

# Dairy Products and Alternatives in Slovenia

September 2023

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## Dairy Products and Alternatives in Slovenia

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# 2023 DEVELOPMENTS

Volume sales of milk formula contract due to declining birth rate and stronger promotion of breastfeeding

Powder special baby milk formula benefits from rising incidences of allergies among babies

Podravka doo retains the outright lead in baby food thanks to the popularity of its Lino brand

#### PROSPECTS AND OPPORTUNITIES

Forecast period growth of prepared baby food as busy parents embrace its convenience

Strong growth of organic references likely although this trend has the potential to be hampered by ongoing economic uncertainty One-off meals in tube packages appeal to parents as they are convenient for on the go and easy for babies to consume

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Cheese volume and value sales grow with volume sales driven by the functional and health benefits of cheese

Lactalis Group leads in cheese thanks to the popularity of its Jošt and Mu brands

Small local grocers enjoys rapid growth as consumers continue to buy local, while participants at farmers markets join forces and tour the country

#### PROSPECTS AND OPPORTUNITIES

Cheese remains a staple in Slovenia with soft cheese benefiting from consumer switches from salty and sweet snacks when seeking a healthier snack Development in the flavour trend as consumer tastes become more sophisticated

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#### PROSPECTS AND OPPORTUNITIES

Growing awareness of the healthy attributes of goat milk boost consumer demand, especially for products of local players

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# PROSPECTS AND OPPORTUNITIES

Ongoing steady development of retail e-commerce as consumers become accustomed to the convenience of buying online Strong forecast period growth of yoghurt as players develop the category further through exotic flavour combinations Functionality and sustainability also help to drive sales of yoghurt and sour milk products

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Chilled and shelf stable desserts enjoys rapid growth thanks to consumer drive for convenience and innovative new flavour launches

Players from the snacks industry enter chilled desserts and boost the competition by leveraging on the popularity of their existing snacks brands

#### PROSPECTS AND OPPORTUNITIES

New launches feature functionality in the form of added vitamins and minerals

Growing share of discounters in other dairy over the forecast period due to low prices and the further development of the channel

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Growth of plant-based dairy due to growing instances of food intolerance and a trend in which consumers generally perceive these products to be healthier

The Alpro brand from Danone remains in the lead while private label benefits from lower prices

Retail e-commerce and discounters register significant forecast period growth in plant-based dairy due to their wider ranges and lower prices than supermarkets

## PROSPECTS AND OPPORTUNITIES

Local producers such as Pomurske Mlekarne launch and extend their product lines of plant-based dairy over the forecast period Innovation significant for plant-based dairy over the forecast period

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