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"Rising dental health concerns can create an opportunity for chewing gum brands. Currently much of the marketing for sugar-free gums centres around fresh breath, however, the dental health benefits, particularly for children, could warrant more focus. Though explored internationally, tooth-friendly gums tailored for children remain rare in the UK market."

- Aimee Townshend, Research Analyst

# This report looks at the following areas:

- Sweets with improved health credentials appeal to users
- Package formats supporting portion control should resonate
- Rise in tooth decay amongst children presents opportunity for gum manufacturers

Despite the debate surrounding sugar's role in the nation's diets and obesity crisis, four in five adults ate sweets in the six months up to September 2014. However, the recent media focus on sugar has not gone unnoticed by consumers with four in 10 users who eat sweets less often than most days limiting how often they eat sweets because they are unhealthy. This has been reflected in volume declines in the market in recent years. However, consumers' openness to reduced sugar sweets offers an area of further development for manufacturers.

Chewing gum lags noticeably behind sweets, eaten by just under 40% of people. However, tooth decay is now the biggest cause of primary school children being hospitalised, which could create an opportunity for gum manufacturers, given the approved dental health claims of sugar-free gums.

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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

1	ntroduction
	Definition Abbreviations
	Executive Summary
	The market Figure 1: Total UK retail value sales of sugar and gum confectionery, 2009-19
	Market factors
	Companies, brands and innovation
	Own-label stands on a par with leading brand Haribo Figure 2: Leading brands' shares in the retail sugar confectionery market, by value and volume, 2013/2014*
	Haribo retains top position
	Rowntree's struggle, Skittles leaps ahead
	Wrigley's extends its lead in the gum category in 2014
	Reduced sugar sweets account for less than 10% of new launches
	The consumer
	Despite sugar news, four in five people eat sweets Figure 3: Usage of sugar and gum confectionery, September 2014
	Figure 4: Frequency of sugar and gum confectionery usage, September 2014
	Half of less frequent users limit their use of sweets due to dental health concerns Figure 5: Barriers to eating sugar confectionery, September 2014
	Mints are preferred to gum by a third of less frequent users Figure 6: Barriers to using gum, September 2014
	One in four buy sweets/gum from pound shops and discount grocers Figure 7: Purchase of sugar and gum confectionery, by type of retailer, September 2014
	Figure 8: Sugar confectionery purchasing behaviour, September 2014
	Half of sweet eaters would buy a reduced sugar version of their favourite sweet Figure 9: Interest in lower-sugar version of consumers' favourite sweet, September 2014
	Healthier sweets appeal to four in 10 users Figure 10: Sugar and gum confectionery product enticements, September 2014
	What we think
	ssues and Insights
	Sweets with improved health credentials appeal to users
	The facts
	The implications

Package formats supporting portion control should resonate

The facts

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The implications Rise in tooth decay amongst children presents opportunity for gum manufacturers The facts The implications **Trend Application** Artisanal sweets can leverage interest in handmade products Gum offering sensations can inject excitement into the category Longer lasting flavour could be used as a marketing tool for gum Market Drivers Kev points Consumers find themselves in a better financial situation in 2014 Figure 11: Consumers' financial health index, January 2009-October 2014 Sugar thought to contribute to the obesity epidemic Action on Sugar puts pressure on government's Responsibility Deal Tooth decay is on the rise, linked to diets high in sugar Sugar prices fall in 2014 Slowing growth in core sugar and gum confectionery users poses challenges for the market Figure 12: Trends in the age structure of the UK population, 2009-14 and 2014-19 Strengths and Weaknesses Strengths Weaknesses Who's Innovating? Key points Reduced sugar sweets account for less than 10% of new launches Figure 13: New product launches in the UK sugar confectionery segment, by top 10 claims, 2010-14

Tesco looks to stevia in sweets

Fruit juice snacks could appeal to people who eat sweets

Gourmet sweets have potential to appeal to older users

One in nine products cater to special diets

A handful of launches adopt functional claims

Functional gum remains rare

Fruit and sweet flavours attract new launches

Market Size and Forecast

## Key points

Market suffers from negative media messages surrounding sugar intake

Figure 14: Total UK retail volume and value sales of sugar and gum confectionery, 2009-19

Sugar and gum confectionery market expected to continue to struggle

Figure 15: Total UK retail value sales of sugar and gum confectionery, 2009-19

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Figure 16: Total UK retail volume sales of sugar and gum confectionery, 2009-19

### Methodology

Segment Performance

## Key points

#### Sugar confectionery sales look to be set on a downward trend

Figure 17: Total UK retail volume and value sales of sugar confectionery, 2009-19

Figure 18: Total UK retail value sales of sugar confectionery, 2009-19

Figure 19: Total UK retail volume sales of sugar confectionery, 2009-19

## Appeal of gum is waning further

Figure 20: Total UK retail volume and value sales of chewing gum/bubblegum, 2009-19

Figure 21: Total UK retail value sales of gum, 2009-19

Figure 22: Total UK retail volume sales of gum, 2009-19

### Market Share

### Key points

## Own-label stands on a par with leading brand Haribo

Figure 23: Leading brands' sales and shares in the retail sugar confectionery market, by value and volume, 2013 and 2014

### Haribo retains top position

### Rowntree's struggle, Skittles leaps ahead

Figure 24: Leading manufacturers' sales and shares in the retail sugar confectionery market, by value and volume, 2013 and 2014

## Wrigley's extends its lead in the gum category in 2014

. . . . . . . . . . .

Figure 25: Leading brands' sales and shares in the UK retail gum market, by value and volume, 2013 and 2014

Figure 16: Leading manufacturers' sales and shares in the UK retail gum market, by value and volume, 2013 and 2014

### Companies and Products

Mars Incorporated (incl. Wrigley)
Company background
Gum product range
Other products
Recent activity
Mondelēz International
Company background
Product range
Recent activity
Haribo
Company background
Product range
Recent activity
Nestlé
Company background

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Product range Recent activity Swizzels Matlow Company background Product range Recent activity Perfetti Van Melle Company background Product range - Lollipops and sweets Product range - Mentos Product range – Smint Recent activity Cloetta Company background Product range Recent activity

## Brand Research

## Brand map

Figure 27: Attitudes towards and usage of selected brands active in the sugar and gum confectionery sector, October 2014

### Correspondence analysis

### Brand attitudes

Figure 28: Attitudes, by selected brands active in the sugar and gum confectionery sector, October 2014

#### Brand personality

Figure 29: Personality of selected brands active in the sugar and gum confectionery sector – macro image, October 2014 Figure 30: Personality of selected brands active in the sugar and gum confectionery sector – micro image, October 2014

#### Brand experience

Figure 31: Usage of selected brands active in the sugar and gum confectionery sector, October 2014

- Figure 32: Satisfaction with selected brands active in the sugar and gum confectionery sector, October 2014
- Figure 33: Consideration of selected brands active in the sugar and gum confectionery sector, October 2014
- Figure 34: Consumer perceptions of brand performance, October 2014

#### Brand recommendation

Figure 35: Recommendation of selected brands active in the sugar and gum confectionery sector, October 2014

#### Brand Communication and Promotion

### Key points

## Adspend sees modest increase in 2013, with expenditure in 2014 rising higher

Figure 36: Total above-the-line advertising expenditure in the UK sugar and gum confectionery market, 2011-14

Figure 37: Above-the-line advertising expenditure in the UK sugar and gum confectionery market, by top 10 advertisers, 2011-14

## Wrigley's set to remain top spender in 2014

Haribo changes tack

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Th	e Consumer – Usage of Sugar and Gum Confectionery
	Key points
	Despite sugar news, four in five people eat sweets Figure 38: Usage of sugar and gum confectionery, September 2014
	Figure 39: Frequency of sugar and gum confectionery usage, September 2014
	Under-25s and families are core users of sweets
	Millennials are top users of chewing gum
Th	e Consumer – Barriers to Sugar and Gum Confectionery Usage
	Key points
	Half of users limit their use of sweets due to dental health concerns Figure 40: Barriers to eating sugar confectionery, September 2014
	Other health concerns are also a key deterrent
	Portion control should appeal to those worried about eating too many sweets
	Other treat foods deemed more indulgent by one in five low users
	Mints are preferred to gum by a third of users Figure 41: Barriers to using gum, September 2014
Th	e Consumer – Purchase of Sugar and Gum Confectionery
	Key points
	One in four buy sweets/gum from pound shops and discount grocers Figure 42: Purchase of sugar and gum confectionery, by type of retailer, September 2014
	Sweets seem to lose out online
	Three in four users buy sweets to share with others Figure 43: Sugar confectionery purchasing behaviour, September 2014
	Small packs of sweets are bought by a third of users for portion control
	Half of sweet eaters would buy a reduced sugar version of their favourite sweet Figure 44: Interest in lower-sugar version of consumers' favourite sweet, September 2014
Th	e Consumer – Sugar and Gum Confectionery Product Enticements
	Key points
	Healthier sweets appeal to four in 10 users Figure 45: Sugar and gum confectionery product enticements, September 2014
	Soft-textured sweets with reduced sugar present NPD opportunity
	Interest in resealable bags could encourage portion control
	Sweets with added nutritional benefits could add value to the market
	pendix – Market Size and Forecast
Ар	Figure 46: LIK rotail value cales of sugar and sum confectionery, 2014-10
Ар	Figure 46: UK retail value sales of sugar and gum confectionery, 2014-19 Figure 47: UK retail value sales of sugar confectionery, 2014-19



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

Figure 48: UK retail value sales of gum, 2014-19 Figure 49: UK retail volume sales of sugar and gum confectionery, 2014-19 Figure 50: UK retail volume sales of sugar confectionery, 2014-19 Figure 51: UK retail volume sales of gum, 2014-19

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