

This report looks at the following areas:

While the COVID-19 pandemic will be a good reminder that little hits the spot in the way chocolate does, the category will need to brace for a return to normalcy, redoubling efforts to provide enjoyment, and provide options for responsible snacking.

- The impact of COVID-19 on consumer behavior and the chocolate confectionery market.
- The issues to keep in mind in the event of a longer-term recession.
- The important role sugar reduction will have on the category moving forward
- Perceptions of chocolate confectionery and how it is/is not meeting the needs of snackers.



"Chocolate confectionery is a mature category that's seeing some of its strong grip on the hearts of consumers loosen. As other snack categories make a play for indulgence, and offer BFY positioning, consumers are playing the field."

Beth Bloom, Associate
 Director, US Food and Drink
 reports

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
- · Key issues covered in this Report
- Definition

#### **EXECUTIVE SUMMARY**

Market overview

Figure 1: Total US retail sales and forecast of chocolate confectionery, at current prices, 2014-24

- Top takeaways
- Impact of COVID-19 on chocolate confectionery

Figure 2: Short-, medium- and longer-term impact of COVID-19 on chocolate confectionery, May 2020

- The issues
- Chocolate confectionery wins among sweet treats, but could use a boost
- Sugar avoidance is real

Figure 3: Reasons for eating less chocolate confectionery, February 2020

Little guys have a steep uphill climb, but can gain footing

Figure 4: Chocolate confectionery purchase factors, February 2020

- The opportunities
- Seasonal and sugar free segments see strongest growth

Figure 5: Total US sales of chocolate confectionery, by segment share, 2017-19

· Packaging and flavor innovation can be differentiators

Figure 6: Reasons for eating more chocolate confectionery, February 2020

Boosting online sales of chocolate

Figure 7: Chocolate confectionery purchase location, February 2020

#### THE IMPACT OF COVID-19 ON CHOCOLATE CONFECTIONERY

Figure 8: Short, medium and longer term impact of COVID-19 on chocolate confection, May 2020

- Opportunities and Threats
- · Consumers are eating their feelings

Figure 9: Snack motivations, November 2018

Brand pecking order could be up for grabs

Figure 10: Perception of food/drink brands, 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

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



 eChocolate and DTC meet consumer cravings where they need them

Figure 11: Coronavirus lifestyle changes – online shopping, May 28, 2020-June 4, 2020

- Snack sizes should crawl out of slump
- Seasonal will need some extra attention
- Sooner than later we'll have to put our real clothes on
- · Impact on the chocolate confectionery market
- Category should see a welcomed 2020 bump from COVID-19, but not all segments will be treated equally Figure 12: Total US retail sales and forecast of chocolate confectionery, at current prices, 2014-24
- How the crisis will affect chocolate confectionery's key consumers
- Young shoppers may be drawn further toward PL and value snacks
- Chocolaty reward systems now adult friendly
- How a COVID-19 recession will reshape the chocolate confectionery industry
- Longer-term financial strain on individuals will extend to discretionary purchases
- COVID-19: Chocolate confectionery context

# THE MARKET - WHAT YOU NEED TO KNOW

- Chocolate confectionery sales tempered amid a bustling snack market
- Growth in seasonal and sugar free highlights interest in variety, health
- Snack categories only manage small gains during a snack heyday
- Majority of consumers are limiting sugar consumption

# MARKET SIZE AND FORECAST

 Chocolate confectionery limited to slow creep amid snack boom

Figure 13: Total US retail sales and forecast of chocolate confectionery, at current prices, 2014-24
Figure 14: Total US retail sales and forecast of chocolate confectionery, at inflation-adjusted prices, 2014-24

#### MARKET BREAKDOWN

Seasonal and sugar-free segments see strongest growth
Figure 15: Total US sales of chocolate confectionery, by
segment share, 2017-19

# 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

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



- Declines in snack size should be recovered due to COVID-19
- Gift boxes could also use the pandemic as a time of reinvention

Figure 16: Total US sales and forecast of chocolate confectionery, by segment, 2014–24

Drug stores lose share of chocolate confectionery sales
 Figure 17: Total US retail sales of chocolate confectionery, by channel, at current prices, 2017 and 2019

#### MARKET PERSPECTIVE

Snack boom doesn't ensure boom times for all snack categories

Figure 18: Percentage growth in select snack categories, 2014-19

Figure 19: Dessert and confection consumption, March 2020

· Get the other snack categories covered

#### **MARKET FACTORS**

 Majority of consumers aim to follow a healthy diet; sugar reduction is a primary focus

Figure 20: Sweetener usage trend, September 2018

 Where chocolate doesn't convey health, it can suffice for wellbeing

Figure 21: 2020 health and wellness goals – Any do (net), November 2019

Fun and function are on par for snackers

Figure 22: Snack motivations, November 2018

#### **KEY PLAYERS – WHAT YOU NEED TO KNOW**

- Hershey continues category dominance, private label sees strong growth
- Sugar content going in the wrong direction
- Plain chocolate leads among launches, but innovation points to variety
- · Ethical claims on the rise, should stick around

# COMPANY AND BRAND SALES OF CHOCOLATE CONFECTIONERY

 Hershey continues category dominance, private label sees strong growth

Figure 23: Share of sales chocolate confectionery, by company, 52 weeks ending February 23, 2020

# 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 24: Sales of chocolate confectionery, by company, 52 weeks ending February 24, 2019 and 52 weeks ending February 23, 2020

#### WHAT'S WORKING

• Four in 10 chocolate launches are seasonal

Figure 25: Chocolate launches, by sub-category, 2018-20\*

Ethical claims rise to the top

Figure 26: Chocolate launches, by leading claims, 2018-20\*

No added sugar claims grows by 247%, but more can be

Figure 27: Chocolate launches, by fasted growing claims, 2018-20\*

Figure 28: Chocolate launches, by sugar total, 2018-20\*

Figure 29: Multi-outlet sales of sugar free chocolate confectionery, by leading companies and brands, rolling 52 weeks 2019 and 2020

Plain chocolate leads, fast growing flavors show needed variety

Figure 30: Chocolate launches, by leading flavors, 2018-20\* Figure 31: Chocolate launches, by fastest growing flavors, 2018-20\*

- Good value drives purchase intent
- Trustworthy brands provide value, encourage trial
- Private label success points to shifting priorities

Figure 32: Multi-outlet sales of box/bag/bar >3.5 oz chocolate confectionery, by leading companies and brands, rolling 52 weeks 2019 and 2020

Figure 33: Multi-outlet sales of box/bag/bar < 3.5 oz chocolate confectionery, by leading companies and brands, rolling 52 weeks 2019 and 2020

# WHAT'S STRUGGLING

Private label seasonal loses interest

Figure 34: Multi-outlet sales of seasonal chocolate confectionery, by leading companies and brands, rolling 52 weeks 2019 and 2020

Snack size stalls at MULO

Figure 35: Multi-outlet sales of snack size chocolate confectionery, by leading companies and brands, rolling 52 weeks 2019 and 2020

Gift boxes nose dive, a refresh is in order

# 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 36: Multi-outlet sales of chocolate gift boxes, by leading companies and brands, rolling 52 weeks 2019 and 2020

 Health driven by healthy mix-ins and diet tie-ins, hampered by price

### WHAT TO WATCH

- · Could honey hit the sweet spot?
- Specialized diet offerings could lead to mainstream innovation
- Dairy free is a natural area of opportunity
- Will ruby chocolate find a home in the US?

# THE CONSUMER - WHAT YOU NEED TO KNOW

- Household penetration of chocolate confectionery has dipped since 2018
- A quarter of chocolate eaters have more recently increased consumption
- Increased snacking drives increased chocolate consumption, not enough
- Store brands don't have strong resonance, for now
- Chocolate confectionery needs to strengthen case as treat of choice

#### **CHOCOLATE CONFECTIONERY CONSUMPTION**

- Household penetration of chocolate confectionery dips
   Figure 37: Chocolate confectionery purchase, February 2018
   and February 2020
- Small sizes appeal to women

Figure 38: Share of chocolate purchase – for self, by gender, February 2020

 Reinventing the boxed segment could find favor with under 45s

Figure 39: Share of chocolate purchase – for self, by age, February 2020

· Snack size finds particular interest among parents

Figure 40: Chocolate purchase, by parental status, February 2020

Figure 41: Chocolate purchase – for child, February 2020

Chocolate eaters like variety

Figure 42: Repertoire analysis – Chocolate purchase – For myself, February 2020

Solid chocolate leads, followed by nut mix-ins

# 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

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



Figure 43: Perceptions of candy types – Something I eat, February 2020

Women are strong target for simple options

Figure 44: Perceptions of candy types – Something I eat, by gender, February 2020

Hispanics gravitate toward nut mix-ins

Figure 45: Perceptions of candy types – Something I eat, by Hispanic origin, February 2020

### CHANGE IN CHOCOLATE CONFECTIONERY CONSUMPTION

 A quarter of chocolate eaters have increased consumption in the past year

Figure 46: Change in chocolate confectionery consumption, February 2020

 Increased snacking drives increased chocolate consumption

Figure 47: Reasons for eating more chocolate confectionery, February 2020

Men are driving the increase in chocolate consumption

Figure 48: Change in chocolate confectionery consumption, by gender, February 2020

· Category health innovation not resonating with women

Figure 49: Reasons for eating more chocolate confectionery, by gender, February 2020

Time savings and variety appeal to under 45s

Figure 50: Reasons for eating more chocolate confectionery, by age, February 2020

Sugar avoidance challenges chocolate consumption

Figure 51: Reasons for eating less chocolate confectionery, February 2020

Older shoppers are health aware, younger shoppers price conscious

Figure 52: Reasons for eating less chocolate confectionery, by age, February 2020

# TYPES OF CHOCOLATE CONFECTIONERY PURCHASED

- Style
- Milk chocolate leads, but variety will help spur trial
   Figure 53: Types of chocolate confectionery purchased style, February 2020
- Interest in dark chocolate grows with age
   Figure 54: Types of chocolate confectionery purchased -

style, by age, February 2020

# 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.



# Parents can be targeted with products across the range Figure 55: Types of chocolate confectionery purchased -

style, by parental status, February 2020

# Dark chocolate not as likely to resonate with Hispanic shoppers

Figure 56: Types of chocolate confectionery purchased - style, by Hispanic origin, February 2020

- Seasonal
- Christmas and Valentine's lead seasonal purchase

Figure 57: Types of chocolate confectionery purchased - Seasonal, February 2020

# · Women likely look to holidays for permission to indulge

Figure 58: Types of chocolate confectionery purchased - Seasonal, by gender, February 2020

# • Seasonal options are a luxury of higher-earning households

Figure 59: Types of chocolate confectionery purchased - Seasonal, by HH income, February 2020

# · Parents are strong targets for seasonal purchase

Figure 60: Types of chocolate confectionery purchased - Seasonal, by parental status, February 2020

- Features
- Store brands don't have strong resonance, for now

Figure 61: Types of chocolate confectionery purchased - Features, February 2020

### Younger shoppers are more open to store brand chocolate

Figure 62: Types of chocolate confectionery purchased - Features, by age, February 2020

# Only a quarter of parents look for chocolate aimed at kids

Figure 63: Types of chocolate confectionery purchased - Features, by parental status, February 2020

# **CHOCOLATE CONFECTIONERY PURCHASE LOCATION**

# Drug stores play an amplified role in chocolate confectionery purchase

Figure 64: Chocolate confectionery purchase location, February 2020

# Youngest adults prefer mass channels; 25-44s should be nurtured online

Figure 65: Chocolate confectionery purchase location, by age, February 2020

Convenience store own brands have a strong chance at resonance

# 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 66: Chocolate confectionery purchase location, by type – store brands, February 2020

· Parents get chocolate wherever they can

Figure 67: Chocolate confectionery purchase location, by parental status, February 2020

 A quarter of buyers of chocolate aimed at kids purchase chocolate online

Figure 68: Chocolate confectionery purchase location, by type – aimed at kids, February 2020

#### **CHOCOLATE CONFECTIONERY PURCHASE FACTORS**

- Brand plays a strong role in chocolate purchase; little guys aren't totally edged out
- Second-tier drivers (flavor variety and health) have led increase in consumption
- Interest in third-tier specialty offerings grows, presents opportunity for differentiation

Figure 69: Chocolate confectionery purchase factors, February 2020

 Specialty offerings find a larger audience among younger shoppers, pointing to future of category

Figure 70: Chocolate confectionery purchase factors, by age, February 2020

 Dark chocolate buyers seek specialized claims, milk could take a cue

Figure 71: Chocolate confectionery purchase factors, by style, February 2020

# PERCEPTION OF SNACK TYPES

- Chocolate confectionery wins among sweet treats, but could use a boost
- Highlight pleasure and enjoyment
- Working toward wellness, but not winning

Figure 72: Correspondence Analysis – Symmetrical map – Sweet snack comparison, February 2020

Figure 73: Sweet snack comparison, February 2020

#### PERCEPTION OF CONFECTIONERY TYPES

- Chocolate is under-delivering on fun
- Nuts and fruit can help with health appeal

Figure 74: Correspondence Analysis – Symmetrical map –

Candy comparison, February 2020

Figure 75: Candy comparison, February 2020

# 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.



#### APPENDIX - DATA SOURCES AND ABBREVIATIONS

- Data sources
- Sales data
- Consumer survey data
- Correspondence analysis methodology
- Abbreviations and terms
- Abbreviations
- Terms

#### APPENDIX - THE MARKET

Figure 76: Total US retail sales and forecast of box/bag/bar >3.5 oz chocolate confectionery, at current prices, 2014-24 Figure 77: Total US retail sales and forecast of box/bag/bar >3.5 oz chocolate confectionery, at inflation-adjusted prices, 2014-24

Figure 78: Total US retail sales and forecast of box/bag/bar <3.5 oz chocolate confectionery, at current prices, 2014-24 Figure 79: Total US retail sales and forecast of box/bag/bar <3.5 oz chocolate confectionery, at inflation-adjusted prices, 2014-24

Figure 80: Total US retail sales and forecast of seasonal chocolate confectionery, at current prices, 2014-24 Figure 81: Total US retail sales and forecast of seasonal chocolate confectionery, at inflation-adjusted prices, 2014-24

Figure 82: Total US retail sales and forecast of snack size chocolate confectionery, at current prices, 2014-24
Figure 83: Total US retail sales and forecast of snack size chocolate confectionery, at inflation-adjusted prices,

Figure 84: Total US retail sales and forecast of chocolate gift boxes, at current prices, 2014-24

Figure 85: Total US retail sales and forecast of chocolate gift boxes, at inflation-adjusted prices, 2014-24

Figure 86: Total US retail sales and forecast of sugar free chocolate confectionery, at current prices, 2014-24 Figure 87: Total US retail sales and forecast of sugar free chocolate confectionery, at inflation-adjusted prices, 2014-24

#### **APPENDIX - RETAIL CHANNELS**

Figure 88: US supermarket sales of chocolate confectionery, at current prices, 2014-19

# 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





Figure 89: US drug store sales of chocolate confectionery, at current prices, 2014-19

Figure 90: US convenience store sales of chocolate

confectionery, at current prices, 2014-19

Figure 91: US sales of chocolate confectionery through other

retail channels, at current prices, 2014-19

# **APPENDIX - KEY PLAYERS**

Figure 92: Multi-outlet sales of chocolate confectionery, by leading companies, rolling 52 weeks 2019 and 2020

# 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.