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This report looks at the following areas:

Americans' renewed focus on health and safety emphasizes the role of self-led, at-home treatment methods such as OTC medication to manage symptoms of common illness.

- The impact of COVID-19 on consumer behavior and the cold, cough, flu and allergy category
- How consumer behavior toward illness management will shift post-COVID-19
- Consumer loyalty isn't bound to brand name
- How certain proactive wellness ingredients can boost category spending



"The COVID-19 pandemic has amplified the importance of illness management. Methods practiced during the outbreak are likely to hold lasting impact, such as staying home when sick and increasing illness prevention measures such as washing hands and using hand sanitizer."

Andrea Wroble, Health & Wellness Analyst

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Table of Contents

OVERVIEW

- What you need to know
- · Key issues covered in this Report
- Definition

EXECUTIVE SUMMARY

Figure 1: Short, medium and longer term impact of COVID-19 on cold, cough, flu and allergy remedies, April 2020

Market overview

Figure 2: Total US retail sales and forecast of cold, cough, flu and allergy remedies at current prices, 2014-24

- Top takeaways
- The issues
- COVID-19 increases demand for cold, cough, flu solutions
- Consumers are loyal to effective symptom relief, not brand name

Figure 3: Agree always choose remedies that worked in the past and symptom a product treats is more important than brand name, January 2020

- The "no sick days" mentality contributes to consumer guilt
 Figure 4: I can't afford to stay home when I'm sick, December
 2018
- The opportunities
- Building proactive purchase through immune system support
 Figure 5: Select attitudes toward immune system support
 products, January 2020
- A spoonful of wellness helps the medicine go down
 Figure 6: Product usage by ailment experienced any ailment (net), January 2020
- What it means/what's next

THE IMPACT OF COVID-19 ON COLD, COUGH, FLU AND ALLERGY REMEDIES

What you need to know

Figure 7: Short, medium and longer term impact of COVID-19 on cold, cough, flu and allergy remedies, April 2020

- Opportunities and Threats
- Worry over contracting illness heightens purchases of cold, cough, flu remedies
- An untapped need to prepare Americans for future illness seasons

What's included

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- Vaccinations could gain more favorable standing following outbreak
- Germ reducing habits beyond COVID-19 may flatten the common illness curve
- Offer full product support for illness management
 Figure 8: Instagram post, Cabinet preparedness kit, April 2020
- Help illness worriers become illness warriors
- Impact on the cold, cough, flu and allergy remedies market
 Figure 9: Total US retail sales and forecast of cold, cough, flu
 and allergy remedies at current prices, 2014–24
- How the crisis will affect cold, cough, flu and allergy remedies key consumer segments
- Stay home to stay safe: the new expectation
 Figure 10: I can't afford to stay home when I'm sick, December 2018
- Allergy sufferers will stay in control of their symptoms
 Figure 11: Frequency of ailments experienced in the past 12 months, January 2020
- Parents already have medicine on hand; the "do-it-all" stigma will shift
- Establishing a relationship between the aging population and telehealth

Figure 12: Physician interaction as symptoms worsen, by age, January 2020

 Young adults are more active in immune system support than illness management

Figure 13: Self-led treatment methods at the onset of symptoms – any rank, by age, January 2020

- Room to grow young adults' understanding of illness management
- How a COVID-19 recession will reshape the cold, cough, flu
 and allergy remedies industry
- OTC market maintained sales during last recession
- Naturals must prove efficacy to be considered over mainstream brands
- Private label brands will continue to command sales from mainstream players
- COVID-19: US context

THE MARKET - WHAT YOU NEED TO KNOW

High incidence of illness means high purchase rate of OTCs

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- Stocking up leads to more purchases from online/mass retailers
- Natural claims increase as consumers prioritize safety
- · For the most part, everyone gets sick.

MARKET SIZE AND FORECAST

 Incidence of illness and fear over COVID-19 bolsters the cold, cough, flu and allergy remedy market

Figure 14: Total US retail sales and forecast of cold, cough, flu and allergy remedies at current prices, 2014–24

MARKET BREAKDOWN

Cold/sinus remedies dominate market share
 Figure 15: Total US retail sales and forecast of cold, cough, flu
 and allergy remedies, by segment, at current prices, 2014-19

 Online and mass retailers surpass drugstores as main purchase location

Figure 16: Total US retail sales of cold, cough, flu and allergy remedies, by channel, at current prices, 2017 and 2019

MARKET PERSPECTIVE

- Natural claims mainstream in the CCFA category
 Figure 17: Cold, cough, flu and allergy products, by top three leading claims, 2015–2020
- The Amazon impact on OTC categories is growing
 Figure 18: Select attitudes toward Amazon, by age, January
 2020

MARKET FACTORS

- Propensity to treat common ailments boosts market
 Figure 19: Any treatment by ailment experienced net,
 January 2020
- Who gets sick? Everyone, especially parents
 Figure 20: Ailments experienced in the past 12 months, by various demographics, January 2020
- Family living creates significant market for CCFA remedies
 Figure 21: Family and non-family households, 2018
- Growing aging population experiences lower incidence of common illness

Figure 22: Population aged 18 or older, by age, 2014-24

KEY PLAYERS – WHAT YOU NEED TO KNOW

- Legacy brands maintain growth
- Natural remedies can help parents and their kids

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

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- New formats could differentiate crowded shelves
- Private label brands increase presence across segments
- Stop the "sick day" guilt
- Immune system support is the next big thing
- Sip on wellness
- Bringing allergy testing into mainstream drug stores

COMPANY AND BRAND SALES OF COLD, COUGH, FLU AND ALLERGY REMEDIES

 Key players maintain growth in common illness management

Figure 23: Multi-outlet sales of cold, cough, flu, and allergy remedies, by leading companies, rolling 52 weeks 2019 and 2020

 Legacies Mucinex and Vicks dominate the cold/sinus market

Figure 24: Multi-outlet sales of cold/sinus remedies, by leading companies and brands, rolling 52 weeks 2019 and 2020

WHAT'S WORKING

Going viral: Mucinex partners with TikTok

Figure 25: Multi-outlet sales of Mucinex, rolling 52 weeks 2019 and 2020

Natural remedies targeted to parents

Figure 26: Multi-outlet sales of select natural remedies, rolling 52 weeks 2019 and 2020

Claritin explores new format to differentiate from competitors

Figure 27: Multi-outlet sales of allergy remedies, by leading companies and brands, rolling 52 weeks 2019 and 2020

WHAT'S STRUGGLING

Private label continues to close the gap across segments
 Figure 28: Multi-outlet sales of cold, cough, flu, and allergy remedies, by total brands and private label, rolling 52 weeks 2019 and 2020

"No days off" mentality contributes to the spread of illness
 Figure 29: Worry over risk of exposure to COVID-19, March
 27-April 2, 2020

WHAT TO WATCH

- Proactive immune system support offers opportunity
- Finding wellness during illness

What's included

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Full Report PDF

Infographic Overview

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Figure 30: Product usage by ailment experienced – any ailment (net), January 2020

Allergy testing in retail health setting

THE CONSUMER - WHAT YOU NEED TO KNOW

- Nearly all adults experience common illness
- OTC treatments are the go-to solution, naturals are secondary
- Americans are individualistic when it comes to common illness
- Adults manage illness with self-led methods at the onset of symptoms
- When symptoms worsen, it's time to call the doctor
- · Familiarity and perceived efficacy are most important

AILMENTS EXPERIENCED AND FREQUENCY

- Common illness is universal among US adults
 Figure 31: Ailments experienced in the past 12 months, January 2020
- Allergy and illness symptoms occur most regularly
 Figure 32: Frequency of ailments experienced in the past 12 months, January 2020
- Allergies don't differentiate based on demographic
 Figure 33: Regular incidence of allergies in the past 12 months, by various demographics, January 2020
- Parents get germs from their little ones
 Figure 34: Ailments experienced in the past 12 months, by children in the household, January 2020

PRODUCT USAGE BY AILMENT EXPERIENCED

- Cold, cough, flu and allergy ailments share treatment methods
- Traditional OTCs offering multi-symptom relief are widely used
- Natural remedies may struggle with perceived efficacy
- A wellness focus could bolster consideration of naturally positioned products

Figure 35: Product usage by ailment experienced, January 2020

- OTC remedies remain the go-to treatment solution
 Figure 36: Product usage by ailment experienced any ailment (net), January 2020
- Naturally positioned remedies garner interest among young women

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Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

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Report Price: £3695 | \$4995 | €4400

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



Figure 37: Product usage by ailment experienced – any ailment (net), by gender and age, January 2020

 Natural remedy takers are open to proactive treatment methods

Figure 38: Product usage by ailment experienced – any ailment (net), by product usage, January 2020

FLU SHOT ATTITUDES AND BARRIERS

- Flu shots are prioritized by half of Americans
- The flu impacts many, but flu shots protect many more Figure 39: Flu shot incidence, January 2020
- Who is more likely than average to get a flu shot?
- Pandemic puts the importance of vaccination in perspective
- Seasonal flu getters seek protection from the flu shot
 Figure 40: Frequency of ailments experienced in the past 12 months, by flu shot incidence, January 2020
- Help me help myself
 Figure 41: Reasons for getting the flu shot, January 2020
- Adults who don't get the flu shot are not easy to influence
 Figure 42: Motivations to get a flu shot, January 2020

AILMENT MANAGEMENT AT THE ONSET OF SYMPTOMS

- Simple, familiar methods act as initial illness defense
- Self-treatment is preferred when symptoms first occur
- Natural remedies have a place at the onset of symptoms Figure 43: Ailment management at the onset of symptoms, January 2020
- Young adults take less action at the onset of symptoms
 Figure 44: Self-led treatment methods at the onset of symptoms any rank, by age, January 2020

AILMENT MANAGEMENT AS SYMPTOMS WORSEN

- Self-led treatment methods hold strong for severe symptoms
- Adults still rely on OTC medication when symptoms worsen
- Consumers are confident in their treatment approach for common illness

Figure 45: Ailment management as symptoms worsen, January 2020

- Seeking medical attention increases with symptom severity
 Figure 46: Physician interaction at the onset of symptoms vs as symptoms worsen, January 2020
- Age differentiates physician interaction
- Aging adults find comfort in visiting the doctor's office

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

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18-24 year olds are a good target for immediate care facilities

Virtual visits skew toward 25-24 year olds

Figure 47: Physician interaction as symptoms worsen, by age, January 2020

ATTITUDES TOWARD RECOVERY REMEDIES

- Familiarity and trust are key for symptom management
- · The power of familiarity and trust cannot be replicated
- Product claims and side effect profile are more impactful than brand name
- Opportunity for immune system support to shift the market from reactive to proactive

Figure 48: Attitudes toward recovery remedies, January 2020

Attitudes toward recovery don't change when ailments occur

Figure 49: Ailments experienced, by attitudes toward recovery remedies, January 2020

Older adults want safety first

Figure 50: Select attitudes toward recovery remedies, by age, January 2020

Women avoid added side effects

Figure 51: Select attitudes toward recovery remedies, by gender, January 2020

APPENDIX – DATA SOURCES AND ABBREVIATIONS

- Data sources
- Sales data
- Consumer survey data
- Abbreviations and terms
- Abbreviations

APPENDIX - THE MARKET

Figure 52: Total US retail sales and forecast of cold, cough, flu and allergy remedies, at inflation-adjusted prices, 2014-2024

Figure 53: Total US retail sales of cold, cough, flu and allergy remedies, by segment, at current prices, 2017 and 2019

Figure 54: Total US retail sales of cold/sinus remedies, at current prices, 2014-19

Figure 55: Total US retail sales of cold/throat remedies, at current prices, 2014-19

Figure 56: Total US retail sales of allergy remedies, at current prices, 2014-19

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

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APPENDIX - KEY PLAYERS

Figure 57: Multi-outlet sales of cold/throat remedies, by leading companies and brands, rolling 52 weeks 2019 and 2020

What's included

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Full Report PDF

Infographic Overview

Powerpoint Presentation

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