

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 majority of consumers are turning to some form of OTC (over-the-counter) digestive remedy for treatment, with antacids accounting for the largest share of all digestive health remedy sales. Looking forward, the need for digestive health treatments is not expected to change; however, interest in improving overall digestive health with proactive treatments such as probiotics grow."

- Marissa Gilbert, Health and Wellness Analyst

This report looks at the following areas:

- Market sales soften after two years of strong growth
- · Some adults opting not to treat digestive issues
- · Safety concerns exist over the long-term health effects of OTC product use

This Report focuses on products marketed for digestive health or digestive relief that are available OTC/ without a prescription.

For the purposes of this Report, the digestive health market has been segmented as follows:

Antacids -

Products that neutralize excess stomach acid and relieve heartburn, sour stomach, or acid indigestion. Including:

- PPI (proton pump inhibitors) -
 - Products that reduce the production of acid by blocking the enzyme in the wall of the stomach that produces acid.
- H2 blockers -
 - Products that reduce or inhibit the secretion of gastric acid by binding competitively with histamine to H2 receptors on cell membranes.
- Antiflatulents -
 - Products that help reduce gas buildup and its associated discomfort.
- Laxatives -
 - Products that relieve constipation and work in one of several ways, either by introducing fiber to the bowel, stimulating the bowel, or softening stools.
- Stomach remedies and antidiarrheals -
 - Products that relieve general nausea and settle the stomach and products that slow spasms of the intestine and thicken stool.

The following items are excluded from the scope of this Report: Enemas, lactose-intolerance medications, emetics/antiemetics, and home remedies.

In addition, this Report also highlights other products that provide digestive health benefits. These products are not included in the market size of this Report, but may be mentioned in the Report:

- Probiotics -
 - A dietary supplement with live bacteria that replaces or adds to the beneficial bacteria normally present in the gastrointestinal tract.
- Prebiotics -
 - A dietary supplement made of plant fibers that nourish the good bacteria in the large bowel or colon
- Enzymes -

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

APAC +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.

Aid in digestion by breaking down macromolecules into smaller building blocks in order to facilitate absorption by the body.

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.

Table of Contents

Overview

What you need to know

Definition

Executive Summary

The issues

Market sales soften after two years of strong growth

Figure 1: Total US sales and fan chart forecast of digestive health, at current prices, 2011-21

Some adults opting not to treat digestive issues

Figure 2: Ailments experienced in the last 12 months, but did not treat, May 2016

Safety concerns exist over the long-term health effects of OTC product use

Figure 3: Concern about health effects of H2 blockers and PPIs, May 2016

The opportunities

Adults experience more than one ailment; tap into need for multisymptom products

Figure 4: Repertoire of ailments experienced, by any ailment, May 2016

Consumers are turning to product labels for information

Figure 5: Seek out information on package and in-store signage, May 2016

Offer alternative product flavors to appeal to target group of sufferers

Figure 6: Interest in flavors, by age, May 2016

What it means

The Market – What You Need To Know

Sales expected to soften in 2016; future growth steady

Antacid sales dominate, yet a smaller segment of the market and retail channel are bringing in growth

Probiotic sales are booming; potential implications for digestive health market

Some adults choose to skip treatment

Age impacts digestive health issues and treatment

High stress and obesity levels are a positive indicator for digestive health market

Market Size and Forecast

Sales soften somewhat after two years of strong growth

Figure 7: Total US sales and fan chart forecast of digestive health, at current prices, 2011-21

Figure 8: Total US sales and forecast of digestive health, at current prices, 2011-21

Market Breakdown

Antacids dominate the market; stomach remedies experiencing lift

Figure 9: Total US retail sales of digestive health, by segment, at current prices, 2011-21

Supermarket sales pick up

Figure 10: Total US retail and percentage change of digestive health sales, by channel, at current prices, 2014 and 2016

Probiotics (and prebiotics) dominate natural channel sales

BUY THIS REPORT NOW VISIT: store.mintel.com

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

APAC +61 (0) 2 8284 8100



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 11: Natural supermarket sales of digestive health products, by segment, at current prices, rolling 52 weeks 2014 and 2016

Market Perspective

Probiotic sales are booming; impacts reactive treatment needs

Figure 12: MULO sales of select probiotics products, rolling 52 weeks 2015 and 2016

Some adults are choosing not to treat their digestive issues

Figure 13: Ailments experienced in the last 12 months, but did not treat, May 2016

Market Factors

Age factors into who experiences and treats digestive health issues

Figure 14: Ailments experienced in the last 12 months, by age, May 2016

Figure 15: Share of population 18+, by age, 2011-21

What comes first? Stress or digestive distress?

Obesity rates are still on the rise

Figure 16: Prevalence of obesity among US adults aged 20 and over, 2006-15

Key Players – What You Need to Know

P&G leads the digestive health market; Pfizer continues making headway

Nexium 24HR continues to boost the antacids segment; laxatives segment has positive growth

Negative press and misuse of medications could impact sales

Mylanta returns to shelves and multisymptom products could lift usage

Manufacturer Sales of Digestive Health Remedies

P&G leads the market; Pfizer continues on its successful path

Figure 17: Manufacturer sales of digestive health remedies, 2015 and 2016

What's Working?

Pfizer's Nexium 24HR takes over as leading PPI antacid

Figure 18: MULO sales of select OTC PPI antacid brands, by leading companies and brands, rolling 52 weeks 2015 and 2016

Laxative segment bolstered by top brand and smaller player

Figure 19: MULO sales of laxatives, by leading companies and brands, rolling 52 weeks 2015 and 2016

What's Struggling?

Negative press surrounds some types of antacids

Imodium sales experience notable boost; however success could be tied to a surge in harmful usage

Figure 20: MULO sales of stomach remedies/antidiarrheals, by leading companies and brands, rolling 52 weeks 2015 and 2016

What's Next?

Mylanta returns to shelves with improved taste and new products

Figure 21: Interest in flavors and formats, by select product types, May 2016

Promoting multisymptom relief could increase OTC remedy use

The Consumer - What You Need to Know

Digestive health issues are common among adults, particularly 25-44- year-olds

A personal reference is just as likely to be sought as information online

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: 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 | 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.

Some digestive issues could be controlled or prevented, yet can be unexpected

Consumers have no concerns with digestive health aisle; but are not exploring

Safety concerns of antacids, H2 blockers, and PPIs exist

Fruit flavors, dissolvable tablets, and chewy formats are familiar and appealing

Proactive digestive health care has wide appeal

Ailments and Treatment

Digestive health issues are common among adults

Figure 22: Type of treatments used for any digestive health issues, May 2016

Figure 23: Incidence and treatment of digestive health issues, by ailments, May 2016

Ailment and treatment align

Figure 24: Correspondence analysis of ailments and treatments, May 2016

Correspondence methodology

More than half of adults experience three or more ailments

Figure 25: Repertoire of ailments experienced, by ailments, May 2016

Adults aged 25-44 most likely to experience digestive health problems

Figure 26: Ailments experienced, by age, May 2016

Sources of Information

A personal reference is just as likely to be sought out as information online

Figure 27: Sources of information, May 2016

Figure 28: Seek out medical professional, family/friends, select online sources, by age, May 2016

Consumers are looking at product labels to aid in treatment choice

Figure 29: Seek information on package and in-store signage, May 2016

One fifth of consumers are not seeking out information for treatment

Figure 30: Do not seek out information for treatment, by age, May 2016

Attitudes toward Digestive Health

Digestive issues can be controlled, yet the unexpected is expected

Figure 31: Management of digestive health issues, by age, May 2016

Some people acknowledge they could prevent digestive issues

Figure 32: Ways to alleviate digestive health issues, by gender and age, May 2016

Consumers can navigate the digestive health aisle; but are not exploring

Figure 33: Purchasing attitudes and behaviors of digestive health remedies, by age, May 2016

Perceptions of Antacids and Acid Reducers

Concerns exist over the long-term effects; consumers seek information

Figure 34: Concern and more information needed about H2 blockers and PPIs, by gender and age, May 2016

Safety concerns of antacids may exist, but the efficacy is not in question

Figure 35: Perceptions of antacids, by gender and age and antacid usage, May 2016

Current remedy usage impacts perception of product strength

Figure 36: Medication strength, by attitudes toward digestive health and antacid usage, May 2016

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: 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 | 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.

Interest in Formats and Flavors

Fruit flavors are familiar and most appealing

Figure 37: Interest in flavors, by product types, May 2016

Dissolvable tablets and gummy/chewy most appealing formats

Figure 38: Interest in formats, by product types, May 2016

Adults aged 25-34 express more interest in alternative flavors

Figure 39: Interest in flavors, by age, May 2016

Figure 40: Interest in select formats, by age, May 2016

Proactive Digestive Health Care

Proactive health supplements are a safe digestive health treatment

Figure 41: Agreement prebiotics, probiotics, and fiber supplements are a safe way of treating digestive health issues and agreement with caution not to mix treatments, May 2016

Probiotic use could be tied to preparing for the worst

Figure 42: Attitudes toward probiotics, by age, May 2016

Fiber is a tool for digestive health; used less for weight loss

Figure 43: Attitudes toward fiber supplements, May 2016

In-store location of proactive digestive supplements not entirely clear

Figure 44: Locating proactive care products in store, by gender and age and fiber product users, May 2016

More education on prebiotics needed

Figure 45: Attitudes toward prebiotics, by past 12 month fiber-product users, May 2016

Appendix – Data Sources and Abbreviations

Data sources

Sales data

Fan chart forecast

Consumer survey data

Abbreviations and terms

Abbreviations

Terms

Appendix - Market

Figure 46: Total US sales and forecast of digestive health at inflation-adjusted prices, 2011-21

Figure 47: Total US retail sales and forecast of digestive health, by segment, at inflation-adjusted prices, 2011-21

Figure 48: Total US retail sales of digestive health, by segment, at current prices, 2014 and 2016

Figure 49: Total US retail sales of digestive health, by channel, at current prices, 2011-16

Appendix - Key Players

Figure 50: MULO sales of antacids, by leading companies and brands, rolling 52 weeks 2015 and 2016

Figure 51: MULO sales of laxatives, by leading companies and brands, rolling 52 weeks 2015 and 2016

Figure 52: MULO sales of stomach remedies/antidiarrheals, by leading companies and brands, rolling 52 weeks 2015 and 2016



VISIT: store.mintel.com

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

APAC +61 (0) 2 8284 8100