

Report Price: £2466.89 | \$3995.00 | €3133.71

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



"The salty snacks category has great potential to continue growing in the country, both from consumers' and the industry's point of view. This is because consumers are increasingly pressed for time, prioritizing quick foods, such as salty snacks, and the industry, influenced by sporting events taking place in Brazil, is compelled to invest more in production and product innovation in the category."

— Naira Sato, Food and Drink Analyst

This report looks at the following areas:

- It is possible to increase consumption of peanuts/other nuts by socioeconomic group AB?
- · How can salty snacks stand out in the "afternoon snack" consumption occasion?
- · How can women aged 16-24 be influenced to see salty snacks more as a healthy option?
- · Are there opportunities to increase consumption of salty snacks with sauces/dips?

Different flavors of salty snacks, affordable price, and healthy attributes could boost consumption of the category by different groups of Brazilian consumers.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

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



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Table of Contents

Introduction

Definition

Snacks market

Abbreviations and currency

Executive Summary

The market

Figure 1: Forecast of Brazil value sales of salty snacks, 2009-19

Companies, brands, and innovation

PepsiCo leads the market with a diverse product portfolio

Figure 2: Company's shares in the Brazil salty snack retail market, by value, 2014

The consumer

Premium and gourmet segments can increase consumption of peanuts/other nuts by socioeconomic group AB

Figure 3: Frequency of eating salty snacks, by socioeconomic group, January 2015

High-protein snacks could help strengthen the positioning of salty snacks between meals

Figure 4: Consumption occasions of salty snacks, by age group and by occasions "as an afternoon snack" and "at school/work", January 2015

Products positioned as "zero" could be seen as healthier by women aged 16-24

Figure 5: Opinions about salty snacks, by gender and age group 16-24, January 2015

Salty snacks with sauce sachets could boost consumption among young adults

Figure 6: Attitudes toward eating salty snacks, by attitude "I would buy more salty snacks if they came with a sauce sachet (eg ketchup, mayonnaise)", by age group, January 2015

What we think

Issues and Insights

Is it possible to encourage male consumers to buy other types of salty snacks, other than peanuts/other nuts?

Could salty snacks with premium flavors, inspired by restaurant dishes, boost consumption among young people?

How can companies improve the perception of salty snacks as a healthy option?

Trend Application

Trend: Transumers

Trend: Middle Class Heroes
Trend: Never Say Die

Who is Innovating?

Key points

There is opportunity to increase the selection of potato snacks available in Brazil

Figure 7: Share of potato snacks launches in the salty snacks category, Japan and Brazil, 2011-14

Exploring other healthy aspects could boost consumption of salty snacks

Figure 8: Share of healthy snacks in the salty snacks category, US and Brazil, 2011-14

Market and Forecast



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

FMALL: reports@mintel.com

EMALL: reports@mintel.cor



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Key points

World Cup combined with the "Festas Juninas" drove growth in the category in 2014

Figure 9: Retail sales of salty snacks, Brazil, by value and volume, 2009-19

Demand for convenience and the Olympic Games could drive growth in the next few years

Figure 10: Forecast of Brazil value sales of salty snacks, 2009-19

Figure 11: Forecast of brazil volume sales of salty snacks, 2009-19

Forecast methodology

Market Share

Key points

Diverse portfolio has a positive effect on the PepsiCo's market leadership

Figure 12: Company's shares in the Brazil salty snack retail market, by value, 2013-14

Figure 13: Company's shares in the Brazil salty snack retail market, by volume, 2013-14

Companies and Brands

PepsiCo

General Mills/Yoki

Santa Helena

Dori

The Consumer – Frequency of Eating Salty Snacks

Key points

Peanuts and other types of nuts are the most popular salty snacks in Brazil

Figure 14: Frequency of eating salty snacks, January 2015

Peanuts/other types of nuts with a premium/gourmet position can increase consumption by socioeconomic group AB

Figure 15: Frequency of eating salty snacks, by socioeconomic group, January 2015

Regional flavors can strengthen the image of salty snacks and boost consumption of the category

Figure 16: Frequency of consumption of salty snacks, by region, January 2015

The Consumer – Consumption Occasions of Salty Snacks

Key points

Focus on new occasions could increase consumption of salty snacks in Brazil

Figure 17: Consumption occasions of salty snacks, January 2015

High-protein snacks could be positioned as the ideal snack for between meals

Figure 18: Consumption occasions of salty snacks, by age group and by occasions "as an afternoon snack" and "at school/work", January 2015

Nut mixes could have higher consumption levels in the morning among over 55s

Figure 19: Consumption occasions of salty snacks, by age group and by occasion "as a morning snack", January 2015

The Consumer – Opinions About Salty Snacks

Key points

There is a perception that salty snacks may not be good for the health

Figure 20: Opinions about salty snacks, January 2015

Products with "zero" claim can help improve perception of salty snacks being healthy by women aged 16-24

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

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

Figure 21: Opinions about salty snacks, by gender and by age group 16-24, January 2015

Unusual flavors could increase brand loyalty by socioeconomic group C2A consumers

Figure 22: Opinions about salty snacks, by socioeconomic group, January 2015

The Consumer – Attitudes toward Eating Salty Snacks

Key points

There is an opportunity for new flavors in the salty snacks category in Brazil

Figure 23: Attitudes in relation to consumption of salty snacks , January 2015

Snacks with sauce sachets can boost consumption among young adults

Figure 24: Attitudes in relation to consumption of salty snacks, "buy more snacks that come with a sachet of sauce (ex. ketchup, mayonnaise) ", by age group, January 2015

Consumers aged 55+ are the ones most interested in vegetable snacks

Figure 25: Attitudes in relation to consumption of salty snacks, "I would be interested to try more snacks of plants, such as cabbage, manioc, sweet potatoes, etc. ", by age group, January 2015

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.con