

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.



"Brazilians may have been reducing the consumption of ice cream, but innovations help to maintain the market growth in value. It is possible to boost the products relevance simply filling category gaps, with new formats, flavors etc., and looking for opportunities in other sectors."

— Naira Sato, Food and Drink Analyst

This report looks at the following areas:

- Men have a greater interest in ice creams with fruits and vegetables
- · Alcoholic geladinhos can boost consumption among young people
- · Innovations in Iollies/bars ice cream can improve the category sales

Due to the economic recession the Brazilian consumers are cutting back on nonessential products such as ice cream, so it is important to boost innovation in order to maintain the category consumption. There is space for premium products, private labels, and formats like gelinho and sacolé (ice lollies without sticks), as well as opportunities to offer a wider range of flavors. Health benefits remain important for consumers, but it is necessary to go beyond reduced calorie content, offering more natural products, for example.

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.

Table of Contents

Overview

Definition

Executive Summary

The market

Figure 1: Forecast of Brazil retail sales of ice cream, by value, 2011-21

Key players

Unilever grabs more than half of the market share in value

Figure 2: Leading companies' sales share in the Brazil ice cream retail market, by value, 2015

The consumer

Brazilians are consuming less ice cream

Figure 3: Consumption of ice cream, February 2016

Opportunity to develop private label premium ice creams

Figure 4: Ice cream consumption behavior, February 2016

Young people have an interest in ice creams with mixed gum candies

Figure 5: Interest in "ice cream with dessert flavor" and "ice cream with mixed gum candies," by age group, February 2016

Reduced calorie content is an important factor for consumers aged 55+

Figure 6: Important factors related to ice cream purchase, by age group and "reduced calorie content," February 2016

What we think

Issues and Insights

Men have a greater interest in ice creams with fruits and vegetables

The facts

The implications

Alcoholic geladinhos can boost consumption among young people

The facts

The implications

Innovations in Iollies/bars ice cream can improve the category sales

The facts

The implications

The Market – What You Need to Know

Economic recession affects the market in volume

World Cup boom will not be repeated during the Olympics

Tax increase on ice cream can be passed on to consumers

Boosting consumption during the crisis

Market Size and Forecast

Ice cream market diminishes in volume

Figure 7: Retail sales of ice cream in Brazil, by value and volume, 2011-21



VISIT: store.mintel.com

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

APAC +61 (0) 2 8284 8100

MAIL: 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.

Innovation is the key to keep consumers

Figure 8: Forecast of Brazil retail sales of ice cream, by value, 2011-21

Figure 9: Forecast of Brazil retail sales of ice cream, by volume, 2011-21

Market Drivers

Tax increase on ice cream can affect consumption

Higher temperatures influence consumption

Entrepreneurship warms the market during the crisis

Brazilians have more pets than children

Key Players - What You Need to Know

Acquisitions change the market of ice cream

Exploring new occasions can increase consumption

Smaller sizes of ice cream help to control ingestion

Market Share

Unilever grabs more than half of the market share in value

Figure 10: Leading companies' sales share in the Brazil ice cream retail market, by value, 2014-15

Figure 11: Leading companies' sales share in the Brazil ice cream retail market, by volume, 2014-15

Who's Innovating?

Ice creams can do like jellies to boost consumption occasions

Figure 12: Launches of jellies without fruit in relation to the category total releases, global, 2011-15

Ice creams can be positioned as mini desserts

Figure 13: Launches of ice creams with less than 50g in relation to total releases, Japan and Brazil, 2011-15

The Consumer - What You Need to Know

Ice cream consumption drops

Private labels can invest in the premium segment

Brazilian nuts can be further explored in ice creams

Natural ingredients stand out among important factors

Consumption of Ice Cream

Brazilians are consuming less ice cream

Figure 14: Consumption of ice cream, February 2016

Women are more sensitive to price than men

Figure 15: Consumption of "standard carton ice cream" and "soft serve ice cream," by gender, February 2016

Ice cream parlors can help Brazilians to spend more time with friends/family

Figure 16: Consumption of "unbranded carton ice cream from the neighborhood ice cream parlor," by region, February 2016

Ice Cream Consumption Behavior

Opportunity to develop private label premium ice creams

Figure 17: Ice cream consumption behavior, February 2016

Experimentation is important for consumers aged 16-34

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 18: Agreement with "I'd prefer to have ice cream in an ice cream parlor where you can try flavors before buying," by age, February 2016

Functionality can be further explored in ice cream

Figure 19: Agreement with "I am interested in buying ice cream with health benefits," by socioeconomic group, February 2016

Interest in Ice Cream

Ice creams can use more Brazil nuts

Figure 20: Interest in ice cream, February 2016

Interest in ice creams with coffee flavor are higher in the South

Figure 21: Interest in "ice cream with coffee flavor (eg cappuccino, frappuccino), by region, February 2016

Young people have an interest in ice creams with mixed gum candies

Figure 22: Interest in "ice cream with dessert flavor" and "ice cream with mixed gum candies," by age group, February 2016

Important Factors Related to Ice Cream Purchase

Healthy attributes stand out among important factors

Figure 23: Important factors related to ice cream purchase, February 2016

Reduced calorie content is relevant for consumers aged 55+

Figure 24: Important factors related to ice cream purchase, by age group and "reduced calorie content," February 2016

AB consumers are willing to pay more for natural ingredients

Figure 25: Important factors related to ice cream purchase, by socioeconomic group and "made with natural ingredients," February 2016

Appendix - Market Size and Forecast

Figure 26: Retail sales of ice cream, by value and volume, 2011-21

Appendix – Methodology and Definitions

Fan chart forecast

Abbreviations

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com