

Direct Selling in Singapore

Market Direction | 2023-03-03 | 35 pages | Euromonitor

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Report description:

The pandemic resulted in a greater focus among local consumers on personal health and wellness, as they spent prolonged time at home due to safety concerns regarding exposure to the virus. Therefore, it was unsurprising that certain products offered by direct selling witnessed increased sales throughout the pandemic, with heightened health awareness continuing to drive demand through consumer health direct selling, with vitamins and dietary supplements with a focus on boosting immunity particula...

Euromonitor International's Direct Selling in Singapore report offers insight into key trends and developments driving the industry. The report examines all retail channels to provide sector insight. Channels include hypermarkets, supermarkets, discounters, convenience stores, mixed retailers, health and beauty retailers, clothing and footwear retailers, furniture and furnishing stores, DIY and hardware stores, durable goods retailers, leisure and personal goods retailers. There are profiles of leading retailers, with analysis of their performance and the challenges they face. There is also analysis of non-store retailing: vending; homeshopping; internet retailing; direct selling, as available.

Product coverage: Appliances and Electronics Direct Selling, Drinks and Tobacco Direct Selling, Fashion Direct Selling, Foods Direct Selling, Health and Beauty Direct Selling, Home Products Direct Selling, Other Products Direct Selling.

Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

Why buy this report?

- * Get a detailed picture of the Direct Selling market;
- * Pinpoint growth sectors and identify factors driving change;
- * Understand the competitive environment, the market's major players and leading brands;
- * Use five-year forecasts to assess how the market is predicted to develop.

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Focus on personal health and wellness drives demand for consumer health direct selling

Easing of restrictions and resumption of events and social activities make it easier to sell to new parties

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Some direct selling categories lose ground due to fierce competition from e-commerce and weak value proposition

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