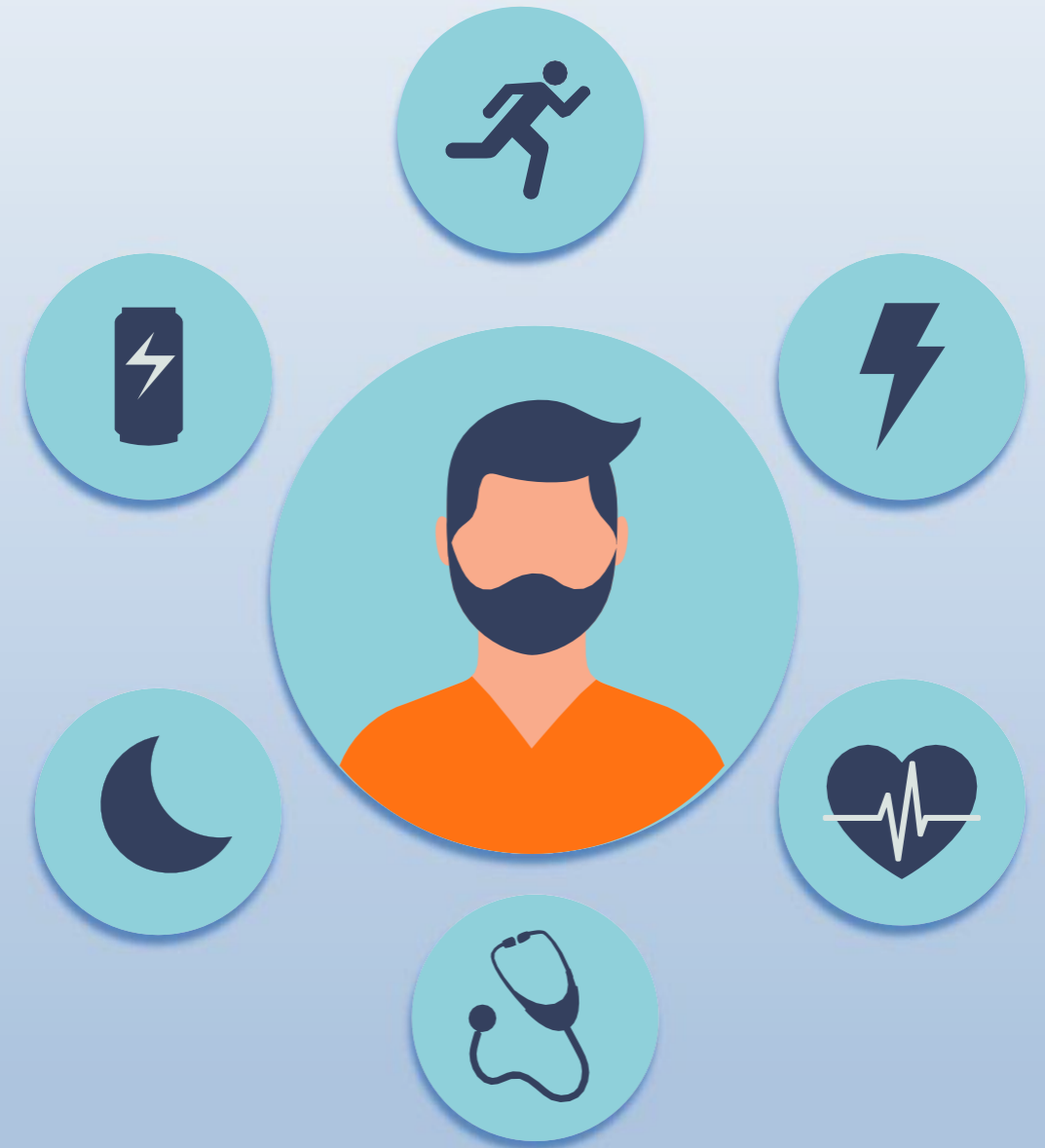


Unleashing Potential

Key Insights from

CodeX

Energy Drink Survey in India



RESULT

ACTION

TASK

SITUATION



SITUATION

- CodeX, a German beverage company, has recently introduced its energy drink in 10 Indian cities, aiming to establish a strong presence in the Indian market.
- The Marketing team's goals include increasing brand awareness, increasing market share, and advancing product development.
- To gather insights, a survey was conducted across the 10 cities, with 10,000 participants providing responses.
- The goal is to deliver meaningful insight's and recommendations that align with CodeX's objectives and drive success in the Indian market.

TASK

The task is to extract meaningful insights that can guide actionable strategies and decisions for the Marketing team and present it to the Chief Marketing Officer



Provide Insights to the Marketing Team in Food & Beverage Industry

Primary Insights (Sample Sections / Questions)

Note: These insights can be derived from the survey responses

- Demographic Insights (examples)**
 - Who prefers energy drink more? (male/female/non-binary?)
 - Which age group prefers energy drinks more?
 - Which type of marketing reaches the most Youth (15-30)?
- Consumer Preferences:**
 - What are the preferred ingredients of energy drinks among respondents?
 - What packaging preferences do respondents have for energy drinks?
- Competition Analysis:**
 - Who are the current market leaders?
 - What are the primary reasons consumers prefer those brands over ours?
- Marketing Channels and Brand Awareness:**
 - Which marketing channel can be used to reach more customers?
 - How effective are different marketing strategies and channels in reaching our customers?
- Brand Penetration:**
 - What do people think about our brand? (overall rating)
 - Which cities do we need to focus more on?
- Purchase Behavior:**
 - Where do respondents prefer to purchase energy drinks?
 - What are the typical consumption situations for energy drinks among respondents?
 - What factors influence respondents' purchase decisions, such as price range and limited edition packaging?
- Product Development**
 - Which area of business should we focus more on our product development? (Branding/taste/availability)



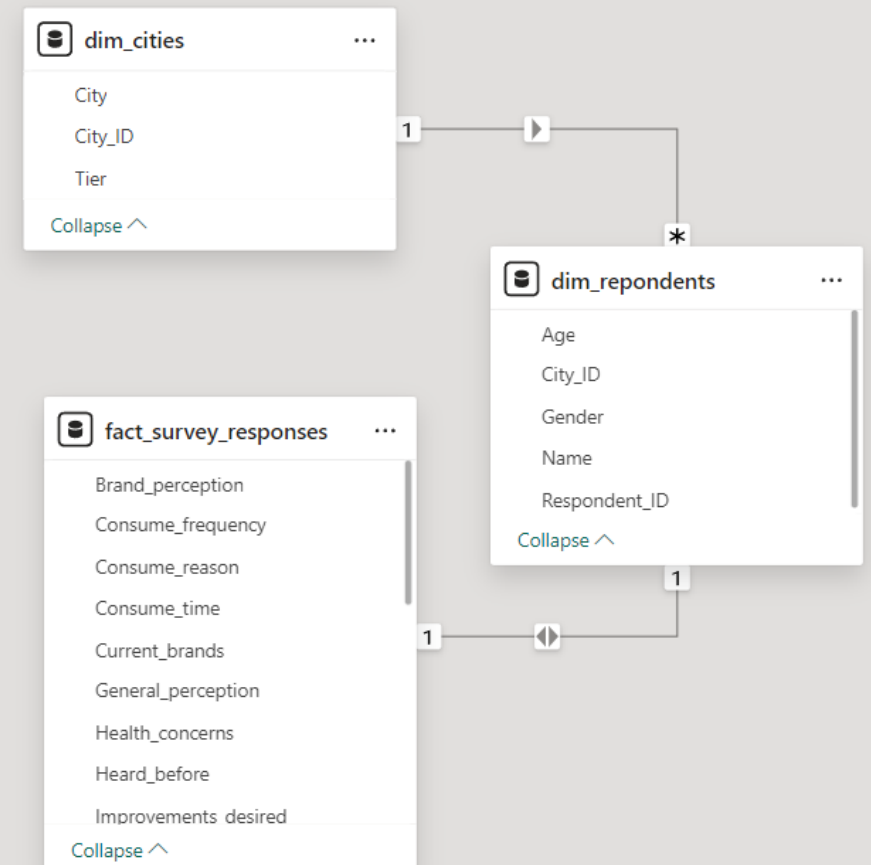
Secondary Insights (Sample Sections / Questions)

Note: You need to do additional market research

Recommendations for CodeX:

Give 5 recommendations for CodeX (below are some samples)

- What immediate improvements can we bring to the product?
- What should be the ideal price of our product?
- What kind of marketing campaigns, offers, and discounts we can run?
- Who can be a brand ambassador, and why?
- Who should be our target audience, and why?

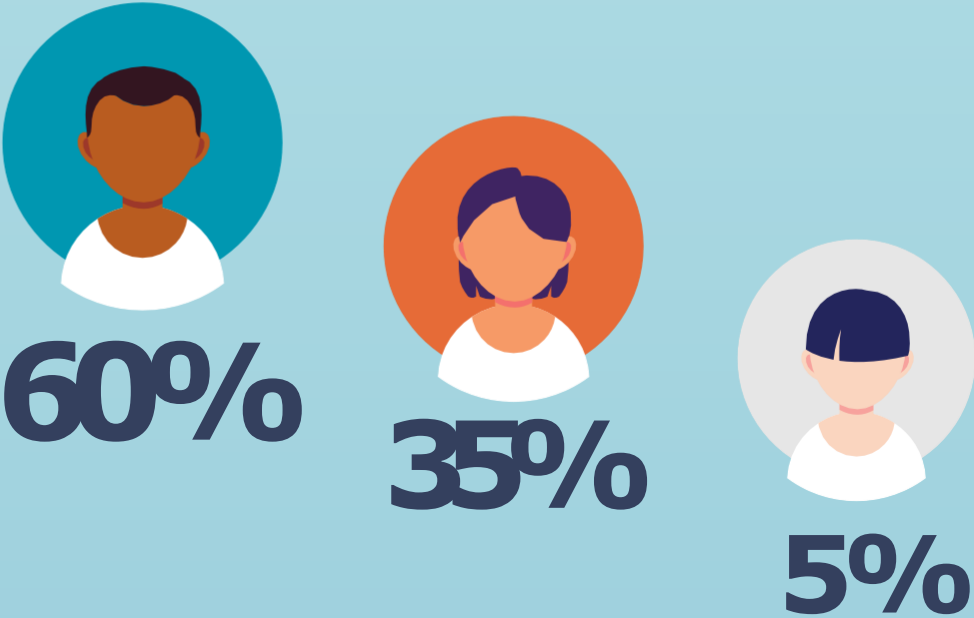
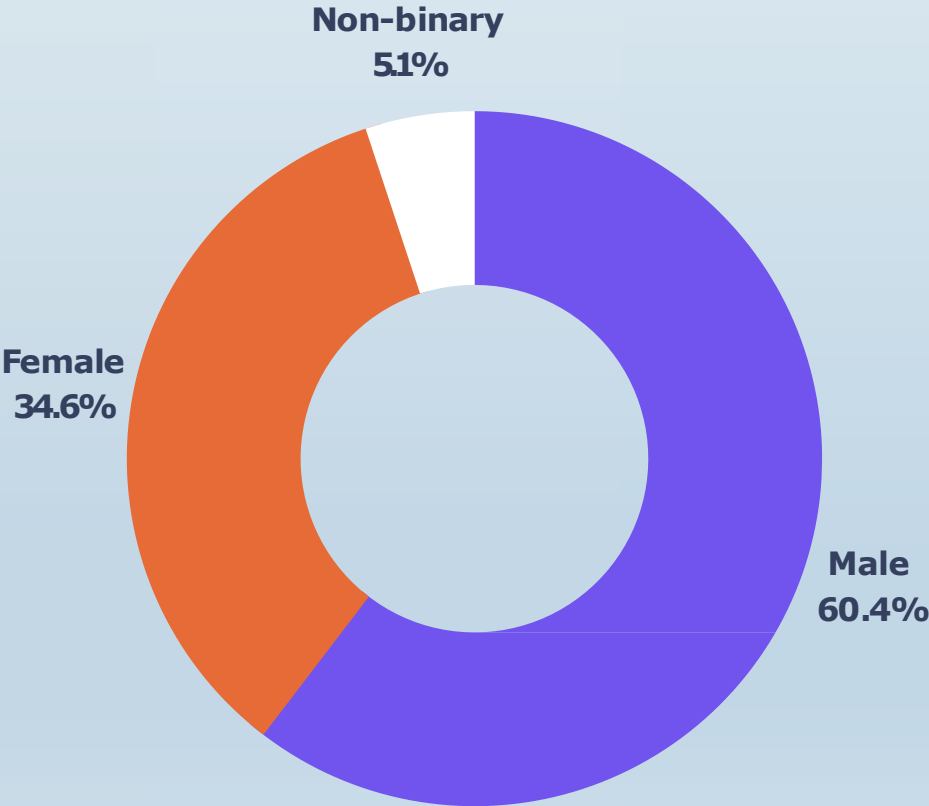


ACTION

- Increase Awareness: Enhance advertising, social media, and PR efforts to boost Codex energy drink's visibility among the target audience.
- Expand Distribution: Forge partnerships with retailers and distributors for wider availability of Codex energy drink.
- Promotional Campaigns: Offer attractive discounts and promotions to entice consumers to try Codex.
- Product Innovation: Introduce new flavors and innovative packaging to cater to diverse consumer preferences.
- Market Research: Regularly conduct market research to track performance, gather feedback, and identify growth opportunities.

Who prefers energy drink more?

| Gender | Count_of_pref |
|------------|---------------|
| Male | 6038 |
| Female | 3455 |
| Non-binary | 507 |



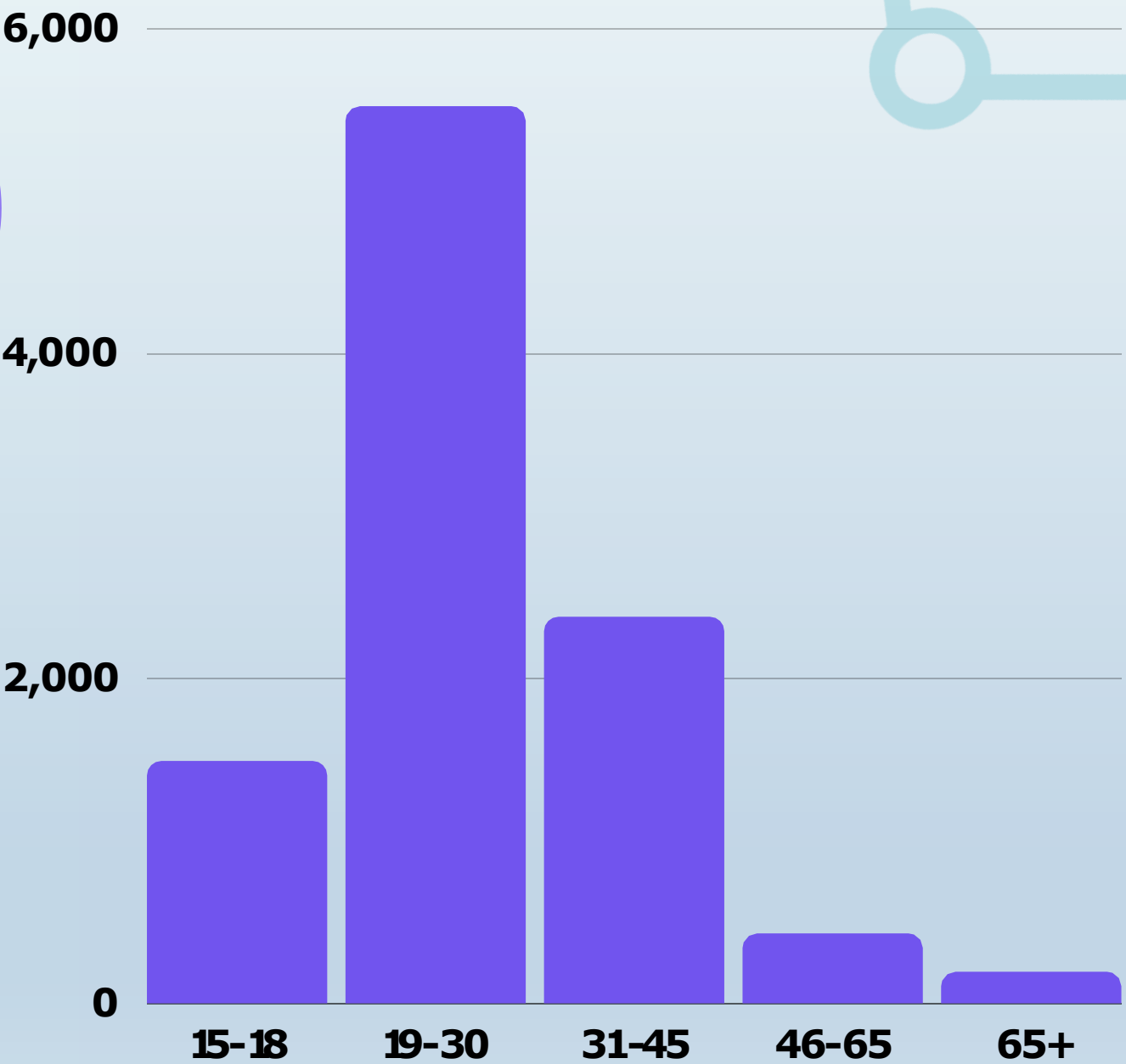
According to a study by the market research firm Euromonitor International, men account for 60% of energy drink sales in India.



Which age group prefers energy drinks more?

- The median age of India's population is 28.2 years, data from the World Population Prospects.
- India has more than 50% of its population below the age of 25 and more than 65% below the age of 35.

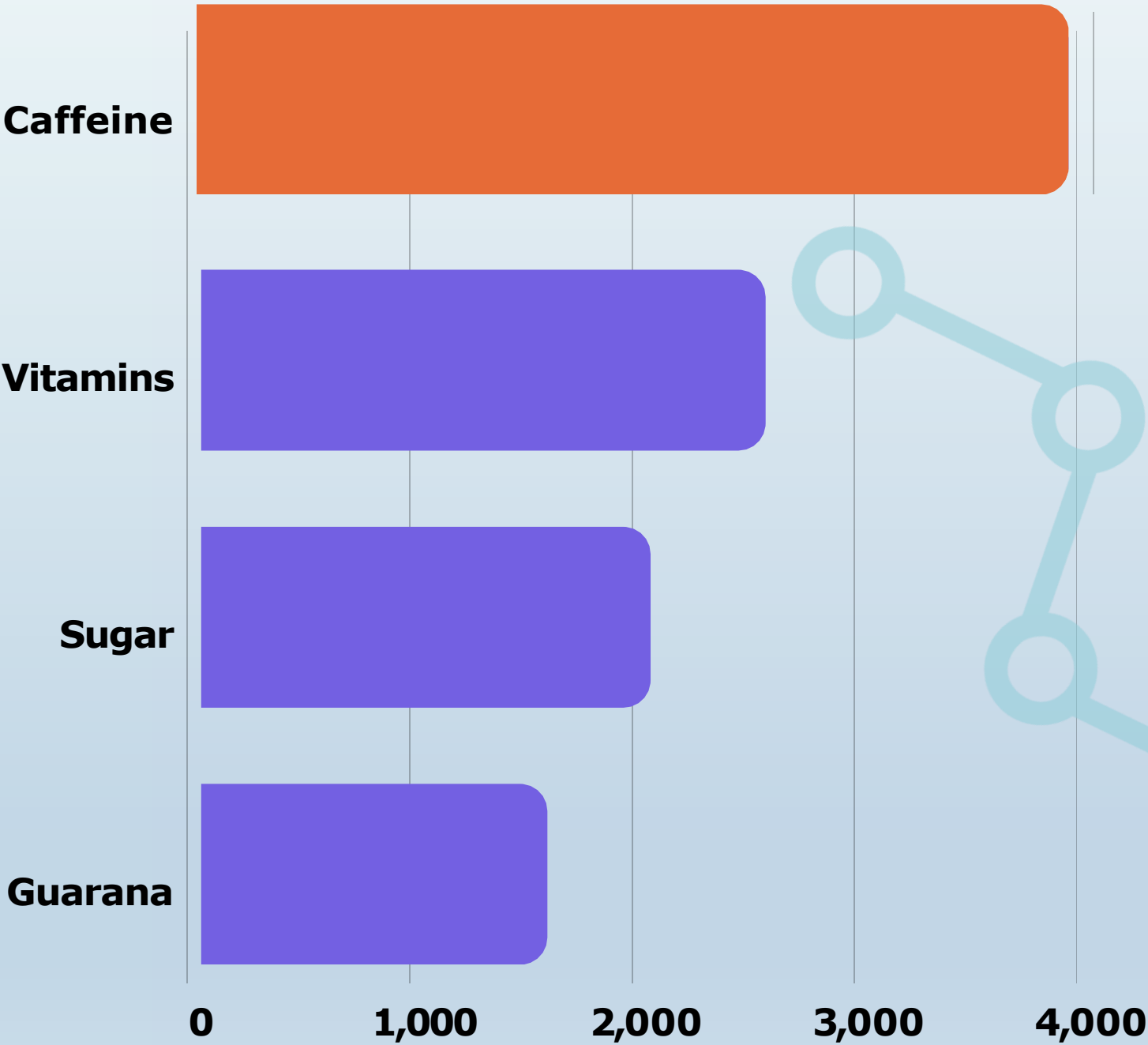
| Age | Count_of_Pref |
|-------|---------------|
| 15-18 | 1488 |
| 19-30 | 5520 |
| 31-45 | 2376 |
| 46-65 | 426 |
| 65+ | 190 |



What are the preferred ingredients of energy drinks among respondents?

| Ingredients_expected | Count_of_Response |
|----------------------|-------------------|
| Caffeine | 3896 |
| Vitamins | 2534 |
| Sugar | 2017 |
| Guarana | 1553 |

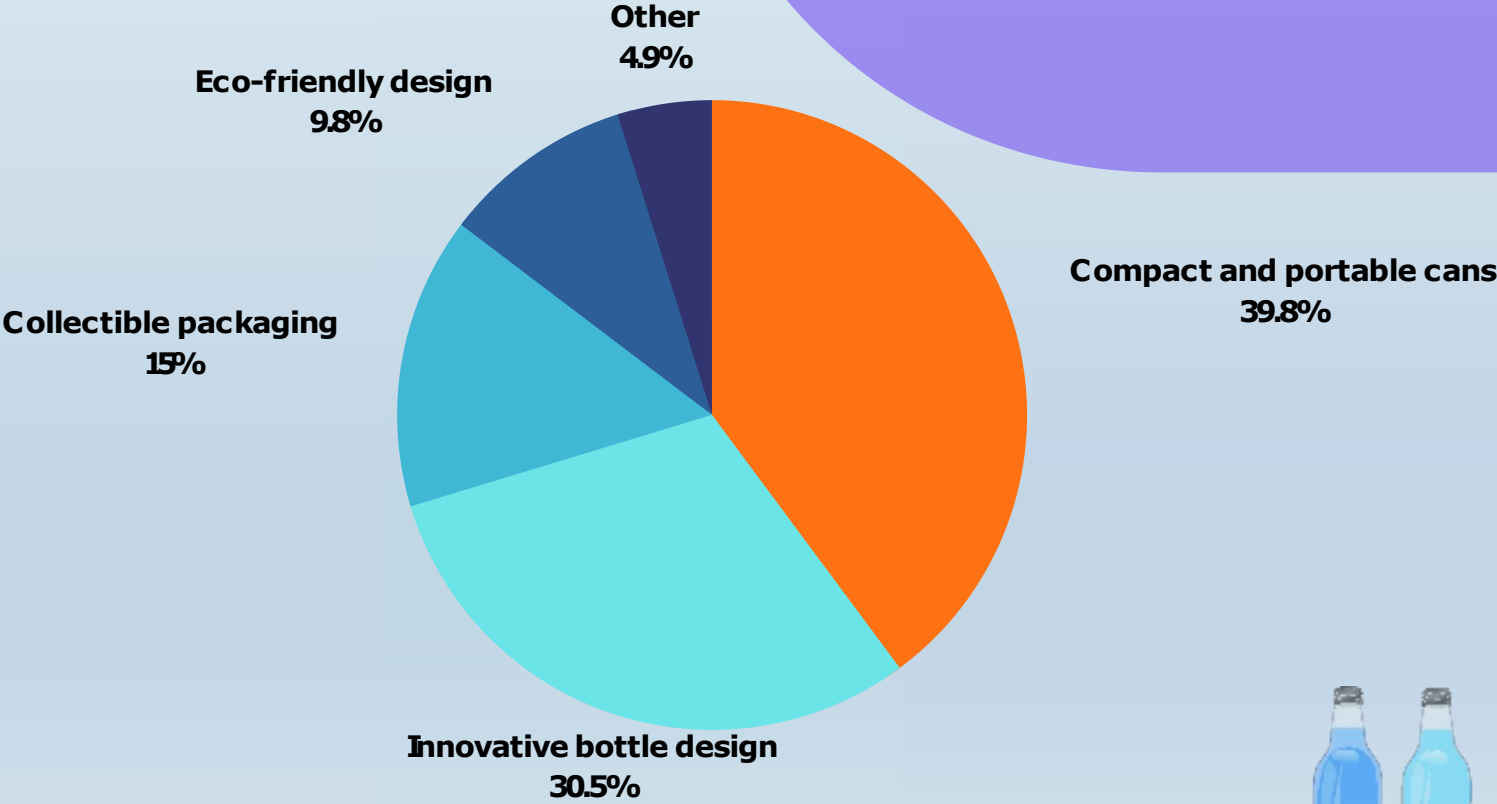
- *FSSAI mandates that the level of caffeine used in energy drinks should not be less than 145 mg/l and not more than 300mg/l.*
- *It is widely recognized, researched, and has a long history of use in beverages.*
- *The marketing team can leverage caffeine's popularity by highlighting its benefits.*



What packaging preferences do respondents have for energy drinks?

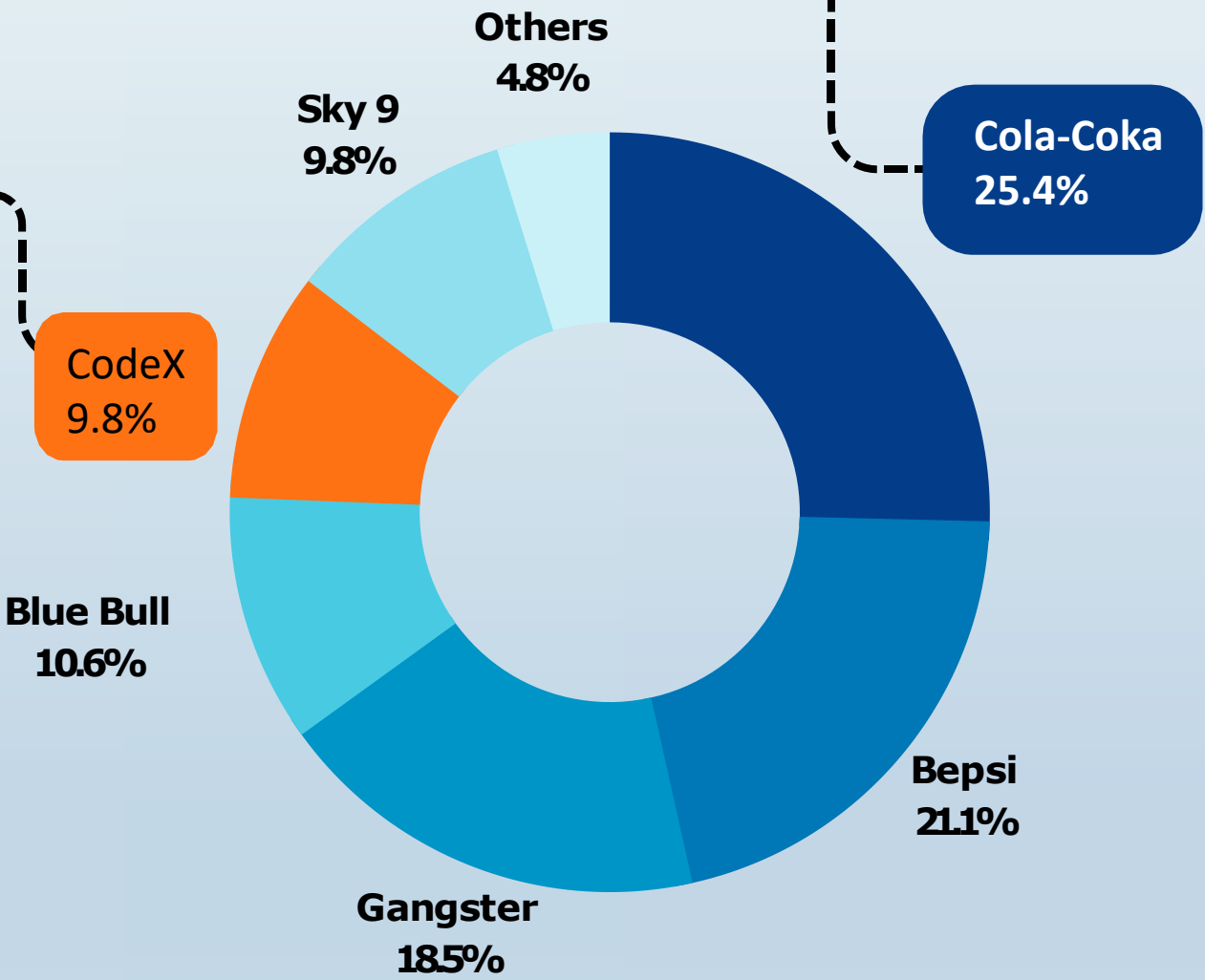
| Packaging_preference | Count_of_Response |
|---------------------------|-------------------|
| Compact and portable cans | 3984 |
| Innovative bottle design | 3047 |
| Collectible packaging | 1501 |
| Eco-friendly design | 983 |
| Other | 485 |

- A study by Nielsen in 2022 found that 62% of energy drink consumers in India prefer cans over other packaging formats.
- A survey by the Energy Drinks Association of India in 2021 found that the top reasons why consumers prefer cans for energy drinks are portability, durability, and resealability.



Who are the current market leaders?

| Current_brands | Count_of_Response |
|----------------|-------------------|
| Cola-Coka | 2538 |
| Bepsi | 2112 |
| Gangster | 1854 |
| Blue Bull | 1058 |
| CodeX | 980 |
| Sky 9 | 979 |
| Others | 479 |



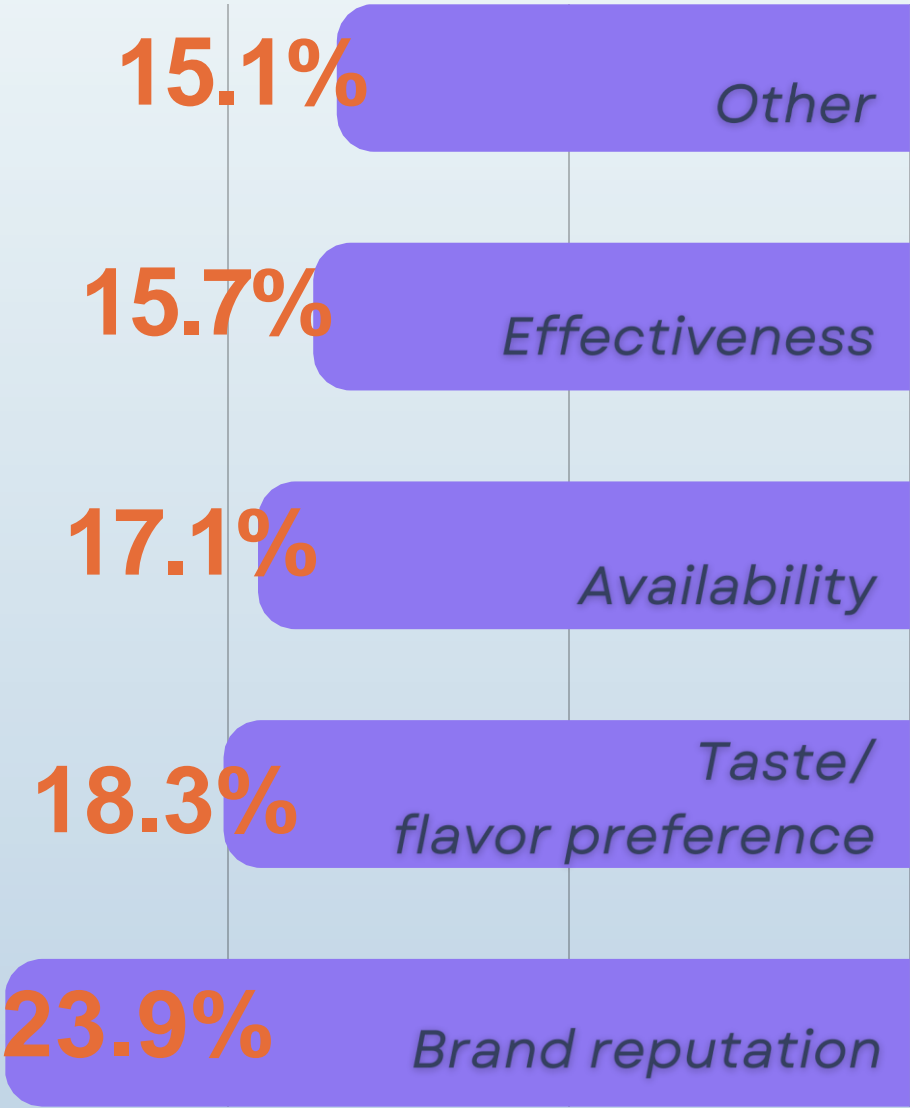
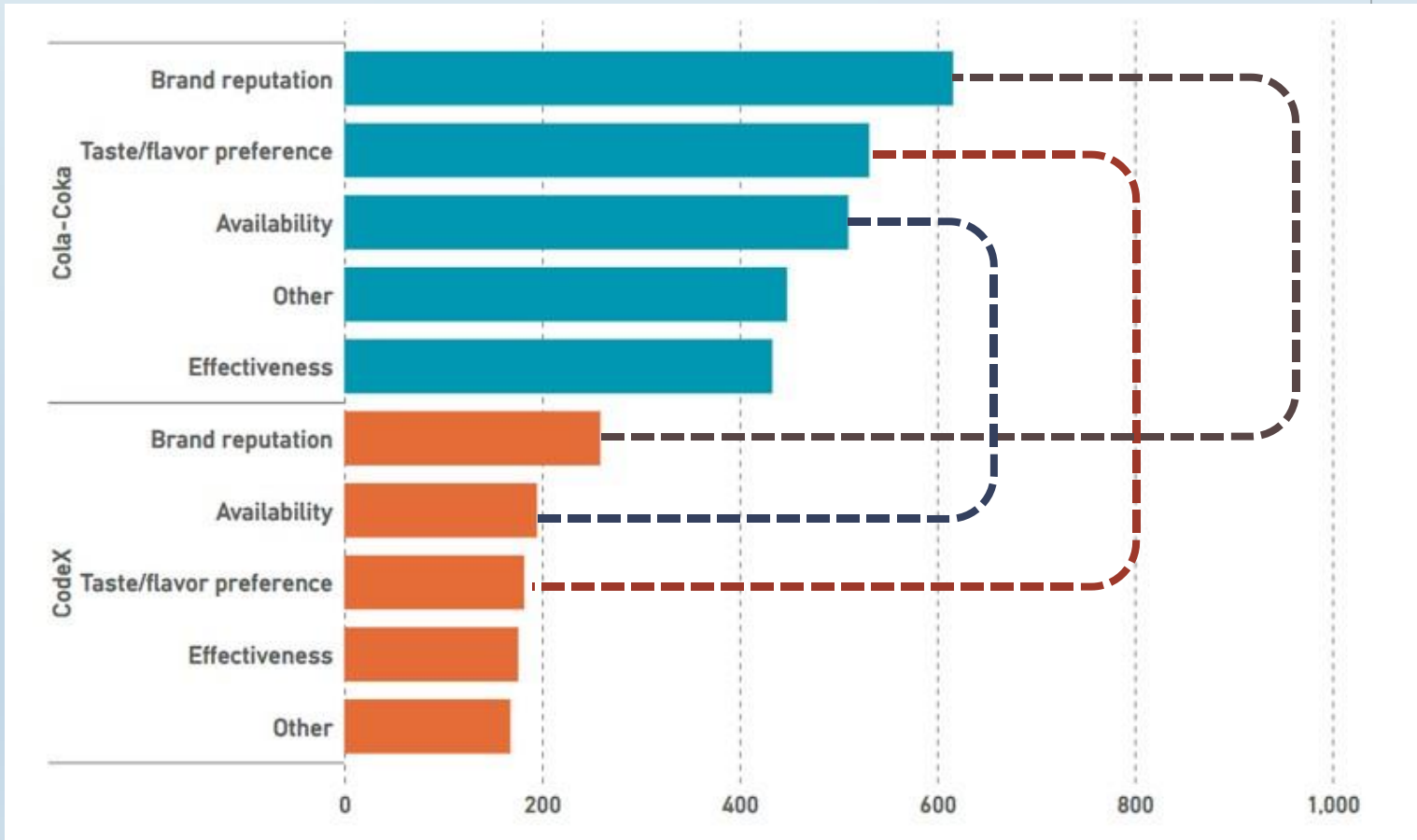
Cola-coka

Bepsi

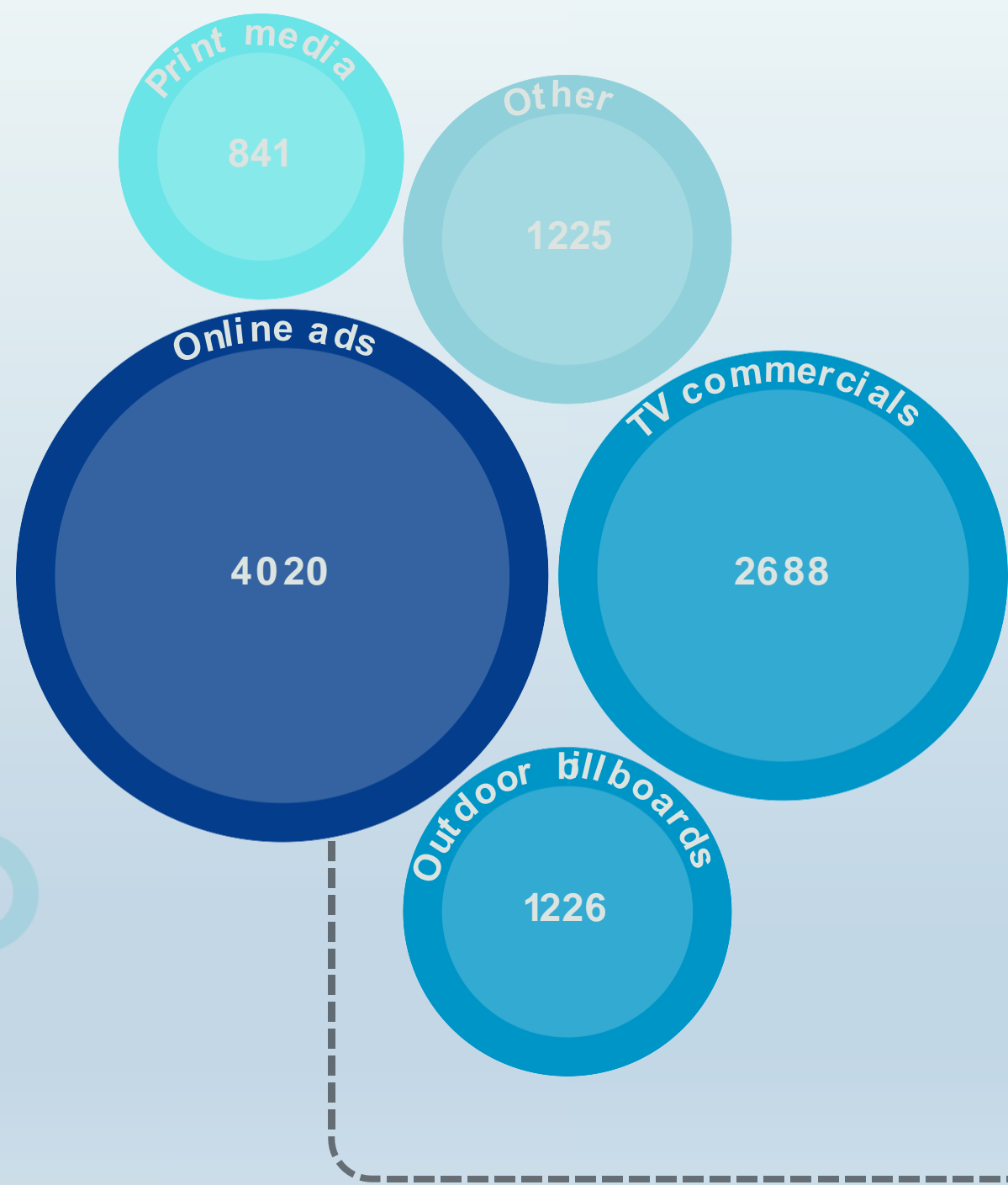
Gangster

What are the primary reasons consumers prefer those brands over ours?

| Reasons_for_choosing_brands | Count_of_Response |
|-----------------------------|-------------------|
| Brand reputation | 2652 |
| Taste/flavor preference | 2011 |
| Availability | 1910 |
| Effectiveness | 1748 |
| Other | 1679 |



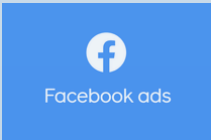
Which marketing channel can be used to reach more customers?



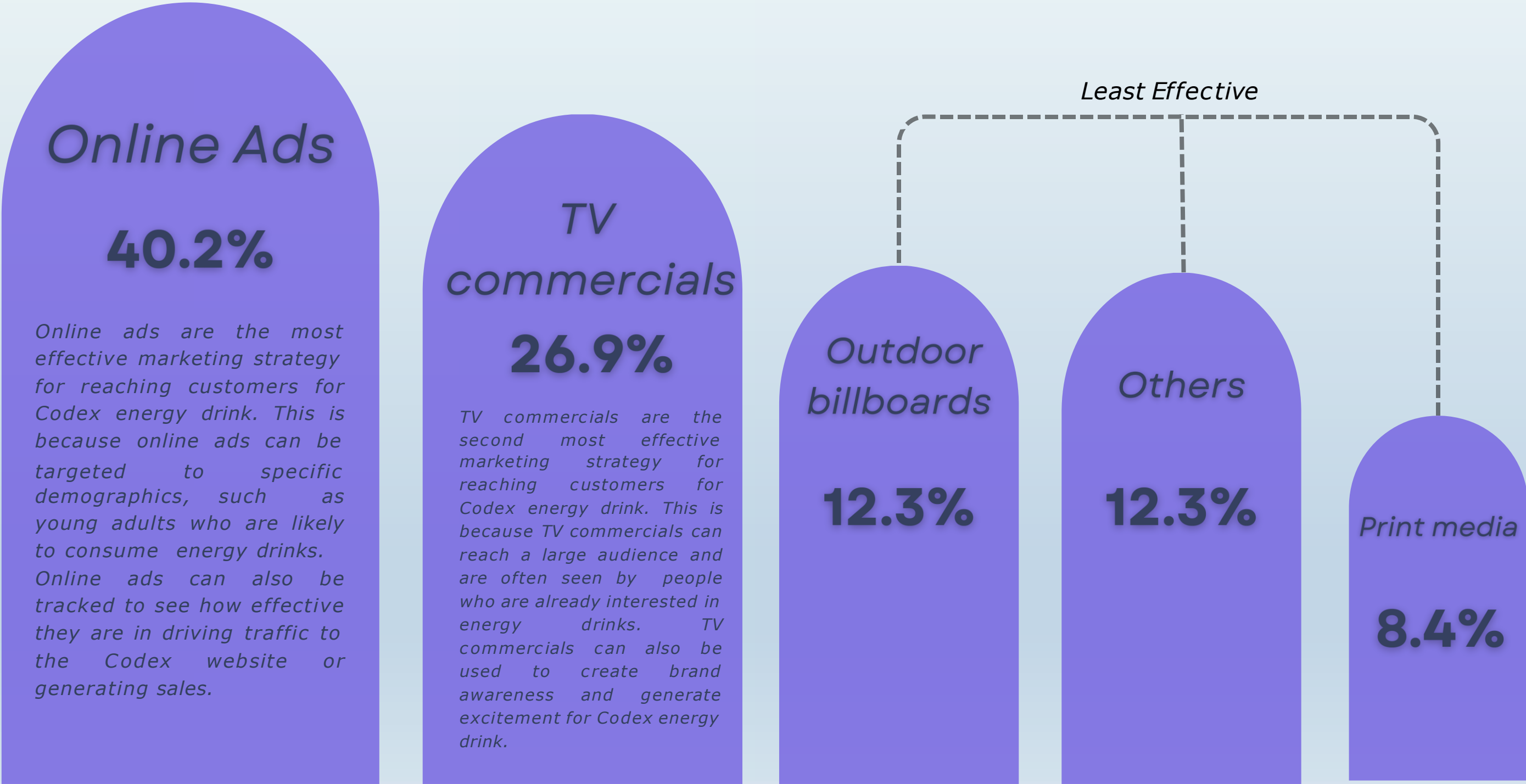
| Marketing_channels | Count_of_Response | Percentage_of_Response |
|--------------------|-------------------|------------------------|
| Online ads | 4020 | 40.2 |
| TV commercials | 2688 | 26.9 |
| Outdoor billboards | 1226 | 12.3 |
| Other | 1225 | 12.3 |
| Print media | 841 | 8.4 |

Online Ads

40 %



How effective are different marketing strategies and channels in reaching our customers?



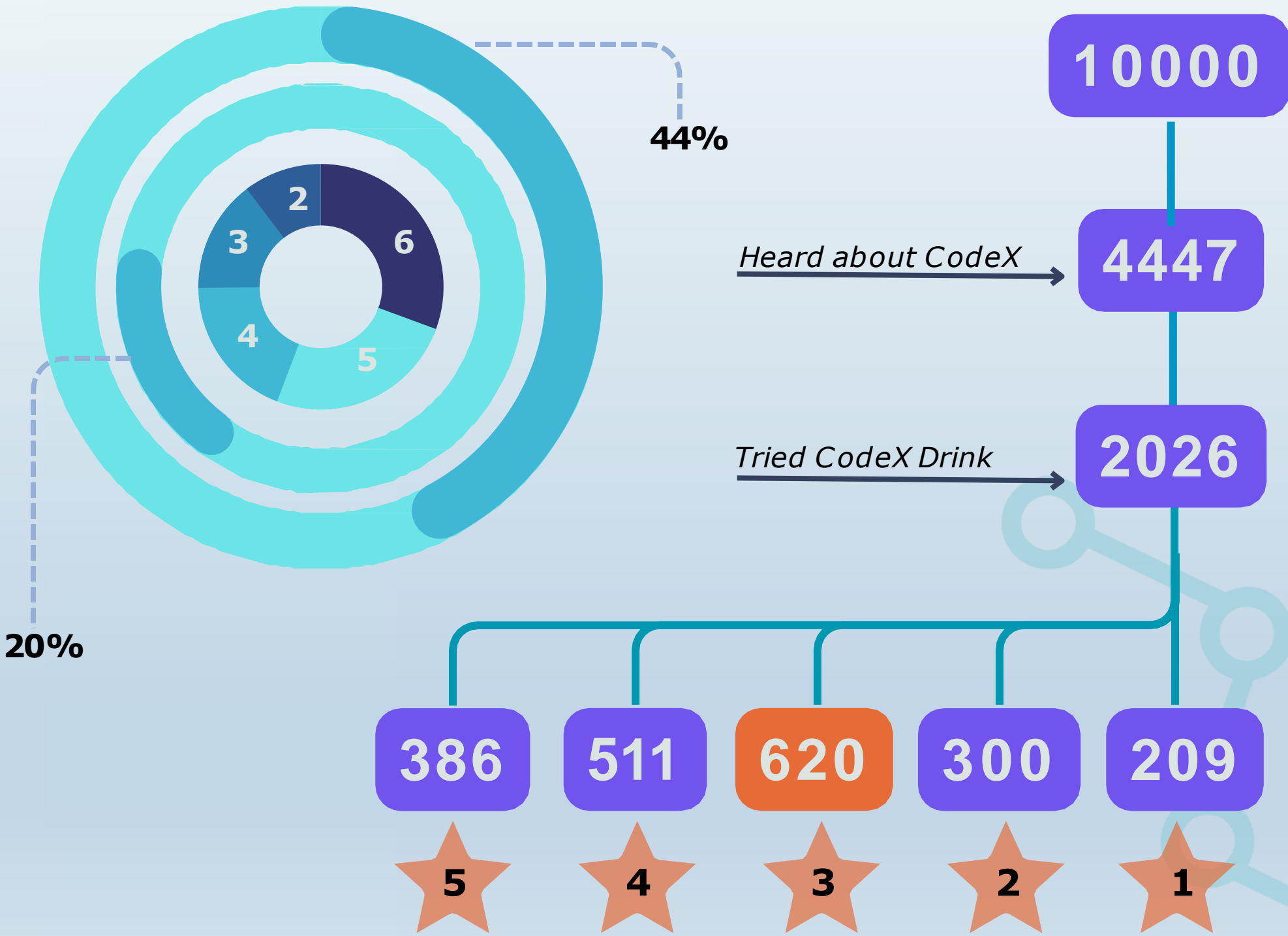
AVERAGE RATING



CodeX



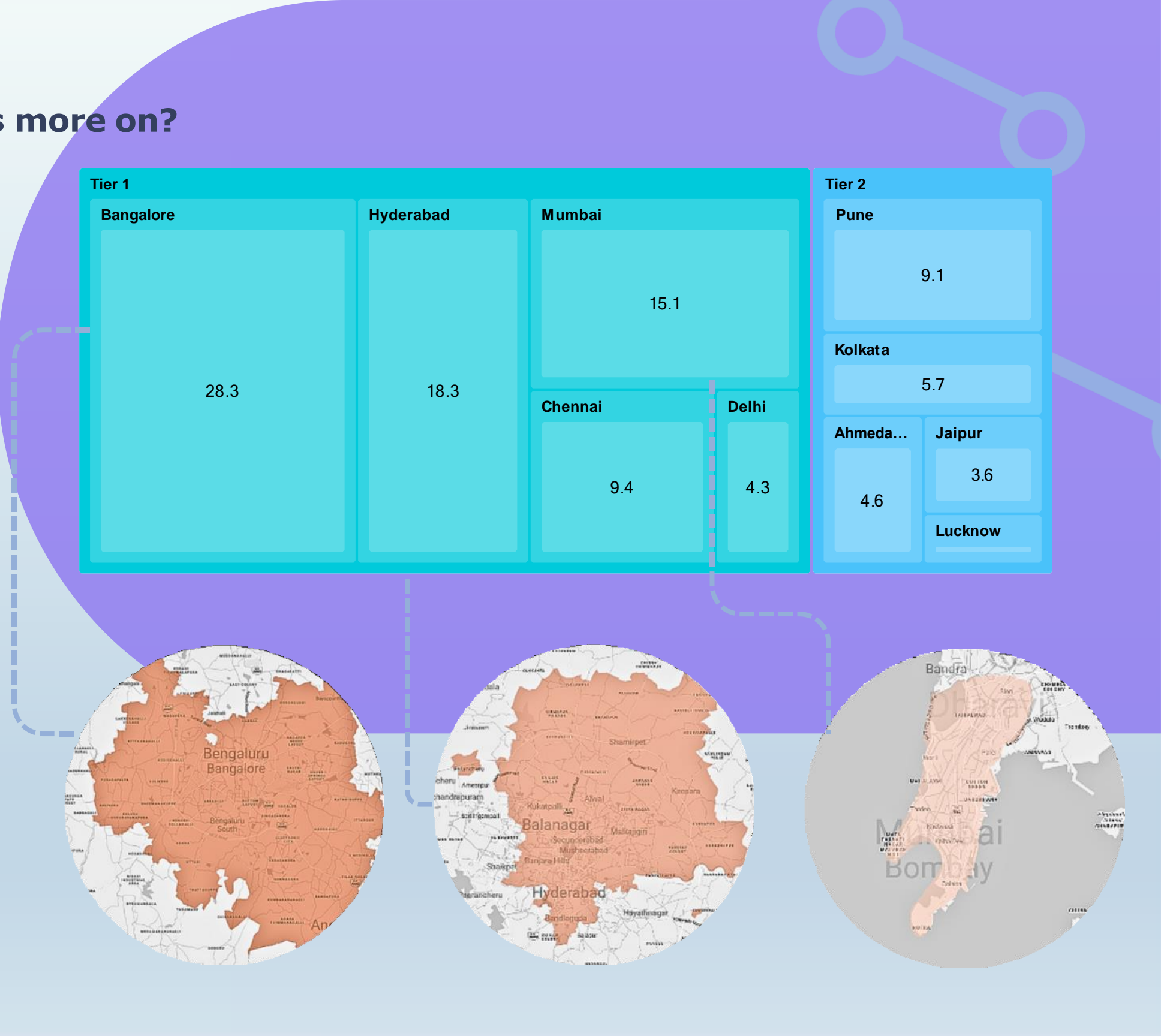
What do people think about our brand?



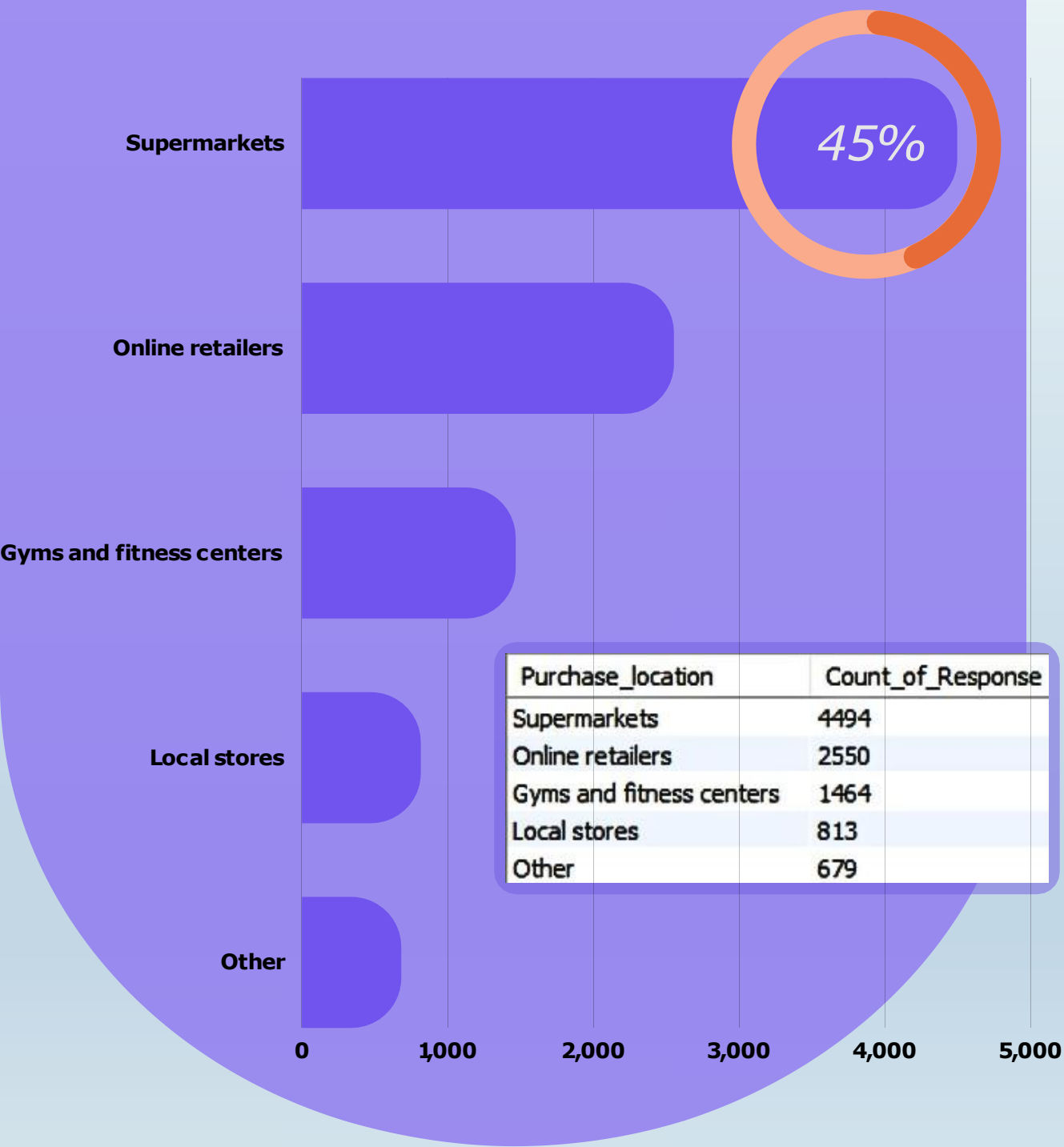
Which cities do we need to focus more on?

- Bangalore, Hyderabad, and Mumbai exhibit the highest response rates, indicating a larger potential market for CodeX.
- Chennai and Pune also show significant response numbers, making them valuable market regions to target.
- Marketing efforts should prioritize these cities to maximize brand exposure and tap into their potential customer base.

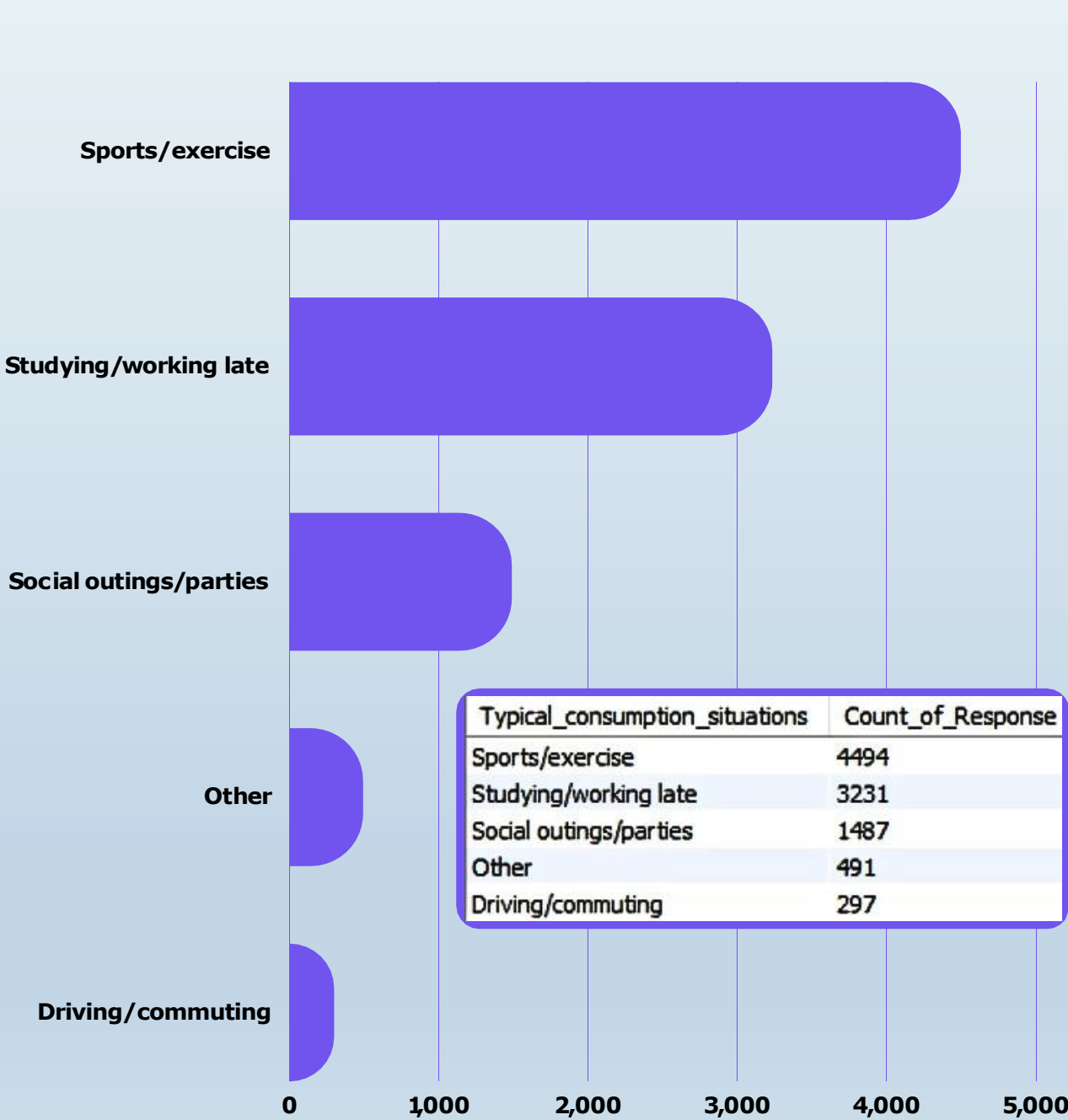
| City | Count_of_Response |
|-----------|-------------------|
| Bangalore | 2828 |
| Hyderabad | 1833 |
| Mumbai | 1510 |
| Chennai | 937 |
| Pune | 906 |
| Kolkata | 566 |
| Ahmedabad | 456 |
| Delhi | 429 |
| Jaipur | 360 |
| Lucknow | 175 |



Where do respondents prefer to purchase energy drinks?



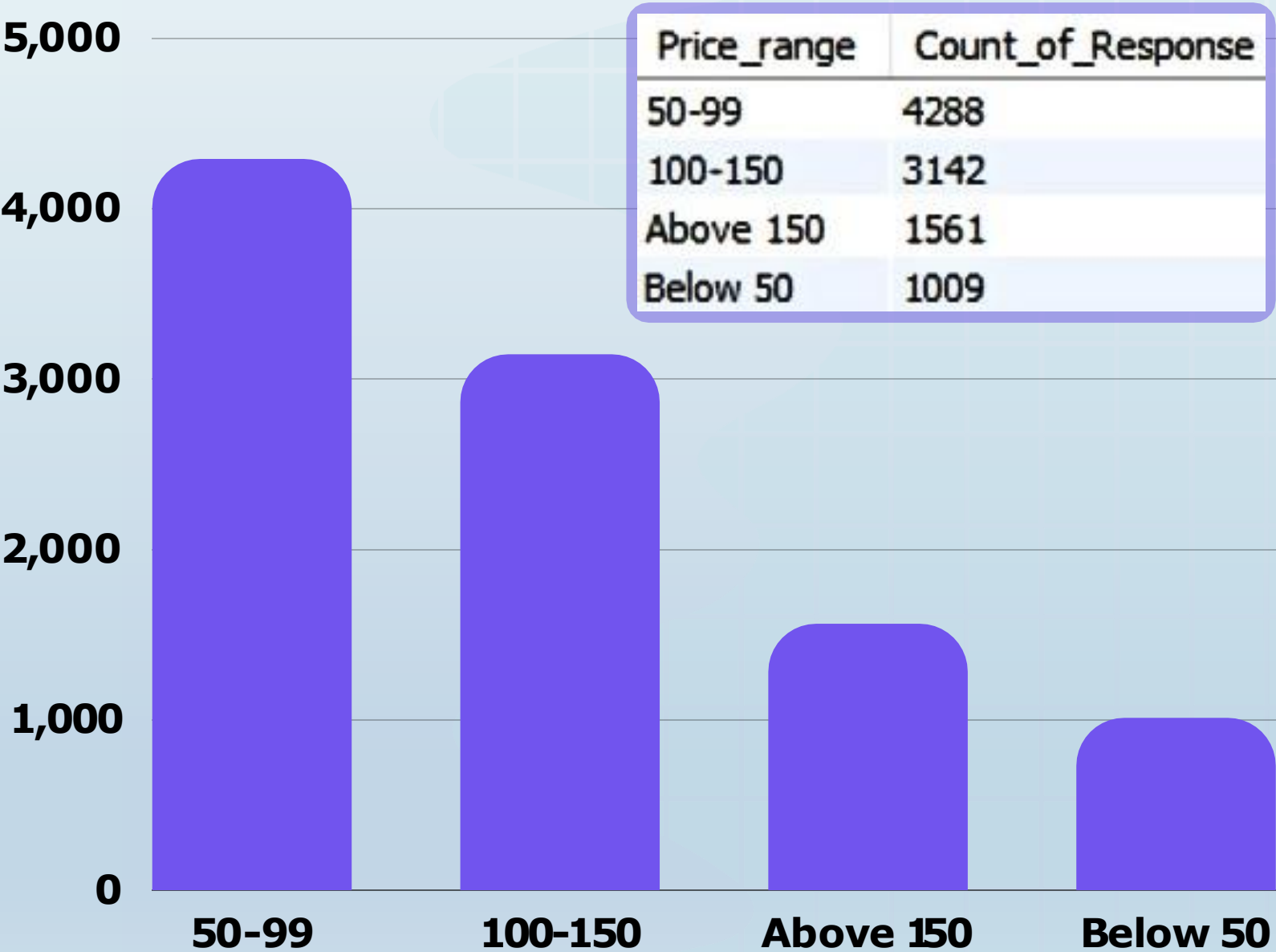
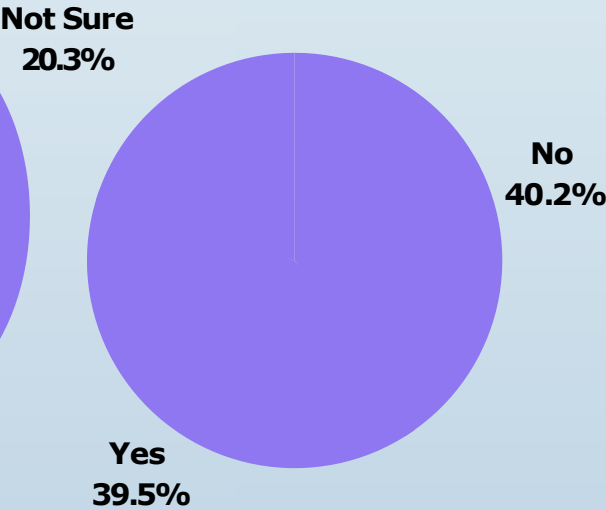
What are the typical consumption situations for energy drinks among respondents?



What factors influence respondents' purchase decisions, such as price range and limited edition packaging?

| Limited_edition_packaging | Count_of_Response |
|---------------------------|-------------------|
| No | 4023 |
| Yes | 3946 |
| Not Sure | 2031 |

According to Euromonitor and Nielsen, the average price range of energy drinks in India is ₹50 - ₹150 for a 250ml can.

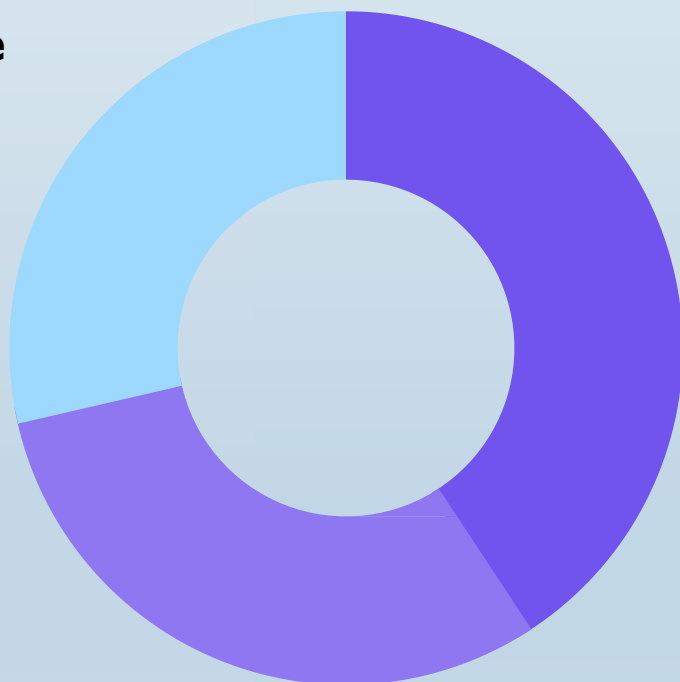


Which area of business should we focus more on our product development?

| Reasons_for_choosing_brands | Count_of_Response |
|-----------------------------|-------------------|
| Brand reputation | 259 |
| Availability | 195 |
| Taste/flavor preference | 182 |
| Effectiveness | 176 |
| Other | 168 |

980

Taste/flavor preference
28.6%



Availability
30.7%

Brand reputation
40.7%

Brand reputation
With 259 responses
choosing brand reputation
as a reason for choosing
CodeX, it indicates that
building and enhancing
the reputation of the
brand should be a key
focus area for product
development.



RESULT

What immediate improvements can we bring to the product?

Availability

Health Benefits

Flavour Enhancement

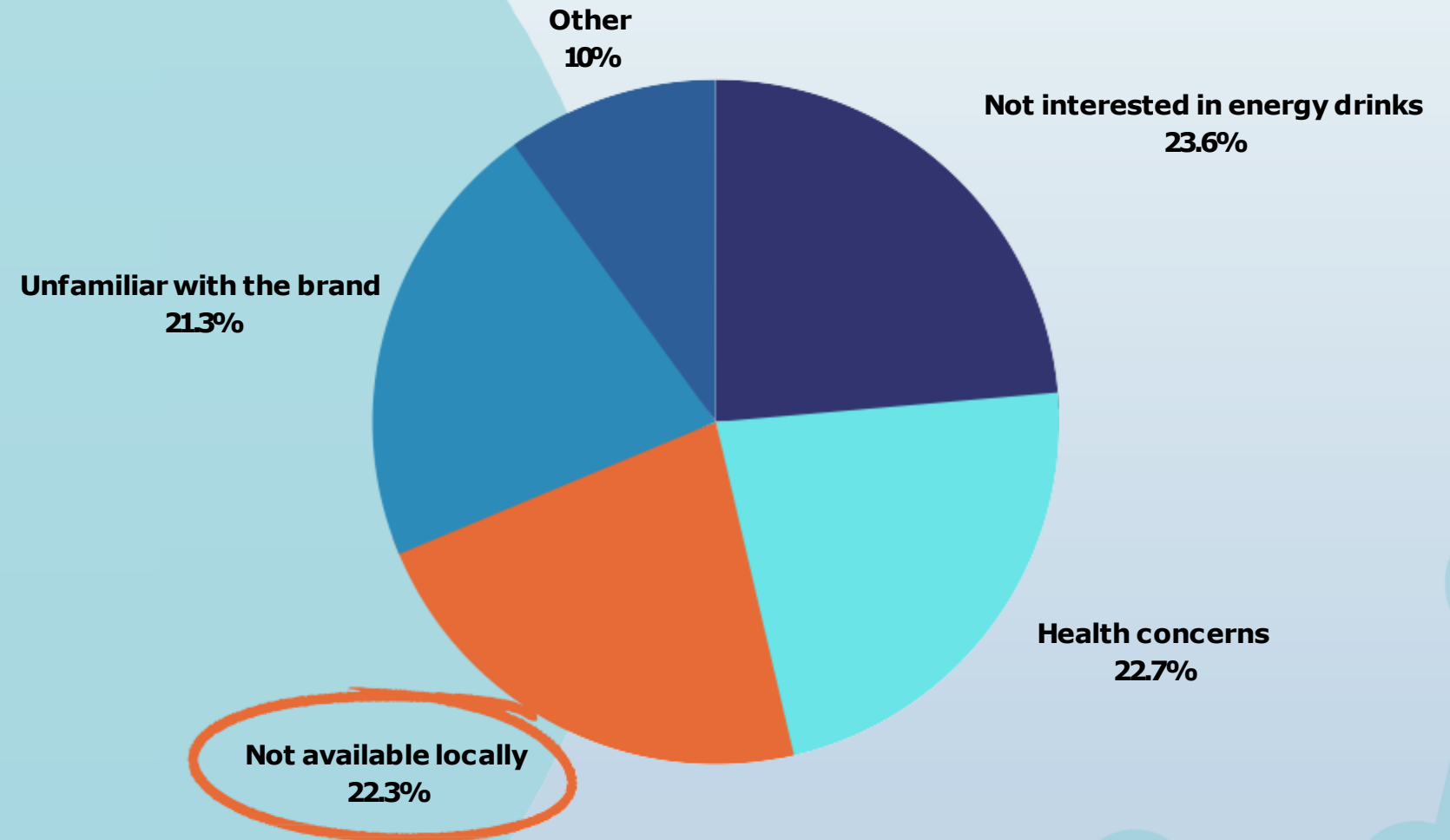
Brand Communication



What immediate improvements can we bring to the product?

Availability

- Among the 4,447 people who heard about CodeX, a significant portion of **2,421** individuals (54.4%) didn't try the product.
- Notably, **22.3%** of respondents mentioned that the product's unavailability locally was a key factor in their decision not to try CodeX.
- Availability emerged as one of the top three reasons influencing people's choice of a particular brand among market competitors.
- To address this, we should prioritize assessing the product's **distribution and supply chain**. Ensuring that CodeX is easily accessible in key markets and popular retail outlets is essential to meet customer demand and drive adoption.

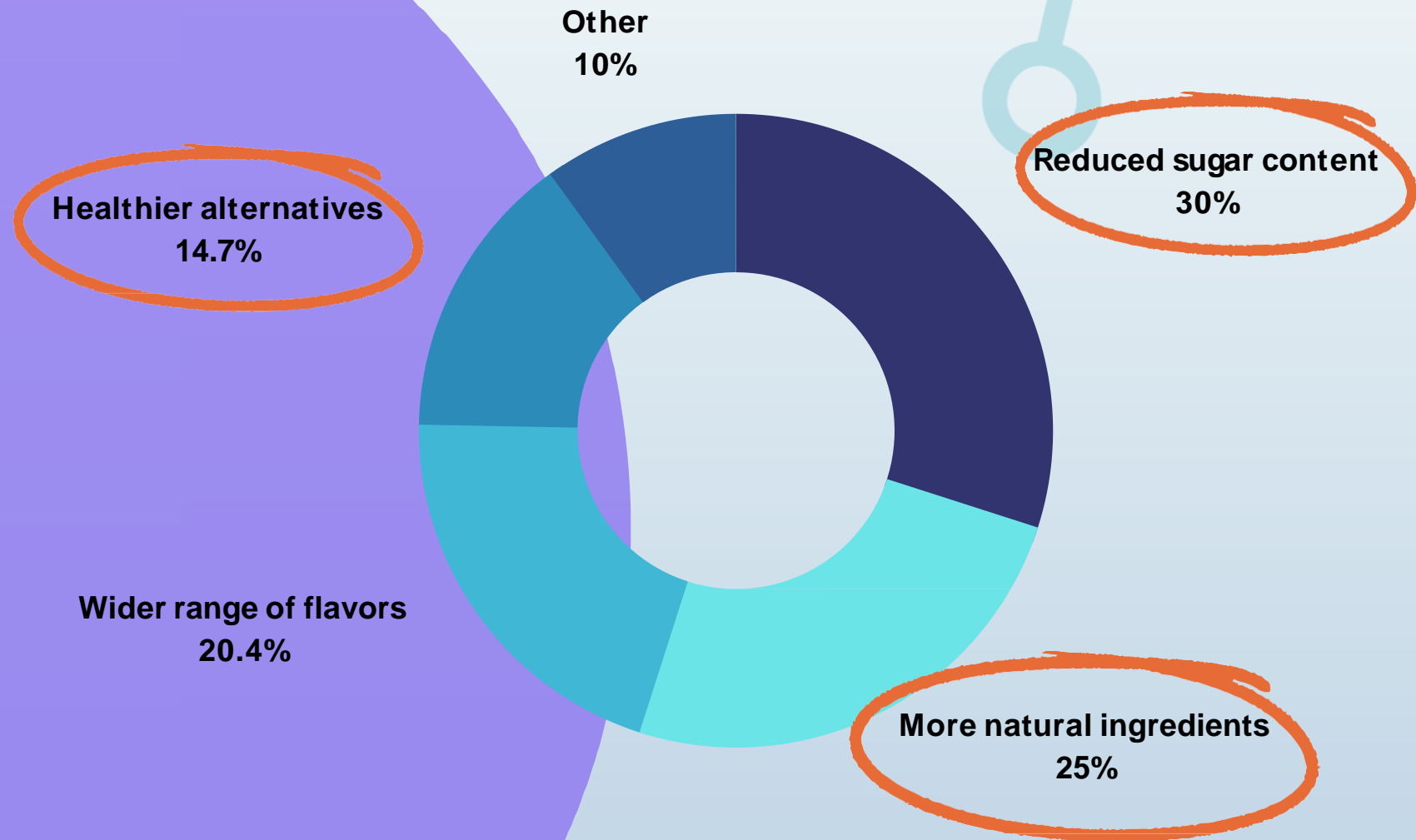


What immediate improvements can we bring to the product?

Health Benefits

- **Lower sugar** content or utilizing natural sweeteners like stevia or honey.
- Using **natural ingredients**, to avoid artificial additives, sweeteners, and preservatives.
- Enhancing **nutritional value** by incorporating vitamins, minerals, and antioxidants.
- **Controlling caffeine** levels for a boost without excessive stimulation.
- Choosing **natural coloring** from fruit or vegetable extracts, to avoid artificial colors.
- **Clearly labelling** ingredients and nutritional information for informed choices.
- Developing **low-calorie** variants to cater to health-conscious consumers.
- Combining energy benefits with **hydration** to promote overall wellness.

According to Euromonitor and Nielsen reports, about 60% of consumers in India have health concerns about energy drinks.



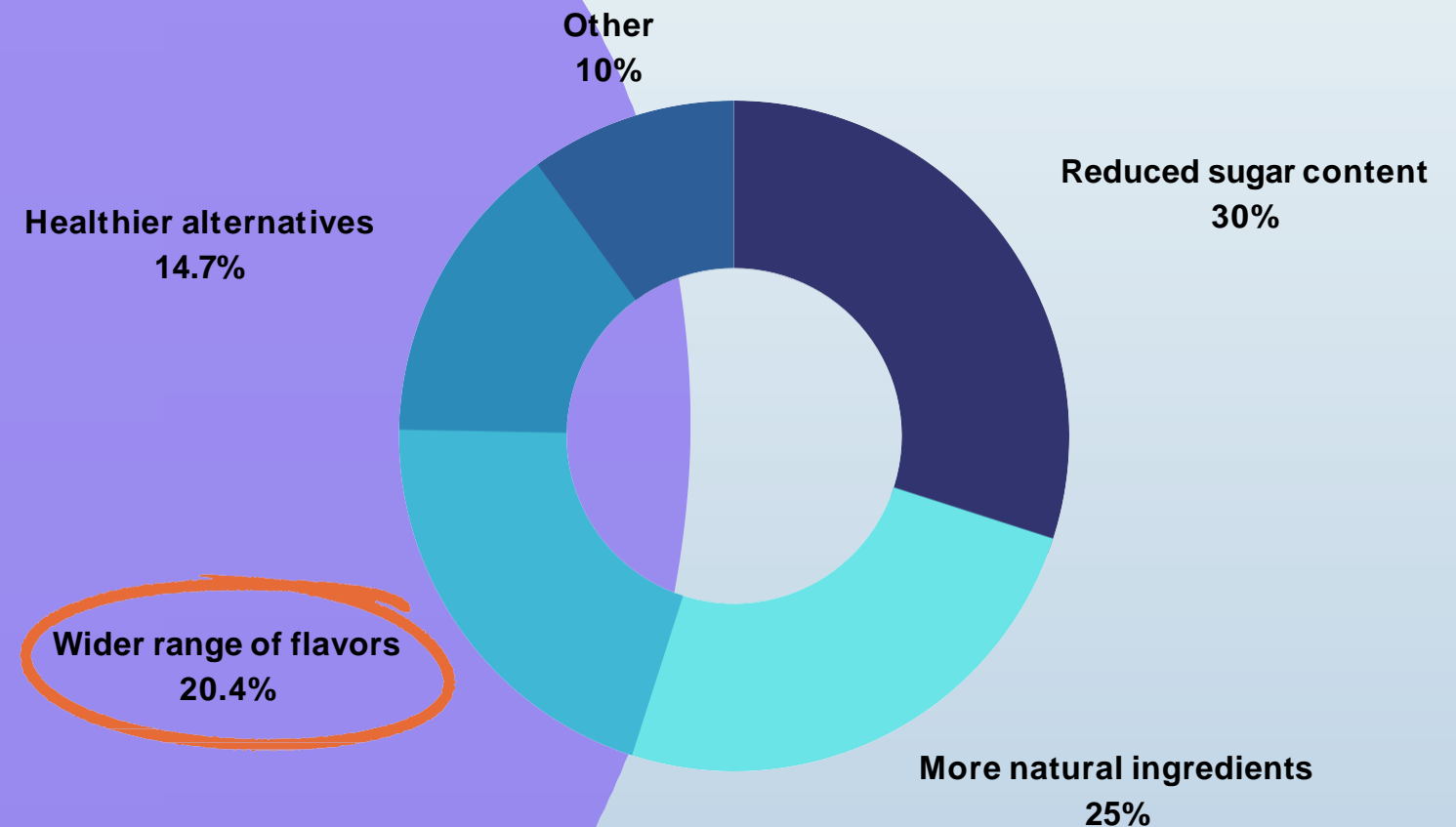
6045 Have Health Concerns

4983 Preferred Natural Energy Drink

What immediate improvements can we bring to the product?

Flavour Enhancement

- Let's use **natural flavors** to appeal to consumers seeking natural ingredients.
- Create **unique flavors** to stand out in the competitive market.
- Offer **low-sugar options** with sweeteners like stevia or monk fruit.
- **Adjust acidity** for a more balanced and enjoyable taste.
- **Use carbonation** in moderation for a refreshing flavor experience.



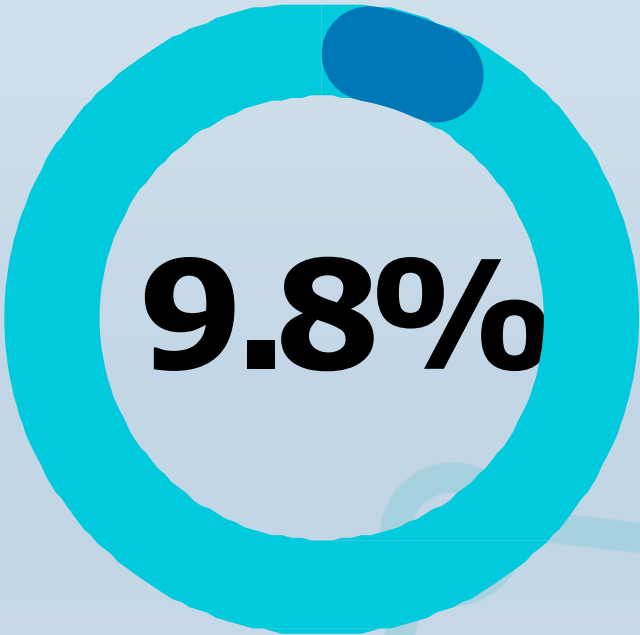
What immediate improvements can we bring to the product?

Brand Communication

- Let's clarify our **brand identity** and values, communicating what sets us apart and what we want to stand for.
- Craft a strong and concise **brand message** that resonates with our target audience and leaves a lasting impression.
- Consistency is vital; maintain the **same message** across all marketing channels, including our website, social media, advertising, and packaging, to build recognition and trust.
- Embrace authenticity and **transparency** in our communications to build trust with customers and showcase our genuine brand values.
- **Engage actively** with our audience on social media, online forums, and in-person interactions to forge meaningful relationships and gain valuable insights into their needs and preferences. This will help us better serve and connect with our customers.

| Total | |
|-----------------------------|-------------------|
| Reasons_for_choosing_brands | Count_of_Response |
| Brand reputation | 2652 |

| CodeX | |
|-----------------------------|-------------------|
| Reasons_for_choosing_brands | Count_of_Response |
| Brand reputation | 259 |



What should be the ideal price of our product?

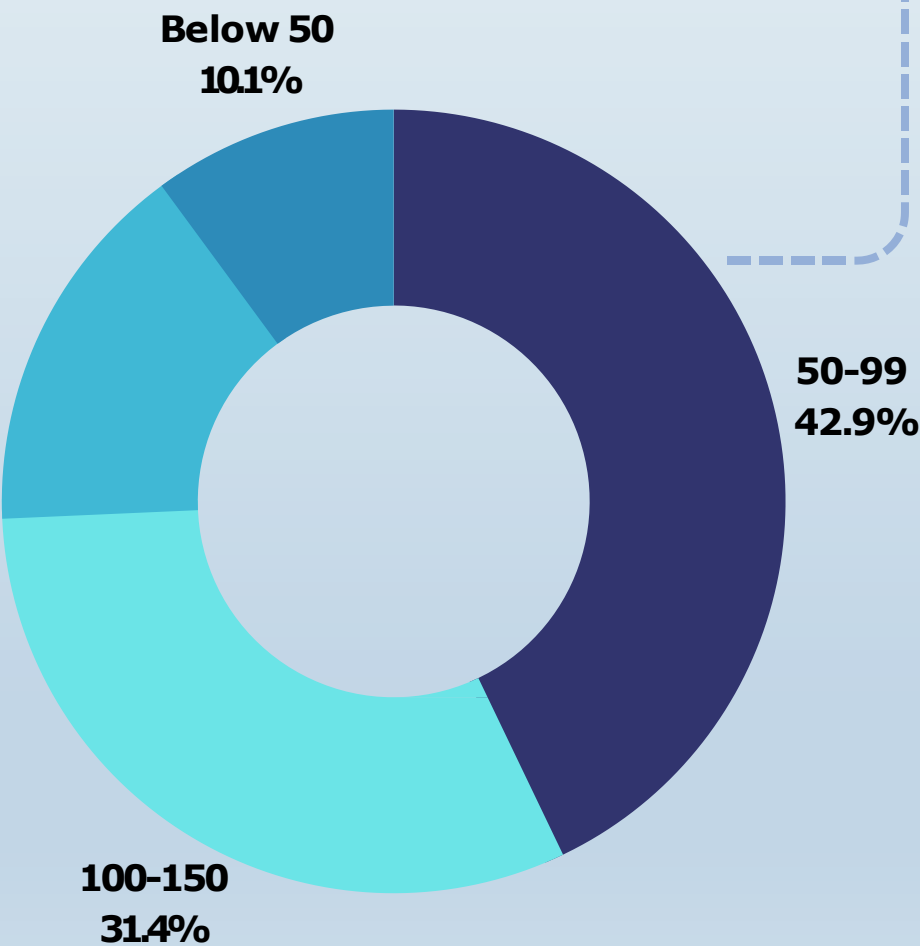
₹119 for a 250 ml compact and portable can.

Considering-

- **Price sensitivity:** Indian consumers are generally price-sensitive, so they are more likely to purchase energy drinks that are priced affordably.
- **Product quality:** Indian consumers are increasingly demanding high-quality products, so energy drinks that are made with high-quality ingredients and offer a good value for money are more likely to be successful.

According to Euromonitor and Nielsen reports, the ideal price of an energy drink in the Indian market is ₹50-150

| Price_range | Count_of_Response |
|-------------|-------------------|
| 50-99 | 4288 |



What kind of marketing campaigns, offers, and discounts we can run?

Free samples

Partnerships

Discounts

Referral programs

Promotional codes

Sweepstakes and contests

CodeX Feast

Opportunity: Organizing a Codex Feast would be a great opportunity to gather a large crowd of people and introduce them to the variety of flavors and tastes of Codex energy drink. This would help to grow brand communication and create a one-on-one relationship with consumers.

Target audience: The target audience for the Codex Feast would be young adults between the ages of 16 and 35. This is the demographic that is most likely to consume energy drinks.

Location: The Codex Feast could be held in Bangalore, which is a major city in India with a large population of young adults.

Benefits: The Codex Feast would offer a number of benefits for the brand, including:

- Increased brand awareness
- Increased sales
- Enhanced customer loyalty
- Positive word-of-mouth

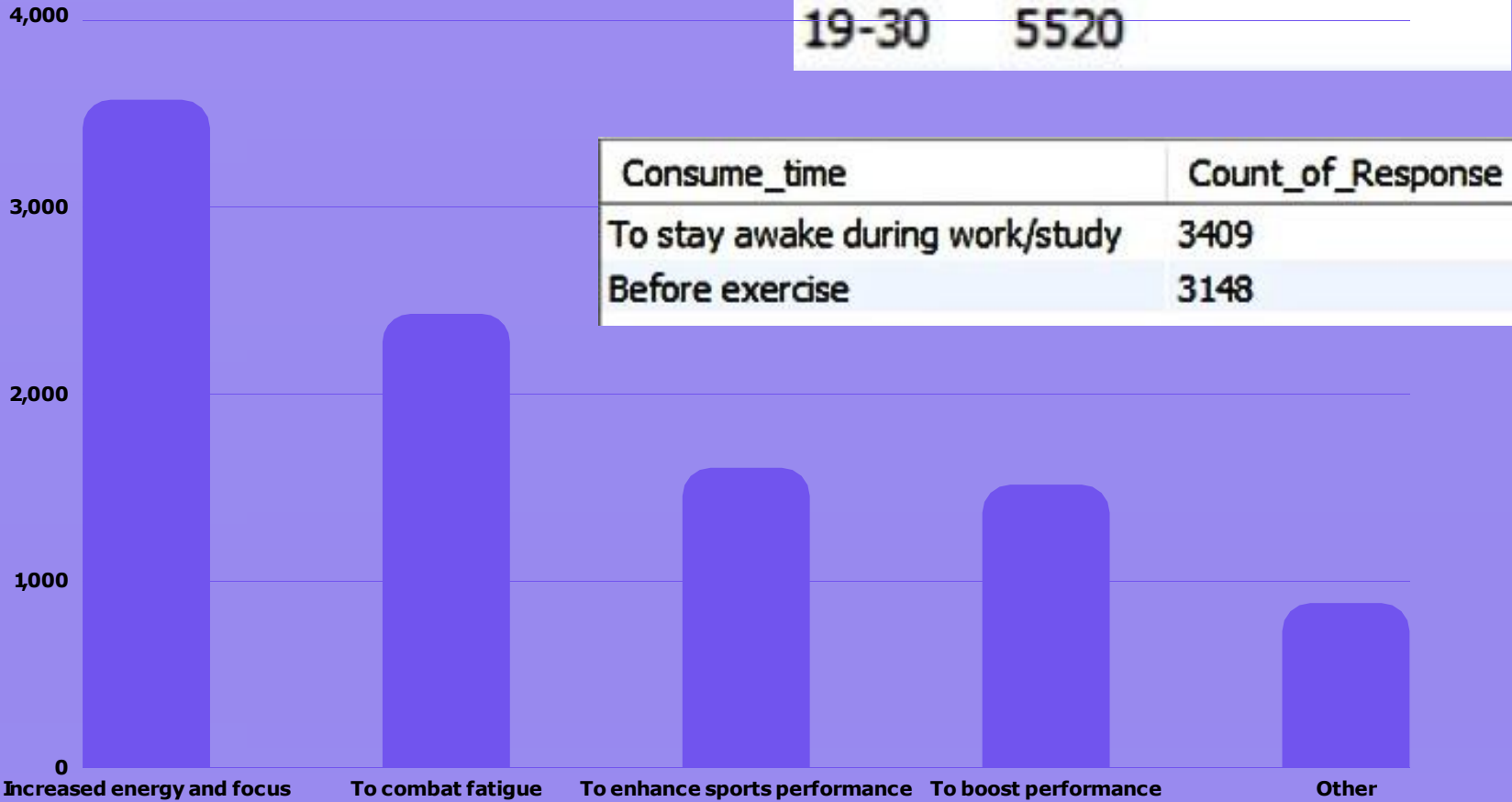
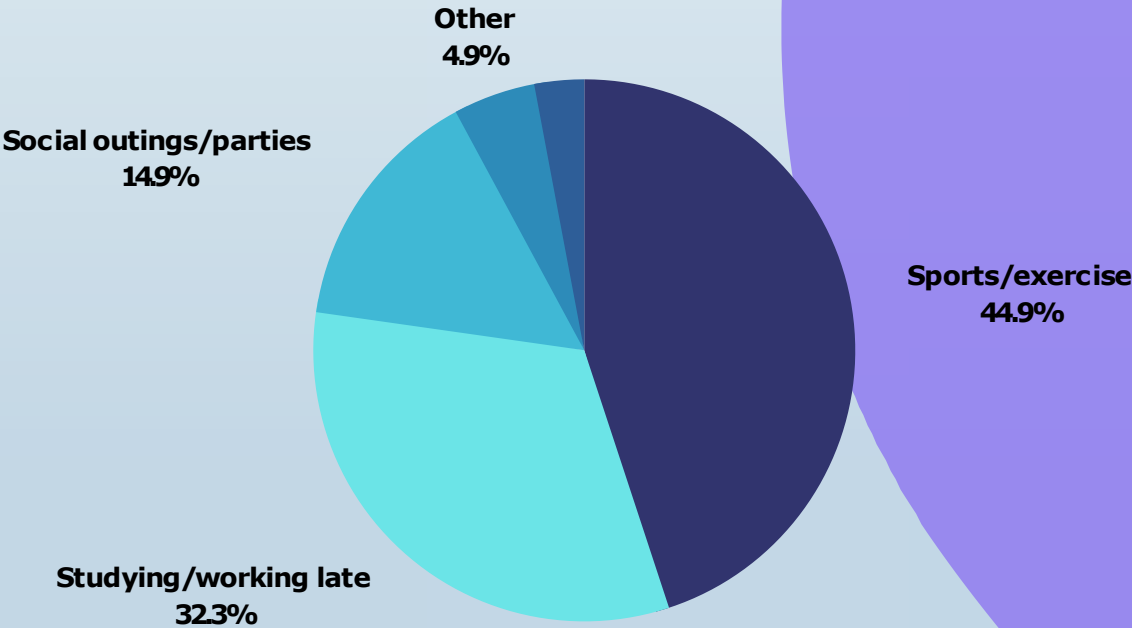
The event could feature live music, games, and other activities to entertain guests. Codex could partner with other brands to offer discounts or promotions at the event. The Codex Feast could be live-streamed on social media to reach a wider audience.

Who should be our target audience, and why?

- ◆ Target audience: Young adults **aged 19-30** (5520), with significant representation from males (6038) and females (3455).
- ◆ Focus: Those seeking energy for work/study (3409) and before exercise (3148), as well as **sports/exercise enthusiasts (4494)** and those studying/working late (3231).
- ◆ Benefits: Emphasize increased **energy and focus** (3574) as the primary product benefits.
- ◆ Strategy: Direct marketing efforts towards these key segments to boost brand awareness and drive product adoption in the market.

| Gender | Count_of_pref |
|------------|---------------|
| Male | 6038 |
| Female | 3455 |
| Non-binary | 507 |

| age | Count_of_Response |
|-------|-------------------|
| 19-30 | 5520 |



Who can be a brand ambassador, and why?

NEERAJ CHOPRA

Age: 26 years

Sport: Javelin Throw

- ◆ Neeraj Chopra is an Olympic gold medalist and a world record holder in javelin throw. He is the first Indian athlete to win an Olympic gold medal in track and field events. Neeraj Chopra set a new benchmark with his exceptional performance at the Tokyo 2020 Olympics.
- ◆ Neeraj Chopra is a determined and resilient athlete who continuously pushes his limits. He is also known for his humility and down-to-earth nature.
- ◆ He serves as a powerful role model for young aspiring athletes and individuals seeking inspiration and motivation. Neeraj Chopra boasts a substantial following on social media, with over 3 million followers on Instagram, indicating his ability to engage a wide audience through his marketing efforts.
- ◆ He is an active and engaging presence on social media, which enables him to cultivate strong relationships with his followers..



Tools and Resources



Power BI

References

EUROMONITOR- Energy Drinks in India

STATISTA- Energy & Sports Drinks- India

ENERGY DRINK MARKET IN INDIA SIZE & SHARE ANALYSIS - GROWTH TRENDS & FORECASTS (2023 - 2028)

THE HINDU BUSINESS LINE- All charged up. The energy drinks category is fizzing

ICMR- Monster: Reinventing the Energy Drink Market

Thank You

