MBOLD Protein Catalyst

Consumer listening analysis: Dry beans, oats and chickpea

October 2025





About MBOLD:

MBOLD is a coalition of leading Minnesota-based food and agriculture companies and innovators working collaboratively to accelerate innovation and build a more sustainable and resilient food system. MBOLD is an initiative of the GREATER MSP Partnership.

The MBOLD Protein Catalyst is a platform to drive innovation in protein sustainability and resilience by fueling the market success of plant-based proteins, among other strategies. We bring value chain stakeholders together to identify and address pre-competitive needs for research, development and commercialization support to enable plant-based proteins to be used in new ways and in a growing array of foods that consumers will love. Join us and learn more at mbold.org/protein.

MBOLD Coalition Members















McKinsey & Company



Plant Protein Partners













Government of Canada

Gouvernement du Canada

Objective of the Consumer Listening study

- To understand current perceptions of key plant protein sources — Dry Edible Beans, Oats and Chickpea — by U.S. consumers and influencers based on on-line and social media activity
- Identify related opportunities and challenges from a consumer point of view
- Inform prioritization of technical hurdles to be addressed in the development of these botanicals as protein options given consumer sentiment

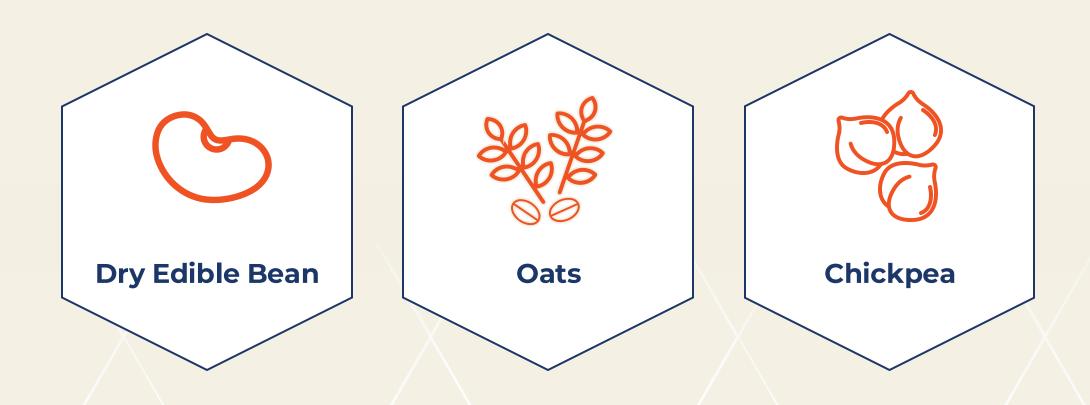
Methodology

On behalf of the MBOLD Coalition, General Mills explored what consumers are seeing and saying in both carefully crafted and equally candid places online through an "internet scrape". The approach was to pull from the wide data sets available online including media reports, new product launch announcements and consumer package good reviews. We also reviewed posts from influencers and nutritionists, and online forums where consumers are talking like twitter/x, reddit, Instagram, and more.

We screened these sources over the past 2 years and were surprised by what we found. Oat was so prevalently talked about — with 170,000 original posts (without reposts) — that we focused on only the past 6 months. We identified and reviewed 48,000 original posts for chickpeas and 11,000 for dry edible beans over the past two years.

We hope you will find this analysis helpful in understanding and addressing associated challenges and opportunities for further development of these botanicals as protein options.

MBOLD Prioritized Three Botanical Sources for Deeper Exploration



Scope of the Consumer Listening Analysis

Social Listening









Consumer Reviews







Nutritionists & Influencers





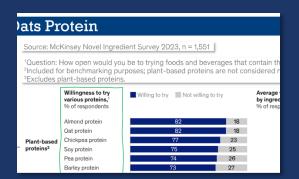
Analysts & Media Reports



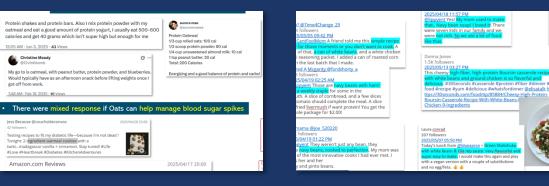
McKinsey & Company



A Plethora of Online Content was Reviewed







Good dinner,

Market Reports







Consumer Reviews

Nutrition Detective ? - Dr. Garrett Smith tel @AnirudhDhoni07

some key benefits of oats in a concise format: 2024/09/06 07:08 PM ntain beta-glucan, which helps lower

ol. Digestive Health fiber, promoting regular bowel movements. gar Control: Slows digestion, aiding in blood nagement. Weight..

2024/11/23 01:10 PM

08 01:30 PM more than just a breakfast staple—they're a use of fiber, protein, and essential nutrients. p keep you full longer, support heart and promote balanced blood sugar levels

inic @MayoClinic

communityhealth.mayoclinic.org/featured atmeal-benefits?sf217487675=1

@NutriDetect 27.3K followers

Oats are a useful source of beta-glucan and soluble fiber in general: "Oat and oat by products have been proven to be helpful in the treatment of diabetes and cardiovascular disorders. Oat bran in particular, is good source of B complex vitamins, protein, fat, minerals besides..

Kristie Leong M.D. @DrKristieLeong

Discover top sources of soluble fiber and how they benefit your health. From oats and legumes to fruits, vegetables, and digestion and support heart health, #fiber #infographic #Nutrition #He althyEating #FiberBenefits

Top 50 Mentions - CHICKPEA food bean salad protein make tomato potato base free lentil vegan way serve easy

Top Keyword Mentions

include garlic olive help

Recipes

Best non-wheat nasta I've ever made or tasted. Has been a godsend for helping me

weight and get healthier. Replacing a starch with a vegetable that most people don't

Tried chickpea spaghetti & w/my bomb sauce it's a win for me! Pros: High in

protein - about 13-15g per serving, compared to ~7g in regular pasta. High

in fiber - keeps you full longer and your gut happy. Lower glycemic index -

notice is any different from classic boxed pasta.

won't spike your blood sugar as much. Gluten-free

Supes @usasmitty :=

Tabitha Brown @lamTabithaBrown

Nutritionist Posts

Consumer Conversations

MBOLD **Protein Catalyst**

On-line Mentions, by the Numbers



170,000

OAT over past 6 months



48,000

CHICKPEA over past 2 years



11,000

BEAN over past 2 years

Key Findings







Overall, very positive social chatter about beans, oats and chickpeas with quite limited negatives

Consumers are talking about beans, oats and chickpeas as both products and as ingredients

Opportunities for further development of these plant proteins are actionable

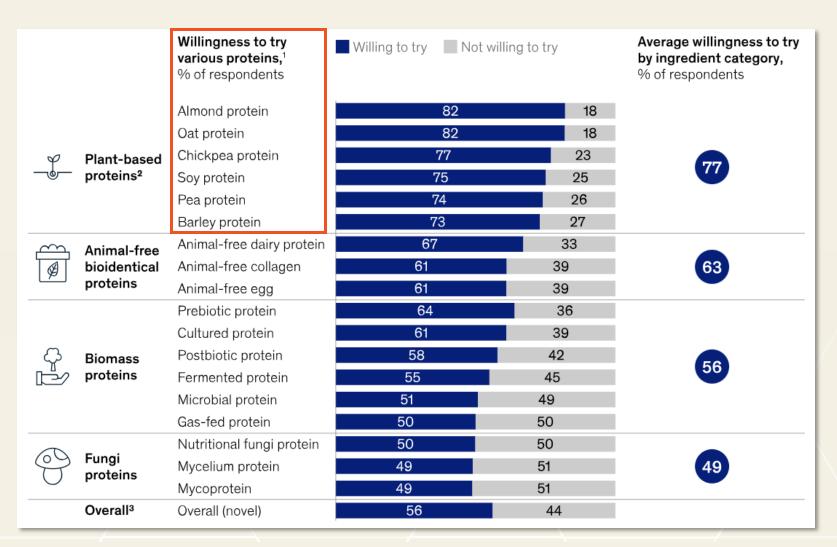
Advances in R&D could tackle the key challenges identified



Insights Overview

	<u>Oats</u>	<u>Chickpeas</u>	<u>Beans</u>
Volume of conversations	170K (6 months)	48K (2 years)	11K (2 years)
Usage Occasions Popular Recipe Formats	 Breakfast staple (oatmeal, oat milk) Oat Cookies Rising popularity in specialty coffee (oat milk) Personalized oatmeal bowls (protein, nuts, sweeteners) Oat milk lattes 	 Versatile – Popular in Salads, Pasta Hummus, Curries 	 Traditional "comfort food" occasions -Southern US cuisine Soups Stews Dips
Drivers of Motivations	 Health-consciousness (fiber, blood sugar) Convenience food (oat milk, overnight oats) Oat protein- little conversation But consumers show acceptance (McKinsey survey) 	 Protein content (plant-based protein) Gluten free 	 Familiarity Comfort Affordability Consumers don't talk much about beans' protein content
Other	 Oat milk is the clear leader in the plant-based milk category for coffee orders (<u>Link</u>) Consumers readily pay extra for oat milk Oat milk's adoption rate is exceptionally fast 		
Perceived Health Benefits	 Consumers do believe in benefit from Oat Fiber (satiety, digestion) Mixed sentiment for Blood sugar management 	Protein content (muscle growth)Fiber (some awareness)	Hearty and nutritious meal (implied)
Consumer Concerns	 Many consumer complain about Oatmeal-Texture (especially overnight oats) & Taste (blandness) Multiple Brands – have recently launched product to make oatmeal Better tasting/Indulgent Improved oat protein content via breeding 	 Some Consumers complaint about digestive discomfort (bloating, gas). Allergy (1-2 posts) 	Digestive issues (gas) Taste and texture (blandness)

Consumer Receptivity to Various Plant + Alternative Proteins



This curve shows higher acceptance of plant-based protein than other alternative protein sources

- ¹Question: How open would you be to trying foods and beverages that contain these protein ingredients?
- ² Included for benchmarking purposes; plant-based proteins are not considered novel proteins.
- ³ Excludes plant-based proteins.

Source: McKinsey Novel Ingredient Survey 2023, n = 1,551

Beans:

America's Comfort Food Staple

Beans, a beloved comfort food especially in the South, are a versatile kitchen staple used in soups, salads, dips, and pasta sauces across America.

Posts: 11K posts without retweets

Time: 2 years

Region: US

Sources: Social media, Forums, Ecommerce

reviews





Beans: Consumer Conversations: Real Stories from Real People

From simple weeknight dinners to elaborate family gatherings, beans continue to bridge generations through shared culinary experiences. The consistent theme across consumer conversations is their reliability as both an economical and satisfying meal foundation.







Got a little inspired this morning. Northern white beans sautéed with tomato, fresh herbs and loads of confit garlic. It's quite good.

OzarkBushwhacker @LordOzk 374 followers

2025/05/05

Southern love is a steamy pot of white beans and ham with a skillet of cornbread.

Crappie-doc ?? @crappiedoc 5.6K followers 2025/05/06 05:38 AM

Mom kept navy bean soup on rotation for dinner growing up. It was inexpensive and tasty. She always flavored it with some type pork, usually ham. If you're a bean lover, I'm tellin' ya, this will scratch an itch!v

Erin Howett 📜

2025/05/07 20:05

11 subscribers

I like blending white beans into any creamy soup and then I only have to use a little/no cream and there's more protein!



Beans — Consumer Conversations

Beans are perceived as affordable yet flavorful, making them a frequent choice for consumers in weekly meal routine



2025/05/05 09:42 PM

<u>@UCantFoolMom</u> A friend told me this simple recipe just for those moments or you don't want to cook. A can of that, a can of white beans, and a white chicken chili seasoning packet. I added a can of roasted corn with the last batch that I made.

joe mama @joe_520220
2.2K followers
2025/04/19 01:22 PM
@lippyent They weren't just any bean, they
were navy beans, cooked to perfection. My mom
was one of the most innovative cooks I had ever
met. I miss her and her
Navy and pinto beans.

Shawn Malseed @shawn_malseed 4.1K followers

2025/04/18 11:57 PM

<u>@lippyent</u> Yes! My mom used to make that.. Navy bean soup! I loved it! There were seven kids in our family and we were not rich. So we ate a lot of food like that.

Donna Jones 1.5K followers 2025/05/13 03:27 PM

This cheesy high-fiber, high-protein Boursin casserole recipe with white beans and ground chicken is so flavorful and

delicious. #30Seconds #casserole #protein #fiber #dinn er #food #recipe #yum #delicious #whatsfordinner @elisatalk https://30seconds.com/food/tip/85884/Cheesy-High-Protein-Boursin-Casserole-Recipe-With-White-Beans-Ground-Chicken-9-Ingredients



The Southern Lady Cooks

@SouthLadyCooks
42.2K followers
2024/08/04 12:45 AM
This hearty slow
cooker sausage,
white bean and
pasta soup is one
your family will love.
Loaded with
delicious vegetables
and total comfort

food. #soup #beans

125 likes, 4.4K views



Beans — Consumer Conversations



- Consumers perceive Beans as "comfort food"
- For consumers from southern states, beans are part of traditional recipes
- Versatile use in recipes—ranging from soups, salads to savory dips and pasta sauces

Alfred A Mcgarity @fordshorty_a

2025/04/18 22:25

518 followers

@lippyent Those are navy beans with ham! It's a weekly staple for some in the South. A slice of cornbread, and a few slices of tomato should complete the meal. A slice of fried livermush if want protein! You get the whole package for \$2.00!

9Ether Lioness 😑

2025/04/29 23:36



30 subscribers

Love white beans/navy beans baaaby. My momma used to put her for in those. I make them now.

Top Mentions:

bean white white beans
white bean soup chicken good
recipe tomato cook chili day onion add
navy eat potato garlic pepper dinner time salad food bean soup

Laura Conrad @conrad_l 📜

2025/05/07 13:50

207 followers

Today's lunch from @blueapron = Green Shakshuka with white Beans & Cila rep sauce. Very flavourful and super easy to make. I would make this again and play with a vegan version with a couple of substitutions and no egg/feta.





A Nutritional Powerhouse: The Health Benefits

Many food bloggers/influencers share about beans being "protein rich". Some consumers mentioned consuming beans as a protein sources.

The nutritional profile of dry edible beans positions them as a superfood for modern health-conscious consumers, offering plant-based protein, essential minerals, and fiber in one affordable package.

CamillaSaulsbury PhD @camillacooks

2025/02/02 13:22

2.2K followers

Simple white bean protein bagels with 13 grams protein each. #highprotein #oilfree #glutenfree #grainfree #yeastfree #WFPB #plantprotein

Frank from Florida @RealFrankFromFL

2025/01/16 11:30

12.8K followers

@Bstn_trumpstah If I did that no one else would eat it lol I threw some white beans in this time tho to add a bit of protein

Renegade Chungus @RenegadeChungus

2024/12/23 16:44

5K followers

@NatalkaKyiv I love making mine with beef soup bones for stock and white beans for protein. Also homemade toasted rye bread with garlic and butter \(\begin{align*} \equiv \left\)



Michelle Micheal ==

2025/03/03 10:52

9 subscribers

I agree with Jodie's comments, I add white beans whenever I can so that amps up the fiber.

Daniel Raz | Easy Fat Loss at Home @DanielRaz_Fit

62.1K followers

2025/04/22 12:28 PM

#5: White Beans ½ cup = 500mg potassium 1 cup = 1,000mg+ Insane combo: → Plant protein → Fiber → Potassium Beans aren't boring. They're metabolic medicine.



Concerns with Dry Edible Beans

A small number of posts expressed concerns about beans, primarily:

- Digestive sensitivity (gas and bloating)
- Perceived lack of flavor when prepared plainly
- Texture preferences in certain preparations

Liz Carlisle, Assistant Professor at the University of California, Santa Barbara, has also recorded this pattern in an informative booklet about lentils that she co-authored with Montana State University in 2016. Her research found that the biggest concern for Montana residents when it came to eating pulses was flatulence.

X-Brand???@Luckymagick 794 followers

Did you eat white beans? You farted very bad!! 😂 😂



May 23, 2025 Size: 8 Ounce (Pack of 1)

Pretty great, taste and texture is obviously slightly different from regular noodles, but they're really good and super healthy

2024/03/18 06:34 PM

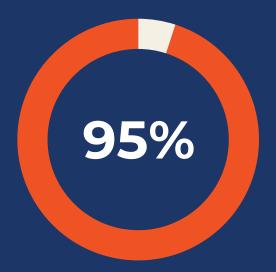
Sooo... my digestive system really seems to dislike beans. **Black beans. Pinto** beans. White beans. Massive bloating, pain, and all the other fun stuff that comes with digestive issues. I know some people struggle with legumes but I have zero issue with peanuts. So, wtf



Beans — Key Conclusions

Beans face minimal negative sentiment from consumers.

This analysis found only a small number of posts (approximately 150 mentions) expressing concerns about beans, primarily focusing on digestive issues or perceived blandness.



Positive Reception: Overwhelming consumer satisfaction

The data clearly demonstrate that beans maintain strong consumer loyalty and positive sentiment, with concerns representing only a small fraction of overall consumer conversations.

This positions beans as a reliable, beloved ingredient with tremendous market potential.



The Oat Revolution:

From Breakfast
Staple to Nutritional
Powerhouse



Oats have evolved from a simple breakfast grain to a versatile nutritional foundation that's reshaping how consumers approach healthy eating. Below we explore the current oat landscape, consumer perceptions, emerging innovations, and market opportunities in the rapidly growing oat-based food sector.

Posts: 170K posts without retweets

Time: 6 months

Region: US

Sources: Social media, Forums, Ecommerce

reviews



Consumer Oat Consumption Patterns & Preferences

Dominant Consumption Formats

Oatmeal

The traditional breakfast champion, predominantly consumed in the morning with various toppings and flavor enhancers

Oat Milk

Leading plant-based milk alternative, especially popular in coffee shops and specialty beverages

Oat Cookies

Popular snack format combining comfort food appeal with perceived health benefits

danahassonn

0 subscribers

oats chocolate chips cookie bar � & PT. 2 #cookies #oatscookies #cookiebar #homemadeish #homemadedesserts





Protein Oatmeal
1/3 cup rolled oats: 100 cal
1/2 scoop protein powder: 60 cal
1/4 cup unsweetened almond milk: 10 cal
1 tsp peanut butter: 30 cal
Total: 200 Calories

Energizing and a good balance of protein and carbs!

2024/09/24 17:22

Consumer Enhancement Strategies

Consumers actively customize their oats to improve both nutritional value and taste experience. The most common additions include:

- Protein sources: Nut butters, protein powders, and Greek yogurt
- Natural sweeteners: Honey, maple syrup, and fresh fruits
- Texture enhancers: Nuts, seeds, and dried fruits
- Flavor boosters: Cinnamon, vanilla, and cocoa powder



Oat - Health Perceptions: Benefits vs. Barriers

Recognized Health Benefits



Heart Health Support

Oats contain beta-glucan, which helps lower cholesterol levels and supports cardiovascular wellness



Digestive Benefits

High fiber content promotes satiety, regular bowel movements, and overall digestive health



Blood Sugar Management

Mixed consumer understanding, but experts emphasize oats' ability to slow digestion and aid glucose control

Consumer Concerns & Barriers



Texture Challenges

Many consumers, particularly with overnight oats, find the texture unpleasant and off-putting



Taste Limitations

Frequent complaints about bland, "horrid" taste that requires significant flavor enhancement



Oats

- Predominantly a Breakfast food
- Dominant Formats: Oatmeal,
 Oat milk followed by Oat
 Cookies
- Pairing: Consumers add Protein sources (e.g., nut butters) to their Oats, Nuts & Fruits
- Sweeteners (honey)

2025/02/06 04:14 PM

Chocolate peanut oats with caramelized banana and cinnamon roll nut butter



Top 50 Mentions

oat oatmeal milk good eat
oat milk day breakfast time try
food think protein Oats add egg
butter cookie love sugar thing feel
honey start more year like cereal fruit make
great other almond water morning chocolate banana coffee
cream whole people yogurt healthy little help work find lot week buy



Oats – Health Benefits

Oat Protein- Hardly any conversation. In fact consumers add protein rich 'powders' or 'nut butters' to enhance the *protein content*.

Protein shakes and protein bars. Also I mix protein powder with my oatmeal and eat a good amount of protein yogurt, I usually eat 500-600 calories and get 40 grams which isn't super high but enough for me

12:05 AM · Jun 3, 2025 · 43 Views



Christine Moody



@Christibomb

My go to is oatmeal, with peanut butter, protein powder, and blueberries. Would typically have as an afternoon snack before lifting weights once I got off from work.

7:48 AM · Feb 19, 2025 · 10 Views

There were
mixed
responses if
Oats can help
manage blood
sugar spikes

Jess Because @couchsideconvos

2025/04/28 23:58

42 followers

Testing recipes to fit my diabetic life—because I'm not dead!

Tonight: 2-ingredient oatmeal cookies with a

twist...madagascar vanilla + cinnamon. Stay tuned! #Life

#Love #Heartbreak #Diabetes #KitchenAdventures



Amazon.com Reviews

2025/04/17 20:00

Quaker Instant Oatmeal Lower Sugar, Maple & Brown Sugar, 1.19 Oz, Pack of 44: Funky texture but doesn't spike blood sugar!

Oats are popular as **Fiber source-**Consumers believe them to have Health benefits like satiety, bowel movements

What To Expect Community

2025/05/30 07:5

If you've had a vaginal delivery please 1st poop question! single time you nurse is a good rule of thumb. Also eat things high in fiber such as oatmeal and whole grains.

Colynn ABC @colynn_s

2025/06/01

248 followers

@winkgnz Yeah! That meatloaf had wilted green onions and spinach plus overcooked squash. And I use oatmeal for the binder so FIBER.

Holly? @CHollydays

2025/05/26 00:26

320 followers

@Imani_Barbarin Look for high protein oats, loads of fiber and lots you can do with oats. Lots of fruits and veggies (leafy greens esp). Coconut milk helps to keep things moving as well!

news Robert F. Kennedy Jr. @R...

2025/04/29 07:52

MAHA Morning Tip: Skip the oats, go for the EGGS. Protein and healthy fats fuel your brain, balance your blood sugar, and keep you full longer. Start your day strong! Your body will thank you! MAHA

Dr. Dennis Walker @drdenwalker

2025/05/03 11:00

103K followers

Remember most oats today contain "Roundup"...a known cancer causing agent. Also very high glycemic index....not good for diabetics or pre diabetes. Really not good for people in general...despite what the TV commercials tell you. #oats #oatmeal



Oats — Consumer Concerns

Many consumers dislike oats, particularly overnight oats, due to their **unpleasant texture** and **bland taste**

Robworld? (a) princess_layaa 128 followers 2024/12/28 02:22 PM

First eating overnight oats, and I won't be doing it again. The texture is not it for me.

<u>Cakes In Abuja ??? @Wendy_Nemere</u> 5.5K followers 2024/07/10 10:55 AM

Tried eating Oats again after 18 years or so. Still hate it. Still has a shitty taste. No amount of milk helps Ω

Jojo? @jojoxcvii 4.3K followers 2024/11/12 06:16 PM I HATE OATS. The texture in my mouth makes me want to die. Bon Bon @flymiamiibro22 25 followers 2025/02/17 05:01 PM Absolutely hate the texture of

overnight oats it's so

horrid

2025/01/28 01:45 PM Overnight oats taste terrible

Walmart Reviews 2024/12/30 19:00

Quaker, Protein Instant Oatmeal, Maple & Brown Sugar, 2.11 oz, 6 Packets: Bland and flavorless

I was really excited about this flavor having protein. I love the original, so this one should be a slam dunk, right? Wrong. There is absolutely zero flavor to this oatmeal. I'll most likely see if one of my co-workers wants it.

2025/04/25 01:40 PM

<u>@Sailmysoul2sea</u> I couldn't eat oatmeal i hate the texture i tried it with rolled oats and it kept it cold. i can tolerate it. So now i have to find more recipes

* @chanbaekmeows 728 followers 2024/07/11 05:20 AM

we as a nation should ban oats like the texture makes me go



What Experts (Nutritionist, Influencers) are Saying

Emphasize oats' ability to support heart health, aid digestion, improve blood sugar management

Vishal Patel @AnirudhDhoni07

3.5K followers

2025/02/11 01:33 PM

Here are some key benefits of oats in a concise format: Heart Health

: Oats contain beta-glucan, which helps lower cholesterol. Digestive Health

: High in fiber, promoting regular bowel movements. Blood Sugar Control: Slows digestion, aiding in blood sugar management. Weight...

Nutrition Detective? - Dr. Garrett Smith @NutriDetect

27.3K followers

2024/09/06 07:08 PM

Oats are a useful source of beta-glucan and soluble fiber in general: "Oat and oat by products have been proven to be helpful in the treatment of diabetes and cardiovascular disorders. Oat bran in particular, is good source of B complex vitamins, protein, fat, minerals besides...

Mayo Clinic @MayoClinic

2M followers

2025/03/08 01:30 PM

Oats are more than just a breakfast staple—they're a powerhouse of fiber, protein, and essential nutrients. They help keep you full longer, support heart health, and promote balanced blood sugar levels. Power up your

day: https://communityhealth.mayoclinic.org/featured-stories/oatmeal-benefits?sf217487675=1

2024/11/23 01:10 PM

Kristie Leong M.D. @DrKristieLeong

55K followers

Discover top sources of soluble fiber and how they benefit your health. From oats and legumes to fruits, vegetables, and nuts, see how these foods can enhance digestion and support heart health. #fiber #infographic #Nutrition # HealthyEating #FiberBenefits Harry Psaros @PittGuru
44.8K followers2025/05/13 07:37 PM
Gut health = brain health

Research shows many children on the autism spectrum benefit from:

- · Probiotic-rich foods (yogurt, kefir)
- Fiber (fruit, veggies, oats)
 Less processed sugar The gut-brain connection is real.



Oat - Innovation & Market Opportunities

Revolutionary Product Developments

5

High-Protein Oat Varieties

Bob's Red Mill's breakthrough Protein Oats deliver 9-10g natural protein per serving— 60% more than standard oats through genetic selection, not modification

- Gluten-free, non-GMO, USDA-organic
- 48% reduction in processing emissions
- Versatile applications from stovetop to overnight oats

2

Premium Convenience Solutions

Mush's Protein Overnight Oats address texture concerns with 15g protein per cup in indulgent flavors like Peanut Butter & Jelly and Chocolate Brownie

- Clean-label ingredients with no artificial additives
- · Ready-to-eat convenience format
- Strategic flavor innovation

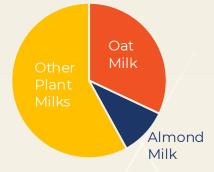
3

Foodservice Integration

Major chains like Jamba and Acai are reintroducing oatmeal bowls with premium toppings, signaling renewed market confidence

- Steel-cut oatmeal with gourmet toppings
- 26g protein formulations with chia and flax
- Plant-based positioning

Oat Milk Market Dominance



Key Insight: Oat milk leads plant-based alternatives with 33% of coffee orders, demonstrating strong consumer willingness to pay premium prices for perceived value and sustainability benefits.







New Product Launch Example – Protein Oats

Bob's Red Mill has launched its **Protein**Oats, made from a conventionally bred oat variety delivering 9–10 g natural protein per serving, with **no added powders**

+60% Protein vs Standard Oats:

The new oats offer up to 60% more protein than regular rolled oats solely via genetic selection, not modification.

Sustainable Profile:

Customer-friendly sustainability angle—these oats shed their hulls pre-harvest, reducing processing and related emissions by ~48% compared to traditional oats

•gluten-free, non-GMO and USDA-organic

Versatile Applications:

Promoted for use across contexts—from **stovetop cooking (15 min)** to **overnight oats**, for hearty breakfasts or baked goods

'Revolutionary' highprotein oats 'supercharge' Bob's Red Mill breakfast option

By <u>Elizabeth Crawford</u>, Food Navigator 02-Apr-2025 Last updated on 02-Apr-2025 at 13:10 GMT



'Hull-less' oats from Bay State Milling also meet rising demand for more fiber and clean label, nutrient-dense options to complement GLP-1 medications

"What we love about this oat is the simplicity of it. It is just oats and old-fashioned farming. Our supplier worked well over a decade on breeding this crop so that it has up to 60% more protein than regular oats. That allows us to deliver 10 grams of protein from just the oat – no additional protein powders, nothing else," Daniel Barba, vice president of marketing at Bob's Red Mill, explained at Natural Products Expo West.

Source: Link

New Product Launch Example – Overnight Oats

High-Protein Offering: Each cup delivers **15 g of protein**

Indulgent Flavor Range: Flavors include Peanut Butter & Jelly, Cookies & Cream, and Chocolate Brownie

Convenient Grab-and-Go: Ready-to-eat cups—consumers seeking nutritious convenience.

- Protein-enriched convenience foods
- Flavor innovation
- Clean-ingredient transparency

Clean-Label Ingredients:

Uses oat milk, rolled oats, roasted peanuts, almond butter, and dates—free of artificial additives

Strategic Category Expansion: Extends Mush's portfolio beyond bars to functional, high-protein breakfast solutions—strengthening position in plant-based, ready-to-eat offerings

Mush's Protein Overnight Oats

Mush's innovation taps into multiple consumer and market dynamics—functional nutrition, flavor excitement, and clean labeling—positioning it strongly within the broader plant-based, convenience breakfast segment.



Nutrition	Total Fat 8g	10%	Total Carb 40g	149
Facts	Sat Fat 1.5g	7%	Fiber 7g	23%
Serving size	Trans Fat Og		Total Sugars 14g	
1 Container (156g)	Cholest Omg	0%	Incl Og Added S	Sugars 0%
Colorios OOO	Sodium 280mg	12%	Protein 15g	29%
Calories 280	Vit. D (0% DV) •	Calcium (4% DV)	Iron (10% DV) •	Potas. (8% D\

Amount/serving	% DV
Total Carb 40g	14%
Fiber 7g	23%
Total Sugars 14g	
Incl Og Added Sugars	0%
Protein 15g	29%
Iron (10% DV) • Potas.	(8% DV)

Ingredients: Oat Milk (Water, Oats), Rolled Oats, Peanuts, Dates, Sea Salt.



New Product Launch Example – Oatmeal Bowls

- Berry Brown Sugar Oatmeal Bowl
 - Steel-cut oatmeal and oat milk topped with brown sugar, strawberries, and blueberries
- Peanut Butter Banana Crunch Oatmeal Bowl
- Strawberry + Nutella & Coconut Oatmeal Bowl

Oatmeal bowls are back at Jamba!

Jamba is popular **smoothie** brand, surprised its **customers** with the return of its delicious **oatmeal bowls.** These bowls, topped with fruit, creamy peanut butter, and **Nutella**, have become fan favorites.



Overnight Oats at Acai!





Popular açaí bowl and smoothie chain launched a brand-new range of **Overnight Oats**

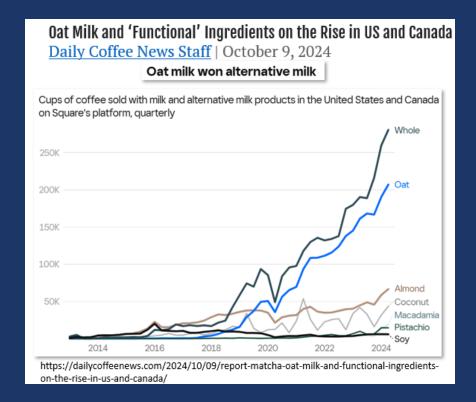
- ✓ OAKMEAL plant-based, protein and fiber-rich power breakfast.
- ✓ Whole grain rolled oats, whey protein, chia seeds and flax seeds that packs 26 grams of protein in each serving



Oats — Key Conclusions

Oats are trending, there is positive momentum in the market.

Consumers favor oats for their versatility in the morning eating occasion and baking.



Positive Reception: Fastest rising milk alternative source

Consumer acceptance for new botanical is impressive, quickly becoming consumers' preferred barista after dairy milk.



Chickpeas:

Protein-Rich Plant-Based Powerhouse An essential staple for plant-based nutrition and wellness

Posts: 48K posts without retweets

Time: 2 years

Region: US

Sources: Social media, Forums, Ecommerce

reviews





Chickpeas – Consumer Conversations

Chickpeas, Protein-Rich Staple especially in Plant-Based Meals



The pasta is made from chickpeas and has lots of protein.

Casual Dude @Sexagenarian59

2025/04/30 19:25

342 followers

@KitchenSanc2ary @Living_Lou Hummus w red peppers is one of the best. Hummus is very healthy. Hummus will make you smarter than a 5th grader! Has copious amounts of essential fatty acids, #Omega3Fats. And to boot, it has excellent grade protein. And throw in some fiber to finish it off, baby. #Chickpea.

Juan_Solos @itsJuanSolos

2025/04/18 02:11

90 followers

@coffincutter Finding ways to add protein and/or fiber will help keep you full longer. I basically just added chickpeas to everything I eat lol

Top 50 Mentions

chickpea good bean protein recipe eat try add time meal more delicious rice make new healthy oil ingredient chicken other flavor sauce onion high potato base free lentil vegan include garlic olive

Lain ● @iwa0930 358 followers 2025/05/14 08:39 PM

<u>@noteatrawskin</u> i mean you can still eat tofu, chickpeas **and more plant**

based protein sources 😊



Chickpeas — Perceived as Nutritious, Versatile, and Beneficial for Wellness

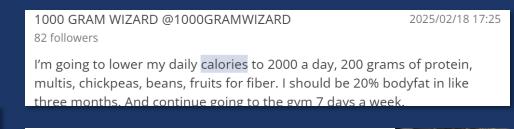
- Majority of consumers eat chickpea because of the protein
- There are some consumers who mention about the fiber benefit too
- Individuals managing diabetes or seeking to control blood sugar levels

I have been making salads with them chickpeas. They are high in fiber, I add a protein which slows the sugars from going into your blood. Today's salad was made with chickpeas, cucumbers, cheese cubes, diced carrots, red onion, lemon juice, olive oil, dill, salt and pepper.

Excellent way to get healthier and lose weight while tasting great! April 6, 2025Size: 8 Ounce (Pack of 1) Verified Purchase

Best non-wheat pasta I've ever made or tasted. Has been a godsend for helping me lose weight and get healthier. Replacing a starch with a vegetable that most people don't notice is any different from classic boxed pasta.

I can handle pasta made from lentils, beans and chickpeas. I am trying orzo made from chickpea flour. So far so good, and I find it's a great sub for rice. Even brown rice spikes me.



Tabitha Brown @lamTabithaBrown 304.9K followers

t 3 9 140 metrics

texture 🎙

2025/04/28 06:15 AN

Very good!! My first time having Chickpea sticks but they were delicious very similar to falafel but crispy and lighter in









Chickpea — Health Benefits Drive Consumer Choice

High Protein Content

Primary reason consumers choose chickpeas for plantbased meals

Blood Sugar Control

"Drastically improved my blood sugar" — consumer testimonial

Fiber Benefits

High fiber content aids digestion and promotes fullness

<u>scott aka sandra @sjk_sd</u> 274 followers <u>2025/05/13 03:26 PM</u>

@BratMindy I noticed your meal plan from a few days ago did not have much protein and you need protein to help grow and keep muscle mass. If you are vegan adding a portion of lentils, chickpeas, nuts or other high protein source should be to each meal.

My body loves them. For me they've **drastically improved my blood sugar** and it will actually come down after eating them. There might be carbs but you have all that fibre and protein. Calorie wise they're great because they're filling. Our bodies all work differently.

November 7, 2024I have gestational diabetes so I have to be very careful about the carbs I choose to put in my body. Decided to get this due to the **good fiber and protein content. Wow**. I didn't expect to like it this much...... (L)



Chickpea - Popular Recipes & Applications

Most Popular Uses

Majority mention chickpeas in salads for protein boost

Other recipes — Curries, sandwiches, stews & plant-based Recipes

Gluten Free Pasta

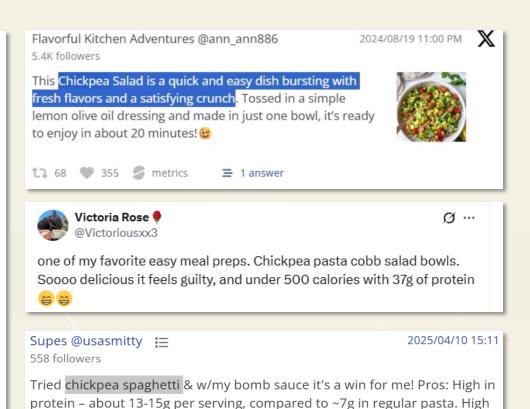
High protein, lower net carb swap

Excellent way to get healthier and lose weight while tasting great!

April 6, 2025<u>Size: 8</u> Ounce (Pack of

1) Verified Purchase

Best non-wheat pasta I've ever made or tasted. Has been a godsend for helping me lose weight and get healthier. Replacing a starch with a vegetable that most people don't notice is any different from classic boxed pasta.



in fiber – keeps you full longer and your gut happy. Lower glycemic index –

won't spike your blood sugar as much. Gluten-free



Chickpea in Recipes

2025/05/12 10:27 PM

Loving this new recipe I tried for dinner tonight! Spicy chickpea curry with fresh basil and coconut milk - delicious

2025/05/12 05:09 PM

<u>@rossiadam</u> You should try this new food I invented. I grind up steamed chickpeas, then I add in puréed sesame seeds, and olive oil. That's it! It goes great on flatbread, the flatter the better. 2025/05/14 10:14 PM
Chrissy Carroll, RD @ChrissyTheRD
4.5K followers
Need a healthy dinner for those days
you're short on time? This tuna, chickpea,
and pita salad only takes 10 minutes to
make and involves no
cooking! https://www.snackinginsneakers.
com/chickpea-tuna-salad/





Good dinner, good day. Hit all three macros with 47 calories to go. This is vegan bacon with broccoli, rice and chickpeas. Gotta gear up for the gym...

@_BLShelton @CPVAN333



Product Formats: Success & Challenges

Chickpea Pasta

Popular for gluten-free, highprotein diets

May 31, 2025 Size: 8 Ounce (Pack of 1)

Banza is a great pasta company!
The pasta is gluten-free. Adds protein
to every meal. The texture is wonderful
and it's nice to use on its own with sauce
or mix it in with a salad or anything else
you can think of.

Chickpea Flour

~800 social mentions

#1 Top Rated

Ecommerce reviews ~171, negative comments (~12)

Digestive Concerns

800+ posts mention gas, bloating, allergic reactions

2025/03/27 10:27

1.5K followers

@simp_gfkitchen Nice! I wonder if I can mix in some soy flour into this. My stomach doesn't love 100% chickpea flour based dishes.

Lain • @iwa0930_

2025/05/14 12:52

357 followers

@gr33kyogurt it was supposed to be a vegan omelette with chickpea flour base but it looked like a paste so i toasted it it wasnt too bad but i wont make it again \$\cdot\gamma\$

Ecommerce reviews for Banza chickpea pasta (~954) – minimal negative concerns around allergy/digestive discomfort (~5)



Chickpea — Consumer Concerns

Post: 800 plus stomach OR digest* OR gas OR fart* OR bloat*

The Something Awful Forums

2025/04/06 06:13

Degenerate food habits

Today I ate mung beans, soy beans, lentils and chickpeas Sometimes I eat so much fibre I get bloated

2025/03/28 15:04

2.7K followers

@PossoPlume Beans, ice cream, and chickpeas. They all make me fart really hard, and the smell stays for hours.

shmuck sauce @muvaa_nature

2025/05/13 19:01

464 followers

Anyone else (with a uterus) experience excessive bloating after eating a meal? I just ate chickpea and sweet potato and look 3 months pregnant 🙃



Chickpea Products — Pasta

Chickpea Pasta and Alternative Products:

In recent years, chickpea-based pasta has become a popular usage, especially for gluten-free or high-protein diets.

Consumers talk about using chickpea pasta in place of traditional pasta to boost protein. But there is SOME disappointment over texture post cooking.

Banza Cavatappi Pasta from Chickpeas - Gluten Free, High Protein, and Lower Carb Protein Cavatappi Chickpea Pasta - 8oz June 5, 2024<u>Size: 8 Ounce (Pack of 1)</u>

This tastes like pasta, but it's **terribly fragile and falls** apart during cooking, even when timing it to 7 minutes for al dente.

Disappointed as I need to find alternatives for my husband who has Type-II Diabetes. (L)

November 7, 2024I have gestational diabetes so I have to be very careful about the carbs I choose to put in my body. Decided to get this due to the **good fiber and protein content. Wow**. I didn't expect to like it this much...... (L)

April 6, 2025Size: 8 Ounce (Pack of 1)
Best non-wheat pasta I've ever made or tasted. Has been a godsend for **helping me lose weight and get healthier**. Replacing a starch with a vegetable that most people don't notice is any different from classic boxed pasta.

67 followers 2025/03/13 04:22 AM

Called myself trying something new and tried to cook these chickpea elbow pasta and this shit just **turned into mush**. Never again.

2025/03/28 08:06 PM

<u>@RedsCountry</u>] After I ran out of those zucchini strings, I ended up using the chickpea pasta I bought. It's strange. It's **not like regular pasta in texture when you eat it**. They kind of disintegrate into granules in your mouth. They are so small, but it's like having wet sand in your mouth.



Chickpea Products — Flour

In social media, Chickpea flour (~800 mentions) is another format – used in recipes– but this is less commonly discussed than whole chickpeas or pasta.

Ecommerce reviews for <u>Bob's Red Mill</u> and <u>Anthony's Organic</u> chickpea flour

- Mainly positive reviews
- There were no reviews related to allergy/digestive concern

#1 Top Rated

Ecommerce reviews ~171, negative comments (~12)



Ecommerce reviews ~200, negative comments (~35)



Jason the commenter @BXGD

809 followers

Faranita: basically a chickpea flour pancake fried in olive oil.

Tastes and smells a lot like chicken skin. Pretty easy to make but cutting it is awkward!

has anyone tried the tofu + chickpea flour combo for vegan egg. i love tofu scramble and chickpea flour is good at firming up can't imagine why this wouldn't work



Chickpea — Key Conclusions

Consumers see chickpea as a healthy botanical source for protein and fiber.

Characteristic flavor is rising in acceptance due to successful product launches in hummus, flours, pastas, and more.



April 6, 2025Size: 8 Ounce (Pack of 1)

Best non-wheat pasta I've ever made or tasted. Has been a godsend for **helping me lose weight and get healthier**. Replacing a starch with a vegetable that most people don't notice is any different from classic boxed pasta.

November 7, 2024I have gestational diabetes so I have to be very careful about the carbs I choose to put in my body. Decided to get this due to the **good fiber** and protein content. Wow. I didn't expect to like it this much...... (L)

Positive Reception: Better-for-you swap made easy

Chickpea has made a case for being the industry's go-to botanical for gluten-free and "better for you" wheat replacements with several pastas performing well in market



MBOLD Protein Catalyst

For more information about MBOLD's Protein Catalyst, please visit

mbold.org/protein

