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Consumer Foodservice in the United Kingdom

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Consumer Foodservice in the United Kingdom

EXECUTIVE SUMMARY

Chains lead value growth through price rises and convenience offer

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Price-led growth underpins value expansion amid subdued volumes

Convenience-led occasions sustain everyday demand

Experiences and loyalty strengthen engagement in a pressured environment

WHAT'S NEXT?

Growth to remain resilient but increasingly selective

Innovation shifts towards formats, menus and operating models

Sustainability will become pragmatic and cost-driven

COMPETITIVE LANDSCAPE

Market leadership reflects scale, throughput and efficiency

Challenger brands deliver momentum through focused formats and cuisine-led appeal

Portfolio rationalisation and format repositioning reshape competition

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Fulfilment strategies balance convenience and cost sensitivity

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Value growth in cafés/bars driven by chains despite ongoing outlet rationalisation

Specialist coffee and tea shops records strongest momentum
Cafés/bars adapt fulfilment to balance routine consumption with value

WHAT'S NEXT?

Cafés/bars set to deliver modest, chain-led growth amid continued outlet contraction
Fulfilment evolves towards faster, lower-cost and more flexible formats
Sustainability shifts from brand positioning to operational innovation

COMPETITIVE LANDSCAPE

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INDUSTRY PERFORMANCE

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INDUSTRY PERFORMANCE

Scale and strategic investment drive chains ahead of independents

Latin American and Asian cuisines emerge as cuisine-led growth engines

Consumers balance convenience and cost through fulfilment choices

WHAT'S NEXT?

Chained operators and both emerging and established formats set to sustain growth

Operators will increasingly rebalance fulfilment channels to match distinct consumption occasions

Expansion through sustainability and tech innovation

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INDUSTRY PERFORMANCE

Revenue growth persists despite fewer outlets and transactions

Chained selfservice cafeterias lead growth through efficiency and innovation

Health, personalisation and value sustain relevance in selfservice cafeterias

WHAT'S NEXT?

Priced growth sustains selfservice cafeterias as independents decline

Evolution of fulfilment and value

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INDUSTRY PERFORMANCE

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Independent street stalls and kiosks see fastest rises

Sustainability initiatives gain momentum

WHAT'S NEXT?

Price-driven value growth anticipated for forecast period
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Sustainability commitments will remain key for street stalls and kiosks

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2025 DEVELOPMENTS

High-footfall sites concentrate growth across travel, retail and high street locations

INDUSTRY PERFORMANCE

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Standalone outlets see further growth in 2025
Fulfilment and value considerations shape performance across locations

WHAT'S NEXT?

Travel to remain most dynamic non-standalone location over forecast period
Standalone locations to remain resilient drivers of foodservice value growth
Structural pressures reshape opportunities across consumer foodservice locations
Demographic shifts to increasingly shape consumer foodservice performance by location

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