# Pizzas and Pies: Inc Impact of COVID-19 - UK December 2020 

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## This report looks at the following areas:

- The impact of COVID-19 on sales of pizzas and savoury pastries, and consumer behaviours.
- Frequency of eating different types of pizza, and types of savoury pastries eaten.
- Attributes worth paying more for when buying pizza and those most looked for when buying savoury pies/pasties.
- New launch activity in pizzas and savoury pastries, and perceptions and usage of the brands in these categories.
- Behaviours related to eating and buying pizzas and pies.

When it comes to what consumers want most a focus on lots of filling in pies/ pasties or lots of toppings in pizza will add the most value to these products, given that $50 \%$ of buyers look for the former and $43 \%$ of buyers of pizza are prepared to pay more for the latter. It is these attributes therefore that are most likely to justify a price premium for brands.

More meals and snacks being eaten at home during the COVID-pandemic boosted retail sales of pizzas and pies, resulting in a near $12 \%$ increase in retail sales of pizza to nearly $£ 1.27$ billion and an $11 \%$ increase in sales of savoury pastries to $£ 1.26$ billion in 2020. As well as more home working, the loss of dining out opportunities during lockdowns and hesitance towards foodservice contributed to the growth. The new wave of lockdowns starting in 2021 will further support sales.

Showing the importance of supermarkets replicating what is available from pizzas in takeaway/home delivery, $43 \%$ of eaters and buyers of supermarket pizza prefer to buy the latter over the supermarket offerings. As well as launching 'Takeaway-style' ranges, pizza meal deals will be important to holding on to some of the gains made during the COVID-19 pandemic.
"More meals and snacks being eaten at home during the COVID-19 pandemic boosted retail sales of both pizza and savoury pastries during 2020. The income squeeze in 2021 and the enduring rise in home working longer term will continue to benefit the category, although consumer interest in healthy eating will limit growth."

- Richard Caines, Senior Food \& Drink Analyst

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How healthy pizza is, is only prioritised by $26 \%$ of buyers. That pizza is a treat for most plays a role in the limited interest in healthy options. Better-for-you toppings are the most promising way for pizza brands to tap into interest in healthy eating. That these spark more interest than low-calorie options echoes the keen demand for generous offerings from pizzas.

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