

Report Price: £3254.83 | \$4395.00 | €3662.99

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



The nearly \$12 billion salty snacks market continues turn in a strong performance driven by the increasing prevalence of snacking. Meat snacks, popcorn, and cheese snacks are the category's three largest segments and are responsible for much of the growth. New flavors and varieties are key to continued growth, as the heaviest snackers look for new snacking experiences.

# This report looks at the following areas:

- Salty snacks maintain momentum
- Salty snacks nearly universal, but individual types have room to grow
- Apart from meat snacks, expectations for nutrition, health benefits is low

# **BUY THIS REPORT NOW**

**VISIT:** store.mintel.com

**CALL:**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

**EMAIL:** reports@mintel.com

**DID YOU KNOW?** 

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



Report Price: £3254.83 | \$4395.00 | €3662.99

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

Definition

# **Executive Summary**

The issues

# Salty snacks maintain momentum

Figure 1: Total US sales and fan chart forecast of salty snacks, at current prices, 2012-22

# Salty snacks nearly universal, but individual types have room to grow

Figure 2: Salty snack purchase, December 2017

# Apart from meat snacks, expectations for nutrition, health benefits is low

Figure 3: Salty snack characteristics - Any snack net, December 2017

The opportunities

#### Younger snackers look for variety

Figure 4: Salty snack behaviors, by age, December 2017

# Heaviest snackers prioritize taste, but want healthy options too

Figure 5: Salty snack attitudes, by repertoire of salty snacks purchase, December 2017

# $\label{eq:make_pretzels} \mbox{ An medium for new flavor exploration}$

Figure 6: Pretzel product interest, by repertoire of salty snacks purchase, December 2017

What it means

# The Market - What You Need to Know

Salty snacks maintain momentum

Performance varies across diverse range of segments

Snacking continues to grow more prevalent

# **Market Size and Forecast**

# Salty snacks maintain momentum

Figure 7: Total US sales and fan chart forecast of salty snacks, at current prices, 2012-22

Figure 8: Total US sales and forecast of salty snacks, at current prices, 2012-22

# **Market Breakdown**

# Performance varies across diverse range of segments

Figure 9: Share of total US sales of salty snacks, by segment, 2017

Protein trend drives meat snacks

Cheetos defines cheese snacks

# Premium ready-to-eat brand drive popcorn growth

Figure 10: Total US sales of salty snacks, by segment, 2012-17

**Market Perspective** 

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** 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 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

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

# Potato and tortilla chips provide competition for other salty snacks

Figure 11: Sales of potato and tortilla chips, by segment, 2012-17

#### **Market Factors**

# Snacking continues to grow more prevalent

Figure 12: Snacking frequency, March 2017

# Number of households with children down for now

Figure 13: Households, by presence of own children, 2007-17

#### Rise in health issues puts spotlight on better-for-you snacks

Figure 14: Growth in health issues in the US, 2013-15

#### **Key Players - What You Need to Know**

PepsiCo strengthens its lead but faces intensified competition

Ready-to-eat popcorn continues to gain

Cheetos experiential marketing aligns with experiential products

Functional snacking

# **Company Sales of Salty Snacks**

PepsiCo strengthens its lead but faces intensified competition

Ready-to-eat popcorn acquisition may help ConAgra reverse declines

Campbell Soup becomes major player in snacking with Snyder's-Lance

Hershey expands snacks presence with Amplify acquisition

Sales of salty snacks by company

Figure 15: Multi-outlet sales of salty snacks, by leading companies, rolling 52 weeks 2016 and 2017

# What's Working?

# Ready-to-eat popcorn continues to gain

Figure 16: Multi-outlet sales of popcorn, by sub-segment, 2012-17\*

Cheetos experiential marketing aligns with experiential products

Smaller meat snack brands gain momentum

# What's Struggling?

Pretzels ready for reinvention

# What's Next?

Functional snacking

Extending salty snacks into new occasions

# The Consumer - What You Need to Know

Salty snacks nearly universal, but individual types have room to grow

Apart from meat snacks, expectations for nutrition, health benefits is low

Younger snackers look for variety

Heaviest snackers prioritize taste, but want healthy options too

**Salty Snack Purchase** 

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** 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

**EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

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

#### Salty snacks nearly universal, but individual types have room to grow

Figure 17: Salty snack purchase, December 2017

# Youngest adults purchase most widely, 34-54s not far behind

Figure 18: Salty snack purchase, by age, December 2017

# Larger households purchase wider variety of salty snacks

Figure 19: Salty snack purchase, by household size, December 2017

#### Hispanic consumers more likely to purchase most types of salty snacks

Figure 20: Salty snack purchase, by race/Hispanic origin, December 2017

# **Salty Snacks Characteristics**

#### Apart from meat snacks, expectations for nutrition, health benefits is low

Figure 21: Salty snack characteristics, December 2017

# Health and nutrition priorities shift modestly by age

Figure 22: Salty snack characteristics - Popcorn, by age, December 2017

Figure 23: Salty snack characteristics - Meat snacks, by age, December 2017

# **Pretzel Product Interest**

# Make pretzels a medium for new flavor exploration

Figure 24: Pretzel product interest, by repertoire of salty snacks purchase, December 2017

# **Meat Snack Product Interest**

# Younger purchasers more likely to be interested in new forms

Figure 25: Meat snacks product interest, by age, December 201

# **Popcorn Product Interest**

# All-natural ranks high in interest for popcorn

Figure 26: Popcorn product interest, December 2017

# Heaviest snackers look for variety in popcorn

Figure 27: Popcorn product interest, by repertoire of salty snacks purchase, December 2017

# **Salty Snack Behaviors**

# Opportunities for healthier, more nutrient-dense salty snacks

Figure 28: Salty snack behaviors, December 2017

# Younger snackers look for variety

Figure 29: Salty snack behaviors, by age, December 2017

# **Salty Snack Attitudes**

# Microwave popcorn may be ready for reinvention

Figure 30: Salty snack attitudes, December 2017

# Heaviest snackers prioritize taste, but want healthy options too

Figure 31: Salty snack attitudes, by repertoire of salty snacks purchase, December 2017

# **Correspondence Analysis - Salty Snack Occasions**

Methodology

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** 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 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

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

Many similarities across types, with a few key exploitable differences

Meat snacks could capture stress relief

Opportunity for popcorn to strengthen on-the-go consumption

Pretzels not uniquely associated with any use occasion

Figure 32: Correspondence Analysis – Salty snack occasion consumption, December 2017

Figure 33: Salty snack occasion consumption, December 2017

# **Appendix - Data Sources and Abbreviations**

Data sources

Sales data

Fan chart forecast

Consumer survey data

Abbreviations and terms

Abbreviations

Terms

# Appendix - The Market

Figure 34: Total US sales and forecast of salty snacks, at inflation-adjusted prices, 2012-22

Figure 35: Total US sales and forecast of cheese snacks, at current prices, 2012-22

Figure 36: Total US sales and forecast of popcorn, at current prices, 2012-22

Figure 37: Total US sales and forecast of pretzels, at current prices, 2012-22

Figure 38: Total US sales and forecast of corn snacks, at current prices, 2012-22  $\,$ 

Figure 39: Total US sales and forecast of meat snacks, at current prices, 2012-22

Figure 40: Total US sales and forecast of pork rinds, at current prices, 2012-22

Figure 41: Total US retail sales of salty snacks, by channel, at current prices, 2012-2017

# Appendix - Key Players

Figure 42: Multi-outlet sales of cheese snacks, by leading companies and brands, rolling 52 weeks 2016 and 2017

Figure 43: Multi-outlet sales of popcorn, by leading companies and brands, rolling 52 weeks 2016 and 2017

Figure 44: Multi-outlet sales of pretzels, by leading companies and brands, rolling 52 weeks 2016 and 2017

Figure 45: Multi-outlet sales of corn snacks, by leading companies and brands, rolling 52 weeks 2016 and 2017

Figure 46: Multi-outlet sales of meat snacks, by leading companies and brands, rolling 52 weeks 2016 and 2017

Figure 47: Multi-outlet sales of pork rinds, by leading companies and brands, rolling 52 weeks 2016 and 2017

APAC +61 (0) 2 8284 8100 **EMAIL:** reports@mintel.com