

## Direct Selling in India

Market Direction | 2024-03-20 | 32 pages | Euromonitor

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### Report description:

Direct selling saw solid current value growth in India in 2023, although the rate of increase slowed compared with the previous year, returning to growth similar rates to those seen pre-pandemic. Nevertheless, this was impressive, considering the small impact of the pandemic on sales in this channel, as current value growth was seen throughout this period. The product portfolios of leading direct selling companies such as Herbalife and Modicare include health and wellbeing goods, which helped th...

Euromonitor International's Direct Selling in India 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 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.

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Herbalife further strengthens its brand share in direct selling by entering a new health segment and raising its profile

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## SOURCES

### Summary 2 Research Sources

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