



Dairy Products and Alternatives in North Macedonia

September 2025

Dairy Products and Alternatives in North Macedonia

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DISCLAIMER

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Hipp GmbH & Co Vertrieb KG continues to hold sizeable lead

Small local grocers remains the most important distribution channel

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Dijamant AD retains overall lead

Distribution still concentrated in the small local grocers channel

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IMB Mlekara Bitola remains the overall leader

Small local grocers still the top distribution channel

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IMB Mlekara Bitola maintains commanding lead
Small local grocers remains the leading distribution channel

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Small local grocers still the most important distribution channel

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Small local grocers continue to dominate other dairy distribution

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CATEGORY DATA

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Danone maintains clear overall lead

Distribution remains concentrated in the small local grocers channel

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Entry of private label lines should make plant-based dairy products more accessible

CATEGORY DATA

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