

Cooking Ingredients and Meals in Croatia

November 2025

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EXECUTIVE SUMMARY

Sales benefit from unit price stabilisation

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Trade dynamics and input volatility shape the competitive landscape Tourism boosts shelf-stable meals and convenience lines Quality control and provenance gain importance

WHAT'S NEXT?

Steady growth outlook led by sauces, meals and convenience innovation Domestic production investments reinforce competitiveness Modern retail and digital fulfilment drive future channel dynamics

COMPETITIVE LANDSCAPE

Podravka consolidates leadership through investment and innovation Fortenova Grupa drives fastest growth through pricing strategy and brand agility Private label performance remains mixed but strategically important

CHANNELS

Supermarkets consolidate leadership through range, promotions and tourist reach E-commerce accelerates as digital habits deepen Retail outperforms foodservice as at-home and tourist consumption dominate

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Health and provenance key factors for consumers

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Steady value gains expected as pricing stabilises and local capacity strengthens
Health and wellness continue to define consumer priorities
Policy measures and origin protection reinforce stability and trust

COMPETITIVE LANDSCAPE

Zvijezda consolidates leadership through scale, pricing and wellness positioning
Fortenova Grupa emerges as the most dynamic player through private label expansion

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2025 DEVELOPMENTS

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INDUSTRY PERFORMANCE

Broader convenience trend and upgraded formulations drive category expansion Shelf-stable ready meals set the pace for value growth

WHAT'S NEXT?

Stable expansion expected as convenience, health and tourism continue to reinforce demand Health and wellness continue to shape product innovation and consumer preferences Digitalisation and smart manufacturing to accelerate innovation cycles

COMPETITIVE LANDSCAPE

Podravka strengthens leadership through breadth, innovation and digital engagement Lidl Hrvatska gains share through price leadership and tourist familiarity

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WHAT'S NEXT?

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Health and wellness trends centre on simpler, cleaner formulations
Processing and packaging upgrades transform production efficiency and sustainability

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INDUSTRY PERFORMANCE

Jams and preserves outperform as affordability and convenience drive usage

WHAT'S NEXT?

Continued category expansion driven by fruit-forward innovation and steady breakfast habits Health and wellness trends favour naturalness and simple, recognisable ingredients Regulatory reform to raise transparency and quality benchmarks across the category

COMPETITIVE LANDSCAPE

Podravka consolidates leadership through breadth, innovation and brand heritage
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