

Staple Foods in Estonia

November 2025

Table of Contents

Staple Foods in Estonia

EXECUTIVE SUMMARY

Muted growth in 2025

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Slight recovery in 2025

Processed meat sees volume sales fall, while frozen processed fruit and vegetables fare better

Rising health consciousness influencing product development

WHAT'S NEXT?

Modest outlook over forecast period

Innovation key for branded players to stay ahead

Growing demand for healthier options

COMPETITIVE LANDSCAPE

Finnish meat processor HKScan continues to lead

Premium pasta brand La Molisana gains significant value share

CHANNELS

Supermarkets and hypermarkets dominate

E-commerce gains most value share

MARKET DATA

- Table 1 Sales of Staple Foods by Category: Volume 2020-2025
- Table 2 Sales of Staple Foods by Category: Value 2020-2025
- Table 3 Sales of Staple Foods by Category: % Volume Growth 2020-2025
- Table 4 Sales of Staple Foods by Category: % Value Growth 2020-2025
- Table 5 NBO Company Shares of Staple Foods: % Value 2021-2025
- Table 6 LBN Brand Shares of Staple Foods: % Value 2022-2025
- Table 7 Penetration of Private Label by Category: % Value 2021-2025
- Table 8 Distribution of Staple Foods by Format: % Value 2020-2025
- Table 9 Forecast Sales of Staple Foods by Category: Volume 2025-2030
- Table 10 Forecast Sales of Staple Foods by Category: Value 2025-2030
- Table 11 Forecast Sales of Staple Foods by Category: % Volume Growth 2025-2030
- Table 12 Forecast Sales of Staple Foods by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

SOURCES

Summary 1 - Research Sources

Baked Goods in Estonia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Baked goods best performing staple food in 2025

INDUSTRY PERFORMANCE

Moderate increase in volume sales in 2025

Bread registers highest value growth

WHAT'S NEXT

Slight volume decline over forecast period

Growing focus on offerings with a healthier positioning

Packaged flat bread fares best

COMPETITIVE LANDSCAPE

Pagar holds on to commanding lead

Dessert mix brand Balti Veski gains most value share

CHANNELS

Supermarkets and hypermarkets largest channels

Discounters gain most value share

CATEGORY DATA

Table 13 - Sales of Baked Goods by Category: Volume 2020-2025

Table 14 - Sales of Baked Goods by Category: Value 2020-2025

Table 15 - Sales of Baked Goods by Category: % Volume Growth 2020-2025

Table 16 - Sales of Baked Goods by Category: % Value Growth 2020-2025

Table 17 - Sales of Pastries by Type: % Value 2020-2025

Table 18 - NBO Company Shares of Baked Goods: % Value 2021-2025

Table 19 - LBN Brand Shares of Baked Goods: % Value 2022-2025

Table 20 - Distribution of Baked Goods by Format: % Value 2020-2025

Table 21 - Forecast Sales of Baked Goods by Category: Volume 2025-2030

Table 22 - Forecast Sales of Baked Goods by Category: Value 2025-2030

Table 23 - Forecast Sales of Baked Goods by Category: % Volume Growth 2025-2030

Table 24 - Forecast Sales of Baked Goods by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Breakfast Cereals in Estonia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Lidl continues to make gains

INDUSTRY PERFORMANCE

Volume sales flat

Flakes register highest volume growth

WHAT'S NEXT

Slight increase in volume sales over forecast period

Focos on healthier offerings

Increasing polarisation, with affordability and value-added benefits both driving sales

COMPETITIVE LANDSCAPE

Local players have significant foothold

Tartu Mill gains most value sales

CHANNELS

Supermarkets and hypermarkets largest channels

Discounters gain most value share

CATEGORY DATA

Table 25 - Sales of Breakfast Cereals by Category: Volume 2020-2025

- Table 26 Sales of Breakfast Cereals by Category: Value 2020-2025
- Table 27 Sales of Breakfast Cereals by Category: % Volume Growth 2020-2025
- Table 28 Sales of Breakfast Cereals by Category: % Value Growth 2020-2025
- Table 29 NBO Company Shares of Breakfast Cereals: % Value 2021-2025
- Table 30 LBN Brand Shares of Breakfast Cereals: % Value 2022-2025
- Table 31 Distribution of Breakfast Cereals by Format: % Value 2020-2025
- Table 32 Forecast Sales of Breakfast Cereals by Category: Volume 2025-2030
- Table 33 Forecast Sales of Breakfast Cereals by Category: Value 2025-2030
- Table 34 Forecast Sales of Breakfast Cereals by Category: % Volume Growth 2025-2030
- Table 35 Forecast Sales of Breakfast Cereals by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Processed Fruit and Vegetables in Estonia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Limited brand loyalty

INDUSTRY PERFORMANCE

Improving picture in 2025

Frozen processed potatoes register highest value growth

WHAT'S NEXT?

Volume sales flat over forecast period

Slight volume growth for frozen offerings

Health concerns limit consumption of shelf stable fruit

COMPETITIVE LANDSCAPE

Competition remains tight

Oerlemans Foods gains most value share

CHANNELS

Supermarkets and hypermarkets dominate

Discounters gain most value share

CATEGORY DATA

- Table 36 Sales of Processed Fruit and Vegetables by Category: Volume 2020-2025
- Table 37 Sales of Processed Fruit and Vegetables by Category: Value 2020-2025
- Table 38 Sales of Processed Fruit and Vegetables by Category: % Volume Growth 2020-2025
- Table 39 Sales of Processed Fruit and Vegetables by Category: % Value Growth 2020-2025
- Table 40 Sales of Frozen Processed Vegetables by Type: % Value Breakdown 2020-2025
- Table 41 NBO Company Shares of Processed Fruit and Vegetables: % Value 2021-2025
- Table 42 LBN Brand Shares of Processed Fruit and Vegetables: % Value 2022-2025
- Table 43 Distribution of Processed Fruit and Vegetables by Format: % Value 2020-2025
- Table 44 Forecast Sales of Processed Fruit and Vegetables by Category: Volume 2025-2030
- Table 45 Forecast Sales of Processed Fruit and Vegetables by Category: Value 2025-2030
- Table 46 Forecast Sales of Processed Fruit and Vegetables by Category: % Volume Growth 2025-2030
- Table 47 Forecast Sales of Processed Fruit and Vegetables by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

Processed Meat, Seafood and Alternatives To Meat in Estonia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Processed meat still very popular, though volume sales fall

INDUSTRY PERFORMANCE

Fall in constant value and volume sales

Chilled processed seafood gains most value share

WHAT'S NEXT

Moderate outlook over forecast period More focus on highlighting health benefits

Affordability remains key

COMPETITIVE LANDSCAPE

HKScan holds on to commanding lead

Local processed seafood player, Läätsa Kalatööstus, gains most value share

CHANNELS

Supermarkets and hypermarkets dominate

Discounters gain most value share

CATEGORY DATA

- Table 48 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Volume 2020-2025
- Table 49 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Value 2020-2025
- Table 50 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: % Volume Growth 2020-2025
- Table 51 Sales of Processed Meat, Seafood and Alternatives to Meat by Category: % Value Growth 2020-2025
- Table 52 Sales of Shelf Stable Processed Red Meat by Type: % Volume Breakdown 2020-2025
- Table 53 Sales of Chilled Processed Red Meat by Type: % Volume Breakdown 2020-2025
- Table 54 Sales of Frozen Processed Red Meat by Type: % Volume Breakdown 2020-2025
- Table 55 Sales of Frozen Processed Poultry by Type: % Value Breakdown 2020-2025
- Table 56 Sales of Frozen Processed Seafood by Type: % Value Breakdown 2020-2025
- Table 57 NBO Company Shares of Processed Meat, Seafood and Alternatives to Meat: % Value 2021-2025
- Table 58 LBN Brand Shares of Processed Meat, Seafood and Alternatives to Meat: % Value 2022-2025
- Table 59 Distribution of Processed Meat, Seafood and Alternatives to Meat by Format: % Value 2020-2025
- Table 60 Forecast Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Volume 2025-2030
- Table 61 Forecast Sales of Processed Meat, Seafood and Alternatives to Meat by Category: Value 2025-2030

COUNTRY REPORTS DISCLAIMER

Rice, Pasta and Noodles in Estonia

KEY DATA FINDINGS

2025 DEVELOPMENTS

Pasta accounts for most value sales

INDUSTRY PERFORMANCE

Profit margins tight in 2025

Dried pasta gains most value share

WHAT'S NEXT

Volume sales largely flat

Health to become key driver of growth

Larger range of rice available over forecast period

COMPETITIVE LANDSCAPE

Instant noodle brand leads

Pasta company La Molisana gains significant value share

CHANNELS

Supermarkets and hypermarkets dominate

Discounters gain most value share

CATEGORY DATA

- Table 62 Sales of Rice, Pasta and Noodles by Category: Volume 2020-2025
- Table 63 Sales of Rice, Pasta and Noodles by Category: Value 2020-2025
- Table 64 Sales of Rice, Pasta and Noodles by Category: % Volume Growth 2020-2025
- Table 65 Sales of Rice, Pasta and Noodles by Category: % Value Growth 2020-2025
- Table 66 Sales of Instant Noodles by Leading Flavours: Rankings 2020-2025
- Table 67 NBO Company Shares of Rice, Pasta and Noodles: % Value 2021-2025
- Table 68 LBN Brand Shares of Rice, Pasta and Noodles: % Value 2022-2025
- Table 69 NBO Company Shares of Rice: % Value 2021-2025
- Table 70 LBN Brand Shares of Rice: % Value 2022-2025
- Table 71 NBO Company Shares of Pasta: % Value 2021-2025
- Table 72 LBN Brand Shares of Pasta: % Value 2022-2025
- Table 73 NBO Company Shares of Noodles: % Value 2021-2025
- Table 74 LBN Brand Shares of Noodles: % Value 2022-2025
- Table 75 Distribution of Rice, Pasta and Noodles by Format: % Value 2020-2025
- Table 76 Distribution of Rice by Format: % Value 2020-2025
- Table 77 Distribution of Pasta by Format: % Value 2020-2025
- Table 78 Distribution of Noodles by Format: % Value 2020-2025
- Table 79 Forecast Sales of Rice, Pasta and Noodles by Category: Volume 2025-2030
- Table 80 Forecast Sales of Rice, Pasta and Noodles by Category: Value 2025-2030
- Table 81 Forecast Sales of Rice, Pasta and Noodles by Category: % Volume Growth 2025-2030
- Table 82 Forecast Sales of Rice, Pasta and Noodles by Category: % Value Growth 2025-2030

COUNTRY REPORTS DISCLAIMER

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/staple-foods-in-estonia/report.