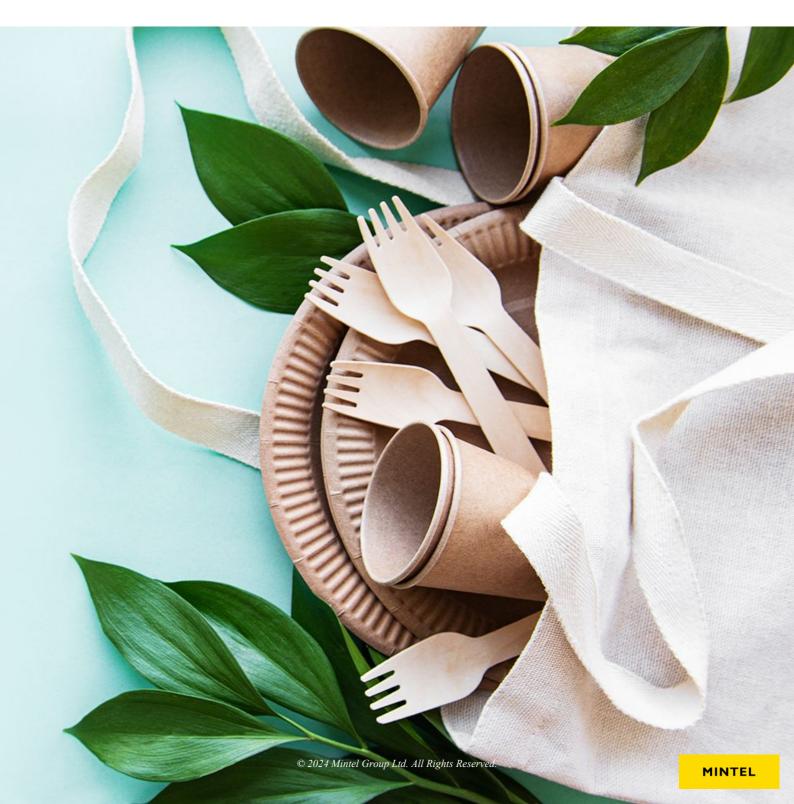
# THE ETHICAL CONSUMER - GERMANY - 2020

Plastic pollution and climate change lead consumers' concerns. But COVID-19 will change ethical consumers' priorities in the medium term.



Dr. Christina Wessels, Category Director, Lifestyles, Health & Wellbeing, Household Care & Leisure, Germany



# Report Content

# **EXECUTIVE SUMMARY**

- How COVID-19 is shaping ethical consumer behaviour in Germany
- · Mintel's perspective

#### Market context

- COVID-19: financial concerns will put aside sustainability concerns in the medium term...
- · ...but opportunities arise for a focus on localism
- COVID-19 concerns set to challenge ethical consumer behaviors
- · Paving the way for a more sustainable Germany

# Mintel predicts

- · The growing link between personal health and our surroundings
- Minimalist buying will become mainstream
- More local consumption
- · Brands to be ahead of government decisions

# What consumers want, and why

- · Consumers want: actions for the planet
  - Graph 1: consumers' top 3 ethical concerns, October 2019
- · Consumers want: financial fairness
- · Consumers want: financial fairness
- · Consumers want: animal welfare
  - Graph 2: animal welfare as top concern, by age and gender, October 2019
- · Consumers want: affordable ethical products
- Consumers want: affordable ethical products

### **Opportunities**

- · Sustainable leisure activities and travel will gain momentum
- · Set the stage for future recycling innovations
- Social brands for the planet and the people
- · Quick download resources

# THE IMPACT OF COVID-19

- COVID-19's impact on German ethical consumption
- Key shifts in consumer behaviours

# The Ethical Consumer - Germany - 2020

- Graph 3: How consumers' priorities have changed since the outbreak began, 21-29 April 2020
- How COVID-19 is impacting key consumer segments
- COVID-19 recession threatens the environmental progress made
- The desire to support local
- · How a COVID-19 recession will reshape the industry
- · How a COVID-19 recession will reshape the industry

#### MARKET DRIVERS

- 9 in 10 are worried about being exposed to COVID-19
- Levels of concern surrounding COVID-19 subsides
  - Graph 4: "How worried are you about the risk of being exposed to the coronavirus (also known as COVID-19)", 3 March-29 April 2020
- · Concerns over impact on lifestyle decline
  - Graph 5: extent to which people are worried that the outbreak might affect their lifestyle, 3 March-29 April 2020

#### **Environment**

- · Environmental awareness is already high among German consumers
- Germany's war on plastic
- COVID-19 sparks new debate over plastic
- EU ban on throwaway plastics by 2021
- · Call to action for climate change
- · Call to action for climate change
- · Climate emergency affects young consumers' mental health
- Join the food waste revolution
- · Too Good To Go fight food waste, save great food!

#### Societal issues

- · Consumer health as an important part of modern CSR
- · Gender equality as a leading consumer concern
- L'Oréal Paris unveils ad calling for more women in leadership positions

# WHAT CONSUMERS WANT, AND WHY

#### **Environmental concerns**

- Top environmental concerns
  - Graph 6: top environmental concerns, October 2019
- Plastic pollution is the top environmental concern in Germany
- · Plastic pollution is the top environmental concern in Germany

# The Ethical Consumer - Germany - 2020

- · Brands across different categories are rethinking their use of plastic
- · The rising trend of zero waste lifestyles
- What is the future of plastic?
- What is the future of plastic?
- · Climate change is a big challenge for Germany
- · Young consumers are particularly concerned about climate change
  - Graph 7: consumer concern about climate change, by generation, October 2019
- · Becoming more climate neutral
- · The well-being of animals is important to German consumers
  - Graph 8: BPC launches with 'ethical animal' claims, 2017-19
- Rise in animal-welfare and hygiene concerns due to COVID-19
- · Millennials are particularly concerned about local air quality
  - Graph 9: consumer concern about local air quality, by generation, October 2019
- Urban gardening improves city ecosystems

#### **Ethical considerations**

- · Ethical considerations in Germany
  - Graph 10: "I'd be prepared to pay a little more for products and services produced by companies that...", October 2019
- · Businesses under scrutiny for their financial responsibility
- · Businesses under scrutiny for their financial responsibility
- · Fairtrade label remains relevant
- · Fairtrade is particularly important to youngest and oldest consumers
  - Graph 11: willingness to pay more for products and services from companies that use Fairtrade practices, by age, October 2019
- · German brand Share helps people in need
- · German brand Share helps people in need

#### Ethical and environmental attitudes

- · Attitudes towards brands' & government's ethical behaviours
  - Graph 12: attitudes towards brands' & government's ethical behaviours, October 2019
- · Consumers want to see results of their actions
  - Graph 13: "It's more appealing to act in a more environmentally friendly way when you can see the results of your actions", by age, October 2019
- GOT BAG makes backpacks out of ocean plastic
- · Sustainability in the tech industry
- · Consumer health: companies need to support the consumer
- Consumer health: companies need to support the consumer
- Affordability of ethical variants is an issue for many
  - Graph 14: "Ethical products and services are often too expensive", by age, October 2019

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- · Need for affordable ethical products
- Be more transparent
- · Be more transparent
- · Distrust in German regulators

# LAUNCH ACTIVITY AND INNOVATION

# Food & drink products

- · Ethical claims are trending
  - Graph 15: food launches by top three claim categories, 2015-2019
- Sustainability and vegan claims increase the most
  - Graph 16: food launches by top five claims, 2015 vs 2019
- · Vegetarian and vegan options are increasingly prominent
- · Appeal to the ethical consumer with more specific claims

# Beauty & personal care products

- · Clean and ethical beauty is growing fast
- Clean and ethical beauty is growing fast
- · Big increase in animal-friendly beauty products
  - Graph 17: BPC launches with select ethical and natural claims, 2015 vs 2019
- · Mass cosmetic brands are tapping into the organic trend
- · Beauty can be fair

# Household care products

- · Promising future for eco household care products
- · Household product packaging is getting more eco-friendly
  - Graph 18: household launches with select ethical and natural claims, 2015 vs 2019
- COVID-19: Brands to not lose sight of the mid- to long-term trends
- · Natural & eco-friendly household care products for the conscious consumer

#### **APPENDIX**

COVID-19's impact on German consumer behaviour

#### Appendix - consumer research methodology and abbreviations

- · Consumer research methodology
- Abbreviations

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