

Industry Insights

A roundup of noteworthy foodservice findings
for the week of March 24, 2025

Image Source: Shutterstock



This report is authorized for use solely by the parties noted in the written contract. No part of the publication may be reprinted, redistributed or put into an electronic or information retrieval system without the prior permission of Technomic, Inc.



Guide your team's strategic planning with Multi Client Studies



[Browse topics](#)

[Breakfast](#)

[K-12 Foodservice](#)

[Foodservice Disposables](#)

[Convenience-Store Beverage](#)

[The Future of Off-Premise](#)

[The Dynamics of Off-Premise Catering](#)

[Healthcare Foodservice](#)

[Away-From-Home Beverage](#)

[Navigator](#)

[College & University](#)

[Bakery](#)

[On-Premise 2028](#)

[Business & Industry](#)

[Pizza](#)

[Lodging](#)



Technomic[®]

How have top pizza players performed over the last year?

After achieving mainly positive results in 2023, sales trends for the industry's largest pizza chains were mixed in 2024. Domestic same-store sales decreased for both Papa Johns and Pizza Hut during the year, falling by 3.8% and 3.0%, respectively.

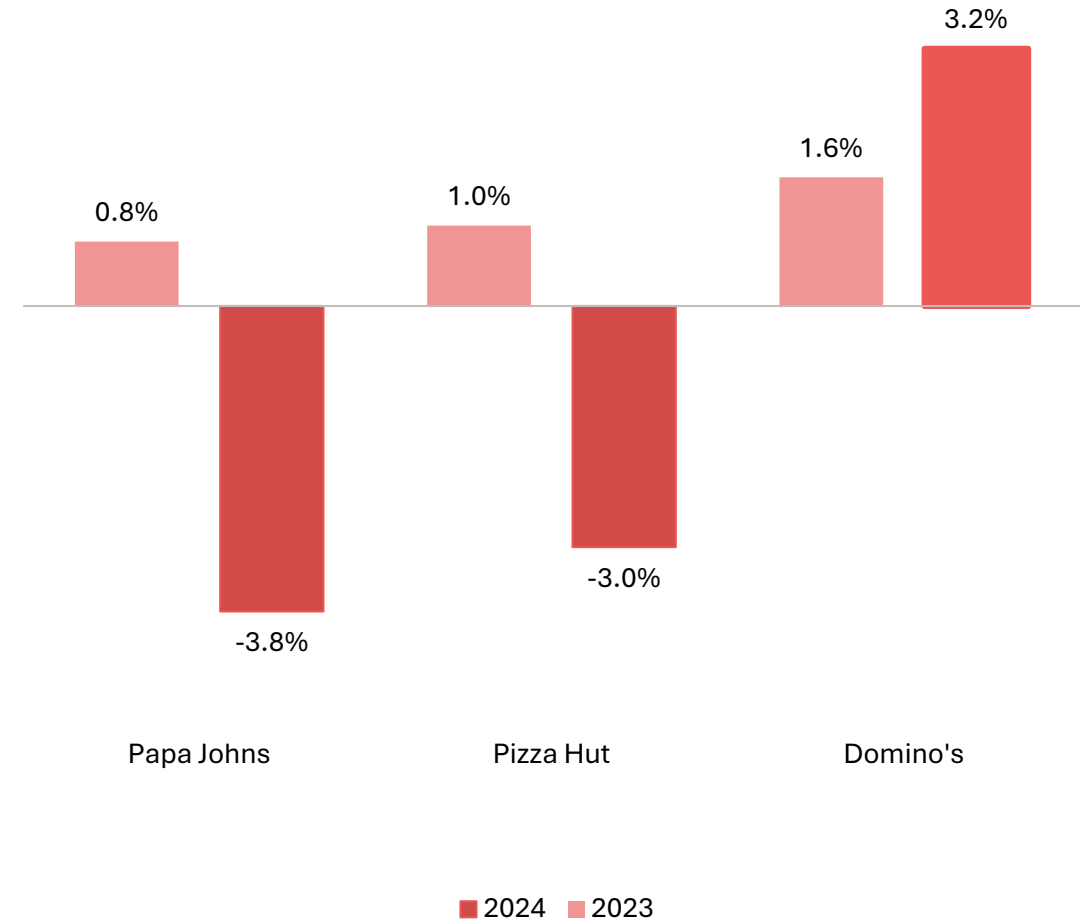
Sales momentum accelerated for Domino's, as U.S. same-store sales increased by 3.2% in 2024 on the heels of a 1.6% increase in 2023. The industry's largest pizza chain finished 2024 with U.S. sales of \$9.5 billion.

Stay up to date on performance trends for the industry's largest chain players using Technomic's *Same-Store Sales and Acquisition Tracker*.

[Ignite Company clients: Click here for more](#)

Source: Technomic Ignite Company

TOP PIZZA CHAINS
DOMESTIC SAME-STORE SALES



Ignite Menu

Key menu themes to expect in the next two years

Technomic's recently published *2026 Menu Predictions* report identifies the top 50 fastest-growing menu predictions over the coming two years. Let's check out some key takeaways from this report.

Several global sauces and condiments are on the fastest-growing list, including saffron-spiced French rouille sauce (+30%), Cantonese-inspired hoisin barbecue sauce (+25%), Middle Eastern green tahini (+52%) and the Japanese dipping sauce tare (+58%).

Luxury ingredients, such as caviar (+44%), porterhouse chop (+40%) and black truffle dressing (+29%), are expected to increase in Q4 operator

penetration over the next two years, indicating growing consumer interest in and budget for quality dishes during the holiday season.

Game meats such as venison (+29%) and buffalo meat (+29%) are on the fastest-growing list for 2026. Expected to eclipse both in operator penetration however is juniper (+52%), a spice found frequently with game meat, but also increasingly appearing in specialty beverages like lattes.

Fats and oils such as tallow (+54%), caper butter (+39%), clarified butter (+31%) and oil emulsion (+25%) are all predicted to grow over the next two

years, highlighting a potential area for operator experimentation.

A handful of dessert condiments and preparations on the fastest-growing list are found on dishes beyond dessert, providing more opportunities for consumers to indulge a sweet tooth. A few examples are cinnamon crunch (+42%) topping iced coffee drinks, sweet glaze (+27%) on salmon entrees and carpaccio, and brulee (+25%) finishing off oatmeal, grapefruit and French toast.



[Ignite Menu clients: Click here for more](#)

Source: Technomic Ignite Menu
Image Source: Shutterstock

Ignite Consumer

Consumers shifting to retail items for snack purchases

Snacking consumers have migrated toward packaged options and freshly prepared foods. Retailers have strengthened their position as a leading source for overall snack purchases, driven by increasing consumer interest in packaged snacks and grocery-store prepared-food sections. Since 2021, packaged snack purchases from retailers rose by 5 percentage points, while purchases from restaurants and other foodservice locations saw a 3-point decline.

Changes in snack purchases are likely due to convenience, pricing and variety, with retailers offering more affordable and accessible options.

Looking ahead, about a quarter of consumers plan to increase their snack purchases from retail, highlighting a need for foodservice operators to better position themselves as convenient snacking destination with diverse, healthy and craveable snacking options.**

[Ignite Consumer clients: Click here for more](#)

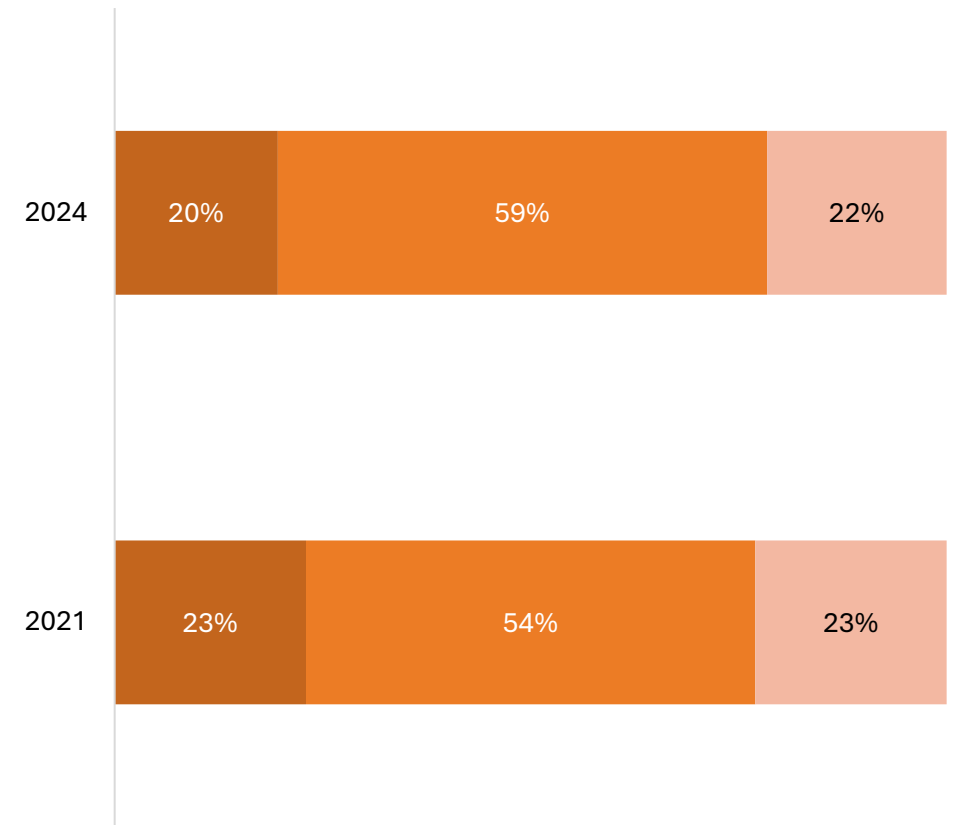
Base: 1,500 consumers who ever eat snacks

*Q: Thinking about all the snacks you consume, what percentage of these snacks are purchased from a restaurant and what percentage of these snacks are purchased from a retail location such as a grocery or c-store? Total must add up to 100%.

**Q: Looking ahead to three months from now, do you expect to be doing the following more often, the same amount or less often?

Source: Technomic Ignite Consumer featuring the 2025 Snacking Consumer Trend Report

% OF SNACKS PURCHASED AT RETAIL VS. FOODSERVICE LOCATIONS*



- Purchased from a restaurant or other foodservice location
- Purchased packaged retail items from a retail location
- Purchased prepared foods from a retail location

The global state of plant-based

In its recent [Global Plant-Based Grab & Go Report](#), Technomic's Global Foodservice Navigator details an overview of global menu development trends and consumer attitudes concerning plant-based items. Below are a few highlights:

More than 40% of consumers worldwide want to see restaurants offer specials for Veganuary, meatless Mondays and other periods encouraging reduced meat consumption. In Asia and the Middle East, this number rises to cover more than half of all surveyed consumers.

Over the last several years, Veganuary has had its most notable impact on menu development in Europe, with further markets and regions now

beginning to see chains introduce items specifically for it.

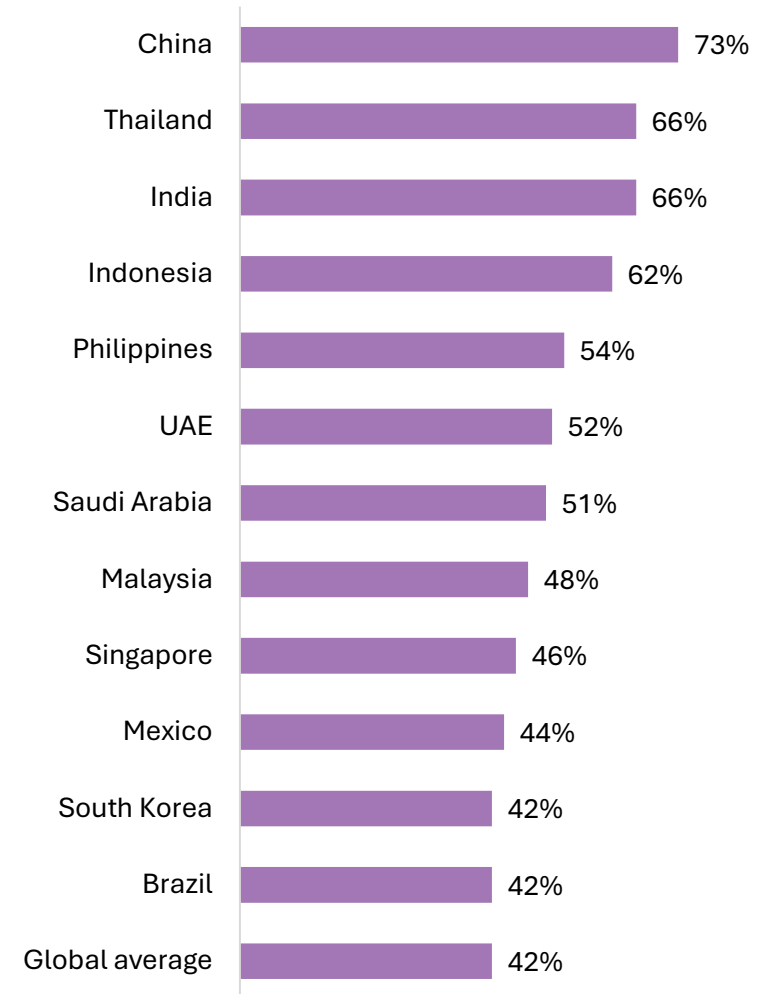
About 80% of consumers order plant-based and veggie-forward dishes like salads with greens at least once a month, with nearly three in 10 doing so at least once a week. Patrons also broadly expect the frequency of these orders to remain steady, though plant-based meat substitutes and vegan appetizers or entrees could see drop-offs.

Chains are responding to this broad consumer demand with an increase in plant-based finger foods and items positioned as craveable and indulgent, with this shift opening up new dining occasions for a broader range of customers.

[Global Navigator clients: Click here for more](#)

Source: Technomic Global Foodservice Navigator Program February 2025 consumer survey

% CONSUMERS WANTING RESTAURANTS TO OFFER MORE VEGANUARY PROMOTIONS



Want more insights?



You can get this report delivered to you bi-weekly!

[Sign up here>>](#)

Ignite Company

See where restaurant chains are, how many units they have and how well they're doing. [Explore>>](#)

Ignite Menu

Pinpoint the latest menu trends and see what's on the horizon. [Explore>>](#)

Ignite Consumer

Get to know your customers' customers through 60+ attributes and visit occasion metrics. [Explore>>](#)

Global Foodservice Navigator

Understand the global industry, from menu trends to consumers, in 25 markets. [Explore>>](#)

Since 1966, we have produced in-depth research focused on the foodservice industry.

We provide insights into consumer, industry and menu trends in the U.S., Canada and 23 countries around the world.

Our team of experts helps leaders in the industry make complex business decisions, set strategy and stay ahead of the curve.

Have questions?

Reach out to us today.

312-876-0004
info@technomic.com
technomic.com