

Report Price: £1495 | \$1995 | €1800

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

This report looks at the following areas:

Sales of vitamins and supplements continue to grow at a slow, albeit steady rate in NI and Rol, with the ageing population helping to sustain growth. Increased consumer awareness of issues such as vitamin D deficiency is expected to see sales hold strong for Rol in 2019-20; however, Brexit uncertainty may stall growth in NI as consumers in the region seek to tighten their belts. 66

"With Irish consumers showing increasing levels of concern surrounding their health and fitness there are increased opportunities for vitamin and supplement products to grow their market – particularly with an ageing population. Furthermore, there is evidence that consumers would be interested in tailor-made supplement plans."

– Brian O'Connor, Senior Consumer Analyst

Buy this report now		
Visit	store.mintel.com	
EMEA	+44 (0) 20 7606 4533	
Brazil	0800 095 9094	
Americo	Americas +1 (312) 943 5250	
China	+86 (21) 6032 7300	
APAC	+61 (0) 2 8284 8100	

Report Price: £1495 | \$1995 | €1800

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
- Issues covered in this Report

EXECUTIVE SUMMARY

The market

Figure 1: Estimated retail value of vitamins and supplements, Iol, NI and Rol, 2014-19

Forecast

Figure 2: Indexed estimated retail value of vitamins and supplements, IoI, NI and RoI, 2014-24

- Market factors
- NI consumer finance less robust and consumers less optimistic about future
- Ageing population present opportunities
- Declining birth rates could limit children's supplements sector
- Vitamin D deficiency a concern
- Companies and innovations
- The consumer
- Rol consumers 10 percentage points more likely to have used vitamins and/or supplements

Figure 3: Frequency of usage of vitamins and/or supplements, NI and Rol, September 2019

- Half have used multivitamins in the last 12 months Figure 4: Types of vitamins that consumers have taken in the last 12 months, NI and RoI, September 2019
- Cod liver/fish oil most popular supplement
 Figure 5: Types of supplements that consumers have taken in the last 12 months, NI and Rol, September 2019
- Boosting general health and immunity key motivations for use

Figure 6: Reasons why consumers take vitamins and supplements, NI and Rol, September 2019

 Personalised supplement plans hold strong appeal
 Figure 7: Agreement with statements related to vitamins and supplements, NI and Rol, September 2019

THE MARKET - WHAT YOU NEED TO KNOW

- Vitamin and supplement sales estimated to stand at €54.1 million in 2019
- NI consumers less likely to rate their finances as healthy

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



Report Price: £1495 | \$1995 | €1800

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

- Opportunities and threats in population changes
- Vitamin D deficiency a concern

MARKET SIZE AND FORECAST

• Sales of vitamins and supplements increase 4.4% during 2014-19

Figure 8: Estimated retail value of vitamins and supplements, Iol, NI and Rol, 2014-24

 NI growth set to be more sluggish compared to Rol 2019-24
 Figure 9: Indexed estimated retail value of vitamins and supplements, Iol, NI and Rol, 2014-24

MARKET DRIVERS

Declining health of NI finances may stall market growth Figure 10: Financial health of Irish consumers, NI, September 2016-19 Figure 11: Consumer price index of food, Rol, May 2017-July 2019 Figure 12: Consumer price index of food and beverages, UK, May 2017-July 2019 Optimism for the future among NI and Rol consumers Figure 13: How consumers expect their personal financial situation to change in the next 12 months, NI and Rol, September 2017-19 Figure 14: Selected effects consumers think Brexit will have on the economy, NI and Rol, June 2019 Ageing population could create a growing need for vitamin and supplement products Figure 15: Actual and projected population (%) for NI, by age, 2017 and 2041

Figure 16: Actual and projected population (%) for Rol, by age, 2017 and 2046

Figure 17: Number of new product launches targeted at seniors (55+), UK and Ireland, 2015–19

- On the other hand, lower birth rates could be an issue Figure 18: Number of live births, NI, Q1 2014-Q2 2019 Figure 19: Number of live births, Rol, Q1 2014-Q1 2019
- Irish consumers at risk of not getting their recommended vitamin D intake
- Increased scrutiny on supplements claims
- Importance of adhering to legislation

COMPANIES AND BRANDS - WHAT YOU NEED TO KNOW

Bayer brand Berocca wins advertising gold

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



Report Price: £1495 | \$1995 | €1800

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

- Boots Ireland receive 'Outstanding' award for corporate social responsibility
- Pfizer and GlaxoSmithKline forming a joint venture company
- Superdrug voluntarily recalls pre-natal vitamin supplements

WHO'S INNOVATING?

 New product launches contracting in vitamins and supplements market
 Figure 20: Number of new products released in the Vitamins,

Minerals and Supplements market, UK and Ireland, 2015-19

- Specialist brands dominate new product launches Figure 21: New product launches in the Vitamins, Minerals and Supplements market, by company, UK and Ireland, 2015-19
- Variation in format type as brands opt to give consumers choice

Figure 22: New product launches in the Vitamin, Minerals and Supplements market, by format, UK and Ireland, 2015-19

- Brands can signal naturalness to boost trust in product Figure 23: New products development in Vitamins, Minerals and Supplements market, by claim, UK and Ireland, 2015-19
- Personalised subscription services options in vitamin market

COMPANIES AND BRANDS

- Asda (NI Only)
- Key facts
- Product portfolio
- Brand NPD
- Bayer Healthcare
- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Boots
- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Holland and Barrett
- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Pfizer

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



Report Price: £1495 | \$1995 | €1800

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

- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Procter and Gamble
- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Superdrug
- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Tesco
- Key facts
- Product portfolio
- Brand NPD
- Recent developments
- Vitabiotics
- Key facts
- Product portfolio
- Brand NPD
- Recent developments

THE CONSUMER – WHAT YOU NEED TO KNOW

- Seven in 10 NI and eight in 10 Rol consumers have taken vitamins or supplements
- All-in-one approach sees consumers more likely to use multivitamins
- Cod liver/fish oil most popular supplement
- General health a key motivator for using vitamins and supplements
- Personalised supplement plans hold strong appeal

FREQUENCY OF USAGE OF VITAMINS AND SUPPLEMENTS

 Majority of Irish consumers have used vitamins and supplements

Figure 24: Frequency of usage of vitamins and/or supplements, NI and RoI, September 2019

25-44 year olds key vitamin and supplement users
 Figure 25: If consumers have ever taken vitamins and/or
 supplements, NI and Rol, September 2019

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



Report Price: £1495 | \$1995 | €1800

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

MINTEL

Figure 26: Consumers who take vitamins and/or supplements daily, by age group, NI and RoI, September 2019

Women more likely to use vitamins and supplements
 Figure 27: Consumers who have even taken vitamins and/or
 supplements, by gender, NI and Rol, September 2019
 Figure 28: Consumers who agree 'I don't put much effort/
 thought into staying healthy', by gender, NI and Rol, June 2018

USAGE OF VITAMINS

- Half of users opt for multivitamins Figure 29: Types of vitamins that consumers have taken in the last 12 months, NI and Rol, September 2019
- Men most likely users of multivitamins

Figure 30: Consumers that have taken multivitamins in the last 12 months, by gender, NI and Rol, September 2019 Figure 31: Number of new products launched in the vitamins and dietary supplements market, UK and Ireland, 2014-19*

• Vitamin C and D appeal to consumers at opposite ends of the age spectrum

Figure 32: Consumers that have taken vitamin C or vitamin D products in the last 12 months, by age group, NI and Rol, September 2019

USAGE OF SUPPLEMENTS

- Cod liver oil used by four in 10 Figure 33: Types of supplements that consumers have taken in the last 12 months, NI and Rol, September 2019
- Men are key users of cod liver oil Figure 34: Consumers that have taken cod liver/fish oil supplements in the last 12 months, by gender, NI and Rol, September 2019
- Calcium sees greater use among parents
 Figure 35: Consumers that have taken calcium supplements in the last 12 months, by age of children in household, Rol, September 2019

REASONS FOR USING VITAMINS AND SUPPLEMENTS

 General health a key motivator for using vitamins and supplements

Figure 36: Reasons why consumers take vitamins and supplements, NI and Rol, September 2019

General health important to 44-54 year olds and women

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

Report Price: £1495 | \$1995 | €1800

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

Figure 37: Consumers who take vitamins and supplements to support their general health, by age group, NI and Rol, September 2019

- Boosting immunity appeals to the young and working
 Figure 38: Consumers who take vitamins and supplements to
 support their immune system, by age group, NI and Rol,
 September 2019
- Energy boost sought from vitamins and supplements

ATTITUDES TOWARDS VITAMINS AND SUPPLEMENTS

- Customised vitamin and supplements have strong appeal Figure 39: Agreement with statements related to vitamins and supplements, NI and Rol, September 2019
- Tailored supplements appeal most to Millennials Figure 40: Consumers who agree with the statement 'I would be interested in a vitamin/supplement plan tailored to my needs', by gender and generational group, NI and Rol, September 2019
- Sourcing as important in supplements as food and drink Figure 41: Consumers who agree with the statement 'I would like more information on where the ingredients in vitamins/ supplements have come from', by social class, NI and Rol, September 2019
- Six in 10 worry vitamins aren't as effective as claimed Figure 42: Consumers who agree with the statement 'I would like more information on where the ingredients in vitamins/ supplements have come from', by age groups, NI and Rol, September 2019
- Six in 10 curious about CBD
 Figure 43: Top three perceptions of vitamins/supplements containing CBD, June 2019

APPENDIX – DATA SOURCES, ABBREVIATIONS AND SUPPORTING INFORMATION

- Data sources
- Generational cohort definitions
- Abbreviations

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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





About Mintel

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit **mintel.com.**