

## **Direct Selling in Hong Kong, China**

Market Direction | 2024-03-13 | 35 pages | Euromonitor

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### **Report description:**

Direct selling returned to growth in current value terms in Hong Kong in 2023. However, during the pandemic the channel saw little disruption compared with many others in retail, holding up relatively well, with only minor declines. Social media messaging applications, as well as social media platforms such as WeChat, WhatsApp, Facebook, and Instagram allowed direct sellers to stay connected with their target customers during this time. In addition, for many Hong Kong consumers, domestic consump...

Euromonitor International's Direct Selling in Hong Kong, China 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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