

# HelloFresh SE in Cooking Ingredients and Meals

April 2024

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## INTRODUCTION

Scope Executive summary

### STATE OF PLAY

Top companies at a glance HelloFresh's global footprint HelloFresh is the leading player in food kits Increasing market share is the largest contributor to HelloFresh's growth

# EXPOSURE TO FUTURE GROWTH

US has challenges, but still holds the biggest potential for further growth Major multinationals dominate the ranking, with a few exceptions

#### COMPETITIVE POSITIONING

HelloFresh gained share owing to its digital business model disrupting the industry Nestlé is the closest competitor for HelloFresh HelloFresh's key categories and markets HelloFresh's key brands

#### MEALS AND SOUPS

North America is the largest market in meals and soups for HelloFresh Food kits remains the core product, while ready meals gain ground in Australasia The contribution to sales of food kits from COVID-19-related restrictions is coming to an end HelloFresh is taking action to overcome the price barrier with Amazon in the UK HelloFresh to focus on ready meals, but challenges are ahead HelloFresh might lay aside the Asian market after withdrawal from Japan

#### **KEY FINDINGS**

Executive summary

#### APPENDIX

Projected company sales: FAQs (1) Projected company sales: FAQs (2)

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