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"The consumption of plant-based drinks in Brazil is still limited, but health concerns should boost the demand for these products. Big brands have been investing in the segment, an indication that in the near future the market of plant-based drinks should be consolidated."
– Marina Ferreira, Food and Drink Analyst

This report looks at the following areas:

- Truck drivers' strike exposes the weaknesses of the sector
- Industry needs to invest in the milk supply chain to gain consumer confidence
- Consumption of plant-based drinks is still limited in Brazil

Brazil's milk market has been highly affected by the truck drivers' strike in 2018. The strike, in addition to exposing the weaknesses of the sector, has pushed the prices up, with a significant increase in the months following the event. The growth forecast in terms of volume has also been affected, and should close the year stagnant.

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DID YOU KNOW?

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



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| Less-educated Brazilians are those who need to take care of their eating habits the most |

Figure 4: Percentage of selected health conditions by years of schooling (people aged 18+)

Key Players – What You Need to Know

Groupe Lactalis S.A. leads the market and can increase its market share Starbucks launches new plant-based drinks in partnership with A Tal da Castanha

High protein milk presents growth

Market Share

Groupe Lactalis S.A. leads the market and can increase its market share Figure 5: Companies' market share in the milk retail market, by value, Brazil 2016-17

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Marketing Campaigns and Actions

Market expands the offer of plant-based drinks in Brazil

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Figure 7: Do Bem's coconut-based drinks launching a campaign

Nestlé develops campaign considering the regional differences of milk consumption

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Starbucks launches new plant-based drinks in partnership with A Tal da Castanha

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Nestlé eliminates stabilizers of its UHT milk

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Latin American countries can diversify the offer of milk alternatives

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There has been an increase in high-protein milk

Figure 11: Global launches of "high-protein/added protein" white milk, plant-based drinks, and flavored milk, 2015-2018*

The Consumer – What You Need to Know

Soy milk may be losing ground to new lactose-free plant-based options

Coconut milk is associated with culinary use

One in seven Brazilians have changed the brand of milk because of safety-related issues in the production process

Hormones in dairy milk is a cause for concern

New flavors can boost consumption of milk in general

Price, availability, and taste are barriers to the consumption of plant-based drinks

Milk and Milk Alternatives Consumption

Soy milk may be losing ground to new lactose-free plant-based options Figure 12: Milk and milk alternatives consumption, August 2018

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Milk and Milk Alternatives Ways of Consuming

Coconut milk is associated with the culinary use

Figure 15: Milk and milk alternatives ways of consuming, August 2018

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Smoothies made with skimmed milk can please consumers with children

Figure 18: Milk and milk alternatives ways of consuming, by children living in the household, August 2018

Behaviors toward Milk and Milk Alternatives

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One in seven Brazilians have changed the brand of milk because of safety-related issues in the production process Figure 19: Behaviors toward milk and milk alternatives, August 2018

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Hormones in dairy milk is a cause for concern

Figure 21: Opinions toward milk and milk alternatives, August 2018

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New flavors can boost consumption of milk in general

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Price, availability, and taste are barriers to the consumption of plant-based drinks

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Appendix – Abbreviations

Abbreviations

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