GLOBAL TOP Chocolate TRENDS 2024 & beyond



CHOCOLATE ACADEMY

Top Chocolate Trends 2024 & beyond

Consumers' attitudes to life are not static but constantly evolving. This impacts the way people indulge in chocolate and other treats. Depending on their mood or mindset, consumers have a specific attitude towards life which will determine the type of indulgence they choose. You can learn more about these insights in our <u>Future of Indulgence</u> opinion piece, that was informed by multiple sources, including **Barry Callebaut Proprietary Consumer Research**.

While there will always be a need for **Intense Indulgence** chocolate experiences, we expect consumers to increasingly have a soft health approach to life, increasing the **Mindful Indulgence** chocolate space. Meanwhile, while **Healthy Indulgence** is still in its infancy in chocolate, we know from our consumer research that people are interested in it. So this is definitely a trend to watch within the confectionery segment in the years to come.

indulgence HEALTHY MINDFUL



Top Chocolate Trends 2024 & beyond

Chocolate confectionery is an important and dynamic market, expected to be worth over €128 billion / \$130 billion in global retail sales by the end of 2024, with volume growth of 2% CAGR over the next 5 years to 2027. People are still buying the same amount of chocolate. With the groceries price increase, we see consumers react in 2 different ways:.

On the one hand, some consumers want to treat themselves. Those people actually spend more on F&B as they want to celebrate, escape the ordinary and treat themselves with a small luxury. These consumers **buy premium**, **high quality chocolate products**. And they will keep on doing that in the future too.

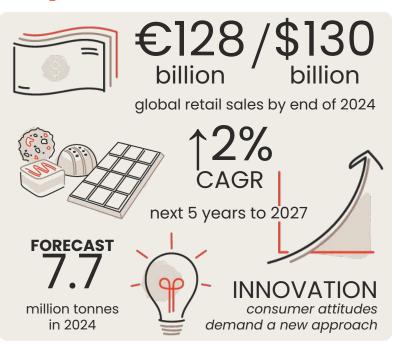
> 54% of global consumers spend more on food & beverages.

Other consumers are trying to be smart with their purchase, they are looking for **better value for money**. These consumers buy less products, buy in bulk to do economies of scale or switch to Private Label.

In both cases, there are opportunities for you. Indeed, crisis or change always creates opportunities to capture



Read on to understand how the 3 types of indulgences driven by changing consumer attitudes affect the indulgence landscape in the chocolate confectionery market.



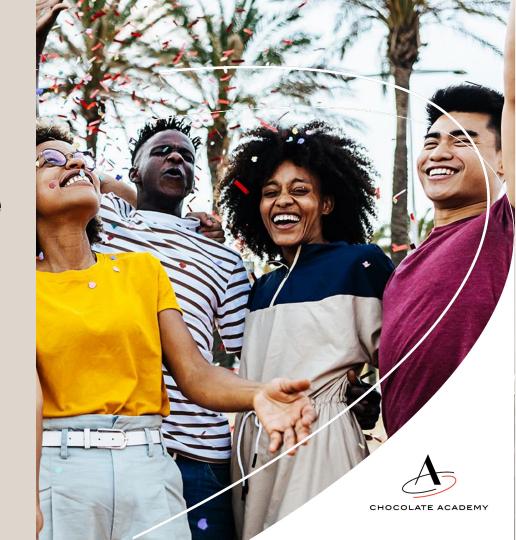




Intense Indulgence

Consumers look for Intense indulgence when they want to enjoy life to the fullest. They want over-the-top and immersive experiences.

Chocolate that is a real feast for the eyes and for the taste buds."



GLOBAL INTENSE INDULGENCE

Most common reason to eat chocolate is for **pleasure** and there are many ways to deliver pleasure with chocolate! Whilst Multi-sensoriality and Seasonal & Gifting are the most established propositions, we see chocolates with a story rising and exclusive chocolates emerging.

Multi-sensorial experiences 65%

of global consumers prefer Chocolate Confectionery that has multiple textures. Storytelling & origin 61%

of global consumers consider chocolates with a unique story about where it comes from / how it is made more premium. Seasonal & celebration 61%

of all consumers actively seek out for seasonal Chocolate Confectionery. Unique & rare experiences 74%

of global consumers want to try new & exciting Chocolate Confectionery experiences.



MULTI-SENSORIAL **EXPERIENCES**



Consumers are becoming more demanding and experimental. They are seeking products that go further than their expectations and tickle all their senses.

There are 3 key ways to deliver on multi sensoriality in chocolate products: offer new & exciting taste, appeal to the eye or surprise through textures.



of global consumers prefer chocolates with multiple textures & flavors.

7in10

consumers from all over the world say that unique and out of ordinary flavors can make chocolate confectionery more exciting.



I always keep texture in mind when creating new chocolate products. It makes them richer, catchier & more interesting. Even with just one flavor, the creations can be very innovative. By playing with more textures in the same flavor you leverage a product to a completely new experience.

> Francisco Moreira Chef Chocolatier Portugal

MULTI-SENSORIAL **EXPERIENCES**

Confiserie

Honold The cocktail classic made with gin, vermouth and Campari with a pleasantly bitter character and sweet, tart and floral notes. Switzerland, 2023





Beryl's B.POP Cola Chocolate Delicious bittersweet chocolate with popping candy for extra fun. Malaysia, 2023



Mr Beast Chocolate New & surprising route to market. Digital Influencer & direct sales to consumer. USA, 2023







Cadbury Dairy Milk Honeycomb and Nuts Milk Chocolate Sri Lanka, Apr. 2023



Bliss Chocolate Salted caramel cupcake chocolates. UK, Aug. 2023





MAGNUM - Billionaire Double gold caramel & biscuit pieces. Global, 2022

Compartes Chocolate Blocks Hot Fudae Sundae Flavor, USA, Apr. 2023



Target Pretzel RODS covered in milk chocolate and topped with toffee crunch. US, Dec.2022





Crafter's Café line Barista-inspired flavors combined with indulgent, premium chocolate. New Zealand, Jun. 2023



Some consumers are looking to **escape the ordinary**, take a break from the routine and allow their mind to travel while satisfying their taste buds. Brands can deliver on this through single origin chocolates, unique recipes associated to a specific location or unique craftsmanship.



of global consumers want to know more about **where their Chocolate Confectionery comes from** and what is in it.



of Global consumers prefer **Belgian chocolate** rather than regular chocolate.



Consumers are more curious about the raw material & origin of the specific products. It is important to bring the culture of cocoa and chocolate to the people. Just like with wine, you should be able to tell if it is a good chocolate or not, only by the name.

> Davide Comaschi Chef Chocolatier Italy

STORYTELLING



Fu Wan Bi Luo Chun Nama Chocolate Made from the "Mingqian Top-grade Bi Luo Chun Green Tea Powder" from the century-old Sanxia Tea Garden. Chocolate with the aroma of Taiwan Aglaia Honey , exclusive to Pingtung. Taiwan



NEW

(lotus)



Introducing premium cookies, with unique recipe, into chocolate with a Belgian quality claim. A biscuit and a chocolate bar in one go. A smart solution to spend less! Belgium



Billy & Bugga

The collection is

chocolates each

one representing

a region of Brazil

composed of 5

handcrafted

in its tastes,

textures and

Switzerland

history.

World Market

PAI D'EGL

Chocolate of the World Collection features exciting yet, familiar flavors inspired by destinations around the globe. Flavors include: Stroopwafel, Spicy Chipotle, Almond Biscotti, Dulce de Leche, Sour Cherry, Himalayan Sea Salt and Matcha Green Tea.



Lauden - Single Origin Fine chocolates 64% cocoa bean from a single estate in Madagascar

indulgence





Vincent Guerlais Nantes Skyline tablet. France





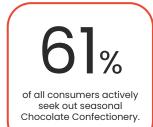
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Consumers want to **celebrate life**, whether that's big or small events, by themselves or with others!

Whilst traditional celebrations are the opportunity to share precious moments with our loved ones and offer each other gifts, there is also a need to celebrate smaller moments, more spontaneous and casual. Besides, celebration is not necessarily about sharing, it can also be a 'Me moment'. Finally, people are curious about other traditions and are willing to discover and taste it.

7 in 10 consumers choose something with chocolate in it when they want to celebrate.





People tend to look out for classics & recognizable flavors throughout the year because the absolutely want to enjoy their treat. Nevertheless, for seasonal celebrations, they are more willing to try new exciting things.

Alistair Birt Pastry Chef & UK World Chocolate Master United Kingdom

Sources: Barry Callebaut global proprietary research, 08/2023

CELEBRATION **& SEASONAL**



Vollenweider Truffles A marriage of creamy white ganache with

Champagne Rosé Impérial. Switzerland





Ken's Cafe Tokyo **Truffles & Pralines** Gift Set Assortment of truffles and pralines in a variety of colours and flavors.

Tokvo



HIP oat milk chocolate cookies no cream Easter egg

Next Gen vegan chocolate that doesn't compromise on taste, plastic free packaging. UK, Apr. 2023



UK





VOSGES Pumpkin Spice Truffles

Introduced in response to customer requests: seasoned with Zanzibar black pepper, Grenadian gold nutmeg, Fijian ginger, Mexican vanilla, and Royal Cinnamon. US, 2022





CHOC AFFAIR, Embrace the flavors of the Spring summer limited collection. From the delight of cherry blossom dark chocolate to the bold and citrusv lime dark chocolate. UK, Feb. 2023



Jadis et Gourmande **Chocolate Love message** 7 letters of chocolate praliné & gianduja. France

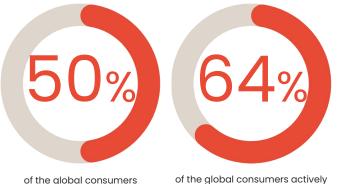


Sources: Innova - 2022- 2023

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EXCLUSIVE & PREMIUM

Some consumers are looking for **unique**, **rare & exclusive** chocolates because too much of the same chocolate makes it dull after some time or because they want to show off a little and share their expertise with friends!



of the global consumers prefer exclusive products or **limited edition** chocolates.

of the global consumers actively seek out **premium versions** of their favorite chocolates.



global consumers are likely to make a **one-time impulse purchase** when the food is a limited edition.

and the second sec

When I am creating an innovation, I always start from a shape that I find attractive. This way, I build up my concept & story. It is key to create simple concepts, but unique products with nice exclusive esthetics, unusual shapes and good taste.

> Miquel Guarro Pastry Chef Barcelona



& PREMIUM



The Moodbreaks range featuring multi-colored chocolate bars that come in fruity flavors, bringing in some color into people's breaks and offer a new taste sensation. India, Feb. 2023



NEUHAUS - Duet Select a base, a ganache and create your own pairing for a unique praline! Belgium





Premium Batons -Laderach Switzerland Apr.2022 Highland Chocolatier 102 enrobed velvet truffles in a gift box. UK, Aug. 2023



INTEN



JCoco Tasting sets of decadent milk and dark chocolates with premium varieties in flavors & textures. US, Jun. 2023



Cioccolato Gourmet Diamanti 4 types of chocolate and 4 exquisitely flavored fillings give life to delightful new pralines, precious and unique as diamonds. Italy, Feb 2023



Hawaiian Host, KOHO Spring Seeker

Everything is in bloom this time of year... from delicate cherry blossoms to bountiful honeycombs, it's a delightful season. The set contains six pieces of luxury artisanal chocolate – 3 Vanila Caramel and 3 Cherry Blossom Caramel – all fashioned using the finest ingredients. Hawaii

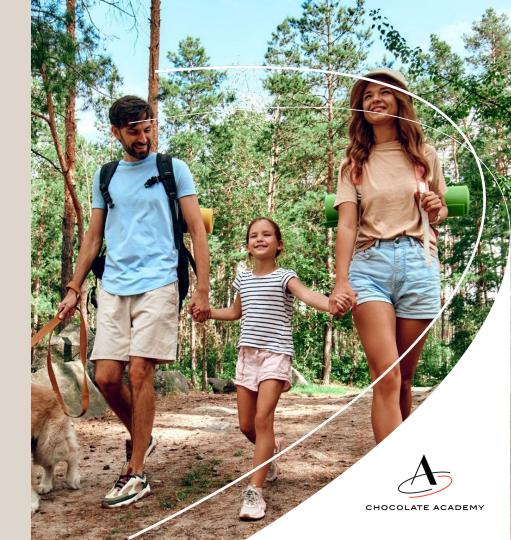
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Mindful Indulgence

Consumers want to indulge without compromising their (physical and mental) well-being, the health of others or the planet.

Chocolate that is not only tasty, but also good for me and good for the planet."



GLOBAL MINDFUL INDULGENCE

To indulge mindfully is to choose tasty, good for me and good for the planet chocolates. It is, what we call, the **Triple Play**. You can approach such proposition in different ways. Whilst Sugar reduction is now an established proposition, Plant based is booming and chocolates making most of the cacaofruit are emerging.

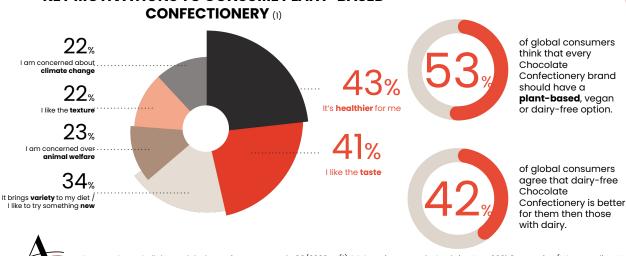


MINDFUL



KEY MOTIVATIONS TO CONSUME PLANT-BASED

Plant-based consumers, primarily flexitarians, want tasty, healthy & good for the planet chocolate products. They are not fully satisfied by the current chocolate offer so let's celebrate what nature has to offer!



'better for you' propositions without compromising on taste will continue to grow. Consumers are extremely judgemental about plant-based products. They should be similar to the originals and the taste remains the most important. The fact that it is vegan is like the

Marike van Beurden Chef Chocolatier & Co-founder Be Better My Friend Netherlands

The increasing demand on

cherry on the cake.

Sources: Barry Callebaut global proprietary research, 08/2023 ; (1) BC Proprietary study Qualtrics Nov. 2021 8 countries (US, Australia, UK, Germany, France, Italy, Spain, Poland)

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MINDFUL



PLANT-BASED BOOM



Lindt

Hello vegan creamy hazelnut eggs with oat drink powder & almond pulp. Switzerland, May 2023



HARRODS

A vegan bubbly chocolate bar filled with silky aerated chocolate, Harrods Perla Negra coffee caramel and roasted milk-chocolate shortbread biscuit. UK, Aug. 2022



-

VIVIR Vegan Peanut Butter Chocolate cups, no sugar, gluten, lactose. Peru, Jan. 2023



LOVO Range of plant based milk chocolate. USA Apr. 2023





Daarzel THE OG 46% Indian origin vegan coconut milk chocolate Apr. 2023, India



Wallaby

Vegan Cookie dough bites dipped in dark chocolate : macadamia with maple or hazelnut. Australia, Jun. 2023





ALDI

Assortment of alcohol-free vegan dark chocolates Includes crispy nougat cream, raspberry chocolate, orange, sea salt caramel, and coffee. Germany, Jun. 2023



MARS WRIGLEY & PERFECT DAY

Vegan CO2COA Animal-free dairy chocolate bar. USA, Jun. 2022





SUGAR **REDUCTION** ON THE RISE



One of the key concerns for the consumers remains **sugar intake**. The low carb & keto diets have also gained traction and accelerated the Sugar Reduction agenda. The key challenge remains to offer a **tasty, without added sugar** and clean label chocolate.

77%

of all consumers would love a tasty milk chocolate with more cocoa and less sugar.

of global consumers are trying to **limit their** sugar intake.



of global consumers are **avoiding sugar** entirely. I am constantly exploring and experimenting to understand the consumer's wishes on special diets and health focus. It is a challenge and a motivation to learn about the new dietary options and to discover what ingredients can be used in my new creations.

> Maricú Ortiz Pastry Chef Mexico



Sources: Barry Callebaut global proprietary research, 08/2023 / BC Proprietary quantitative research Aug. 2021 (UK, GER, FR, SP, IT, SE)

SUGAR **REDUCTION** ON THE RISE





Diablo No added sugar bubble bar. UK, Jul. 2022





Flormel Mini Chocolate Bombom with Coconut Zero added sugar. Sweetened with thaumatin. Brazil, Mar. 2023



Dove 50% Reduced Sugar, Lightly Sweetened Milk Chocolate. China 2023

MINDFUL



Frankonia High Protein White Hazelnut Crisp Lower Carb Chocolate Portugal, Sept. 2022





Al created chocolate bar with 30% less sugar - Valio Al UK, Sept. 2022



AWAKE Perfect for that 3pm slump, our delicious NO SUGAR ADDED Dark Chocolate bites are only 60 calories each and contain as much caffeine as half a cup of joe without any added sugar, we call it KETO with a KICK!

USA , Oct. 2022





Sources: Innova 2022 - 2023



When looking for healthier chocolates, less can be more.

In that sense, consumers especially value:

- Natural and authentic ingredients
- ✓ Streamlined ingredient lists
- ✓ Free-from claims.

54%

of all consumers would love a pure chocolate, without e-numbers or artificial flavors and colors.

of global consumers are interested in Chocolate Confectionery where the bad & unhealthy ingredients are reduced or completely removed.



of global consumers are interested in purchasing organic Chocolate Confectionery.



People will always want to treat themselves. Also people with specific dietary preferences still want to enjoy their chocolates. Especially in cities, there is a rising demand for chocolate that fits dietary preferences, such as celiac-friendly, dairy- free and sugar-free.

> Lauren V. Haas Chef Chocolatier United States



NATURAL & **CLEAN LABEL**



Trü Frü, Real fruit hyper chilled/dried covered in Ruby chocolate, nature's fruit & clean ingredients;, Non GMO, Award- winning snack. USA, May 2022



hiah fat.



Funky fat chocolates Organic MCT oil chocolate, Spain, Mar. 2022



chocolates Natural, pesticide free, no GMO ingredients. Thailand, 2022



Taucherli Menschenliebe Chocolate 69% cocoa Natural & organic ingredients. Switzerland



MASON & CO

CAFE









Buttermilk Plant Powered Caramel Nougat Choccy Bars

"Treat yourself better. Palm oil free. Zero waste. Dairy free. Natural ingredients. Gluten free. No nasties. No artificial colors or flavors. Award-winning bars." UK, Jun. 2023

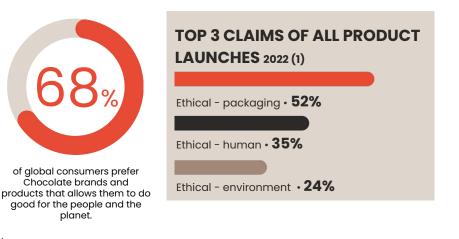


SUSTAINABILITY & TRACEABILITY



Consumers are more and more interested in how the entire chocolate process is made more **ethical for the farmers and more sustainable** when it comes to the manufacturing and the packaging.

Transparency and Traceability is a must to build trust towards consumers.



of global consumers actively seek out Sustainable produced Chocolate Confectionery.

57%

People want to know to source of their chocolates. This is their number one criteria. They want to understand the whole bean to bar model and appreciate the transparency of it . For me, this model allows me to have full control of the recipe and the amount of other ingredients that we use in each creation.

> Janice Wong Chef Chocolatier Singapore



SUSTAINABILITY & TRACEABILITY



Moo free is a small family business, dedicated to using ethically sourced ingredients and recyclable packaging. Their factories send 0% waste to landfill and their wonderful team includes several amazing autistic people. UK, May 2023





Ben & Jerry's joins forces with Tony's Chocolonely to make chocolate 100% modern slavery free - With tasty, NEW chocolate and ice cream treats to celebrate. US Jan. 2023



ROSALIE's premium chocolate bonbons & Cocoa Horizons. Good for you, good for the planet and good for cocoa farmers & their children. BELGIUM



Singapore's Pure Imagination, a range of small-batch bean-to-bar chocolate made with ethically sourced cocoa from Peru, Colombia, Ecuador, Thailand and the Philippines..





Estela 60% Cocoa Chocolate

100% organic and single-origin chocolate Naturally gluten-free. Supports the sustainability of different health programs and homes of the social works of Santo Hermano Pedro, who help more than 350,000.

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Guatemala, Apr. 2023



is one of Fazer's bold efforts to reduce food loss. Fazer chocolate bars that don't meet weight requirements or contain enough flavoring, such as crushed nuts or toffee crumbs, will now be cut to pieces and bagged. Oct. 2022

The Makea Moka bag

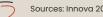


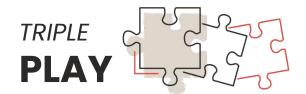
Mauna Loa & Cocoa Horizons have partnered to invest in the farmers who produce the chocolate and to play a role in improving their communities. HAWAII



Nestle Kitkat Oranae Milk Chocolate Covered Wafer Fingers with recyclable packaging. UK, Feb. 2023







Consumers are looking for **Tasty, Good for me & Good for the planet** chocolates, that's the triple play.

To unlock this, we need to go to the source of the chocolate, the cacaofruit and make the most of it. While in the past, 70% of the cacaofruit was thrown away, we are now not only using its seeds (the beans) but also its fresh juicy pulp is upcycled to craft delicious chocolates, allowing consumers to make a positive impact with every bite.



of global consumers say chocolates need to be tasty, good for me & good for the planet. of global consumers prefer chocolates that minimizes wastage and uses upcycled ingredients.



Taste is the key element when it comes to chocolate consumption. But ticking off two more boxes as good for me and good for the planet is a triple win that I care about. Doing the right thing for the planet, even when it comes to creating chocolate products, is a step towards a better future.

> Joël Perriard Chef Chocolatier Switzerland

Sources: Barry Callebaut global proprietary research, 08/2023

TRIPLE **PLAY**



Lindt Excellence Cocoa Pure Made 100% from the cacao fruit, nothing else. 82% from cocoa beans and 18% from cocoa pulp. US 2023



Vine to Bar is a new company that takes fermented Chardonnay grapes—leftover after being pressed into juice—and mills them into a fine powder that's blended into dark chocolate. The final product is full of healthy flavonols and prominent fruit notes that temper the bitterness of the cocoa. USA, Jan. 2023



WAITROSE Whole Fruit Chocolate 100% pure cacaofruit



Blue Stripes The chocolate

industry wastes 70% of the cacao pod using the beans only. USA, Sept. 2022







Marou Bar

Delicious, vegan & ethically-sourced. Marou commit to quality, while staying eco-conscious with 100% recyclable, plastic-free packaging. Vietnam



Jeff de Bruges A cacaofruit chocolate bonbon filled with cacaofruit coulis and enrobed in rich milk chocolate and sprinkled with cacao bean bits. Belgium, Jul. 2023



Confiserie Vandenbulcke - Cabosse Pralines with a fruity filling made with upcycled cacaofruit pulp Winner of the ISM'22 Innovation Awards. Belgium



MINDFUL





Healthy Indulgence

Consumers looking for healthy indulgences actively and intentionally make choices that have a positive impact on their health.

Chocolate fortified and functional, a food for health."



GLOBAL HEALTHY INDULGENCE

Healthy indulgence products are rich in macro & micro nutrients which actively and positively impact consumers' **physical and mental wellbeing**. It's about positive nutritional products featuring ingredients with proven benefits like vitamins, minerals, fibers, and flavanols. Even better if the nutrients are naturally occurring from the whole food itself, straight from nature.

Chocolate is a food naturally rich in nutrients, flavanols for instance. While it's still a niche market, almost 70% of global consumers would love a **healthy-boosted chocolate** (for example with macro/micronutrients).



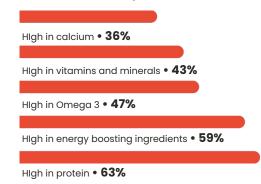


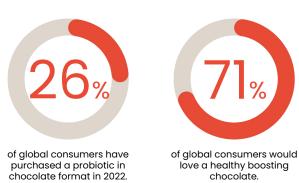
HEALTHY

FUNCTIONAL CLAIMS HEALTHY INDULGENCE

Chocolates and treats are shifting to have a whole spectrum of **health benefits.** From chocolates made with immunity-boosting vitamins and nutrients, to products with physical and mental health claims, to goodies that benefit gut health, there's a **new generation of healthy chocolates** appearing on the market for consumers to try.

How appealing are the following claims related to chocolate products?(1)







Consumers are very diversified in their demands when it comes to food & treats. From asking the most sinful chocolate cake to the most healthiest version of it. Even for our most sold products we have to come with a new and healthier version.

> Vinesh Johny Pastry Chef India



Sources: Barry Callebaut global proprietary research, 08/2023; (1) FMCG Gurus Health & Wellness in the Chocolate Market May 2023 (Global)

FUNCTIONAL CLAIMS **HEALTHY INDULGENCE**



BEAUTY BAR Chocolate for inner peace. focus and glowing skin. Gluten free , Dairy free , Vegan, Paleo, Keto friendly, Organic and non-GMO. US, Apr. 2023



Nick's

Loaded with prebiotic fibers that stimulate the growth of good gut bacteria and boost your immune system. Sweden, Feb. 2023



Oobl, the first-ever. sweet-protein-powered chocolate bars that are gut-friendly and diabetic-friendly. Uses a proprietary microbial fermentation process to produce nature-identical sweet proteins. US December 2022



Goodness Prebiotic milk Coodness chocolate Improves gut health & absorption of



HEALTHY

▶ 睡眠の質素高める 眠りの深さ、すっきりとした目覚め 睡眠の質を高める 甘さひかえめ 14-GABA

Glico GABA for Sleep Chocolate Contains 100 mg of GABA (y-aminobutyric acid), which is reported to improve quality of sleep. Japan



Caim India's 1st Pro-Melatonin sleep formulation created using NO Synthetic Melatonin. A powerful synergistic blend of herbs that not only helps in boosting the production of natural melatonin in the body, but also improves quality of sleep.





Awsum Zesty Orange 60 Percent Rich Dark Cocoa Chocolate Zero added sugar. High protein.11 essential vitamins and minerals. Power of ayurvedic super herbs. Ayurvedic wisdom. Wholesome goodness. 100% vegetarian. Natural energy. Brain fuel. Mood boost. India, Feb. 2023



vitamins & minerals.

India, Dec.2022

MELLO - Relaxing chocolate Infused with botanicals Lemon balm and L-Theanine to help you unwind.



Want to know more?

www.chocolate-academy.com/



