

# **North America : Ketchup and Tomato Sauces Market – Market Analysis, Size, Segmentation, Trends, Consumption, Insights, Opportunities, Challenges and Forecast until 2024**

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## **Abstracts**

### **SHORT DESCRIPTION**

This report presents a strategic analysis of the North American ketchup and tomato sauces market and a forecast for its development in the medium term. It provides a comprehensive overview of the market volume and value, dynamics, segmentation, characteristics, main players, prices, international trade, trends and insights, growth and demand drivers, challenges, etc. This is the most detailed and comprehensive report about the North American ketchup and tomato sauces market, covering all North American countries (3 single countries). The report presents information on each indicator for each of the 3 countries covered, offering unmatched value, accuracy and expert insights.

### **REPORT PURPOSE**

The purpose of the report is to describe the state of the North American ketchup and tomato sauces market and to present real and expert-verified information about the volumes, values, dynamics, segmentation and characteristics of consumption, prices, imports, and exports. The report also presents a forecast for the market development in the medium term. In addition, the report presents an elaborate analysis of the main market participants, industry trends and insights, growth and demand drivers and challenges and all other factors, influencing the market development.

Questions This Report Answers

The report on the North American ketchup and tomato sauces market covers:

Market volume, value and dynamics for the last five years;

Market segmentation (by each covered country; by product groups, etc.) for the last five years;

Analysis of the factors, influencing the market development (market trends and insights, drivers and challenges);

Value chain analysis and structure of price formation;

Analysis of retail price levels and their dynamics for the last five years (broken down by each covered country);

Analysis of the major international trade flows;

Volume, value, dynamics, segmentation (by each covered country) and analysis of imports for the last five years;

Volume, value, dynamics, segmentation (by each covered country) and analysis of exports for the last five years;

Volume and dynamics of the average import and export prices for the last five years (broken down by each covered country);

Volume, value, dynamics, segmentation and analysis of per capita consumption for the last five years (broken down by each covered country);

Forecast for market development in the medium term (volume, value and segmentation by each covered country);

Characteristics of the main players on the market;

Analysis of the competitive landscape;

Importance of the HoReCa channel (on-trade vs. off-trade consumption);

Market shares of the main market players for the whole region;

Distribution channels for retail sales;

Five Forces analysis;

Analysis and forecast for the global economy and demographics.

### How Can You Benefit from This Report?

With the help of this report you can:

Discover reliable and expert-verified market data, with which you can confidently make smarter business decisions and drive your business forward;

Track market data, including volume, value, segmentation, forecasts, dynamics and structure – past, present and future;

Quickly and cost-effectively own a strategic analysis and gain competitive intelligence about the market;

Track and identify key market trends and insights and key drivers behind recent market changes;

Strategically assess growth potential, opportunities, demand drivers and challenges on the market;

Own and compare information at both aggregate level (regionally) and for each individual country, covered in the report;

Discover the top-performing markets (strongest and weakest performers) as well as the markets, that are forecast to grow the most in the medium term (rising stars vs. yesterday's news);

Strategically assess the importance of the HoReCa channel on the market;

Discover the importance of each distribution channel for the retail market;

Build and execute upon a strong strategy based on verified market data and expert insights;

Explore and identify new market opportunities in the countries within the market;

Discover how each of the markets performed in the past (in the last 5 years) and how it will perform in the future (in the next 6 years);

Strategically assess the competitive position of the main market players and their respective market shares;

Evaluate how diversified the market is in terms of competitive intensity, fragmentation and environment and understand competitive threats;

Make important strategic decisions safely and with confidence;

Discover data your competitors might already have and be acting upon;

Evaluate your position on the market, choose a new market to enter or get to know a completely new market;

Receive professional expertise on the market and everything important, connected with its development;

Save your time and resources by not having to compile the whole research by yourself;

Save money by not having to invest in 3 country reports separately;

Get all the data you need in one place and in less than 24 hours;

Empower your marketing, branding, strategy, product and business development, consumption and supply functions with valuable market insights;

Build your investment strategy by assessing market attractiveness, country attractiveness or company attractiveness;

Build your own market entry or market expansion strategy or evaluate your current strategy;

Add value to pitches and presentations by using verified market data and expert insights;

Evaluate the key macroeconomic indicators to get insight into the general trends within the economy and demographics.

### What Kind of Data Is Presented in This Report?

This report presents data, which is:

Reliable (the report is prepared using a proven methodology, including both primary and secondary research);

Expert-verified (the data is cross-checked and confirmed by more than 30 local experts, representatives of the main market players);

Real (allowing you to confidently make smarter business and strategic decisions);

Comprehensive (breaks down the overall North American data into separate data for 3 countries);

Comparable (the report covers information, which has been calculated in the same units for each indicator, making it comparable among all North American countries but still taking into account the local differences of the markets);

Easy to read, perceive and understand (you do not have to be a market expert to understand what really is happening on the market and how it works);

Valuable (the value you get from this report is much higher than the investment you make for it);

Quick and hassle-free to get (you can be reading this report in less than 24 hours);

Commercially feasible - you do not have to invest in 3 country reports separately;

All in one place;

Easy to get - just a few clicks away!

## What Kind of Decisions You Can Make Based on the Data in This Report?

This report presents reliable and real market data, providing valuable support to make important strategic decisions regarding:

Strategic planning;

Marketing and sales;

Market and industry evaluation;

Evaluation of market opportunities, risks and challenges;

Regional and country evaluation and opportunity analysis;

Market entry;

Market growth;

Pricing and promotion;

New product development;

Distribution;

Sourcing and supply chain management;

Company evaluation;

Mergers and acquisitions.

## Who Is This Report for?

This report is for people who already are actively working on this market, representatives of producers, distributors, importers, exporters, wholesalers, retailers, suppliers:

Industry C Level executives;

Directors;

Industry strategists;

Marketing professionals;

Business development professionals;

Product developers;

Product marketers and strategists;

Product managers;

Project managers;

Suppliers;

Traders;

This report is also for people, not directly or actively involved in the market, representatives of investors, consultants, advisors and financial institutions:

Management consultants;

Investment managers;

Financial professionals;

Bank managers;

M&A managers.

## **SHORT METHODOLOGY**

This research report has been prepared using the proven WMStrategy's methodology,

*North America : Ketchup and Tomato Sauces Market – Market Analysis, Size, Segmentation, Trends, Consumption, I...*

including a blend of qualitative and quantitative data. The information comes from official sources and insights from market experts (representatives of the main market participants), gathered by semi-structured interviews. For this particular report, more than 30 market expert interviews have been conducted with experts from the leading market companies (producers, distributors, retailers, suppliers, etc.). The full list of interviewed experts and a detailed methodology are available upon request.

### Regional Coverage

The report on the North American ketchup and tomato sauces market breaks down the region into the following countries and covers every single one of them:

North America:

Canada;

Mexico;

The United States of America.

## PRODUCT COVERAGE

This report covers the following product groups:

Roast coffee (including coffee pads and pods (single-serve coffee), ground coffee beans and whole coffee beans; excluding instant coffee and ready-to-drink coffee (RTD coffee)).

## RECAP

This is the most valuable, detailed and comprehensive report about the North American ketchup and tomato sauces market currently available, covering 3 single countries! We also offer similar reports, covering every global country and region separately and offer special terms for bundle purchases. So, if you are interested in the North American ketchup and tomato sauces market, this research report will provide you with reliable, expert-verified and real market data you can safely and confidently base your decisions on. In a quick and hassle-free way, it will provide you with a strategic analysis of the market, its recent and future development. In addition, this solution will save you time and money while presenting you all the necessary information, empowering you to



make informed commercial decisions and move your business forward!

This report is the most in-depth publicly available business analysis that exists on this particular market. And it is all here in one place, just a few clicks away!

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## **EXECUTIVE SUMMARY**

The ketchup and tomato sauces market in North America was equal to 10.35 billion USD (calculated in retail prices) in 2014. Until 2024, the ketchup and tomato sauces market in North America is forecast to reach 8.07 billion USD (in retail prices) and decreasing at a CAGR of -1.23% per annum for the period 2019-2024. This is an increase, compared to the decline of about -3.55% per year, registered in 2014-2018.

The average consumption per capita in value terms reached 11.80 USD per capita (in retail prices) in 2014. In the next five years, it declined at a CAGR of -3.77% per annum.

In the medium term (by 2024), the indicator is forecast to slow down its decline and decrease at a CAGR of -1.66% per annum.

The sauces and condiments industry has been growing and expanding in the past few years. In order to attract consumers' attention, companies have been experimenting with new and different ingredients and flavors to create new and tastier condiments and sauce recipes. As a result, the industry has witnessed an explosion of variety. While previously there was only a handful of ketchup and tomato sauces, mustards and mayonnaises, now, there are numerous competing products on the market. Despite this, ketchup and tomato sauces, mustard, and mayo remain near the top of the list of most-used sauces overall, especially in the US. However, when dining at restaurants or in other food establishments, an increasing number of people is searching for specific sauces with distinctive flavor.

Currently, the number of consumers, who are looking for products with no additives or artificial preservatives, is increasing. In fact, the term behind this trend, which is called clean labelling is becoming more popular. Most of the people, nowadays, are aware of clean label claims and these claims influence their buying decisions in regard to sauces and condiments products. Demand for products with such labelling is increasing and

people are inclined to pay a premium price for products with this specific label. In order to respond to the emerging clean label trend, companies within the sector are trying to appeal consumers by reformulating their ingredients and offering preservative-free products. Meanwhile, demand for “free from” products such as gluten free, sugar free, dairy free and more has also increased. Therefore, companies have been choosing higher-quality, additive-free ingredients for their products. Monosodium glutamate, in particular, has been considered unhealthy by many consumers worldwide, due to which they have been actively avoiding it in sauces and condiments. Instead, many of them have shifted to compound condiments such as stock cubes and soy sauces as tastier and premium products. Similarly, some companies have also decided to exclude high-fructose corn syrup from their formulations. Instead, they typically replace it with sucrose in the form of cane sugar or brown sugar. For instance, Best Foods Inc. launched a ketchup and tomato sauces that is sweetened with honey. Furthermore, due to the underlying shift in people's perceptions about food, demand for organic spices has also substantially increased. This is especially valid for commodities such as chilli, ginger and garlic. As a matter of fact, industry experts have estimated that the size of the global organic spices market accounts for about 5-7% of the total market, which is more than 750 million USD. Regionally, India, China and Vietnam are among the leading exporters of organic spices.

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