

# United States Chocolate Powder Market is Witnessing a Rise in Sales of US\$ 5,733.11 Million By 2031 | Astute Analytica

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A few factors promoting the United States chocolate powder market expansion include expanding demand for flavored dairy products, rising consumer disposable income, and simple access to retail outlets. For instance,

the United States Department of Agriculture estimates that in 2022, American consumers will spend an average of 11.3% of their disposable personal income on food. This spending is accelerating market expansion.

The market's expansion is significantly aided by a variety of eye-catching packaging alternatives and novel, functional products with added necessary nutrients introduced by various companies globally. Additionally, as the working population worldwide has less time to cook, chocolate milk has become a popular quick supper choice for many in metropolitan areas.

The United States dominates the global market in contrast to other nations, attaining the most money in 2023 at US\$ 4,185.00 million. In terms of consumption per person, the US chocolate powder market is anticipated to reach a volume of 0.60 kilos in 2023. This demonstrates the significant market demand for items containing cocoa powder in the US and the possibility for makers and merchants to prosper.

The market is expanding due to the increased popularity of consumption outside the home. According to estimates, out-of-home consumption, which includes consumption in bars and restaurants, will account for 61% of spending and 5% of volume consumption by 2025. A



promising market niche has been created for industry players to target as a result of this change in consumer behavior, which shows rising demand for indulging in chocolate-based beverages and desserts while dining out.

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The milk chocolate drinks will likely see an increase in demand during the forecast period. One of the most popular flavors in the world, chocolate helps increase product sales. According to Astute Analytica findings, sales are up around 10% from 2021 levels, making it one of the food and beverage categories with the fastest current growth rates. Additionally, in 2021, more than 16% of consumers, up from 9% three years earlier, claimed they were purchasing ready-to-mix powder drinks.

It is largely due to people's desire for healthier food and their growing love of on-the-go munching. A lot of respondents also mentioned how much they liked being able to enjoy a chocolate drink without feeling bad about eating the entire bar. More than a quarter of consumers, up from 18% in 2021, said in the study that they would be willing to pay about 25 pence per 100 g for a powder drink.

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The supermarket and hypermarket retail models have become more popular. Their large shelf space, broad distribution networks, competitive pricing, discounts, and marketing incentives all contributed to its expansion.

In this market, the convenience element is crucial to the success of supermarkets and hypermarkets. Customers may conveniently get chocolate powder along with other household requirements at these establishments because they are conveniently situated in regions that are easy to access.

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There are both regional/local businesses and international rivals in the United States' chocolate milk market. Hershey Company, Mars, Inc., and Nestle SA dominate the market. To enhance online marketing sales and brand recognition in order to draw in more customers, these main companies are advertising products on social media platforms and online distribution channels. As a result, they work with the entertainment and sports industries to promote healthy milk consumption, particularly among kids.

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Similar to this, prominent manufacturers like Mars place a lot of emphasis on offering

consumers unique and exotic flavors while including practical benefits in each product. Additionally, these businesses used innovation and expansion as major tactics to broaden their consumer bases and geographic reach.

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- Nestlé S.A.
- The Hershey Company
- Mars, Incorporated
- Ghirardelli Chocolate Company
- Lindt & Sprüngli AG
- Godiva Chocolatier, Inc.
- Ferrero SpA
- Mondelez International, Inc.
- Cargill, Incorporated
- Barry Callebaut AG
- Guittard Chocolate Company
- Archer Daniels Midland Company (ADM)

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- Milk Chocolate Powder Drink
- Dark Chocolate Powder Drink
- White Chocolate Powder Drink
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- Up to 500 Grams
- 501-1000 Grams
- 1001–1500 Grams
- More than 1501 Grams
- Supermarket
- Specialty Store
- Grocery Store
- Online stores
- Global Travel Stores and Clubs
- Others
- Metal Containers
- Plastic containers

- Pouches
- Cartoons
- Others

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