



# Processed Meat, Seafood and Alternatives To Meat in Australia

November 2025

## KEY DATA FINDINGS

### 2025 DEVELOPMENTS

Plant-based diet trends shapes sales

### INDUSTRY PERFORMANCE

Processed meat, seafood and alternatives to meat maintains healthy demand

Evolving health trends dampen demand for highly processed meat and seafood substitutes

### WHAT'S NEXT?

Category performance set to benefit from increase in consumer spending

Consumer perception of processed food a key challenge for the category

New product development in focus in a highly competitive space

### COMPETITIVE LANDSCAPE

Static competitive landscape as private labels maintain strong position in the market

Simplot Australia benefiting from demand for less expensive sources of protein

### CHANNELS

Less consolidated retail landscape

E-commerce continues to gain share amidst static channels of distribution

### CATEGORY DATA

Table 1 - Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Volume 2020-2025

Table 2 - Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Value 2020-2025

Table 3 - Sales of Processed Meat, Seafood and Alternatives to Meat by Category: % Volume Growth 2020-2025

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## Staple Foods in Australia - Industry Overview

### EXECUTIVE SUMMARY

Private label benefits from rising price-sensitivity

### KEY DATA FINDINGS

### INDUSTRY PERFORMANCE

Economic conditions continue to weigh on consumers' minds

Changing consumption habits

### WHAT'S NEXT?

Essential status to provide resilience

Changing lifestyles and behaviours  
Targeting budget conscious consumers

## COMPETITIVE LANDSCAPE

Retailers lead the market  
Private label dynamism

## CHANNELS

Supermarkets is the dominant channel  
Supermarkets is the dominant channel

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