.

The information provided in the research documents is from publicly available data and other sources, which are reliable. Efforts are made to try and ensure accuracy of data. With respect to documents available, neither the company nor any of its employees makes any warranty, express or implied, including the warranties of merchantability and fitness for a particular purpose, or assumes any legal liability or responsibility for the accuracy, completeness, or usefulness of any information, apparatus, product, or process disclosed, or represents that its use will not infringe privately owned rights.

The report also includes analysis and views expressed by our research team. The research reports are purely for information purposes. The opinions expressed are our current opinions as of the date appearing in the material and may be subject to change from time to time without notice. Investors should not solely rely on the information contained in the research documents and must make investment decisions based on their own investment objectives, risk profile and financial position. The recipients of this material should take their own professional advice before acting on this information.

Ken Research will not accept returns of reports once dispatched due to the confidentiality of information provided in our reports. In case, a report qualify for return, we will issue a credit, minus shipping charges, of equal value to the original purchase price, toward a future purchase—no refunds. The decision about whether the product return can be accepted or not is solely at our discretion. Any dispute will be subject to laws of India and exclusive jurisdiction of Indian Courts.

No part of this manual or any material appearing may be reproduced, stored in or transmitted on any other Web site without written permission of Ken Research and any payments of a specified fee. Requests to republish any material may be sent to us.

