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"Consumers' preference for 'less but better' chocolate puts manufacturers in a difficult situation when it comes to making these treats healthier. The market is under pressure from the government, which is calling on treat categories to reduce sugar and calories."

- Amy Price, Senior Food & Drink Analyst

This report looks at the following areas:

At the same time, most consumers are saying they do not want reduced sugar varieties. However, this mindset also opens up opportunities for premiumisation.

- Manufacturers face opposing demands regarding sugar reduction
- 'Less but better' trend is driving premiumisation in chocolate
- Ethical/environmental issues spark mixed reactions

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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92% of Brits eat chocolate; 59% do so daily

Single-serve bars remain the most popular format

Supermarkets are the most popular place for buying chocolate

Many people are prepared to pay for a luxury brand when buying a gift

68% would rather have less regular chocolate than a larger amount of low-sugar

'Less but better' trend is evident

Taste is important to 87%

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