

Report Price: £1750.00 | \$2834.04 | €2223.04

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



"While the impact of the sugar debate on the sugar confectionary market has so far been limited, the public focus on sugar continues to pose a threat. Consumers' openness to sugar-free variants and positive views of alternatives to refined sugar suggests these as potential areas to explore."

- Anita Winther, Food and Drink Analyst

## This report looks at the following areas:

- Sweeteners and sugar alternatives warrant attention
- · Scope to drive gifting and premiumisation in sweets
- · Chewing gum's dental health credentials doubted by many

Sugar made headlines in 2014 as the latest 'health foe', and this has continued throughout 2015. While this focus could be expected to have hit sugar confectionery, a relatively high number of users state that the healthiness of sweets does not concern them. Accordingly, sweets have held their place as a popular treat.

While the impact on the market has been limited, the highly visible public focus on sugar continues to pose a threat, including suggestions of a centrally led reformulation programme to reduce sugar in food and drink. The openness to sugar-free variants and positive views of alternatives to refined sugar suggest these as potential areas to explore.

Eaten by just one in three people, chewing gum lags noticeably behind sweets. Only about half of people think that chewing gum helps to keep the teeth healthy after eating, despite sugar-free gum securing EFSA (European Food Safety Authority) approval for related claims. Driving awareness of the dental health benefits of gum remains a key approach for supporting usage.

# 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

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: £1750.00 | \$2834.04 | €2223.04

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

Products covered in this report

#### **Executive Summary**

The market

Market post volume growth despite sugar headlines

Price war supports volume growth of sugar confectionery

Figure 1: UK retail value sales of sugar confectionery, 2010-20

Gum volume sales continue to fall

Figure 2: UK retail value sales of chewing and bubble gum, 2010-20

Sugar remains in the headlines in 2015

Consumer confidence improves

Ageing population poses a challenge

Companies and brands

A market of two halves - Haribo extends its lead

Wrigley's strengthens its position in gum

Brands dominate sweets NPD

Adspend is on the up

The consumer

Four in five people eat sweets, chewing gum lags behind

Impulse buying remains key driver for sweets

Figure 3: Reasons for buying sweets, October 2015

Two in five users unconcerned about sweets' healthiness

Figure 4: Attitudes towards sweets, October 2015

## Many users don't chew gum for long enough

Figure 5: How long chewing gum is chewed for, the time the flavour is expected to last, and the time thought it needs to be chewed for dental benefits, October 2015

## Non-users doubt the health benefits of gum

Figure 6: Attitudes towards gum, October 2015

What we think

### Issues and Insights

Sweeteners and sugar alternatives warrant attention

The facts

The implications

Scope to drive gifting and premiumisation in sweets

The facts

The implications



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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Chewing gum's dental health credentials doubted by many

The facts

The implications

The Market - What You Need to Know

Market enjoys volume growth despite negative coverage of sugar

Value and volume sales of sugar confectionery increase in 2015

Gum volume sales continue to fall

Sugar remains in the headlines in 2015

Consumer confidence improves

Ageing population poses a challenge

Market Size and Forecast

Market posts volume growth despite negative headlines about sugar

Figure 7: UK retail value and volume sales of sugar and gum confectionery, 2010-20

Forecast

Figure 8: UK retail value sales of sugar and gum confectionery, 2010-20

Figure 9: UK retail volume sales of sugar and gum confectionery, 2010-20

Forecast methodology

Market Segmentation

Volume growth set to peak in 2015 for sugar confectionery

Figure 10: UK retail value and volume sales of sugar confectionery, 2010-20  $\,$ 

Forecast

Figure 11: UK retail value sales of sugar confectionery, 2010-20  $\,$ 

Gum volume sales continue to fall

Figure 12: UK retail value and volume sales of chewing and bubble gum, 2010-20

Figure 13: UK retail value sales of chewing and bubble gum, 2010-20

Market Drivers

Sugar remains in the headlines

2014

2015 - Public debate

2015 - Consumer-facing initiatives

Increasing consumer confidence

Ageing population poses a challenge

Figure 14: Trends in the age structure of the UK population, 2010-15 and 2015-20

Supply disruption for sugar

Key Players – What You Need to Know

Sugar confectionery – A market of two halves

Haribo extends its lead in sweets

Wrigley's strengthens its position in gum

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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Brands dominate sweets NPD

Low-sugar NPD remains rare

Premium launches in fudge and marshmallow

Adspend is on the up

Brands look beyond mainstream ad channels

### Market Share

Haribo extends its lead

Swizzels outperforms the sector

Rowntree's continues to struggle

Figure 15: Leading brands' sales and shares in the UK retail sugar confectionery market, by value and volume, 2013/14 and 2014/15

Own-label continues to grow

Figure 16: Leading manufacturers' sales and shares in the UK sugar confectionery market, by value and volume, 2013/14 and 2014/15

Wrigley's strengthens its position in the gum category

Figure 17: Leading brands' sales and shares in the UK retail gum market, by value and volume, 2013/14 and 2014/15

Figure 18: Leading manufacturers' sales and shares in the UK retail gum market, by value and volume, 2013/14 and 2014/15

#### Launch Activity and Innovation

#### Rise in sweets launches in 2015

Figure 19: New product launches in the UK sugar confectionery market, by private label and brands, 2011-15

## Brands dominate NPD

Figure 20: New product launches in the UK sugar confectionery market, by ultimate companies, 2011-15

Marks & Spencer explores British and vegetarian sweets

Lidl launches international sweets, revamps prop up Asda

Mondelēz updates Halls, Haribo expands Minions

Low-sugar claims remain rare

Figure 21: New product launches in the UK sugar confectionery market, by top 10 claim, 2011-15

Gluten-free claims leap ahead

No additives/preservatives claims lose ground

Sweets looks to target the adult market

Gourmet fudges and marshmallows

Sweets court a functional positioning

Playful launches look to engage kids

Gum launches

Extra revamps packaging in 2015

Dental health claims feature on front-of-pack

### Advertising and Marketing Activity

## Total above-the-line adspend hits a four-year high in 2014

Figure 22: Total above-the-line, online display and direct mail advertising expenditure on sugar and gum confectionery, by category, 2011-15

Top five companies by adspend had 94% share in 2014



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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Figure 23: Recorded above-the-line, online display and direct mail total advertising expenditure on sugar and gum confectionery, by top six advertisers, 2011-15

Wrigley's increases adspend by 50% in 2014

Haribo focuses adspend on 'Inner Child'

Trebor returns to TV after a decade

Perfetti Van Melle ramps up digital activities

Haribo and Ferrero aim to cash in on Minions fever

Nielsen Media Research coverage

#### The Consumer - What You Need to Know

Four in five people eat sweets

Chewing gum lags, used by one in three

Impulse buying remains key driver for sweets

Promotions hold limited sway

Seasonal occasions are a niche prompt

Two in five users unconcerned about sweets' healthiness

Opportunities for sweets in gifting

Premium and international sweets would resonate

Many users don't chew gum for long enough

Non-users doubt the health benefits of gum

Dentist endorsement and dental health advice can build trust

## Usage of Sugar and Gum Confectionery

## Four in five people eat sweets

Figure 24: Usage of sugar and gum confectionery, September 2014 and October 2015

## The frequency of eating sweets falls

Figure 25: Frequency of usage of sweets, September 2014 and October 2015

## Half of adults eat three or more types of sugar and gum confectionery

Figure 26: Repertoire of usage of sweets and chewing gum, October 2015

## Families are the core users of sweets

Figure 27: Repertoire of usage of sweets and chewing gum, by household size, October 2015

#### Usage of gum lags far behind sweets

Figure 28: Frequency of usage of chewing gum/bubblegum, September 2014 and October 2015

### Purchase of Sweets

Two in five buy sweets on impulse

Sweets must work to be seen in-store

Online shopping threatens impulse buys

#### Other retailers look to capitalise on sweets' impulse appeal

Figure 29: Reasons for buying sweets, October 2015

Offers sway three in 10 sweets buyers

Seasonal occasions prompt one in four to buy sweets



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



Report Price: £1750.00 | \$2834.04 | €2223.04

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

## Attitudes towards Sweets

Two in five users are unconcerned about healthiness of sweets

Replacing refined sugar can bolster health image

High openness to sweeteners

Figure 30: Attitudes towards sweets, October 2015

Opportunities for premium sweets in gifting

Personalised sweets for gifting

Half of users are interested in sophisticated sweets

Britons' love of food adventure extends to sweets

#### **Gum Usage Perceptions**

#### Many users don't chew gum for long enough

Figure 31: How long chewing gum is chewed for, the time the flavour is expected to last, and the time thought it needs to be chewed for dental benefits, October 2015

Perception of short-lived flavour remains an issue

### Attitudes towards Gum

#### Non-users doubt the health benefits of gum

Figure 32: Attitudes towards gum, October 2015

Dentist endorsement holds marked sway

Parents doubt the suitability of gum for children

Chewing gum is widely seen as a guilt-free treat

Appendix – Data Sources, Abbreviations and Supporting Information

#### Abbreviations

### Consumer research methodology

Appendix - Market Size and Forecast

## Forecast methodology

Figure 33: UK retail value sales of sugar and gum confectionery, best- and worst-case forecast, 2015-20

Figure 34: UK retail volume sales of sugar and gum confectionery, best- and worst-case forecast, 2015-20

## Appendix – Segment Performance

### Sugar confectionery

Figure 35: UK retail volume sales of sugar confectionery, 2010-20

Figure 36: UK retail value sales of sugar confectionery, best- and worst-case forecast, 2015-20

Figure 37: UK retail volume sales of sugar confectionery, best- and worst-case forecast, 2015-20

## Chewing and bubble gum

Figure 38: UK retail volume sales of chewing and bubble gum, 2010-20

 $Figure \ 39: \ UK \ retail \ value \ sales \ of \ chewing \ and \ bubble \ gum, \ best- \ and \ worst-case \ forecast, \ 2015-20$ 

Figure 40: UK retail volume sales of chewing and bubble gum, best- and worst-case forecast, 2015-20

Appendix – Launch Activity and Innovation

Sweets - NPD by sub-category



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: £1750.00 | \$2834.04 | €2223.04

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

Figure 41: New product launches in the UK sugar confectionery market, by sub-category, 2011-15\*

Figure 42: New product launches in the UK sugar confectionery market, by flavour components, 2011-15\*

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