

## IN THIS REPORT

This report, created with support from Innova, we take a look at key trends in the alcohol and no/low alcohol category across Western and Eastern Europe.

Covering the last 3 years, we highlight emerging ingredient trends and product claims, giving a clear picture of what's shaping the 2026 market and what consumers are looking for.



### **2026 TRENDS**

Consumers in Europe are continuing to diversify their repertoire, seeking out new flavours from around the globe. They are also looking to moderate their alcohol intake in a variation of ways, leading to a journey of flavour discovery.



### **TOP FLAVOURS**

Consumers are seeking authenticity in the beverages they consume. Either looking for traditional flavours from other cultures, or nostalgic flavours they know and love from the past.



### **EXPERT CALL OUT**

The Margarita is one of the most popular cocktails in the world. With a tequila base, it is constantly seeing new iterations from sweet and sour, to herbs and spice.

uk.synergytaste.com



46%

of flavoured alcoholic beverages launches in Europe are from the UK 12%

of flavoured alcoholic beverages launches in Europe are from Germany

1 in 10

No/Low launches drinks focus on calorie reduction

73%

Of consumers are moderating to some extent (United Kingdom)

### **NPD Summary**

<20

100

>500



#### Tequila & Mezcal

It is one of the strongest value growth spirits, up 7.6% CAGR (2018-24). With Margarita and Paloma cocktails trending, this surge reflects the demand for premium agave spirits and vibrant, citrus-forward serves.

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#### **All in Moderation**

Consumers are increasingly looking for new ways to moderate their alcohol intake. Whether that be a 0.0% beer, a mid-strength wine, or even having a mini-cocktail instead of a full serve, the category continues to be dynamic and innovative.



#### The Subject of Calories

A demand for reduced-calorie alcoholic beverages is rising, driven by health-conscious consumers seeking lighter options that balance with their lifestyles.



Plum

Pomegranate

Lemon-Lime

Yuzu

Melon

Spices

Mandarin

Herbs

**Hot Peppers** 

Honey

Growth in product launches over the last year is high or the flavour is highly mentioned on social media

Milk Chocolate

Coffee

Pineapple

Watermelon

Vodka

INTRODUCTION

Pink Grapefruit

Cocoa

Cosmopolitan

Peach

Mojito

Cola

Lemonade

Berry

Blood Orange

Red Apple

Pina Colada

Espresso

Margarita

Raspberry

Lime

Lemon

Orange

Mango

Passion Fruit

Strawberry

Cherry

Consistently appeared within top 15 NPD over the last 5 years

Appearance in product launches has been growing over the last year

Appearance in product launches has been growing over the last 4 years

### TRENDING FLAVOURS

Citrus, Berry and Stone Fruit flavours have remained a mainstay of the alcohol category. As consumers look for more variety, complexity and depth in what they drink, we are seeing the rise of various botanical (e.g. herbs, spices) and indulgent flavours (e.g. honey).

PROVEN FAVOURITES

In Europe, margaritas are getting a premium twist with cristalino tequila, spicy and tropical flavours. Agave spirits like mezcal and raicilla are also gaining traction, pushing beyond the classic serve.

TOM CLEGHORN
EUROPEAN BEVERAGE CATEGORY MANAGER

#### **KEY STATS**

42.5%

CAGR growth in European launches of Margaritas has made this cocktail more widely available.

44%

of UK drinking population say they are likely or very likely to buy a ready-to-drink Margarita cocktail.

#### **ONE TO WATCH**



#cocktailsathome
There are 18.5k videos on
Tiktok on Cocktails at
Home, highlighting the
opportunity for creative
serves at home.

# SPO YOUR SPOY



MARGARITA

The margarita is a classic and versatile Mexican cocktail made with tequila, lime juice, and triple sec, enjoyed in countless variations from fruity twists to frozen blends, often served with a salted rim.

#### **LATEST NPD**



Gather Spicy Mango Margarita, United Kingdom



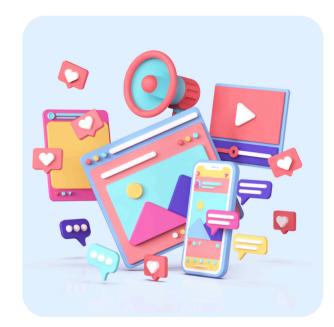
Tios White Hard Tea Margarita, Denmark



Buzzballz Tequila Rita, Germany & UK



### SOCIAL MEDIA ALCOHOL TRENDS



# The trends in numbers

Mango Spicy Margarita recipe received **2.6 million** views

The **Hugo Spritz** received over **290 Million** views last year on TikTok

**M&S Stockport** got **700,000** views showcasing their new canned cocktails

Mention of **jalapeño** in drinks has risen **32%** in the UK



# Spicing up the classics

Social conversation around spicy flavours and ingredients in cocktails has surged, with mentions of jalapeño in drinks rising by 32% in the UK. The trend was highlighted when influencers like TikTok food creator @Michaelfinch, had his "Mango Spicy Margarita" recipe receive 2.6 million views, highlighting the widespread appeal of bold, spicy twists on the traditional.



# Botanical and sustainable

Consumers are increasingly willing to pay a premium for brands that prioritize sustainability, with botanical flavours gaining popularity in spirits for their unique taste profiles. The Hugo spritz, an elderflower-based liqueur, gained 290 million TikTok views last year and celebrities, such as Sophie Turner, have also embraced this trend, collaborating St-Germain



# Cocktails available at home

Canned cocktails have surged in popularity on social media, for those seeking the comfort and convenience of enjoying bold, bar-quality drinks at home. With easy access to popular flavours like Mojito, Daiquiri, and Pina Colada, these rtd options are perfect for staying in. M&S Stockport's introduction of new flavours garnered over 700,000 views on TikTok!



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