





#### The vegans have landed: the rise and rise of veganism in Ireland

Irish chafs are embracing plant-based food, and there are some surprises to be found on Dublin's vegan food four

@ Wed. Aug 8, 2018, 16:00

### THE IRISH TIMES

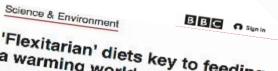


From niche into mainstream...?

The rise of veganism: We are what we don't eat

Some use no animal products whatsoever. Others pig out on meat at weekends

THE IRISH TIMES



'Flexitarian' diets key to feeding people in a warming world By Matt McGrath Environment correspondent







#### Veganism: Why is it on the

By Lora Jones Business Reporter, BBC News

(5) 18 June 2018







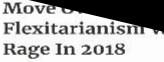


BBC O Synta

**NEWS** 









Permeta Ambter Torona Staff







Seven per cent of British people have gone plant-based

Olivie Petter | gol separari Tuestas 9 April 2003 19 45 | 98 comments









Veganian, has skymeketed in recent sears, with none people than ever before choosing to enjoy a plant based life











### Sales of plant based food in the US went up by 20% during the past year topping \$3.3 billion (Nielsen, 2018)

The global meat substitutes market is expected to garner a revenue of 6.43 bn USD by 2023

(Markets and Markets, 2018)

Seven of the 15 most well funded food and beverage start ups are plant based

(CBINSIGHTS, 2017)

Vegan butcher was named a top new job trend for 2017

(Bahler, 2018)



raves.

what

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taken

ake Shack - a arrett, the Br

comcrease its revenues fivefold to the availability and variety of ve

rights group People for the Ethical

"We've moved beyond falafel and fi here's more to come, US mea Tyson have invested in plant-base Beyond Meat, has become hugely p

start selling its burgers in Tesco supermarkets from August, the launch has been pushed back because the company cannot keep up with existing demand.

In 2018, trying to persuade someone to change their diet is still a recipe for conflict. But meatless meals may have passed a tipping point in many scenarios, they are the lowest common dominator, the easiest option. The number of vegans in the UK has quadrupled in the past four years to about 600,000, according to the Vegan Society. Once a vegan going to a dinner party would do well to be offered beans on toast. Today, there's a chance that the whole menu will be turned into something everyone can eat - a chilli non carne or a butternut squash curry.

Veganism isn't just winning converts; it's helping to shape a much larger group, labelled "flexitarians" or "reducetarians", who are trying to cut down on meat and dairy. "If you give me a sausage roll, I'll eat it. But you won't find bacon in my fridge," as a flexitarian colleague puts it. More than a quarter of evening meals in the UK now have no meat, says consumer research company Kantar Worldpanel. Dairy UK, an industry group, has warned that "younger generations do not always see dairy as being an essential part of their diet". Alpro, one of the

"The number of vegans in the past bres. Quorn, four years has In the past three to five year quadrupled to about the 30 years prior," says Dawn Ca 600,000 according to the Vegan Society.."



nas been undergoing a transformation, Ben Olsen ne new wave of plant-based restaurants, and how ns has brought the trend to Britain's railways own veggie box whenever you travel, this is a seismic shift, and Like a vegan: happily reflective of the culinary Virgin Trains Since British animal-right is leading activist Donald Watson coined the term "vegan" in 1944, the the charge in championing everyone's and an army of influencers have food choices swelled this hungry audience, whose appetites have been sated by sophisticated restaurant menus, and catered for by supermarket offerings that now

"The concept has mushroomed from a militant minority to an estimated 3.5 million in the UK today"

> roduced an egan dishes to

virtuous to varied, and putting hangover-grade comfort food within reach for the first time. Virgin Trains, as you might expect, is leading the charge

and red-wine gravy has a north of the border. Waverley station

GLASGOW Flying Duck In a city not short of

and diner stands Philly cheesesteak to Eight minutes' wall theflyingduck.org

LIVERPOOL in the city, Indian small plates such as wraps, as well as a ti selection of fragrant

> MANCHESTER V Rev Vegan Din

mowglistreetfood

(Mance, 2018)

(O'Reilly, 2018)

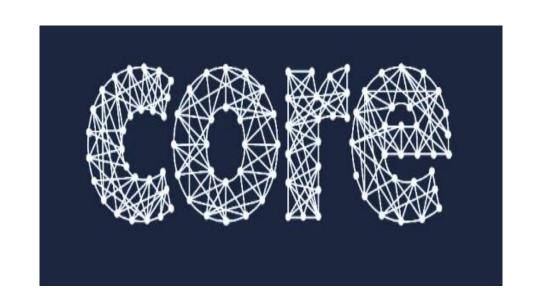
ssing

This study sets out to explore these changing eating habits and new dietary lifestyles with a view to identifying opportunities for the food, drink and horticulture industries



### Our Research Partners









### Five phases of Research



N=16 In-Depth

Nutrition, Health, Retail, Consumers



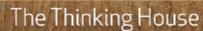
**Online Community** 16 Days, 35 people 5 countries

International

All following dietary

lifestyle





The Consumer Lifestyle Trends represent the biggest trends shaping people's lives over the next 3-5 years. By keeping up with trends and understanding what's coming next, the programme helps companies within the food & drink industry in Ireland to better prepare for the future needs and desires of their consumers.



Experiences

Consumers want moments of discovery and delight that enhance their day, sharing exciting stories and spaces with others.

Wellbeing

Consumers want to eat, drink and live to optimise their body's systems, to feel better than well today and tomorrow.



Consumers want to use their time to be as productive and sociable as possible, flowing from one thing to the next - and want to be helped, not hindered, by tech.



Consumers want to have a positive impact on society and the environment, and take pride in a sustainable way of living.



Consumers want to express the views and values of themselves and their community, and have their uniqueness and creativity respected and celebrated.



## Experiences

I want moments of discovery and delight that enhance my day, sharing exciting stories and spaces with others...













## Responsible

I want to have a positive impact on my society and the environment, and take pride in that sustainable way of living...

#### STELL/MCCARTNEY

Women Bags Shoes adidas Kids Men Stella's World

Eco Status

Stella's World of Sustainability





## Wellbeing



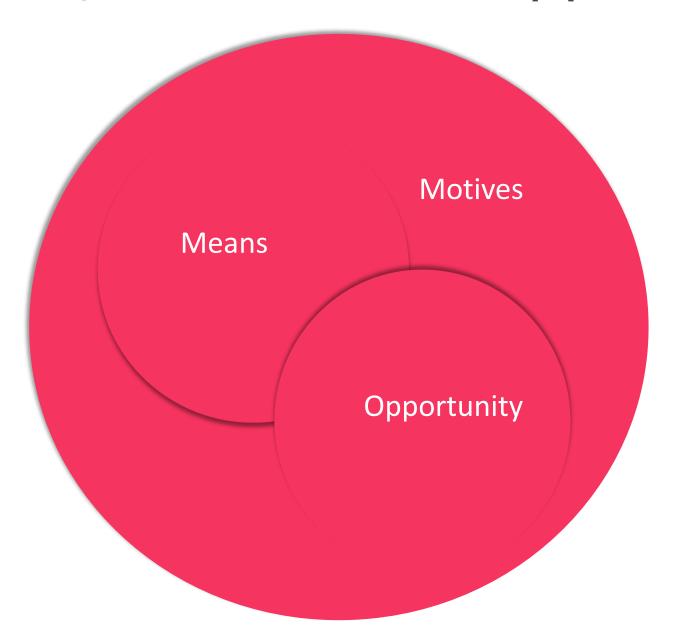
I want to eat, drink and live to optimise my body's systems, to feel better than well today and tomorrow...







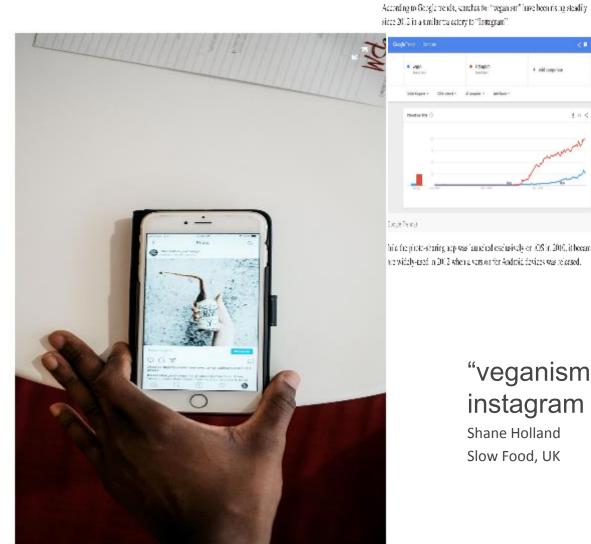
### ..means, motives and opportunity





### The Instagram Generation

Trends around new diets have been rising steadily since 2012..in a similar trajectory to Instagram

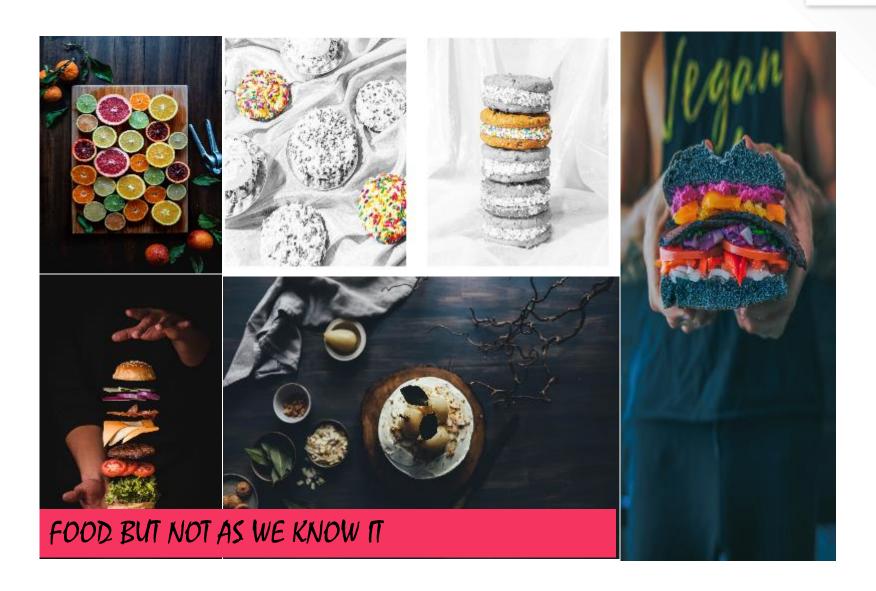


hild fre photo-sharing app was faunched exclusively on IOS in 2010, it became me widely-used in 2012 when a version for Android devices was released.

> "veganism has got the instagram generation"

**Shane Holland** Slow Food, UK Opportunity: social

A new food era





A new food era





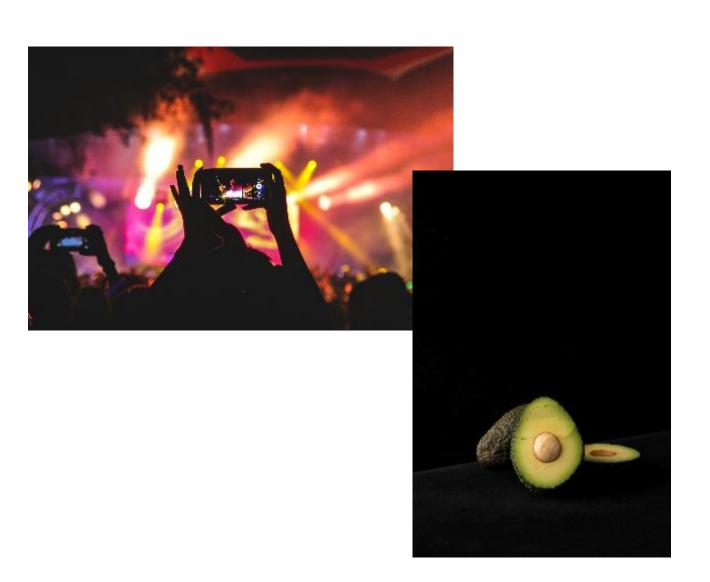






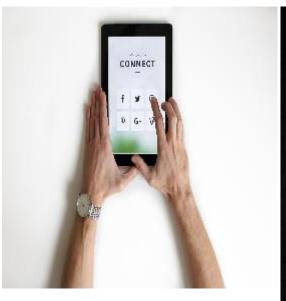
### Always on & Speedful

According to our GM 58% of people are always on versus 49% in 2015





The power of Peer to peer









### The changing household

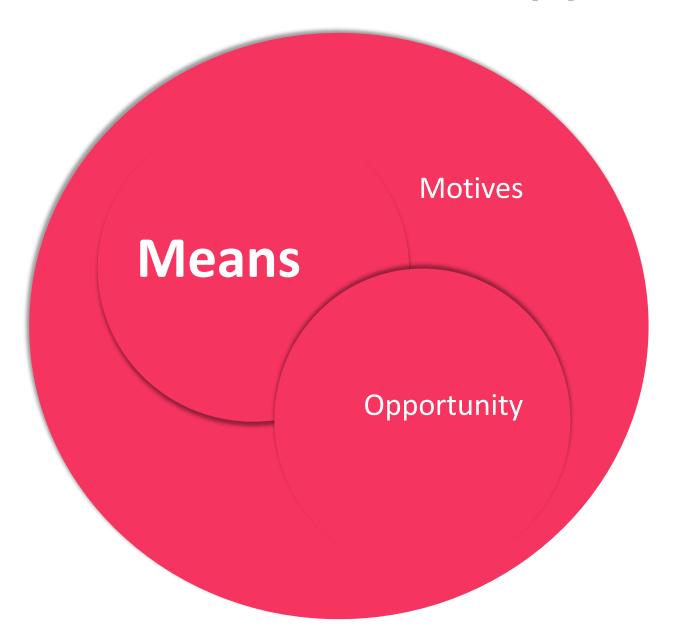
"I would make a massive pot of a slow cooked tomato sauce and I can give that to many different things in many different guises so you do have to plan but once you get into that planning it is less complicated than it might appear to be."

Mother of teenage girl

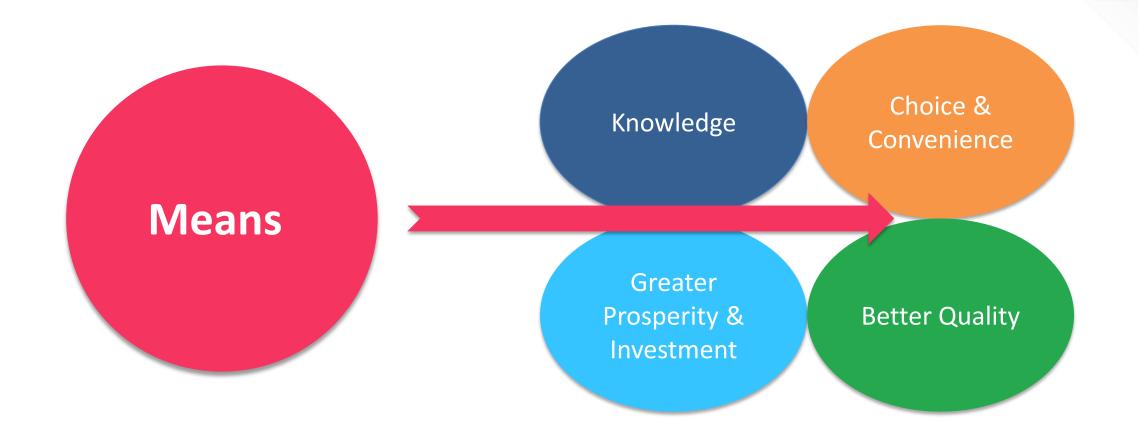


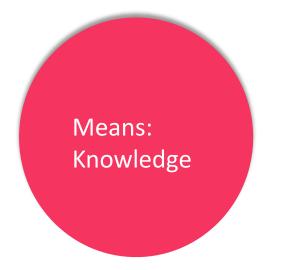
### ..means, motives and opportunity













New ways to cook and to experiment



V NEW MORE N

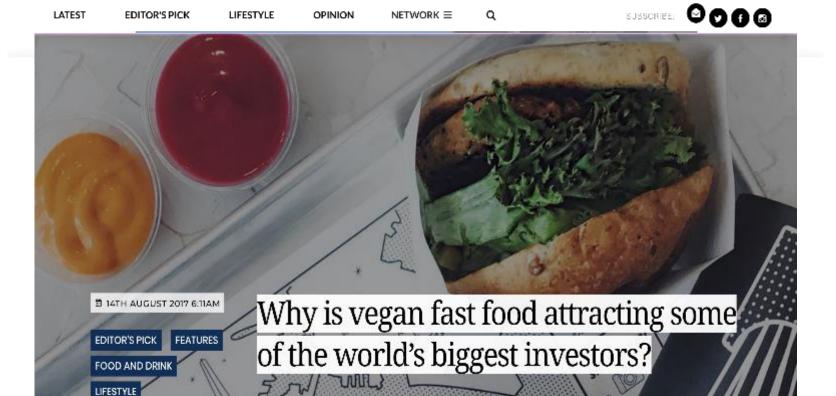














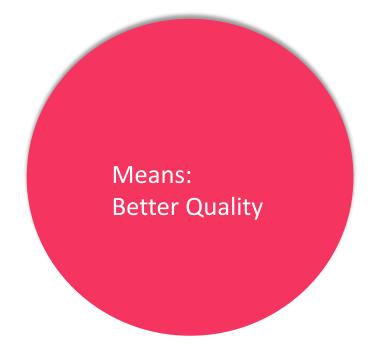
"Big chains such as M&S and Pret have introduced vegan ranges

Pizza Hut and Pizza Express offer vegan pizzas

Holland and Barrett are to open Vegan only stores



### Beyond falafel and fruit salad





We're chefs and brothers (secretly, ninjas) and though we come from two different professional backgrounds, we found common ground in the Wicked Healthy cullnary arts.

Derek Sarno: The new Tesco American chef

director of plant based innovation



# Change is inevitable. Change is constant.

Benjamin Disraeli



63% claim to have made SOME effort to eat more healthily in the past year

60% have made a SOME effort to exercise more in the past year







92% indicate that they would like to make a change to improve their health and wellbeing

The most common change that people would like to make is to be more physically active (40%), followed by being more financially secure (31%), sleeping better (30%) and eating more healthily (29%)





Plant-Powered Diets operate on a spectrum



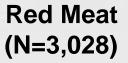


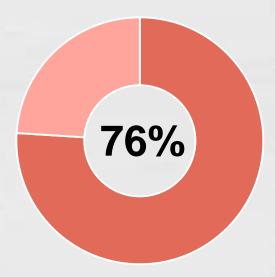
# 1 in 3 claim to have reduced their





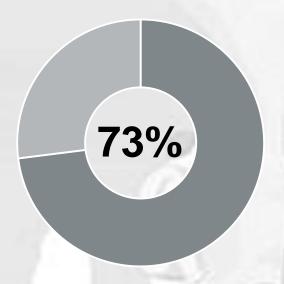
### Conscious Reduction?





25% of the total Across the markets

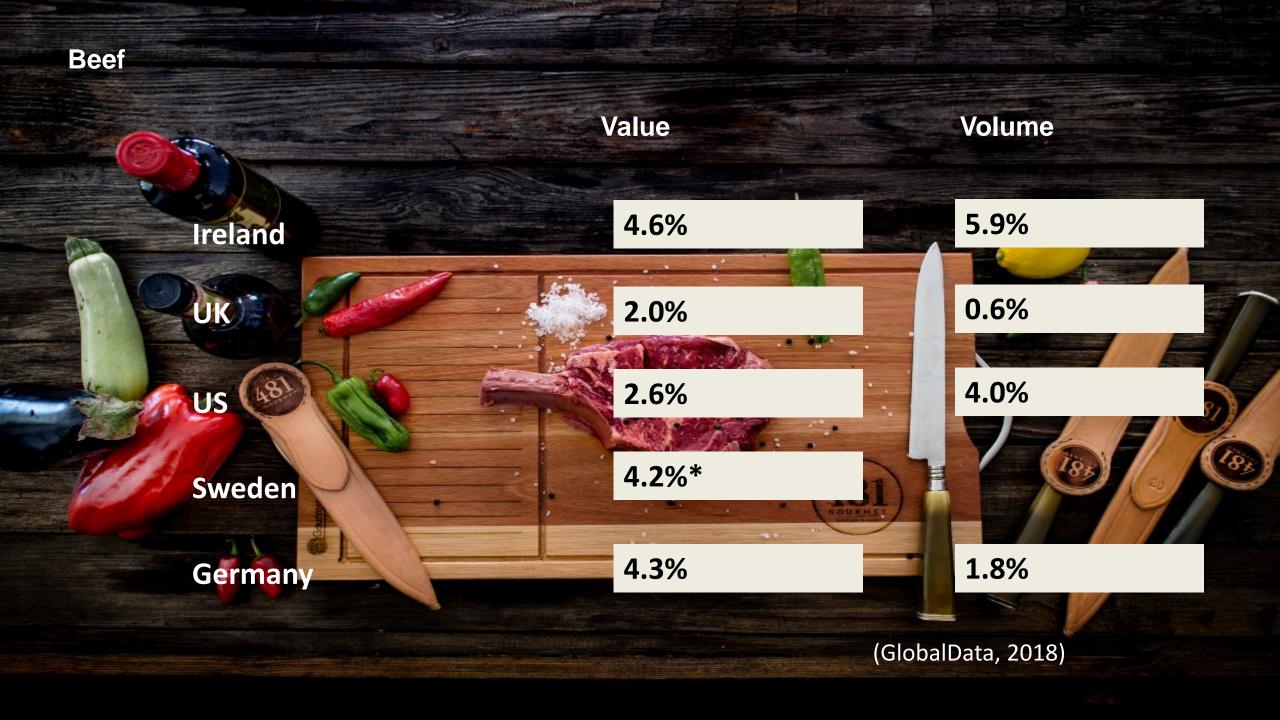
Dairy (N=1,943)



16% of the total Across the markets

Q. And for each of these types of food that you have reduced, did you consciously try to reduce this food or did it simply happen that way due to other influences or circumstances?





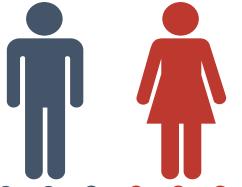


### Cheese

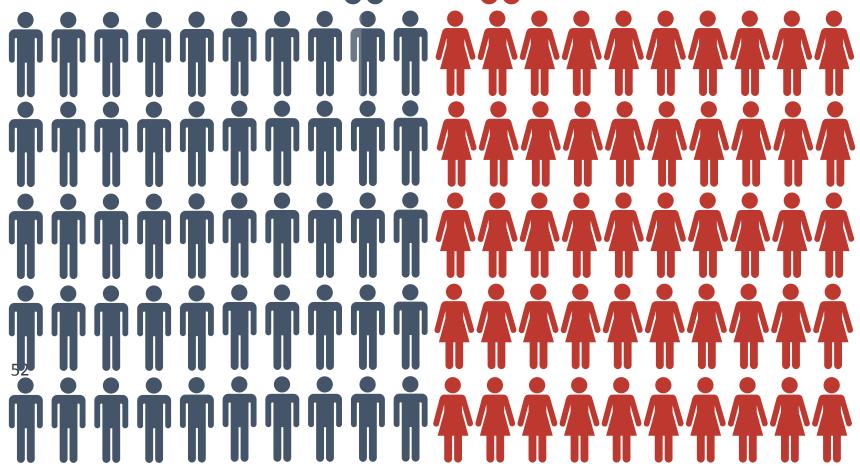
	Vol	Value
Ireland	3%	5%
UK	1.0%	3%
US	0.2%	1.1%
Sweden	1.5%	4%
Germany	1%	2%
		(Euromonitor, 2018)





















# Dietary Vegans In their own words





"I'm best described as an active person who is focussed and career orientated" -Vegan, Sweden

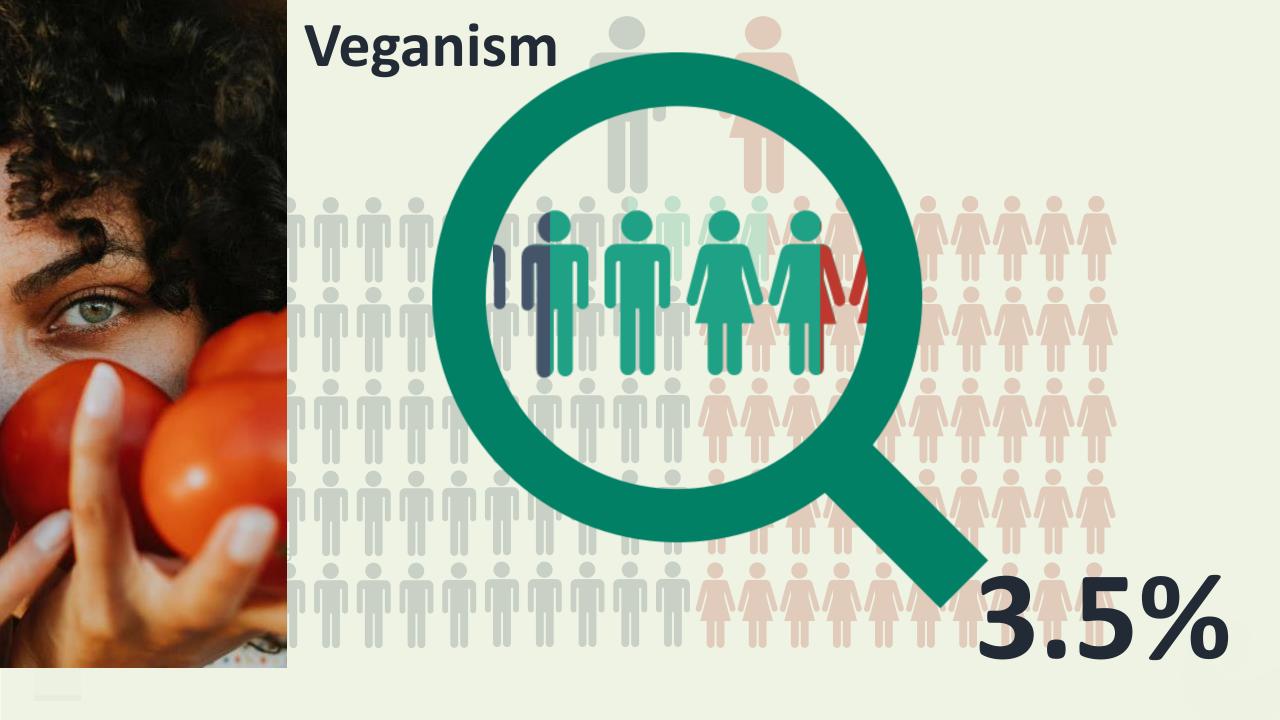


physically active, driven and conscious of all that is around them.

"Very active, Hard worker, Constant, Achiever"- Vegan, USA

"A few words to describe myself: Compassionate, conscious, honest, active and determined"- Vegan, UK "I'm best described as an active person who is focussed and career orientated" -Vegan, Sweden

"I don't practice any diet, but I'm vegan, which is better described as a lifestyle. I've been vegan for three years now and I regret not doing it sooner. Just to avoid confusion, vegan means that not only do I not consume animal products in any way, shape or form, but I also don't use or buy anything that is made from or has animal products in them. It is not only about bettering myself, but also the world around me" - Vegan, Sweden

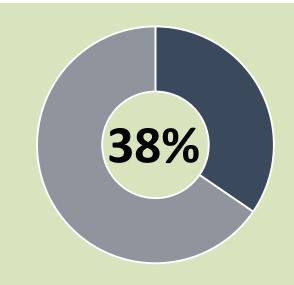




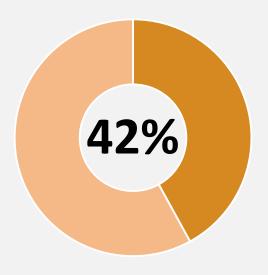
### **NEW RECRUITS**

## **Dietary** - Up to 12 Months - Vegans - Committed forever-

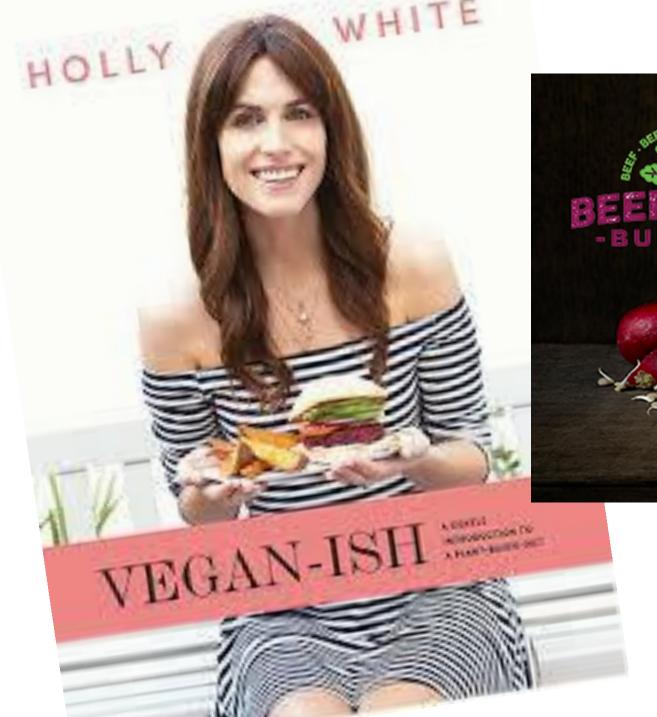
#### **COMMITMENT**



IRL 50% UK 34% **DE 35% SW 26% US 47%** 



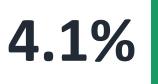
IRL 37% UK 44% **DE 31%** SW 46% **US 46%** 







## **Dietary** Vegans























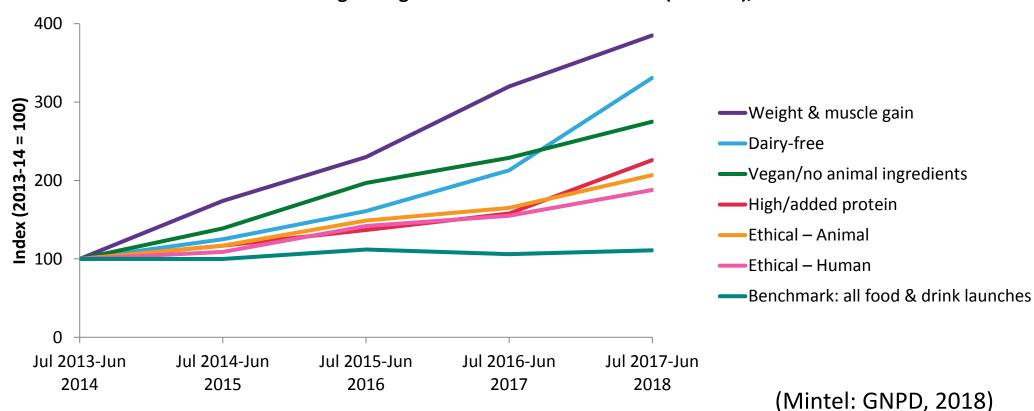




# Vegan is the third fastest growing on-pack claim for food & drink launches globally over the last five years

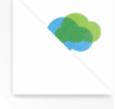
The rise of plant-based foods is highlighted by growing use of the dairy-free claim alongside vegan claims over the last five years.

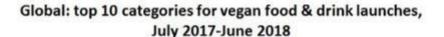
Global: fastest growing claims for food & drink NPD (indexed), 2013-18

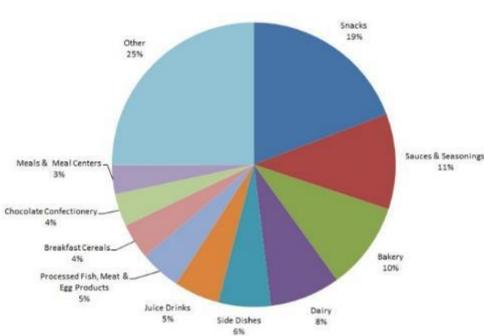




# Snack category accounts for the highest share of vegan food & drink launches







Snacks account for the largest share of vegan NPD: 19%

**Sauces & seasonings** is in second place at: 11%

**Vegan bakery**, in third place, includes dairyand egg-free cakes.

NPD in plant-based dairy has advanced to such an extent that dairy is now the fourth largest contributor to vegan NPD.

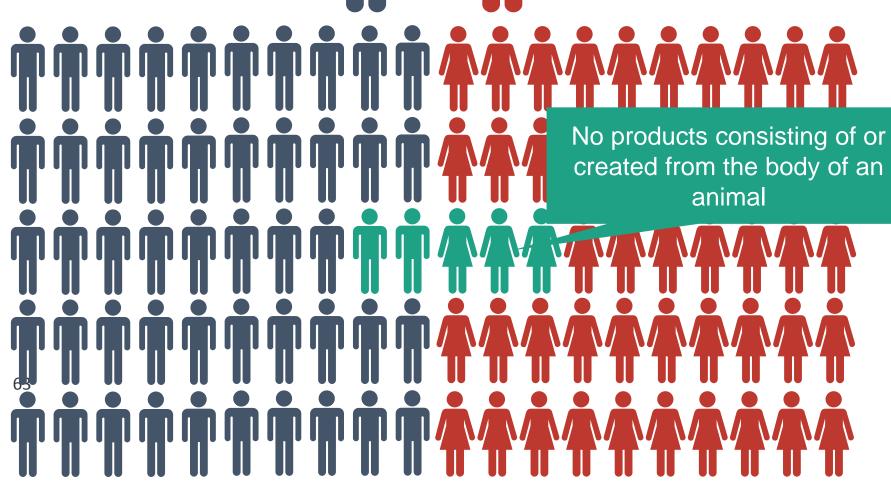
(Mintel: GNPD, 2018)













## Vegetarians



153,569 adults





4.7%

338,571 adults

6.1%

3,254,750 adults

4.3%

10,838,743 adults

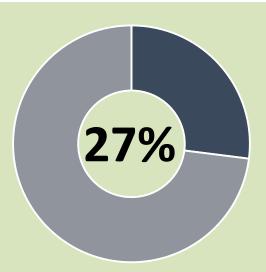




## Vegetarians

#### **NEW RECRUITS**

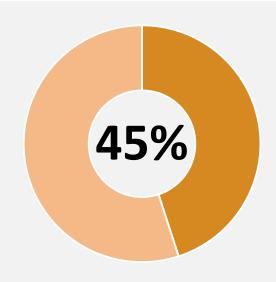
- Up to 12 Months -



IRL 32% UK 24%
DE 21% SW 24%
US 40%

#### **COMMITMENT**

- Committed forever-

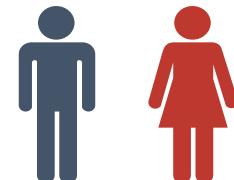


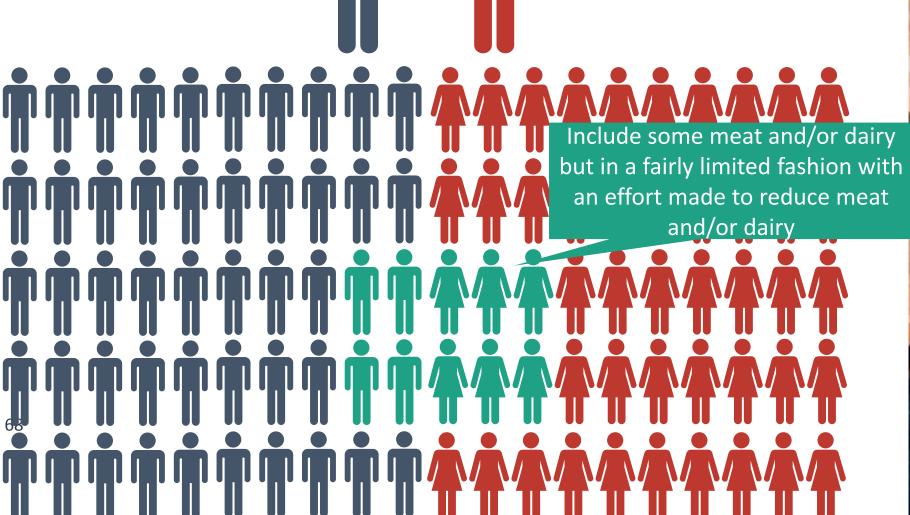
IRL 40% UK 56%
DE 39% SW 42%
US 42%





### **Re-Balancers**









# Re-Balancers In their own word









They have more of a flexible and less extreme approach

"It would definitely be exuberant, passionate and funny. I love making others laugh and I really care about everything that I do. When I do something, I really set my mind to achieve it"

-Rebalancer, USA

"I'm not very active because I don't enjoy exercise, but I'm trying to improve and start yoga. I try to go to the gym and run for 20 minutes once a week, but it doesn't always happen.. "
-Rebalancer, UK

"Happy, empathetic, analytic and balanced"
- Rebalancer, Sweden

"Outgoing / Sociable / Determined"
-Rebalancer, Ireland



## Rebalancers



**295,852** adults















adults

8.4%



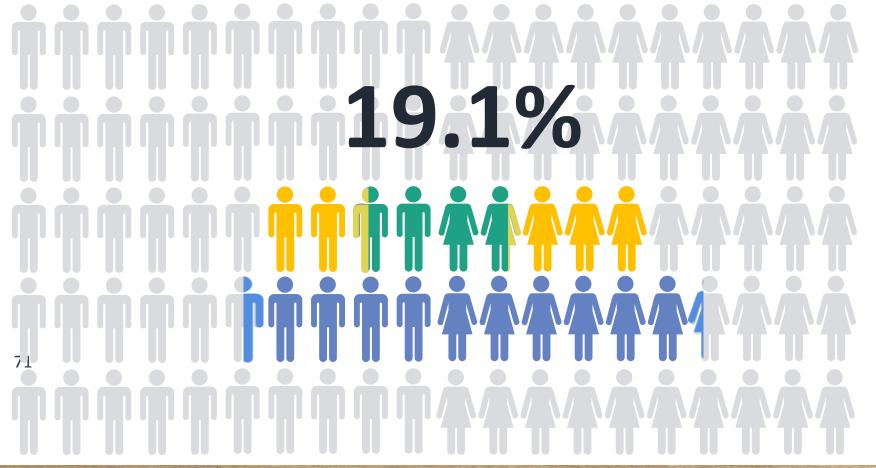
adults

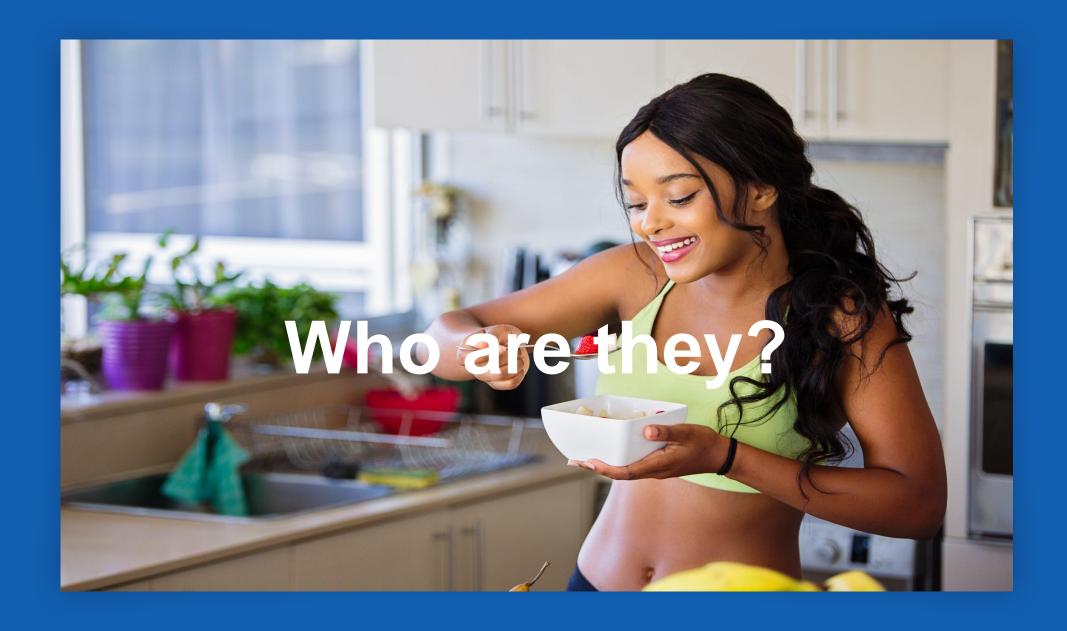


# Veganism / Vegetarism / Re-balancers



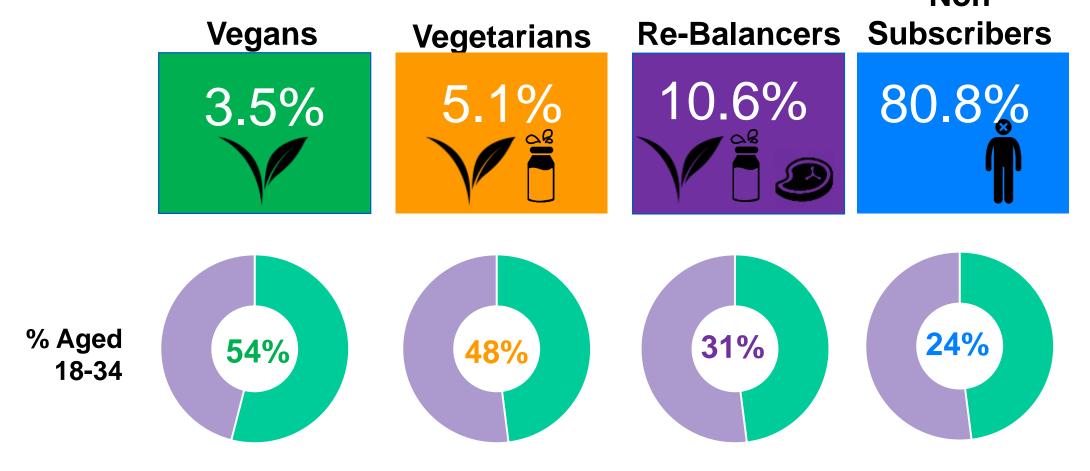








### Plant-powered dietary lifestyles are more prevalent among younger generations...

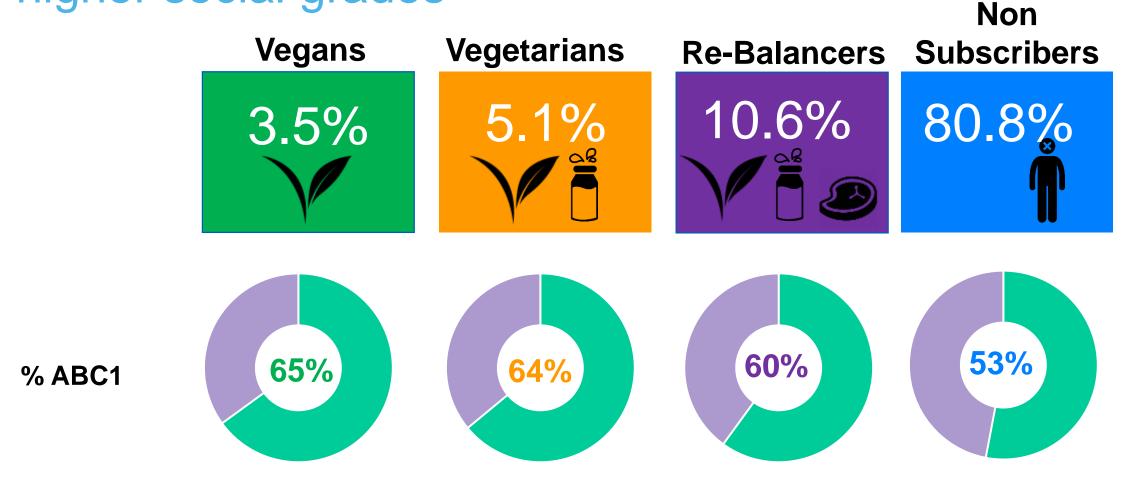




### ... And they are more prevalent among the



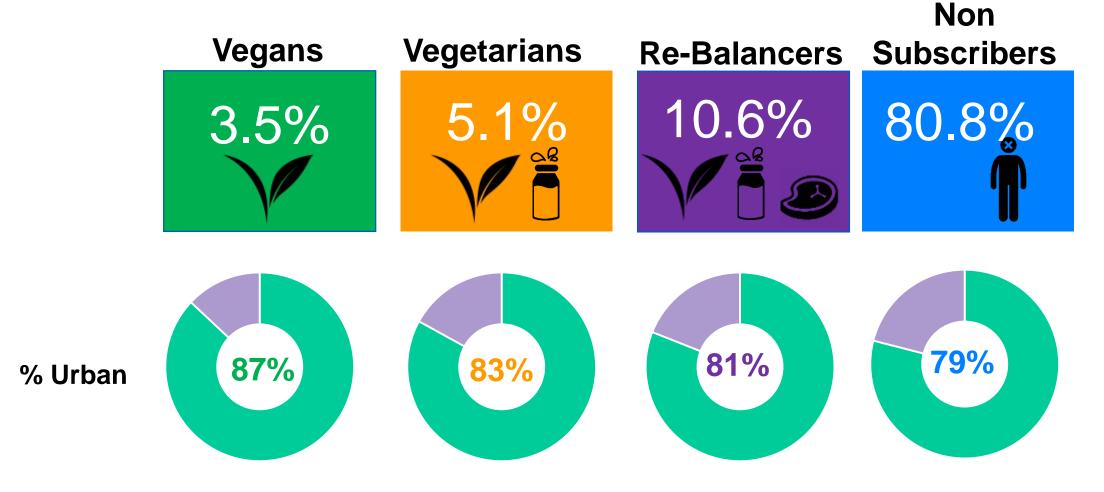
higher social grades





#### ... And more urban focused

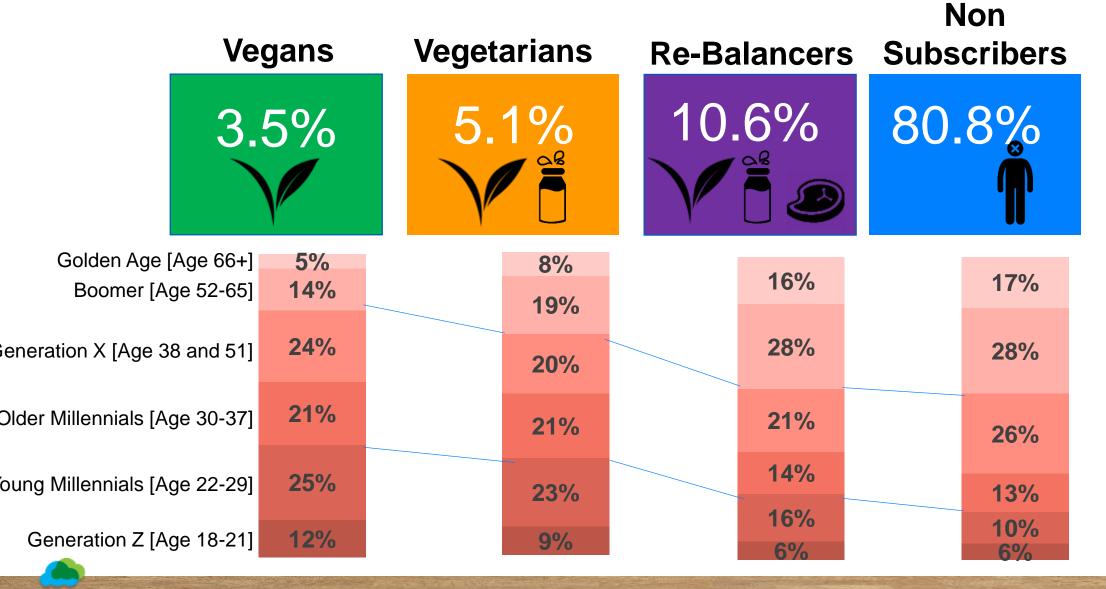






#### ... And more Gen Z than Gen X

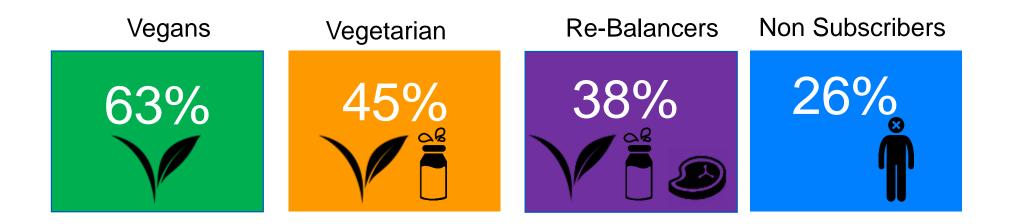


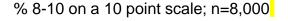






# "My Food Choices are a Big Part of my Identity"







### "I have made a **BIG** effort to **eat more** healthily"

**Total** 

19%
UK 19%
US 24%
DE 21%
SW 10%

Vegans



Vegetarian



Re-

29%



Non Subscribers



% Have made a big effort in the past 12 months



## "I have made a BIG effort to reduce the amount of plastic I buy"

**Total** 

20%
Ireland 19%
UK 18%
US 14%
DE 28%
SW 18%

Vegans



Vegetarian



Re-



Non Subscribers



% Have made a big effort in the past 12 months



## "I have made a **BIG** effort to **reduce my** carbon footprint"

**Total** 







#### Vegetarian



#### Re-



#### Non Subscribers

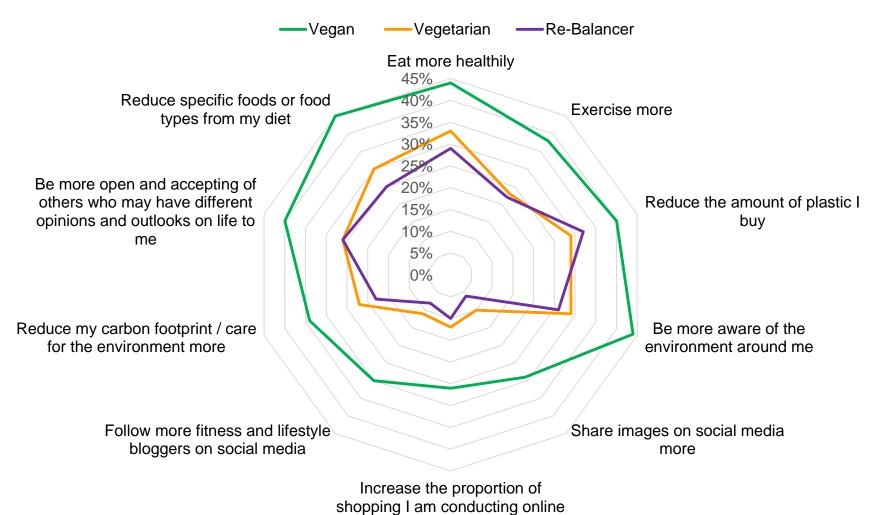


% Have made a big effort in the past 12 months



#### Recent Behaviours



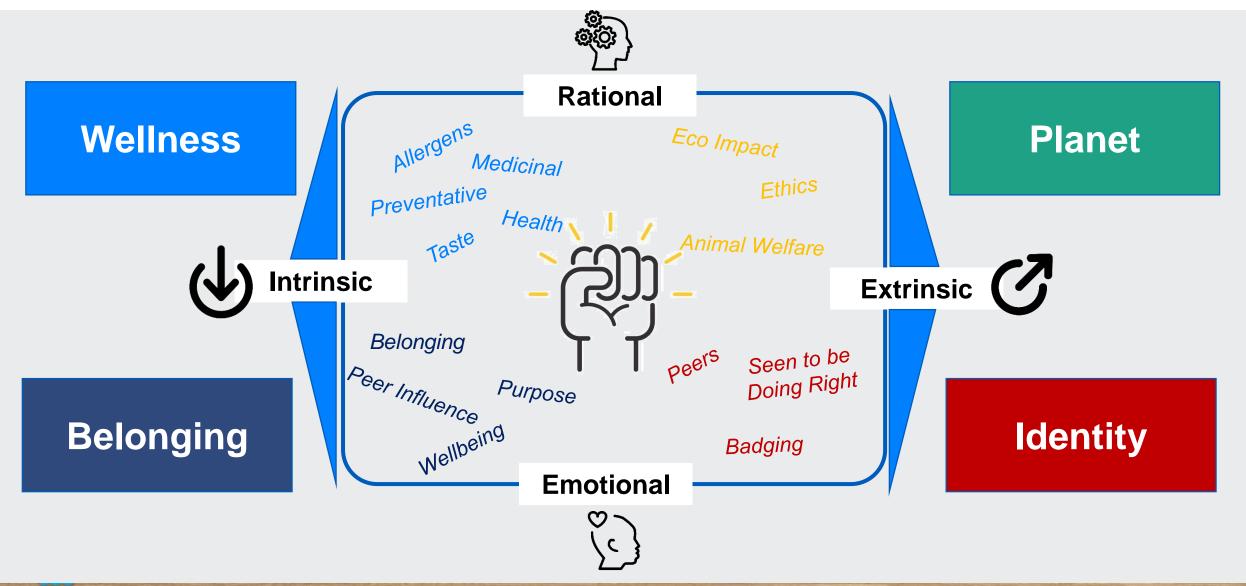


Q. Which of the following have you made an effort to do in the last 12 months, if any? **Made a big effort to do** N=318; All Vegans; N=458; All Vegatarians; N=951; All Rebalancers

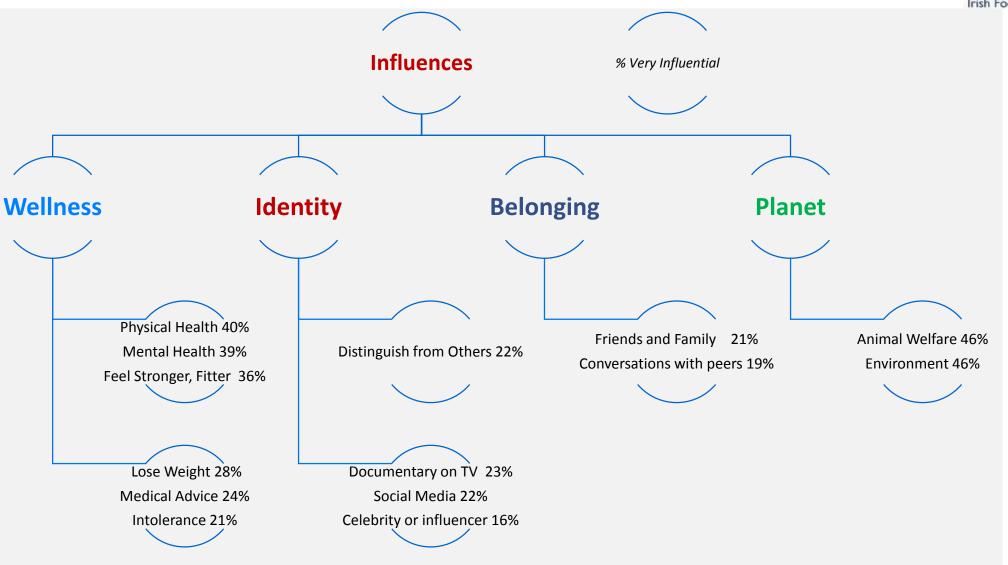


#### A complex ecosystem of motivators

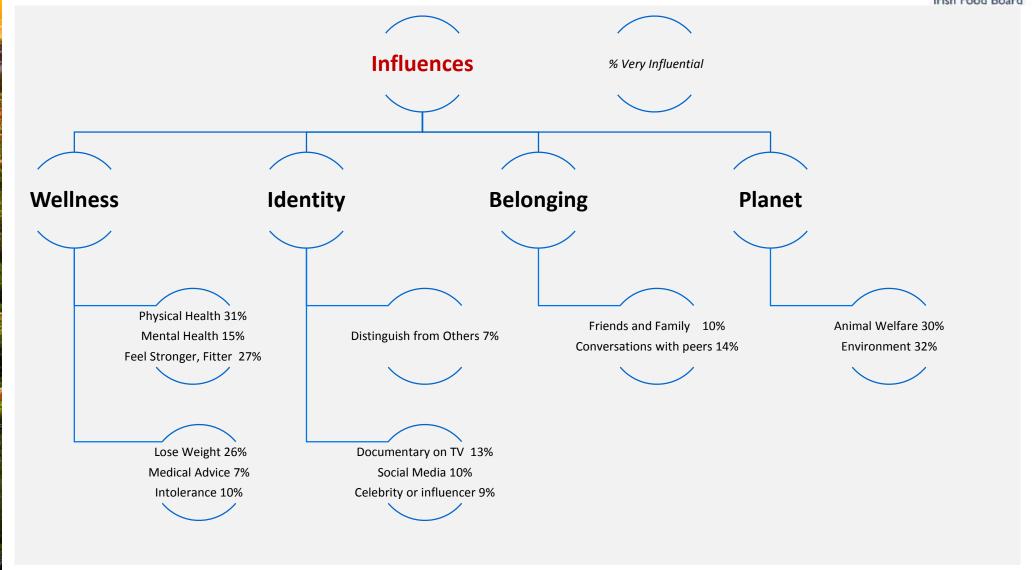






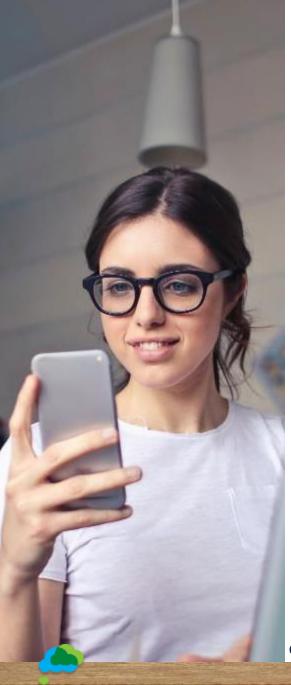






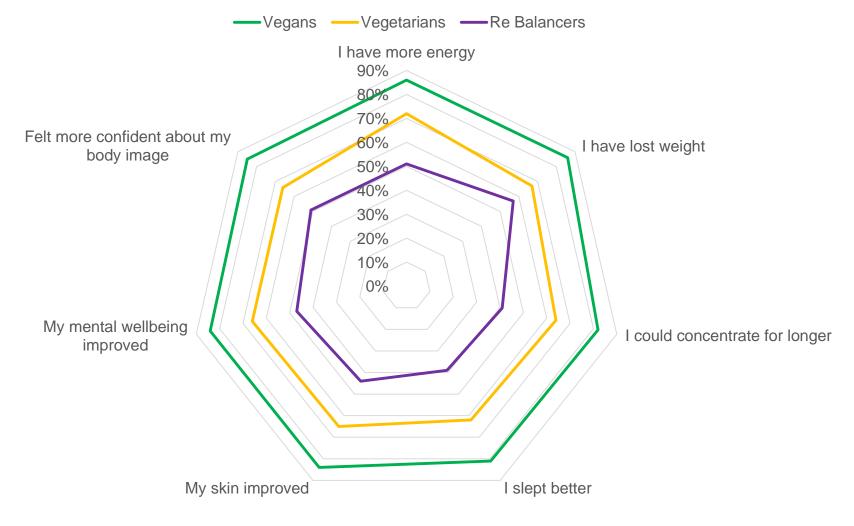






#### Impact of Diet





Q. How long after you committed to your diet did you notice the below outcomes, if at all? 951 Rebalancers; 458 Vegetarians; 318 Vegans

### % Very Satisfied with....

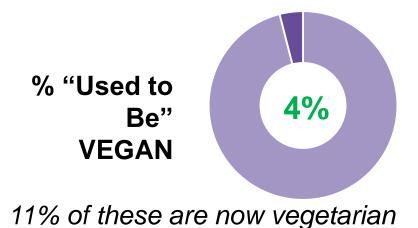


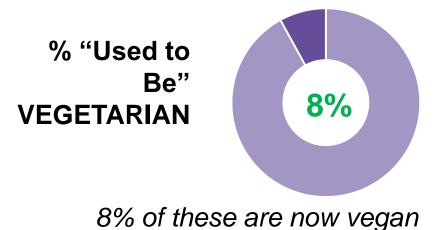
	Environmen t	Energy Levels	Body Image	Mental Health	Fitness Levels	Overall Health
Vegan	33%	33%	29%	36%	29%	61%
Vegetarian	20%	16%	17%	30%	13%	42%
Re- Balancer	20%	14%	15%	35%	12%	41%
Non-Subs	16%	11%	11%	34%	8%	31%

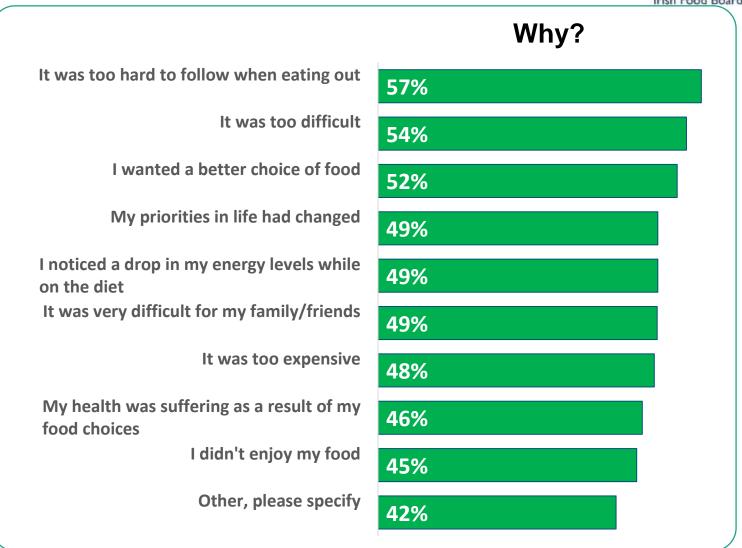


#### Defection









### It's not all plain sailing Top 10 **Challenges Faced** in Diet....



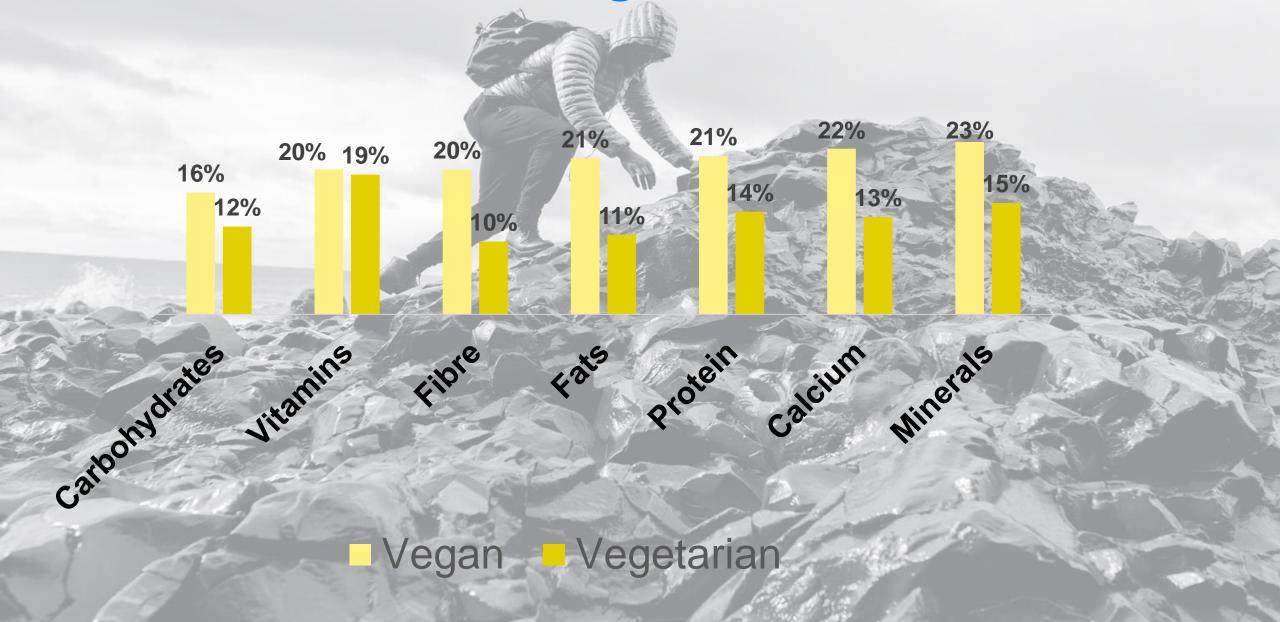
Rehalancer

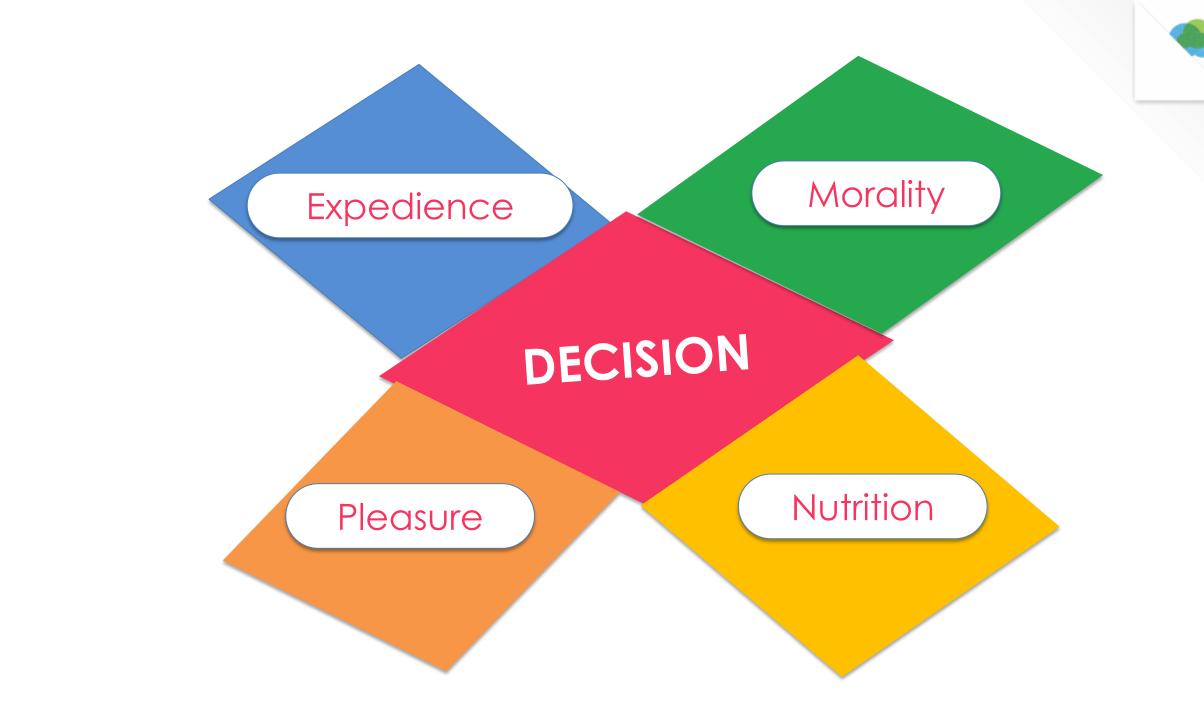
Vegetarian

		vegun	vegetarian	Kebululicei
Eating out in restaurants	57%	67%	68%	49%
Finding convenience food that suits	55%	66%	63%	48%
Having variety in my diet to	54%	59%	61%	49%
Getting enough protein in my diet	51%	61%	60%	43%
Affording to only buy products that	50%	59%	57%	43%
Ease of meal preparation	48%	60%	53%	42%
Travelling overseas	45%	64%	54%	34%
Sourcing all the food and beverages	45%	59%	50%	37%
My family / friends found it difficult	44%	61%	58%	32%
Getting a sufficient amount of	44%	64%	47%	36%



#### **Macronutrient Challenges... % Difficult**





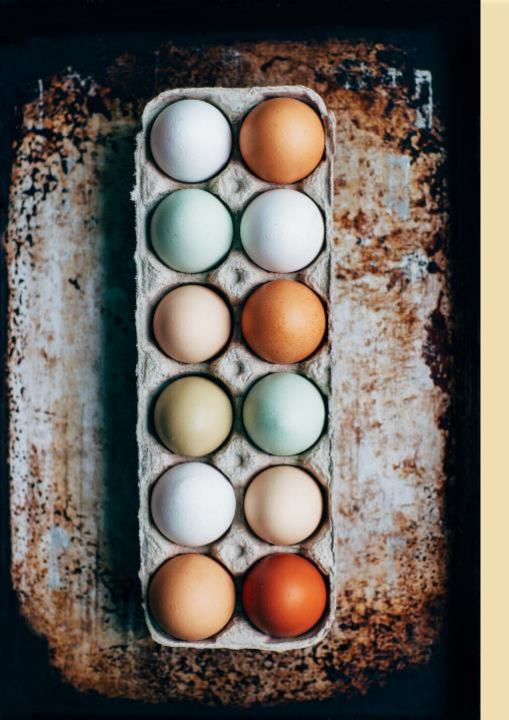






### 6 in 10 Vegans struggle with affordability







6 in 10 Vegans & vegetarians find it tricky to get enough protein in their diets







### Diet Challenges



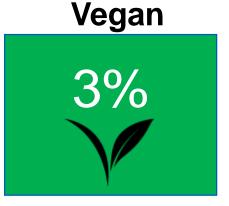
What challenges did you face when you started your diet?





Very Likely

Might Consider



















#### Not Open to Diet-Barriers

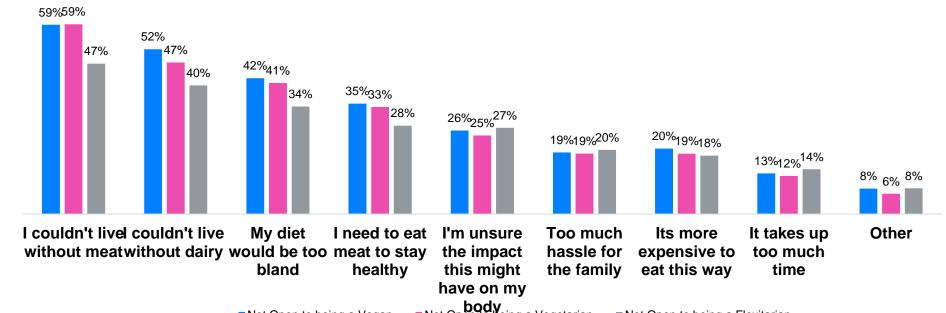


Non Subscribers Not Open to Diet









Q. And thinking now about the future; which of these types of diet would you consider?



#### Living on a spectrum

"...If novelists know anything it's that individual citizens are internally plural: they have within them the full range of behavioural possibilities.

They are like complex musical scores from which certain melodies can be teased out and others ignored or suppressed, depending at least in part on who is doing the conducting"

**Zadie Smith** 

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```

DIETARY
LIFESTYLE
CODES:

Championing the diet of tomorrow



# **C**1

Clean

Natural, healthy products



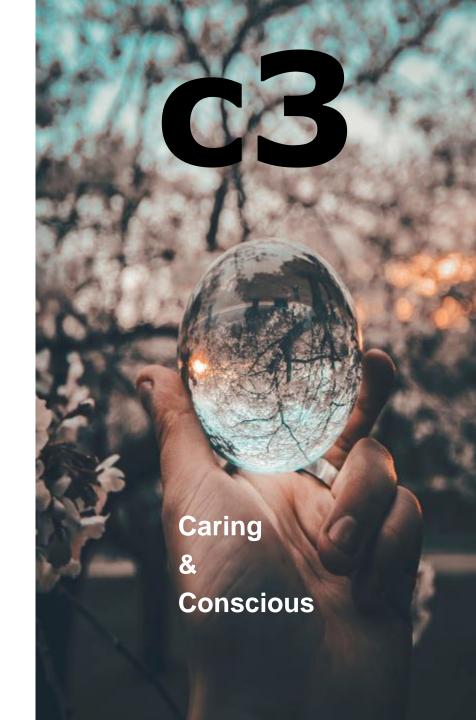


# **C**2

Clear labelling



Purchasing any one of Soulfull's oatmeal products supports the sourcing of wholesome ingredients and the Non-GMO Project Verified initiative, and also with every serving you eat, a serving of the 4 Grain cereal is donated to a food bank in your region ("A serving for a serving").



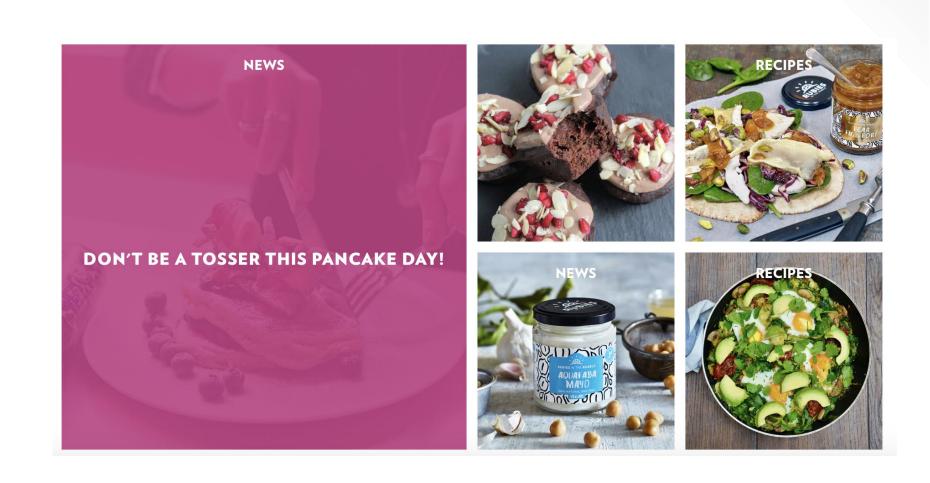






**C**5

Colourful Contemporary





Creative

What: Chipotle Mayonnaise The Lowdown: Rubies in the Rubble's range is handmade in the UK from fresh fruit and veg that would otherwise go to waste. For Rubies new vegan chipotle mayonnaise, the team whisk aquafaba (water drained from a can of chickpeas), together with rapeseed oil, a pinch of salt and a squeeze of lemon juice along with a hint of Dijon mustard – or a good dose of Chipotle chilli powder – to create vegan mayonnaise, with all the satisfying creaminess of regular mayo. Winner.





Creative

















# 

Crispy, chompy, chewy





## **C**8

Cheap(er)



Creating affordable products..



Classic Credentials (Best in class products)





Classy Packaging



### LISMORE FOOD COMPANY







Air-dried Apple 70% Chocolate Gluten Free Dairy Free

Vegan Low Cal Crispy Snacks





#### MILK CHOCOLATE APPLE STICKS

Air-dried Apple Low Cal Milk Chocolate Gluten Free

Crispy Snacks





#### CRISP APPLE STICKS

Air-dried Apple Dairy Free Gluten Free

Vegan Low Cal Crispy Snacks

#### **DELICIOUS SNACKS**

For ....

Home Work

Play Coffee & Tea Apres Gym

The Mini-Bar

Travelling



The Perfect snack for Everyone, Anywhere at Anytime!



Convenient





## Follow our train of thought:

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### Pictures...with thanks to...

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Derek Sarno, Indy Power & Holly White

Rubies in the Rubble

The Lismore Food Company

Back Forty Beer Company

The Soulfull Project

Bol

Braggs Apple Cider Vinger: Flickr.com

https://pixnio.com/food-and-drink/juice/juice-fruit-food-glass-leaf-drink-lemon-citrus-diet-cocktail-detox

