

Report Price: £1995.00 | \$2583.33 | €2370.86

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



"Although scent is a vital part of the air care category, many people still look towards the category for pure function: removing odours. As a result, fragrance-free products may provide a future area of growth as brands try to allay concerns over ingredients, and reduce discouraging factors such as scents being too artificial or too strong."

- Richard Hopping, Brand and Household Analyst

This report looks at the following areas:

- The effects of air pollution on the air care market
- An opportunity for fragrance-free

Retail value sales of air care products experienced an increase of 1% from 2015-16, with a similar level of growth expected during 2017 to push total value sales to £502 million. The number of product launches and total advertising spend have been increasing in recent years, positively impacting upon the growth of the category by counteracting the culture of savvy shopping ingrained across it.

As much as scent plays a crucial part in air care, there are some aspects of scents that discourage people from using air care products completely, or from using air care products more often. The functional side of air care, purely for odour removal, is still a driving factor behind usage, which suggests that fragrance-free could fill the void of an air care product that can remove malodours without masking with a scent considered too strong or artificial.

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

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: £1995.00 | \$2583.33 | €2370.86

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

Products covered in this Report

Executive Summary

The market

Value growth slows

Figure 1: Best- and worst-case forecast of UK retail sales of air care products, 2012-22

Companies and brands

Glade and Wax Lyrical biggest movers in non-electric segment

Figure 2: Brand shares in value sales of continuous non-electric air fresheners, year ending June 2017

Air Wick looks to Pure technology to rejuvenate electric performance

Figure 3: Brand shares in value sales of continuous electric air fresheners, year ending June 2017

Febreze remains most popular manual air freshener brand

Figure 4: Brand shares in value sales of manual air fresheners, year ending June 2017

Yankee Candle set to become contender in car segment

Figure 5: Brand shares in value sales of car air fresheners, year ending June 2017

Increase in NPD as demand for candles grows

Figure 6: New product development in the air care products category, by sub-category, January 2014-April 2017

Adspend increases in line with NPD

Figure 7: Total above-the-line, online display and direct mail advertising expenditure on air care products, January 2014-April 2017

The consumer

Penetration stabilises year on year

Figure 8: Usage of air care products in the last 12 months, April 2016 and April 2017

Shift towards more usage

Figure 9: Changes in air care usage, April 2017

Price a bigger barrier for users than non-users

Figure 10: Barriers to air care usage, by users and non-users of air care products, April 2017

Candles used to set overall atmosphere

Figure 11: Scented candle usage triggers, April 2017

People often base scent choice on prior experience

Figure 12: Factors influencing choice of scent, April 2017

Concern over open flames does not diminish candle popularity

An opportunity for fragrance-free products

Figure 13: Air care behaviours, April 2017

What we think

Issues and Insights



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: £1995.00 | \$2583.33 | €2370.86

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

The effects of air pollution on the air care market

The facts

The implications

An opportunity for fragrance-free

The facts

The implications

The Market - What You Need to Know

Value growth slows

Non-electric segment influenced by candle growth

Discounter influence likely to wane from 2017

Finances improving but reasons to be cautious

A rise in one-person households could dampen growth

Market Size and Forecast

Value growth slows

Figure 14: UK retail value sales and forecast of air care products, at current and constant prices, 2012-22

Figure 15: Best- and worst-case forecast of UK retail sales of air care products, 2012-22

Forecast methodology

Market Segmentation

Non-electric segment influences total category growth

Figure 16: UK retail sales of air care products, by segment, 2015-17 (est)

Value sales of manual fresheners decline in spite of Air Wick Pure

Continuous electric fresheners stutter

Car freshener segment remains stable

Channels to Market

Discounter influence likely to wane from 2017

Increased product lines likely to have boosted grocery multiples

Figure 17: UK retail value sales of air care products, by outlet type, 2015-17 (est)

Market Drivers

Ageing population puts limits on growth

Figure 18: Trends in the age structure of the UK population, 2012-22

Finances improving but confidence takes a knock

Figure 19: Trends in how respondents would describe their financial situation, February 2009-April 2017

Figure 20: Trends in consumer sentiment for the coming year, January 2009-June 2017

A rise in one-person households could dampen growth

Figure 21: UK households, by size, 2012-22

Uses of fragrance in other products

Government drafts air pollution plan

Indoor pollution studies continue

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: £1995.00 | \$2583.33 | €2370.86

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

Fragrance technology may limit advantage for aerosols

Netflix and fragrance

Figure 22: Usage of streaming and on-demand services, December 2016

Companies and Brands - What You Need to Know

Yankee Candle and Ambi Pur experience highest growth

Air Wick looks to Pure to rejuvenate electric value sales

Increase in NPD as demand for candles grows

2016 attempts to encourage year-round appeal

Febreze odour removal creates higher trust among consumers

Brands struggle to stand out

Market Share

Yankee Candle and Ambi Pur experience highest growth

Figure 23: Brand shares of value sales of air care products, years ending June 2016 and 2017

Glade and Wax Lyrical biggest movers in non-electric segment

Figure 24: Brand shares in value sales of continuous non-electric air fresheners, years ending June 2016 and 2017

Air Wick looks to Pure to rejuvenate electric value sales

Figure 25: Brand shares in value sales of continuous electric air fresheners, years ending June, 2016 and 2017

Febreze remains most popular manual air freshener brand

Figure 26: Brand shares in value sales of manual air fresheners, years ending June 2016 and 2017

Yankee Candle set to become contender in car segment

Figure 27: Brand shares in value sales of car air fresheners, years ending June 2016 and 2017

Launch Activity and Innovation

Increase in NPD as demand for candles grows

Figure 28: New product development in the air care products category, by sub-category, January 2014-April 2017

Fragrance focus means opportunity for new products

Figure 29: New product development in the air care products category, by launch type, January 2014-April 2017

Figure 30: Examples of new product launches in the air care products category, 2016

Brands continue to dominate

Figure 31: New product development in the air care products category, own-label vs branded, January 2014-April 2017

Figure 32: Examples of new product launches from Tesco in the air care products category, 2016

Air Wick launches push RB to top company

Figure 33: Examples of Air Wick launches (Reckitt Benckiser), 2016

Wax Lyrical rises in the rankings, SC Johnson slips

Figure 34: New product development in the air care products category, by top ultimate companies and other, 2014-16

Febreze gives consumer guidance

Figure 35: Examples of Febreze launches (Procter & Gamble), 2017

Reduced focus on functionality

Figure 36: Leading claims in the air care products category, based on top claims for 2016, 2015 and 2016 $\,$

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: £1995.00 | \$2583.33 | €2370.86

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

Seasonal and limited edition still prominent in candles

Figure 37: Limited edition and seasonal claims on new launches, by sub-category, 2015 and 2016

Gourmet/edible fragrances take the lead from floral

Figure 38: Leading fragrances in the air care products category, based on top fragrance component groups for 2016, 2015 and 2016

Figure 39: Examples of product launches in the air care products category with gourmet/edible fragrances, 2016

Smart candles

Figure 40: LuDela smart candle, September 2016

Advertising and Marketing Activity

Adspend increases in line with NPD

Figure 41: Total above-the-line, online display and direct mail advertising expenditure on air care products, January 2014-April 2017

Autumn feast, Summer famine

Figure 42: Total above-the-line, online display and direct mail advertising expenditure on air care products, by month, 2014-16

2016 attempts to encourage year-round appeal

P&G runs biggest campaigns

Figure 43: Total above-the-line, online display and direct mail advertising expenditure on air care products, by advertiser, January 2014-April 2017

RB pushes Air Wick

Figure 44: Air Wick Summer Delight Wax Melts, June 2016

SC Johnson spend on Glade declines

Figure 45: Glade "Feel Glade" Relaxing Zen, August 2016

Life Scents increases digital share of adspend

Figure 46: Total above-the-line, online display and direct mail advertising expenditure on air care products, by media type, January 2014-April 2017

Nielsen Ad Intel coverage

Brand Research

Brand map

Figure 47: Attitudes towards and usage of selected brands, May 2017

Key brand metrics

Figure 48: Key metrics for selected brands, May 2017

Febreze odour removal builds confidence in the product

Figure 49: Attitudes, by brand, May 2017

Ambi Pur, Air Wick and Glade have similar images

Figure 50: Brand personality - Macro image, May 2017

Yankee Candle promotes emotional response

Figure 51: Brand personality - Micro image, May 2017

Brand analysis

Yankee Candle stands out from the crowd

Figure 52: User profile of Yankee Candle, May 2017

Febreze promotes greater proportion of trust

Figure 53: User profile of Febreze, May 2017

Air Wick Pure helps to increase trust but differentiation remains a battle

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: £1995.00 | \$2583.33 | €2370.86

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

Figure 54: User profile of Air Wick, May 2017

Ambi Pur seen in similar terms to other brands

Figure 55: User profile of Ambi Pur, May 2017

Glade's lower NPD and adspend may have limited development of brand image

Figure 56: User profile of Glade, May 2017

Oust focus on sprays means it is more likely to be seen as basic

Figure 57: User profile of Oust, May 2017

The Consumer - What You Need to Know

Penetration stabilises year on year

Shift towards more usage

Price a bigger issue for users than non-users

Candles to set overall atmosphere

People often base choice on prior experience

Fragrance-free may be untapped area

Usage of Air Care Products

Penetration stabilises year on year

Figure 58: Usage of air care products in the last 12 months, April 2016 and April 2017

Aerosol users more likely to stick to one product

Figure 59: Repertoire of usage of air care products in the last 12 months, April 2017

Changes in Air Care Usage

Shift towards more usage

Figure 60: Changes in air care usage, April 2017

Financial situation contributes towards shifts in usage

Figure 61: Changes in air care usage, by household income, April 2017

Over-55 usage slowing down

Figure 62: Changes in air care usage, by age, April 2017

Barriers to Air Care Usage

Price a bigger barrier for users than non-users

Figure 63: Barriers to air care usage, by users and non-users of air care products, April 2017

People on their own struggle to see the need

Figure 64: Agreement with ${\rm ``I}$ don't feel they are necessary", by household size, April 2017

Non-users have negative perception of scents

Competition from natural sources

Figure 65: Agreement with "I prefer to open a window to freshen the air instead", by age, April 2017

Scented Candle Usage Triggers

Candles used to set overall atmosphere

Figure 66: Emotional triggers for using scented candles, by gender, April 2017

Candles as a solution to malodours

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

APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com



Report Price: £1995.00 | \$2583.33 | €2370.86

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

Figure 67: Situational triggers for using scented candles, by gender, April 2017

Candles to accompany the TV

Women more likely to respond to emotional triggers

Factors Influencing Choice of Scent

People often base scent choice on prior experience

Figure 68: Factors influencing choice of scent, April 2017

Pushing interest in new scents

Air Care Behaviours

Candle usage not always diminished by safety concerns

Figure 69: Air care behaviours, April 2017

Fragrance-free may be untapped area

Figure 70: Agreement with "I only use air fresheners to remove bad odours", by gender and age, April 2017

Concerns over air

Figure 71: Agreement with "I am concerned about the quality of outdoor air where I live" and "I am concerned about the quality of air in my home", by region and area, April 2017

Allergies could exacerbate concerns over air pollution

Communication requires a subtle touch

Appendix - Data Sources, Abbreviations and Supporting Information

Abbreviations

Consumer research methodology

Forecast methodology