## What consumers want: <br> A survey on European consumer attitudes towards plant-based foods

Country specific insights

## Content Overview

I. Background and Methodology
A. Countries covered in this report
B. Screener
C. Overview of questions
II. Summary and Key Insights
A. Total sample
B. Countries

1. Austria
2. Denmark
3. France
4. Germany
5. Italy
6. The Netherlands
7. Poland
8. Romania
9. Spain
10. United Kingdom
III. Results

## I. Background and Methodology

## Countries covered in this report




## Screener: Age and Gender


$\rightarrow$ Only consumers who are responsible for household grocery shopping participated

## Overview of Questions (1/8)

Q1 Which category best describes your current dietary lifestyle?
Q2 How long have you been following your current dietary lifestyle?
Which statement best describes how frequently you have consumed the following foods in the last 12 months?

Compared to a year ago, how much meat (e.g. beef, pork, chicken) are you eating now?
Do you intend increasing or reducing your consumption of the following food categories in the next six months? - Dairy products (e.g. milk, yoghurt, cheese)

Do you intend increasing or reducing your consumption of the following food categories in the next six months? - Meat products (e.g. beef, pork, chicken)

How important is an organic label for you when it comes to plant-based food products (e.g. meat/dairy alternatives)?

## Overview of Questions (2/8)

Do you intend increasing or reducing your consumption of the following plant-based food categories in the next six months? - Plant-based dairy products (e.g. soya/oat milk, coconut yoghurt)

Do you intend increasing or reducing your consumption of the following plant-based food categories in the next six months? - Plant-based meat products (e.g. plant-based burgers/ sausages)

Q8 Where are you likely to purchase food products most frequently from in the future?
Please indicate how much you disagree or agree with each of the following statements with regards to barriers towards eating new plant-based food products and following a plant-based diet?

Please indicate how much you disagree or agree with each of the following statements concerning your assumptions about meat or plant protein?

To what extent do you eat plant-based meat products (e.g. plant-based burger patties/nuggets) instead of conventional meat products?

## Overview of Questions (3/8)

Imagine that plant-based meat has become widely available, tasty and affordable at grocery stores, restaurants, butchers, and markets. How likely are you to try plant-based meat?

Imagine that you've had the opportunity to try a plant-based meat that has the identical taste and texture as animal-based meat. How likely are you to eat plant-based meat instead of animal-based meat?

Imagine that you've had the opportunity to try a plant-based meat that has the identical taste and texture as animal-based meat. How likely are you to purchase plant-based meat regularly?

Imagine that you've had the opportunity to try a plant-based meat that has the identical taste and texture as animal-based meat. How likely are you to pay a higher price for plant-based meat than for animal-based meat?

What kind of plant-based meat do you wish you could buy in the supermarket? Please select all the options that apply.

## Overview of Questions (4/8)

Specifically, what kind of plant-based meat products do you wish you could buy in the supermarket? Please select all the options that apply.

What kind of plant-based fish do you wish you could buy in the supermarket? Please select all the options that apply.

Q17 Specifically, what kind of plant-based fish products do you wish you could buy in the supermarket? Please select all the options that apply.

Q18 To what extent do you eat plant-based cheese products (e.g. plant-based sliced cheese/grated cheese) instead of conventional cheese products?

Imagine that you've had the opportunity to try plant-based cheese products, and the taste and texture were
Q19a identical to conventional cheese products. How likely are you to eat plant- based cheese products instead of conventional cheese products?

## Overview of Questions (5/8)

Imagine that you've had the opportunity to try plant-based cheese products, and the taste and texture were
Q19b identical to conventional cheese products. How likely are you to purchase plant-based cheese products regularly?

Imagine that you've had the opportunity to try plant-based cheese products, and the taste and texture were identical to conventional cheese products. How likely are you to pay a higher price for plant-based cheese products than for conventional cheese products?

What kind of plant-based cheese products do you wish you could buy in the supermarket? Please select all the options that apply.

To what extent do you eat vegan baked goods (e.g. bread or cookies made without eggs or butter) instead of conventional baked goods?

How important is it for you that baked goods (e.g. bread or cookies) exclude animal-based ingredients such as eggs or butter?

## Overview of Questions (6/8)

Imagine that you've had the opportunity to try vegan baked goods (e.g. bread or cookies made without eggs or butter) with exactly the same taste and texture as conventional baked goods. How likely are you to eat vegan baked goods instead of conventional baked goods?

Imagine that you've had the opportunity to try vegan baked goods (e.g. bread or cookies made without eggs or butter) with exactly the same taste and texture as conventional baked goods. How likely are you to purchase vegan baked goods regularly?

Imagine that you've had the opportunity to try vegan baked goods (e.g. bread or cookies made without eggs Q23c or butter) with exactly the same taste and texture as conventional baked goods. How likely are you to pay a higher price for vegan baked goods instead of conventional baked goods?

Which of the following would you like to have as a main ingredient in plant-based food? Please select all that apply.

Q25 What are the most important factors when choosing a food product?

## Overview of Questions (7/8)

Q26 What are the most important factors when choosing a plant-based/vegan food product?
Q27 Please indicate how much you disagree or agree with each of the following statements with regards to trust towards foods based on plant protein.

Q28 Which of the following alternative proteins do you trust the most?
How likely would you be to use these online communication channels to find information about plant-based food products?

Q30 In general, how much would you trust the information about plant-based food products from...?
Q31 How many people live in your household, including yourself?
Q32 How many children live in your household?
Q33 Do you have an animal living with you?

## Overview of Questions (8/8)

Q34 If yes: What do you feed them?
Q35 What is your highest level of education that you have successfully completed?
Q36 How would you describe your own financial situation?
Q37 Which phrase best describes the area where you live?
Q38 In general, how is your health?

## II. Summary and Key Insights

## Total: Key insights (1/5)

## Consumption behaviour

- Overall, 30\% of participants identify as flexitarian. The Netherlands (42\%) and Romania (40\%) had the highest share of flexitarians. $\mathbf{7 \%}$ of the total sample are plant-based eaters (vegan \& vegetarians).
- In terms of animal-based food, European consumers most frequently consume milk (38\% daily), cheese (25\% daily), and yoghurt (25\% daily). In terms of meat, poultry is the most consumed category (55\% at least once a week). Looking at plant-based food, plant-based milk ( $28 \%$ at least once a week), plant-based yoghurt ( $23 \%$ at least once a week) and plant-based beef ( $22 \%$ at least once a week) are most frequently consumed.
- European consumers are most likely to go to the supermarket (65\%) and discount stores (43\%) when purchasing food products.
- European consumers are most likely to use search engines (58\%), health/nutrition society websites (46\%), and online videos ( $41 \%$ ) in order to get information about plant-based foods products. ${ }^{1}$
- European consumers trust health/nutrition society websites (52\%) and search engines (50\%) the most. ${ }^{2}$


## Total: Key Insights (2/5)

## Plant-based meat and fish

$\mathbf{4 6 \%}$ of European consumers eat less meat now, compared to a year ago. ${ }^{1} \mathbf{3 9 \%}$ intend reducing their meat consumption (e.g. beef, pork, chicken) in the next six months. ${ }^{2}$

- $\quad \mathbf{2 5 \%}$ of Europeans intend increasing their consumption of plant-based meat products (e.g. plant-based burgers/sausages) in the next six months. The Netherlands and Spain show the highest intention to increase their plant-based meat consumption: $28 \%$ of Dutch and Spanish state that they will do so. ${ }^{3}$
- Consumers in Italy, Denmark and Germany are the most likely to eat plant-based meat products rather than conventional meat products.
- Overall, $\mathbf{3 8 \%}$ are likely to try plant-based meat if it becomes widely available and is tasty and affordable. ${ }^{4}$
- $\mathbf{3 6 \%}$ of European consumers are more likely to eat plant-based meat than animal-based meat, 35\% are likely to purchase it regularly and $\mathbf{2 2 \%}$ are likely to pay a higher price for it (if it has the identical taste and texture as animal based meat). ${ }^{5}$
- European consumers show high demand for plant-based poultry (43\%) and plant-based beef (41\%). Specifically, they wish they could buy plant-based burger patties (34\%), chicken breasts, and minced meat (31\%) in the supermarket.
- Overall, European consumers show a high demand for plant-based salmon (31\%) and tuna (29\%). Specifically, they wish they could buy plant-based fish sticks, smoked salmon (24\%) and fish burgers (22\%).


## Total: Key Insights (3/5)

## Plant-based dairy

- $\mathbf{2 8 \%}$ of European consumers intend reducing their dairy product consumption (e.g. milk, yoghurt, cheese) in the next six months. ${ }^{1}$
- Overall, $\mathbf{2 6 \%}$ of European consumers intend to increase their consumption of plant-based dairy products (e.g. soya/oat milk, coconut, yoghurt) in the next six months. ${ }^{2}$
- Consumers in Italy, Denmark, and Spain are most likely to replace conventional cheese products with plant-based cheese products.
- $\quad \mathbf{2 6 \%}$ of European consumers are likely to eat plant-based cheese products instead of conventional cheese products, if these are identical in terms of taste and texture. ${ }^{3}$
- $\quad \mathbf{2 8 \%}$ of European consumers would most likely purchase plant-based cheese on a regular basis if taste and texture were identical to conventional cheese. ${ }^{4}$
- $\quad \mathbf{2 0 \%}$ of European consumers are willing to pay a higher price for plant-based cheese than for conventional cheese products. ${ }^{5}$


## Total: Key Insights (4/5)

## Attitudes, beliefs and purchase drivers

- Price (52\%) is the main barrier to eating more plant-based foods, followed by a lack of information (45\%) and a lack of choice when eating out (41\%). ${ }^{1}$
- $\mathbf{5 8 \%}$ of European consumers believe that consuming high amounts of meat might cause serious health problems and $\mathbf{5 1 \%}$ of people would reduce their meat consumption if their doctor recommended doing so. 45\% choose food that minimises animal cruelty and 43\% feel able to reduce their meat consumption in the coming months. 47\% of consumers believe that eating meat at every meal is expensive but also think that plant-based meat is too expensive. ${ }^{2}$
- When choosing food products, European consumers rate taste (83\%) and freshness (80\%) as the most important factors. ${ }^{3}$
- When choosing plant-based food products, taste (40\%), healthiness (34\%), and freshness (29\%) are the most important factors for European consumers. ${ }^{4}$
- European consumers trust that plant-based protein food is safe (51\%) and accurately labelled (50\%). ${ }^{5}$
- When asked about plant-based protein, insect-based protein, cultured protein, algae-based protein, and fungi, European consumers trust plant-based protein the most (39\%) and insect-based protein the least (35\%). ${ }^{6}$


## Total: Key Insights (5/5)

## Vegan baked goods

- Consumers in Denmark, Spain, and Italy are the most likely to eat vegan baked goods instead of conventional baked goods.
- $\mathbf{2 6 \%}$ of European consumers think it is important that baked goods exclude animal-based ingredients. ${ }^{1}$
- $\quad \mathbf{2 9 \%}$ of European consumers are likely to eat vegan rather than conventional baked goods, while $30 \%$ are likely to purchase vegan baked goods on a regular basis and $19 \%$ are likely to pay a higher price for vegan rather than conventional baked goods if they have the same taste and texture. ${ }^{2}$


## Remaining outcomes

- $\mathbf{4 9 \%}$ of European consumers think that an organic label plant-based food products is important. Out of all the countries in Europe, Italy and Romania place the highest importance on organic labels, while 61\% of Italian and Romanian consumers think that an organic label on plant-based food products is important. ${ }^{3}$
- Potatoes and rice are Europeans' favourite ingredients in plant-based foods: $43 \%$ are in favour of plant-based food products that include potatoes as a main ingredient, while $41 \%$ selected rice.


## Austria: Key Insights

- $\mathbf{3 5 \%}$ of Austrian consumers identify as flexitarians (third-highest percentage of flexitarians in Europe).
- In terms of animal-based food, Austrian consumers consume milk the most frequently ( $34 \%$ daily), followed by cheese ( $23 \%$ daily) and yoghurt ( $20 \%$ daily). Poultry is the most consumed meat ( $40 \%$ at least once a week). In terms of plant-based foods, plant-based milk ( $21 \%$ at least once a week), plant-based yoghurt, ( $15 \%$ at least once a week) and tofu/tempeh/seitan ( $14 \%$ at least once a week) are the most frequently consumed.
- $\mathbf{4 2 \%}$ say they intend consuming fewer meat products (e.g. beef, pork, chicken) in the next six months.
- Austrian consumers are the most likely to try plant-based meat and eat it instead of conventional meat. 51\% would try plant-based meat and $45 \%$ would eat it regularly if it becomes widely available, and is tasty, affordable, and has the identical taste and texture as its animal-based counterpart.
- Austrian consumers specifically wish they could buy plant-based minced meat (35\%), burger patties, and chicken breast (31\%) in the supermarket.
- Austrian consumers specifically wish they could buy plant-based fish sticks (26\%) and smoked salmon (21\%).
- In terms of plant-based cheese, Austrian consumers would especially like to see plant-based sliced cheese (33\%) and plant-based mozzarella (33\%) available in supermarkets.
- Potatoes, rice and lentils are Austrians' favourite ingredients in plant-based foods: $45 \%$ are in favour of plant-based food products that include potatoes as a main ingredient, $42 \%$ prefer rice whereas $37 \%$ selected lentils.


## Denmark: Key Insights

- $\mathbf{2 4 \%}$ of Danish consumers identity as flexitarians, while $\mathbf{9 \%}$ follow a plant-based diet.
- In terms of animal-based food, Danish consumers consume milk the most frequently ( $36 \%$ daily), followed by cheese ( $28 \%$ daily) and yoghurt ( $17 \%$ daily). In terms of meat, beef is the most consumed product ( $59 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $27 \%$ at least once a week), plant-based beef ( $25 \%$ at least once a week), and plant-based poultry ( $23 \%$ at least one a week) are the most frequently consumed products.
- Danish consumers specifically wish that they could buy plant-based minced meat (25\%) and steak (25\%) in supermarkets.
- Danish consumers specifically wish that they could buy plant-based smoked salmon (17\%), sushi (16\%) and fish burgers (16\%).
- Consumers in Italy, Denmark, and Spain are the most likely to replace conventional cheese products with plant-based cheese products.
- In terms of plant-based cheese, Danish consumers would especially like to see plant-based grated cheese (25\%) and plant-based mozzarella and sliced cheese (24\%) available in supermarkets.
- Potatoes, rice and peas are Danish consumers' favourite ingredients in plant-based foods: 33\% are in favour of plant-based food products that include potatoes as a main ingredient whereas $26 \%$ selected rice and $26 \%$ chose peas.
- $\mathbf{2 7 \%}$ of French consumers identify as flexitarians, while $\mathbf{6 \%}$ follow a plant-based diet.
- In terms of animal-based food, French consumers consume yoghurt the most frequently ( $37 \%$ daily), followed by cheese ( $36 \%$ daily) and milk ( $33 \%$ daily). In terms of meat, poultry is the most consumed ( $61 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $27 \%$ at least once a week), plant-based yoghurt ( $25 \%$ at least once a week), and plant-based beef ( $23 \%$ at least once a week) are the most frequently consumed.
- French consumers specifically wish that they could buy plant-based burger patties (32\%), minced meat (29\%), meat balls (29\%), and chicken breast (29\%) in supermarkets.
- They specifically wish that they could buy plant-based smoked salmon (25\%) and unbreaded fish fillet (22\%).
- In terms of plant-based cheese, French consumers would especially like to see plant-based grated cheese (29\%) and plant-based mozzarella (25\%) available in supermarkets.

- Rice, potatoes, and lentils are French consumers' preferred core ingredients for plant-based products: $38 \%$ are in favour of plant-based food products that include rice as a main ingredient, followed by potatoes (36\%) and lentils (33\%).


## Germany: Key Insights

- $\mathbf{1 0 \%}$ of German consumers are plant-based eaters (vegetarian+vegan), making Germany the country with the highest share of plant-based eaters in Europe. 30\% identify as flexitarian.
- In terms of animal-based food, German consumers consume milk the most frequently ( $35 \%$ daily), followed by cheese ( $24 \%$ daily) and yoghurt ( $21 \%$ daily). In terms of meat, poultry is the most consumed ( $46 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $28 \%$ at least once a week), plant-based yoghurt ( $21 \%$ at least once a week), and plant-based poultry and beef ( $20 \%$ at least once a week) are the most frequently consumed.
- $\mathbf{5 1 \%}$ of German consumers have reduced their meat consumption in the past year, making Germany the country with the highest share of meat reducers after Romania.
- German consumers are most likely to pay more for plant-based meat than for animal-based meat. 26\% are likely to pay a higher price if the plant-based product has the same taste and texture as animal-based meat.
- German consumers specifically wish they could buy plant-based minced meat, burger patties (32\%), chicken breasts, and sausages (30\%) in supermarkets.
- German consumers specifically wish they could buy plant-based fish sticks (27\%) and smoked salmon (22\%).

- In terms of plant-based cheese, German consumers would especially like to see plant-based cream cheese (32\%), sliced cheese (32\%), and plant-based mozzarella (31\%) available in supermarkets.
- $\quad \mathbf{3 2 \%}$ say they will consume fewer dairy products (e.g. milk, yoghurt, cheese) in the next six months.
- Potatoes, rice and lentils are Germans' favourite core ingredients in plant-based foods: $40 \%$ are in favour of plant-based food products that include potatoes as a main ingredient, while $37 \%$ prefer rice and $33 \%$ prefer lentils.
- $\mathbf{2 5 \%}$ of Italian consumers identify as flexitarians, while $\mathbf{6 \%}$ follow a plant-based diet.
- In terms of animal-based foods, Italian consumers consume milk ( $36 \%$ daily) the most frequently, followed by yoghurt ( $25 \%$ daily) and cheese ( $17 \%$ daily). In terms of meat, poultry is the most consumed ( $55 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $31 \%$ at least once a week), plant-based beef ( $26 \%$ at least once a week), and plant-based yoghurt ( $25 \%$ at least once a week) are the most frequently consumed.
- Consumers in Italy, Denmark, and Germany are the most likely to eat plant-based meat products instead of conventional meat products.
- Italian consumers specifically wish that they could buy plant-based burger patties ( $41 \%$ ), schnitzel (35\%), and meatballs (33\%) in supermarkets.
- Italian consumers specifically wish they could buy plant-based fish sticks (29\%) and fish burgers (26\%).

- Italian consumers show the highest intention to decrease dairy consumption compared to all the other countries. $33 \%$ say they will consume fewer dairy products (e.g. milk, yoghurt, cheese) in the next six months.
- In terms of plant-based cheese, Italian consumers would especially like to see plant-based grated mozzarella (36\%), plant-based grated cheese, and hard cheese (27\%) available in supermarkets.
- Compared to all countries in Europe, Italy and Romania put the highest importance on the organic label. $61 \%$ of Italian and Romanian consumers think an organic label is important on plant-based food products.
- Potatoes, rice and almond are Italians' favourite ingredients in plant-based foods: 50\% are in favour of plant-based food products that include potatoes as a main ingredient, $49 \%$ prefer rice whereas $42 \%$ selected almond.


## Netherlands: Key Insights

- $\mathbf{4 2 \%}$ of consumers identify as flexitarians, the highest share among the countries analysed. 7\% follow a plant-based diet.
- In terms of animal-based food, Dutch consumers consume cheese ( $32 \%$ daily) the most frequently, followed by milk ( $32 \%$ daily), and yoghurt ( $27 \%$ daily). In terms of meat, poultry is the most consumed ( $55 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $32 \%$ at least once a week), plant-based beef ( $31 \%$ at least once a week), and plant-based yoghurt ( $27 \%$ at least once a week) are the most frequently consumed.
- Compared to all European countries, the Netherlands and Spain show the highest intention to increase their consumption of plant-based meat products in the next six months. $28 \%$ of Dutch and Spanish consumers intend increasing their consumption.
- Dutch consumers specifically wish they could buy plant-based minced meat (39\%), burger patties (38\%), and schnitzel (36\%) in supermarkets.
- Dutch consumers specifically wish they could buy plant-based fish sticks (26\%) and fish burgers (24\%).
- In terms of plant-based cheese, Dutch consumers would especially like to see plant-based sliced cheese (29\%), and plant-based grated cheese (33\%) available in supermarkets.
- Rice, mushroom and potatoes are Dutch consumers' favourite ingredients in plant-based foods: $38 \%$ are in favour of plant-based food products that include rice as a main ingredient, $36 \%$ prefer mushroom and $35 \%$ selected potatoes.


## Poland: Key Insights

- $\mathbf{2 4 \%}$ of consumers identify as flexitarians, while $\mathbf{6 \%}$ follow a plant-based diet.
- In terms of animal-based food, Polish consumers consume milk ( $32 \%$ daily) the most frequently, followed by cheese ( $24 \%$ daily) and yoghurt ( $23 \%$ daily). In terms of meat, poultry is the most consumed ( $60 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $24 \%$ at least once a week), plant-based cheese ( $24 \%$ at least once a week), and plant-based yoghurt ( $23 \%$ at least once a week) are the most frequently consumed.
- Polish consumers specifically wish they could buy plant-based burger patties (34\%) and chicken breast (34\%) in supermarkets.
- Polish consumers specifically wish they could buy plant-based smoked salmon (29\%) and fish sticks (27\%).
- In terms of plant-based cheese, Polish consumers would especially like to see plant-based sliced cheese (38\%) and plant-based mozzarella (36\%) available in supermarkets.
- Potatoes, rice and beans are Polish consumers' favourite ingredients in plant-based foods: $45 \%$ are in favour of plant-based food products that include potatoes as a main ingredient, $40 \%$ prefer rice whereas $38 \%$ selected beans.


## Romania: Key Insights

- With $\mathbf{4 0 \%}$ of Romanians identifying as flexitarian, the country has the second largest share of flexitarians (after the Netherlands). 4\% of Romanians follow a plant-based diet.
- In terms of animal-based food, Romanians consume milk ( $26 \%$ daily) the most frequently, followed by cheese ( $20 \%$ daily) and yoghurt ( $18 \%$ daily). In terms of meat, poultry is the most consumed ( $59 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $22 \%$ at least once a week), plant-based cheese ( $17 \%$ at least once a week), and plant-based beef ( $17 \%$ at least once a week) are the most frequently consumed.
- $\quad \mathbf{5 2 \%}$ of Romanian consumers have reduced their meat consumption in the past year, making it the country with the highest share of reducers in Europe. Romanians also expressed the highest intention to decrease meat consumption. $\mathbf{5 1 \%}$ say that they will consume fewer meat products in the next six months.
- Romanian consumers specifically wish they could buy plant-based schnitzel (42\%), meatballs (38\%), and chicken breast (38\%) in supermarkets.
- Romanian consumers specifically wish they could buy plant-based unbreaded fish fillet (31\%), smoked salmon (30\%), and canned fish (e.g. tuna) (30\%).

- Romanian consumers show the highest intention to increase their consumption of plant-based dairy products. $33 \%$ of consumers intend increasing their consumption.
- In terms of plant-based cheese, Romanian consumers would especially like to see plant-based cream cheese (40\%) and plant-based mozzarella (39\%) available in supermarkets.
- Potatoes, mushroom and rice are Romanian consumers' favourite ingredients in plant-based foods: 58\% are in favour of plant-based food products that include potatoes as a main ingredient, 55\% prefer mushroom whereas 52\% selected rice.
- $\mathbf{3 0 \%}$ of Spanish consumers identify as flexitarian, while $\mathbf{6 \%}$ follow a plant-based diet.
- In terms of animal-based food, Spanish consumers consume milk the most frequently ( $48 \%$ daily), followed by yoghurt ( $37 \%$ daily) and cheese ( $26 \%$ daily). In terms of meat, poultry is the most consumed ( $58 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $36 \%$ at least once a week), plant-based beef ( $32 \%$ at least once a week), and plant-based fish ( $31 \%$ at least once a week) are the most frequently consumed.
- Spanish consumers are the most likely to purchase plant-based meat on a regular basis. $47 \%$ of Spanish consumers are likely to regularly purchase plant-based if it has the identical taste and texture as animal-based meat.
- Spanish consumers specifically wish that they could buy plant-based burger patties (50\%), chicken breasts (44\%) and minced meat (39\%) in supermarkets.
- $\quad$ Spanish consumers specifically wish that they could buy plant-based fish sticks (34\%) and canned fish (e.g. tuna) (33\%).
- Of all the countries analysed, Spanish consumers are the most likely to eat plant-based cheese instead of conventional cheese (36\%), purchase it regularly (38\%), and pay a higher price for it (28\%), if the taste and texture are identical to the animal-based versions.
- In terms of plant-based cheese, Spanish consumers would especially like to see plant-based grated cheese (40\%) and plant-based sliced cheese (39\%) available in supermarkets.
- Spanish consumers (42\%) place the highest value on baked goods that exclude animal-based ingredients. They are most likely to eat vegan instead of conventional baked goods (41\%), purchase them on a regular basis (39\%), and pay a higher price ( $25 \%$ ) for vegan baked goods.
- Rice, potatoes, and almond are Spanish consumers' preferred ingredients in plant-based foods: 50\% are in favour of plant-based food products that include rice as a main ingredient, while $50 \%$ prefer potatoes and $46 \%$ almonds.
- $\mathbf{9 \%}$ of UK consumers are plant-based eaters (vegan+vegetarian), which, after Germany, is the highest share of plant-based eaters in Europe. 23\% identify as flexitarian.
- In terms of animal-based food, UK consumers milk the most frequently consume ( $57 \%$ daily), followed by yoghurt ( $25 \%$ daily), and cheese ( $20 \%$ daily). In terms of meat, poultry is the most consumed ( $58 \%$ at least once a week). Looking at plant-based food, plant-based milk ( $26 \%$ at least once a week), plant-based beef ( $24 \%$ at least once a week), and plant-based poultry ( $23 \%$ at least once a week) are the most frequently consumed.
- UK consumers specifically wish they could buy plant-based chicken breasts (31\%), sausages (29\%), and minced meat (28\%) in the supermarket.
- UK consumers specifically wish they could buy plant-based fish burgers (22\%) and smoked salmon (20\%).

- In terms of plant-based cheese, UK consumers would especially like to see plant-based sliced cheese (38\%) and plant-based mozzarella (36\%) available in supermarkets.
- Potatoes, rice, and mushrooms are UK consumers' favourite core ingredients in plant-based foods: 37\% are in favour of plant-based food products that include potatoes as a main ingredient, while $34 \%$ prefer rice and $31 \%$ mushrooms.


## III. Results

# Q1 "Which category best describes your current dietary lifestyle?" 

## Current dietary lifestyle

Overall, $30 \%$ of consumers are flexitarian.
Netherlands and Romania show the highest share of flexitarians.


Omnivore
I frequently eat meat, such as beef, pork, chicken, turkey, fish and/or shellfish

Flexitarian
I sometimes eat meat, but I am trying to reduce my meat consumption and often choose plant-based foods instead

Pescetarian
I eat fish and/or shellfish, but no other types of meat

- Vegetarian

I don't eat meat and fish of any kind, but I do eat eggs and/or dairy products
$\square$ Vegan
I don't eat meat, fish, eggs, dairy products, or any other animal-based ingredients

# Q2 "How long have you been following your current dietary lifestyle?" 

## Length of dietary lifestyle

Overall, $62 \%$ of all consumers have followed their dietary lifestyle for more than 5 years.


# Q3 "Which statement best describes how frequently you have consumed the following foods in the last 12 months?" 

## Total: Consumption frequency of animal-based foods

European consumers consume milk the most frequently, followed by cheese and yoghurt.


## Total: Consumption frequency of plant-based foods

European consumers consume fruit the most frequently, followed by vegetables, pulses, and plant-based milk.


## Austria: Consumption frequency of animal-based foods

Consumers consume milk the most frequently, followed by cheese and yoghurt.


## Austria: Consumption frequency of plant-based foods

Consumers consume vegetables the most frequently, followed by fruit, pulses, and plant-based milk.


## Denmark: Consumption frequency of animal-based foods

Consumers consume milk the most frequently, followed by cheese, eggs, and yoghurt.


## $\square$ <br> Denmark: Consumption frequency of plant-based foods

Consumers consume vegetables the most frequently, followed by fruit, pulses and plant-based milk.


## France: Consumption frequency of animal-based foods

Consumers consume yoghurt the most frequently, followed by cheese, milk, and pastries,cakes, and cookies.


## France: Consumption frequency of plant-based foods

Consumers consume vegetables the most frequently, followed by fruit, pulses, plant-based milk, and plant-based yoghurt.


## Germany: Consumption frequency of animal-based foods

Consumers consume cheese the most frequently, followed by milk, yoghurt, and pastries, cakes, and cookies.


## Germany: Consumption frequency of plant-based foods

Consumers consume fruit the most frequently, followed by vegetables, pulses, plant-based milk, and plant-based yoghurt.


## Italy: Consumption frequency of animal-based foods

Consumers consume milk the most frequently, followed by yoghurt, cheese, and pastries,cakes, and cookies.


## - Italy: Consumption frequency of plant-based foods

Consumers consume fruit the most frequently, followed by vegetables, pulses, plant-based milk, and plant-based yoghurt.


## Netherlands: Consumption frequency of animal-based foods

Consumers consume cheese the most frequently, followed by milk, yoghurt, eggs, and pastries,cakes, and cookies.


Less than once a month

1-3 times a month

- 4-6 times a week
$\square$ Once a day
2 or more times
per day


## Netherlands: Consumption frequency of plant-based foods

Consumers consume fruit the most frequently, followed by vegetables, pulses, plant-based milk, and plant-based beef.


## Poland: Consumption frequency of animal-based foods

Consumers consume milk the most frequently, followed by cheese, yoghurt, and eggs.


## Poland: Consumption frequency of plant-based foods

Consumers consume fruit the most frequently, followed by vegetables, pulses, plant-based milk, and tofu.


## Romania: Consumption frequency of animal-based foods

Consumers consume cheese the most frequently, followed by milk, yoghurt and eggs.


## Romania: Consumption frequency of plant-based foods

Consumers consume vegetables the most frequently, followed by fruit, pulses, and plant-based milk.




Spain: Consumption frequency of animal-based foods

Consumers consume milk the most frequently, followed by yoghurt, cheese, eggs, and pastries, cakes, and cookies.


## Spain: Consumption frequency of plant-based foods

Consumers consume fruit the most frequently, followed by vegetables, pulses, plant-based milk, and plant-based yoghurt.


## UK: Consumption frequency of animal-based foods

Consumers consume milk the most frequently, followed by cheese, yoghurt, eggs, and pastries,cakes, and cookies.


## UK: Consumption frequency of plant-based foods

Consumers consume fruit the most frequently, followed by vegetables, pulses, plant-based milk, and plant-based yoghurt.


# Q4 "Compared to a year ago, how much meat (e.g. beef, pork, chicken) are you eating now?" 

## Consumption of meat now vs. a year ago

More than 45\% of European consumers now eat less meat compared to a year ago.


Q5a "Do you intend increasing or reducing your consumption of the following food categories in the next six months?"

## Dairy products

 (e.g. milk, yoghurt, cheese)www.smartproteinproject.eu

# Consumption of dairy products <br> (e.g. milk, yoghurt, cheese) in the next six months 

Italy, Germany, and Poland show the greatest intention to decrease dairy consumption.

Q5b "Do you intend increasing or reducing your consumption of the following food categories in the next six months?"

## Meat products <br> (e.g. beef, pork, chicken)

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## Consumption of meat products <br> (e.g. beef, pork, chicken) in the next six months

Romania, Austria, and Germany show the greatest intention to reduce meat consumption.


## Q6 "How important is an organic label for you when it comes to plant-based food products (e.g. meat/dairy alternatives)?"

## Importance of organic labels

Nearly 50\% of European consumers think an organic label is important when it comes to plant-based food products.


Q7a "Do you intend increasing or reducing your consumption of the following plant-based food categories in the next six months?" Plant-based dairy products (e.g. soya/oat milk, coconut yoghurt)
wWW.smartproteinproject.eu


## Consumption of plant-based dairy products in the next six months

Romania and Spain show the greatest interest in increasing consumption of plant-based dairy.


Q7b "Do you intend increasing or reducing your consumption of the following plant-based food categories in the next six months?" Plant-based meat products (e.g. plant-based burgers/ sausages)

## Consumption of plant-based meat products in the next six months

$25 \%$ of European consumers intend increasing their consumption of plant-based meat products.


# Q8 "Where are you likely to purchase food products most frequently from in the future?" 

## Total: Shopping location

European consumers are most likely to purchase their food products from supermarkets.


## Austria: Shopping location

Austrian consumers are most likely to buy their groceries at supermarkets.


The majority of Danish consumers purchase from discounters or supermarkets.


French consumers are most likely to buy their food from supermarkets.


## Germany: Shopping location

German consumers prefer supermarket and discount stores for grocery shopping.


In Italy, the supermarket is the most visited food-shopping location.


## Netherlands: Shopping location

The majority of Dutch consumers do their grocery shopping at supermarkets.


## Poland: Shopping location

Among Polish consumers, discount stores are the most popular food-shopping location.


Romanian consumers mostly do their grocery shopping at supermarkets.


## 蹻 Spain: Shopping location

For Spanish consumers, the most-visited food-shopping location is the supermarket.


## UK: Shopping location

## UK consumers purchase their food products mainly from supermarkets.



Q9 "Please indicate how much you disagree or agree with each of the following statements with regards to barriers towards eating new plant-bas,a food products and following a plant-based diet?"

## Total: Barriers towards eating plant-based products (1/3)

For European consumers, the key barriers to plant-based products are lack of choice, taste, and resistance to changing eating habits.
I don't want to change my
eating habits or routine.

Plant-based food products would not be filling enough.

I don't want people to think I'm being difficult or too alternative.

I think humans are meant to eat lots of animal-based meat.

I wouldn't get enough energy or strength from plant-based food products.

Plant-based food products
would not be tasty enough.
I would need to eat a large quantity of plant-based foods to feel full.

Plant-based food products
look too unusual.
There is not enough choice in plant-based food when I eat out.

## Total: Barriers towards eating plant-based products (2/3)

European consumers state that their family/partner won't eat plant-based food, they don't know how to prepare plant-based meals, and don't think that they contain enough iron.


## Total: Barriers towards eating plant-based products (3/3)

European consumers think plant-based products are too expensive and would like more information about them.

| I would be worried about my health (other than iron and protein) if I was only eating plant-based food products. | 12\% | 22\% |  | 33\% |  | 24\% | 10\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I would get indigestion, bloating, gas, or flatulence when eating plant-based food products. | 13\% | 23\% |  |  | 40\% | 18\% | 7\% |
| Plant-based meals or snacks are not available when I eat out. | 7\% | 19\% |  | 40\% |  | 28\% | 7\% |
| Plant-based food products are too expensive. | 4\% 13\% |  | 32\% |  |  | 35\% | 17\% |
| I need more information about plant-based food products. | 8\% | 14\% | 33\% |  |  | 34\% | 11\% |
| I do not enjoy eating plant-based food products. | 12\% | 22\% |  | 33\% |  | 21\% | 12\% |
| It is not masculine to eat plant-based food products. |  | 29\% | 25\% |  |  | 30\% 11\% | 5\% |
| Plant-based food products do not look appetizing or appealing. | 14\% | 22\% |  | 33\% |  | 21\% | 9\% |

## Austria: Barriers towards eating plant-based products (1/3)

Austrian consumers don't think there are enough plant-based food choices when eating out, don't think such foods will be tasty enough, and don't want to change their eating habits.


## Austria: Barriers towards eating plant-based products (2/3)

Austrian consumers state that their family/partner won't eat plant-based products, they don't know how to prepare plant-based food, and don't know what to eat instead of animal-based products.
I don't know what to eat instead of lots of animal-based meat.

Plant-based food products are inconvenient.

My family/partner won't eat plant-based food products.

It takes too long to prepare plant-based meals.

Someone else decides on most of the food I eat.

The plant-based foods I would need are not available where I shop or eat out.


## Austria: Barriers towards eating plant-based products (3/3)

Austrian consumers think plant-based food is too expensive, they want more information about it, and are worried about the health impact.


## Denmark: Barriers towards eating plant-based products (1/3)

Danish consumers think plant-based food won't be tasty enough, they don't want to change their eating habits, and think there is a lack of choice when eating out.


## Denmark: Barriers towards eating plant-based products (2/3)

Danish consumers say that they don't know what to eat instead of animal-based meat, their family/partner won't eat plant-based food, and they don't have the knowledge to prepare plant-based meals.
I don't know what to eat instead of lots of animal-based meat.

$\square$ Strongly disagree
Disagree
$\square$ Neutral
$\square$ Agree $\square$ Strongly agree

# Denmark: Barriers towards eating plant-based products (3/3) 

## Danish consumers are worried that plant-based food products are too expensive and say that they need

 more information.I would be worried about my health (other than iron and protein) if I was only eating plant-based food products.
would get indigestion, bloating, gas, or flatulence when eating plant-based food products.

Plant-based meals or snacks are not available when I eat out.

Plant-based food products are too expensive.


I need more information about plant-based food products.

I do not enjoy eating plant-based food products.

It is not masculine to eat plant-based food products.

Plant-based food products do not look appetizing or appealing.

## France: Barriers towards eating plant-based products (1/3)

French consumers think plant-based foods aren't tasty enough, there isn't enough choice when eating out, and they don't want to change their eating habits.


## France: Barriers towards eating plant-based products (2/3)

French consumers say that they don't know what to eat instead of animal-based meat, their family/partner won't eat plant-based food, and they don't have the knowledge to prepare plant-based meals.
I don't know what to eat instead of lots of animal-based meat.

Plant-based food products are inconvenient.

My family/partner won't eat plant-based food products.

It takes too long to prepare plant-based meals.

Someone else decides on most of the food I eat.
Strongly disagree
$\square$ Disagree
Neutral
$\square$ Agree
— Strongly agree

The plant-based foods I would need are not available where I shop or eat out.

I don't know how to prepare plant-based meals.

There is not enough iron in plant-based food products.

There is not enough protein in plant-based food products.

## France: Barriers towards eating plant-based products (3/3)

French consumers think plant-based products are too expensive and don't look appetizing, and they would like more information about them.


## Germany: Barriers towards eating plant-based products (1/3)

The key barriers towards plant-based products for German consumers are lack of taste, choice, and unwillingness to change their eating habits.
I don't want to change my
eating habits or routine.


Plant-based food products would not be filling enough.

I don't want people to think I'm being difficult or too alternative.

I think humans are meant to eat lots of animal-based meat.

I wouldn't get enough energy or strength from plant-based food products.

$\square$ Strongly disagree
$\square$ Disagree Neutral
$\square$ Agree — Strongly agree

Plant-based food products would not be tasty enough.


## Germany: Barriers towards eating plant-based products (2/3)

## German consumers say that their family/partner won't eat plant-based food, they don't know how to prepare it, and

 plant-based products are inconvenient.I don't know what to eat instead of lots of animal-based meat.

| I don't know what to eat instead of lots of animal-based meat. | 18\% | 25\% |  | 30\% |  | 21\% | 7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plant-based food products are inconvenient. | 14\% | 27\% |  | 32\% |  | 19\% | 9\% |
| My family/partner won't eat plant-based food products. | 12\% | 17\% | 31\% |  | 24\% |  | 16\% |
| It takes too long to prepare plant-based meals. | 17\% | 27\% |  |  | 35\% | 15\% | 6\% |
| Someone else decides on most of the food l eat. |  | 36\% | 21\% |  | 25\% | 14\% | 4\% |
| The plant-based foods I would need are not available where I shop or eat out. | 17\% | 29\% |  |  | 32\% | 17\% | 5\% |
| I don't know how to prepare plant-based meals. | 20\% | 25\% |  | 27\% |  | 22\% | 7\% |
| There is not enough iron in plant-based food products. | 11\% | 25\% |  | 38\% |  | 19\% | 7\% |
| There is not enough protein in plant-based food products. | 15\% | 25\% |  | 34\% |  | 19\% | 7\% |
|  |  | 25\% | \% |  | 75\% |  | 100 |

## Germany: Barriers towards eating plant-based products (3/3)

German consumers say that plant-based products are too expensive, they need more information, and don't enjoy eating such foods.
I would be worried about my health (other than iron and protein) if I was only eating
 plant-based food products.
would get indigestion, bloating, gas, or flatulence when eating plant-based food products.

Plant-based meals or snacks are not available when I eat out.

Plant-based food products are too expensive.


I need more information about plant-based food products.


It is not masculine to eat plant-based food products.

do not look appetizing or appealing.

|  |  | $25 \%$ |  | $29 \%$ | $18 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |  |

## Italy: Barriers towards eating plant-based products (1/3)

For Italian consumers, barriers towards eating plant-based food include lack of choice when eating out, unwillingness to change eating habits, and lack of taste.


## Italy: Barriers towards eating plant-based products (2/3)

Italian consumers indicate that their family/partner won't eat plant-based food, they don't know how to prepare it, and don't know what to eat other than lots of animal-based meat.


## Italy: Barriers towards eating plant-based products (3/3)

Italian consumers say that they need more information about plant-based food, it is too expensive, and plant-based meals aren't available when eating out.

I would be worried about my health (other than iron and protein) if I was only eating plant-based food products.
would get indigestion, bloating, gas, or flatulence when eating plant-based food products.

Plant-based meals or snacks are not available when I eat out.

Plant-based food products are too expensive.


I need more information about plant-based food products.

I do not enjoy eating plant-based food products.

It is not masculine to eat plant-based food products.

Plant-based food products do not look appetizing or appealing.


## Netherlands: Barriers towards eating plant-based products (1/3)

Dutch consumers think that plant-based food won't be tasty enough, there isn't enough choice when eating out, and they don't want to change their eating habits.


[^0]
## Netherlands: Barriers towards eating plant-based products (2/3)

Dutch consumers say that their family/partner won't eat plant-based food, they don't know what to eat instead of animal-based meat, and they think that there isn't enough iron in plant-based food.
I don't know what to eat instead of lots of animal-based meat.


Plant-based food products are inconvenient.

My family/partner won't eat plant-based food products.

It takes too long to prepare plant-based meals.

Someone else decides on most of the food l eat.

The plant-based foods I would need are
not available where I shop or eat out.
Strongly disagree

I don't know how to prepare plant-based meals.


| There is not enough iron in plant-based food products. | 10\% | 21\% |  | 42\% | 21\% | 7\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| There is not enough protein in plant-based food products. | 11\% | 25\% |  | 37\% | 21\% | 6\% |
|  |  | 25\% | 50\% |  |  | 100\% |

## Netherlands: Barriers towards eating plant-based products (3/3)

## Dutch consumers think that plant-based products are too expensive, they don't enjoy eating such products, and

 need more information.I would be worried about my health (other than iron and protein) if I was only eating plant-based food products.
would get indigestion, bloating, gas, or flatulence when eating plant-based food products.

Plant-based meals or snacks are not available when I eat out.

Plant-based food products are too expensive.


I need more information about plant-based food products.


I do not enjoy eating plant-based food products.

do not look appetizing or appealing.


## Poland: Barriers towards eating plant-based products (1/3)

## Polish consumers think that plant-based products won't be filling enough, won't be tasty enough, and that

 there isn't enough choice when eating out.I don't want to change my
eating habits or routine.


Plant-based food products
would not be filling enough.
$\square$ Strongly disagree
I don't want people to think I'm being difficult or too alternative.

I think humans are meant to eat lots of animal-based meat.

I wouldn't get enough energy or strength from plant-based food products.
 Plant-based food products would not be tasty enough.

I would need to eat a large quantity of plant-based foods to feel full.

Plant-based food products look too unusual.

There is not enough choice in plant-based food when I eat out.

$8 \% \quad 23 \% \quad 35 \%$

Disagree Neutral Agree Strongly agree

## Poland: Barriers towards eating plant-based products (2/3)

## Polish Consumers say that their family/partner won't eat plant-based food, they don't know how to prepare it,

 and that plant-based food is too inconvenient.I don't know what to eat instead of lots of animal-based meat.


Plant-based food products are inconvenient.

My family/partner won't eat plant-based food products.

It takes too long to prepare plant-based meals.

Someone else decides on most of the food I eat.

The plant-based foods I would need are not available where I shop or eat out.


I don't know how to prepare plant-based meals.

There is not enough iron in plant-based food products.

There is not enough protein in plant-based food products.

- Strongly disagree

Disagree
Neutral
$\square$ Agree
Strongly agree

| $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |
| :--- | :--- | :--- | :--- |

## Poland: Barriers towards eating plant-based products (3/3)

Polish consumers say that plant-based food is too expensive, they need more information about it, and it is not available when eating out.
I would be worried about my health (other than iron and protein) if I was only eating plant-based food products.
I would get indigestion, bloating, gas, or flatulence when eating plant-based food products.

Plant-based meals or snacks are not available when I eat out.

Plant-based food products are too expensive.


I need more information about plant-based food products.

I do not enjoy eating plant-based food products.

It is not masculine to eat plant-based food products.

Plant-based food products do not look appetizing or appealing.

## Romania: Barriers towards eating plant-based products (1/3)

Romanian consumers think that there isn't enough choice when eating out, humans are meant to eat lots of meat, and they won't get enough energy or strength from plant-based food products.
I don't want to change my
eating habits or routine.


Plant-based food products
would not be filling enough.


I don't want people to think I'm being difficult or too alternative.

I think humans are meant to eat lots of animal-based meat.

I wouldn't get enough energy or strength from plant-based food products.

Plant-based food products
would not be tasty enough.
I would need to eat a large quantity of plant-based foods to feel full.
Strongly disagree

Plant-based food products look too unusual.

There is not enough choice in plant-based food when I eat out.
0\% $25 \% \quad 50 \% \quad 75 \% \quad 100 \%$

## Romania: Barriers towards eating plant-based products (2/3)

Romanian consumers say that plant-based food products are inconvenient, they don't know how to prepare them, and don't know what to eat other than lots of animal-based meat.


## Romania: Barriers towards eating plant-based products (3/3)

Romanian consumers say that they need more information about plant-based food, it is too expensive, and plant-based meals and snacks aren't available when eating out.


## Spain: Barriers towards eating plant-based products (1/3)

Spanish consumers say that humans are meant to eat lots of animal-based meat, there isn't enough choice when eating out, and they don't want to change their eating habits.
I don't want to change my eating habits or routine.
 would not be filling enough

I don't want people to think I'm being difficult or too alternative.

I think humans are meant to eat lots of animal-based meat.

I wouldn't get enough energy or strength from plant-based food products.

Plant-based food products
would not be tasty enough.
I would need to eat a large quantity of plant-based foods to feel full.

Plant-based food products look too unusual

There is not enough choice in plant-based food when I eat out.

$\square$ Strongly disagree
$\square$ Disagree
Neutral
$\square$ Agree
Strongly agree

## Spain: Barriers towards eating plant-based products (2/3)

Spanish consumers think that their family/partner won't eat plant-based food, they don't know how to prepare it, and don't know what to eat other than lots of animal-based meat.
I don't know what to eat instead of lots of animal-based meat.


## Spain: Barriers towards eating plant-based products (3/3)

## Spanish consumers say that they need more information about plant-based food products, that they are too expensive,

 and worry about digestive issues.

## UK: Barriers towards eating

 plant-based products (1/3)UK consumers say that plant-based products won't be tasty enough, there isn't enough choice when eating out, and they don't want to change their eating habits.


## UK: Barriers towards eating plant-based products (2/3)

UK consumers say that their family/partner won't eat plant-based food, they don't know how to prepare plant-based meals, and don't know what to eat other than lots of animal-based meat.


## UK: Barriers towards eating plant-based products (3/3)

UK consumers think that plant-based food products are too expensive, they need more information, and plant-based products don't look appetizing or appealing.
I would be worried about my health (other than iron and protein) if I was only eating

would get indigestion, bloating, gas, or flatulence when eating plant-based food products.

Plant-based meals or snacks are not available when I eat out.

Plant-based food products are too expensive.


It is not masculine to eat plant-based food products.

Plant-based food products do not look appetizing or appealing.
I need more information about plant-based food products.

I do not enjoy eating plant-based food products.

Q10 "Please indicate how much you disagree or agree with each of the following statements concerning your assumptions about meat or plant protein?"

## Total: Assumptions about meat or plant protein (1/2)

45\% of European consumers choose products that minimise animal cruelty.
Almost 45\% think that they will be able to reduce their meat consumption in the coming months.
I intend reducing my meat consumption in the coming months.

| 15\% | 31\% | 27\% | 5\% |
| :---: | :---: | :---: | :---: |
| 14\% | 28\% | 26\% | 7\% |
| 9\% | 31\% | 35\% | 9\% |
| 7\% | 38\% | 29\% | 9\% |
| 10\% | 29\% | 25\% | 13\% |
| 5\% 11\% | 39\% | 32\% | 13\% |
| 10\% | 32\% | 29\% | 10\% |
| 8\% | 38\% | 29\% | 11\% |

I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.

A complete meal is a meal with meat.

I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat.

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).

$\square$ Strongly disagree
Disagree
$\square$ Neutral
$\square$ Agree
$\square$ Strongly agree

| $\%$ | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |
| :--- | :--- | :--- | :--- | :--- |

## Total: Assumptions about meat or plant protein (2/2)

Almost 60\% of European consumers believe that high levels of meat consumption are linked to serious health problems, although more than $50 \%$ believe meat is nutritionally necessary for humans.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.


There are more and more people around me who are reducing their meat
Strongly disagreeDisagree



- Neutral
$\square$ Agree
$\square$ Strongly agree
 consumption.
I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.

Plant-based meat is too expensive.

| $4 \%$ | $11 \%$ | $39 \%$ | $31 \%$ | $16 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $0 \%$ | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |

[^1]
## Austria: Assumptions about meat or plant protein (1/2)

Over 60\% of Austrian consumers chose food that minimises animal cruelty.
Almost 50\% think that they will be able to reduce their meat consumption in the coming months.
I intend reducing my meat consumption in the coming months.
change, it is better to eat less animal foods (meat, dairy products, and eggs).
I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.

A complete meal is a meal with meat.

I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat

To help reduce the impact of climate


0\%

## Austria: Assumptions about meat or plant protein (2/2)

Over $60 \%$ of Austrian consumers believe that high levels of meat consumption are linked to serious health problems. More than $50 \%$ assume that eating meat at every meal is expensive.


## Denmark: Assumptions about meat or plant protein (1/2)

$45 \%$ of Danish consumers think a complete meal contains meat. Close to $45 \%$ chose products that minimise animal cruelty.

I intend reducing my meat consumption in the coming months.

(no more than once a week).
I feel able to reduce my meat consumption in the coming months.

$\square$ Strongly disagree
Disagree
Neutral
$\square$ Agree
$\square$ Strongly agree

It is harder to prepare good plant-based foods than conventional meat-based ones.
 when I buy meat

change, it is better to eat less animal foods (meat, dairy products, and eggs).

## - Denmark: Assumptions about meat or plant protein (2/2)

Over 45\% of Danish consumers think that meat is nutritionally necessary for humans. Almost 45\% would reduce their meat consumption if their doctor recommended so.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.

around me who are reducing their meat consumption.

I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.

Plant-based meat is too expensive.

| $4 \%$ | $11 \%$ | $43 \%$ |  | $28 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $0 \%$ | $25 \%$ | $50 \%$ | $75 \%$ | $14 \%$ |

## France: Assumptions about meat or plant protein (1/2)

More than $45 \%$ of French consumers choose products that minimise animal cruelty and think that they will be able to reduce their meat consumption in the coming months.

I intend reducing my meat consumption in the coming months.


I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.
Strongly disagree

$\square$ DDisagree

Neutral
$\square$ Agree
Strongly agree

A complete meal is a meal with meat.

| $9 \%$ | $20 \%$ | $29 \%$ | $28 \%$ | $15 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $6 \%$ | $9 \%$ |  | $39 \%$ |  |
|  |  |  | $29 \%$ | $18 \%$ |
| $11 \%$ | $14 \%$ | $32 \%$ | $30 \%$ | $12 \%$ |
| $8 \%$ | $13 \%$ | $36 \%$ |  |  |

I choose food which has been produced in a way that minimises cruelty to animals.


I don't really think much about the animal when I buy meat

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).

| $0 \%$ | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |
| :---: | :---: | :---: | :---: | :---: |

## France: Assumptions about meat or plant protein (2/2)

More than 60\% of French consumers think that eating meat at every meal is expensive. Nearly 60\% think that eating high amounts of it can cause serious health problems.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.

There are more and more people around me who are reducing their meat consumption

I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.


Plant-based meat is too expensive.

## Germany: Assumptions about meat or plant protein (1/2)

More than $50 \%$ of German consumers choose products that minimise animal cruelty. Almost 50\% think that they will be able to reduce their meat consumption in the coming months.

I intend reducing my meat consumption in the coming months.


I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.

A complete meal is a meal with meat.

I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat.

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).
Strongly disagree
Disagree
Neutral
$\square$ Agree
$\square$ Strongly agree
$0 \% \quad 25 \% \quad 100 \%$

# Germany: Assumptions about meat or plant protein (2/2) 

Almost $60 \%$ of German consumers believe that high meat consumption is linked to serious health problems. More than $50 \%$ believe that plant-based meat is too expensive.


## Italy: Assumptions about meat or plant protein (1/2)

More than $45 \%$ of Italian consumers think that they will be able to reduce their meat consumption in the coming months and choose products that minimise animal cruelty.

I intend reducing my meat consumption in the coming months.

I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.

$\square$ Strongly disagree
Disagree
Neutral
$\square$ Agree
Strongly agree

A complete meal is a meal with meat.

I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat.

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs). Q10 $\square$ Strongly disagree
$\square$ Disagree
$\square$ Neutral
$\square$ Agree
$\square$ Strongly agree

0\%
25\%
50\%
75\%
100\%

## Italy: Assumptions about meat or plant protein (2/2)

$65 \%$ of Italian consumers believe that high levels of meat consumption are linked to serious health problems. $55 \%$ would reduce their meat consumption if their doctor recommended so.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.


There are more and more people around me who are reducing their meat
 consumption.
Strongly disagreeDisagree
Neutral
$\square$ Agree
Strongly agree

I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.


## Netherlands: Assumptions about meat or plant protein (1/2)

Almost 45\% of Dutch consumers believe a complete meal should contain meat.
More than $40 \%$ think that they will be able to reduce their meat consumption in the coming months.
I intend reducing my meat consumption in the coming months.
$15 \%$
I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.


A complete meal is a meal with meat.

| $7 \%$ | $21 \%$ | $28 \%$ | $16 \%$ |
| :--- | :--- | :--- | :--- | :--- |

I choose food which has been produced in a way that minimises cruelty to animals.


I don't really think much about the animal when I buy meat.

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).
It is harder to prepare good plant-based foods than conventional meat-based ones.
$0 \% ~ 25 \% ~ 50 \% ~ 75 \% ~ 100 \% ~$

## Netherlands: Assumptions about meat or plant protein (2/2)

$50 \%$ of Dutch consumers assume that plant-based meat is too expensive.
More than $45 \%$ indicate that high levels of meat consumption are linked to serious health problems.

| Substituting an animal-based burger with a plant-based burger helps to slow down climate change. | 9\% | 11\% | 40\% | 31\% | 9\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Meat is nutritionally necessary for humans. | 4\% | 16\% | 35\% | 33\% | 12\% |
| Consuming high amounts of meat might cause serious health problems. | 5\% | 13\% | 35\% | 34\% | 13\% |
| People around me often say that reducing your meat consumption is better for your health. | 10\% | 16\% | 37\% | 30\% | 7\% |
| There are more and more people around me who are reducing their meat consumption. | 10\% | 16\% | 35\% | 32\% | 7\% |
| I would reduce my meat consumption if my doctor recommended that I should do so. | 6\% | 11\% | 35\% | 37\% | 10\% |
| Eating meat at every meal is expensive. | 7\% | 17\% | 33\% | 34\% | 10\% |
| Plant-based meat is too expensive. | 3\% | 12\% | 35\% | 34\% | 16\% |
|  | 0\% | 25\% | 50\% |  |  |

Substituting an animal-based burger with
a plant-based burger helps to slow down

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that educing your meat consumption is
around me who are reducing their meat consumption.

$\square$ Strongly disagree Disagree
Neutral
$\square$ Agree

- Strongly agree


## Poland: Assumptions about meat or plant protein (1/2)

Almost 50\% of Polish consumers say that they don't think much about the animal when buying meat and believe it's harder to prepare good plant-based foods than conventional meat-based ones.
I intend reducing my meat consumption in the coming months.


I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.

$\square$ Strongly disagree
$\square$ Disagree
Neutral
Agree
$\square$ Strongly agree

A complete meal is a meal with meat.



change, it is better to eat less animal foods (meat, dairy products, and eggs).
I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat.
0\% $25 \% \quad 50 \% \quad 75 \% \quad 100 \%$

## Poland: Assumptions about meat or plant protein (2/2)

More than $50 \%$ of Polish consumers believe that high meat consumption is linked to serious health problems and state that people around them say that reducing meat consumption is better for your health.
Substituting an animal-based burger with
a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.


There are more and more people around me who are reducing their meat consumption.
I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.
$\square$ Strongly disagree
$\square$ Disagree
$\square$ Neutral
$\square$ Agree
$\square$ Strongly agree

Plant-based meat is too expensive.

## Romania: Assumptions about meat or plant protein (1/2)

Almost 55\% of Romanian consumers think that they will be able to reduce their meat consumption in the coming months. $45 \%$ of people intend reducing their meat consumption in the coming months.

I intend reducing my meat consumption in the coming months.

I am considering eating meat only very rarely
(no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.


A complete meal is a meal with meat.

Strongly disagree
Disagree
Neutral
$\square$ Agree
$\square$ Strongly agree

I choose food which has been produced in a way that minimises cruelty to animals.


I don't really think much about the animal when I buy meat.

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).

## Romania: Assumptions about meat or plant protein (2/2)

Almost 70\% of Romanian consumers believe that high meat consumption is linked to serious health problems. Nearly 60\% would reduce their meat consumption if their doctor would recommend it.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.
There are more and more people around me who are reducing their meat consumption.

I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.



Strongly disagree
Disagree
$\square$ Neutral
$\square$ Agree
$\square$ Strongly agree

Plant-based meat is too expensive.


Spain: Assumptions about meat or plant protein (1/2)

Nearly 45\% of Spanish consumers say that they don't think much about the animal when buying meat.
Over $40 \%$ think that they will be able to reduce their meat consumption in the coming months.
I intend reducing my meat consumption in the coming months.

I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.


A complete meal is a meal with meat.

I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).

| $0 \%$ | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |
| :--- | :--- | :--- | :--- | :--- |

## Spain: Assumptions about meat or plant protein (2/2)

More than $65 \%$ of Spanish consumers believe that high meat consumption is linked to serious health problems. More than 60\% would reduce their meat consumption if their doctor would recommend it.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.


There are more and more people around me who are reducing their meat consumption

I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.

Plant-based meat is too expensive.

## UK: Assumptions about meat or plant protein (1/2)

45\% of UK consumers think a complete meal is a meal with meat.

I intend reducing my meat consumption in the coming months.


I am considering eating meat only very rarely (no more than once a week).

I feel able to reduce my meat consumption in the coming months.

It is harder to prepare good plant-based foods than conventional meat-based ones.

A complete meal is a meal with meat.

I choose food which has been produced in a way that minimises cruelty to animals.

I don't really think much about the animal when I buy meat

To help reduce the impact of climate change, it is better to eat less animal foods (meat, dairy products, and eggs).

## Nearly $45 \%$ choose food which minimises animal cruelty.

## UK: Assumptions about meat or plant protein (2/2)

Nearly $55 \%$ of UK consumers believe that high levels of meat consumption are linked to serious health problems and would reduce their meat consumption if their doctor would recommend it.
Substituting an animal-based burger with a plant-based burger helps to slow down climate change.

Meat is nutritionally necessary for humans.

Consuming high amounts of meat might cause serious health problems.

People around me often say that reducing your meat consumption is better for your health.

around me who are reducing their meat consumption.

I would reduce my meat consumption if my doctor recommended that I should do so.

Eating meat at every meal is expensive.

Plant-based meat is too expensive.


Strongly disagree Disagree Neutral
$\square$ Agree Strongly agree
0\% 25\% $50 \% \quad 75 \% \quad 100 \%$

Q11 "To what extent do you eat plant-based meat products (e.g. plant-based burger patties/nuggets) instead of conventional meat products?"

## Extent of eating plant-based meat products instead of conventional meat products

Consumers in Italy, Denmark, and Germany are the most likely to eat plant-based meat products instead of conventional meat products.


Q12 "Imagine that plant-based meat has become widely available, tasty and affordable at grocery stores, restaurants, butchers, and markets. How likely are you to try plant-based meat?"

## Likelihood of trying plant-based meat

Consumers in Austria, Spain, Romania, and Germany are the most likely to try plant-based meat.


Not at all likely
Somewhat likely
Moderately likely
$\square$ Very likely
Extremely likely

Q13a "Imagine that you've had the opportunity to try a plant-based meat that has the identical taste and texture as animal-based meat. How likely are you to eat plant-based meat instead of animal-based meat?"

## Likelihood of eating plant-based vs. animal based meat

Almost 40\% of all consumers are more likely to eat plant-based meat than animal-based meat. Austria, Spain, and Germany show the highest interest.


Not at all likely
Somewhat likely
Moderately likely
$\square$ Very likely
Extremely likely

Q13b "Imagine that you've had the opportunity to try a plant-based meat that has the identical taste and texture as animal-based meat.
How likely are you to purchase plant-based meat regularly?"

## Likelihood of purchasing plant-based meat regularly

Spain, Germany, and Austria are the most likely to purchase plant-based meat on a regular basis.


Not at all likely
Somewhat likely
Moderately likely
$\square$ Very likely
Extremely likely

Q13c "Imagine that you've had the opportunity to try a plant-based meat that has the identical taste and texture as animal-based meat. How likely are you to pay a higher price for plant-based than for animal-based meat?"

## Likelihood of paying a higher price for plant-based meat

Germany and Romania show the highest willingness to pay a higher price for plant-based instead of animal-based meat.


Not at all likely
Somewhat likely
Moderately likely
$\square$ Very likely
Extremely likely

# Q14 "What kind of plant-based meat do you wish you could buy in the 

 supermarket? Please select all the options that apply."
## Total: Demand for plant-based meat

European consumers show high demand for plant-based poultry and beef products.


## Austria: Demand for plant-based meat

## Austrian consumers wish most for plant-based poultry and beef.



Danish consumers show high interest in plant-based beef alternatives.


## France: Demand for plant-based meat

Most French consumers wish for plant-based beef and poultry products.


## Germany: Demand for plant-based meat

German consumers show a high demand for plant-based poultry products.


Plant-based beef and poultry alternatives are in high demand in Italy.


## Netherlands: Demand for plant-based meat

The majority of Dutch consumers wish to see plant-based beef and poultry products.


## Poland: Demand for plant-based meat

Polish consumers ask for plant-based poultry products.


## Romania: Demand for plant-based meat

Plant-based pork and poultry are in high demand in Romania.


## Spain: Demand for plant-based meat

Spanish consumers mostly ask for plant-based beef and poultry products.

Plant-based beef



## UK: Demand for plant-based meat

Plant-based poultry and beef are in high demand in the UK.


# Q15 "Specifically, what kind of 

 plant-based meat products do you wish you could buy in the supermarket? Please select all the options that apply."
## Total: Demand for specific plant-based meat products

European consumers wish to buy plant-based burger patties, chicken breasts, and minced meat.


## Austria: Demand for specific plant-based meat products

Austrian consumers wish to buy plant-based minced meat, burger patties, and chicken breasts.


## Denmark Demand for specific plant-based meat products

Danish consumers wish to buy plant-based minced meat, steak, burger patties, and chicken breasts.


21\%
23\%
Plant-based schnitzel
Plant-based cold cuts (e.g salami, ham)
Plant-based chicken wings, chicken nuggets
Plant-based steak

0\%

## France: Demand for specific plant-based meat products

French consumers wish to buy plant-based burger patties, minced meat, meat balls, and chicken breasts.


## Germany: Demand for specific plant-based meat products

German consumers wish to buy plant-based minced meat, burger patties, chicken breasts, and sausages. Plant-based minced meat

Plant-based meat balls
Plant-based schnitzel

## Italy: Demand for specific plant-based meat products

Italian consumers wish to buy plant-based burger patties, schnitzel, and meatballs.


## Netherlands: Demand for specific plant-based meat products

Dutch consumers wish to buy plant-based minced meat, burger patties, and schnitzel.
Plant-based minced meat
Plant-based meat balls

Plant-based burger patties


Other


[^2]
## Poland: Demand for specific plant-based meat products

Polish consumers wish to buy plant-based burger patties and chicken breasts.


## Romania: Demand for specific plant-based meat products

Romanian consumers wish to buy plant-based schnitzel, chicken breasts, and meatballs.
Plant-based minced meat
Plant-based meat balls


Plant-based cold cuts (e.g salami, ham)35\%
Plant-based schnitzel
Plant-based cold cuts (e.g salami, ham)

Plant-based chicken wings, chicken nuggets
21\%

Plant-based chicken breast



Plant-based bacon
24\%
Plant-based sausages
$33 \%$
Plant-based pulled meat
Plant-based goulash
$0 \%$

```
4%
```



Spanish consumers wish to buy plant-based burger patties, chicken breasts, and minced meat.


## UK: Demand for specific plant-based meat products

UK consumers wish to buy plant-based chicken breasts, sausages, and minced meat.
Plant-based minced meat

$28 \%$

Plant-based burger patties $26 \%$

Plant-based schnitzel
Plant-based cold cuts (e.g salami, ham)

$31 \%$
Plant-based bacon
Plant-based sausages
Plant-based pulled meat
Plant-based goulash


# Q16 "What kind of plant-based fish do you wish you could buy in the 

 supermarket? Please select all the options that apply."
## Total: Demand for plant-based fish

European consumers show high demand for plant-based salmon.


## Austria: Demand for plant-based fish

## Austrian Consumers would like to see more plant-based salmon and tuna.



Danish consumers want more plant-based tuna and salmon.



## France: Demand for plant-based fish

French consumers mainly wish to find plant-based salmon, tuna, and white fish in supermarkets.


## Germany: Demand for plant-based fish

In Germany, plant-based salmon is by far the most asked-for plant-based fish alternative.


## Italy: Demand for plant-based fish

## Plant-based salmon and tuna are in high demand in Italy.



## Netherlands: Demand for plant-based fish

Danish consumers would like to see more plant-based salmon in supermarkets.


## Poland: Demand for plant-based fish

Polish consumers wish for plant-based salmon and white fish.

## Plant-based salmon



## Plant-based tuna

 $31 \%$

Plant-based white fish (e.g. pangasius, codfish, plaice)

$34 \%$

Plant-based shellfish
(e.g. crab, lobster, shrimp)


23\%

Other $\square$ $3 \%$

| $0 \%$ | $10 \%$ | $20 \%$ | $30 \%$ | $40 \%$ | $50 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Romania: Demand for plant-based fish

Plant-based tuna and salmon are highly requested by Romanian consumers.


## Spain: Demand for plant-based fish

## Most Spanish consumers would like to see plant-based tuna and white fish in supermarkets.

## Plant-based salmon


$38 \%$

$43 \%$

Plant-based white fish (e.g. pangasius, codfish, plaice)


Plant-based shellfish (e.g. crab, lobster, shrimp)

$33 \%$



## UK: Demand for plant-based fish

Most UK consumers would like to see plant-based white fish in supermarkets.


# Q17 "Specifically, what kind of plant-based fish products do you wish you could buy in the 

 supermarket? Please select all the options that apply."
## Total: Demand for specific plant-based fish products

European consumers show high demand for plant-based fish sticks and smoked salmon.


## Austria: Demand for specific plant-based fish products

## Austrian consumers would like to see plant-based fish sticks, smoked salmon, sushi, and canned fish in the supermarket.



## Denmark: Demand for specific plant-based fish products

Danish consumers would like to see smoked salmon, plant-based fish burgers, and sushi in supermarkets.


## France: Demand for specific plant-based fish products

French consumers would like to see plant-based smoked salmon, unbreaded fish fillet, and fish sticks in supermarket.


## Germany: Demand for specific plant-based fish products

German consumers would like to see plant-based fish sticks, fish burgers, and smoked salmon in supermarkets.


## Italy: Demand for specific plant-based fish products

Italian consumers would like to see plant-based fish sticks, fish burgers, smoked salmon, and unbreaded fish fillets in supermarkets.


## Netherlands: Demand for specific plant-based fish products

Dutch consumers would like to see plant-based fish sticks, fish burgers, and smoked salmon in supermarkets.


## Poland: Demand for specific plant-based fish products

Polish consumers would like to see smoked salmon, plant-based fish sticks, and unbreaded fish fillet in supermarkets.


Romanian consumers would like to see plant-based unbreaded fish fillet, smoked salmon, and canned fish in supermarkets.


Spanish consumers would like to see plant-based fish sticks, canned fish, and smoked salmon in supermarkets.


## $\geqslant \mathbb{N}$ <br> UK: Demand for specific plant-based fish products

UK consumers would like to see plant-based fish burgers, smoked salmon, fish sticks, and canned fish in supermarkets.


Q18 "To what extent do you eat plant-based cheese products (e.g. plant-based sliced cheese/grated cheese) instead of conventional cheese products?"

## Extent of eating plant-based cheese products instead of conventional cheese products

Consumers in Italy, Denmark, and Spain are the most likely to eat plant-based cheese products instead of conventional cheese products.


Q19a "Imagine that you've had the opportunity to try plant-based cheese products, and the taste and texture were identical to conventional cheese products. How likely are you to eat plant- based cheese products instead of conventional cheese products?"

## Likelihood of eating plant-based cheese instead of conventional cheese products

Spain, Germany, Austria, and Romania are the most likely to replace conventional cheese with plant-based cheese.


[^3]Q19b "Imagine that you've had the opportunity to try plant-based cheese products, and the taste and texture were identical to conventional cheese products. How likely are you to purchase plant-based cheese products regularly?

## Likelihood of purchasing plant-based cheese regularly

Spain and Germany are the most likely to purchase plant-based cheese on a regular basis.


Not at all likely
Somewhat likely
$\square$ Moderately likely
$\square$ Very likely
Extremely likely

[^4]Q19c "Imagine that you've had the opportunity to try plant-based cheese products, and the taste and texture were identical to conventional cheese products. How likely are you to pay a higher price for plant-based cheese products than for conventional cheese products?

## Likelihood of <br> paying a higher price for plant-based cheese

Spain and Germany show the highest willingness to pay a higher price for plant-based instead of conventional cheese.


Not at all likely
Somewhat likely
Moderately likely
Very likely
Extremely likely

# Q20 "What kind of plant-based cheese products do you wish you could buy in the supermarket? Please select all the 

 options that apply."
## Total: Demand for plant-based cheese products

European consumers show high demand for plant-based sliced cheese and mozzarella.


## Austria: Demand for plant-based cheese products

Austrian consumers show high demand for plant-based sliced cheese and mozzarella.


## Denmark: Demand for plant-based cheese products

Danish consumers show high demand for plant-based grated, sliced cheese, and mozzarella.


## France: Demand for plant-based cheese products

French consumers show high demand for plant-based grated cheese, and mozzarella.


## Germany: Demand for plant-based cheese products

German consumers show high demand for plant-based cream cheese, sliced cheese, and mozzarella.


Italian consumers show high demand for plant-based mozzarella, grated cheese, and hard cheese.


## Netherlands: Demand for plant-based cheese products

Dutch consumers show high demand for plant-based sliced cheese and grated cheese.


## Poland: Demand for plant-based cheese products

Polish consumers show high demand for plant-based mozzarella and sliced cheese.


## Romania: Demand for plant-based cheese products

Romanian consumers show high demand for plant-based cream cheese and mozzarella.


Spanish consumers show high demand for plant-based grated cheese and sliced cheese.


## UK: Demand for plant-based cheese products

UK consumers show high demand for plant-based hard cheese, grated cheese, and mozzarella.


Q21 "To what extent do you eat vegan baked goods (e.g. bread or cookies made without eggs or butter) instead of conventional baked goods?"

## Extent of eating vegan baked goods instead of conventional baked goods

Consumers in Denmark, Spain, and Italy are the most likely to eat vegan baked goods instead of conventional baked goods.


Q22 "How important is it for you that baked goods (e.g. bread or cookies) exclude animal-based ingredients such as eggs or butter?"

## Importance of exclusion of animal-based ingredients in baked goods

Spain, Romania, and Italy especially think that baked goods should exclude animal-based ingredients.


Neither important nor unimportant
Somewhat important
Very important

Q23a "Imagine that you've had the opportunity to try vegan baked goods (e.g. bread or cookies made without eggs or butter) with exactly the same taste and texture as conventional baked goods. How likely are you to eat vegan baked goods instead of conventional baked goods?"

## Likelihood of eating vegan vs. conventional baked goods

# Spain and Austria are most likely to eat vegan rather than conventional baked goods. 



Not at all likely
Somewhat likely
Moderately likely
$\square$ Very likely
Extremely likely

Q23b "Imagine that you've had the opportunity to try vegan baked goods (e.g. bread or cookies made without eggs or butter) with exactly the same taste and texture as conventional baked goods.
How likely are you to purchase vegan baked goods regularly?"

## Likelihood of purchasing vegan baked goods regularly

Spain and Germany are the most likely to purchase vegan baked goods on a regular basis.



Not at all likely
$\square$ Somewhat likely
$\square$ Moderately likely
$\square$ Very likely
Extremely likely

Q23c "Imagine that you've had the opportunity to try vegan baked goods (e.g. bread or cookies made without eggs or butter) with exactly the same taste and texture as conventional baked goods.
How likely are you to pay a higher price for vegan bakery products instead of conventional

## Likelihood of paying a higher price for vegan instead of conventional baked goods

Spain and Romania are the most likely to pay a higher price for vegan rather than conventional baked goods.


Not at all likely Somewhat likely
$\square$ Moderately likely
$\square$ Very likely
Extremely likely

# Q24 "Which of the following would you 

 like to have as a main ingredient in plant-based food? Please select all that apply."
## Total: Main ingredient in plant-based food (1/2)

European consumers would like to have potatoes and rice as a main ingredient in plant-based food.

Potatoes


Rice
Almond
Corn
Beans
Mushroom
Lentils
Peas
Hazelnuts
Chickpeas
Oats
Sunflower seeds
Cashews
Coconut

## Total: Main ingredient in plant-based food (2/2)

European consumers would like to have potatoes and rice as a main ingredient in plant-based food.




## Denmark: Main ingredient in plant-based food (1/2)

Danish consumers would like to have potatoes, rice, and peas as a main ingredient in plant-based food.


## Denmark: Main ingredient in plant-based food (2/2)

Danish consumers would like to have potatoes, rice, and peas as a main ingredient in plant-based food.


French consumers would like to have rice, potatoes, and lentils as a main ingredient in plant-based food.



## Germany: Main ingredient in plant-based food (1/2)

German consumers would like to have potatoes, rice, and lentils as a main ingredient in plant-based food.


## Germany: Main ingredient in plant-based food (2/2)

German consumers would like to have potatoes, rice, and lentils as a main ingredient in plant-based food.




Italian consumers would like to have potatoes, rice, and almonds as a main ingredient in plant-based food


## Netherlands: Main ingredient in plant-based

 food (1/2)Dutch consumers would like to have rice, mushroom, and potatoes as a main ingredient in plant-based food.


## Netherlands: Main ingredient in plant-based food (2/2)

Dutch consumers would like to have rice, mushroom, and potatoes as a main ingredient in plant-based food.


Polish consumers would like to have potatoes, rice, and beans as a main ingredient in plant-based food.


Rice
Corn
Sunflower seeds
Mushroom

Hazelnuts

# Poland: Main ingredient in plant-based food 

(2/2)
Polish consumers would like to have potatoes, rice, and beans as a main ingredient in plant-based food


## Romania: Main ingredient in plant-based food (1/2)

Romanian consumers would like to have potatoes, mushroom, and rice as a main ingredient in plant-based food.
Potatoes

Mushroom
Rice
Beans
Corn
Peas
Almond
Oats
Hazelnuts
Sunflower seeds
Pumpkin seeds
Chickpeas
Lentils
Soya


Romanian consumers would like to have potatoes, mushroom, and rice as a main ingredient in plant-based food.


Spanish consumers would like to have rice, potatoes, and almonds as a main ingredient in plant-based food.



Spanish consumers would like to have rice, potatoes, and almonds as a main ingredient in plant-based food.


## NVZ UK: Main ingredient in plant-based food VN (1/2)

UK consumers would like to have potatoes, rice, and mushroom as a main ingredient in plant-based food.


## NVZ UK: Main ingredient in plant-based food

UK consumers would like to have potatoes, rice, and mushroom as a main ingredient in plant-based food.


# Q25 "What are the most important factors when choosing a food product?" 

## Total: Important factors when choosing a food product (1/2)

Overall, European consumers rate a good taste and freshness as the most important factors when choosing a food product.


# Total: Important factors when choosing a food product (2/2) 

Overall, European consumers rate a good taste and freshness as the most important factors when choosing a food product.


## Austria: Important factors when choosing a food product (1/2)

Austrian consumers rate good taste and freshness as the most important factors when choosing a food product.

$\square$ Not at all important

- Somewhat unimportant

Neither important nor important

- Somewhat important
$\square$ Very important


## Austria: Important factors when choosing a food product (2/2)

Austrian consumers rate good taste and freshness as the most important factors when choosing a food product.

Easy to prepare
Cheap
Healthy
Low in calories
Familiar
Produced in a way that
no animals are harmed
Organic
Fresh
Pleasant Texture
Makes me feel good

$\square$ Not at all important
$\square$ Somewhat unimportant
Neither important nor important

- Somewhat important

Very important

## - Denmark: Important factors when choosing

 a food product (1/2)Danish consumers rate good taste and freshness as the most important factors when choosing a food product.

| Certified with a label | 8\% | 13\% | 33\% |  | 30\% | 17\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unique and innovative | 11\% | 15\% |  | 43\% | 21\% | 11\% |
| No additives and/or no artificial ingredients | 5\% | 12\% | 33\% |  | 32\% | 18\% |
| Minimally processed | 5\% | 11\% | 33\% |  | 32\% | 19\% |
| Short ingredient list | 8\% | 12\% | 38\% |  | 28\% | 15\% |
| Country of origin clearly marked | 6\% | 11\% | 31\% |  | 32\% | 20\% |
| Locally produced | 8\% | 11\% | 36\% |  | 31\% | 13\% |
| Environmentally and climate friendly | 7\% | 11\% | 32\% |  | 32\% | 18\% |
| Produced in a way that promotes equal opportunities, human, rights, and fair trade | 6\% | 11\% | 34\% |  | 31\% | 18\% |
| Tastes good | 3\% 8\% | 15\% | 25\% |  |  | 49\% |
|  | 0\% | 25\% | 50\% |  | 75\% | 100\% |

$\square$ Not at all important

- Somewhat unimportant
- Neither important nor important
- Somewhat important
- Very important


# [—Denmark: Important factors when choosing a food product (2/2) 

Danish consumers rate good taste and freshness as the most important factors when choosing a food product.


Not at all important

- Somewhat unimportant
Neither important nor important
- Somewhat important
$\square$ Very important


# food product (2/2) 

French consumers rate good taste, freshness and healthiness as the most important factors when choosing a food product.


# Germany: Important factors when choosing a food product (1/2) 

German consumers rate good taste and freshness as the most important factors when choosing a food product.

$\square$ Not at all important

- Somewhat unimportant
- Neither important nor important
- Somewhat important
- Very important


# Germany: Important factors when choosing a food product (2/2) 

German consumers rate good taste and freshness as most important when choosing a food product.


# Italy: Important factors when choosing a food product (1/2) 

Italian consumers rate good taste and freshness as the most important factors when choosing a food product.


## Italy: Important factors when choosing a food product (2/2)

Italian consumers rate good taste and freshness as the most important factors when choosing a food product.

$\square$ Somewhat unimportant

- Neither important nor important
- Somewhat important
- Very important


## Netherlands: Important factors when choosing a food product (1/2)

Dutch consumers rate good taste and freshness as the most important factors when choosing a food product.


Not at all important
Somewhat unimportant
Neither important nor important

- Somewhat important
$\square$ Very important


## Netherlands: Important factors when choosing a food product (2/2)

Dutch consumers rate good taste and freshness as the most important factors when choosing a food product.
Not at all important
$\square$ Somewhat unimportant

- Neither important nor important
- Somewhat important
$\square$ Very important


## Poland: Important factors when choosing a food product (1/2)

Polish consumers rate good taste, healthiness, and freshness as the most important factors when choosing a food product.


## Poland: Important factors when choosing a

 food product (2/2)Polish consumers rate good taste, healthiness, and freshness as the most important factors when choosing a food product.


## 11 Romania: Important factors when choosing a food product (1/2)

Romanian consumers rate good taste, healthiness, and freshness as the most important factors when choosing a food product.


## a food product (2/2)

Romanian consumers rate good taste, healthiness, and freshness as the most important factors when choosing a food product.


Not at all important
Somewhat unimportant

- Neither important nor important
- Somewhat important

Very important

Spain: Important factors when choosing a food product (1/2)

Spanish consumers rate good taste and that the food makes them feel good as the most important factors when choosing a food product.


## Spain: Important factors when choosing a food product (2/2)

Spanish consumers rate good taste and that the food makes them feel good as the most important factors when choosing a food product.

Not at all important

- Somewhat unimportant

Neither important nor important

- Somewhat important
- Very important


# UK: Important factors when choosing a food product (1/2) 

UK consumers rate good taste, freshness, and pleasant texture as the most important factors when choosing a food product.


# UK: Important factors when choosing a food product (2/2) 

UK consumers rate good taste, freshness, and pleasant texture as the most important factors when choosing a food product.


# Q26 "What are the most important factors when choosing a plant-based/vegan food product?" 

## Total: Important factors when choosing a plant-based/vegan food product (1/2)

European consumers think good taste, healthiness, and freshness are the most important factors when choosing a plant-based food product.


## Total: Important factors when choosing a plant-based/vegan food product (2/2)

European consumers think good taste, healthiness, and freshness are the most important factors when choosing a plant-based food product.


# Austria: Important factors when choosing a plant-based/vegan food product (1/2) 

Austrian consumers think that good taste and freshness are the most important factors when choosing a plant-based food product.


# Austria: Important factors when choosing a plant-based/vegan food product (2/2) 

## Austrian consumers think that good taste and freshness are the most important factors

 when choosing a plant-based food product.

# Denmark: Important factors when choosing a plant-based/vegan food product (1/2) 

Danish consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


# Denmark: Important factors when choosing a plant-based/vegan food product (2/2) 

Danish consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


French consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


[^5]
# France: Important factors when choosing a plant-based/vegan food product (2/2) 

French consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.

Produced
harmed

## Germany: Important factors when choosing a plant-based/vegan food product (1/2)

German consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


# Germany: Important factors when choosing a plant-based/vegan food product (2/2) 

German consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


## Italy: Important factors when choosing a plant-based/vegan food product (1/2)

Italian consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


# Italy: Important factors when choosing a plant-based/vegan food product (2/2) 

Italian consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


# Netherlands: Important factors when choosing a plant-based/vegan food product (1/2) 

Dutch consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


# Netherlands: Important factors when choosing a plant-based/vegan food product (2/2) 

Dutch consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


## Poland: Important factors when choosing a plant-based/vegan food product (1/2)

## Polish consumers think that good taste and freshness are the most important factors when choosing a plant-based food product.



## Poland: Important factors when choosing a plant-based/vegan food product (2/2)

## Polish consumers think that good taste and freshness are the most important factors when choosing a plant-based food product.



## Romania: Important factors when choosing a plant-based/vegan food product (1/2)

## Romanian consumers think that healthiness and freshness are the most important factors

 when choosing a plant-based food product.


Spanish consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.

$38 \%$

## Healthy

Cheap
Makes me feel good

$25 \%$
Fresh

$20 \%$
No additives an/or no artificial ingredients

$16 \%$

Easy to prepare
Produced in a way that no animals are harmed
Environmentally and climate friendly
$14 \%$

14\%


# Spain: Important factors when choosing a plant-based/vegan food product (2/2) 

Spanish consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


UK consumers think that good taste and healthiness are the most important factors when choosing a plant-based food product.


# UK: Important factors when choosing a plant-based/vegan food product (2/2) 

## UK consumers think that good taste and healthiness are the most important factors

 when choosing a plant-based food product.

Q27 "Please indicate how much you disagree or agree with each of the following statements with regards to trust towards foods based on plant protein."

## Total: Trust towards foods based on plant protein

More than $50 \%$ of European consumers trust that plant-based protein food is safe and accurately labelled.

| I trust that a plant-based protein food is of high quality. | 5\% | 10\% | 38\% | 35\% | 13\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| A plant-based protein food is reliable. | 5\% | 8\% | 41\% | 35\% | 11\% |
| I trust that a plant-based protein food is safe. | 5\% | 8\% | 36\% | 38\% | 13\% |
| I trust that plant-based protein food is fully traceable back to its origin. | 5\% | 11\% | 40\% | 33\% | 11\% |
| I trust that plant-based protein food is authentic. | 6\% | 9\% | 39\% | 35\% | 11\% |
| I trust that plant-based protein food is accurately labelled. | 5\% | 8\% | 37\% | 37\% | 13\% |
| Plant-based protein food is trustworthy. | 6\% | 9\% | 41\% | 34\% | 12\% |
| Plant-based protein food is honest. | 5\% | 9\% | 44\% | 31\% | 11\% |
| Plant-based protein food is truthful. | 5\% | 10\% | 42\% | 32\% | 11\% |
| Plant-based protein food has integrity. | 5\% | 9\% | 46\% | 31\% | 10\% |
|  | \% |  | 50\% |  | 100\% |

## Austria: Trust towards foods based on plant protein

More than $50 \%$ of Austrian consumers trust the accurate labeling of plant-based protein food.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.
Plant-based protein food is truthful.
Plant-based protein food has integrity.

| 5\% | 8\% | 38\% | 35\% | 14\% |
| :---: | :---: | :---: | :---: | :---: |
| 6\% | 10\% | 46\% | 27\% | 11\% |
| 6\% | 9\% | 36\% | 39\% | 12\% |
| 5\% | 13\% | 38\% | 30\% | 15\% |
| 6\% | 10\% | 42\% | 32\% | 11\% |
| 5\% | 10\% | 31\% | 40\% | 15\% |
| 6\% | 9\% | 45\% | 30\% | 10\% |
| 6\% | 10\% | 47\% | 26\% | 11\% |
| 6\% | 12\% | 48\% | 26\% | 9\% |
| 5\% | 10\% | 51\% | 24\% | 10\% |
| 0\% |  | 50\% |  | 100\% |

## Denmark: Trust towards foods based on plant protein

Nearly $40 \%$ of Danish consumers trust that plant-based protein food is safe and accurately labelled.
I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

| 8\% | 12\% | 45\% | 25\% | 10\% | Q27 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 8\% | 10\% | 48\% | 25\% | 9\% |  |
| 8\% | 10\% | 43\% | 27\% | 12\% | Disagree |
| 8\% | 14\% | 44\% | 24\% | 11\% | Neutral |
| 8\% | 12\% | 46\% | 25\% | 9\% | Strongly agree |
| 6\% | 10\% | 46\% | 26\% | 12\% |  |
| 7\% | 12\% | 47\% | 25\% | 9\% |  |
| 8\% | 10\% | 47\% | 26\% | 9\% |  |
| 8\% | 13\% | 46\% | 24\% | 10\% |  |
| 8\% | 12\% |  | 20\% | 8\% |  |
|  |  |  |  | 100\% |  |

## France: Trust towards foods based on plant protein

More than $40 \%$ of French consumers trust that plant-based protein food is accurately labelled.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.

Plant-based protein food is truthful.

Plant-based protein food has integrity.

| $10 \%$ | $11 \%$ | $37 \%$ | $29 \%$ | $13 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $8 \%$ | $12 \%$ | $39 \%$ | $31 \%$ | $10 \%$ |
| $9 \%$ | $9 \%$ | $39 \%$ | $30 \%$ | $12 \%$ |
| $9 \%$ | $11 \%$ | $38 \%$ | $30 \%$ | $12 \%$ |
| $9 \%$ | $12 \%$ | $37 \%$ | $32 \%$ | $10 \%$ |
| $8 \%$ | $10 \%$ | $39 \%$ | $32 \%$ | $12 \%$ |
| $8 \%$ | $9 \%$ | $41 \%$ | $29 \%$ | $12 \%$ |
| $8 \%$ | $9 \%$ | $44 \%$ | $29 \%$ | $9 \%$ |
| $9 \%$ | $11 \%$ | $38 \%$ | $31 \%$ | $11 \%$ |
| $9 \%$ | $10 \%$ | $43 \%$ |  | $29 \%$ |
|  |  | $25 \%$ |  | $10 \%$ |
|  |  |  |  |  |

## Germany: Trust towards foods based on plant protein

More than $50 \%$ of German consumers trust that plant-based protein food is accurately labelled and safe.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.

Plant-based protein food is truthful.

Plant-based protein food has integrity.

| $6 \%$ | $11 \%$ | $35 \%$ | $34 \%$ | $15 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $6 \%$ | $8 \%$ | $44 \%$ | $30 \%$ | $11 \%$ |
| $6 \%$ | $9 \%$ | $34 \%$ | $37 \%$ | $14 \%$ |
| $6 \%$ | $11 \%$ | $37 \%$ | $34 \%$ | $12 \%$ |
| $6 \%$ | $11 \%$ | $37 \%$ | $33 \%$ | $12 \%$ |
| $6 \%$ | $9 \%$ | $30 \%$ |  | $38 \%$ |
| $7 \%$ | $10 \%$ | $41 \%$ | $30 \%$ |  |
| $7 \%$ | $11 \%$ | $43 \%$ | $30 \%$ | $11 \%$ |
| $7 \%$ | $12 \%$ |  | $42 \%$ | $28 \%$ |
| $7 \%$ | $10 \%$ |  | $46 \%$ |  |
| $0 \%$ |  | $25 \%$ | $50 \%$ |  |

## Italy: Trust towards foods based on plant protein

Almost 60\% of Italian consumers trust that plant-based protein food is safe.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.
Plant-based protein food is truthful.
Plant-based protein food has integrity.


## Netherlands: Trust towards foods based on plant protein

Almost $60 \%$ of Dutch consumers trust that plant-based protein food is safe.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.

Plant-based protein food is truthful.
Plant-based protein food has integrity.


## Poland: Trust towards foods based on plant protein

More than $50 \%$ of Polish consumers trust that plant-based protein food is safe.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.

Plant-based protein food is truthful.
Plant-based protein food has integrity.

| $4 \%$ | $7 \%$ | $40 \%$ | $38 \%$ | $11 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $4 \%$ | $6 \%$ | $42 \%$ | $40 \%$ | $8 \%$ |
| $4 \%$ | $7 \%$ | $38 \%$ | $42 \%$ | $11 \%$ |
| $4 \%$ | $9 \%$ | $46 \%$ | $34 \%$ | $7 \%$ |
| $4 \%$ | $8 \%$ | $42 \%$ | $38 \%$ | $8 \%$ |
| $4 \%$ | $7 \%$ | $44 \%$ | $38 \%$ | $7 \%$ |
| $5 \%$ | $9 \%$ | $41 \%$ | $35 \%$ | $10 \%$ |
| $4 \%$ | $9 \%$ | $45 \%$ | $35 \%$ | $7 \%$ |
| $4 \%$ | $8 \%$ | $45 \%$ |  | $35 \%$ |
| $4 \%$ | $8 \%$ |  | $50 \%$ | $8 \%$ |
| $0 \%$ |  | $25 \%$ |  |  |

## Romania: Trust towards foods based on plant protein

Almost 50\% of Romanian consumers think that plant-based protein food is reliable.
I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.
Plant-based protein food is truthful.
Plant-based protein food has integrity.

| 5\% | 13\% | 40\% | 32\% | 11\% |
| :---: | :---: | :---: | :---: | :---: |
| 5\% | 9\% | 38\% | 36\% | 12\% |
| 5\% | 11\% | 39\% | 34\% | 11\% |
| 5\% | 15\% | 44\% | 28\% | 8\% |
| 6\% | 13\% | 39\% | 32\% | 9\% |
| 5\% | 10\% | 41\% | 35\% | 9\% |
| 5\% | 11\% | 42\% | 33\% | 10\% |
| 5\% | 11\% | 47\% | 28\% | 9\% |
| 5\% | 13\% | 40\% | 32\% | 12\% |
| 4\% | 9\% | 47\% | 31\% | 8\% |
| 0\% |  | 50\% |  | 100\% |

## Spain: Trust towards foods based on plant protein

Almost 60\% of Spanish consumers trust that plant-based protein food is safe and accurately labelled.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.

Plant-based protein food is truthful.
Plant-based protein food has integrity.


## UK: Trust towards foods based on plant protein

## More than $50 \%$ of UK consumers trust that plant-based protein food is safe.

I trust that a plant-based protein food is of high quality.

A plant-based protein food is reliable.
I trust that a plant-based protein food is safe.

I trust that plant-based protein food is fully traceable back to its origin.
I trust that plant-based protein food is authentic.

I trust that plant-based protein food is accurately labelled.
Plant-based protein food
is trustworthy.
Plant-based protein food is honest.

Plant-based protein food is truthful.

Plant-based protein food has integrity.

| $5 \%$ | $11 \%$ | $37 \%$ | $35 \%$ | $12 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| $8 \%$ | $10 \%$ | $38 \%$ | $34 \%$ | $11 \%$ |
| $5 \%$ | $9 \%$ | $34 \%$ |  | $37 \%$ |
| $6 \%$ | $9 \%$ | $43 \%$ | $16 \%$ |  |
| $6 \%$ | $9 \%$ | $37 \%$ | $32 \%$ | $10 \%$ |
| $6 \%$ | $8 \%$ | $38 \%$ | $35 \%$ | $13 \%$ |
| $7 \%$ | $8 \%$ | $40 \%$ | $37 \%$ | $12 \%$ |
| $6 \%$ | $9 \%$ | $40 \%$ | $33 \%$ | $13 \%$ |
| $6 \%$ | $9 \%$ | $40 \%$ | $33 \%$ | $12 \%$ |
| $6 \%$ | $9 \%$ |  | $43 \%$ |  |
| $0 \%$ |  | $25 \%$ | $50 \%$ |  |

# Q28 "Which of the following alternative proteins do you trust the most?" 

## Total: Trust towards alternative proteins

European consumers trust plant-based protein the most.

| Plant-based protein (including cereals, pulses) |  | 39\% |  | 20 | 14\% | 14\% | 15\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Insect based protein | 16\% | 14\% | 14\% |  |  |  | 35\% |
| Cell culture based protein <br> (e.g. cultured meat, cultured dairy, etc.) | 14\% |  |  | 22\% |  |  | 22\% |
| Algae based protein | 13\% |  |  |  |  | 24\% | 14\% |
| Fungi <br> (e.g. mushroom, mycellium, yeast) | 18\% |  | 26\% |  |  | 19\% | 14\% |
|  | 0\% | 25\% |  | 50\% |  | 75\% |  |

## Austria: Trust towards alternative proteins

## Austrian consumers trust plant-based protein the most.

Plant-based protein
(including cereals, pulses)
Insect based protein
Cell culture based protein
(e.g. cultured meat, cultured dairy, etc.)

Algae based protein

Fungi
(e.g. mushroom, mycellium, yeast)




|  | $0 \%$ | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

## Denmark: Trust towards alternative proteins

Danish consumers trust plant-based protein the most.

Plant-based protein (including cereals, pulses)


French consumers trust plant-based protein the most.

Plant-based protein (including cereals, pulses)
Insect based protein

Algae based protein


## Germany: Trust towards alternative proteins

German consumers trust plant-based protein the most.
Plant-based protein
(including cereals, pulses)

Algae based protein


Q28 (including cereals, pulses)

Insect based protein

Cell culture based protein
(e.g. cultured meat, cultured dairy, etc.)


- 1 (trust the most)
$\square 2$
3


## Fungi

(e.g. mushroom, mycellium, yeast)
$\square$

## Italy: Trust towards alternative proteins

Italian consumers trust plant-based protein the most.

Plant-based protein
(including cereals, pulses)

Algae based protein


## Netherlands: Trust towards alternative proteins

Dutch consumers trust plant-based protein the most.

Plant-based protein (including cereals, pulses)

Algae based protein
$43 \% \quad 17 \% \quad 12 \% \quad 14 \% \quad 14 \%$

Insect based protein

Cell culture based protein
(e.g. cultured meat, cultured dairy, etc.)

$\underset{\text { (e.g. mushroom, mycellium, yeast) }}{\text { Fungi }}$


## Poland: Trust towards alternative proteins

Polish consumers trust plant-based protein the most.

Plant-based protein (including cereals, pulses)



|  | $18 \%$ | $29 \%$ | $22 \%$ | $19 \%$ | $14 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |

## Romania: Trust towards alternative proteins

Romanian consumers trust plant-based protein the most.

Plant-based protein (including cereals, pulses)


1 (trust the most)

Insect based protein

Cell culture based protein
(e.g. cultured meat, cultured dairy, etc.)

Algae based protein


|  | $19 \%$ | $27 \%$ | $23 \%$ | $20 \%$ | $11 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $0 \%$ | $25 \%$ | $50 \%$ | $75 \%$ | $100 \%$ |  |

## Spain: Trust towards alternative proteins

Spanish consumers trust plant-based protein the most.

Plant-based protein (including cereals, pulses)

(e.g. cultured meat, cultured dairy, etc.)

Algae based protein


## UK: Trust towards alternative proteins

UK consumers trust plant-based protein the most.

Plant-based protein
(including cereals, pulses)

Cell culture based protein
(e.g. cultured meat, cultured dairy, etc.)

Algae based protein

## Fungi

(e.g. mushroom, mycellium, yeast)





# Q29 "How likely would you be to use these online communication channels to find information about plant-based food products?" 

## Total: Likelihood of using different channels

Overall, consumers are most likely to use search engines, health/nutrition-society websites, and food company websites to look for information on plant-based food products.


## Austria: Likelihood of using different channels



## Denmark: Likelihood of using different channels

In Denmark, consumers are most likely to use search engines and health/nutrition-society websites to look for information on plant-based food products.


## France: Likelihood of using different channels

In France, consumers are most likely to use search engines to look for information on plant-based food products.


## Germany: Likelihood of using different channels

German consumers are most likely to use search engines to look for information on plant-based food products.


## Italy: Likelihood of using different channels

Italian consumers are most likely to use search engines to look for information on plant-based food products.


## Netherlands: Likelihood of using different channels

Dutch consumers are most likely to use search engines and health/nutrition-society websites to look for information on plant-based food products.


## Poland: Likelihood of using different channels

In Poland, consumers are most likely to use search engines.


## Romania: Likelihood of using different channels

Romanian consumers are most likely to use search engines.


## Spain: Likelihood of using different channels



## UK: Likelihood of using different channels



# Q30 "In general, how much would you trust the information about plant-based food products from...?" 

## Total: Trust in information from different channels

Overall, consumers trust health and nutrition-society websites and search engines the most.


I do not use this channel

- Not trustful at all
- Not very trustful
- Neutral

Fairly trustful
Very trustful

## Austria: Trust in information from different channels

Austrian consumers trust health and nutrition-society websites the most.


## Denmark: Trust in information from different channels

In Denmark, most consumers trust health/nutrition-society and government websites.


I do not use this channel

- Not trustful at all
- Not very trustful

Neutral
Fairly trustful
Very trustful

French consumers trust search engines and health and nutrition-society websites the most.


## Germany: Trust in information from different channels

German consumers trust search engines and health and nutrition-society websites the most.


I I do not use this channel
$\square$ Not trustful at all

- Not very trustful
- Neutral

Fairly trustful

- Very trustful


## Italy: Trust in information from different channels

Italian consumers trust health/nutrition-society websites, news websites, and search engines the most.


## Netherlands: Trust in information from different channels

Dutch consumers trust government, health/nutrition, and news websites the most.

$\square$ I do not use

- Not trustful at all
$\square$ Not very trustful
- Neutral
$\square$ Fairly trustful
$\square$ Very trustful



## Poland: Trust in information from different channels

In Poland, consumers trust health and nutrition-society websites and search engines the most.


- Ido not use this channel
- Not trustful at all

Not very trustful
Neutral

- Fairly trustful
$\square$ Very trustful

In Romania, consumers trust health and nutrition-society websites and search engines the most.


I do not use this channel

- Not trustful at all
- Not very trustful
- Neutral

Fairly trustful

- Very trustful

In Spain, consumers trust health and nutrition-society websites the most.


Non-Governmental Organisation
(NGO) websites

## UK: Trust in information from different channels

In the UK, consumers trust health and nutrition-society websites the most.


I do not use this channel

- Not trustful at all
- Not very trustful
- Neutral

Fairly trustful

- Very trustful


## Q31 "How many people live in your household, including yourself?"

## Number of people in the household

Poland has the largest households.


# Q32 "How many children live in your household?" 

## Number of children in the household

In Austria, most households do not have children.


## Q33 "Do you have an animal living with you?"

## People owning animals

Most people own pets.


## Q34 "If yes: what do you feed them?"

## Type of animal diet

Dutch and Spanish consumers, in particular, feed their pets with a plant-based diet.


Meat-based (conventional) diet
Meat-based (raw) diet

Plant-based diet

- Other


## Q35 "What is your highest level of education that you have successfully completed?"

## Highest level of education

The majority of consumers have a vocational training/qualifications or associate degree, a secondary school graduate diploma, or a bachelor's degree.


- Some school, no diploma

Secondary school graduate, diploma
Vocational
training/ qualifications, associate degree
Bachelor's degree

Master's degree

- Doctorate degree

Other

## Q36 "How would you describe your own financial situation?"

## Financial situation

Most consumers' financial situation is neither easy nor difficult. Poland has the highest share of people with an extremely easy financial situation.


Extremely
easy
Somewhat easy
Neither easy nor difficult

- Somewhat difficult
Extremely difficult


## Q37 "Which phrase best describes the area where you live?"

## Living area

In Romania, more than $80 \%$ of consumers live in urban areas.
In the UK, 45\% live in suburban areas.


## Q38 "In general, how is your health?"

## State of health

Consumers in Austria and Denmark seem to have the best health.

| Total | 10\% | 29\% | 40\% | 17\% 4\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Austria | 8\% | 38\% | 37\% | 15\% 3\% |  |
| Denmark | 11\% | 33\% | 33\% | 19\% 5\% | Excellent |
| France | 12\% | 26\% | 48\% | 14\% 2\% | Very good |
| Germany | 7\% | 30\% | 40\% | 18\% 5\% | Good |
| Italy | 9\% | 32\% | 42\% | 15\% 3\% | Fair |
| Netherlands | 10\% | 24\% | 42\% | 22\% 2\% | Poor |
| Poland | 13\% | 24\% | 39\% | 17\% 7\% |  |
| Romania | 10\% | 28\% | 40\% | 19\% 4\% |  |
| Spain | 12\% | 28\% | 47\% | 12\%2\% |  |
| UK | 12\% | 25\% | 38\% | 18\% 7\% |  |
|  |  |  | 75\% | 100\% |  |

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[^0]:    

[^1]:    
    Total: $n=6882$ | Austria $n=686$ | Denmark $n=682$ | France $n=685$ | Germany $n=669$ | Italy $n=689$ | Netherlands $n=674$ | Poland $n=697$ | Romania $n=706$ | Spain $n=717$ | UK $n=668$

[^2]:    Specifically, what kind of plant-based meat products do you wish you could buy in the supermarket? Please select all the options that apply. | Multiple selection | People who selected 'None': 23\%
    Total: $n=7590$ | Austria $n=757$ | Denmark $n=773$ | France $n=750$ | Germany $n=757 \mid$ Italy $n=759 \mid$ Netherlands $n=750 \mid$ Poland $n=757 \mid$ Romania $n=754 \mid$ Spain $n=774 \mid$ UK $n=759$

[^3]:     conventional cheese products? | Single selection

    Total: $n=7590$ | Austria $n=757$ | Denmark $n=773$ | France $n=750$ | Germany $n=757$ | Italy $n=759$ | Netherlands $n=750 \mid$ Poland $n=757$ | Romania $n=754$ | Spain $n=774$ | UK $n=759$

[^4]:     regularly?| Single selection

[^5]:    What are the most important factors when choosing a plant-based/vegan food product? Please select a maximum of five answers.| Multiple selection | People who selected 'None': $17 \%$

