

Health and Beauty Specialists in Nigeria

Market Direction | 2024-02-28 | 37 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €825.00
- Multiple User License (1 Site) €1650.00
- Multiple User License (Global) €2475.00

Report description:

In 2023, health and beauty specialists in Nigeria experienced robust growth, buoyed by high inflation that supported sales of essential items. Consumers prioritising their well-being contributed to the positive growth of this channel. Pharmacies capitalised on this trend by diversifying their offerings to include groceries and other essentials. For example, H-Medix pharmacies and stores dominate the pharmacy landscape in the federal capital territory and compete fiercely with major supermarkets...

Euromonitor International's Health and Beauty Specialists in Nigeria 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: Beauty Specialists, Health and Personal Care Stores, Optical Goods Stores, Pharmacies.

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

Why buy this report?

- * Get a detailed picture of the Health and Beauty Specialists 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:

Health and Beauty Specialists in Nigeria Euromonitor International February 2024

List Of Contents And Tables

HEALTH AND BEAUTY SPECIALISTS IN NIGERIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Health and beauty pharmacies thrive amid high inflation, expanding offerings to include groceries for increased sales Inflation impact: Beauty specialists grapple with consumer shift to essentials and rise of individual online cosmetic sales Pharmacy boom amidst inflation: H-Medix expands with six new outlets in Nigeria to meet soaring health and wellness demands PROSPECTS AND OPPORTUNITIES

Economic rebound fuels growth for health and beauty specialists

Rising e-commerce impact: Beauty specialist sales decline, while health specialists thrive offline

Economic hardship fuels health and wellness boom, driving sales for specialised retailers

CHANNEL DATA

Table 1 Health and Beauty Specialists: Value Sales, Outlets and Selling Space 2018-2023

Table 2 Health and Beauty Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 3 Sales in Health and Beauty Specialists by Channel: Value 2018-2023

Table 4 Sales in Health and Beauty Specialists by Channel: % Value Growth 2018-2023

Table 5 Health and Beauty Specialists GBO Company Shares: % Value 2019-2023

Table 6 Health and Beauty Specialists GBN Brand Shares: % Value 2020-2023

Table 7 Health and Beauty Specialists LBN Brand Shares: Outlets 2020-2023

Table 8 Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 9 Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

Table 10 [Forecast Sales in Health and Beauty Specialists by Channel: Value 2023-2028

Table 11 ∏Forecast Sales in Health and Beauty Specialists by Channel: % Value Growth 2023-2028

RETAIL IN NIGERIA

EXECUTIVE SUMMARY

Retail in 2023: The big picture

Retailers adapt to local sourcing and Buy Now Pay Later

Adapting to affordability challenges post-fuel subsidy removal

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2023

Seasonality

Christmas

Back to School

MARKET DATA

Table 12 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2018-2023

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 13 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2018-2023

Table 14 Sales in Retail Offline by Channel: Value 2018-2023

Table 15 Sales in Retail Offline by Channel: % Value Growth 2018-2023

Table 16 Retail Offline Outlets by Channel: Units 2018-2023

Table 17 Retail Offline Outlets by Channel: % Unit Growth 2018-2023

Table 18 Sales in Retail E-Commerce by Product: Value 2018-2023

Table 19 Sales in Retail E-Commerce by Product: % Value Growth 2018-2023

Table 20 Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023

Table 21 [Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 22 [Sales in Grocery Retailers by Channel: Value 2018-2023

Table 24

□Grocery Retailers Outlets by Channel: Units 2018-2023

Table 25 ☐ Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023

Table 26 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023

Table 27 ∏Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023

Table 28 Sales in Non-Grocery Retailers by Channel: Value 2018-2023

Table 29 | Sales in Non-Grocery Retailers by Channel: % Value Growth 2018-2023

Table 30

☐Non-Grocery Retailers Outlets by Channel: Units 2018-2023

Table 31 Non-Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023

Table 32

☐Retail GBO Company Shares: % Value 2019-2023

Table 33 [Retail GBN Brand Shares: % Value 2020-2023

Table 34 [Retail Offline GBO Company Shares: % Value 2019-2023

Table 36

☐Retail Offline LBN Brand Shares: Outlets 2020-2023

Table 37 [Retail E-Commerce GBO Company Shares: % Value 2019-2023

Table 38 ☐Retail E-Commerce GBN Brand Shares: % Value 2020-2023

Table 39 ☐ Grocery Retailers GBO Company Shares: % Value 2019-2023

Table 40 ☐ Grocery Retailers GBN Brand Shares: % Value 2020-2023

Table 41 [Grocery Retailers LBN Brand Shares: Outlets 2020-2023

Table 42

☐Non-Grocery Retailers GBO Company Shares: % Value 2019-2023

Table 43 [Non-Grocery Retailers GBN Brand Shares: % Value 2020-2023

Table 44

| Non-Grocery Retailers LBN Brand Shares: Outlets 2020-2023

Table 45 [Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2023-2028

Table 46 [Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2023-2028

Table 47 [Forecast Sales in Retail Offline by Channel: Value 2023-2028

Table 48 ☐Forecast Sales in Retail Offline by Channel: % Value Growth 2023-2028

Table 49 ☐Forecast Retail Offline Outlets by Channel: Units 2023-2028

Table 50 | Forecast Retail Offline Outlets by Channel: % Unit Growth 2023-2028

Table 51 [Forecast Sales in Retail E-Commerce by Product: Value 2023-2028

Table 52 [Forecast Sales in Retail E-Commerce by Product: % Value Growth 2023-2028

Table 53 [Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Table 54 [Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

Table 55 [Forecast Sales in Grocery Retailers by Channel: Value 2023-2028

Table 56 | Forecast Sales in Grocery Retailers by Channel: % Value Growth 2023-2028

Table 57 ☐ Forecast Grocery Retailers Outlets by Channel: Units 2023-2028

Table 58 ☐Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

Table 59 [Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028

Scotts International, EU Vat number: PL 6772247784

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

Table 60 ☐Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

Table 61 [Forecast Sales in Non-Grocery Retailers by Channel: Value 2023-2028

Table 62 [Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2023-2028

Table 63 [Forecast Non-Grocery Retailers Outlets by Channel: Units 2023-2028

Table 64 [Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

DISCLAIMER

SOURCES

Summary 2 Research Sources

Scotts International. EU Vat number: PL 6772247784

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



☐ - Print this form

To place an Order with Scotts International:

 $\hfill \Box$ - Complete the relevant blank fields and sign

Health and Beauty Specialists in Nigeria

Market Direction | 2024-02-28 | 37 pages | Euromonitor

Multiple User License (1 Site) Multiple User License (Global) VAT Total *Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 34 □** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid Email* Phone* Last Name*		Single User Licence			Price
Multiple User License (Global) VAT Total *Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 34 □** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid Email* Phone* Last Name*					€825.00
Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 34 **VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid **Email* Phone* Last Name*		Multiple User License (1 Site)			€1650.00
Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 341** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid Email* Phone* Last Name*		Multiple User License (Global)			€2475.00
Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 34 ** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid **Email* Phone* Last Name*				VAT	Γ
** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid Email* Phone* Last Name*				Tota	ıl
irst Name* Last Name*	mail*		☐ Phone*		
			」 □		
ob title*	irst Name*		Last Name*		
	ob title*				
Company Name* EU Vat / Tax ID / NIP number*	Company Name*		EU Vat / Tax ID /	NIP number*	
Address* City*			City*		
Zip Code* Country*	\ddress*		-		
Date 2025_05_00			 Country*		
2023-03			Country*	2025-05-09	

Scotts International. EU Vat number: PL 6772247784

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