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"A wide range of drinks are bought by parents for children. With parents looking for healthier drinks when shopping for their kids and with school policies promoting them, healthier drinks remain a key area for brands to focus on. Single-serve drinks could come under pressure in the coming years, though, as a result of concerns about packaging waste."

- Richard Caines, Senior Food & Drink Analyst

This report looks at the following areas:

- Health-related messages are important for children's drinks
- Parents limit drinking of certain drinks, but kids still have a big say on what gets bought
- Lunchbox drinks face a number of challenges
- New flavours and sparkling options are important for experimental kids

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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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### Launch Activity and Innovation

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Squash a popular choice for lunch and dinner

Schools encourage kids to drink water and healthier drinks

Half of 10-15s sometimes buy drinks on school days

### Drinks Bought in Household and Those Bought Specifically for Children

Two thirds of parents buy squash/cordial for their child

Fruit juice and juice drinks are next most popular choice

Fizzy drinks lag noticeably behind

Figure 17: Types of drinks bought for the household and specifically for children, March 2018

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Squash and juice drinks bought more for younger children

Fizzy drinks are much more common for older kids

Figure 18: Types of drinks bought specifically for child, by age of child taking part in survey, March 2018

#### Factors Influencing Choice of Drinks for Children

Sugar is top consideration when buying drinks for kids

Levy cements sugar as source of concern and fuels NPD

Figure 19: Factors considered most important by parents when choosing drinks for children, March 2018

Absence of artificial sweeteners also a big consideration

Drinks can help with 5-a-day targets and vitamins/minerals

Favourite flavour a bigger consideration than favourite brand

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Parents try to limit their kids' intake of fizzy drinks and juice

Biggest concerns surround fizzy drinks

Healthy halo of fruit juice has slipped

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Many schools only allow healthy drinks

Plastic straws under pressure

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Children's health central to parents' thinking

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Drinking cow's milk seen as important for children

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Schools encouraging kids to drink water, parents worry about intake Figure 23: Children's drinking behaviour and attitudes, March 2018

#### Most kids report their school follows standards for healthier drinks

New flavours remain a key means to appeal to kids

Fizzy drinks appeal to kids, less so to parents

Over half of children have a favourite drinks brand, many buy drinks for themselves

Advertising and peer influence affect kids' preferences

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