

Report Price: £2466.89 | \$3995.00 | €3133.71

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



"The success of the honey segment is likely tied to the high perception of health it holds among US consumers. Some 60% of respondents to Mintel's custom consumer survey say honey is good for health, compared to 10% who say granulated sugar is good for health." - Beth Bloom, Food and Drink Analyst

This report looks at the following areas:

- How can the category combat negative perceptions of health?
- How closely do consumers pay attention to sweeteners in packaged food?
- How can brands compete with the strength of private label?

Dollar sales of sugar and sweeteners have struggled. Increased attention on BFY (better for you) eating, and the perception of sugar's negative impact on health have contributed to this lackluster performance. While honey represents the smallest segment measured in this report. The expansion of natural sugar alternatives and low-calorie sweeteners should benefit the category 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

арас +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: £2466.89 | \$3995.00 | €3133.71

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

Table of Contents

 Scope and Themes

 What you need to know

 Definition

 Data sources

 Sales data

 Consumer survey data

 Abbreviations and terms

 Abbreviations

Executive Summary

The market

Dollar sales losses in category could slow in coming years

Figure 1: Total US retail sales and forecast of sugar and sweeteners, at current prices, 2009-19

Leading companies

Category highly fragmented, Domino leads with 13% of MULO sales

Figure 2: MULO sales of sugar and sweeteners at retail (and percentage change), by leading companies, rolling 52 weeks 2013 and 2014

Segment performance

Honey gains with sugar's losses

Figure 3: Total US retail sales of sugar and sweeteners (and percentage change) (\$ millions), by segment, at current prices, 2009-14

The consumer

Honey leads perception of health

Figure 4: Healthfulness of sugars/sweeteners, correspondence analysis, September 2014

Consumers keep an eye on sweetener use in juice, carbonated soft drinks

Figure 5: Paying attention to sugar/sweetener as an ingredient (top five), June 2014

What we think

Issues and Insights

How can the category combat negative perceptions of health?

Issue

Insight: The category needs to promote its strengths

How closely do consumers pay attention to sweeteners in packaged food?

Issue

Insight: Arming shoppers with information about what's inside should find appeal

How can brands compete with the strength of private label?

Issue

Insight: Bring products out of the generic shadow

Trend Applications

Trend: FSTR HYPR

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Trend: Life Hacking

Trend: Help Me Help Myself

Market Size and Forecast

Key points

Sales and forecast of sugar and sweeteners

Figure 6: Total US retail sales and forecast of sugar and sweeteners, at current prices, 2009-19

Figure 7: Total US retail sales and forecast of sugar and sweeteners, at inflation-adjusted prices, 2009-19

Dollar sales losses in category could slow in coming years

Figure 8: Total US retail sales and forecast of sugar and sweeteners, at current prices, 2009-19

Forecast methodology

Market Factors

Health woes hurt and help category

Sugar consumption on the decline, but still exceeds recommendations

Figure 9: U.S. per capita sweetener availability, 1966-2012

Figure 10: Per capita sugar consumption in the United States: Actual versus Recommended, 1970-2010

General interest in healthy eating grows

Sugar substitutes should benefit, but find challenges of their own

Figure 11: Sugar substitutes/artificial sweeteners, February 2008-March 2014

Industry must promote its strengths and play a role in healthy eating

Reduction of added sugars appears as cause célèbre

Category players would do well to stay ahead of regulation

Proposed Nutrition Facts label change looms large

Segment Performance

Key points

Honey is the only segment to see positive two-year movement

Figure 12: Total US retail sales of sugar and sweeteners, by segment, at current prices, 2012 and 2014

Sugar sales take a dive

US retail sales of sugar

Figure 13: Total US retail sales and forecast of sugar at current prices, 2009-19

Figure 14: Total US retail sales and forecast of sugar at inflation-adjusted prices, 2009-19

Syrup and molasses sales are stuck at \$1 billion

US retail sales of syrup and molasses

Figure 15: Total US retail sales and forecast of syrup and molasses at current prices, 2009-19

Figure 16: Total US retail sales and forecast of syrup and molasses at inflation-adjusted prices, 2009-19

Sugar substitutes experienced the largest percentage declines

US retail sales of sugar substitutes

Figure 17: Total US retail sales and forecast of sugar substitutes at current prices, 2009-19

Figure 18: Total US retail sales and forecast of sugar substitutes at inflation-adjusted prices, 2009-19

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Honey is the only segment to post gains

US retail sales of honey

Figure 19: Total US retail sales and forecast of honey at current prices, 2009-19

Figure 20: Total US retail sales and forecast of honey at inflation-adjusted prices, 2009-19

Spotlight: Sweeteners as Ingredient in Packaged Food and Drink

Sorbitol leads in sales of products with added sweeteners

Figure 21: Sales* of products with added sweeteners, by type of sweetener, at current prices, rolling 52 weeks 2012 and 2014

Stevia/stevia blends most prevalent in enhanced/flavored water despite declines

Figure 22: Sales* of products sweetened with stevia/stevia blend, by product category, at current prices, rolling 52 weeks 2012 and 2014

Frozen desserts and juices and functional beverages lead agave use

Figure 23: Sales* of products sweetened with agave, by product category, at current prices, rolling 52 weeks 2012 and 2014

Coconut/palm sweetener finds success in candy, cereal

Figure 24: Sales* of products sweetened with coconut/palm sweetener, by product category, at current prices, rolling 52 weeks 2012 and 2014

Monk fruit growth seen in energy bars/gels

Figure 25: Sales* of products sweetened with Lo Han, by product category, at current prices, rolling 52 weeks 2012 and 2014

Sugar alcohols used in widest range of products measured in this report

Figure 26: Sales* of products sweetened with sugar alcohols**, by product category, at current prices, rolling 52 weeks 2012 and 2014

Cookies and snack bars hold largest share of products sweetened with other natural alternative single sweeteners Figure 27: Sales* of products sweetened with other natural alternative single sweeteners**, by product category, at current price

Figure 27: Sales* of products sweetened with other natural alternative single sweeteners**, by product category, at current prices, rolling 52 weeks 2012 and 2014

Sales of products sweetened with other artificial alternative sweeteners down slightly

Figure 28: Sales* of products sweetened with other artificial alternative sweeteners, by product category, at current prices, rolling 52 weeks 2012 and 2014

Natural/artificial blends find most success in candy products

Figure 29: Sales* of products sweetened with natural and artificial sweetener blends, by product category, at current prices, rolling 52 weeks 2012 and 2014

Retail Channels

Key points

Supermarkets hold only slight dominance over other retail channels

Retailers can lead shoppers to purchase through product positioning, health help

Figure 30: Total US retail sales of sugar and sweeteners, by channel, at current prices, 2012-14

Private label represents nearly half of MULO sales in category

Private label sugar expands to natural, added flavor

Store brand honey offers thrifty shoppers different formats, provenance, organic

Private label sugar substitutes innovate, threaten brand dominance

Store brand syrup and molasses seeps across retail channels

Leading Companies and Brand Analysis

Key points

Category highly fragmented, Domino leads with 13% of MULO sales

MULO sales of sugar and sweeteners

Figure 31: MULO sales of sugar and sweeteners at retail, by leading companies, rolling 52 weeks 2013 and 2014

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Domino controls 21% of MULO sugar sales, but is dwarfed by private label

MULO sales of sugar

Figure 32: MULO sales of sugar at retail, by leading companies, rolling 52 weeks 2013 and 2014

Private label sugar loyalty points to need for differentiation

Figure 33: Key purchase measures for the top sugar brands, by household penetration, 52 weeks ending Dec. 30, 2012 (year ago) and Dec. 29, 2013 (current)

Maple syrup brands lead MULO segment sales

MULO sales of syrup and molasses

Figure 34: MULO sales of syrup and molasses at retail, by leading companies, rolling 52 weeks 2013 and 2014

Expanding usage occasions can help syrup segment to grow

Figure 35: Key purchase measures for the top syrup brands, by household penetration, 52 weeks ending Dec. 30, 2012 (year ago) and Dec. 29, 2013 (current)

Splenda dominates sugar substitute sales at MULO

Figure 36: Splenda, "For Anywhere You Use Sugar," TV Ad, 2014

Figure 37: In the Raw, "Cupcake," TV Ad, 2014

Figure 38: In the Raw, "Handshake," TV Ad, 2014

Figure 39: Truvia, "Kitchen Story," TV Ad, 2014

MULO sales of sugar substitutes

Figure 40: MULO sales of sugar substitutes at retail, by leading companies, rolling 52 weeks 2013 and 2014

Equal has trouble competing with the others

Figure 41: Key purchase measures for the top sugar substitute brands, by household penetration, 52 weeks ending Dec. 30, 2012 (year ago) and Dec. 29, 2013 (current)

Private label represents 50% of MULO honey market, growing

MULO sales of honey

Figure 42: MULO sales of honey at retail, by leading companies, rolling 52 weeks 2013 and 2014

Expansion of honey brand lines could boost purchase occasions

Figure 43: Key purchase measures for the top honey brands, by household penetration, 52 weeks ending Dec. 30, 2012 (year ago) and Dec. 29, 2013 (current)

Innovations and Innovators

New varieties surpass new product launches in 2014

Figure 44: Sugar and sweetener launches, by launch type, 2010-14*

Added flavors could spice up the category

Figure 45: Sugar and sweetener launches (honey), by top 10 flavors, 2010-14*

Low calorie/low sugar claims on the rise

Figure 46: Sugar and sweetener launches, by top 10 claims, 2010-14*

Convenient sugar packaging prioritized in 2014

Figure 47: Sugar and sweetener launches (sugar), by top 10 claims, 2010-14*

Pourable sugar on the rise

Figure 48: Sugar and sweetener launches (sugar), by package type, 2010-14*

Low calorie/sugar claims in syrup/molasses on the rise

Figure 49: Sugar and sweetener launches (syrup and molasses), by top 10 claims, 2010-14*

Allergen claims growing in popularity among sugar substitutes

Figure 50: Sugar and sweetener launches (sugar substitutes), by top 10 claims, 2010-14*

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Organic honey sees strong growth Figure 51: Sugar and sweetener launches (honey), by top 10 claims, 2010-14*

Blends allow for familiarity, control

Liquids lend to convenience, expand usage occasions

Bring products out of the generic shadow

Go premium

Highlight heritage

Emphasize provenance

Use of Sweeteners

Key points

More than half of US households use white granulated sugar Figure 52: Use of sugar, by gender, June 2014

3 3 9 3 7

Younger consumers open to alternative sweeteners

Figure 53: Use of sugar, by age, June 2014

Figure 54: Use of sugar substitutes, by age, June 2014

Use of alternative sweeteners tied to income

Figure 55: Use of sugar, by household income, June 2014

Figure 56: Use of sugar substitutes, by household income, June 2014

Natural aspect of sugar may appeal to Asian households

Figure 57: Sugar and sugar substitutes, by race/Hispanic origin, January 2013-March 2014

Sweetened Products

Key points

HFCS most recognized non-sugar sweetener

Figure 58: Purchase of products that contain sugar substitutes, by age, June 2014

Sweeteners most evident in juice/carbonated soft drinks

Figure 59: Pepsi NEXT, "Baby Tricks," TV Ad, 2013

Figure 60: Paying attention to sugar/sweetener as an ingredient, by age, June 2014

Healthfulness of Sweeteners

Key points

Honey leads perception of health

Figure 61: Healthfulness of sugars/sweeteners, September 2014

Figure 62: Healthfulness of sugars/sweeteners, correspondence analysis, September 2014

25-44 year olds have strongest opinions on sweetener health

Figure 63: Healthfulness of sugars/sweeteners – Good, by age, June 2014

Figure 64: Healthfulness of sugars/sweeteners - Bad, by age, June 2014

Respondents age 55+ look to control sugar intake

Figure 65: Attitudes toward sugar/sweeteners (health), by age, June 2014

High earners more likely than lower earners to see sweeteners as bad

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Figure 66: Healthfulness of sugars/sweeteners - Bad, by household income, June 2014

Consumers continue to use the sweeteners they consider bad for health

Figure 67: Healthfulness of sugars/sweeteners – Bad, by use of sugar, June 2014

Figure 68: Healthfulness of sugars/sweeteners - Bad, by use of sugar, June 2014 (continued)

Figure 69: Healthfulness of sugars/sweeteners – Bad, by use of sugar substitutes, June 2014

Figure 70: Healthfulness of sugars/sweeteners - Bad, by use of sugar substitutes, June 2014 (continued)

Purchase Decision

Key points

While taste and natural lead purchase drivers, convenience provides an opportunity

Figure 71: Purchase decision, by gender and age, June 2014

Young shoppers interested in added value

Figure 72: Attitudes toward sugar/sweeteners (flavor/format), by age, June 2014

High earners particularly interested in natural

Figure 73: Purchase decision, by household income, June 2014

Figure 74: Attitudes toward sugar/sweeteners (price), by household income, June 2014

Sugar alternatives may benefit from baking positioning

Figure 75: Use of sugar, by purchase decision (1 of 2), June 2014

Figure 76: Use of sugar, by purchase decision (2 of 2), June 2014

Familiar packets make their mark, pointing to the importance of packaging

Figure 77: Use of sugar substitutes, by purchase decision (1 of 2), June 2014

Figure 78: Use of sugar substitutes, by purchase decision (2 of 2), June 2014

Custom Consumer Groups – Households with Children

Key points

Households with children use more sweetener types than those without

Figure 79: Use of sugar, by presence of children in household, June 2014

Figure 80: Use of sugar substitutes, by presence of children in household, June 2014

Dads are a good target for sugar substitutes

Figure 81: Use of sugar, by gender and presence of children in household, June 2014

Figure 82: Use of sugar substitutes, by gender and presence of children in household, June 2014

HHs with children more likely to pay attention to sugar/sweeteners in products Figure 83: Paying attention to sugar/sweetener as an ingredient, by presence of children in household, June 2014

Appendix – Other Useful Tables

Use of sweeteners

Figure 84: Use of sugar, by gender and age, June 2014

Figure 85: Use of sugar, by Hispanic origin and income, June 2014

Figure 86: Use of sugar substitutes, by gender and age, June 2014

Figure 87: Use of sugar substitutes, by Hispanic origin and income, June 2014

Sweetened products

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Figure 88:	Purchase of products that contain sugar substitutes, by gender and age, June 2014
Figure 89:	Purchase of products that contain sugar substitutes, by Hispanic origin and income, June 2014
Figure 90:	Paying attention to sugar/sweetener as an ingredient, by gender and age, June 2014
	s of sugar/sweeteners
Figure 91:	Healthfulness of sugars/sweeteners – Good, by gender and age, June 2014
Figure 92:	Healthfulness of sugars/sweeteners – Good, by Hispanic origin and income, June 2014
Figure 93:	Healthfulness of sugars/sweeteners – Bad, by gender and age, June 2014
Figure 94:	Healthfulness of sugars/sweeteners – Bad, by Hispanic origin and income, June 2014
Purchase dec	ision
Figure 95:	Purchase decision, by Hispanic origin and income, June 2014
Attitudes tow	ard sugar and sweeteners
Figure 96:	Attitudes toward sugar/sweeteners (health), by gender and age, June 2014
Figure 97:	Attitudes toward sugar/sweeteners (convenience), by gender and age, June 2014
Figure 98:	Attitudes toward sugar/sweeteners (price), by gender and age, June 2014
Figure 99:	Attitudes toward sugar/sweeteners (flavor/format), by gender and age, June 2014
Figure 100	D: Attitudes toward sugar/sweeteners, by Hispanic origin and income, June 2014
Appendix – I r	formation Resources Inc. Builders Panel Data Definitions
Information F	Resources Inc. Consumer Network Metrics
Appendix – Sł	PINS categories covered in Spotlight: Sweeteners as Ingredient in Packaged Food and Drink
Appendix – Tr	ade Associations

BUY THIS REPORT NOW