

Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The plant-based proteins market is growing with no signs of slowing. The challenge moving forward will be for brands to find ways to please consumers with vastly different dietary and taste preferences. The majority of consumers report no specific dietary restrictions and are most focused on taste over specific ingredients if selecting a plant-based protein option."

Karen Formanski, Health and Wellness Analyst

# This report looks at the following areas:

- Specialized diets create challenges
- Avoidance of soy, gluten remain obstacles
- Protein opinions are complicated
- Innovations should combine health and taste
- Many reasons for avoiding animal products
- Women, parents are key demographics

The plant-based proteins market is growing, despite the fact that the vast majority of consumers still include meat and other animal products in their diets. Consumers seeking to reduce meat intake or simply add more plant-based foods to their diet do so for a number of reasons – from health concerns to environmental and ethical factors. However, the industry is challenged to please consumers with varied demands ranging from minimally processed options, substitutes that closely mimic the taste and texture of meat, and products that fit within strict dietary guidelines (eg paleo/keto). Brands that offer options to please a number of palates will have the most success moving forward.

# BUY THIS REPORT NOW

**VISIT:** store.mintel.com

**CALL:**EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

**EMAIL:** reports@mintel.com

**DID YOU KNOW?** 

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



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

# **Table of Contents**

#### **Overview**

What you need to know

Definition

# **Executive Summary**

The issues

# Specialized diets create challenges

Figure 1: Dietary guidelines followed, February 2019

#### Avoidance of soy, gluten remain obstacles

Figure 2: Soy-based foods are unhealthy - Any agree (net), by age and gender, February 2019

# Protein opinions are complicated

Figure 3: Select attitudes toward plant-based protein - Any agree (net), February 2019

#### The opportunities

# Innovations should combine health and taste

Figure 4: Trying to add more plant-based foods into diet, by dietary preference, February 2019

# Many reasons for avoiding animal products

Figure 5: Reasons for avoiding animal products, by age, February 2019

# Women, parents are key demographics

Figure 6: Sources of plant-based protein consumed, any use or interest (net), by parental status, February 2019

Figure 7: Select dietary motivations, by gender, February 2019  $\,$ 

What it means

# The Market - What You Need to Know

Plant-based foods make dent in mainstream shelf space

Meat eaters driving the plant-based protein market

Consumers seeking protein, open to sources

Dietary restrictions can cause roadblocks

Plant-based foods good for the planet

# **Market Perspective**

# Plant-based foods continue to invade mainstream market

Figure 8: Meat alternative use in household, Fall 2018 NCHS 12-month study

# Carnivores and flexitarians drive the market

Figure 9: Trying to add more plant-based foods into diet, by dietary preference, February 2019

# Plant-based substitutes upping the protein ante

Figure 10: Non-dairy milks stating protein content

Figure 11: Non-dairy yogurts stating protein content

# Trending ingredients, diets challenge full move to plant-based diet

Figure 12: Good Seed hempseed burgers



VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

#### **Market Factors**

# Interest in plant-based protein spans generations

Figure 13: Population aged 18 or older, by age, 2013-23

Plant-based for the planet

# Plant-based protein beyond the main course

Figure 14: Occasions when plant-based proteins are consumed, February 2019

Figure 15: Breakfast foods stating plant-based protein content

# **Key Players - What You Need to Know**

Plant-based meat substitutes see significant growth

Major players investing in plant-based

Legacy brands adapting to compete

Disconnect between brands and consumers

Consumers seek sustainability

Whole food options compete with processed alternatives

# What's Working?

# Plant-based meat substitutes see significant growth

Figure 16: Multi-outlet sales of select plant-based meat substitutes, by companies and brands, rolling 52 weeks 2018 and 2019

Figure 17: Meat alternatives stating plant-based protein content

# Newer brands see success with plant-based substitutes

Figure 18: Meat alternatives stating plant-based protein content (continued)

Figure 19: Meat alternative brands used by households who currently use meat alternatives, Fall 2018 NCHS 12-month study

Major players see value in plant-based brands

# What's Struggling?

# Boca struggles to keep up with competition

Figure 20: Multi-outlet sales of select plant-based meat substitutes, by companies and brands, rolling 52 weeks 2018 and 2019

Disconnect between brands and consumers

# What's Next?

Sustainability increases in importance

Plant-based eggs have been long awaited

Whole foods approach challenges processed options

Figure 21: Plant-based protein bowls

# The Consumer - What You Need to Know

Most consumers still crave meat, but looking to add plants

Gluten-free is not going away

Younger consumers most likely to avoid animal products

Well-known sources most consumed, but interest in variety is evident

Protein desired, more education needed



VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

#### Parents consume more varied sources of plant-based protein

#### **Dietary Preferences and Guidelines**

#### Most consumers still crave meat

Figure 22: Dietary preferences, February 2019

#### Younger consumers most likely to avoid animal products

Figure 23: Dietary preferences - Vegetarian and vegan, by age, February 2019

# Gluten-free is not going away

Figure 24: Dietary guidelines followed, February 2019

# Gender reveals differences in dietary preferences

Figure 25: Dietary preferences, by gender, February 2019

Figure 26: Dietary guidelines, by gender, February 2019

#### Hispanics more likely to follow special diets

Figure 27: Dietary guidelines, by Hispanic origin, February 2019

#### **Dietary Motivations**

#### Consumers seek more plant-based foods

Figure 28: Dietary motivations, February 2019

# Younger consumers, women seeking plant-based options

Figure 29: Trying to add more plant-based foods to diet, by age, February 2019

Figure 30: Trying to add more plant-based foods into diet, by gender, February 2019

# Meat eaters looking to add more plants

Figure 31: Trying to add more plant-based foods to diet, by dietary preference, February 2019

# Younger consumers avoid animal products for many reasons

Figure 32: Reasons for avoiding animal products, by age, February 2019

# Vegetarians identify with multiple motivators for avoiding meat

Figure 33: Reasons for avoiding animal products, by dietary preferences, February 2019

# **Sources of Plant-based Protein**

# Well-known sources most approachable

# Interest indicates opportunities

Figure 34: Sources of plant-based protein consumed, February 2019

# Most consume multiple plant-based proteins

Figure 35: Repertoire analysis - Plant-based protein sources (currently eats), February 2019

# Parents consume more varied sources of plant-based protein

Figure 36: Sources of plant-based protein consumed, any use or interest (net), by parental status, February 2019

# Plant-based Proteins - Preferred Food Types

# Familiar foods gateway to plant-based proteins

Figure 37: Preferred plant-based protein food, February 2019

Figure 38: Sources of plant-based protein

Parents seek plant-based proteins in family-friendly foods

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 39: Select preferred plant-based protein foods, by parental status, February 2019

# Those who consume meat substitutes are concerned with protein content

Figure 40: Select protein considerations by total and consumers of meat substitutes, February 2019

#### Variety in meat substitutes shows appeal

Figure 41: Meat alternative types used by households that currently use meat alternatives, Fall 2018 NCHS 12-month study

#### **Protein Considerations**

# Protein desired, considered a healthy option

# More protein education is needed

Figure 42: Protein considerations, February 2019

# Those seeking plant foods are more focused on protein

Figure 43: Protein considerations, by total and those seeking to add more plant foods, February 2019

# **Attitudes toward Plant-based Proteins**

#### Consumer perspective on protein is complex

Figure 44: Attitudes toward protein - Any agree (net), February 2019

# Opportunities and challenges across age groups

Figure 45: Select opinions on protein - Any agree (net), by age, February 2019

# Most men still think meat is tops for protein

Figure 46: Select attitudes toward protein - Any agree (net), by gender, February 2019

# Soy continues to have image issues

Figure 47: Soy-based foods are unhealthy - Any agree (net), by age and gender, February 2019

# Majority want more plant-based options when eating out

Figure 48: Restaurants should offer more plant-based protein options - Any agree (net), by age, February 2019

# **Appendix - Data Sources and Abbreviations**

Data sources

Sales data

Consumer survey data

Abbreviations and terms

Abbreviations

Terms

# Appendix - Key Players

Figure 49: Multi-outlet sales of select plant-based meat substitutes, by companies and brands, rolling 52 weeks 2018 and 2019

Figure 50: Multi-outlet sales of select plant-based yogurt and cheese substitutes, by companies and brands, rolling 52 weeks 2018 and 2019