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Chapter 2: Food Bar Market Overview

Key Points Varieties of Food Bars Cereal Bars Granola Bars Energy/Nutrition Bars High-Carbohydrate Bars (Clif Bar, PowerBar, etc.) High-Protein Bars (Myoplex, PowerBar Protein Plus, etc.) **Ingredients in Protein Bars** Leading Brands of Protein Bars Lower-Calorie Bars (Luna, etc.) Meal-Replacement Bars (Balance Bar, PR Bar, etc.) Labeling and Quality/Content of Ingredients Calorie Content Ranges Too Much of a Good Thing Advice for Energy Bar Use for People Engaged in Aerobic Sports Market Size and Growth Food Bar Market Approaches \$5.7 Billion in 2011 Table 2-1: U.S. Retail Sales of Cereal/Granola Bars and Energy/Nutrition Bars, 2007-2011 (in millions of dollars) Market Projected to Near \$8.3 Billion in 2016 Table 2-2: Projected U.S. Retail Sales of Cereal/Granola Bars and Energy/Nutrition Bars, 2011-2016 (in millions of dollars) Average Mass-Market Price Per Unit and Price Per Volume for Food Bars Table 2-3: Average Price Per Unit For Food Bars in Food, Drug and Mass-Merchandiser Stores, 2010-2011 Table 2-4: Average Price Per Volume For Food Bars in Food, Drug and Mass-Merchandiser Stores, 2010-2011 Private-Label Products in the Food Bar Market Table 2-5: U.S. Retail Sales of Private Label Food Bars, by Category, in Food, Drug and Mass-Merchandiser Stores, 2010-2011 (in thousands of dollars) **Opportunities for Private-Label Manufacturers** Trends Affecting the Food Bar Market 2012 Trends What's In and What's Out in Foods and Food Ingredients for 2012 2011 Trends **Consumer Awareness of Functional Foods Increases** Allergen-Free The Food Allergen Labeling and Consumer Protection Act of 2004 Exemptions, Petition, and Notification to the FALCPA Protein Enhanced/High-protein Omega-3-enhanced Probiotic-enhanced Prebiotic-enhanced

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Cereal Bar and Snack Bar Products **Company Strategy** Competitive Profile: Quaker Oats Co. (a division of PepsiCo) **Company Overview** Cereal Bar and Granola Bar Products Competitive Profile: Shandiz Natural Foods, Markham, Ontario, Canada **Company Overview Business Strategy** Competitive Profile: Slim-Fast Food Co. (a Unilever Company) Company Overview Financial Information Energy/nutrition Bars **Business Strategy** Trends and New Products Snacking, Early and Late Cargill Introduces Prototype Granola and Snack Bars Containing High Oleic Canola Oil Blurring the Lines—A Growing Number of Cereal and Granola Bars Feature Nutritional **Benefits** Selected Products Introduced in 2012 General Mills Introduces Nature Valley Protein Bars Kashi Company Combines Fruit and Vegetables in New Tasty Soft n' Chewy Bar Kraft Launches Refrigerated MilkBite Milk & Granola Bars Selected Products Introduced in 2011 Gluten-Free Granola Bars Introduced by Bakery On Main Clif Kid's Zbar Crispy Organic Snack Kashi TLC Peanutty Dark Chocolate Layered Granola Bars Join the Company's TLC Line Mars Expands Kudos Line Odwalla Introduces White Chocolate Macadamia Nut Mix Bars and Dark Chocolate Chip Walnut Bars PR•Bar Launches Five New Granola Bars in August 2011 Cereal and Snack Bar Manufacturers Address the Obesity Epidemic Cereal Bars by Any Other Name Superfruit and Resveratol Enter the Cereal Bar Sector **Retail Dynamics** Mass Merchandisers at 30% Category Share Table 3-7: Retail Channel Shares for Energy/nutrition Bars, 2012 (percent) 63% of Category Customers Buy Cereal/Granola Bars at Supermarkets/ Grocery Stores Table 3-8: Consumer Purchasing of Cereal/Granola Bars by Retailer Type, 2012 (percent of energy/nutrition bar purchasers) **Consumer Trends** 14% of Adults Use Energy/Diet Bars Table 3-9: Consumer Purchasing Rates for Energy/Nutrition Bars vs. Cereal/Granola Bars, 2004-2011 (percent of U.S. adults) Demographics for Cereal/Granola Bar Consumers

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Abbott Nutrition Introduces Sweet & Salty Nutrition Bars Joulebody Introduces a Detox Meal Replacement Bar ResVez Debuts a Second Resveratrol-Containing Nutrition Bar Mostly Raw Ingredient Probar HALO Bars Enter the Market ThinkProducts Introduces thinkThin Natural, Low-Sugar Nut Bar Quaker Oats Launches Bakery-Inspired, Reduced-calorie Nutrition Bars F-Factor Bars from Health Valley Offer 12 Grams of Fiber Vega Sport Protein Bars With All Natural, Plant-Based Ingredients Target Athletes Live Smart Original Flax Bars Offer Allergen-Free Snacking Mars Launches Marathon Smart Stuff Bars Selected Innovative Products Introduced in 2010 Pure NRG Launches Chia Breakfast Bar FullBar Addresses the Weight Management Trend in Snacking POM Wonderful Introduces PomX Antioxidant Superbar Line Slim Secrets Introduces Snack Bars to Control Appetite Gatorade G Series Pro 01 Prime Pre-Game Fuel Nutrition Bars Enter the Market Nature's Plus Source of Life Targets Teen Vampire Wannabes AllerEnergy Addresses Consumers Seeking Allergen-free Nutrition Bars **Retail Dynamics** Mass Merchandisers at 30% Category Share Table 4-5: Retail Channel Shares for Energy/nutrition Bars, 2012 (percent) 55% Buy Energy/Nutrition Bars at Walmart and Other Supercenters Table 4-6: Consumer Purchasing of Energy/nutrition Bars by Retailer Type, 2012 (percent of energy/nutrition bar purchasers) **Consumer Trends** 14% of Adults Use Energy/Diet Bars Table 4-7: Consumer Purchasing Rates for Energy/Nutrition Bars vs. Cereal/Granola Bars, 2004-2011 (percent of U.S. adults) Frequent Users Are More Likely To Also Use Cereal/Granola Bars Table 4-8: Number of Energy/Nutrition Bars Consumed in the Previous 30 Days, 2004 vs. 2011 (percent of U.S. adults) Demographics of Energy/Diet Bar Consumers Table 4-9: Demographics for Energy/Nutrition Bar Consumers, 2011 (percent and index for U.S. adults) Kashi Brand Edges Out Clif Bars in Consumer Base Table 4-10 Overall Consumer Base for Selected Brands of Energy/Nutrition Bars, 2007-2011 (number in thousands of U.S. adults) 2.4 Million Dieting Adults Use Slim-Fast Bars Table 4-11: Selected Brands of Energy/Diet Bars Most Often Purchased by Consumers Who Are Dieting to Lose Weight (number of U.S. adults and index) Clif Bar Leads with 1.6 Million Frequent Users Table 4-12: Frequency of Consumption for Selected Brands of Energy/Nutrition Bars,

2011 (number of U.S. adults)