



**Euromonitor
International**

Sauces, Dips and Condiments in Japan

November 2025

Table of Contents

Sauces, Dips and Condiments in Japan - Category analysis

KEY DATA FINDINGS

2025 DEVELOPMENTS

Population decline and inflation hinder volume sales

INDUSTRY PERFORMANCE

Rapid price increase and population decline leads to falls in volume sales in 2025

Dips leads value growth in 2025

WHAT'S NEXT?

Ready meal competition grows as Japan's population shrinks

Low-salt products to see strong consumer demand

Big players are launching vegan and vegetable friendly products

COMPETITIVE LANDSCAPE

House Foods leads. while Kewpie Mayonnaise celebrates 100 years in 2025

CHANNELS

Offline retail distribution dominance persists

While e-commerce expands, consumers continue to prefer store-based outlets

CATEGORY DATA

Table 1 - Sales of Sauces, Dips and Condiments by Category: Volume 2020-2025

Table 2 - Sales of Sauces, Dips and Condiments by Category: Value 2020-2025

Table 3 - Sales of Sauces, Dips and Condiments by Category: % Volume Growth 2020-2025

Table 4 - Sales of Sauces, Dips and Condiments by Category: % Value Growth 2020-2025

Table 5 - Sales of Liquid Recipe Sauces by Type: % Value 2020-2025

Table 6 - Sales of Other Sauces and Condiments by Type: Rankings 2020-2025

Table 7 - NBO Company Shares of Sauces, Dips and Condiments: % Value 2021-2025

Table 8 - LBN Brand Shares of Sauces, Dips and Condiments: % Value 2022-2025

Table 9 - Distribution of Sauces, Dips and Condiments by Format: % Value 2020-2025

Table 10 - Forecast Sales of Sauces, Dips and Condiments by Category: Volume 2025-2030

Table 11 - Forecast Sales of Sauces, Dips and Condiments by Category: Value 2025-2030

Table 12 - Forecast Sales of Sauces, Dips and Condiments by Category: % Volume Growth 2025-2030

Table 13 - Forecast Sales of Sauces, Dips and Condiments by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Cooking Ingredients and Meals in Japan - Industry Overview

EXECUTIVE SUMMARY

Consumers cut back due to inflationary pressures

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Unit price hikes push value sales in 2025

Convenience demand intensifies, shaping innovation

Surging costs in rice result in consumer shift towards alternatives, impacting preferences in ingredients

WHAT'S NEXT?

Continued shift away from rice and towards alternative staples

Anticipated rising demand for ingredients suited to pasta and flour-based meals

COMPETITIVE LANDSCAPE

Domestic players dominate a highly fragmented landscape

Leading companies maintain stronghold through rapid response to evolving demand

CHANNELS

Convenience stores sees expansion as hybrid work models gain ground

Drugstores invest in broadening offer while e-commerce rises slowly

MARKET DATA

Table 14 - Sales of Cooking Ingredients and Meals by Category: Volume 2020-2025

Table 15 - Sales of Cooking Ingredients and Meals by Category: Value 2020-2025

Table 16 - Sales of Cooking Ingredients and Meals by Category: % Volume Growth 2020-2025

Table 17 - Sales of Cooking Ingredients and Meals by Category: % Value Growth 2020-2025

Table 18 - NBO Company Shares of Cooking Ingredients and Meals: % Value 2021-2025

Table 19 - LBN Brand Shares of Cooking Ingredients and Meals: % Value 2022-2025

Table 20 - Penetration of Private Label by Category: % Value 2020-2025

Table 21 - Distribution of Cooking Ingredients and Meals by Format: % Value 2020-2025

Table 22 - Forecast Sales of Cooking Ingredients and Meals by Category: Volume 2025-2030

Table 23 - Forecast Sales of Cooking Ingredients and Meals by Category: Value 2025-2030

Table 24 - Forecast Sales of Cooking Ingredients and Meals by Category: % Volume Growth 2025-2030

Table 25 - Forecast Sales of Cooking Ingredients and Meals by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 1 - Research Sources

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/sauces-dips-and-condiments-in-japan/report.