

**SIAL** Paris  
INSPIRE FOOD BUSINESS

nielsen  
.....



INDIA







# INDIA

## IDENTITY CARD



SURFACE

3 287 260 KM<sup>2</sup>



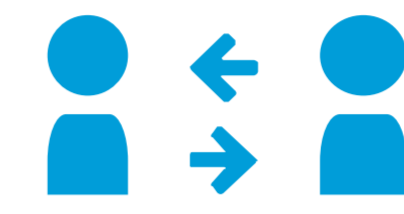
POPULATION

1,311,050,527



CAPITAL

NEW DELHI



LANGUAGE

HINDI, ENGLISH



RELIGION



Hindus



Muslims

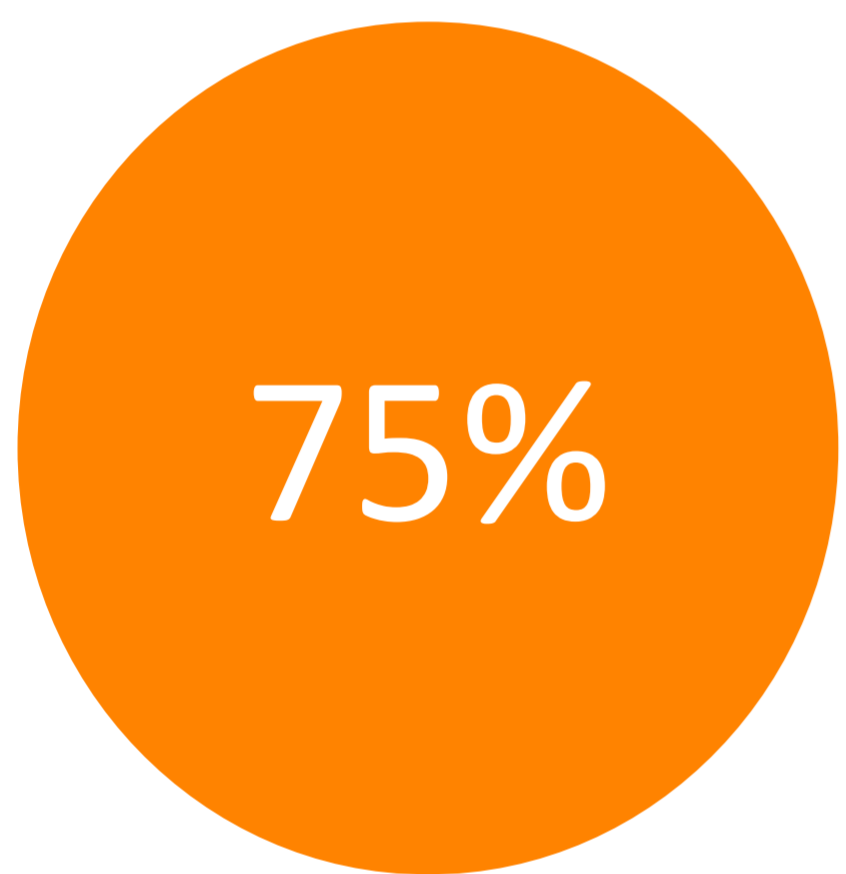
GDP PER CAPITA (USD) 1,582 €

TOP 3 EXPORT USA, VIETNAM, IRAN

TOP 3 IMPORT INDONESIA, MALAYSIA, UKRAINE

CURRENCY RUPEE

## GROCERY SHOPPING



ENJOY SHOPPING FOR GROCERIES

FMCG VALUE SALES TREND



NUMBER OF STORES

182 HYPERMARKETS

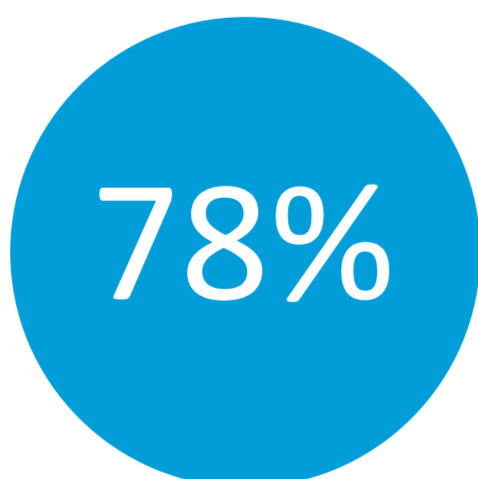
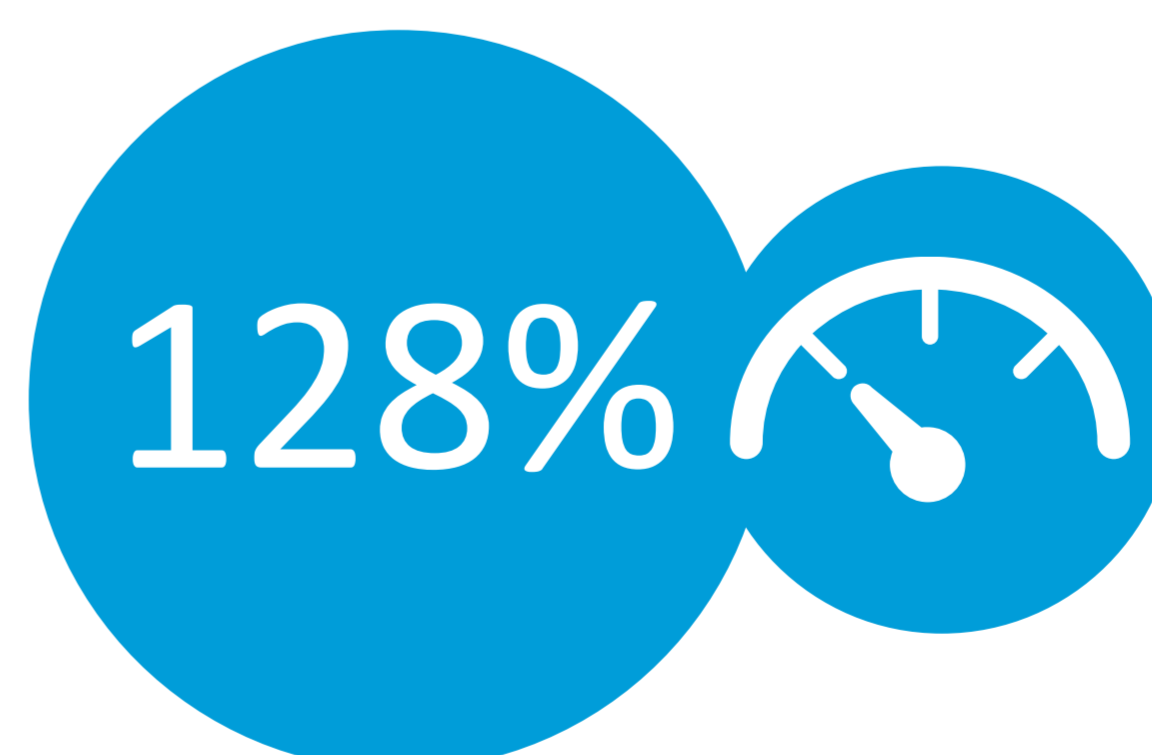


1358 SUPERMARKETS



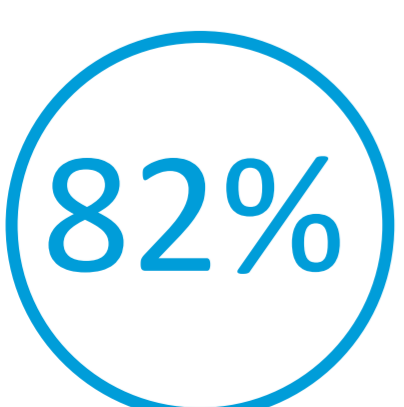
## CONFIDENCE INDEX

CONSUMER CONFIDENCE INDEX



THINK THE STATE OF THEIR OWN PERSONAL FINANCES IN THE NEXT 12 MONTHS WILL BE GOOD OR EXCELLENT

COMPARED TO THIS TIME LAST YEAR...



HAVE CHANGED THEIR SPENDING TO SAVE ON HOUSEHOLD EXPENSES



HAVE SWITCHED TO CHEAPER GROCERY BRANDS



HAVE CUT DOWN ON TAKE-AWAY MEALS



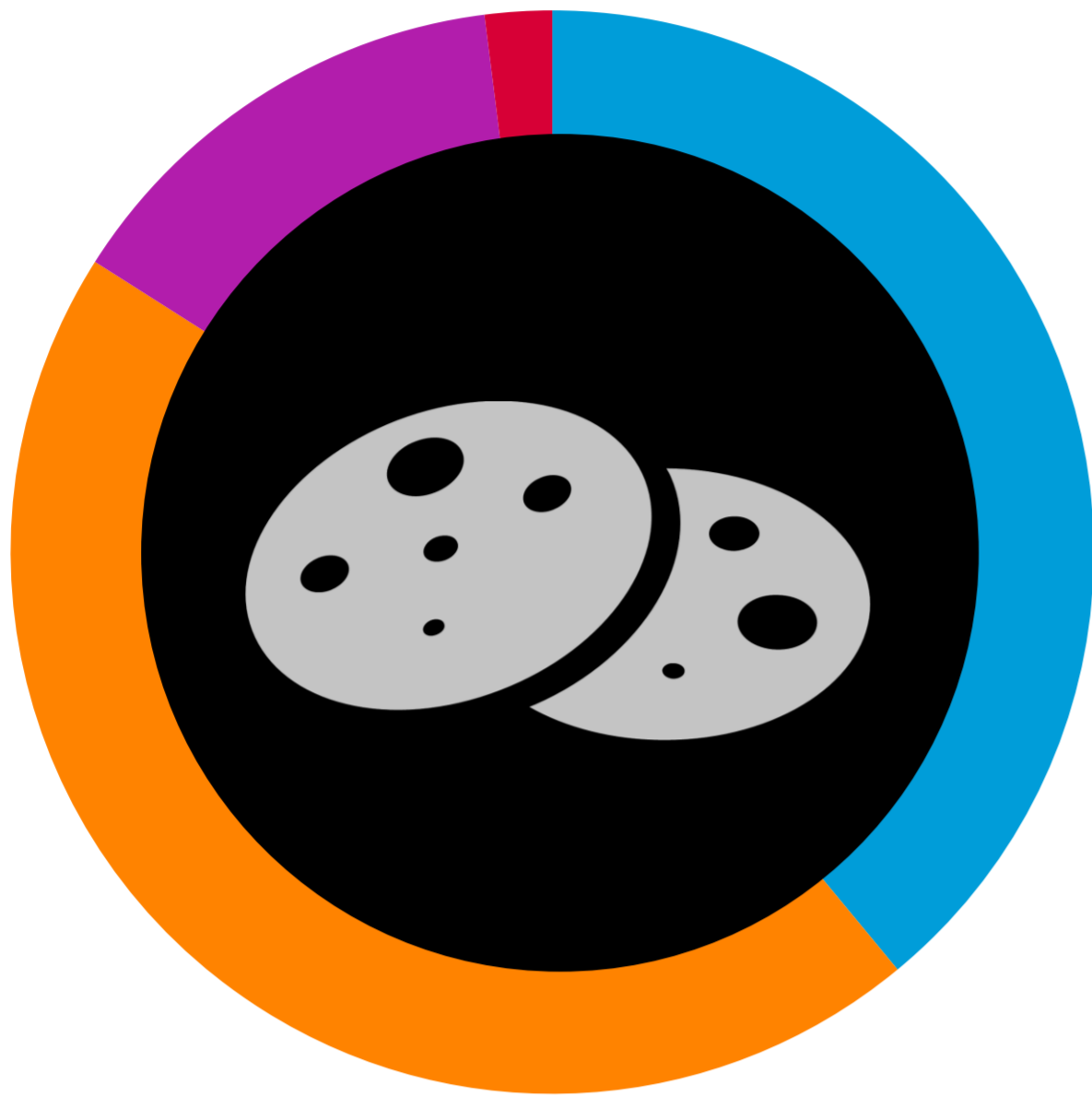
HAVE CUT DOWN ON OR BUY CHEAPER BRANDS OF ALCOHOL



# INDIA

## BRAND ORIGIN PREFERENCES

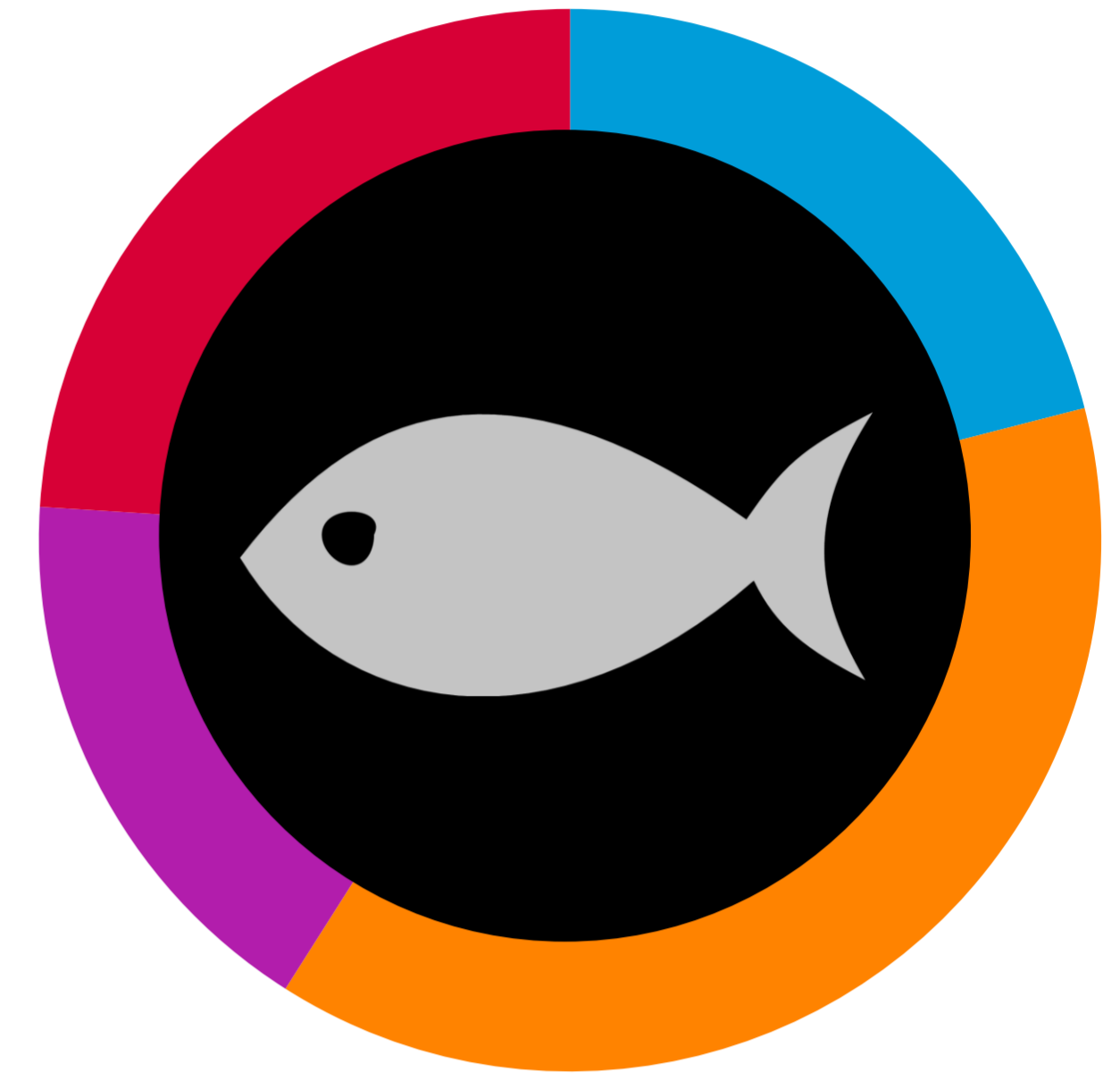
COOKIES/BI  
SCUITS



YOGHURTS



SEAFOOD



■ Prefer Global Brands  
■ Not important

■ Prefer Local Brands  
■ I don't buy this category

## FOOD INGREDIENTS



57%

WANT MORE ALL NATURAL PRODUCTS

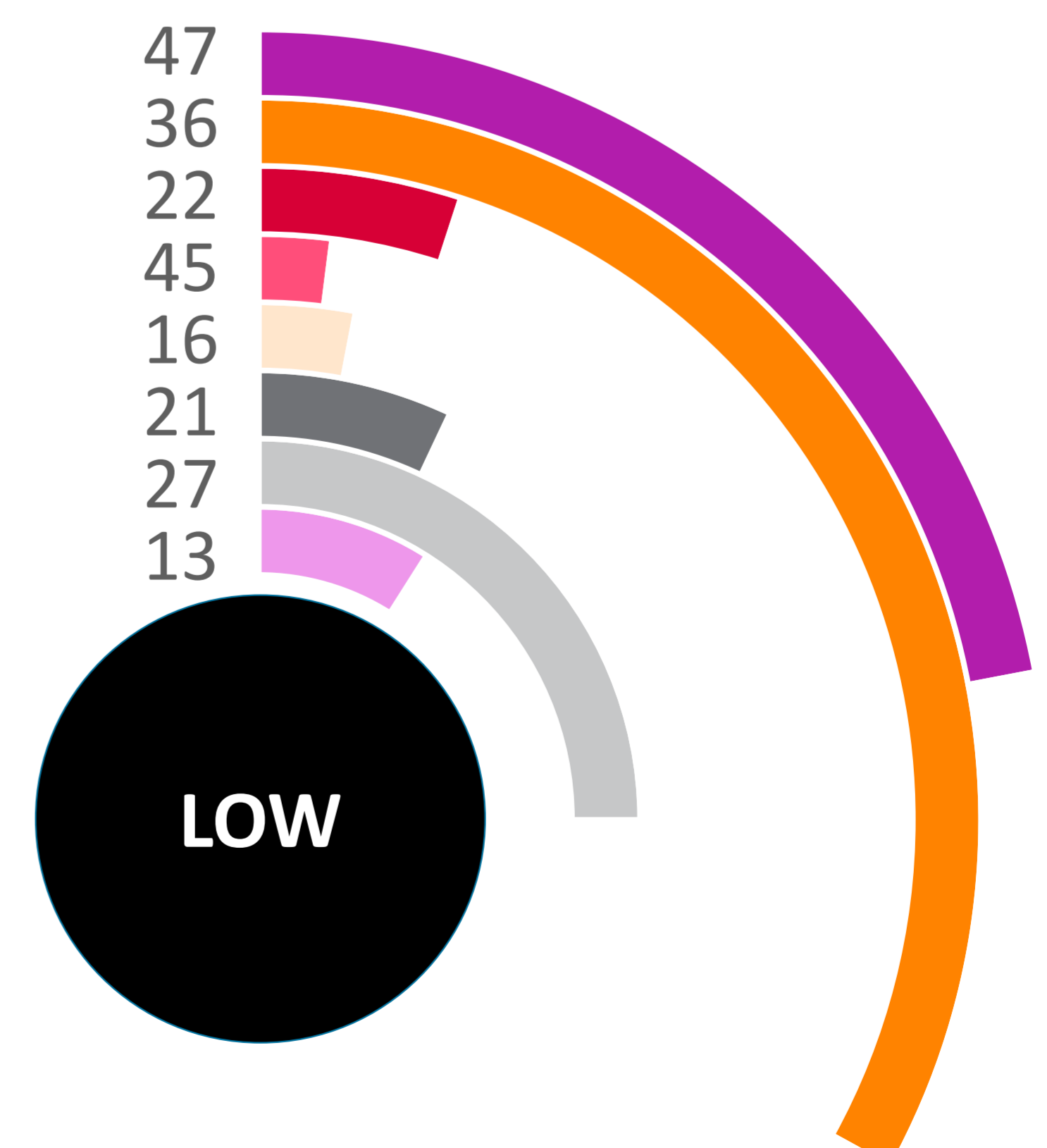
57%

LIVE IN AN HOUSEHOLD WHERE SOMEONE SUFFERS FROM A FOOD ALLERGY OR INTOLERANCE



FOLLOW A SPECIAL DIET THAT LIMITS OR RESTRICTS SPECIFIED FOODS OR INGREDIENTS

- LOW FAT
- SUGAR CONSCIOUS
- LOW SODIUM
- VEGETARIAN
- HALAL
- GLUTEN FREE
- LOW CARBOHYDRATE
- LACTOSE FREE



LOW



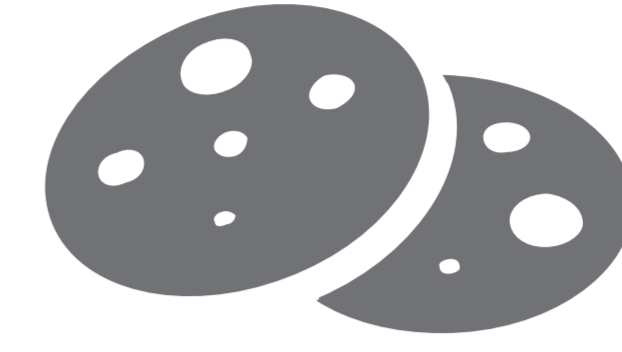


# INDIA

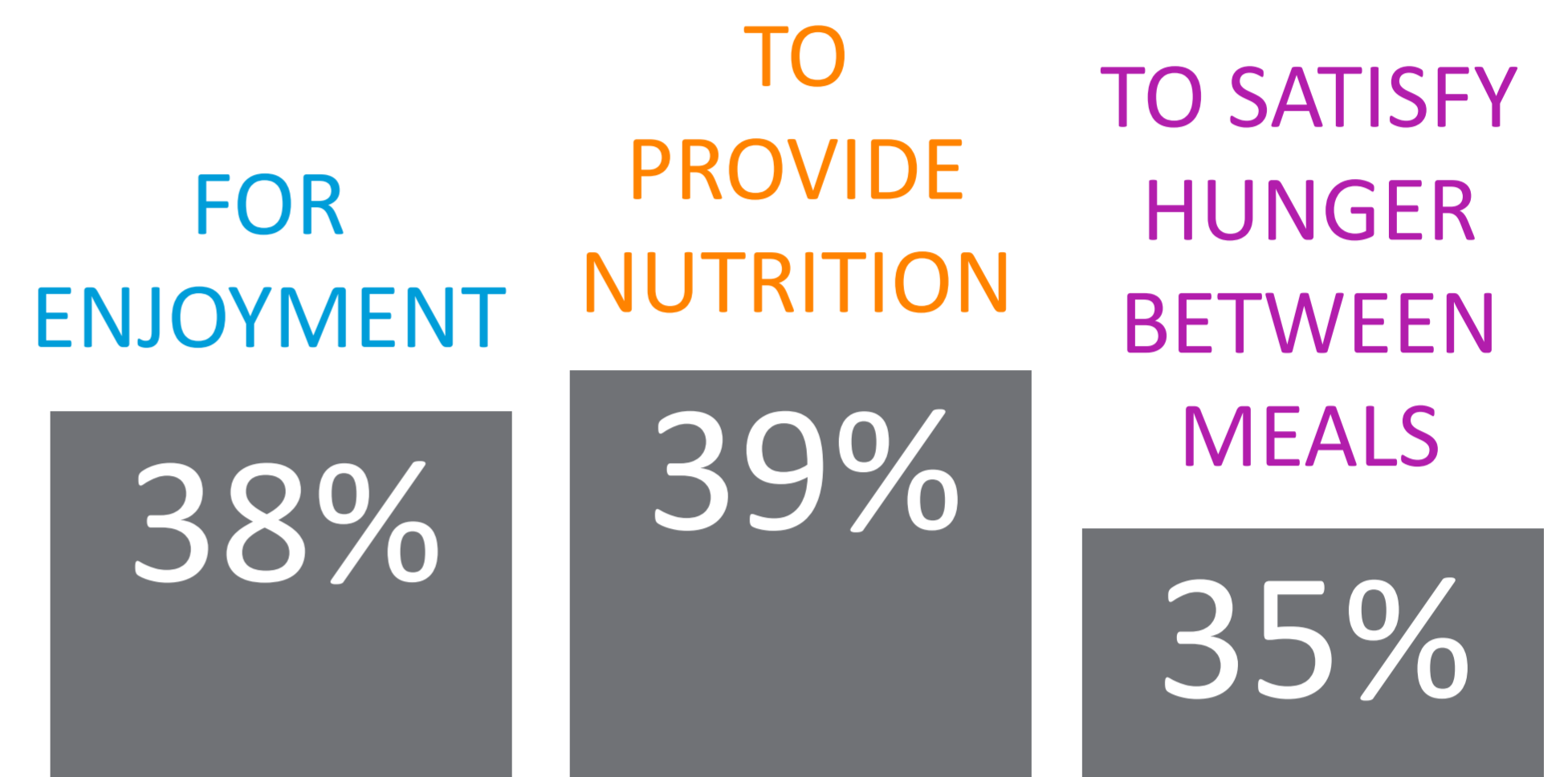
## SNACKING



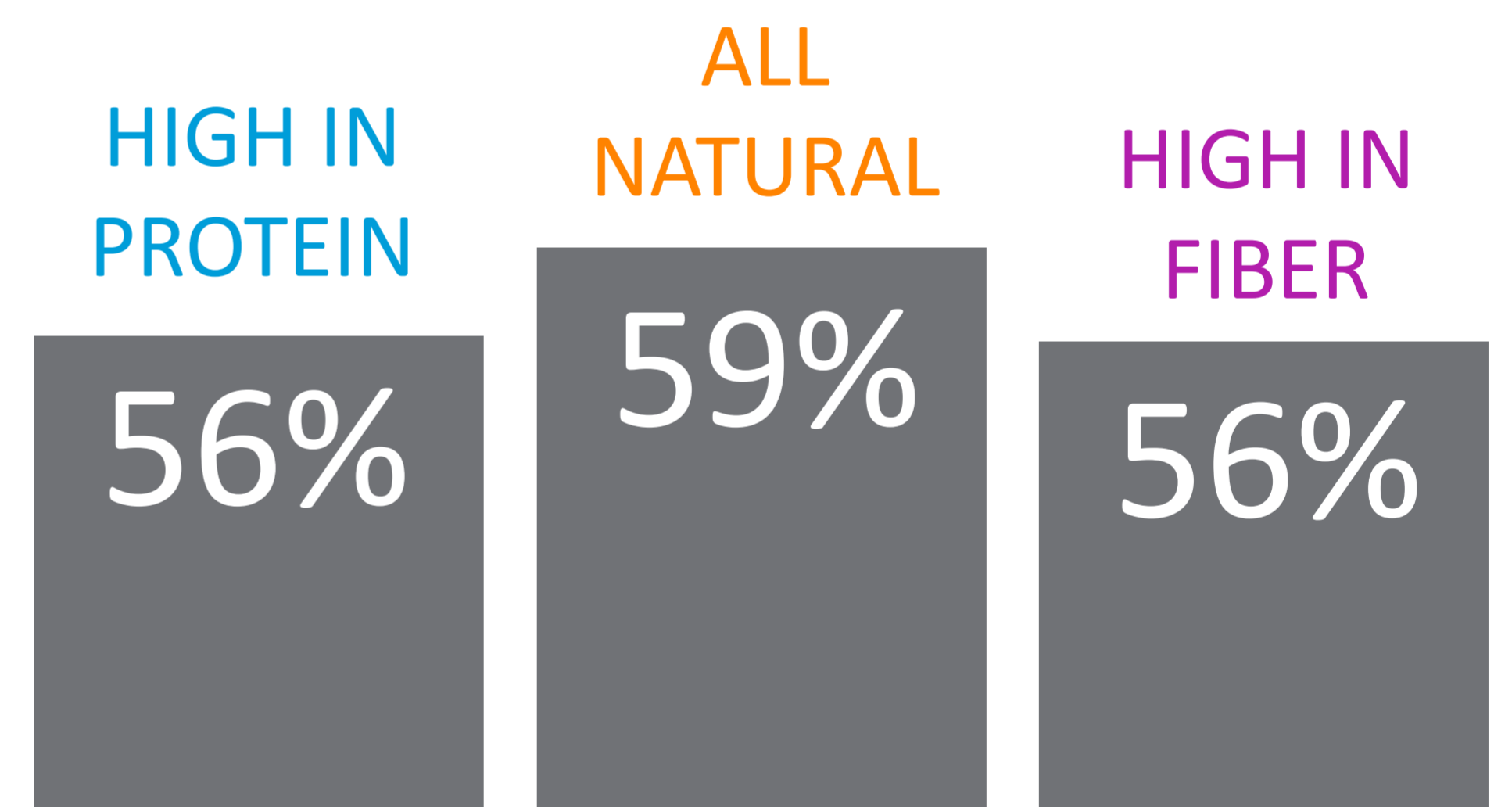
IN WHICH OUTLET DO YOU OFTEN BUY SNACKS?



THINKING ABOUT THE SNACKS YOU ATE IN THE LAST MONTH, WHY DID YOU CONSUME THESE SNACKS?

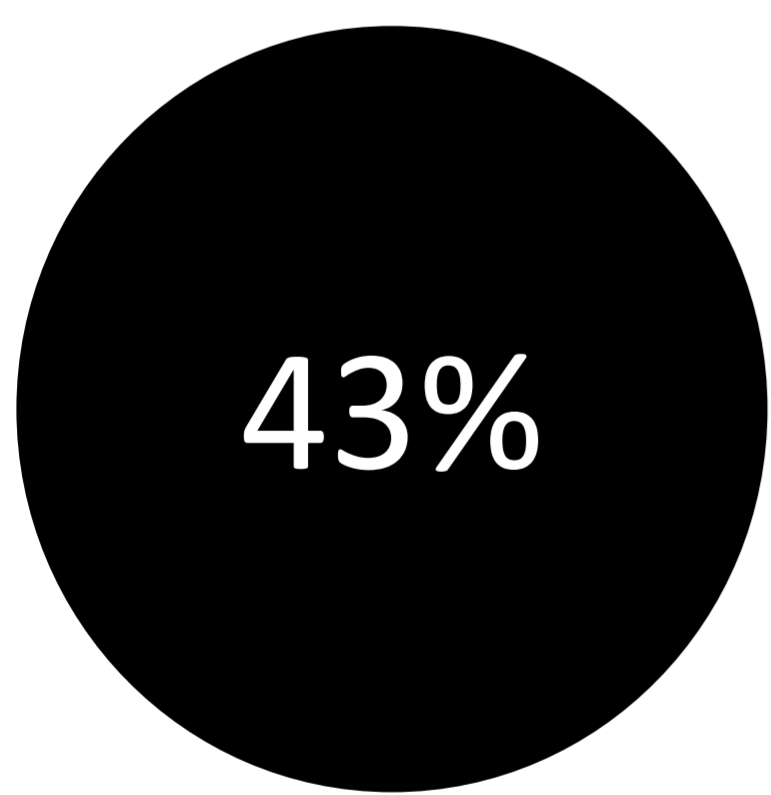


THINKING ABOUT THE SNACKS YOU EAT, WHICH HEALTH ATTRIBUTES ARE VERY IMPORTANT TO YOU? (TOP 3)

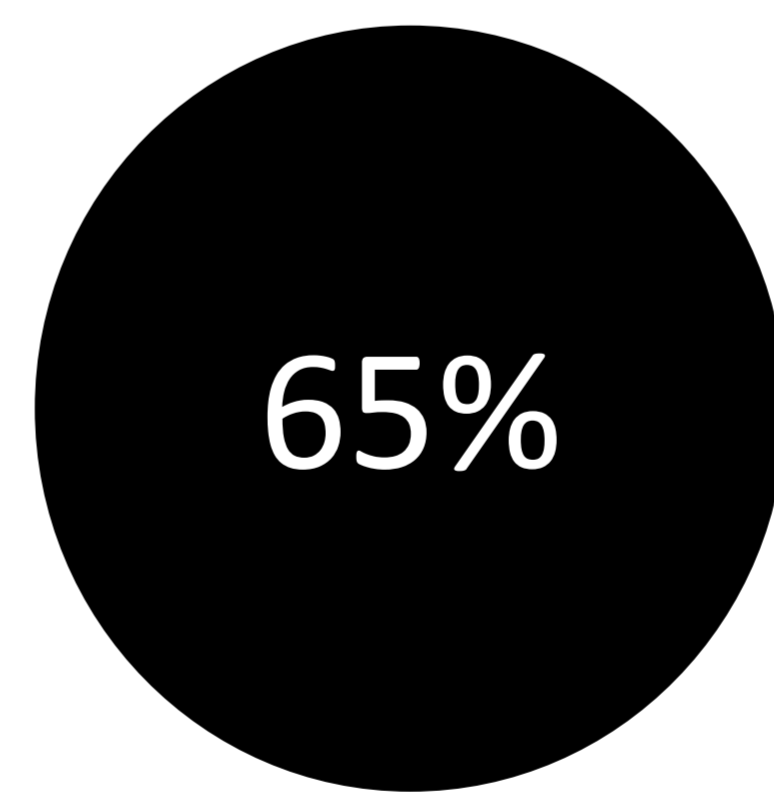


69%  
AGREE THAT MOST OF THEIR SNACK PURCHASES ARE  
**UNPLANNED**

## DIETS



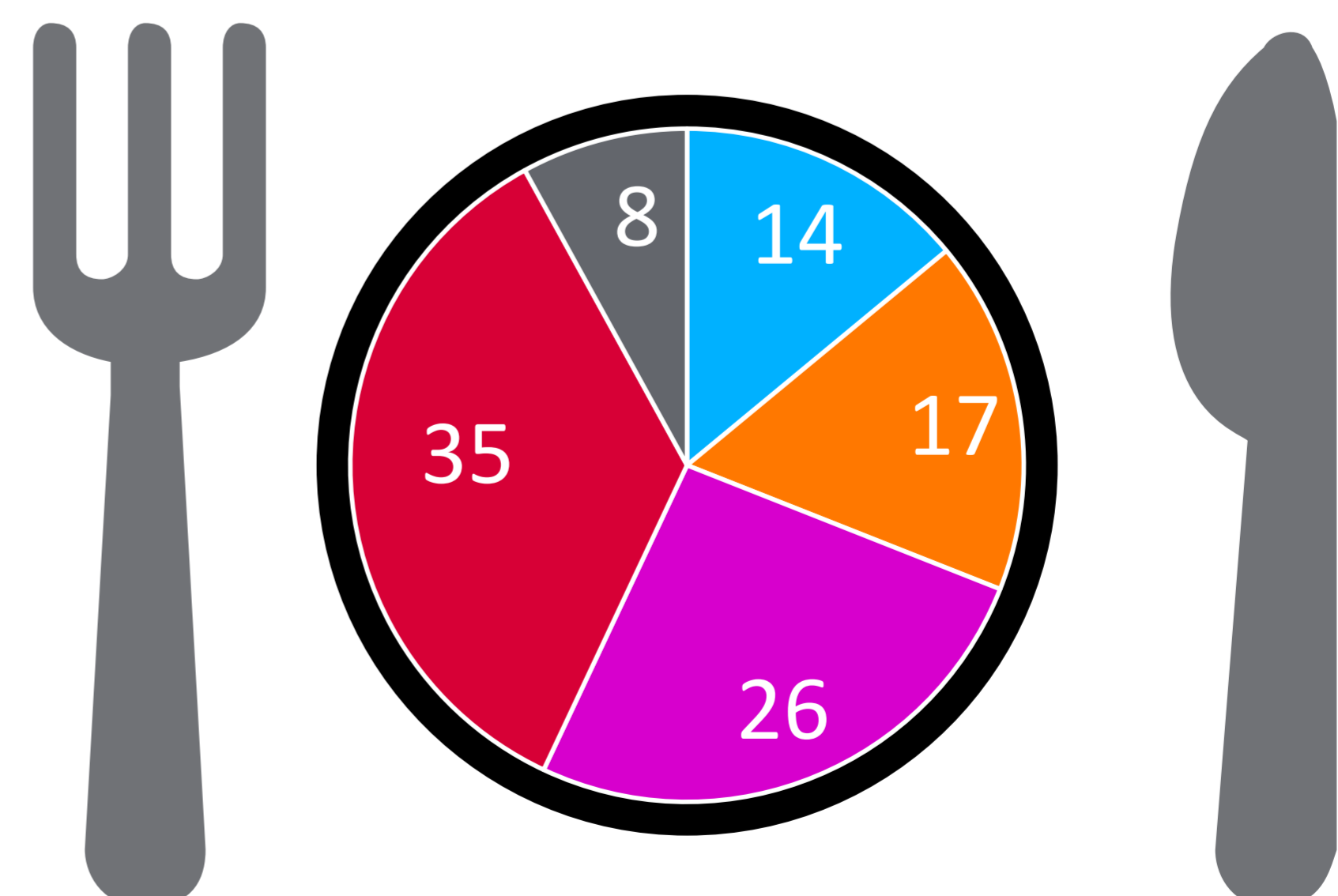
*CURRENTLY TRYING TO LOSE WEIGHT*



*OF WHICH CHANGING THEIR DIET*

## OUT OF HOME

FREQUENCY OF DINING OUT



- ONCE A DAY OR MORE FREQUENTLY
- ONCE OR TWICE A WEEK
- LESS THAN ONCE A MONTH OR NEVER
- 3 TO 6 TIMES A WEEK
- 1-3 TIMES PER MONTH





# GUIDE

## DATA SOURCES

### Nielsen Global Survey

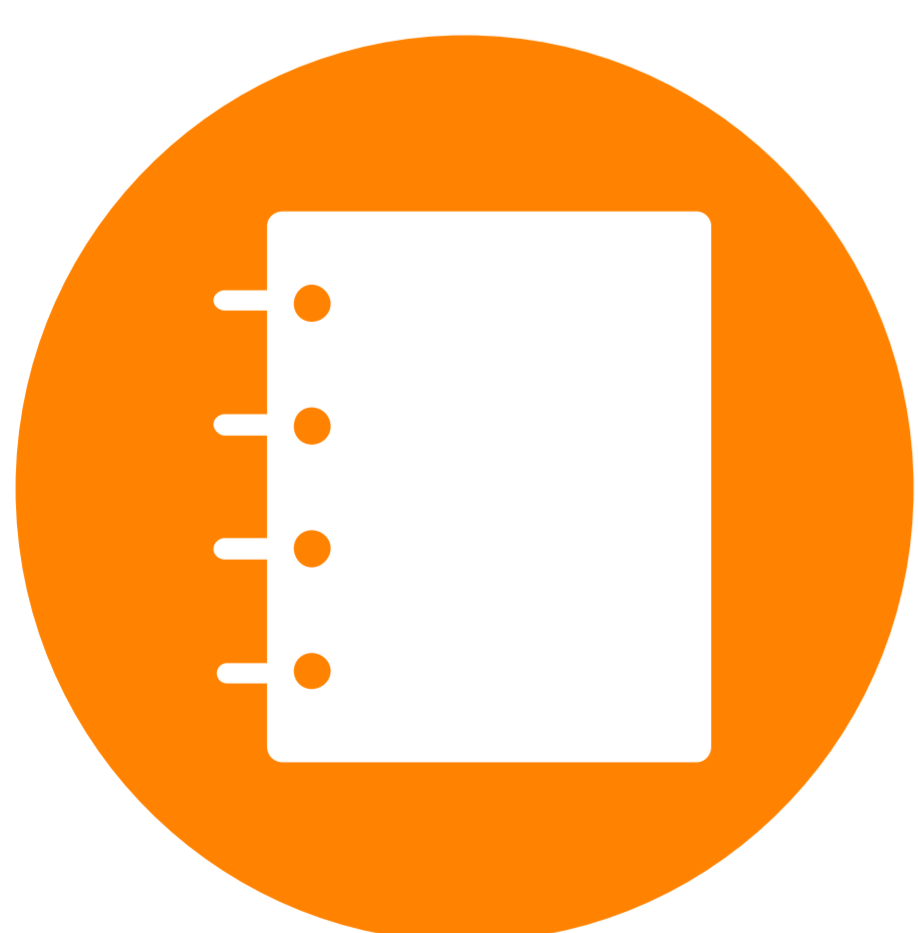
The survey, which includes the Global Consumer Confidence Index, was established in 2005 and measure Consumer Confidence and Spending Intentions. The survey poll every quarter more than 30,000 online consumers in 63 countries. The sample has quotas based on age and sex for each country based on their Internet users.

Consumer Confidence and Spending Intentions is a quarterly survey, with latest update conducted May 9–27, 2016. Consumer confidence levels above and below a baseline of 100 indicate degrees of optimism and pessimism, respectively.

- The Nielsen Global Health and Ingredient-Sentiment Survey was conducted March 1-23, 2016.
- The Nielsen Global Out-of-Home Dining, Brand-Origin and Retail-Growth Strategies Surveys were conducted Aug. 10–Sept. 4, 2015.
- The Nielsen Global Health & Wellness Survey was conducted between Aug. 13 and Sept. 5, 2014
- The Nielsen Snacking Survey was conducted between Feb. 17 & March 7, 2014.

### Other Nielsen data

- Number of stores: source is Nielsen TradeDimensions, a continuous tracking of distribution landscape.
- Sales change% for FMCG (Fast Moving Consumer Goods, between 2014 and 2015): source is retail panel Nielsen ScanTrack.



### Other sources

Surface, religions: Planète Expert  
GDP: World Bank  
Countries for import & export: Trade Map

