



Passport

Sauces, Dressings and Condiments in Argentina

Euromonitor International

December 2021

This sample report is for illustration
purposes only.

Some content and data have been
changed.

To purchase a full version, please visit

www.euromonitor.com

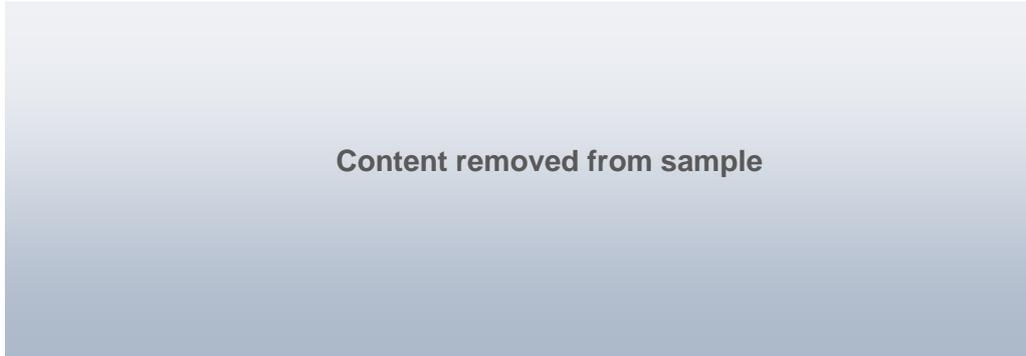
LIST OF CONTENTS AND TABLES

Sauces, Dressings and Condiments in Argentina - Category Analysis	1
KEY DATA FINDINGS.....	1
2021 DEVELOPMENTS.....	1
After A sharp increase in demand for sauces, dressings and condiments in the early stages of the COVID-19 pandemic, 2021 sees A stabilisation of demand	1
Pasta sauces rebounds after supply shortages following factory closures	2
While Unilever and Arcor maintain lead in sauces, dressings and condiments overall, the entry of new players changes the competitive landscape in some product areas.....	2
PROSPECTS AND OPPORTUNITIES.....	2
Demand for sauces, dressings and condiments set to further stabilise from 2022	2
Health and wellness is expected to be A focal point for innovation	3
Economic challenges will continue to shape the competitive environment	3
CATEGORY DATA.....	3
Table 1 Sales of Sauces, Dressings and Condiments by Category: Volume 2016-2021	3
Table 2 Sales of Sauces, Dressings and Condiments by Category: Value 2016-2021	4
Table 3 Sales of Sauces, Dressings and Condiments by Category: % Volume Growth 2016-2021	5
Table 4 Sales of Sauces, Dressings and Condiments by Category: % Value Growth 2016-2021	5
Table 5 Sales of Cooking Sauces by Type: % Value 2016-2021	6
Table 6 NBO Company Shares of Sauces, Dressings and Condiments: % Value 2017-2021	6
Table 7 LBN Brand Shares of Sauces, Dressings and Condiments: % Value 2018-2021	7
Table 8 Distribution of Sauces, Dressings and Condiments by Format: % Value 2016-2021	7
Table 9 Forecast Sales of Sauces, Dressings and Condiments by Category: Volume 2021-2026.....	8
Table 10 Forecast Sales of Sauces, Dressings and Condiments by Category: Value 2021-2026.....	9
Table 11 Forecast Sales of Sauces, Dressings and Condiments by Category: % Volume Growth 2021-2026	9
Table 12 Forecast Sales of Sauces, Dressings and Condiments by Category: % Value Growth 2021-2026	10
Cooking Ingredients and Meals in Argentina - Industry Overview	12
EXECUTIVE SUMMARY	12
Cooking ingredients and meals in 2021: The big picture	12
Key trends in 2021	12
Competitive landscape	12
Channel developments	13
What next for cooking ingredients and meals?	13
MARKET DATA.....	13
Table 13 Sales of Cooking Ingredients and Meals by Category: Volume 2016-2021	13

Table 14	Sales of Cooking Ingredients and Meals by Category: Value 2016-2021	14
Table 15	Sales of Cooking Ingredients and Meals by Category: % Volume Growth 2016-2021	14
Table 16	Sales of Cooking Ingredients and Meals by Category: % Value Growth 2016-2021	14
Table 17	NBO Company Shares of Cooking Ingredients and Meals: % Value 2017-2021	14
Table 18	LBN Brand Shares of Cooking Ingredients and Meals: % Value 2018-2021	15
Table 19	Penetration of Private Label by Category: % Value 2016-2021	16
Table 20	Distribution of Cooking Ingredients and Meals by Format: % Value 2016-2021	16
Table 21	Forecast Sales of Cooking Ingredients and Meals by Category: Volume 2021-2026.....	17
Table 22	Forecast Sales of Cooking Ingredients and Meals by Category: Value 2021-2026.....	17
Table 23	Forecast Sales of Cooking Ingredients and Meals by Category: % Volume Growth 2021-2026	18
Table 24	Forecast Sales of Cooking Ingredients and Meals by Category: % Value Growth 2021-2026	18
Chart 1	Cooking Ingredients and Meals Value Sales Growth Scenarios: 2019-2026	18
Chart 2	Cooking Ingredients and Meals Impact of Drivers on Value Sales: 2018-2026.....	19
DISCLAIMER	20
SOURCES	20
Summary 1	Research Sources.....	20

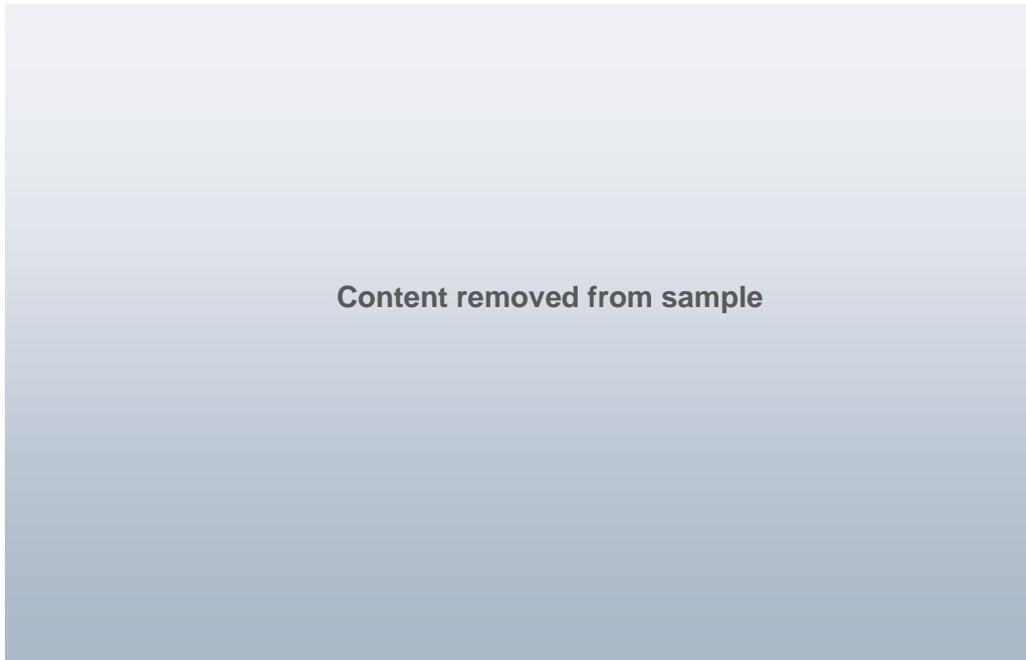
SAUCES, DRESSINGS AND CONDIMENTS IN ARGENTINA - CATEGORY ANALYSIS

KEY DATA FINDINGS



2021 DEVELOPMENTS

After A sharp increase in demand for sauces, dressings and condiments in the early stages of the COVID-19 pandemic, 2021 sees A stabilisation of demand



Pasta sauces rebounds after supply shortages following factory closures

Content removed from sample

While Unilever and Arcor maintain lead in sauces, dressings and condiments overall, the entry of new players changes the competitive landscape in some product areas

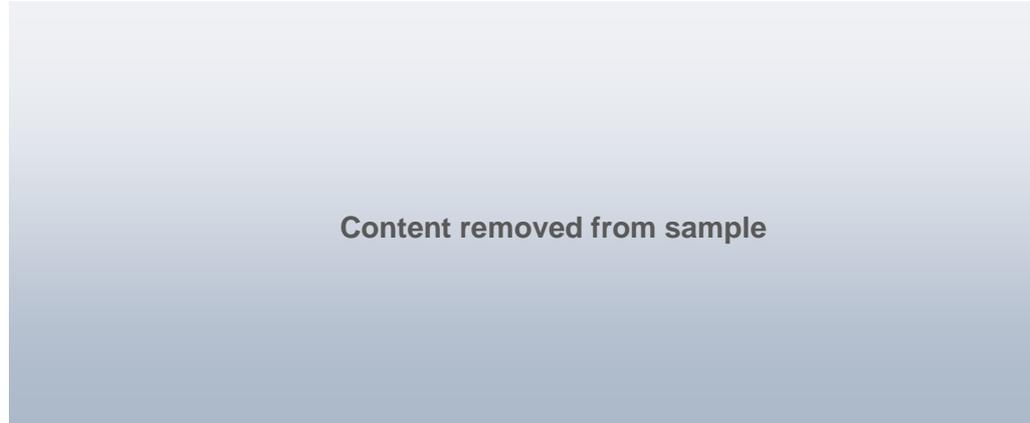
Content removed from sample

PROSPECTS AND OPPORTUNITIES

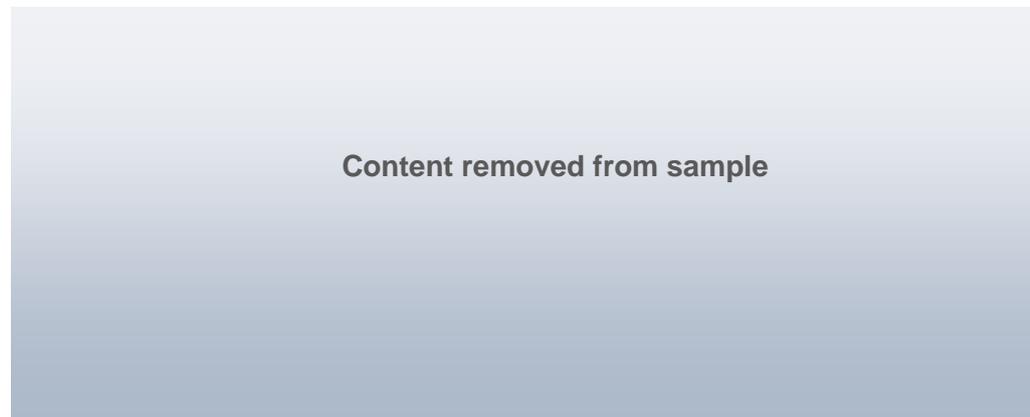
Demand for sauces, dressings and condiments set to further stabilise from 2022

Content removed from sample

Health and wellness is expected to be A focal point for innovation



Economic challenges will continue to shape the competitive environment



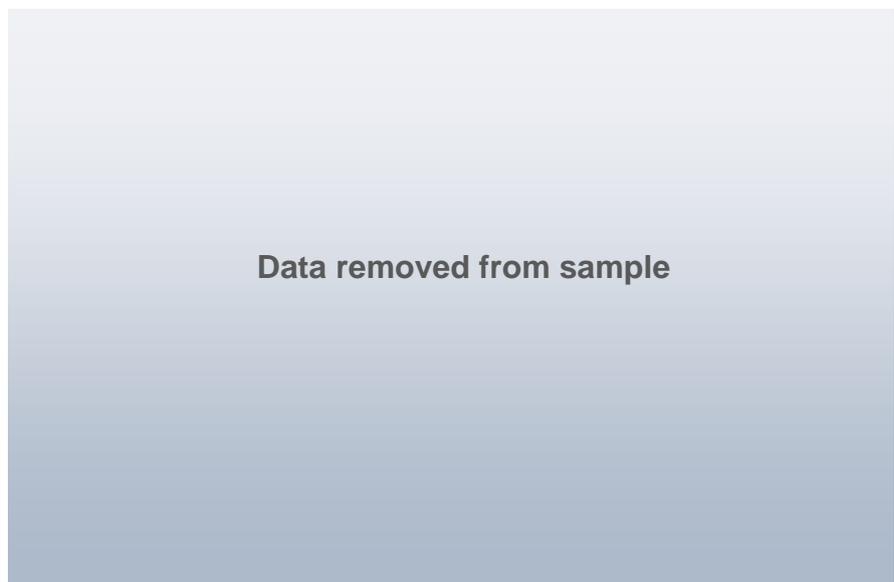
CATEGORY DATA

Table 1 Sales of Sauces, Dressings and Condiments by Category: Volume 2016-2021

'000 tonnes

	2016	2017	2018	2019	2020	2021
--	------	------	------	------	------	------

- Sauces, Dressings and Condiments
- Tomato Pastes and Purées
- Bouillon
- Stock Cubes and Powders
- Gravy Cubes and Powders
- Liquid Stocks and Fonds
- Herbs and Spices



- Soy Sauces
- Pasta Sauces
- Cooking Sauces
- Dry Sauces
- Ketchup
- Mayonnaise
- Mustard
- Salad Dressings
- Dips
- Pickled Products
- Other Sauces, Dressings and Condiments
- Yeast-based Spreads
- Barbecue Sauces
- Chili Sauces
- Oyster Sauces
- Table Sauces
- Other Table Sauces
- Cooking Ingredients
- Fish Sauces
- Monosodium Glutamate



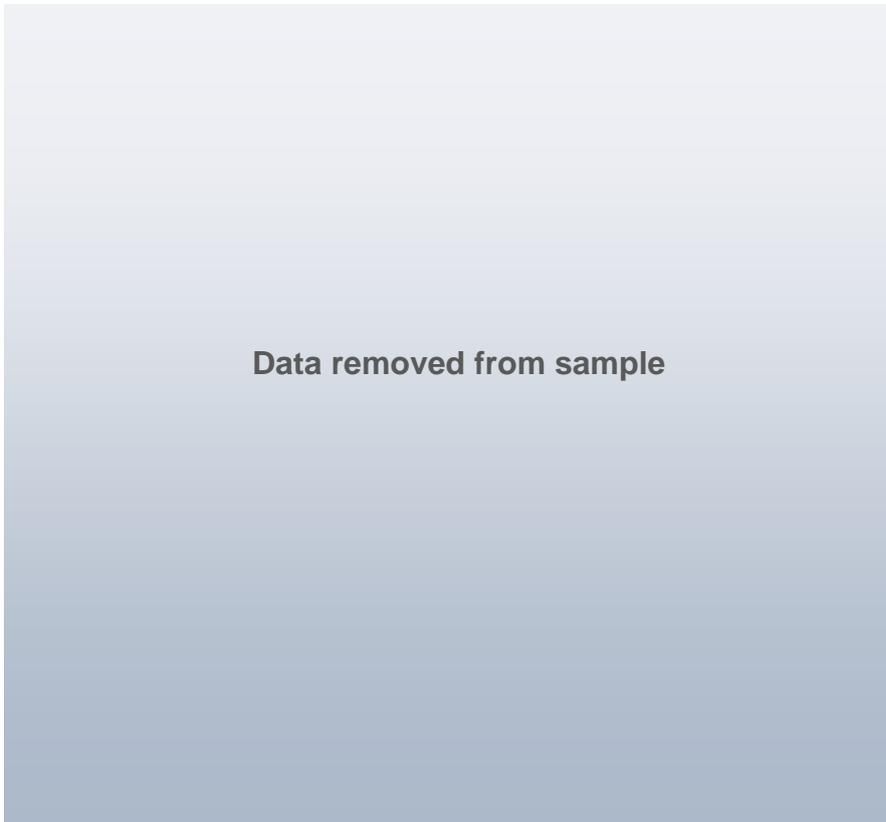
Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 2 Sales of Sauces, Dressings and Condiments by Category: Value 2016-2021

ARS million

2016 2017 2018 2019 2020 2021

- Sauces, Dressings and Condiments
- Tomato Pastes and Purées
- Bouillon
- Stock Cubes and Powders
- Gravy Cubes and Powders
- Liquid Stocks and Fonds
- Herbs and Spices
- Soy Sauces
- Pasta Sauces
- Cooking Sauces
- Dry Sauces
- Ketchup
- Mayonnaise
- Mustard
- Salad Dressings
- Dips
- Pickled Products
- Other Sauces, Dressings and Condiments
- Yeast-based Spreads
- Barbecue Sauces
- Chili Sauces
- Oyster Sauces
- Table Sauces
- Other Table Sauces
- Cooking Ingredients



- Fish Sauces
- Monosodium Glutamate

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 3 Sales of Sauces, Dressings and Condiments by Category: % Volume Growth 2016-2021

% volume growth

	2020/21	2016-21 CAGR	2016/21 Total
Sauces, Dressings and Condiments			
Tomato Pastes and Purées			
- Bouillon			
-- Stock Cubes and Powders			
-- Gravy Cubes and Powders			
-- Liquid Stocks and Fonds			
- Herbs and Spices			
- Soy Sauces			
- Pasta Sauces			
- Cooking Sauces			
- Dry Sauces			
- Ketchup			
- Mayonnaise			
- Mustard			
- Salad Dressings			
Dips			
Pickled Products			
Other Sauces, Dressings and Condiments			
Yeast-based Spreads			
- Barbecue Sauces			
- Chili Sauces			
- Oyster Sauces			
Table Sauces			
- Other Table Sauces			
Cooking Ingredients			
- Fish Sauces			
- Monosodium Glutamate			

Data removed from sample

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 4 Sales of Sauces, Dressings and Condiments by Category: % Value Growth 2016-2021

% current value growth

	2020/21	2016-21 CAGR	2016/21 Total
Sauces, Dressings and Condiments			
Tomato Pastes and Purées			
- Bouillon			
-- Stock Cubes and Powders			
-- Gravy Cubes and Powders			
-- Liquid Stocks and Fonds			
- Herbs and Spices			
- Soy Sauces			
- Pasta Sauces			
- Cooking Sauces			

Data removed from sample

- Dry Sauces
- Ketchup
- Mayonnaise
- Mustard
- Salad Dressings
- Dips
- Pickled Products
- Other Sauces, Dressings and Condiments
- Yeast-based Spreads
- Barbecue Sauces
- Chili Sauces
- Oyster Sauces
- Table Sauces
- Other Table Sauces
- Cooking Ingredients
- Fish Sauces
- Monosodium Glutamate

Data removed from sample

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 5 Sales of Cooking Sauces by Type: % Value 2016-2021

	2016	2017	2018	2019	2020	2021
Data removed from sample						

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 6 NBO Company Shares of Sauces, Dressings and Condiments: % Value 2017-2021

% retail value rsp Company	2017	2018	2019	2020	2021
Data removed from sample					

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 7 LBN Brand Shares of Sauces, Dressings and Condiments: % Value 2018-2021

% retail value rsp Brand (GBO)	Company (NBO)	2018	2019	2020	2021
Data removed from sample					

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 8 Distribution of Sauces, Dressings and Condiments by Format: % Value 2016-2021

% retail value rsp	2016	2017	2018	2019	2020	2021
Store-Based Retailing - Grocery Retailers -- Modern Grocery	Data removed from sample					

- Retailers
- Convenience Stores
- Discounters
- Forecourt Retailers
- Hypermarkets
- Supermarkets
- Traditional Grocery Retailers
- Food/drink/tobacco specialists
- Independent Small Grocers
- Other Grocery Retailers
- Non-Grocery Specialists
- Health and Beauty Specialist Retailers
- Other Foods Non-Grocery Specialists
- Mixed Retailers
- Non-Store Retailing
- Vending
- Homeshopping
- E-Commerce
- Direct Selling
- Total

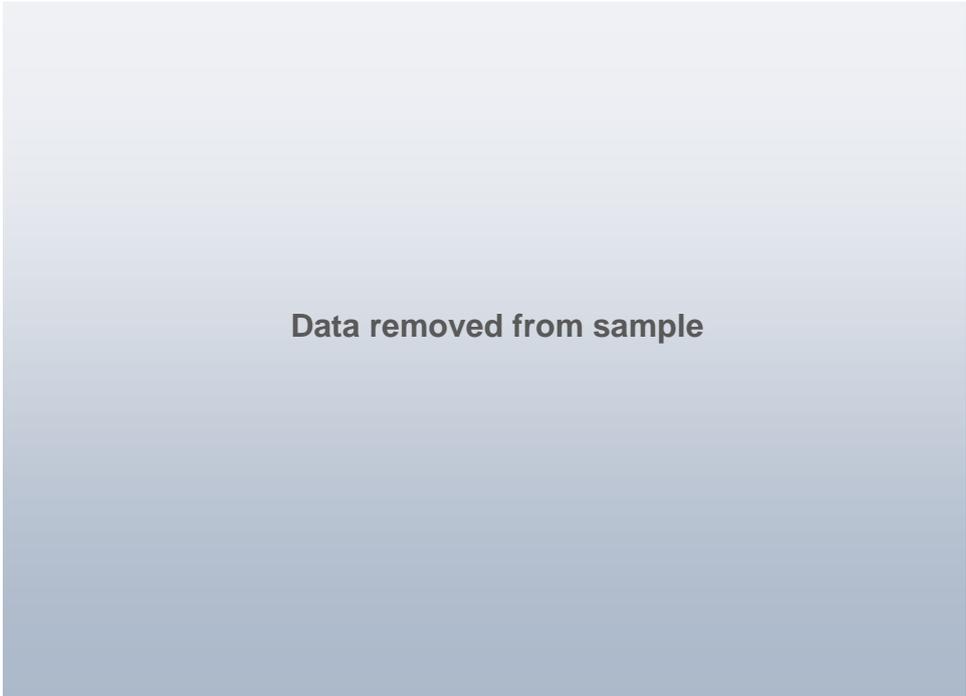


Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

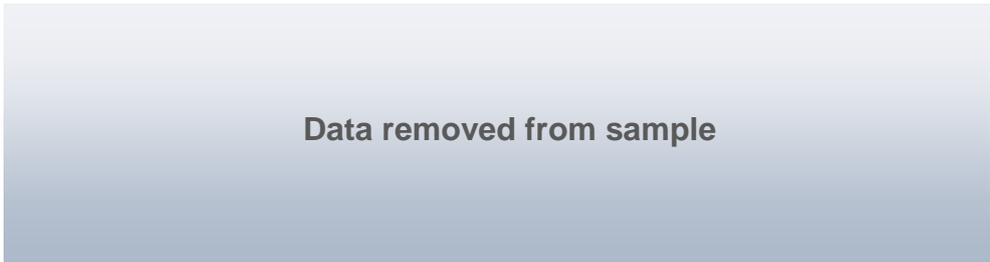
Table 9 Forecast Sales of Sauces, Dressings and Condiments by Category: Volume 2021-2026

'000 tonnes

	2021	2022	2023	2024	2025	2026
Sauces, Dressings and Condiments						
Tomato Pastes and Purées						
- Bouillon						
-- Stock Cubes and Powders						
-- Gravy Cubes and Powders						
-- Liquid Stocks and Fonds						
- Herbs and Spices						
- Soy Sauces						
- Pasta Sauces						
- Cooking Sauces						
- Dry Sauces						
- Ketchup						
- Mayonnaise						
- Mustard						
- Salad Dressings						
Dips						
Pickled Products						
Other Sauces, Dressings and Condiments						
Yeast-based Spreads						



- Barbecue Sauces
- Chili Sauces
- Oyster Sauces
- Table Sauces
- Other Table Sauces
- Cooking Ingredients
- Fish Sauces
- Monosodium Glutamate



Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

Table 10 Forecast Sales of Sauces, Dressings and Condiments by Category: Value 2021-2026

ARS million

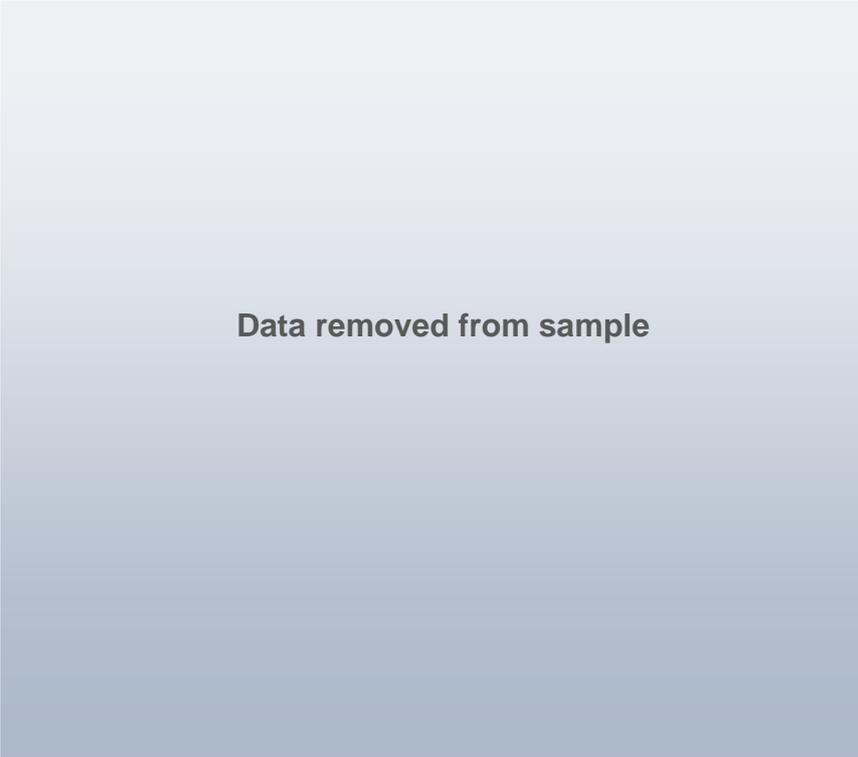
	2021	2022	2023	2024	2025	2026
Sauces, Dressings and Condiments	Data removed from sample					
Tomato Pastes and Purées						
- Bouillon						
-- Stock Cubes and Powders						
-- Gravy Cubes and Powders						
-- Liquid Stocks and Fonds						
- Herbs and Spices						
- Soy Sauces						
- Pasta Sauces						
- Cooking Sauces						
- Dry Sauces						
- Ketchup						
- Mayonnaise						
- Mustard						
- Salad Dressings						
Dips						
Pickled Products						
Other Sauces, Dressings and Condiments						
Yeast-based Spreads						
- Barbecue Sauces						
- Chili Sauces						
- Oyster Sauces						
Table Sauces						
- Other Table Sauces						
Cooking Ingredients						
- Fish Sauces						
- Monosodium Glutamate						

Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

Table 11 Forecast Sales of Sauces, Dressings and Condiments by Category: % Volume Growth 2021-2026

% volume growth	2021/22	2021-26 CAGR	2021/26 Total
	Data removed from sample		

- Sauces, Dressings and Condiments
- Tomato Pastes and Purées
- Bouillon
- Stock Cubes and Powders
- Gravy Cubes and Powders
- Liquid Stocks and Fonds
- Herbs and Spices
- Soy Sauces
- Pasta Sauces
- Cooking Sauces
- Dry Sauces
- Ketchup
- Mayonnaise
- Mustard
- Salad Dressings
- Dips
- Pickled Products
- Other Sauces, Dressings and Condiments
- Yeast-based Spreads
- Barbecue Sauces
- Chili Sauces
- Oyster Sauces
- Table Sauces
- Other Table Sauces
- Cooking Ingredients
- Fish Sauces
- Monosodium Glutamate



Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

Table 12 Forecast Sales of Sauces, Dressings and Condiments by Category: % Value Growth 2021-2026

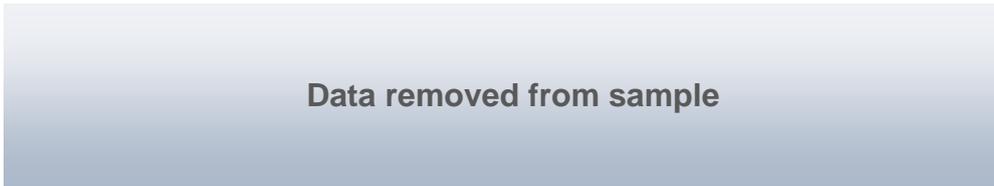
% constant value growth

2021/2022 2021-26 CAGR 2021/26 Total

- Sauces, Dressings and Condiments
- Tomato Pastes and Purées
- Bouillon
- Stock Cubes and Powders
- Gravy Cubes and Powders
- Liquid Stocks and Fonds
- Herbs and Spices
- Soy Sauces
- Pasta Sauces
- Cooking Sauces
- Dry Sauces
- Ketchup
- Mayonnaise
- Mustard
- Salad Dressings
- Dips
- Pickled Products
- Other Sauces, Dressings and Condiments
- Yeast-based Spreads
- Barbecue Sauces
- Chili Sauces
- Oyster Sauces



- Table Sauces
- Other Table Sauces
- Cooking Ingredients
- Fish Sauces
- Monosodium Glutamate

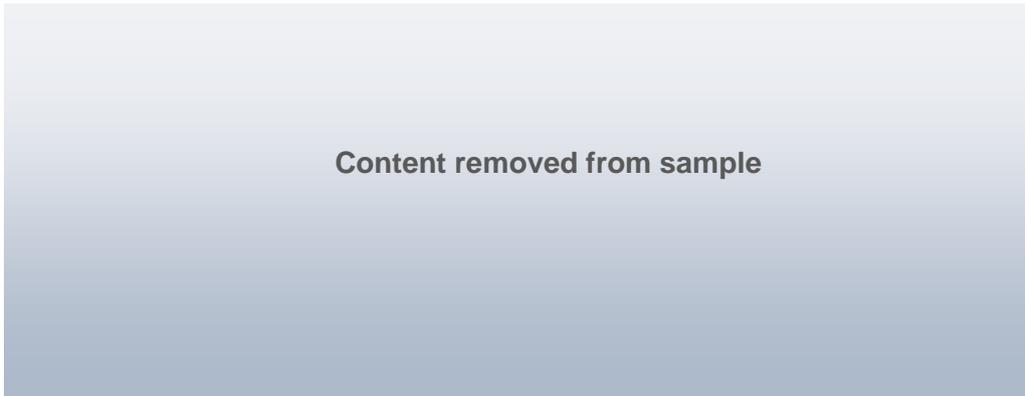


Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

COOKING INGREDIENTS AND MEALS IN ARGENTINA - INDUSTRY OVERVIEW

EXECUTIVE SUMMARY

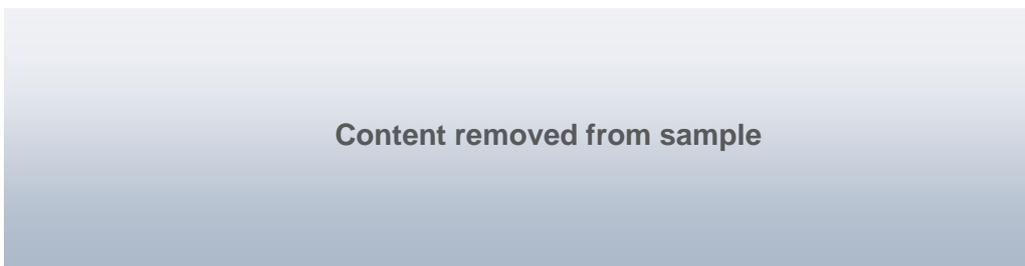
Cooking ingredients and meals in 2021: The big picture



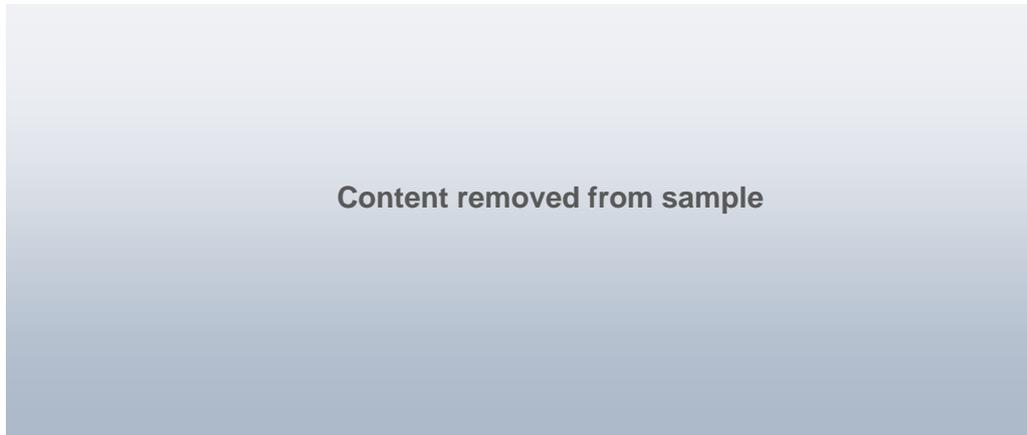
Key trends in 2021



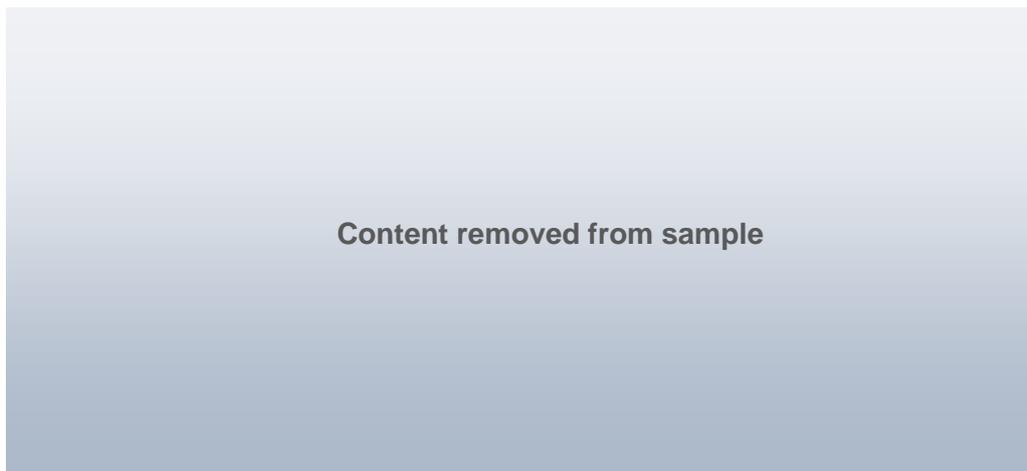
Competitive landscape



Channel developments



What next for cooking ingredients and meals?



MARKET DATA

Table 13 Sales of Cooking Ingredients and Meals by Category: Volume 2016-2021

	2016	2017	2018	2019	2020	2021
Ready Meals ('000 tonnes)	Data removed from sample					
Soup ('000 tonnes)						
Sauces, Dressings and Condiments ('000 tonnes)						
Sweet Spreads ('000 tonnes)						
Edible Oils (million litres)						

Cooking Ingredients and Meals (Not calculable)

Data removed from sample

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 14 Sales of Cooking Ingredients and Meals by Category: Value 2016-2021

ARS million

2016 2017 2018 2019 2020 2021

Ready Meals
Soup
Sauces, Dressings and Condiments
Sweet Spreads
Cooking Ingredients and Meals
Edible Oils

Data removed from sample

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 15 Sales of Cooking Ingredients and Meals by Category: % Volume Growth 2016-2021

% volume growth

2020/21 2016-21 CAGR 2016/21 Total

Ready Meals
Soup
Sauces, Dressings and Condiments
Sweet Spreads
Edible Oils
Cooking Ingredients and Meals

Data removed from sample

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 16 Sales of Cooking Ingredients and Meals by Category: % Value Growth 2016-2021

% current value growth

2020/21 2016-21 CAGR 2016/21 Total

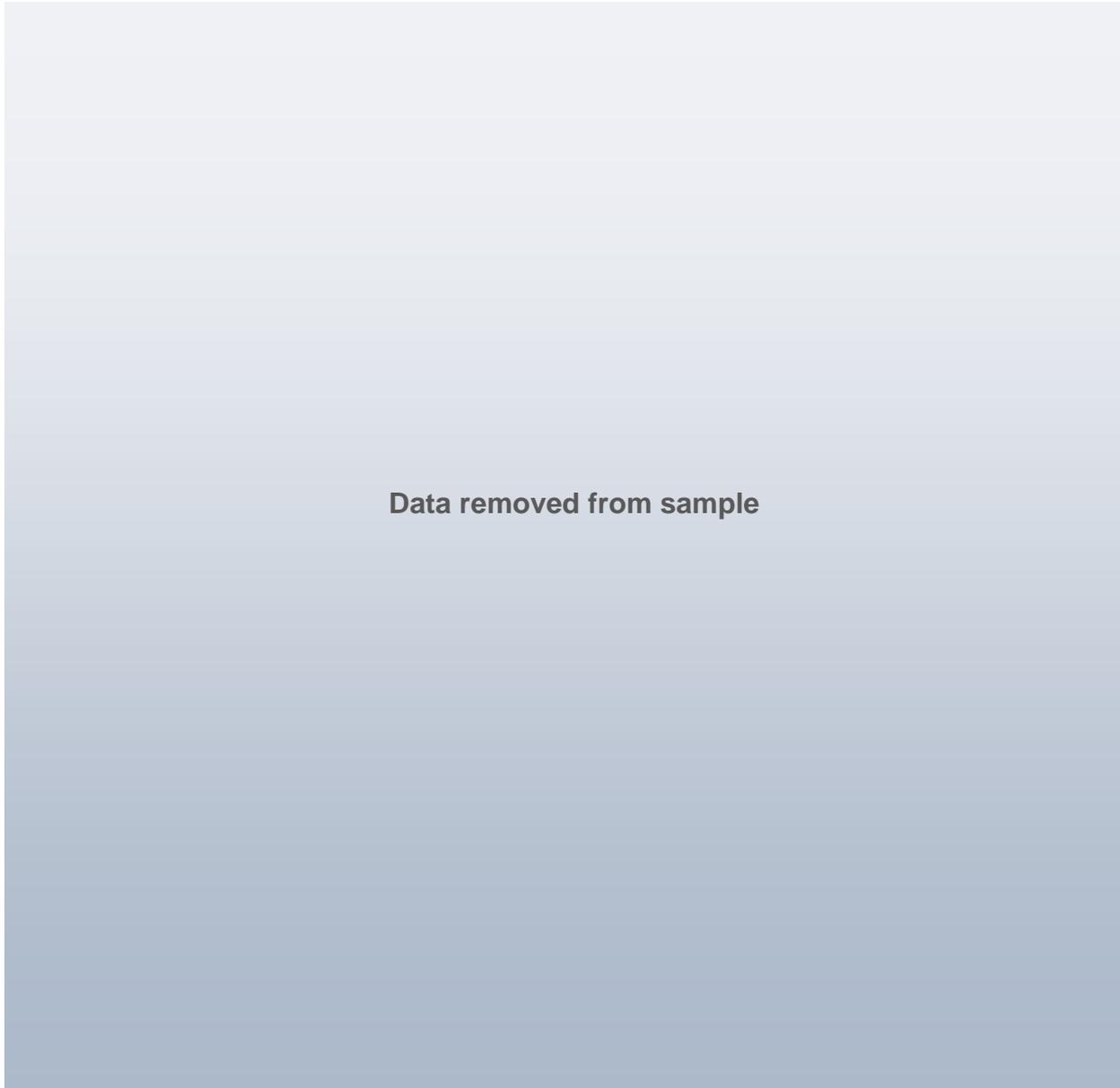
Ready Meals
Soup
Sauces, Dressings and Condiments
Sweet Spreads
Cooking Ingredients and Meals
Edible Oils

Data removed from sample

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 17 NBO Company Shares of Cooking Ingredients and Meals: % Value 2017-2021

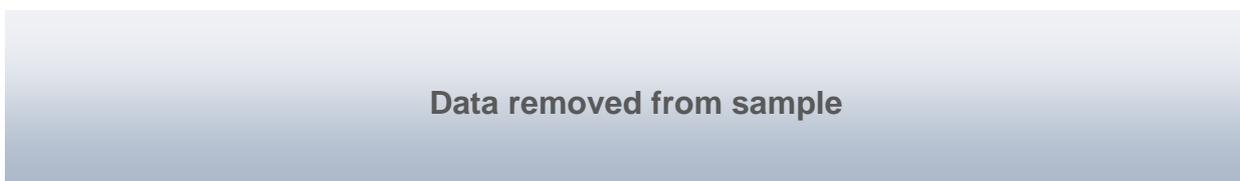
% retail value rsp Company	2017	2018	2019	2020	2021
-------------------------------	------	------	------	------	------



Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 18 LBN Brand Shares of Cooking Ingredients and Meals: % Value 2018-2021

% retail value rsp Brand (GBO)	Company (NBO)	2018	2019	2020	2021
-----------------------------------	---------------	------	------	------	------





Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 19 Penetration of Private Label by Category: % Value 2016-2021

% retail value rsp	2016	2017	2018	2019	2020	2021
Cooking Ingredients and Meals	Data removed from sample					
Edible Oils						
Ready Meals						
Sauces, Dressings and Condiments						
Sweet Spreads						

Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 20 Distribution of Cooking Ingredients and Meals by Format: % Value 2016-2021

% retail value rsp	2016	2017	2018	2019	2020	2021
Store-Based Retailing - Grocery Retailers	Data removed from sample					
-- Modern Grocery Retailers						
--- Convenience Stores						
--- Discounters						

- Forecourt Retailers
- Hypermarkets
- Supermarkets
- Traditional Grocery Retailers
- Food/drink/tobacco specialists
- Independent Small Grocers
- Other Grocery Retailers
- Non-Grocery Specialists
- Health and Beauty Specialist Retailers
- Other Foods Non-Grocery Specialists
- Mixed Retailers
- Non-Store Retailing
- Vending
- Homeshopping
- E-Commerce
- Direct Selling
- Total



Source: Euromonitor International from official statistics, trade associations, trade press, company research, store checks, trade interviews, trade sources

Table 21 Forecast Sales of Cooking Ingredients and Meals by Category: Volume 2021-2026

	2021	2022	2023	2024	2025	2026
Ready Meals ('000 tonnes)	Data removed from sample					
Soup ('000 tonnes)						
Sauces, Dressings and Condiments ('000 tonnes)						
Sweet Spreads ('000 tonnes)						
Edible Oils (million litres)						
Cooking Ingredients and Meals (Not calculable)						

Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

Table 22 Forecast Sales of Cooking Ingredients and Meals by Category: Value 2021-2026

ARS million	2021	2022	2023	2024	2025	2026
Ready Meals	Data removed from sample					
Soup						
Sauces, Dressings and Condiments						
Sweet Spreads						
Cooking Ingredients and Meals						

Data removed from sample

Edible Oils

Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

Table 23 Forecast Sales of Cooking Ingredients and Meals by Category: % Volume Growth 2021-2026

% volume growth

2021/22 2021-26 CAGR 2021/26 Total

- Ready Meals
- Soup
- Sauces, Dressings and Condiments
- Sweet Spreads
- Edible Oils
- Cooking Ingredients and Meals

Data removed from sample

Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

Table 24 Forecast Sales of Cooking Ingredients and Meals by Category: % Value Growth 2021-2026

% constant value growth

2021/2022 2021-26 CAGR 2021/26 Total

- Ready Meals
- Soup
- Sauces, Dressings and Condiments
- Sweet Spreads
- Cooking Ingredients and Meals
- Edible Oils

Data removed from sample

Source: Euromonitor International from trade associations, trade press, company research, trade interviews, trade sources

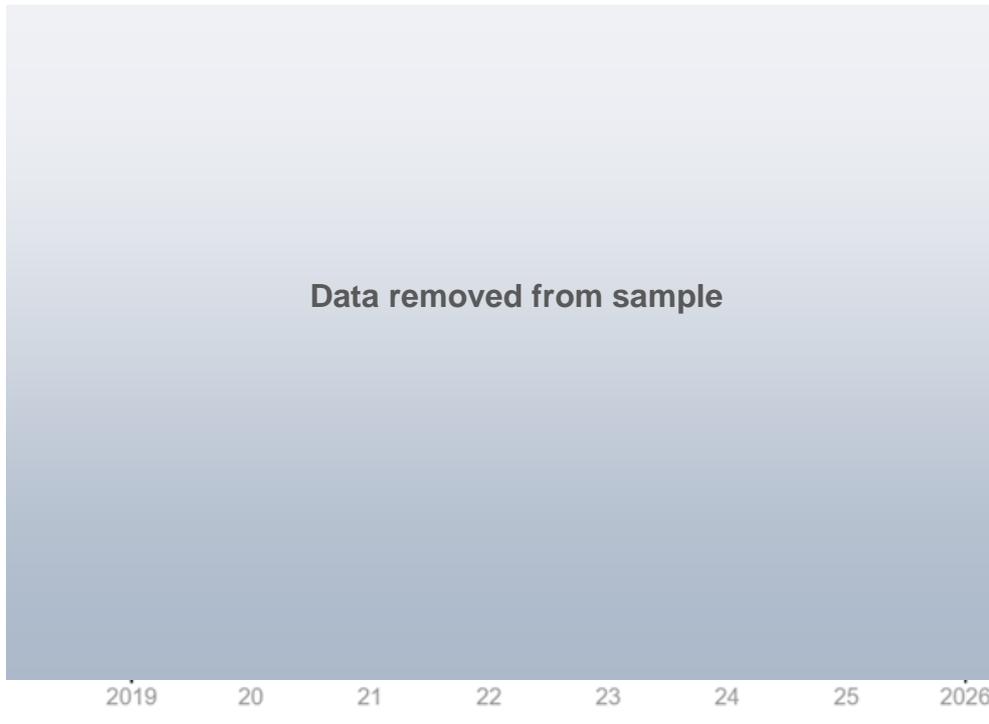
Chart 1 Cooking Ingredients and Meals Value Sales Growth Scenarios: 2019-2026

Retail Value Sales, Real, US\$ mn, 2019 - 2026

2021 Constant Prices, 2021 Fixed Year Exchange Rate

Cooking Ingredients and Meals - Argentina

Passport Baseline C19 Pessimistic1



Source: Euromonitor International Industry Forecast Model

Chart 2 Cooking Ingredients and Meals Impact of Drivers on Value Sales: 2018-2026

Retail Value Sales, Real US\$ mn 2019 - 2026

2021 Constant Prices, 2021 Fixed Year Exchange Rate

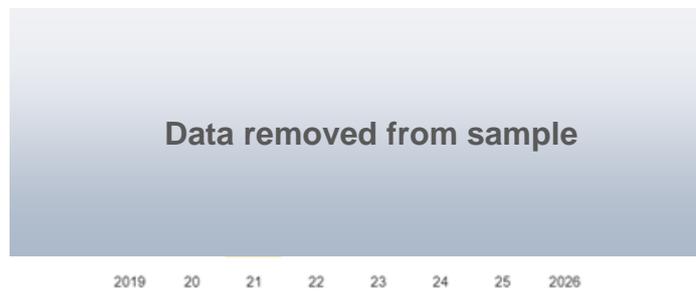
Argentina - Cooking Ingredients and Meals

Retail Value Sales, Real Growth

Passport Baseline

Driver effects

- GDP Per Capita
- Product Price
- Habit Persistence
- Population
- Market Environment
(Burger Fast Food Transactions per Capita; Other Full-Service Restaurants Transactions per Capita)
- Soft Drivers
(- Stockpiling; + Availability; + Home Seclusion; + Product variety; + Promotion)



Source: Euromonitor International Industry Forecast Model

DISCLAIMER

Content removed from sample

SOURCES

Sources used during research include the following:

Summary 1 Research Sources

Content removed from sample

