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"Nuts are welcomed by consumers because of their healthy and tasty image, however more diversified flavours of nuts are needed in the market. The dried fruits category is likely to benefit from freeze-drying technology, which adds a crispiness which is currently seen as premium. The future of nuts and dried fruits lies in making these categories both healthy and indulgent."

- Charlotte Liu, Research Analyst

This report looks at the following areas:

- Crispy dried vegetables and fruits have a brighter future than dried fruits
- The flavours of nuts can be more diversified
- Differentiated competitive strategies are vital to make players successful

The nuts category is popular in the snack market of China at present, thanks to its healthy image and positioning as a tasty snack. The dried fruits category has grown at a double-digit rate from 2013-18 and will keep growing in the future. It is likely driven by consumers' growing awareness of healthy snacking and the application of freeze-drying technology.

Looking ahead, the crispy dried vegetables and fruits category will become more popular than traditionally processed dried fruits. The category has already seen high penetration. The reasons for the popularity of the crispy dried vegetables and fruits category are largely attributable to the healthiness and indulgent crispy texture of it.

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DID YOU KNOW?

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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Table of Contents

Overview What you need to know Covered in this Report Excluded **Executive Summary** The market Figure 1: Best- and worst-case forecast of total value sales of nuts and dried fruits market, China, 2018-23 Companies and brands The consumer Consumers appreciate good taste greatly Figure 2: Perception towards different types of snacks, January 2018 Nuts enjoy the highest penetration and crispy dried vegetables and fruits have potential to grow Figure 3: Consumption trends, January 2018 Home is the most popular consumption occasion Figure 4: Consumption occasions, January 2018 Good taste is the most popular trigger Figure 5: Triggers of purchase, January 2018 Consumers want more natural nuts Figure 6: Unmet needs, January 2018 Consumers might prefer salty added ingredients more than sweet ones Figure 7: Category blurring innovation, January 2018 What we think **Issues and Insights** Crispy dried vegetables and fruits have a brighter future than dried fruits The facts The implications Figure 8: claims of xiong hai zi mixed crispy dried vegetable snacks on tmall The flavours of nuts can be more diversified The facts The implications Figure 9: Top flavours of nuts snacks new launches, China vs global, 2015-17 Figure 10: product example of roasted nuts with added flavours, usa, 2017 Differentiated competitive strategies are vital to make players successful

The facts

The implications

The Market – What You Need to Know

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Value of nuts and dried fruits will grow in the future

Bulk sales probably account for most of the market share

Nuts and dried fruits market is intensely competitive

Market Size and Forecast

A promising market

Figure 11: Best- and worst-case forecast of total value sales of nuts and dried fruits market, China, 2013-23

The growing trend will slow down in the next five years

Market Drivers

Growing awareness of healthy snacking

The application of freeze-drying technology

In-home food consumption is growing

Market Segmentation

Nuts

Figure 12: Best - and worst - case forecast of nuts segmentation value, china, 2013-23

Dried fruits

Figure 13: Best – and worst – case forecast of dried fruits segmentation value, china, 2013-23

Market Share

Bulk sales probably dominate the market

Figure 14: Market value of nuts, by key companies, china, 2017

Figure 15: Market value of dried fruits, by key companies, china, 2017

Key Players – What You Need to Know

Three Squirrels has been building its own IP

Be & Cheery has chosen product placement in popular TV series

Oversea brands have joined the market

Competitive Strategies

Three Squirrels personifies the brand image and builds the brand IP

Figure 16: Content and products that Three Squirrels has intellectual property rights

Be & Cheery product placement campaign

Figure 17: Be & Cheery brand and product implants in hot TV series

Qia Qia Group launches co-branding campaigns to boost sales

Figure 18: Qia Qia Group co-branding products promoting mobile game 'Tian Tian Ai Xiao Chu'

Figure 19: Qia Qia Group products co-branding with MINISO

Planters has launched localized campaign for 2017 Chinese New Year

Figure 20: rules for Planters 2017 Chinese new year gift boxes promotion

Ocean Spray communicates to China what a cranberry is

Who's Innovating?

Flavours of nuts in other markets

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Figure 21: New launches of nuts, by flavour component, China vs global, 2015-17

'90 Fresh (90鲜)' daily nuts: a new format of nuts and dried fruits Figure 22: '90 Fresh' daily nuts by Be & Cheery

Freeze-drying has made dried fruits healthier

Figure 23: Freeze dried apple and mango claiming no added sugar, Australia, May 2018

Crispy dried vegetables and fruits have become popular

Figure 24: Top textures of fruit snacks and vegetable snacks new launches, global, 2016-17

Figure 25: Crispy dried mushroom snacks by Gu Zi Gu Zi

The Consumer – What You Need to Know

Almost two thirds of consumers perceive nuts as healthy and tasty

Dried fruits have opportunities to win young consumers

Crispy dried vegetables and fruits in growth

Home is the more welcomed consumption occasion for the purpose of satisfying a craving

Convenience and naturalness are most valued by nuts users

Consumer Perception

Consumers value taste highly

Crispy dried vegetables and fruits are perceived as healthy, fun and trendy Figure 26: Perception towards different types of snacks, January 2018

Females consider nuts filling and males consider nuts fun

Figure 27: perception towards Nuts, by gender, January 2018

Taste good and healthy perception for dried fruits skew to young consumers Figure 28: perception towards Dried fruits, by age group, January 2018

Consumption Trends

Nuts are more popular than dried fruits

Acceptance for crispy dried vegetables and fruits is promising Figure 29: Consumption trends, January 2018

Consumption Occasions

Mostly when relaxing at home

The main function of eating snacks is to satisfy a craving.

Crispy dried vegetables and fruits as functional snacks

Figure 30: Consumption occasions, January 2018

More young consumers eat nuts for satisfying a craving ...

... While more senior consumers eat nuts to supplement nutrition Figure 31: Consumption occasions of nuts, by age, January 2018

Triggers of Purchase

Taste is the primary motivation

The next trigger following taste is healthy manufacturing.

The reputation of the brand is important

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Figure 32: Triggers of purchase, January 2018

Fun packaging attracts consumers with more than one child Figure 33: Triggers of purchase, fun packaging, by family structure, January 2018

Consumers' Unmet Needs for Nuts

Portable and independent packaging become a trend

Naturalness is a vital unsatisfied consumer demand

Figure 34: The 'all natural product' claim of new launches in nuts category, global, 2015-17

Roasted/salted nuts without shells are wanted by the majority

Figure 35: Unmet needs, January 2018

Category Blurring Innovation

Consumers have 'whimsy' and open mind about added ingredients

Figure 36: Category blurring innovation, January 2018

Meet the Mintropolitans

Mintropolitans increasing their consumption in this market

Mintropolitans are open to innovation

Mintropolitans treat brand in a more comprehensive way

Figure 37: Consumption trends, by consumer classification, January 2018

Figure 38: Triggers of purchase, by consumer classification, January 2018

Appendix – Market Size and Forecast

Figure 39: Market value for nuts and dried fruits, china, 2013-23

Appendix – Market Segmentation

Figure 40: Market value for nuts and dried fruits, by segment, china, 2013-23

Appendix – Methodology and Abbreviations

Methodology Fan chart forecast Abbreviations

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