

# The 2023-2028 Outlook for Frozen Foods in Japan

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## Abstracts

This study covers the latent demand outlook for frozen foods across the prefectures and cities of Japan. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across over 1,000 cities in Japan. For each city in question, the percent share the city is of its prefecture and of Japan as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a city vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each prefecture and city, latent demand estimates are created for frozen foods. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

In this report we define the sales of frozen foods as including all commonly understood products falling within this broad category, irrespective of product packaging, formulation, size, or form. Companies participating in this industry include Ajinomoto, Allens, Inc., American Freeze Dry, Amy's Kitchen, Ardo, Arena Agroindustrie Alimentari, Aryzta, Associated British Foods, Bellisio Foods, Birds Eye Foods, Blue Marble Brands, Bonduelle, Cargill, Chiquita Bananas, Conagra Brands, Diana's Bananas, Dole, Dr. August Oetker, Europastry, FINDUS, Flower Foods, General Mills, GKI Foods, LLC, Goya Foods, Grace Kennedy Foods (USA), LLC, Grupo Bimbo, S.A.B., H. J. Heinz Company, Hain Celestial Group, Heinz, Iceland Foods, Imperial Frozen Foods, Inn Foods, Introduction, ITC, JBS, Jeanie Marshal Foods, Josef Manner & Comp. AG, Kellogg Company, Kohinoor Foods, Kraft Food, Lantmannen Unibake International, Maple Leaf Foods, Maruha Nichiro Holding, Inc., McCain, Moo Free, Mother Dairy, Nature's Peak, LIC., Natures Peak., NECCO, Nestle, Nestl?, NH Foods, Nichirei, Nippon Suisan, Nomad Foods, North American Food Distribution Company, Inc., Permira, Pete's Fresh Market, Pinguinlutosa, Pinnacle Foods, Quirch

Foods Company, Ralcorp Frozen Bakery Products, Rich Products, Sahar Enterprises, LLC, Seneca Foods, Smart Price Sales, TableMark, The Kraft Heinz Company, Totally Bananas, Trader Joe's, Tyson Foods, Unilever, Vandemoortele, and Wawona Frozen Foods. In addition to the sources indicated, additional information available to the public via news and/or press releases published by players in the industry was considered in defining and calibrating this category. All figures are in a common currency (U.S. dollars, millions) and are not adjusted for inflation (i.e., they are current values). Exchange rates used to convert to U.S. dollars are averages for the year in question. Future exchange rates are assumed to be constant in the future at the current level (the average of the year of this publication's release in 2022).

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