



Nielsen Insights in Action: Beer Launch Achieves Refreshing Outcome

Anheuser-Busch taps Nielsen to understand new demand - results in Anheuser-Busch's most successful new product in years



Company Anheuser-Busch

As the maker of the world's two biggest-selling beers, Budweiser and Bud Light, St. Louis-based Anheuser-Busch is a true pioneer in the brewing industry. The 150-year-old company is not only the largest brewer in the United States, but the largest subsidiary of Anheuser-Busch InBev, the world's leading beer entity.

Historically, the adult beverage giant has built market share by introducing valuable and innovative new products that brought new customers to the beer category. However, by 2007, A-B sales growth had flattened and price competition was fierce. The company began looking for a new approach to growing the category. Then-CEO August Busch IV brought in The Cambridge Group, a division of Nielsen, to develop the best-in-class consumer insights and analytics that he believed would be the basis of his organization's future success.

The Business Issue

When Anheuser-Busch began its partnership with The Cambridge Group in 2006, growth had begun to stall. Mainstream competitors were aggressively competing on price, and A-B had responded - impacting profit growth. Furthermore, imports and small-volume beers were showing solid, consistent growth. Company executives looked to develop a new business model to focus the portfolio and identify innovation opportunities to fuel long-term growth. In partnering with Cambridge, the company sought to gain a clearer understanding of demand to develop and market products that would truly meet the needs of their consumers.

Cambridge's initial focus was identifying the key drivers shaping demand for beer. Forces and Factors™ analysis, leveraging secondary research and focus groups, identified various hypotheses about what consumers were looking for when it came to beer. This work demonstrated that most of the growth in spirits was coming from flavored vodkas. Was sweeter-tasting beer a similar growth opportunity? A-B had already launched ULTRA Fruit and was seeing positive results. Was the opportunity much larger than originally anticipated?

Cambridge's next step was to complete an extensive quantitative study in which the team outlined several Demand Profit Pools™, groups of consumers with distinct needs and demand for beer. The team further identified multiple unique "beer palates" and uncovered that a sizeable number of beer drinkers had demand for "sweeter tasting" beer that was not being met by existing products. There appeared to be demand for a larger, more mainstream product introduction.

Company Facts

Anheuser-Busch

- U.S. subsidiary of Anheuser-Busch InBev, the world's largest brewing company
- Produces more than 100 beers, flavored alcohol beverages and nonalcohol brews
- Brands include Budweiser, Bud Light, Michelob and Stella Artois

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