

Report Price: £3695 | \$4995 | €4400

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:

- How the COVID-19 outbreak impacts consumer behaviours and the oral health products market as a whole
- How the market will fare in the post-COVID-19 slowdown
- · Oral health behaviours and concerns
- Interest in oral health innovations
- Attitudes towards natural oral care products.

Oral care's position as a well-established, routine hygiene step is expected to shelter the category from any significant disruptions related to COVID-19. While professional dental visits will decline, Canadians will continue to focus on oral health at home and maintain their standard behaviours throughout the pandemic. A renewed focus on wellness and a more holistic approach to health may help Canadians become more accepting of new products and ingredients.



"Oral care's position as a hygiene staple will help shield it from many of the economic and availability threats experienced by other categories as a result of COVID-19."

- Meghan Ross, Home and BPC 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

Report Price: £3695 | \$4995 | €4400

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
- · Key issues covered in this Report
- Definition

EXECUTIVE SUMMARY

- Top takeaways
- Market overview

Figure 1: Total Canada value sales and forecast of the oral care market, at current prices, 2014-25

Impact of COVID-19 on oral care

Figure 2: Short-, medium- and longer-term impact of COVID-19 on oral care, July 2020

- Opportunities and Challenges
- Canadians are re-prioritizing their health and wellness
 Figure 3: Mintel Trend Driver: Wellbeing
- Products are expected to compensate for sub-par hygiene practices

Figure 4: Regular dentist visits, by age, March 2020

Figure 5: Regular dentist visits, by annual household income, March 2020

· 'Natural' does not yet resonate for oral care

Figure 6: Attitudes towards natural oral care products, March 2020

- · South Asians are highly engaged in the oral care market
- Innovation acceptance will be driven by sustainability
 Figure 7: nosdesign Instagram post, March 2020
- · Oral health concerns may shift as a result of the pandemic

THE MARKET - WHAT YOU NEED TO KNOW

- The oral care market has been sheltered from major impacts of COVID-19
- Economic implications will shift the focus of oral care
- Oral care products remained accessible during lockdown
- Mask-wearing conventions may shift oral care priorities away from social focuses
- Aging Canadians have evolving dental needs

MARKET SIZE AND FORECAST

Figure 8: Total Canada value sales and forecast of the oral care market, at current prices, 2014-25

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

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 FACTORS

- COVID-19's impact on the oral care market
- · Economic implications will shift the focus of oral care
- Oral care products remained accessible during lockdown
- Mask-wearing conventions may shift oral care priorities away from social focuses
- Aging Canadians have evolving dental needs
 Figure 9: Population aged 0-14 and 65+, 1995-2035*

KEY PLAYERS – WHAT YOU NEED TO KNOW

- Oral hygiene is being incorporated into a more holistic view of health
- · Sustainability is driving new format acceptance
- · Less conventional ingredients are being explored
- Mainstream brands will need to prove their worth
- Technology and format updates are pushing the industry into the future

WHAT'S WORKING?

Oral hygiene is being incorporated into a more holistic view of health

Figure 10: Whatever you hear, you've got your smile., February 2020

Sustainability is driving new format acceptance

Figure 11: Colgate Floss Tip Bristles Bamboo Charcoal Soft Toothbrush (Canada), March 2020

Figure 12: nosdesign Instagram post, March 2020

Figure 13: Quip Refillable Floss (US), July 2020

Less conventional ingredients are being explored

Figure 14: Colgate Zero Clear Gel Peppermint Anticavity

Fluoride Toothpaste (Canada), April 2020

Figure 15: Hello Products Instagram post, April 2020

Figure 16: Hyperbiotics Instagram post, May 2020

WHAT'S STRUGGLING?

Mainstream brands will need to prove their worth

Figure 17: Equate Original Mint Flavour Antibacterial

Mouthwash (Canada), October 2017

Figure 18: Crest Scope Advanced Anticavity Fluoride

Mouthwash (Canada), March 2019

Figure 19: Reach Anti-Plaque Arctic Mint Mouth Rinse (US),

August 2019

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

Report Price: £3695 | \$4995 | €4400

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



WHAT'S NEXT?

- Technology and format updates are pushing the industry into the future
- Traditional toothbrushes are receiving a makeover

Figure 20: 360 Sonic Brush Instagram post, April 2019

Electric toothbrushes are getting smarter

Figure 21: Oral-B Guide, January 2020

THE CONSUMER - WHAT YOU NEED TO KNOW

- Dental hygiene practices of Canadians could use a makeover
- Routines are engrained and difficult to shift
- · Canadians share similar oral health concerns
- There is a disconnect for Canadians when it comes to natural oral care products

BEHAVIOURS AND ATTITUDES RELATING TO ORAL HYGIENE

- Half of Canadians visit the dentist twice a year
 Figure 22: Oral hygiene habits, by regular dental visits, March 2020
- Cost is a growing barrier to professional dental services access

Figure 23: Regular dentist visits, by age, March 2020

Figure 24: Regular dentist visits, by annual household income, March 2020

Figure 25: Crest Instagram post, March 2020

- Children appear to be a good influence on parental dental routines
- COVID-19 clinic closures will impact Canadian professional dental routines
- Regular flossing is only 'regular' for half of Canadians
 Figure 26: Regular flossing habit, men vs women, March 2020
- Oral care's hygiene link will shelter the category from COVID-19's personal care loosening of routines

Figure 27: Crest Instagram post, June 2020

- Older Canadians are more inclined to floss
 Figure 28: Regular flossing habit, 18–44s vs over-45s, March
 2020
- Regular mouthwash usage is less common than regular flossing

Figure 29: Regular flossing habit, 18-44s vs over-45s, March 2020

Brand is a significant driver for toothpaste purchases

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

Report Price: £3695 | \$4995 | €4400

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



ORAL HEALTH CONCERNS

Cavities are the most common oral health concern

Figure 30: Oral health concerns (any top three mentions), March 2020

Figure 31: Oral health concerns – select (any top three mentions), men vs women, March 2020

 Sensitivity concerns influence product choice and behaviours for some

Figure 32: Sensitivity-related oral health routines, March 2020 Figure 33: Tooth sensitivity concern (any top three mention), by age, March 2020

- Social concerns are prominent
- Staining concerns and whitening product usage skews younger

Figure 34: Teeth discolouration (any top three concern mention), by age, March 2020

Figure 35: Whitening Toner Oral Rinse (US), June 2020

Mask-wearing may lessen some social concerns

Figure 36: Pad breath (any ten three geneers man

Figure 36: Bad breath (any top three concern mention), by age, March 2020

 Gingivitis concerns do not seem to align with age expectations

Figure 37: Gingivitis (any top three concern mention), by age, March 2020

NATURAL ORAL CARE PRODUCTS

 Use has been limited, but Canadians are open to trying natural products

Figure 38: natural oral care product trial and interest, March 2020

Figure 39: Natural oral care product interest and trial, by age, March 2020

Cost is seen as a barrier to natural products

Figure 40: 'Natural products are too expensive' (% agree), by parental status, March 2020

 Canadians are not associating natural oral care with typical 'natural' messages

Figure 41: Attitudes towards natural oral care products, March 2020

Figure 42: Attitudes towards natural oral care products – not associating oral care with any listed attribute, by age, March 2020

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

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 43: Attitudes towards natural oral care products – not associating oral care with any listed attribute, by natural product usage, March 2020

 There is little perceived safety benefit to using natural oral care products

Figure 44: 'Natural products are safe' (% agree), by age, March 2020

Figure 45: 'Natural products are safe' (% agree), by parental status, March 2020

 Natural oral care is not strongly associated with an environmental benefit

Figure 46: 'Natural products are eco-friendly' (% agree), by age, March 2020

- · Availability is an issue for users
- Spotlight on South Asian consumers

Figure 47: Attitude towards natural oral care products, South Asians vs overall, March 2020

Figure 48: Hello Instagram post, May 2020

TRIAL AND INTEREST IN ORAL HYGIENE INNOVATIONS

- Canadians are open to innovation, but will need to see the advantage to making a switch
- Not surprisingly, young men appear to be the pioneers of tooth-tech

Figure 49: Interest and trial in technology-based oral care innovations, March 2020

Figure 50: trial of technology-based oral care innovations, men 18-24 vs overall, March 2020

Figure 51: Autobrush Instagram post, May 2020

- Tech-based products may be giving consumers a false sense of security
- Format innovation trial is lower than trial for technologybased products

Figure 52: Interest and trial in oral care format innovations, March 2020

Figure 53: Colgate Calcium + Minerals Tooth Powder (India), December 2014

Whitening toothpaste for sensitivity has broad appeal
 Figure 54: Interest and trial in oral care ingredient innovations, March 2020

Innovative ingredients resonate most strongly with younger consumers

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

Report Price: £3695 | \$4995 | €4400





 Young men are the most adventurous when it comes to unconventional flavours

Figure 55: The Green Beaver Company Star Anise Natural Toothpaste (Canada), March 2018

Figure 56: Mint-lemon toothpaste (Canada), August 2018
Figure 57: Schmidt's Coconut + Lime Tooth + Mouth Paste

(US), April 2020

 Probiotics and gum detoxifying innovations must convey their cleaning power

Figure 58: Crest Instagram post, September 2018

APPENDIX – DATA SOURCES AND ABBREVIATIONS

- Data sources
- Consumer survey data
- Consumer qualitative research
- Abbreviations

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



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.