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"That the market has held its ground for a number of years in the midst of rising debate around sugar as a health 'foe' is no mean feat. However, it now faces the challenge of PHE's target of reducing sugar by 20% by 2020. Reduced sugar variants divide opinions among chocolate eaters, many doubting their treat credentials."
Cameron Thorp, Food & Drink Research Analyst

This report looks at the following areas:

- Reduced sugar chocolate divides opinions
- Reduced pack sizes appeal to many as alternative to sugar cuts
- All-natural ingredients appeal to nearly two in five

Volume sales of chocolate have seen little change since 2013. That the market has held its ground in the midst of rising debate around sugar as a health "foe" is no mean feat. With the supermarket price wars keeping prices in check, value sales stagnated in 2016. However, as the full effects of the weakening of the Pound in 2016 feed through, average prices are expected to rise again in 2017.

The market faces a considerable challenge going forward as it stands among industries that the PHE (Public Health England) has tasked with a 20% sugar reduction by 2020. That reduced sugar variants spark mixed reactions among chocolate eaters adds to the difficulty here. Openness among consumers towards portion reduction as an alternative offers some good news, however, transparency looks set to be key in such steps. Further ahead, the shadow of Brexit casts a marked uncertainty over future price developments.

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This report is part of a series of reports, produced to provide you with a more holistic view of this market



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Public Health England pushes for sugar reductions

Saturated fat will be the next target

Healthy eating remains on consumer agenda

Cocoa prices decline

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Dairy Milk retains an unassailable lead, strong growth from Kinder

Lindt and Ferrero storm ahead in assortments

Total NPD ebbs, seasonal launches still most common

Sharing pouches continue to attract NPD

Galaxy and Mars target new occasions

Activity in reduced sugar launches falls

Surge in chocolate adspend in 2016

Other players are slowly closing the adspend gap on Mars

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Dairy Milk retains an unassailable lead

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...and continues to explore partnerships

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Healthier snacks are a minority choice

Reduced sugar variants divide opinions

Two in five open to smaller packs to curb sugar, but transparency is key

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All-natural ingredients appeal to nearly two in five

Milk chocolate remains nation's favourite

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Two in five open to smaller packs to curb sugar

Two in five would prefer price rises to "shrinkflation"

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Few chocolate users pay attention to details of ethical schemes

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All-natural ingredients appeal to nearly two in five Figure 47: Interest in selected chocolate formats and formulations, February 2017

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