

Report Price: £3695 | \$4995 | €4400

The 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:

- Meal/side sales remain warm
- Prepared meals serve a purpose, but it isn't enjoyment
- Private label brands are coming on strong
- Processed stigma hampers virtually the entire category
- · Catering to an interest in clean
- Target young, up-and-comers with upgraded products
- · Keep up with the changing definition of health



"In the Prepared Meal
Category single-serve and
side dishes have fared well,
with successes in vegetablebased side dishes catering to
consumer interest in
increasing their vegetable
intake. Similar concepts could
be refined to focus on
healthier attributes and
capitalize on smaller sizes to
afford the consumer a
permissible indulgence."

William Roberts, Jr, Senior Food & Drink Analyst

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

Report Price: £3695 | \$4995 | €4400

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
- Definition

EXECUTIVE SUMMARY

- Overview
- Meal/side sales remain warm

Figure 1: Total US sales and fan chart forecast of prepared meals, at current prices, 2013-23

- The issues
- Prepared meals serve a purpose, but it isn't enjoyment
 Figure 2: Preference of taste in prepared meals, February
 2019
- Private label brands are coming on strong
 Figure 3: Private label versus overall segment performance,
 by % change in sales for 52 weeks ending January 27, 2019
- Processed stigma hampers virtually the entire category
 Figure 4: Processed perception upon interest in prepared meals, any agree, February 2019
- The opportunities
- Catering to an interest in clean

Figure 5: Improvements focusing on cleaner, more natural options, February 2019

- Target young, up-and-comers with upgraded products
 Figure 6: Quality/usage improvements, by age, February 2019
- Keep up with the changing definition of health
 Figure 7: TURF analysis Health factors in prepared meal choice, February 2019
- What it means

THE MARKET - WHAT YOU NEED TO KNOW

- Steady sales growth to continue
- Single-servings, sides proving popular
- · Refrigerated offerings win with freshness
- Consumers finding meals in non-supermarket channels

MARKET SIZE AND FORECAST

· Meal/sides sales continue steady growth

Figure 8: Total US sales and fan chart forecast of prepared meals, at current prices, 2013-23

Figure 9: Total US sales and forecast of prepared meals, at current prices, 2013–23

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: £3695 | \$4995 | €4400

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



MARKET BREAKDOWN

 Fresh perception boosts refrigerated, while brands seek to elevate convenience

Figure 10: Sales of prepared meals, by segment, 2013-23

Growth across channels, greater in non-supermarkets

Figure 11: Total US retail sales of prepared meals, by channel, at current prices, 2013-18

Figure 12: Food and beverage purchase locations, August 2018

MARKET PERSPECTIVE

Consumer migration to freshness, quality

Figure 13: Share and approximate number of cooking enthusiasts, 2014-18

MARKET FACTORS

 Consumer confidence in economy could trigger food upgrades

Figure 14: Disposable personal income change from previous period, January 2017-October 2018

KEY PLAYERS – WHAT YOU NEED TO KNOW

- Acquisition boosts ConAgra to market-leading position
- Sides take center stage
- Legacy brand forced to innovate to keep up
- Plant-based popularity lands in prepared meals/sides

COMPANY AND BRAND SALES OF PREPARED MEALS

- Pinnacle acquisition boosts ConAgra's market share
- Sales of prepared meals by company

Figure 15: Sales of prepared meals, by company, 52 weeks ending January 27, 2019

Figure 16: Sales of prepared meals, by company, 2018-19

WHAT'S WORKING?

Private label options resonate throughout the category

Figure 17: Private label versus overall segment performance, by percentage change in sales for 52 weeks ending January 27, 2019

Figure 18: Attribute analysis, prepared meal/side dish launches, private label versus name brands, Jan 2017-Apr 2019

- Indulgence and premium
- Vegetable Sides get a refresh

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: £3695 | \$4995 | €4400

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



WHAT'S STRUGGLING?

Legacy brands getting nipped at by newcomers

WHAT'S NEXT?

Harnessing the power of plants

THE CONSUMER - WHAT YOU NEED TO KNOW

- Single-serve still popular
- Snacking is an untapped opportunity
- A call for flavor improvements
- Clean up the labels
- · Replicating the restaurant
- Brands face challenges
- Time Saver, Adventure Eater consumers turning to prepared meals

CONSUMPTION OF PREPARED MEALS

- Single-serve convenience still driving the market
 Figure 19: Consumption of prepared meals, February 2019
- Hispanic Millennials seek fresh, portable offerings
 Figure 20: Consumption of prepared meals, by Hispanic origin and generation, February 2019

USAGE OCCASIONS FOR PREPARED MEALS

- Weeknights dominate usage occasions; snacking lags
 Figure 21: Usage occasions for prepared meals, February
 2019
- Younger consumers more likely to lunch, snack on prepared meals

Figure 22: Usage occasions for prepared meals, by gender and age, February 2019

REASONS FOR USING PREPARED MEALS

Flavor/taste improvements would resonate
 Figure 23: Reasons for usage of prepared meals, February
 2019

INTEREST IN HEALTHY CONCEPTS

- Assuaging consumer concerns about processed foods
 Figure 24: Health/ingredient improvements, February 2019
- Portion-controlled potential among Hispanic consumers
 Figure 25: Health/ingredient improvements, by Hispanic origin, by generation, February 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: £3695 | \$4995 | €4400





QUALITY/USAGE IMPROVEMENT POTENTIAL

Indulgence's role in prepared meals

Figure 26: Quality/usage improvements, February 2019

· Restaurants' healthy aspects

Figure 27: Quality/usage improvements, by age, February 2019

Restaurant brands as a signal of trust

Figure 28: Quality/usage improvements, by household income, February 2019

TURF analysis – Meal Improvements

Figure 29: TURF analysis – Meal improvements, by Hispanic origin, by generation, February 2019

BRANDING AND PREPARED MEALS

Meal brands resonate – to a degree

Figure 30: Brand opinions, February 2019

Store brands resonating with younger consumers

Figure 31: Brand opinions, by age, February 2019

IMPROVING PACKAGING

Packaging efforts should focus on reduce and re-use

Figure 32: Attitudes toward packaging, any agree, by age, February 2019

ROOM FOR SNACK-SIZED AND CUSTOMIZABLE MEALS

Snack-sized potential

Figure 33: Interest in snack-sized meal options, February 2019 Figure 34: Interest in snack-sized meal options, by generation, February 2019

HEALTH AND PREPARED MEALS

Processed reputation still a challenge

Figure 35: Health perceptions of prepared meals, February 2019

Fresher or plant-based options could appeal to younger generations

Figure 36: Health perceptions of prepared meals, by age, February 2019

PREPARED MEALS BY CONSUMER SEGMENTATION

Food and Drink Consumer Segmentation

Figure 37: Food/drink consumer segmentation of prepared meals/sides, February 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
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300

Report Price: £3695 | \$4995 | €4400





Time Savers, Adventure Eaters more likely to turn to prepared meals

Figure 38: Consumption of prepared meals, by food/drink consumer segmentation, February 2019

Figure 39: Health and prepared meals, by food/drink consumer segmentation, February 2019

Gourmet appeal for Quality Seekers

Figure 40: Quality/usage improvements, by food/drink consumer segmentation, February 2019

Value Chasers largely unengaged in the category

Figure 41: Reasons for usage of prepared meals, by food/drink consumer segmentation, February 2019

Figure 42: Brand opinions, by food/drink consumer segmentation, February 2019

Figure 43: Innovation opinions, by food/drink consumer segmentation, February 2019

APPENDIX - DATA SOURCES AND ABBREVIATIONS

- Data sources
- Sales data
- · Fan chart forecast
- Consumer survey data
- Abbreviations
- Abbreviations

APPENDIX - THE MARKET

Figure 44: Total US sales and forecast of prepared meals, at inflation-adjusted prices, 2013-23

Figure 45: Total US retail sales of prepared meals, by segment, at current prices, 2016 and 2018

Figure 46: Total US retail sales and forecast of single-serve frozen meals, at current prices, 2013-23

Figure 47: Total US retail sales and forecast of single-serve frozen meals, at inflation-adjusted prices, 2013-23

Figure 48: Total US retail sales and forecast of multi-serve frozen meals, at current prices, 2013-23

Figure 49: Total US retail sales and forecast of multi-serve frozen meals, at inflation-adjusted prices, 2013-23

Figure 50: Total US retail sales and forecast of refrigerated meals, at current prices, 2013–23

Figure 51: Total US retail sales and forecast of refrigerated meals, at inflation-adjusted prices, 2013-23

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: £3695 | \$4995 | €4400





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

Figure 52: Total US retail sales and forecast of side dishes, at current prices, 2013-23

Figure 53: Total US retail sales and forecast of side dishes, at inflation-adjusted prices, 2013-23

Figure 54: Total US retail sales of prepared meals, by

channel, at current prices, 2013-18

Figure 55: Total US retail sales of prepared meals, by

channel, at current prices, 2016 and 2018

Figure 56: US supermarket sales of prepared meals, at current prices, 2013-18

Figure 57: US sales of prepared meals through other retail channels, at current prices, 2013-18

APPENDIX - KEY PLAYERS

Figure 58: Multi-outlet sales of single-serve frozen meals, by leading companies and brands, rolling 52 weeks 2018 and 2019

Figure 59: Multi-outlet sales of multi-serve frozen meals, by leading companies and brands, rolling 52 weeks 2018 and 2019

Figure 60: Multi-outlet sales of refrigerated meals, by leading companies and brands, rolling 52 weeks 2018 and 2019
Figure 61: Multi-outlet sales of side dishes, by leading companies and brands, rolling 52 weeks 2018 and 2019

TURF ANALYSIS - HEALTH AND MEALS - METHODOLOGY

Figure 62: TURF analysis – Healthy features, February 2019

TURF ANALYSIS - MEAL IMPROVEMENTS - METHODOLOGY

Figure 63: TURF analysis – Desired features, February 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
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300



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.