

Report Price: £3254.83 | \$4395.00 | €3662.99

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



"Most Canadians claim they purchase foods or drinks with organic or natural labels. However, the perception that these products are too expensive remains a barrier for consumers. This Report identifies categories that are top-of-mind for consumers when considering organic and/or natural food/beverage purchases to provide perspective around where the most obvious opportunities lie."

- Joel Gregoire, Associate Director - Food & Drink

This report looks at the following areas:

- Cost is the main barrier to growth for natural/organics
- Many consumers unclear on benefits
- Importance of environmental considerations requires perspective
- Stated purchase behaviours point to continued growth for natural/organic products
- Younger consumers see value in natural/organic products
- Safety is a key value proposition
- Parents important to success of organic/natural food and drinks

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: £3254.83 | \$4395.00 | €3662.99

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

Cost is the main barrier to growth for natural/organics

Figure 1: Association with being expensive, January 2018

Many consumers unclear on benefits

Figure 2: agreement with statements on organic natural food claim, January 2018

Importance of environmental considerations requires perspective

Figure 3: Barriers to greater purchases of organic/natural foods, January 2018

The opportunities

Stated purchase behaviours point to continued growth for natural/organic products

Figure 4: Purchase change for natural and organic foods and/or beverages in the past year, January 2018

Younger consumers see value in natural/organic products

Figure 5: Portion of food or beverages purchased that are organic or natural, 18-44s vs over-45s, January 2018

Safety is a key value proposition

Figure 6: "Foods with organic/natural claims are safer" (% agree), by age, January 2018

Parents important to success of organic/natural food and drinks

Figure 7: Portion of food or beverages purchased that are organic or natural, by parental status, January 2018

What it means

The Market - What You Need to Know

Trust in food supply chain appears to be minimally impacted by food recalls

How Canadians "feel" supersedes how they "look"

Canada's aging population represents a potential challenge

Market Perspective

Food fraud gaining more attention

Trust in food supply chain appears to be minimally impacted by food recalls

Market Factors

How Canadians "feel" supersedes how they "look"

Figure 8: Motivators for living a healthy lifestyle, May 2016

Canada's aging population represents a potential challenge

Figure 9: Population aged 65 years and over in Canada, historical and projected (% of total), 1971-2061

Canadians are more time-pressed

Key Players - What You Need to Know

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: £3254.83 | \$4395.00 | €3662.99

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

Consumers demand more transparency

Price looms as the main barrier to usage of foods/beverages with natural and organic claims

Focus on "nutrient density" represents a development opportunity

What's Working?

Consumers demand more transparency

Claims are becoming more specific

Figure 10: Trended share of food and drink launches (excluding alcoholic beverages) that fall within the "natural" super-category (Canada), 2013-17

(Čanada), 2013-17
Figure 11: Trended share of claims on food & drink (excluding alcoholic beverages) launches within "natural" claims grouping (Canada)

Challenges

Price looms as the main barrier to usage of foods/beverages with natural and organic claims

Figure 12: Select associations with organic, natural and traditional/mainstream foods, January 2018

What's Next?

Technology offers increased traceability and transparency

Figure 13: Les Magasins U - La Route de Frais, April 2017

Focus on "nutrient density" represents a development opportunity

Launches with all natural, no additive/preservative or organic claims

Figure 14: All natural claims on launched products, share by food and drink category (excl. alcoholic beverages), 2017

Figure 15: No additives/preservatives claims on launched products, share by food and drink category (excl. alcoholic beverages), 2017

Figure 16: Organic claims on launched products, share by food and drink category (excl. alcoholic beverages), 2017

The Consumer - What You Need to Know

Seven in 10 Canadians purchase organic/natural products

Produce is the category where organics and natural are most likely to be purchased

Canadians are more likely to view organics as being "expensive" than "nutritious"

Nearly half of consumers agree natural/organics are "better for you"

Many consumers are not clear on the benefits of organic/natural

Usage of Organic and/or Natural Products

Seven in 10 Canadians purchase organic/natural products

Figure 17: Portion of food or beverages purchased that are organic or natural, January 2018

Figure 18: Portion of food or beverages purchased that are organic or natural, 18-44s vs over-45s, January 2018

Parents are more likely to use organic/natural products

Figure 19: Portion of food or beverages purchased that are organic or natural, by parental status, January 2018

Figure 20: Portion of food or beverages purchased that are organic or natural, by parental status and age of children, January 2018

A third of Canadians claim they are buying more organic/natural food and drinks

Figure 21: Purchase change of natural and organic foods and/or beverages in the past year, January 2018

Figure 22: Purchase change of natural and organic foods and/or beverages in the past year, by age, January 2018

Figure 23: Purchase change or natural and organic foods and/or beverages in the past year, by parental status, January 2018

Figure 24: Purchase change of natural and organic foods and/or beverages in the past year, by age of children, January 2018

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: £3254.83 | \$4395.00 | €3662.99

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

Category Review

Produce is the category where organic and natural products are most likely to be purchased

Figure 25: Categories in which consumers are more likely to purchase organic and natural products, January 2018

Figure 26: Rustica Italian Bakery Pizza (Canada), February 2018

Figure 27: Vij's Coconut Beef Curry (Canada), April 2017

Preference for organic among younger consumers and parents extends across categories

Figure 28: Categories in which consumers are more likely to purchase organic products, by age group, January 2018

Preference for organic/natural among parents extends across categories

Figure 29: Categories in which consumers are more likely to purchase organic and natural products, by parental status, January 2018

Perceptions of Natural/Organics Foods and Drinks

Canadians associate organic products with "free-from" positioning

Figure 30: Correspondence analysis – Description of natural/organic, February 2018

Figure 31: Select associations with organic, natural and traditional/mainstream foods, January 2018

More Canadians view organics as being "expensive" than "nutritious"

Figure 32: Associations with organic, natural and traditional/mainstream foods being expensive and nutritious, January 2018

Figure 33: President's Choice Free From Pork Frankfurters (Canada), June 2017

Benefits of Organics/Natural Products

Nearly half of consumers agree natural/organics are "better for you"

Figure 34: Agreement with statements on organic natural food claim, January 2018

Figure 35: agree "Foods with organic/natural claims are better for you", January 2018

Safety is a central value proposition for organic/natural foods

Figure 36: "Foods with organic/natural claims are safer" (% agree), by age, January 2018

Figure 37: "Foods with organic/natural claims are safer" (% agree), by parental status, January 2018

A quarter of consumers view organic/natural foods as being "fresher"

Figure 38: "Foods with organic/natural claims are fresher" (% agree), by age, January 2018

Figure 39: SC Johnson Ziploc Fresh Produce Bags (Canada), February 2012

Figure 40: Rubbermaid Produce Container (Canada), November 2010

Purchase Barriers

Perceived high cost is the main barrier more frequent purchase activity

Figure 41: Barriers to greater purchases of organic/natural foods, January 2018

Many consumers are unclear of the benefits that organic/natural products provide

Figure 42: Foods with natural/organic claims "offer clear benefits" and "are a gimmick" (% agree), by age, January 2018

The environment is not a top priority for consumers

Appendix - Data Sources and Abbreviations

Data sources

Consumer survey data

Consumer qualitative research

Correspondence analysis

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: £3254.83 \$4395.00 €3662.99	The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.
Abbreviations and terms	
Abbreviations	

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