

Coca-Cola Consolidated posts 6.9% sales growth in Q3 2025

31 October 2025 | News

For the first nine months of fiscal 2025, net sales rose 3.3% to \$5.3 billion



For the first nine months of fiscal 2025, net sales rose 3.3% to \$5.3 billion

Coca-Cola Consolidated, the largest Coca-Cola bottler in the United States, reported strong results for the third quarter ended September 26, 2025. Net sales reached \$1.9 billion, an increase of 6.9 per cent, with continued growth in both the Sparkling and Still beverage categories.

“Our third quarter results reflect the ongoing dedication and resilience of our 17,000 teammates,” said J. Frank Harrison, III, Chairman and Chief Executive Officer. “We are beginning to see early returns on the teammate investments we announced last quarter, as our improved sales execution has led to solid market share growth across our portfolio.”

For the first nine months of fiscal 2025, net sales rose 3.3 per cent to \$5.3 billion, supported by annual price adjustments and steady category performance.

Overall volume grew by 3.3 per cent in the third quarter; however, it declined by 1.2 per cent over the first nine months due to two fewer selling days compared to 2024.

- Sparkling beverage volume increased by 1.4 per cent, driven by growth in zero-sugar and flavoured innovations, which offset moderating demand for Coca-Cola Original Taste.
- Still beverage volume surged by 8.9 per cent, led by strong performances across brands including Monster, Powerade, smartwater, Core Power, Dasani, and Topo Chico.

Gross profit rose by 7.2 per cent to \$748.5 million in Q3, while the gross margin improved by 10 basis points to 39.6 per cent. For the first nine months of 2025, gross profit totalled \$2.1 billion, reflecting a 3.1 per cent increase year over year. Price increases implemented earlier in the year helped offset higher input costs and ongoing volatility in aluminium tariffs.

“Our team’s relentless focus on timely and thoughtful execution, combined with a strong brand portfolio, is resulting in impressive operating results in a demanding retail landscape,” said Dave Katz, President and Chief Operating Officer.

During 2025, Coca-Cola Consolidated returned over \$211 million to shareholders through share repurchases and dividends. The company credited its robust financial position and continued sales momentum for enabling sustained capital returns while investing in operations and employee development.

Katz added that ongoing investments in supply chain and selling capabilities have strengthened the company’s ability to meet customer demand and deliver profitable growth despite inflationary pressures. “Our business remains healthy, we have momentum in brands throughout our portfolio, and we have a customer-focused team executing effectively across our territory,” he said.