

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

This report looks at the following areas:

- The impact of COVID-19 on consumer behavior and the prepared cakes, pies and pastries market
- Consumption rates of packaged sweet baked goods
- Important factors when buying prepared cakes, pies and pastries
- Associations across sweet baked good formats, including homemade, instore bakery, refrigerated from the aisle, frozen from the aisle and shelfstable from the aisle



"The \$11.3 billion prepared cakes, pies and pastries category is expected to continue growing in dollar sales in 2021 as many of the realities of 2020 persist – namely prolonged remote working and continued homebased social gatherings."

– Kaitlin Kamp, Food and

Kaitlin Kamp, Food and Drink Analyst

Visit	store.mintel.com
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

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
- This Report looks at the following areas
- Definition
- Market context
- Economic and other assumptions
- COVID-19: US context

EXECUTIVE SUMMARY

- Top takeaways
- Market overview

Figure 1: Total US sales and fan chart forecast of prepared cakes, pies and pastries, at current prices, 2016-26

- Impact of COVID-19 on prepared cakes, pies and pastries
 Figure 2: Short-, medium- and long-term impact of COVID-19
 on prepared cakes, pies and pastries, 2021
- Opportunities and challenges
- Homemade and bakery options see wider adoption than category offerings

Figure 3: Baked good consumption, 2021

- Packaged offerings fall behind in important associations
 Figure 4: Sweet baked good preparation associations, 2021
- Target social gatherings and evening snacking Figure 5: Sweet baked good occasions, 2021
- Retain audiences with flavor, expand audiences with health Figure 6: Product features to motivate trial, 2021

THE MARKET - KEY TAKEAWAYS

- 2021 category dollar sales growth slows but remains positive
- · Chilled segments have hot opportunities
- Social gatherings are back on
- Consumers place a priority on their health; brands have options to respond
- Home baking and bakeries are 2021 contenders

MARKET SIZE AND FORECAST

- Positive dollar sales growth will continue into 2022 before becoming stagnant
- 2021 presents at-home meal and social occasion opportunities

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

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



 Long-term stagnation can be fought with investments in flavor and quality

Figure 7: Total US sales and fan chart forecast of prepared cakes, pies and pastries, at current prices, 2016-26
Figure 8: Total US retail sales and forecast of prepared cakes, pies and pastries, at current prices, 2016-26

SEGMENT PERFORMANCE

- Shelf-stable offerings make up more than 90% of category dollar sales
- Frozen and refrigerated segments are small but mighty
 Figure 9: Total US retail sales and forecast of prepared
 cakes, pies and pastries, by segment, at current prices,
 2016–26

Figure 10: Percent of total market share, 2019-21, cakes, pies and pastries, by segment, at current prices, 2016-26

MARKET FACTORS

- Consumers relax social distancing amid updated CDC guidelines
- Consumer confidence continues to improve and spending will diversify

Figure 11: Comfort level doing activities, 2021

Health aspirations can lead to sales stagnation if left ignored

Figure 12: Impact of COVID-19 on food and drink habits, 2021

- · Food allergies are a growing safety concern among parents
- In-store and standalone bakery competition set to improve in 2021

Figure 13: Total US sales and fan chart forecast of in-store bakeries, at current prices, 2015-25

Consumers hone baking skills, but brands can take advantage of burnout

Figure 14: Change in baking frequency, 2021

COMPANIES AND BRANDS - KEY TAKEAWAYS

- Private label maintains over a third of market sales
- Snacking competition heats up
- Specialty diet brands expand the audience for prepared baked goods
- Combat processed perceptions with improved ingredient auality
- Target the evening snack and social occasions
- Throwback to move forward

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

Prepared Cakes, Pies and Pastries - US - 2021

Report Price: £3695 | \$4995 | €4400

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



MARKET SHARE

- Private label brands make up more than a third of category share
- Breakfast players see strong growth
- Gains among indulgence players prove the power of comfort
- "Other" brands find growth in the refrigerated and frozen segments, BFY

Figure 15: Multi-outlet sales of prepared cakes, pies and pastries, by leading companies, rolling 52 weeks 2020 and 2021

Foodservice thrives at retail

Figure 16: Multi-outlet sales of prepared cakes, pies and pastries, by leading foodservice companies, 52 weeks ending May 16, 2021

COMPETITIVE STRATEGIES

- Brands compete for the solo snacking occasion
 - Figure 17: Single-serving sized sweet baked good product launches
- Keto and dairy-free can expand audiences and occasions

Figure 18: Specialized diet-friendly sweet baked good product launches

Figure 19: Dairy-free packaged sweet baked good product launches

Target bets on lasting impact of comfort eating

Figure 20: Favorite Day (Target) packaged sweet baked good product launches

MARKET OPPORTUNITIES

Communicate ingredient quality with formats and claims

Figure 21: Premium packaged sweet baked good product launches

Figure 22: Perceptions of shelf-stable cakes, pies and pastries vs refrigerated and frozen cakes, pies and pastries, 2020

Channel childhood with nostalgic flavors and ingredients

Figure 23: Instances of dessert dishes on US menus, % change from Q1 2016-21

Figure 24: Sweet baked good product launches with nostalgic flavors and ingredients

- Emphasize use during evenings and social gatherings
- Consumers set health aspirations aside in the evenings

Figure 25: Philadelphia and Trü frü Instagram posts

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

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



Encourage enjoying and gifting sweet baked goods at social occasions

Figure 26: Sweet baked good product launches with socialgathering positioning

Get into lunchboxes with BFY attributes

Figure 27: Premium sweet baked good product launches

THE CONSUMER - KEY TAKEAWAYS

- Homemade and ISB options outpace packaged sweet baked goods
- Donuts are the popular choice
- · Freshness is more important than price and brand
- Position refrigerated and frozen formats as the fresher packaged option
- Flavor innovation is attention grabbing

SWEET BAKED GOOD CONSUMPTION

Fresh options lead in consumption
 Figure 28: Baked good consumption, 2021

The majority of consumers aren't fully exploring the category

Figure 29: Repertoire of baked good consumption, 2021

 Younger consumers are key targets for refrigerated and frozen options

Figure 30: Baked good consumption, by age, 2021

Parents have wider sweet baked good repertoires

Figure 31: Repertoire of baked good consumption, by parental status, 2021

Figure 32: Baked good consumption, by parental status by gender, 2021

• Utilize social occasions to get smaller households engaged Figure 33: Baked good consumption, by household size, 2021

PACKAGED SWEET BAKED GOOD FORMATS CONSUMED

 Donuts lead in popularity and are an opportunity for innovation

Figure 34: Packaged sweet baked good formats consumed, 2021

Packaged offerings serve cost-conscious consumers well

Figure 35: Packaged sweet baked good formats consumed, by financial situation, 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

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



IMPORTANT PURCHASE FACTORS

Freshness is more important than price in sweet baked good choice

Figure 36: Important purchase factors, 2021

 Shelf-stable sweet baked goods will struggle with audience expansion

Figure 37: Important purchase factors, by sweet baked good consumption, 2021

 Healthy kid-focused offerings are a white space in the category

Figure 38: Important purchase factors, by parental status, 2021

SWEET BAKED GOOD PREPARATION ASSOCIATIONS

- · The further from fresh, the worse the perceptions
- Convenience is the category's key advantage
- Refrigerated and frozen formats can don a health(ier) halo
 Figure 39: Sweet baked good preparation associations, 2021
- Improve convenience perceptions with adults under 45
 Figure 40: Sweet baked good preparation associations –
 Convenient, by age, 2021
- Younger consumers note refrigerated and frozen products have strengths in fun, value and quality

Figure 41: Sweet baked good preparation associations, refrigerated and frozen formats, by age, 2021

Encourage men to utilize packaged offerings at special occasions

Figure 42: Sweet baked good preparation associations, by gender, 2021

SWEET BAKED GOOD FORMAT ASSOCIATIONS

- Improve associations with snacking and portability
- Brownie and donut brands should explore flavor innovation
- Embrace the healthful role of muffins in the morning
- Ample opportunities to go premium

Figure 43: Correspondence Analysis – Symmetrical map – Sweet baked good format associations, 2021

Figure 44: Sweet baked good associations, 2021

· Consider age groups when embracing nostalgia

Figure 45: Sweet baked good format associations – Nostalgic, by age, 2021

SWEET BAKED GOOD OCCASIONS

Sweet baked goods thrive in indulgent occasions

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300

Prepared Cakes, Pies and Pastries - US - 2021

Report Price: £3695 | \$4995 | €4400

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



Usage at group gatherings can grow

Figure 46: Sweet baked good occasions, 2021

Super snackers are less likely to choose pre-made baked goods

Figure 47: Sweet baked good occasions, by age, 2021

Encourage women to go beyond special occasions with BFY improvements

Figure 48: Sweet baked good occasions, by gender, 2021

The lunchbox is an opportunity to target families
 Figure 49: Sweet baked good occasions, by parental status,
 2021

PRODUCT FEATURES TO MOTIVATE TRIAL

Flavor is a strong attention getter, health a strong attention keeper

Figure 50: Product features to motivate trial, 2021

 Young consumers will be swayed by flavor while older consumers look for BFY improvements

Figure 51: Product features to motivate trial, by age, 2021

Heavily engaged users will utilize online options

Figure 52: Product footunes to motivate trial layers.

Figure 52: Product features to motivate trial, by repertoire of sweet baked goods eaten, 2021

APPENDIX - DATA SOURCES AND ABBREVIATIONS

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

APPENDIX – THE MARKET

Figure 53: Total US retail sales and forecast of prepared cakes, pies and pastries at inflation-adjusted prices, 2016-26
Figure 54: Total US retail sales of prepared cakes, pies and pastries, by segment, at current prices, 2019 and 2021
Figure 55: Total US retail sales and forecast of shelf stable cakes, pies and pastries, at current prices, 2016-26
Figure 56: Total US retail sales and forecast of shelf-stable cakes, pies and pastries, at inflation-adjusted prices, 2016-26
Figure 57: Total US retail sales and forecast of frozen cakes, pies and pastries, at current prices, 2016-26
Figure 58: Total US retail sales and forecast of frozen cakes, pies and pastries, at inflation-adjusted prices, 2016-26

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

Prepared Cakes, Pies and Pastries - US - 2021

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 59: Total US retail sales and forecast of refrigerated cakes, pies and pastries, at current prices, 2016–26
Figure 60: Total US retail sales and forecast of refrigerated

rigure 60: Total US retail sales and forecast of retrigerated cakes, pies and pastries, at inflation-adjusted prices, 2016-26

APPENDIX - RETAIL CHANNELS

Figure 61: Total US retail sales of prepared cakes, pies and pastries, by channel, at current prices, 2016-21

Figure 62: Total US retail sales of prepared cakes, pies and pastries, by channel, at current prices, 2019 and 2021

Figure 63: US supermarket sales of prepared cakes, pies and pastries, at current prices, 2016-21

Figure 64: US sales of prepared cakes, pies and pastries through other retail channels, at current prices, 2016-21

APPENDIX - COMPANIES AND BRANDS

Figure 65: Multi-outlet sales of shelf-stable cakes, pies and pastries, by leading companies and brands, rolling 52 weeks 2020 and 2021

Figure 66: Multi-outlet sales of frozen cake, pies and pastries, by leading companies and brands, rolling 52 weeks 2020 and 2021

Figure 67: Multi-outlet sales of refrigerated cakes, pies and pastries, by leading companies and brands, rolling 52 weeks 2020 and 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300



About Mintel

Mintel is the expert in what consumers want and why. As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.