

### July 2017

#### Food Packaging Trends - US

"An increasing percentage of product launches are based primarily on new packaging as packaging continues to become more important in the food marketing mix. Not only does packaging play a central role in communicating key benefits and features, it can also help to shape a consumer's experience with the product ...

#### Carbonated Soft Drinks - UK

"While the Sugar Levy is likely to impact heavily on CSD sales, sugary variants in particular, there is marked opportunity to move sugary CSD drinkers over to diet/light variants. Low price and proving the flavour credentials of these variants are key to encouraging switching."

– Alyson Parkes, Research ...

### June 2017

#### Attitudes towards Ready Meals and Ready-to-cook Foods - UK

"That over half of ready meal/ready-to-cook eaters/buyers opt to cook from scratch more when money is tight leaves the sector vulnerable given that mounting inflation is expected to put pressure on disposable household incomes. However, premium products should benefit from people choosing these as a money-saving alternative to ...

#### Menu and Ingredient Insights - Ireland

"The advancement of on-demand delivery apps coupled with a more travelled consumer has resulted in increased expectations when it comes to what's on the menu. Recommendations from friends/family members is the most influential factor for experimenting with new cuisine eaten in the home), however, Mintel sees scope for food ...

#### Soft Drinks Review - UK

"The major focus of the soft drinks market in recent years has been on sugar reduction, in response to consumer concerns about sugar and more recently in preparation for the introduction of the Soft Drinks Industry Levy. Sugar is not the only health factor influencing the market though, with a ...

#### Soup - US

"The soup category continues to struggle, driven by sales declines in RTS (ready-to-serve) wet and condensed soup. Despite the maturity of the category there are opportunities for growth. Refrigerated soup may find continued success, as consumers are ditching the center of the store for the perimeter in hopes of finding ...

#### Attitudes towards Sports Nutrition - UK

"Sports nutrition continues to enjoy growth thanks to it having attracted a more diverse user group; however, the category is facing intensifying competition from mainstream foods embracing a high-protein proposition. Demand for sports nutrition products made with all-natural ingredients and those without sugar highlight areas of focus for brands going ...

#### In-store Bakeries - US

"Sales at in-store bakeries continue to rise. Even as consumers indicate they are seeking healthier foods, they are clearly open to the occasional indulgence, and in-store bakeries are poised to capitalize on consumer interest in higher-quality baked goods that the consumers may feel uncomfortable, unwilling, or unskilled enough to make ...

#### Fruit - US

"The fruit market continues to experience sustained growth due to its near universal consumption and an

#### Attitudes towards Casual Dining - UK

## Food and Drink - International

increased interest in healthy fresh snacks among consumers. Though the fruit market as a whole is growing, the canned/jarred fruit segment faces year-over-year declines as consumers perceive these products as too processed and ...

### Snacking in Foodservice - US

"The definition of a snack can vary from person to person and without a clear direction to follow, foodservice operators can position snacking from a variety of angles. With more consumers adopting a snacking mentality, foodservice operators need to determine how they can design a menu that offers flexibility in ...

### Cheese - Ireland

"Cheese continues to remain important to the Irish diet, with only 5% of NI and 4% of RoI consumers not eating cheese in the last three months. While Brexit has dampened the NI market, interest in specialty cheese in RoI has helped drive value. Moving forward, protein will continue to ...

### Energy Drinks - US

"The energy drink category has shown strong growth from 2011-16, with sales forecast to increase through 2021. The segment has benefited from offering functional benefits with strong appeal to Millennials, parents, Hispanics, and men 18-34. Competition is growing however from sports drinks, BFY (better-for-you) beverages, RTD (ready-to-drink) coffees, and new ...

"Diners are coming through the doors because of set menus and freebies but they are also demanding greater customer experience. This includes fast speed of service and quality of the atmosphere. With home delivery, operators can cater to diners who are not inclined to travel for a casual meal. Operators ...

### Attitudes towards Leisure Venue Catering - UK

"UK consumers are taking part in leisure activities more frequently than in recent years. With the value of the pound being affected by Brexit venues should see further increases in both UK and overseas visitors. Catering facilities at these venues are in a prime position to take advantage of this ...

### Meat-free Foods - UK

"Meat-free brands should be more vocal about exactly why they are a good choice in terms of animal ethics and the environment, as well as emphasising their nutritional credentials. These messages can make consumers feel holistically virtuous in their choice, helping to build a feel-good factor."

– Emma Clifford ...

**May 2017**

### Chocolate Confectionery - UK

"That the market has held its ground for a number of years in the midst of rising debate around sugar as a health 'foe' is no mean feat. However, it now faces the challenge of PHE's target of reducing sugar by 20% by 2020. Reduced sugar variants divide opinions among ...

### Added Value in Dairy Drinks, Milk and Cream - UK

"While it might be tempting for supermarkets to renew hostilities in their milk price wars as household disposable incomes come under pressure, this could prove a double-edged sword. Many shoppers see milk price cuts as disadvantaging farmers and are consequently prepared to boycott milk from a supermarket seen to be ...

## Food and Drink - International

### Quick Service Restaurants - US

"As the foodservice landscape shifts, fast food restaurants are trying to find a balance between tradition and innovation. The core reasons consumers visit fast food restaurants have remained fairly stable; however, innovation in technology and new forms of competition create different levels of expectation from consumers. Fast food operators consistently ...

### Prepared Meals - US

"The prepared meals category reversed its downward course in 2015 and 2016 with small increases that nearly wiped out declines in the three previous years. Total sales of \$10.5 billion in 2016 are up about 3% from a low point in 2014 but still below their 2011 level by ...

### Snacking Motivations and Attitudes - US

"A high percentage of US adults snack daily, making snacking a huge opportunity for engagement. While the incidence of snacking has remained steady in recent years, frequency is on the rise with the growth coming from snackers, who are upping their snack frequency from 1 time per day to 2-3 ...

### Juice and Juice Drinks - US

"Total sales of juice have stalled as the category faces the continued decline of 100% juice and stagnant sales of juice drinks. Consumers are increasingly choosing competing beverages over juice due to concerns surrounding the sugar content of juices and because of the innovation occurring in other beverage categories. Juices ...

### Sports Nutrition - Ireland

"Recognising the health benefits of regular physical activity, Irish consumers are exercising two to three times a week. This points to a strong market for sports nutrition brands to target and focusing on how their products aid rapid recovery between frequent exercise will pique active Irish consumers' interest and encourage ...

### Cordials and Squashes - UK

"With some consumers showing concerns about both sugar and artificial sweeteners, the category faces a challenge in staying on the menu. Meanwhile, declining alcohol consumption presents an opportunity for cordials and squashes to reach a new audience. However, the category's current commodity status and strong family appeal may impede this ...

### Seasonings and Stocks - UK

"Sustained interest in scratch cooking should benefit the market, particularly with the impending squeeze on consumer incomes. Seasoning brands need to target home cooks wanting to add an element of creativity to their dishes. The stocks market meanwhile faces a challenge to engage young consumers less likely to cook traditional ...

### Vegetables - US

"The vegetables category has experienced stable growth, driven primarily by fresh vegetables and fresh-cut salad. Consumers indicate interest in vegetables that are fresh, nutritious, and natural. Interest also exists for convenient packaging and formats that allow consumers to easily consume vegetables as a snack, meal, or in a recipe. Looking ...

### Pub Catering - UK

"Value-for-money gastropubs are fuelling the pub sector. Diners want set menus and pubs are premiumising them to chase higher spending. There is potential to boost lunch sales, given that diners are interested in lunchtime takeaway options. However, dishes high in sugar, salt and fat may have to be reformulated if ...

### Convenience Stores - UK

"The convenience retail sector has enjoyed a strong period of growth but for the first time in a number of years there are clouds on the horizon. Rising food inflation is likely to see greater scrutiny placed on the price premium often associated with convenience stores."

– Nick Carroll ...

### Snack, Nutrition and Performance Bars - US

"The snack, nutrition and performance bars category has turned in solid performance in recent years as consumers have grown more interested in healthier, more nutrient-dense snack foods. Opportunities exist for brands that explore new flavors and textures and that emphasize natural and unprocessed ingredients."

April 2017

### Carbonated Soft Drinks - US

"The CSD (carbonated soft drink) market continued to struggle from 2015-16, with sales falling and effective stagnation forecast through 2021. While the vast majority of consumers use CSDs, the mature market is struggling to grow as users seeking more-healthy options cut back and turn instead to BFY (better for you) ...

### Baby Food and Drink - UK

"Seeds of change – which could revolutionise the baby food and drink retail landscape – have been planted by the discounters. 2016 saw Aldi extend its offering dramatically and Lidl make its first venture into this category. If this evolving presence is well-received by parents this could curb future price ...

### Ice Cream - US

Retail sales of ice cream and frozen novelties reached \$12.8 billion in 2016, reflecting a 3.6% year-over-year increase. Market growth has been driven by positive sales performance in the two largest segments: ice cream/frozen dessert and frozen novelties. These segments are seen as offering rich, indulgent treats ...

### Made to Order Smoothies - US

"Within the smoothie category, certain legacy elements remain a key area of focus for consumers, such as a focus on fruit and traditional bases like yogurt and dairy milk. However, functional health trends in the beverage space are driving the category forward and creating new areas of opportunity. The variety ...

### Consumers and the Economic Outlook: Quarterly Update - US

"With a new administration, a growing economy, and a relatively healthy jobs market, this Report addresses how consumers are feeling about their current financial situation. Through a series of questions that will be asked throughout 2017, Mintel has aggregated consumer opinion on their current finances, how they hope to improve ...

### Salty Snacks - US

"The salty snacks market continues to grow thanks to the strong performance of meat snacks and popcorn, as well as the continued success of corn snacks and cheese snacks. While salty snacks face competition from a variety of different snacks, innovation propels the salty snack market forward. Brands can build ...

### Frozen Snacks - US

"Frozen snacks' market size has remained remarkably consistent at just under the \$5 billion mark for several years and is forecast to maintain that level for the foreseeable future. Whether that is stability or stagnation, the category continues to resonate with young consumers and families, but these consumers may well ...

### Nutrition and Performance Drinks - US

"Mintel forecasts the nutritional and performance drink category to continue modest growth into 2021. While the category benefits from consumers' focus on a healthy lifestyle, a wide array of food and drink categories are stepping up the pressure by adding similar functional and health elements. The category may benefit by ...