

# **Beauty and Personal Care in Georgia**

Market Direction | 2024-04-29 | 96 pages | Euromonitor

## **AVAILABLE LICENSES:**

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

## **Report description:**

It was a positive trading year for beauty and personal care in Georgia in 2023. Inflation decreased significantly and resulted in both healthy constant value and moderate volume growth. Population growth also supported the increased volume sales, partly due to the increased number of immigrants from Russia, as a result of the war in Ukraine. An increased number of foreign visitors also contributed to growth. That being said, there were still some disruptions to supply for certain brands, due to...

Euromonitor International's Beauty and Personal Care in Georgia report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data 2019-2023, allowing you to identify the sectors driving growth. Forecasts to 2028 illustrate how the market is set to change.

Product coverage: Baby and Child-specific Products, Bath and Shower, Colour Cosmetics, Deodorants, Depilatories, Dermocosmetics Beauty and Personal Care, Fragrances, Hair Care, Mass Beauty and Personal Care, Men's Grooming, Oral Care, Oral Care Excl Power Toothbrushes, Premium Beauty and Personal Care, Prestige Beauty and Personal Care, Skin Care, Sun Care.

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

#### Why buy this report?

- \* Get a detailed picture of the Beauty and Personal Care 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:

Beauty and Personal Care in Georgia Euromonitor International April 2024

List Of Contents And Tables

BEAUTY AND PERSONAL CARE IN GEORGIA **EXECUTIVE SUMMARY** Beauty and personal care in 2023: The big picture 2023 key trends Competitive landscape Retailing developments What next for beauty and personal care? MARKET DATA Table 1 Sales of Beauty and Personal Care by Category: Value 2018-2023 Table 2 Sales of Beauty and Personal Care by Category: % Value Growth 2018-2023 Table 3 GBO Company Shares of Beauty and Personal Care: % Value 2019-2023 Table 4 NBO Company Shares of Beauty and Personal Care: % Value 2019-2023 Table 5 LBN Brand Shares of Beauty and Personal Care: % Value 2020-2023 Table 6 Penetration of Private Label in Beauty and Personal Care by Category: % Value 2018-2023 Table 7 Distribution of Beauty and Personal Care by Format: % Value 2018-2023 Table 8 Distribution of Beauty and Personal Care by Format and Category: % Value 2023 Table 9 Forecast Sales of Beauty and Personal Care by Category: Value 2023-2028 Table 10 [Forecast Sales of Beauty and Personal Care by Category: % Value Growth 2023-2028 DISCLAIMER SOURCES Summary 1 Research Sources MASS BEAUTY AND PERSONAL CARE IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Mass beauty and personal care remains nimble Beauty specialists drive value sales Consumers remain highly price sensitive PROSPECTS AND OPPORTUNITIES Price discounting and promotions key growth drivers A more natural approach over the forecast period Multinationals continue to dominate CATEGORY DATA Table 11 Sales of Mass Beauty and Personal Care by Category: Value 2018-2023 Table 12 Sales of Mass Beauty and Personal Care by Category: % Value Growth 2018-2023 Table 13 NBO Company Shares of Mass Beauty and Personal Care: % Value 2019-2023 Table 14 LBN Brand Shares of Mass Beauty and Personal Care: % Value 2020-2023 Table 15 Forecast Sales of Mass Beauty and Personal Care by Category: Value 2023-2028 Table 16 Forecast Sales of Mass Beauty and Personal Care by Category: % Value Growth 2023-2028 PREMIUM BEAUTY AND PERSONAL CARE IN GEORGIA **KEY DATA FINDINGS** 

Premium outperforms mass in terms of value growth Parents prioritise quality Limited discounting in premium beauty and personal care PROSPECTS AND OPPORTUNITIES Fragrances continue to drive growth Growing competition from higher quality mass brands Significant growth in dermocosmetics CATEGORY DATA Table 17 Sales of Premium Beauty and Personal Care by Category: Value 2018-2023 Table 18 Sales of Premium Beauty and Personal Care by Category: % Value Growth 2018-2023 Table 19 NBO Company Shares of Premium Beauty and Personal Care: % Value 2019-2023 Table 20 LBN Brand Shares of Premium Beauty and Personal Care: % Value 2020-2023 Table 21 Forecast Sales of Premium Beauty and Personal Care by Category: Value 2023-2028 Table 22 Forecast Sales of Premium Beauty and Personal Care by Category: % Value Growth 2023-2028 BABY AND CHILD-SPECIFIC PRODUCTS IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Healthy volume growth in 2023 Parents prioritise quality Multinationals continue to dominate PROSPECTS AND OPPORTUNITIES Lower birth rate dampens volume sales Products for sensitive skin an increasing focus Focus on more natural ingredients CATEGORY DATA Table 23 Sales of Baby and Child-specific Products by Category: Value 2018-2023 Table 24 Sales of Baby and Child-specific Products by Category: % Value Growth 2018-2023 Table 25 Sales of Baby and Child-specific Products by Premium vs Mass: % Value 2018-2023 Table 26 NBO Company Shares of Baby and Child-specific Products: % Value 2019-2023 Table 27 LBN Brand Shares of Baby and Child-specific Products: % Value 2020-2023 Table 28 LBN Brand Shares of Baby and Child-specific Sun Care: % Value 2020-2023 Table 29 LBN Brand Shares of Premium Baby and Child-specific Products: % Value 2020-2023 Table 30 Forecast Sales of Baby and Child-specific Products by Category: Value 2023-2028 Table 31 Forecast Sales of Baby and Child-specific Products by Category: % Value Growth 2023-2028 Table 32 [Forecast Sales of Baby and Child-specific Products by Premium vs Mass: % Value 2023-2028 BATH AND SHOWER IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Body wash/shower gel strongest performer Colgate-Palmolive retains its leadership of bath and shower Focus on natural PROSPECTS AND OPPORTUNITIES Bady wash/shower gel continues to drive growth Higher volume growth for liquid soap over bar soap Consumers look for clean labels with less additives CATEGORY DATA

Scotts International. EU Vat number: PL 6772247784 tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com

2023 DEVELOPMENTS

Table 33 Sales of Bath and Shower by Category: Value 2018-2023 Table 34 Sales of Bath and Shower by Category: % Value Growth 2018-2023 Table 35 Sales of Bath and Shower by Premium vs Mass: % Value 2018-2023 Table 36 NBO Company Shares of Bath and Shower: % Value 2019-2023 Table 37 LBN Brand Shares of Bath and Shower: % Value 2020-2023 Table 38 LBN Brand Shares of Premium Bath and Shower: % Value 2020-2023 Table 39 Forecast Sales of Bath and Shower by Category: Value 2023-2028 Table 40 Forecast Sales of Bath and Shower by Category: % Value Growth 2023-2028 Table 41 Forecast Sales of Bath and Shower by Premium vs Mass: % Value 2023-2028 COLOUR COSMETICS IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Lip products strongest performer in 2023 L'Oreal retains its lead, offering an extensive product portfolio Social media playing increasing role in driving trends PROSPECTS AND OPPORTUNITIES Discounts drive volume sales Focus on cleaner cosmetics with a natural look Digital channels play increasing role CATEGORY DATA Table 42 Sales of Colour Cosmetics by Category: Value 2018-2023 Table 43 Sales of Colour Cosmetics by Category: % Value Growth 2018-2023 Table 44 Sales of Colour Cosmetics by Premium vs Mass: % Value 2018-2023 Table 45 NBO Company Shares of Colour Cosmetics: % Value 2019-2023 Table 46 LBN Brand Shares of Colour Cosmetics: % Value 2020-2023 Table 47 LBN Brand Shares of Premium Colour Cosmetics: % Value 2020-2023 Table 48 Forecast Sales of Colour Cosmetics by Category: Value 2023-2028 Table 49 Forecast Sales of Colour Cosmetics by Category: % Value Growth 2023-2028 Table 50 Forecast Sales of Colour Cosmetics by Premium vs Mass: % Value 2023-2028 **DEODORANTS IN GEORGIA KEY DATA FINDINGS** 2023 DEVELOPMENTS Fall in volume sales in 2023 Unilever retains its leadership of deodorants with a wide product portfolio of mass brands Pharmacy chains offer generous discounts PROSPECTS AND OPPORTUNITIES Moderate constant value growth over forecast period Potential for growth of deodorants with a more natural positioning Sprays continue to be most popular format CATEGORY DATA Table 51 Sales of Deodorants by Category: Value 2018-2023 Table 52 Sales of Deodorants by Category: % Value Growth 2018-2023 Table 53 Sales of Deodorants by Premium vs Mass: % Value 2018-2023 Table 54 NBO Company Shares of Deodorants: % Value 2019-2023 Table 55 LBN Brand Shares of Deodorants: % Value 2020-2023 Table 56 LBN Brand Shares of Premium Deodorants: % Value 2020-2023 Table 57 Forecast Sales of Deodorants by Category: Value 2023-2028

Table 58 Forecast Sales of Deodorants by Category: % Value Growth 2023-2028 Table 59 Forecast Sales of Deodorants by Premium Vs Mass: % Value 2023-2028 DEPILATORIES IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Modest volume growth in 2023 International players retain the lead, bolstered by positive reputations Offerings through beauty salons dampening retail sales PROSPECTS AND OPPORTUNITIES Muted outlook over forecast period Focus on natural ingredients in hair removers/bleaches Women's razors and blades in need of innovation CATEGORY DATA Table 60 Sales of Depilatories by Category: Value 2018-2023 Table 61 Sales of Depilatories by Category: % Value Growth 2018-2023 Table 62 NBO Company Shares of Depilatories: % Value 2019-2023 Table 63 LBN Brand Shares of Depilatories: % Value 2020-2023 Table 64 Forecast Sales of Depilatories by Category: Value 2023-2028 Table 65 Forecast Sales of Depilatories by Category: % Value Growth 2023-2028 FRAGRANCES IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Solid performance for fragrances in 2023 Puig Rus leads overall Mass fragrances dominate volume sales PROSPECTS AND OPPORTUNITIES Modern retailing sees increased sales. Aggressive price promotion over forecast period E-commerce continues to gain value share CATEGORY DATA Table 66 Sales of Fragrances by Category: Value 2018-2023 Table 67 Sales of Fragrances by Category: % Value Growth 2018-2023 Table 68 NBO Company Shares of Fragrances: % Value 2019-2023 Table 69 LBN Brand Shares of Fragrances: % Value 2020-2023 Table 70 LBN Brand Shares of Premium Men's Fragrances: % Value 2020-2023 Table 71 LBN Brand Shares of Premium Women's Fragrances: % Value 2020-2023 Table 72 Forecast Sales of Fragrances by Category: Value 2023-2028 Table 73 Forecast Sales of Fragrances by Category: % Value Growth 2023-2028 HAIR CARE IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Standard shampoo continues to dominate volume sales Little brand loyalty in hair care Multinationals lead hair care, as Procter & Gamble retains its top spot? PROSPECTS AND OPPORTUNITIES Expansion of modern retailing leads to larger range of products Specialised products grow in popularity

Continuing innovation in hair care CATEGORY DATA Table 74 Sales of Hair Care by Category: Value 2018-2023 Table 75 Sales of Hair Care by Category: % Value Growth 2018-2023 Table 76 Sales of Hair Care by Premium vs Mass: % Value 2018-2023 Table 77 NBO Company Shares of Hair Care: % Value 2019-2023 Table 78 LBN Brand Shares of Hair Care: % Value 2020-2023 Table 79 NBO Company Shares of Salon Professional Hair Care: % Value 2019-2023 Table 80 LBN Brand Shares of Salon Professional Hair Care: % Value 2020-2023 Table 81 LBN Brand Shares of Premium Hair Care: % Value 2020-2023 Table 82 Forecast Sales of Hair Care by Category: Value 2023-2028 Table 83 
Forecast Sales of Hair Care by Category: % Value Growth 2023-2028 Table 84 [Forecast Sales of Hair Care by Premium vs Mass: % Value 2023-2028 MEN'S GROOMING IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Positive picture in 2023 Procter & Gamble maintains its lead, with a strong presence in men's shaving Fragrances registers highest value growth PROSPECTS AND OPPORTUNITIES Competitive pricing key driver of value sales Skin care drives value growth over forecast period Men's grooming becomes more segmented and specialised CATEGORY DATA Table 85 Sales of Men's Grooming by Category: Value 2018-2023 Table 86 Sales of Men's Grooming by Category: % Value Growth 2018-2023 Table 87 Sales of Men's Razors and Blades by Type: % Value Breakdown 2020-2023 Table 88 Sales of Men's Skin Care by Type: % Value Breakdown 2020-2023 Table 89 NBO Company Shares of Men's Grooming: % Value 2019-2023 Table 90 LBN Brand Shares of Men's Grooming: % Value 2020-2023 Table 91 LBN Brand Shares of Men's Razors and Blades: % Value 2020-2023 Table 92 Forecast Sales of Men's Grooming by Category: Value 2023-2028 Table 93 Forecast Sales of Men's Grooming by Category: % Value Growth 2023-2028 ORAL CARE IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Essentialness of oral care supports volume growth Multinational players continue to dominate due to lack of local production Healthy volume growth for electric toothbrushes PROSPECTS AND OPPORTUNITIES Continued healthy growth over forecast period Barriers to entry remain strong Players play role in educating consumers about oral care CATEGORY DATA Table 94 Sales of Oral Care by Category: Value 2018-2023 Table 95 Sales of Oral Care by Category: % Value Growth 2018-2023 Table 96 Sales of Toothbrushes by Category: Value 2018-2023

Table 97 Sales of Toothbrushes by Category: % Value Growth 2018-2023 Table 98 Sales of Toothpaste by Type: % Value Breakdown 2019-2023 Table 99 NBO Company Shares of Oral Care: % Value 2019-2023 Table 100 LBN Brand Shares of Oral Care: % Value 2020-2023 Table 101 Forecast Sales of Oral Care by Category: Value 2023-2028 Table 102 Forecast Sales of Oral Care by Category: % Value Growth 2023-2028 Table 103 [Forecast Sales of Toothbrushes by Category: Value 2023-2028 Table 104 [Forecast Sales of Toothbrushes by Category: % Value Growth 2023-2028 SKIN CARE IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Positive growth in 2023 L'Oreal maintains its lead, offering innovative, advanced formulas Social media play increasing role for younger consumers PROSPECTS AND OPPORTUNITIES Price sensitivity leads consumers to trade down to cheaper brands Consumers look for sustainability and transparency Shift towards multifunctional products over forecast period CATEGORY DATA Table 105 Sales of Skin Care by Category: Value 2018-2023 Table 106 Sales of Skin Care by Category: % Value Growth 2018-2023 Table 107 NBO Company Shares of Skin Care: % Value 2019-2023 Table 108 LBN Brand Shares of Skin Care: % Value 2020-2023 Table 109 LBN Brand Shares of Premium Skin Care: % Value 2020-2023 Table 110 Forecast Sales of Skin Care by Category: Value 2023-2028 Table 111 Forecast Sales of Skin Care by Category: % Value Growth 2023-2028 SUN CARE IN GEORGIA **KEY DATA FINDINGS** 2023 DEVELOPMENTS Sun care star performer in 2023 Beiersdorf continues leading sun care with its trusted global brand Nivea Sun Blurring of lines between skin care and sun care PROSPECTS AND OPPORTUNITIES Pharmacies compete through discounts Rosy outlook over forecast period Brands innovate mainly by offering different formats CATEGORY DATA Table 112 Sales of Sun Care by Category: Value 2018-2023 Table 113 Sales of Sun Care by Category: % Value Growth 2018-2023 Table 114 Sales of Sun Care by Premium vs Mass: % Value 2018-2023 Table 115 NBO Company Shares of Sun Care: % Value 2019-2023 Table 116 LBN Brand Shares of Sun Care: % Value 2020-2023 Table 117 LBN Brand Shares of Premium Adult Sun Care: % Value 2020-2023 Table 118 Forecast Sales of Sun Care by Category: Value 2023-2028 Table 119 Forecast Sales of Sun Care by Category: % Value Growth 2023-2028



# **Beauty and Personal Care in Georgia**

Market Direction | 2024-04-29 | 96 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	2025-05-13
	Signature	

Scotts International. EU Vat number: PL 6772247784

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