

# **Direct Selling in Peru**

Market Direction | 2024-03-04 | 34 pages | Euromonitor

### **AVAILABLE LICENSES:**

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

## Report description:

With consumers looking for greater convenience and ways to save money, direct selling in Peru has gained popularity in 2023. Affordable prices, regular promotional cycles and payment options at no extra cost are the main advantages of direct selling, which are helping consumers navigate the economic crisis. Direct sellers are reaping the benefits, with many of the most important companies being local with their own manufacturing bases. Peruvians also enjoy the advice of consultants, with contact...

Euromonitor International's Direct Selling in Peru 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.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and

Scotts International, EU Vat number: PL 6772247784

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:**

Direct Selling in Peru Euromonitor International March 2024

List Of Contents And Tables

DIRECT SELLING IN PERU KEY DATA FINDINGS

2023 DEVELOPMENTS

Direct selling growth outpaces overall retail performance

Direct selling sales are led by beauty and personal care

Azzorti offers retail brands the possibility to access direct selling distribution

PROSPECTS AND OPPORTUNITIES

Direct selling expected to continue growing over forecast period

Local players to continue leading direct selling category

Online sales will boost direct selling, becoming a complementary channel

**CHANNEL DATA** 

Table 1 Direct Selling by Product: Value 2018-2023

Table 2 Direct Selling by Product: % Value Growth 2018-2023

Table 3 Direct Selling GBO Company Shares: % Value 2019-2023

Table 4 Direct Selling GBN Brand Shares: % Value 2020-2023

Table 5 Direct Selling Forecasts by Product: Value 2023-2028

Table 6 Direct Selling Forecasts by Product: % Value Growth 2023-2028

**RETAIL IN PERU** 

**EXECUTIVE SUMMARY** 

Retail in 2023: The big picture

Retailers focus on enhancing the purchasing experience to drive sales

E-commerce offers setbacks and successes for key players

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2023

Seasonality

Christmas

Mother?s Day

Father?s Day

Children?s Day

National Holidays of Peru

Back to school

Valentine's Day

Scotts International, EU Vat number: PL 6772247784

#### MARKET DATA

- Table 7 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2018-2023
- Table 8 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2018-2023
- Table 9 Sales in Retail Offline by Channel: Value 2018-2023
- Table 10 Sales in Retail Offline by Channel: % Value Growth 2018-2023
- Table 11 Retail Offline Outlets by Channel: Units 2018-2023
- Table 12 Retail Offline Outlets by Channel: % Unit Growth 2018-2023
- Table 13 Sales in Retail E-Commerce by Product: Value 2018-2023
- Table 14 Sales in Retail E-Commerce by Product: % Value Growth 2018-2023
- Table 15 Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023
- Table 16 ∏Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023
- Table 18 ☐ Sales in Grocery Retailers by Channel: % Value Growth 2018-2023
- Table 19 ☐ Grocery Retailers Outlets by Channel: Units 2018-2023
- Table 20 ☐ Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023
- Table 21 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023
- Table 22 ∏Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023
- Table 23 [Sales in Non-Grocery Retailers by Channel: Value 2018-2023
- Table 24 [Sales in Non-Grocery Retailers by Channel: % Value Growth 2018-2023
- Table 25 

  ☐Non-Grocery Retailers Outlets by Channel: Units 2018-2023
- Table 26 Non-Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023
- Table 27 [Retail GBO Company Shares: % Value 2019-2023
- Table 28 

  | Retail GBN Brand Shares: % Value 2020-2023
- Table 29 | Retail Offline GBO Company Shares: % Value 2019-2023
- Table 30 ☐Retail Offline GBN Brand Shares: % Value 2020-2023
- Table 31 
  ☐Retail Offline LBN Brand Shares: Outlets 2020-2023
- Table 32 

  ☐Retail E-Commerce GBO Company Shares: % Value 2019-2023
- Table 33 

  ☐Retail E-Commerce GBN Brand Shares: % Value 2020-2023
- Table 34 [Grocery Retailers GBO Company Shares: % Value 2019-2023
- Table 35 ☐ Grocery Retailers GBN Brand Shares: % Value 2020-2023
- Table 36 Grocery Retailers LBN Brand Shares: Outlets 2020-2023
- Table 37 

  ☐Non-Grocery Retailers GBO Company Shares: % Value 2019-2023
- Table 38 ⊓Non-Grocery Retailers GBN Brand Shares: % Value 2020-2023
- Table 39 Non-Grocery Retailers LBN Brand Shares: Outlets 2020-2023
- Table 40 ∏Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2023-2028
- Table 41 | Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2023-2028
- Table 42 [Forecast Sales in Retail Offline by Channel: Value 2023-2028
- Table 43 | Forecast Sales in Retail Offline by Channel: % Value Growth 2023-2028
- Table 44 ☐Forecast Retail Offline Outlets by Channel: Units 2023-2028
- Table 45 
  ☐Forecast Retail Offline Outlets by Channel: % Unit Growth 2023-2028
- Table 46 ☐Forecast Sales in Retail E-Commerce by Product: Value 2023-2028
- Table 47 [Forecast Sales in Retail E-Commerce by Product: % Value Growth 2023-2028
- Table 49 ☐ Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028
- Table 50 ☐Forecast Sales in Grocery Retailers by Channel: Value 2023-2028
- Table 51 [Forecast Sales in Grocery Retailers by Channel: % Value Growth 2023-2028
- Table 52 [Forecast Grocery Retailers Outlets by Channel: Units 2023-2028

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

Table 53 [Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

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

Table 55 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028

Table 56 ☐Forecast Sales in Non-Grocery Retailers by Channel: Value 2023-2028

Table 57 [Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2023-2028

Table 58 [Forecast Non-Grocery Retailers Outlets by Channel: Units 2023-2028

Table 59 [Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

DISCLAIMER

SOURCES

Summary 2 Research Sources

Scotts International. EU Vat number: PL 6772247784



☐ - Print this form

To place an Order with Scotts International:

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

# **Direct Selling in Peru**

Market Direction | 2024-03-04 | 34 pages | Euromonitor

Single User Licence Multiple User License (1 Site) Multiple User License (Global)			€825.00
<u>'</u>			
Multiple User License (Global)			€1650.00
	l '		
		VAT	
		Total	
	Phone*		
	 Last Name*		$\exists$
	_		
		(AUD. 1 st.	
		NIP number*	
	City*		
	Country*		
	Date	2025-05-10	
		23% for Polish based companies, individuals and EU based of Phone*  Last Name*	t license option. For any questions please contact support@scotts-international.com or 0048 603 39 23% for Polish based companies, individuals and EU based companies who are unable to provide a secondary phone*  Last Name*  EU Vat / Tax ID / NIP number*

Scotts International. EU Vat number: PL 6772247784