

# Snacks in Chile

June 2024

**Table of Contents** 

## Snacks in Chile

#### **EXECUTIVE SUMMARY**

Snacks in 2024: The big picture

Key trends in 2024

Competitive Landscape

Channel developments

What next for snacks?

#### MARKET DATA

- Table 1 Sales of Snacks by Category: Volume 2019-2024
- Table 2 Sales of Snacks by Category: Value 2019-2024
- Table 3 Sales of Snacks by Category: % Volume Growth 2019-2024
- Table 4 Sales of Snacks by Category: % Value Growth 2019-2024
- Table 5 NBO Company Shares of Snacks: % Value 2020-2024
- Table 6 LBN Brand Shares of Snacks: % Value 2021-2024
- Table 7 Penetration of Private Label by Category: % Value 2019-2024
- Table 8 Distribution of Snacks by Format: % Value 2019-2024
- Table 9 Forecast Sales of Snacks by Category: Volume 2024-2029
- Table 10 Forecast Sales of Snacks by Category: Value 2024-2029
- Table 11 Forecast Sales of Snacks by Category: % Volume Growth 2024-2029
- Table 12 Forecast Sales of Snacks by Category: % Value Growth 2024-2029

#### DISCLAIMER

#### **SOURCES**

Summary 1 - Research Sources

## Chocolate Confectionery in Chile

# KEY DATA FINDINGS

## 2024 DEVELOPMENTS

Price increase for chocolate confectionery driven by rise in cocoa costs

Considering the importance of promotions versus loyalty

Seasonal chocolate among the most impacted by price increases

## PROSPECTS AND OPPORTUNITIES

Innovation in tablet flavours will continue to drive the category

New products will continue to enrich retailers' shelves

The rise of premiumisation within private label

#### **CATEGORY DATA**

- Table 13 Sales of Chocolate Confectionery by Category: Volume 2019-2024
- Table 14 Sales of Chocolate Confectionery by Category: Value 2019-2024
- Table 15 Sales of Chocolate Confectionery by Category: % Volume Growth 2019-2024
- Table 16 Sales of Chocolate Confectionery by Category: % Value Growth 2019-2024
- Table 17 Sales of Chocolate Tablets by Type: % Value 2019-2024
- Table 18 NBO Company Shares of Chocolate Confectionery: % Value 2020-2024
- Table 19 LBN Brand Shares of Chocolate Confectionery: % Value 2021-2024
- Table 20 Distribution of Chocolate Confectionery by Format: % Value 2019-2024
- Table 21 Forecast Sales of Chocolate Confectionery by Category: Volume 2024-2029
- Table 22 Forecast Sales of Chocolate Confectionery by Category: Value 2024-2029
- Table 23 Forecast Sales of Chocolate Confectionery by Category: % Volume Growth 2024-2029

#### Gum in Chile

#### **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Balancing act: How unit price growth offsets volume decline

Transforming the perception of bubble gum in Chile

Decline of a cultural Icon: The fall of Miti Miti in Chilean bubble gum

#### PROSPECTS AND OPPORTUNITIES

The future impact of health trends on gum in Chile

Low entry barriers to expand gum options in the local market

Impulse purchases to sustain small local grocers' dominance of gum

#### **CATEGORY DATA**

Table 25 - Sales of Gum by Category: Volume 2019-2024

Table 26 - Sales of Gum by Category: Value 2019-2024

Table 27 - Sales of Gum by Category: % Volume Growth 2019-2024

Table 28 - Sales of Gum by Category: % Value Growth 2019-2024

Table 29 - Sales of Gum by Flavour: Rankings 2019-2024

Table 30 - NBO Company Shares of Gum: % Value 2020-2024

Table 31 - LBN Brand Shares of Gum: % Value 2021-2024

Table 32 - Distribution of Gum by Format: % Value 2019-2024

Table 33 - Forecast Sales of Gum by Category: Volume 2024-2029

Table 34 - Forecast Sales of Gum by Category: Value 2024-2029

Table 35 - Forecast Sales of Gum by Category: % Volume Growth 2024-2029

Table 36 - Forecast Sales of Gum by Category: % Value Growth 2024-2029

## Sugar Confectionery in Chile

# KEY DATA FINDINGS

## 2024 DEVELOPMENTS

Sizing down to save: Shrinkflation strategies by sugar confectionery players

The role of social media advertising in sugar confectionery

Consolidated competitive landscape amid substantial entry challenges

## PROSPECTS AND OPPORTUNITIES

Navigating economic constraints: Future growth and evolution of sugar confectionery

Resilience of e-commerce amid return to normality

Small local grocers: The cornerstone of sugar confectionery's distribution in Chile

#### **CATEGORY DATA**

Table 37 - Sales of Sugar Confectionery by Category: Volume 2019-2024

Table 38 - Sales of Sugar Confectionery by Category: Value 2019-2024

Table 39 - Sales of Sugar Confectionery by Category: % Volume Growth 2019-2024

Table 40 - Sales of Sugar Confectionery by Category: % Value Growth 2019-2024

Table 41 - Sales of Pastilles, Gummies, Jellies and Chews by Type: % Value 2019-2024

Table 42 - NBO Company Shares of Sugar Confectionery: % Value 2020-2024

Table 43 - LBN Brand Shares of Sugar Confectionery: % Value 2021-2024

Table 44 - Distribution of Sugar Confectionery by Format: % Value 2019-2024

Table 45 - Forecast Sales of Sugar Confectionery by Category: Volume 2024-2029

Table 46 - Forecast Sales of Sugar Confectionery by Category: Value 2024-2029

Table 47 - Forecast Sales of Sugar Confectionery by Category: % Volume Growth 2024-2029

Table 48 - Forecast Sales of Sugar Confectionery by Category: % Value Growth 2024-2029

#### Ice Cream in Chile

#### **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Chile's mastery of ice cream consumption Innovative flavours reduce seasonality associated with ice cream Nestle's strategy to dominate ice cream in Chile

## PROSPECTS AND OPPORTUNITIES

Revitalising ice cream in Chile: Innovation and foodservice resilience post-inflation The rise of health-conscious ice cream trends in Chile Nestlé set to further strengthen its new ice cream portfolio

#### CATEGORY DATA

Table 49 - Sales of Ice Cream by Category: Volume 2019-2024

Table 50 - Sales of Ice Cream by Category: Value 2019-2024

Table 51 - Sales of Ice Cream by Category: % Volume Growth 2019-2024

Table 52 - Sales of Ice Cream by Category: % Value Growth 2019-2024

Table 53 - Sales of Ice Cream by Leading Flavours: Rankings 2019-2024

Table 54 - Sales of Impulse Ice Cream by Format: % Value 2019-2024

Table 55 - NBO Company Shares of Ice Cream: % Value 2020-2024

Table 56 - LBN Brand Shares of Ice Cream: % Value 2021-2024

Table 57 - NBO Company Shares of Impulse Ice Cream: % Value 2020-2024

Table 58 - LBN Brand Shares of Impulse Ice Cream: % Value 2021-2024

Table 59 - NBO Company Shares of Take-home Ice Cream: % Value 2020-2024

Table 60 - LBN Brand Shares of Take-home Ice Cream: % Value 2021-2024

Table 61 - Distribution of Ice Cream by Format: % Value 2019-2024

Table 62 - Forecast Sales of Ice Cream by Category: Volume 2024-2029

Table 63 - Forecast Sales of Ice Cream by Category: Value 2024-2029

Table 64 - Forecast Sales of Ice Cream by Category: % Volume Growth 2024-2029

Table 65 - Forecast Sales of Ice Cream by Category: % Value Growth 2024-2029

## Savoury Snacks in Chile

# KEY DATA FINDINGS

# 2024 DEVELOPMENTS

Shrinkflation within savoury snacks amid rising production costs

Expansive range of options available in savoury snacks

Cuisine & Co remains committed to strengthening position in potato chips

### PROSPECTS AND OPPORTUNITIES

Promotional activities by retailers and social events to boost demand for savoury snacks

Presence of healthier savoury snacks set to further expand in Chile

Innovative spicy flavours set to influence potato chips

#### **CATEGORY DATA**

Table 66 - Sales of Savoury Snacks by Category: Volume 2019-2024

Table 67 - Sales of Savoury Snacks by Category: Value 2019-2024

- Table 68 Sales of Savoury Snacks by Category: % Volume Growth 2019-2024
- Table 69 Sales of Savoury Snacks by Category: % Value Growth 2019-2024
- Table 70 NBO Company Shares of Savoury Snacks: % Value 2020-2024
- Table 71 LBN Brand Shares of Savoury Snacks: % Value 2021-2024
- Table 72 Distribution of Savoury Snacks by Format: % Value 2019-2024
- Table 73 Forecast Sales of Savoury Snacks by Category: Volume 2024-2029
- Table 74 Forecast Sales of Savoury Snacks by Category: Value 2024-2029
- Table 75 Forecast Sales of Savoury Snacks by Category: % Volume Growth 2024-2029
- Table 76 Forecast Sales of Savoury Snacks by Category: % Value Growth 2024-2029

#### Sweet Biscuits, Snack Bars and Fruit Snacks in Chile

#### KEY DATA FINDINGS

#### 2024 DEVELOPMENTS

Navigating price hikes through shrinkflation strategies

Aligning with Lider's Productos a Mil initiative: Strategic product format adjustments

From family packs to single servings: The evolution of product sizes

#### PROSPECTS AND OPPORTUNITIES

Chilean consumers' indulgence driven by sweet biscuits

Mondelez considers expanding its product range

McKay set to retain brand leadership over the forecast period

#### **CATEGORY DATA**

- Table 77 Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: Volume 2019-2024
- Table 78 Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: Value 2019-2024
- Table 79 Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: % Volume Growth 2019-2024
- Table 80 Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: % Value Growth 2019-2024
- Table 81 NBO Company Shares of Sweet Biscuits, Snack Bars and Fruit Snacks: % Value 2020-2024
- Table 82 LBN Brand Shares of Sweet Biscuits, Snack Bars and Fruit Snacks: % Value 2021-2024
- Table 83 NBO Company Shares of Sweet Biscuits: % Value 2020-2024
- Table 84 LBN Brand Shares of Sweet Biscuits: % Value 2021-2024
- Table 85 NBO Company Shares of Snack Bars: % Value 2020-2024
- Table 86 LBN Brand Shares of Snack Bars: % Value 2021-2024
- Table 87 NBO Company Shares of Fruit Snacks: % Value 2020-2024
- Table 88 LBN Brand Shares of Fruit Snacks: % Value 2021-2024
- Table 89 Distribution of Sweet Biscuits, Snack Bars and Fruit Snacks by Format: % Value 2019-2024
- Table 90 Distribution of Sweet Biscuits by Format: % Value 2019-2024
- Table 91 Distribution of Snack Bars by Format: % Value 2019-2024
- Table 92 Distribution of Fruit Snacks by Format: % Value 2019-2024
- Table 93 Forecast Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: Volume 2024-2029
- Table 94 Forecast Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: Value 2024-2029
- Table 95 Forecast Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: % Volume Growth 2024-2029
- Table 96 Forecast Sales of Sweet Biscuits, Snack Bars and Fruit Snacks by Category: % Value Growth 2024-2029

## 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 focusing 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/snacks-in-chile/report.