

# Pet Care in the United Kingdom

May 2025

**Table of Contents** 

## Pet Care in the United Kingdom

#### **EXECUTIVE SUMMARY**

Pet care in 2025: The big picture

2025 key trends

Competitive landscape

Retail developments

What next for pet care?

#### MARKET INDICATORS

Table 1 - Pet Populations 2020-2025

#### MARKET DATA

- Table 2 Sales of Pet Food by Category: Volume 2020-2025
- Table 3 Sales of Pet Care by Category: Value 2020-2025
- Table 4 Sales of Pet Food by Category: % Volume Growth 2020-2025
- Table 5 Sales of Pet Care by Category: % Value Growth 2020-2025
- Table 6 NBO Company Shares of Pet Food: % Value 2020-2024
- Table 7 LBN Brand Shares of Pet Food: % Value 2021-2024
- Table 8 NBO Company Shares of Dog and Cat Food: % Value 2020-2024
- Table 9 LBN Brand Shares of Dog and Cat Food: % Value 2021-2024
- Table 10 Penetration of Private Label in Pet Care by Category: % Value 2020-2025
- Table 11 Distribution of Pet Care by Format: % Value 2020-2025
- Table 12 Distribution of Pet Care by Format and Category: % Value 2025
- Table 13 Distribution of Dog and Cat Food by Format: % Value 2020-2025
- Table 14 Distribution of Dog and Cat Food by Format and Category: % Value 2025
- Table 15 Forecast Sales of Pet Food by Category: Volume 2025-2030
- Table 16 Forecast Sales of Pet Care by Category: Value 2025-2030
- Table 17 Forecast Sales of Pet Food by Category: % Volume Growth 2025-2030
- Table 18 Forecast Sales of Pet Care by Category: % Value Growth 2025-2030

## DISCLAIMER

#### **SOURCES**

Summary 1 - Research Sources

# Cat Food in the United Kingdom

#### **KEY DATA FINDINGS**

#### 2025 DEVELOPMENTS

Conscious spending trends and stabilised prices result in flat growth

Rising competition limits growth of leading players

E-commerce leads distribution, driven by convenience

## PROSPECTS AND OPPORTUNITIES

Humanisation and premiumisation will drive further value growth

Cat food e-commerce sales will continue to evolve and remain competitive

Demand for innovative and health-focused food will continue

Summary 2 - Cat Food by Price Band 2025

## **CATEGORY INDICATORS**

Table 19 - Cat Owning Households: % Analysis 2020-2025

Table 20 - Cat Population 2020-2025

Table 21 - Consumption of Cat Food by Prepared vs Non-prepared: % Analysis 2020-2025

#### **CATEGORY DATA**

- Table 22 Sales of Cat Food by Category: Volume 2020-2025
- Table 23 Sales of Cat Food by Category: Value 2020-2025
- Table 24 Sales of Cat Food by Category: % Volume Growth 2020-2025
- Table 25 Sales of Cat Food by Category: % Value Growth 2020-2025
- Table 26 Sales of Dry Cat Food by Life-Cycle: % Value 2020-2025
- Table 27 Sales of Wet Cat Food by Life-Cycle: % Value 2020-2025
- Table 28 NBO Company Shares of Cat Food: % Value 2020-2024
- Table 29 LBN Brand Shares of Cat Food: % Value 2021-2024
- Table 30 LBN Brand Shares of Cat Treats and Mixers: % Value 2021-2024
- Table 31 Distribution of Cat Food by Format: % Value 2020-2025
- Table 32 Forecast Sales of Cat Food by Category: Volume 2025-2030
- Table 33 Forecast Sales of Cat Food by Category: Value 2025-2030
- Table 34 Forecast Sales of Cat Food by Category: % Volume Growth 2025-2030
- Table 35 Forecast Sales of Cat Food by Category: % Value Growth 2025-2030

## Dog Food in the United Kingdom

#### **KEY DATA FINDINGS**

## 2025 DEVELOPMENTS

Dog food's stability and premium shift amid financial pressures

Competitive shifts among leading dog food brands

E-commerce continues to transform dog food distribution in 2025

## PROSPECTS AND OPPORTUNITIES

Premiumisation set to further drive dog food sales in the UK

Digital transformation in dog food driven by convenience and customisation

Fresh, ethical and premium offerings set to lead future growth and innovation

Summary 3 - Dog Food by Price Band 2025

## **CATEGORY INDICATORS**

- Table 36 Dog Owning Households: % Analysis 2020-2025
- Table 37 Dog Population 2020-2025
- Table 38 Consumption of Dog Food by Prepared vs Non-prepared: % Analysis 2020-2025

#### **CATEGORY DATA**

- Table 39 Sales of Dog Food by Category: Volume 2020-2025
- Table 40 Sales of Dog Food by Category: Value 2020-2025
- Table 41 Sales of Dog Food by Category: % Volume Growth 2020-2025
- Table 42 Sales of Dog Food by Category: % Value Growth 2020-2025
- Table 43 Sales of Dry Dog Food by Life-Cycle: % Value 2020-2025
- Table 44 Sales of Wet Dog Food by Life-Cycle: % Value 2020-2025
- Table 45 NBO Company Shares of Dog Food: % Value 2020-2024
- Table 46 LBN Brand Shares of Dog Food: % Value 2021-2024
- Table 47 LBN Brand Shares of Dog Treats and Mixers: % Value 2021-2024
- Table 48 Distribution of Dog Food by Format: % Value 2020-2025
- Table 49 Forecast Sales of Dog Food by Category: Volume 2025-2030
- Table 50 Forecast Sales of Dog Food by Category: Value 2025-2030
- Table 51 Forecast Sales of Dog Food by Category: % Volume Growth 2025-2030
- Table 52 Forecast Sales of Dog Food by Category: % Value Growth 2025-2030

## Other Pet Food in the United Kingdom

#### **KEY DATA FINDINGS**

#### 2025 DEVELOPMENTS

Decline of other pet population starts to slow

Burgess Supafeeds gains leadership of other pet food

Pets shop and superstores to continue leading distribution of other pet food

## PROSPECTS AND OPPORTUNITIES

Steady growth expected for other pet food over the forecast period

Rise of snacking and natural food trends likely to extend to small mammals

The rise of e-commerce driven by convenience and range

#### **CATEGORY INDICATORS**

Table 53 - Other Pet Population 2020-2025

#### **CATEGORY DATA**

Table 54 - Sales of Other Pet Food by Category: Volume 2020-2025

Table 55 - Sales of Other Pet Food by Category: Value 2020-2025

Table 56 - Sales of Other Pet Food by Category: % Volume Growth 2020-2025

Table 57 - Sales of Other Pet Food by Category: % Value Growth 2020-2025

Table 58 - LBN Brand Shares of Bird Food: % Value 2021-2024

Table 59 - LBN Brand Shares of Fish Food: % Value 2021-2024

Table 60 - LBN Brand Shares of Small Mammal/Reptile Food: % Value 2021-2024

Table 61 - Distribution of Other Pet Food by Format: % Value 2020-2025

Table 62 - Forecast Sales of Other Pet Food by Category: Volume 2025-2030

Table 63 - Forecast Sales of Other Pet Food by Category: Value 2025-2030

Table 64 - Forecast Sales of Other Pet Food by Category: % Volume Growth 2025-2030

Table 65 - Forecast Sales of Other Pet Food by Category: % Value Growth 2025-2030

## Pet Products in the United Kingdom

## KEY DATA FINDINGS

## 2025 DEVELOPMENTS

Affordability remains crucial as consumers exercise caution over non-essential spending

Leading players in pet products are concentrated in pet healthcare

E-commerce leads distribution of pet products due to its reach and convenience

# PROSPECTS AND OPPORTUNITIES

Humanisation and health trends to drive growth of pet products, with pet healthcare expected to be most dynamic

Online sales boosted by special occasions and seasonal trends

Advanced pet products for wellbeing and convenience will drive innovative solutions

# CATEGORY DATA

Table 66 - Sales of Pet Products by Category: Value 2020-2025

Table 67 - Sales of Pet Products by Category: % Value Growth 2020-2025

Table 68 - Sales of Pet Healthcare by Type: % Value 2020-2025

Table 69 - Sales of Other Pet Products by Type: % Value 2020-2025

Table 70 - NBO Company Shares of Pet Products: % Value 2020-2024

Table 71 - LBN Brand Shares of Pet Products: % Value 2021-2024

Table 72 - Distribution of Pet Products by Format: % Value 2020-2025

Table 73 - Forecast Sales of Pet Products by Category: Value 2025-2030

## About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/pet-care-in-the-united-kingdom/report.