

Dairy Products and Alternatives in Estonia

Market Direction | 2022-09-28 | 66 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €1750.00
- Multiple User License (1 Site) €3500.00
- Multiple User License (Global) €5250.00

Report description:

The pandemic had an overwhelmingly positive impact on retail sales of dairy products and alternatives as sales switched from foodservice to retail during the height of the infection. Furthermore, even when foodservice was able to reopen in some capacity, consumers remained concerned about visiting, preferring to stay home and prepare meals themselves. As such, retail volume growth in 2021 remained at a similar level to that of 2020. Meanwhile, current value growth notably decelerated as retailer...

Euromonitor International's Dairy Products and Alternatives in Estonia report offers in-depth knowledge of the market at a national level, providing local insight and understanding unavailable elsewhere. In addition to the latest retail sales data 2017-2021, it identifies the leading companies, brands and retail outlets, and assesses the key trends and demographic shifts behind consumer demand and sales growth. How key trends such as health and wellness, sustainability and recovery from the pandemic are shaping the market in <|Year|> directly informs our forecasts to 2026, clearly indicating how the market is expected to change.

Product coverage: Baby Food, Dairy, Plant-based Dairy.

Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

Why buy this report?

- * Get a detailed picture of the Dairy Products and Alternatives market;
- * Pinpoint growth sectors and identify factors driving change;
- * Understand the competitive environment, the market's major players and leading brands;
- * Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.

Table of Contents:

Dairy Products and Alternatives in Estonia Euromonitor International September 2022

List Of Contents And Tables

DAIRY PRODUCTS AND ALTERNATIVES IN ESTONIA

EXECUTIVE SUMMARY

Dairy products and alternatives in 2022: The big picture

Key trends in 2022

Competitive landscape

Channel developments

What next for dairy products and alternatives?

MARKET DATA

Table 1 Sales of Dairy Products and Alternatives by Category: Value 2017-2022

Table 2 Sales of Dairy Products and Alternatives by Category: % Value Growth 2017-2022

Table 3 NBO Company Shares of Dairy Products and Alternatives: % Value 2018-2022

Table 4 LBN Brand Shares of Dairy Products and Alternatives: % Value 2019-2022

Table 5 Penetration of Private Label by Category: % Value 2017-2022

Table 6 Distribution of Dairy Products and Alternatives by Format: % Value 2017-2022

Table 7 Forecast Sales of Dairy Products and Alternatives by Category: Value 2022-2027

Table 8 Forecast Sales of Dairy Products and Alternatives by Category: % Value Growth 2022-2027

DISCLAIMER

SOURCES

Summary 1 Research Sources

BABY FOOD IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

The resumption of society boost sales of prepared baby food as well as consumer demand for organic and high-quality products Hipp retains its lead but experiences more intense competition

Despite the importance of breastfeeding, milk formula remains the largest category and the main driver of baby food sales PROSPECTS AND OPPORTUNITIES

Increasing unit prices of baby food due to rising costs drive value growth over the forecast period

Dried baby food appeals to parents for its balanced nutritional elements while parents also seek convenience

Consumers favour health and wellness options that become increasingly available via e-commerce and omnichannel retailers CATEGORY DATA

Table 9 Sales of Baby Food by Category: Volume 2017-2022

Table 10 Sales of Baby Food by Category: Value 2017-2022

Table 11 Sales of Baby Food by Category: % Volume Growth 2017-2022

Table 12 Sales of Baby Food by Category: % Value Growth 2017-2022

Table 13 NBO Company Shares of Baby Food: % Value 2018-2022

Table 14 LBN Brand Shares of Baby Food: % Value 2019-2022

Table 15 Distribution of Baby Food by Format: % Value 2017-2022

Table 16 Forecast Sales of Baby Food by Category: Volume 2022-2027

Table 17 Forecast Sales of Baby Food by Category: Value 2022-2027

Table 18 [Forecast Sales of Baby Food by Category: % Volume Growth 2022-2027

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

Table 19 ∏Forecast Sales of Baby Food by Category: % Value Growth 2022-2027

BUTTER AND SPREADS IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Health and wellness trend stimulates growing interest in butter over spreads

Tere AS widens its butter product range

While local players characterise the category and private label is on the rise, collaboration with cooks and recipe creators drives sales for Saaremaa Piimatoostus AS

PROSPECTS AND OPPORTUNITIES

Category stimulated by health and wellness trends over the forecast period

The growing popularity of butter stimulates a fall in volume sales of margarine and spreads

E-commerce becomes more popular for butter and spreads over the forecast period

CATEGORY DATA

Table 20 Sales of Butter and Spreads by Category: Volume 2017-2022

Table 21 Sales of Butter and Spreads by Category: Value 2017-2022

Table 22 Sales of Butter and Spreads by Category: % Volume Growth 2017-2022

Table 23 Sales of Butter and Spreads by Category: % Value Growth 2017-2022

Table 24 NBO Company Shares of Butter and Spreads: % Value 2018-2022

Table 25 LBN Brand Shares of Butter and Spreads: % Value 2019-2022

Table 26 Distribution of Butter and Spreads by Format: % Value 2017-2022

Table 27 Forecast Sales of Butter and Spreads by Category: Volume 2022-2027

Table 28 Forecast Sales of Butter and Spreads by Category: Value 2022-2027

Table 29 [Forecast Sales of Butter and Spreads by Category: % Volume Growth 2022-2027

Table 30 [Forecast Sales of Butter and Spreads by Category: % Value Growth 2022-2027

CHEESE IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

The reopening of society boosts foodservice sales, while spreadable processed cheese gains popularity

Local manufacturer Estover OU leads the category in 2022

Innovation stimulates consumer interest in cheese

PROSPECTS AND OPPORTUNITIES

More success for foreign cheese brands over the forecast period as well as those offering healthy credentials

Soft cheese benefits from home consumption and a premium image while sliced packaged hard cheese offers convenience and suitability for snacking

Discounters promotes private label products and provides alternative to lower socioeconomic groups

CATEGORY DATA

Table 31 Sales of Cheese by Category: Volume 2017-2022

Table 32 Sales of Cheese by Category: Value 2017-2022

Table 33 Sales of Cheese by Category: % Volume Growth 2017-2022

Table 34 Sales of Cheese by Category: % Value Growth 2017-2022

Table 35 Sales of Spreadable Processed Cheese by Type: % Value 2017-2022

Table 36 NBO Company Shares of Cheese: % Value 2018-2022

Table 37 LBN Brand Shares of Cheese: % Value 2019-2022

Table 38 Distribution of Cheese by Format: % Value 2017-2022

Table 39 Forecast Sales of Cheese by Category: Volume 2022-2027

Table 40 ☐Forecast Sales of Cheese by Category: Value 2022-2027

Table 41 [Forecast Sales of Cheese by Category: % Volume Growth 2022-2027

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

Table 42 ☐Forecast Sales of Cheese by Category: % Value Growth 2022-2027

DRINKING MILK PRODUCTS IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Adults increase their consumption of fat-free fresh milk as part of the health and wellness trend, while parents buy full fat fresh milk for children

Lactose-free products help Tere AS to maintain its lead in 2022 despite ongoing restructuring challenges

Despite an uplift in shelf stable milk during the height of the pandemic, the category remains niche compared to fresh milk PROSPECTS AND OPPORTUNITIES

Estonians opt for full fat milk as it contains fewer preservatives

Resurgence in demand of full fat fresh milk from foodservice

An upward trend in unit prices, stimulated by growing demand for organic products, also stimulates growing popularity of discounters

CATEGORY DATA

Table 43 Sales of Drinking Milk Products by Category: Volume 2017-2022

Table 44 Sales of Drinking Milk Products by Category: Value 2017-2022

Table 45 Sales of Drinking Milk Products by Category: % Volume Growth 2017-2022

Table 46 Sales of Drinking Milk Products by Category: % Value Growth 2017-2022

Table 47 NBO Company Shares of Drinking Milk Products: % Value 2018-2022

Table 48 LBN Brand Shares of Drinking Milk Products: % Value 2019-2022

Table 49 Distribution of Drinking Milk Products by Format: % Value 2017-2022

Table 50 Forecast Sales of Drinking Milk Products Products by Category: Volume 2022-2027

Table 51 Forecast Sales of Drinking Milk Products Products by Category: Value 2022-2027

Table 52 [Forecast Sales of Drinking Milk Products Products by Category: % Volume Growth 2022-2027 Table 53 [Forecast Sales of Drinking Milk Products Products by Category: % Value Growth 2022-2027

YOGHURT AND SOUR MILK PRODUCTS IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Yoghurt increasingly consumed as a snack thanks to the health and wellness trend and innovations that include cereals

Functional, high fat and high protein products touted for their health benefits and stimulate demand growth

Tere AS leads the category thanks to its product range, while Valio Eesti AS is gaining ground in sour milk products PROSPECTS AND OPPORTUNITIES

Demand for high fat plain and flavoured yoghurt grows over the forecast period thanks to its health benefits and snacking convenience

Sour milk grows thanks to its mineral ingredients

Hypermarkets and supermarkets remain major channels thanks to their promotional activities and potential for private label development

CATEGORY DATA

Table 54 Sales of Yoghurt and Sour Milk Products by Category: Volume 2017-2022

Table 55 Sales of Yoghurt and Sour Milk Products by Category: Value 2017-2022

Table 56 Sales of Yoghurt and Sour Milk Products by Category: % Volume Growth 2017-2022

Table 57 Sales of Yoghurt and Sour Milk Products by Category: % Value Growth 2017-2022

Table 58 NBO Company Shares of Yoghurt and Sour Milk Products: % Value 2018-2022

Table 59 LBN Brand Shares of Yoghurt and Sour Milk Products: % Value 2019-2022

Table 60 Distribution of Yoghurt and Sour Milk Products by Format: % Value 2017-2022

Table 61 Forecast Sales of Yoghurt and Sour Milk Products by Category: Volume 2022-2027

Table 62 Forecast Sales of Yoghurt and Sour Milk Products by Category: Value 2022-2027

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

Table 63 [Forecast Sales of Yoghurt and Sour Milk Products by Category: % Volume Growth 2022-2027

Table 64 [Forecast Sales of Yoghurt and Sour Milk Products by Category: % Value Growth 2022-2027

OTHER DAIRY IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Plain fromage frais and quark bought to eat and to use in cooking

Tere AS leads thanks to its strong brand awareness, reputation for quality and accessible prices

Maxima Eesti OU outperforms imported goods thanks to its affordability

PROSPECTS AND OPPORTUNITIES

Growing assortment of low-fat chilled dairy desserts drives category sales over the forecast period

Child positioning and strong marketing help chilled snacks to grow, while shelf stable desserts suffers from declining popularity

Cream remains in demand thanks to its use in cooking and the production of home-made desserts

CATEGORY DATA

Table 65 Sales of Other Dairy by Category: Volume 2017-2022

Table 66 Sales of Other Dairy by Category: Value 2017-2022

Table 67 Sales of Other Dairy by Category: % Volume Growth 2017-2022

Table 68 Sales of Other Dairy by Category: % Value Growth 2017-2022

Table 69 NBO Company Shares of Other Dairy: % Value 2018-2022

Table 70 LBN Brand Shares of Other Dairy: % Value 2019-2022

Table 71 Distribution of Other Dairy by Format: % Value 2017-2022

Table 72 Forecast Sales of Other Dairy by Category: Volume 2022-2027

Table 73 Forecast Sales of Other Dairy by Category: Value 2022-2027

Table 74 [Forecast Sales of Other Dairy by Category: % Volume Growth 2022-2027

Table 75 [Forecast Sales of Other Dairy by Category: % Value Growth 2022-2027

PLANT-BASED DAIRY IN ESTONIA

KEY DATA FINDINGS

2022 DEVELOPMENTS

Plant-based dairy continues to develop seeing expansion in the product range though the category remains niche

Expansion of plant-based products in categories including ice cream and mayonnaise

Launch of Lidl in Estonia bodes well for further launches of plant-based dairy

PROSPECTS AND OPPORTUNITIES

The return of pre-pandemic consumption habits and wider distribution boost consumer interest in plant-based dairy

Tight household budgets in the wake of the pandemic stimulate demand for private label plant-based dairy

Plant-based dairy sees solid forecast period growth but fails to threaten the dominance of dairy

CATEGORY DATA

Table 76 Sales of Plant-Based Dairy by Category: Volume 2017-2022

Table 77 Sales of Plant-Based Dairy by Category: Value 2017-2022

Table 78 Sales of Plant-Based Dairy by Category: % Volume Growth 2017-2022

Table 79 Sales of Plant-Based Dairy by Category: % Value Growth 2017-2022

Table 80 NBO Company Shares of Plant-Based Dairy: % Value 2018-2022

Table 81 LBN Brand Shares of Plant-Based Dairy: % Value 2019-2022

Table 82 Distribution of Plant-Based Dairy by Format: % Value 2017-2022

Table 83 Forecast Sales of Plant-Based Dairy by Category: Volume 2022-2027

Table 84 Forecast Sales of Plant-Based Dairy by Category: Value 2022-2027

Table 85 [Forecast Sales of Plant-Based Dairy by Category: % Volume Growth 2022-2027

Table 86 ☐Forecast Sales of Plant-Based Dairy by Category: % Value Growth 2022-2027

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com



☐ - Print this form

To place an Order with Scotts International:

 $\hfill \Box$ - Complete the relevant blank fields and sign

Dairy Products and Alternatives in Estonia

Market Direction | 2022-09-28 | 66 pages | Euromonitor

Select license	License			Price
	Single User Licence		€1750.00	
	Multiple User License (1 Site)		€3500.00	
	Multiple User License	e (Global)		€5250.00
			VAT	
			Tota	
mail*				
		Phone*		
		Phone* Last Name*		
irst Name*				
irst Name* ob title*			/ NIP number*	
irst Name* ob title* Company Name*		Last Name*	/ NIP number*	
irst Name* bb title* company Name* ddress*		Last Name* EU Vat / Tax ID	/ NIP number*	
First Name* ob title* Company Name* Address* Zip Code*		Last Name* EU Vat / Tax ID City*	/ NIP number*	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com