

# **Consumer Health in Chile**

Market Direction | 2023-09-21 | 107 pages | Euromonitor

### AVAILABLE LICENSES:

- Single User Licence €2200.00
- Multiple User License (1 Site) €4400.00
- Multiple User License (Global) €6600.00

### **Report description:**

Consumer health in Chile experienced a notable slowdown in value growth in 2022 compared to the previous year's performance. In 2021, the pandemic-induced liquidity in the local market and the shift towards preventive habits among consumers drove increased demand for categories such as vitamins and dietary supplements. Additionally, the health ministry's recommendation to use analgesics for vaccination side effects and sedentary lifestyles during lockdowns boosted sales of these products. Unfort...

Euromonitor International's Consumer Health in Chile report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data 2018-2022, allowing you to identify the sectors driving growth. Forecasts to 2027 illustrate how the market is set to change.

Product coverage: Allergy Care, Herbal/Traditional Products, OTC, Paediatric Consumer Health, Sports Nutrition, Vitamins and Dietary Supplements, Weight Management and Wellbeing.

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

Why buy this report?

- \* Get a detailed picture of the Consumer Health 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.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.

## Table of Contents:

Consumer Health in Chile Euromonitor International September 2023

List Of Contents And Tables

CONSUMER HEALTH IN CHILE **EXECUTIVE SUMMARY** Consumer health in 2023: The big picture 2023 key trends Competitive landscape Retailing developments What next for consumer health? MARKET INDICATORS Table 1 Consumer Expenditure on Health Goods and Medical Services: Value 2018-2023 Table 2 Life Expectancy at Birth 2018-2023 MARKET DATA Table 3 Sales of Consumer Health by Category: Value 2018-2023 Table 4 Sales of Consumer Health by Category: % Value Growth 2018-2023 Table 5 NBO Company Shares of Consumer Health: % Value 2019-2023 Table 6 LBN Brand Shares of Consumer Health: % Value 2020-2023 Table 7 Penetration of Private Label in Consumer Health by Category: % Value 2018-2023 Table 8 Distribution of Consumer Health by Format: % Value 2018-2023 Table 9 Distribution of Consumer Health by Format and Category: % Value 2023 Table 10 [Forecast Sales of Consumer Health by Category: Value 2023-2028 Table 11 [Forecast Sales of Consumer Health by Category: % Value Growth 2023-2028 APPENDIX OTC registration and classification Vitamins and dietary supplements registration and classification Self-medication/self-care and preventive medicine Switches DISCLAIMER DEFINITIONS SOURCES Summary 1 Research Sources ANALGESICS IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Acetaminophen maintains dominance as the preferred analgesic in Chile Rising demand for analgesics amid heightened prevalence of respiratory viruses in Chile The decline of aspirin in Chile: A shift in consumer preferences and potential market extinction PROSPECTS AND OPPORTUNITIES The rising appeal of generic analgesics in Chile's inflationary environment Exploring the demand for holistic analgesics in Chile CBD as an alternative solution for pain management CATEGORY DATA

Table 12 Sales of Analgesics by Category: Value 2018-2023 Table 13 Sales of Analgesics by Category: % Value Growth 2018-2023 Table 14 NBO Company Shares of Analgesics: % Value 2019-2023 Table 15 LBN Brand Shares of Analgesics: % Value 2020-2023 Table 16 Forecast Sales of Analgesics by Category: Value 2023-2028 Table 17 Forecast Sales of Analgesics by Category: % Value Growth 2023-2028 COUGH, COLD AND ALLERGY (HAY FEVER) REMEDIES IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Surge in respiratory virus cases spurs demand for cough, cold, and allergy (hay fever) remedies Chile Respiratory outbreak and medication shortages hit Chile in 2023 Laboratorio Maver dominates combination products - cough, cold, and allergy (hay fever) remedies PROSPECTS AND OPPORTUNITIES The role of antihistamines in preventive care in Chile Embracing nature's pharmacy: The growing trend of herbal remedies for cold and allergy management Major pharmacies to further embrace aggressive discounts for cough and cold remedies CATEGORY DATA Table 18 Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: Value 2018-2023 Table 19 Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: % Value Growth 2018-2023 Table 20 NBO Company Shares of Cough, Cold and Allergy (Hay Fever) Remedies: % Value 2019-2023 Table 21 LBN Brand Shares of Cough, Cold and Allergy (Hay Fever) Remedies: % Value 2020-2023 Table 22 Forecast Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: Value 2023-2028 Table 23 Forecast Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: % Value Growth 2023-2028 DIGESTIVE REMEDIES IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Slowing growth for digestive remedies in Chile, no longer considered a priority for consumers in 2023 Chileans' focus on wellness and active lifestyles promotes healthier digestion From pandemic to holidays: Motion sickness remedies remain popular in Chile PROSPECTS AND OPPORTUNITIES The growing appeal of digestive enzymes in Chile The cultural connection: Antacid demand to remain stable Expansion of interest in probiotics may pose competition CATEGORY DATA Table 24 Sales of Digestive Remedies by Category: Value 2018-2023 Table 25 Sales of Digestive Remedies by Category: % Value Growth 2018-2023 Table 26 NBO Company Shares of Digestive Remedies: % Value 2019-2023 Table 27 LBN Brand Shares of Digestive Remedies: % Value 2020-2023 Table 28 Forecast Sales of Digestive Remedies by Category: Value 2023-2028 Table 29 Forecast Sales of Digestive Remedies by Category: % Value Growth 2023-2028 DERMATOLOGICALS IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Healthy value growth for dermatologicals in 2023 Self-care practices shape dermatologicals in Chile Voluntary product withdrawal: Laboratorio Chile's Launol disrupts antiparasitics/lice (head and body) treatments PROSPECTS AND OPPORTUNITIES

Hair loss treatments to regain volume growth momentum Convenience and savings: Growing importance of e-commerce for dermatologicals Sports and skin wellness meet demand with specialised antifungals CATEGORY DATA Table 30 Sales of Dermatologicals by Category: Value 2018-2023 Table 31 Sales of Dermatologicals by Category: % Value Growth 2018-2023 Table 32 NBO Company Shares of Dermatologicals: % Value 2019-2023 Table 33 LBN Brand Shares of Dermatologicals: % Value 2020-2023 Table 34 LBN Brand Shares of Hair Loss Treatments: % Value 2020-2023 Table 35 Forecast Sales of Dermatologicals by Category: Value 2023-2028 Table 36 Forecast Sales of Dermatologicals by Category: % Value Growth 2023-2028 NRT SMOKING CESSATION AIDS IN CHILE 2023 DEVELOPMENTS SLEEP AIDS IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS The healthy growth of sleep aids as stress and anxiety remain strong drivers Mental health and sleep: Anxiety, stress, and depression cases on the rise Laboratorio Esp Med Knop maintains dominance of sleep aids with Melipass PROSPECTS AND OPPORTUNITIES Illegal medication sales could represent a threat to growth of sleep aids Pharmacy giants embrace digital: Exploring the omnichannel approach to sleep aid sales in Chile The future of sleep health: Specialisation and herbal supplements CATEGORY DATA Table 37 Sales of Sleep Aids: Value 2018-2023 Table 38 Sales of Sleep Aids: % Value Growth 2018-2023 Table 39 NBO Company Shares of Sleep Aids: % Value 2019-2023 Table 40 LBN Brand Shares of Sleep Aids: % Value 2020-2023 Table 41 Forecast Sales of Sleep Aids: Value 2023-2028 Table 42 Forecast Sales of Sleep Aids: % Value Growth 2023-2028 EYE CARE IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Return to in-person work slows volume sales of eye care in Chile Preventive allergy treatment boosts sales of allergy eye care Systane is trusted brand of eye care for Chilean consumers PROSPECTS AND OPPORTUNITIES Climate change to intensify allergy season Eye care in the face of inflation Herbal approaches to eye care continue to gain popularity CATEGORY DATA Table 43 Sales of Eye Care by Category: Value 2018-2023 Table 44 Sales of Eye Care by Category: % Value Growth 2018-2023 Table 45 NBO Company Shares of Eye Care: % Value 2019-2023 Table 46 LBN Brand Shares of Eye Care: % Value 2020-2023 Table 47 Forecast Sales of Eye Care by Category: Value 2023-2028 Table 48 Forecast Sales of Eye Care by Category: % Value Growth 2023-2028

WOUND CARE IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Stable yet evolving demand for wound care in Chile Demand for wound care supported by rising diabetes cases in Chile Nexcare retains dominance due to trust in its effectiveness among consumers PROSPECTS AND OPPORTUNITIES Aggressive pricing and promotions to boost volume sales of wound care Personalisation and engagement: Leveraging online platforms in wound care marketing Accelerating wound healing: A look at advanced products and therapies CATEGORY DATA Table 49 Sales of Wound Care by Category: Value 2018-2023 Table 50 Sales of Wound Care by Category: % Value Growth 2018-2023 Table 51 NBO Company Shares of Wound Care: % Value 2019-2023 Table 52 LBN Brand Shares of Wound Care: % Value 2020-2023 Table 53 Forecast Sales of Wound Care by Category: Value 2023-2028 Table 54 Forecast Sales of Wound Care by Category: % Value Growth 2023-2028 VITAMINS IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Revitalising vitamins in Chile: A resurgence in demand The growing popularity of targeted vitamin supplementation in Chile Vitamins remains fairly consolidated competitive landscape, led by consumer health powerhouses PROSPECTS AND OPPORTUNITIES From stress relief to mental wellness: The allure of vitamin B in Chile Educated consumers to continue driving demand for vitamins The importance of vitamins for a thriving plant-based lifestyle in Chile CATEGORY DATA Table 55 Sales of Vitamins by Category: Value 2018-2023 Table 56 Sales of Vitamins by Category: % Value Growth 2018-2023 Table 57 Sales of Multivitamins by Positioning: % Value 2018-2023 Table 58 NBO Company Shares of Vitamins: % Value 2019-2023 Table 59 LBN Brand Shares of Vitamins: % Value 2020-2023 Table 60 Forecast Sales of Vitamins by Category: Value 2023-2028 Table 61 Forecast Sales of Vitamins by Category: % Value Growth 2023-2028 DIETARY SUPPLEMENTS IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS The rise of informed choices: Growing interest in specific dietary supplements Magnesium gains popularity due to influence of TikTok in Chile Share gain for MedCell and Laboratorios Andr?maco amid Herbalife's restructuring year PROSPECTS AND OPPORTUNITIES Unleashing the power of probiotic supplements for optimal wellbeing The ongoing popularity of collagen driven by ?beauty from within? trend Reshaping the distribution landscape of dietary supplements CATEGORY DATA Table 62 Sales of Dietary Supplements by Category: Value 2018-2023

Table 63 Sales of Dietary Supplements by Category: % Value Growth 2018-2023 Table 64 Sales of Dietary Supplements by Positioning: % Value 2018-2023 Table 65 NBO Company Shares of Dietary Supplements: % Value 2019-2023 Table 66 LBN Brand Shares of Dietary Supplements: % Value 2020-2023 Table 67 Forecast Sales of Dietary Supplements by Category: Value 2023-2028 Table 68 Forecast Sales of Dietary Supplements by Category: % Value Growth 2023-2028 WEIGHT MANAGEMENT AND WELLBEING IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Stagnation for weight management and wellbeing in 2023 Ozempic misuse cannibalises sales of weight loss supplements Abbott Laboratories retains weight management leadership in 2023 PROSPECTS AND OPPORTUNITIES The surging popularity of fat burners in Chile The shift in weight management towards comprehensive health and ingredient quality Digital engagement in weight management is key to brand positioning in Chile CATEGORY DATA Table 69 Sales of Weight Management and Wellbeing by Category: Value 2018-2023 Table 70 Sales of Weight Management and Wellbeing by Category: % Value Growth 2018-2023 Table 71 NBO Company Shares of Weight Management and Wellbeing: % Value 2019-2023 Table 72 LBN Brand Shares of Weight Management and Wellbeing: % Value 2020-2023 Table 73 Forecast Sales of Weight Management and Wellbeing by Category: Value 2023-2028 Table 74 Forecast Sales of Weight Management and Wellbeing by Category: % Value Growth 2023-2028 SPORTS NUTRITION IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS The rise of health-conscious consumers benefits sports nutrition in Chile From gym enthusiasts to busy professionals: How sports protein products address modern nutritional needs E-commerce gains relevance as distribution channel for sports nutrition PROSPECTS AND OPPORTUNITIES Ingredients, dosage, and expertise are key factors driving local sports nutrition Building brand loyalty in Chile's digital sports nutrition space Plant-powered fitness: The surge of non-animal proteins in Chile CATEGORY DATA Table 75 Sales of Sports Nutrition by Category: Value 2018-2023 Table 76 Sales of Sports Nutrition by Category: % Value Growth 2018-2023 Table 77 NBO Company Shares of Sports Nutrition: % Value 2019-2023 Table 78 LBN Brand Shares of Sports Nutrition: % Value 2020-2023 Table 79 Forecast Sales of Sports Nutrition by Category: Value 2023-2028 Table 80 Forecast Sales of Sports Nutrition by Category: % Value Growth 2023-2028 HERBAL/TRADITIONAL PRODUCTS IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Embracing nature's remedies: The surging demand for herbal/traditional cough, cold and allergy (hay fever) remedies in Chile Chileans prioritise preventive health during uncertain times Diverse product offerings in local herbal/traditional space PROSPECTS AND OPPORTUNITIES

Chile's growing appetite for natural ingredients and herbal remedies Leveraging an online presence for stronger brand positioning The effect of self-medication and preventive medicine in the herbal/traditional space CATEGORY DATA Table 81 Sales of Herbal/Traditional Products by Category: Value 2018-2023 Table 82 Sales of Herbal/Traditional Products by Category: % Value Growth 2018-2023 Table 83 NBO Company Shares of Herbal/Traditional Products: % Value 2019-2023 Table 84 LBN Brand Shares of Herbal/Traditional Products: % Value 2020-2023 Table 85 Forecast Sales of Herbal/Traditional Products by Category: Value 2023-2028 Table 86 Forecast Sales of Herbal/Traditional Products by Category: % Value Growth 2023-2028 PAEDIATRIC CONSUMER HEALTH IN CHILE **KEY DATA FINDINGS** 2023 DEVELOPMENTS Respiratory syncytial virus outbreak impacts availability of paediatric consumer health products Improving demand for paediatric vitamins and dietary supplements as empowered parents look to bolster children's immune systems Bayer maintains leadership of paediatric consumer health in Chile despite share loss PROSPECTS AND OPPORTUNITIES Stockpiling to continue impacting availability of paediatric consumer health Focus on research and development to maintain a relevant factor driving sales Demographic shifts and paediatric health in Chile CATEGORY DATA Table 87 Sales of Paediatric Consumer Health by Category: Value 2018-2023 Table 88 Sales of Paediatric Consumer Health by Category: % Value Growth 2018-2023 Table 89 NBO Company Shares of Paediatric Consumer Health: % Value 2019-2023 Table 90 LBN Brand Shares of Paediatric Consumer Health: % Value 2020-2023 Table 91 Forecast Sales of Paediatric Consumer Health by Category: Value 2023-2028

Table 92 Forecast Sales of Paediatric Consumer Health by Category: % Value Growth 2023-2028



# **Consumer Health in Chile**

Market Direction | 2023-09-21 | 107 pages | Euromonitor

To place an Order with Scotts International:

- Print this form
- Complete the relevant blank fields and sign
- Send as a scanned email to support@scotts-international.com

### **ORDER FORM:**

Select license	License		Price
	Single User Licence		€2200.00
	Multiple User License (1 Site)		€4400.00
	Multiple User License (Global)		€6600.00
		VAT	
		Total	

\*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346. []\*\* VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Email*	Phone*	
First Name*	Last Name*	
Job title*		
Company Name*	EU Vat / Tax ID / NIP number*	
Address*	City*	
Zip Code*	Country*	
	Date	2025-06-24
	Signature	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com