

Uncovering Indian Cities: Consumers' Preference Towards Packaged Foods

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Scope and Definitions What is this briefing about? Indian Cities (Un)Covered How does the spending on packaged foods vary between tier I and II cities? Tier I consumers to spend more on packaged foods in 2022

PURCHASE: SHOPPING FREQUENCY

Small pack sizes to be preferred in cities with higher purchase frequency Health benefits is a clear top priority for all packaged foods consumers Preferred packaged food attributes varies between tier I and tier II cities Soulfull Foods: reviving millets, the ancient Indian grain Popular claim across packaged food categories 24 Mantra Organic rides on consumers' focus on preventative health North and West India more willing to pay for healthier packaged foods Immunity building is the top priority for tier 1 while tier 2 expects to boost energy New launches that target immunity boosting products and energy boosting E-commerce gains prominence equally in tier 1 and tier 2 cities Top five consumer preferences when choosing a retailer, online vs offline Tier 1 shoppers prefer variety while tier 2 prefer price when selecting online retailer Consumers across cities prefer gourmet stores for the purchase of healthier food products Swiggy Instamart : grocery delivery in 15-45 mins How to win?

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