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Consumer Foodservice in the United Kingdom

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Table of Contents

Consumer Foodservice in the United Kingdom

EXECUTIVE SUMMARY

Chains lead value growth through price rises and convenience offer

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Price-led growth underpins value expansion amid subdued volumes

Convenience-led occasions sustain everyday demand

Experiences and loyalty strengthen engagement in a pressured environment

WHAT'S NEXT?

Growth to remain resilient but increasingly selective

Innovation shifts towards formats, menus and operating models

Sustainability will become pragmatic and cost-driven

COMPETITIVE LANDSCAPE

Market leadership reflects scale, throughput and efficiency

Challenger brands deliver momentum through focused formats and cuisine-led appeal

Portfolio rationalisation and format repositioning reshape competition

CHANNELS

Chains consolidate value leadership as independents face pressure

Fulfilment strategies balance convenience and cost sensitivity

MARKET DATA

Table 1 - Units, Transactions and Value Sales in Consumer Foodservice 2020-2025

Table 2 - Units, Transactions and Value Sales in Consumer Foodservice: % Growth 2020-2025

Table 3 - Consumer Foodservice by Independent vs Chained by Type: Units/Outlets 2025

Table 4 - Consumer Foodservice by Independent vs Chained: % Foodservice Value 2020-2025

Table 5 - Sales in Consumer Foodservice by Food vs Drink Split: % Foodservice Value 2020-2025

Table 6 - Sales in Consumer Foodservice by Food vs Drink Split by Type: % Foodservice Value 2025

Table 7 - Sales in Consumer Foodservice by Location: % Foodservice Value 2020-2025

Table 8 - Sales in Consumer Foodservice by Fulfillment: % Foodservice Value 2020-2025

Table 9 - GBO Company Shares in Chained Consumer Foodservice: % Foodservice Value 2021-2025

Table 10 - GBN Brand Shares in Chained Consumer Foodservice: % Foodservice Value 2022-2025

Table 11 - GBN Brand Shares in Chained Consumer Foodservice: Units/Outlets 2025

Table 12 - Forecast Units, Transactions and Value Sales in Consumer Foodservice 2025-2030

Table 13 - Forecast Units, Transactions and Value Sales in Consumer Foodservice: % Growth 2025-2030

DISCLAIMER

SOURCES

Summary 1 - Research Sources

Cafés/Bars in the United Kingdom

KEY DATA FINDINGS

2025 DEVELOPMENTS

Chains extend lead as coffee-led routines offset pub weakness

INDUSTRY PERFORMANCE

Value growth in cafés/bars driven by chains despite ongoing outlet rationalisation

Specialist coffee and tea shops records strongest momentum
Cafés/bars adapt fulfilment to balance routine consumption with value

WHAT'S NEXT?

Cafés/bars set to deliver modest, chain-led growth amid continued outlet contraction
Fulfilment evolves towards faster, lower-cost and more flexible formats
Sustainability shifts from brand positioning to operational innovation

COMPETITIVE LANDSCAPE

Scale and estate breadth remain central to competitive leadership in UK cafés/bars
Specialist coffee and tea shops drive strongest company-level momentum in 2025
Chained operators dominate value sales, while independents remain concentrated in cafés

CATEGORY DATA

Table 14 - Cafés/Bars by Category: Units/Outlets 2020-2025
Table 15 - Sales in Cafés/Bars by Category: Number of Transactions 2020-2025
Table 16 - Sales in Cafés/Bars by Category: Foodservice Value 2020-2025
Table 17 - Cafés/Bars by Category: % Units/Outlets Growth 2020-2025
Table 18 - Sales in Cafés/Bars by Category: % Transaction Growth 2020-2025
Table 19 - Sales in Cafés/Bars by Category: % Foodservice Value Growth 2020-2025
Table 20 - GBO Company Shares in Chained Cafés/Bars: % Foodservice Value 2021-2025
Table 21 - GBN Brand Shares in Chained Cafés/Bars: % Foodservice Value 2022-2025
Table 22 - Forecast Cafés/Bars by Category: Units/Outlets 2025-2030
Table 23 - Forecast Sales in Cafés/Bars by Category: Number of Transactions 2025-2030
Table 24 - Forecast Sales in Cafés/Bars by Category: Foodservice Value 2025-2030
Table 25 - Forecast Cafés/Bars by Category: % Units/Outlets Growth 2025-2030
Table 26 - Forecast Sales in Cafés/Bars by Category: % Transaction Growth 2025-2030
Table 27 - Forecast Sales in Cafés/Bars by Category: % Foodservice Value Growth 2025-2030

DISCLAIMER

[Full-Service Restaurants in the United Kingdom](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

Chain-backed resilience keeps growth intact

INDUSTRY PERFORMANCE

Fullservice restaurants maintain growth amid cost pressures
Dynamic growth led by experiential Middle Eastern and indulgent North American formats
Leading chains elevate consumer experiences through innovation

WHAT'S NEXT?

Higher spend per visit will drive future value growth
The evolution of fulfilment
Sustainability, technology and loyalty shape the future of fullservice dining

COMPETITIVE LANDSCAPE

Restaurant Group Plc holds highest value share in full-service restaurants in 2025
Tinseltown rises through experiential dining and scalable expansion
Independents lead full-service restaurants through scale and local relevance

CATEGORY DATA

Table 28 - Full-Service Restaurants by Category: Units/Outlets 2020-2025

Table 29 - Sales in Full-Service Restaurants by Category: Number of Transactions 2020-2025

Table 30 - Sales in Full-Service Restaurants by Category: Foodservice Value 2020-2025

Table 31 - Full-Service Restaurants by Category: % Units/Outlets Growth 2020-2025

Table 32 - Sales in Full-Service Restaurants by Category: % Transaction Growth 2020-2025

Table 33 - Sales in Full-Service Restaurants by Category: % Foodservice Value Growth 2020-2025

Table 34 - GBO Company Shares in Chained Full-Service Restaurants: % Foodservice Value 2021-2025

Table 35 - GBN Brand Shares in Chained Full-Service Restaurants: % Foodservice Value 2022-2025

Table 36 - Forecast Full-Service Restaurants by Category: Units/Outlets 2025-2030

Table 37 - Forecast Sales in Full-Service Restaurants by Category: Number of Transactions 2025-2030

Table 38 - Forecast Sales in Full-Service Restaurants by Category: Foodservice Value 2025-2030

Table 39 - Forecast Full-Service Restaurants by Category: % Units/Outlets Growth 2025-2030

Table 40 - Forecast Sales in Full-Service Restaurants by Category: % Transaction Growth 2025-2030

Table 41 - Forecast Sales in Full-Service Restaurants by Category: % Foodservice Value Growth 2025-2030

DISCLAIMER

Limited-Service Restaurants in the United Kingdom

KEY DATA FINDINGS

2025 DEVELOPMENTS

Chain scale widens the performance gap in UK limited-service restaurants

INDUSTRY PERFORMANCE

Scale and strategic investment drive chains ahead of independents

Latin American and Asian cuisines emerge as cuisine-led growth engines

Consumers balance convenience and cost through fulfilment choices

WHAT'S NEXT?

Chained operators and both emerging and established formats set to sustain growth

Operators will increasingly rebalance fulfilment channels to match distinct consumption occasions

Expansion through sustainability and tech innovation

COMPETITIVE LANDSCAPE

Competitive leadership reflected throughput and format efficiency, not footprint alone

Challenger brands outpace incumbents, while some established players retrench

Chained operators lead value sales despite independents dominating outlet numbers

CATEGORY DATA

Table 42 - Limited-Service Restaurants by Category: Units/Outlets 2020-2025

Table 43 - Sales in Limited-Service Restaurants by Category: Number of Transactions 2020-2025

Table 44 - Sales in Limited-Service Restaurants by Category: Foodservice Value 2020-2025

Table 45 - Limited-Service Restaurants by Category: % Units/Outlets Growth 2020-2025

Table 46 - Sales in Limited-Service Restaurants by Category: % Transaction Growth 2020-2025

Table 47 - Sales in Limited-Service Restaurants by Category: % Foodservice Value Growth 2020-2025

Table 48 - GBO Company Shares in Chained Limited-Service Restaurants: % Foodservice Value 2021-2025

Table 49 - GBN Brand Shares in Chained Limited-Service Restaurants: % Foodservice Value 2022-2025

Table 50 - Forecast Limited-Service Restaurants by Category: Units/Outlets 2025-2030

Table 51 - Forecast Sales in Limited-Service Restaurants by Category: Number of Transactions 2025-2030

Table 52 - Forecast Sales in Limited-Service Restaurants by Category: Foodservice Value 2025-2030

Table 53 - Forecast Limited-Service Restaurants by Category: % Units/Outlets Growth 2025-2030

Table 54 - Forecast Sales in Limited-Service Restaurants by Category: % Transaction Growth 2025-2030

Table 55 - Forecast Sales in Limited-Service Restaurants by Category: % Foodservice Value Growth 2025-2030

DISCLAIMER

Self-Service Cafeterias in the United Kingdom

KEY DATA FINDINGS

2025 DEVELOPMENTS

Price-led gains mask structural contraction

INDUSTRY PERFORMANCE

Revenue growth persists despite fewer outlets and transactions

Chained selfservice cafeterias lead growth through efficiency and innovation

Health, personalisation and value sustain relevance in selfservice cafeterias

WHAT'S NEXT?

Priced growth sustains selfservice cafeterias as independents decline

Evolution of fulfilment and value

Sustainability becomes core operational driver in selfservice cafeterias

COMPETITIVE LANDSCAPE

Tesco leads landscape in 2025

John Lewis expands through concept diversification

Chained operators hold highest share in value terms

CATEGORY DATA

Table 56 - Self-Service Cafeterias: Units/Outlets 2020-2025

Table 57 - Sales in Self-Service Cafeterias: Number of Transactions 2020-2025

Table 58 - Sales in Self-Service Cafeterias: Foodservice Value 2020-2025

Table 59 - Sales in Self-Service Cafeterias: % Units/Outlets Growth 2020-2025

Table 60 - Sales in Self-Service Cafeterias: % Transaction Growth 2020-2025

Table 61 - Sales in Self-Service Cafeterias: % Foodservice Value Growth 2020-2025

Table 62 - GBO Company Shares in Chained Self-Service Cafeterias: % Foodservice Value 2021-2025

Table 63 - GBN Brand Shares in Chained Self-Service Cafeterias: % Foodservice Value 2022-2025

Table 64 - Forecast Self-Service Cafeterias: Units/Outlets 2025-2030

Table 65 - Forecast Sales in Self-Service Cafeterias: Number of Transactions 2025-2030

Table 66 - Forecast Sales in Self-Service Cafeterias: Foodservice Value 2025-2030

Table 67 - Forecast Self-Service Cafeterias: % Units/Outlets Growth 2025-2030

Table 68 - Forecast Sales in Self-Service Cafeterias: % Transaction Growth 2025-2030

Table 69 - Forecast Sales in Self-Service Cafeterias: % Foodservice Value Growth 2025-2030

DISCLAIMER

Street Stalls/Kiosks in the United Kingdom

KEY DATA FINDINGS

2025 DEVELOPMENTS

Value-led convenience keeps street stalls and kiosks resilient

INDUSTRY PERFORMANCE

Further value growth for street stalls/kiosks in 2025

Independent street stalls and kiosks see fastest rises

Sustainability initiatives gain momentum

WHAT'S NEXT?

Price-driven value growth anticipated for forecast period
Puccino expands through alignment with current coffee trends
Sustainability commitments will remain key for street stalls and kiosks

COMPETITIVE LANDSCAPE

Colicci's prime locations and premium-on-the-go proposition support player's leadership
AMT benefits from grab-and-go and convenience
Independents lead in 2025

CATEGORY DATA

Table 70 - Street Stalls/Kiosks: Units/Outlets 2020-2025
Table 71 - Sales in Street Stalls/Kiosks: Number of Transactions 2020-2025
Table 72 - Sales in Street Stalls/Kiosks: Foodservice Value 2020-2025
Table 73 - Street Stalls/Kiosks: % Units/Outlets Growth 2020-2025
Table 74 - Sales in Street Stalls/Kiosks: % Transaction Growth 2020-2025
Table 75 - Sales in Street Stalls/Kiosks: % Foodservice Value Growth 2020-2025
Table 76 - GBO Company Shares in Chained Street Stalls/Kiosks: % Foodservice Value 2021-2025
Table 77 - GBN Brand Shares in Chained Street Stalls/Kiosks: % Foodservice Value 2022-2025
Table 78 - Forecast Street Stalls/Kiosks: Units/Outlets 2025-2030
Table 79 - Forecast Sales in Street Stalls/Kiosks: Number of Transactions 2025-2030
Table 80 - Forecast Sales in Street Stalls/Kiosks: Foodservice Value 2025-2030
Table 81 - Forecast Street Stalls/Kiosks: % Units/Outlets Growth 2025-2030
Table 82 - Forecast Sales in Street Stalls/Kiosks: % Transaction Growth 2025-2030
Table 83 - Forecast Sales in Street Stalls/Kiosks: % Foodservice Value Growth 2025-2030

DISCLAIMER

[Consumer Foodservice By Location in the United Kingdom](#)

KEY DATA FINDINGS

2025 DEVELOPMENTS

High-footfall sites concentrate growth across travel, retail and high street locations

INDUSTRY PERFORMANCE

Travel and retail locations benefit from high-throughput foodservice formats
Standalone outlets see further growth in 2025
Fulfilment and value considerations shape performance across locations

WHAT'S NEXT?

Travel to remain most dynamic non-standalone location over forecast period
Standalone locations to remain resilient drivers of foodservice value growth
Structural pressures reshape opportunities across consumer foodservice locations
Demographic shifts to increasingly shape consumer foodservice performance by location

COMPETITIVE LANDSCAPE

Travel locations remain dominated by high-footfall, brand-led operators
Retail locations prioritise convenience, mixed-use formats and experiential offerings

CATEGORY DATA

Table 84 - Consumer Foodservice by Location: Units/Outlets 2020-2025
Table 85 - Sales in Consumer Foodservice by Location: Number of Transactions 2020-2025
Table 86 - Sales in Consumer Foodservice by Location: Foodservice Value 2020-2025
Table 87 - Consumer Foodservice by Location: % Units/Outlets Growth 2020-2025

Table 88 - Sales in Consumer Foodservice by Location: % Transaction Growth 2020-2025

Table 89 - Sales in Consumer Foodservice by Location: % Foodservice Value Growth 2020-2025

Table 90 - Consumer Foodservice Through Standalone: Units/Outlets 2020-2025

Table 91 - Sales in Consumer Foodservice Through Standalone: Number of Transactions 2020-2025

Table 92 - Sales in Consumer Foodservice Through Standalone: Foodservice Value 2020-2025

Table 93 - Consumer Foodservice Through Standalone: % Units/Outlets Growth 2020-2025

Table 94 - Sales in Consumer Foodservice Through Standalone: % Transaction Growth 2020-2025

Table 95 - Sales in Consumer Foodservice Through Standalone: % Foodservice Value Growth 2020-2025

Table 96 - Consumer Foodservice Through Leisure: Units/Outlets 2020-2025

Table 97 - Sales in Consumer Foodservice Through Leisure: Number of Transactions 2020-2025

Table 98 - Sales in Consumer Foodservice Through Leisure: Foodservice Value 2020-2025

Table 99 - Consumer Foodservice Through Leisure: % Units/Outlets Growth 2020-2025

Table 100 - Sales in Consumer Foodservice Through Leisure: % Transaction Growth 2020-2025

Table 101 - Sales in Consumer Foodservice Through Leisure: % Foodservice Value Growth 2020-2025

Table 102 - Consumer Foodservice Through Retail: Units/Outlets 2020-2025

Table 103 - Sales in Consumer Foodservice Through Retail: Number of Transactions 2020-2025

Table 104 - Sales in Consumer Foodservice Through Retail: Foodservice Value 2020-2025

Table 105 - Consumer Foodservice Through Retail: % Units/Outlets Growth 2020-2025

Table 106 - Sales in Consumer Foodservice Through Retail: % Transaction Growth 2020-2025

Table 107 - Sales in Consumer Foodservice Through Retail: % Foodservice Value Growth 2020-2025

Table 108 - Consumer Foodservice Through Lodging: Units/Outlets 2020-2025

Table 109 - Sales in Consumer Foodservice Through Lodging: Number of Transactions 2020-2025

Table 110 - Sales in Consumer Foodservice Through Lodging: Foodservice Value 2020-2025

Table 111 - Consumer Foodservice Through Lodging: % Units/Outlets Growth 2020-2025

Table 112 - Sales in Consumer Foodservice Through Lodging: % Transaction Growth 2020-2025

Table 113 - Sales in Consumer Foodservice Through Lodging: % Foodservice Value Growth 2020-2025

Table 114 - Consumer Foodservice Through Travel: Units/Outlets 2020-2025

Table 115 - Sales in Consumer Foodservice Through Travel: Number of Transactions 2020-2025

Table 116 - Sales in Consumer Foodservice Through Travel: Foodservice Value 2020-2025

Table 117 - Consumer Foodservice Through Travel: % Units/Outlets Growth 2020-2025

Table 118 - Sales in Consumer Foodservice Through Travel: % Transaction Growth 2020-2025

Table 119 - Sales in Consumer Foodservice Through Travel: % Foodservice Value Growth 2020-2025

Table 120 - Forecast Consumer Foodservice by Location: Units/Outlets 2025-2030

Table 121 - Forecast Sales in Consumer Foodservice by Location: Number of Transactions 2025-2030

Table 122 - Forecast Sales in Consumer Foodservice by Location: Foodservice Value 2025-2030

Table 123 - Forecast Consumer Foodservice by Location: % Units/Outlets Growth 2025-2030

Table 124 - Forecast Sales in Consumer Foodservice by Location: % Transaction Growth 2025-2030

Table 125 - Forecast Sales in Consumer Foodservice by Location: % Foodservice Value Growth 2025-2030

Table 126 - Forecast Consumer Foodservice Through Standalone: Units/Outlets 2025-2030

Table 127 - Forecast Sales in Consumer Foodservice Through Standalone: Number of Transactions 2025-2030

Table 128 - Forecast Sales in Consumer Foodservice Through Standalone: Foodservice Value 2025-2030

Table 129 - Forecast Consumer Foodservice Through Standalone: % Units/Outlets Growth 2025-2030

Table 130 - Forecast Sales in Consumer Foodservice Through Standalone: % Transaction Growth 2025-2030

Table 131 - Forecast Sales in Consumer Foodservice Through Standalone: % Foodservice Value Growth 2025-2030

Table 132 - Forecast Consumer Foodservice Through Leisure: Units/Outlets 2025-2030

Table 133 - Forecast Sales in Consumer Foodservice Through Leisure: Number of Transactions 2025-2030

Table 134 - Forecast Sales in Consumer Foodservice Through Leisure: Foodservice Value 2025-2030

Table 135 - Forecast Consumer Foodservice Through Leisure: % Units/Outlets Growth 2025-2030

Table 136 - Forecast Sales in Consumer Foodservice Through Leisure: % Transaction Growth 2025-2030

Table 137 - Forecast Sales in Consumer Foodservice Through Leisure: % Foodservice Value Growth 2025-2030

Table 138 - Forecast Consumer Foodservice Through Retail: Units/Outlets 2025-2030

Table 139 - Forecast Sales in Consumer Foodservice Through Retail: Number of Transactions 2025-2030

Table 140 - Forecast Sales in Consumer Foodservice Through Retail: Foodservice Value 2025-2030

Table 141 - Forecast Consumer Foodservice Through Retail: % Units/Outlets Growth 2025-2030

Table 142 - Forecast Sales in Consumer Foodservice Through Retail: % Transaction Growth 2025-2030

Table 143 - Forecast Sales in Consumer Foodservice Through Retail: % Foodservice Value Growth 2025-2030

Table 144 - Forecast Consumer Foodservice Through Lodging: Units/Outlets 2025-2030

Table 145 - Forecast Sales in Consumer Foodservice Through Lodging: Number of Transactions 2025-2030

Table 146 - Forecast Sales in Consumer Foodservice Through Lodging: Foodservice Value 2025-2030

Table 147 - Forecast Consumer Foodservice Through Lodging: % Units/Outlets Growth 2025-2030

Table 148 - Forecast Sales in Consumer Foodservice Through Lodging: % Transaction Growth 2025-2030

Table 149 - Forecast Sales in Consumer Foodservice Through Lodging: % Foodservice Value Growth 2025-2030

Table 150 - Forecast Consumer Foodservice Through Travel: Units/Outlets 2025-2030

Table 151 - Forecast Sales in Consumer Foodservice Through Travel: Number of Transactions 2025-2030

Table 152 - Forecast Sales in Consumer Foodservice Through Travel: Foodservice Value 2025-2030

Table 153 - Forecast Consumer Foodservice Through Travel: % Units/Outlets Growth 2025-2030

Table 154 - Forecast Sales in Consumer Foodservice Through Travel: % Transaction Growth 2025-2030

Table 155 - Forecast Sales in Consumer Foodservice Through Travel: % Foodservice Value Growth 2025-2030

DISCLAIMER

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