

Consumer Health in Ecuador

Market Direction | 2024-10-08 | 79 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €2675.00
- Multiple User License (1 Site) €5350.00
- Multiple User License (Global) €8025.00

Report description:

Ecuador has experienced numerous challenges over the review period that have impacted consumption in general and the consumer health market. GDP growth projected by the IMF for 2024 is just 0.1%, the lowest in Latin America. This is mostly the result of the significant security crisis Ecuador has been grappling with in recent years, which increased at the end of 2023 and reached its highest point in the first months of 2024. This forced President Daniel Noboa's new government to declare a state...

Euromonitor International's Consumer Health in Ecuador 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: Allergy Care, Herbal/Traditional Products, OTC, Paediatric Consumer Health, Sports Nutrition, Vitamins and Dietary Supplements, Weight Management and Wellbeing.

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

Why buy this report?

- * Get a detailed picture of the Consumer Health 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:

Consumer Health in Ecuador Euromonitor International October 2024

List Of Contents And Tables

CONSUMER HEALTH IN ECUADOR

EXECUTIVE SUMMARY

Consumer health in 2024: The big picture

2024 key trends

Competitive landscape

Retailing developments

What next for consumer health?

MARKET INDICATORS

Table 1 Consumer Expenditure on Health Goods and Medical Services: Value 2019-2024

Table 2 Life Expectancy at Birth 2019-2024

MARKET DATA

Table 3 Sales of Consumer Health by Category: Value 2019-2024

Table 4 Sales of Consumer Health by Category: % Value Growth 2019-2024

Table 5 NBO Company Shares of Consumer Health: % Value 2020-2024

Table 6 LBN Brand Shares of Consumer Health: % Value 2021-2024

Table 7 Penetration of Private Label by Category: % Value 2019-2024

Table 8 Distribution of Consumer Health by Format: % Value 2019-2024

Table 9 Distribution of Consumer Health by Format and Category: % Value 2024

Table 10 [Forecast Sales of Consumer Health by Category: Value 2024-2029

Table 11 ∏Forecast Sales of Consumer Health by Category: % Value Growth 2024-2029

APPENDIX

OTC registration and classification

Vitamins and dietary supplements registration and classification

Self-medication/self-care and preventive medicine

Switches

DISCLAIMER

DEFINITIONS

SOURCES

Summary 1 Research Sources

ANALGESICS IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Players promote versatility of analgesics to widen the consumer base

Analgesics enjoys innovation and new launches

Dengue outbreak boosts sales of acetaminophen

PROSPECTS AND OPPORTUNITIES

Pharmacies will have a key role in influencing consumers' purchasing decisions

Greater focus on women's health to drive growth of menstrual pain analgesics

Topical analgesics will benefit from fitness trend

CATEGORY DATA

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 12 Sales of Analgesics by Category: Value 2019-2024

Table 13 Sales of Analgesics by Category: % Value Growth 2019-2024

Table 14 NBO Company Shares of Analgesics: % Value 2020-2024

Table 15 LBN Brand Shares of Analgesics: % Value 2021-2024

Table 16 Forecast Sales of Analgesics by Category: Value 2024-2029

Table 17 Forecast Sales of Analgesics by Category: % Value Growth 2024-2029

COUGH, COLD AND ALLERGY (HAY FEVER) REMEDIES IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Cough, cold and allergy remedies continue to normalise after the pandemic

Antihistamines/allergy remedies (systemic) benefit from promotion investment

Point-of-sale promotions are essential strategies of leading players

PROSPECTS AND OPPORTUNITIES

Herbal/traditional cough and cold remedies enjoy strong demand

Paediatric cough, cold and allergy remedies remain resilient

Climate change could change the consumption patterns of cough, cold and allergy remedies

CATEGORY DATA

Table 18 Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: Value 2019-2024

Table 19 Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: % Value Growth 2019-2024

Table 20 NBO Company Shares of Cough, Cold and Allergy (Hay Fever) Remedies: % Value 2020-2024

Table 21 LBN Brand Shares of Cough, Cold and Allergy (Hay Fever) Remedies: % Value 2021-2024

Table 22 Forecast Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: Value 2024-2029

Table 23 Forecast Sales of Cough, Cold and Allergy (Hay Fever) Remedies by Category: % Value Growth 2024-2029

DIGESTIVE REMEDIES IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

High prevalence of digestive problems boosts sales

Climate change increases digestive illnesses

Dengue outbreak is a key category driver in 2024

PROSPECTS AND OPPORTUNITIES

Authorities' campaign could reduce the prevalence of digestive illnesses in Ecuador

Consumers have little knowledge of the difference between products

Increasing competition in antacids

CATEGORY DATA

Table 24 Sales of Digestive Remedies by Category: Value 2019-2024

Table 25 Sales of Digestive Remedies by Category: % Value Growth 2019-2024

Table 26 NBO Company Shares of Digestive Remedies: % Value 2020-2024

Table 27 LBN Brand Shares of Digestive Remedies: % Value 2021-2024

Table 28 Forecast Sales of Digestive Remedies by Category: Value 2024-2029

Table 29 Forecast Sales of Digestive Remedies by Category: % Value Growth 2024-2029

DERMATOLOGICALS IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Breaking taboos in women's health

Nappy (diaper) rash treatments struggle as birth rate continues to decline

Hair loss treatment sales boosted by investment

PROSPECTS AND OPPORTUNITIES

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Coastal region more attractive for nappy rash treatments

Consumers seek an effective solution to scalp problems

Topical antifungals have a positive outlook

CATEGORY DATA

Table 30 Sales of Dermatologicals by Category: Value 2019-2024

Table 31 Sales of Dermatologicals by Category: % Value Growth 2019-2024

Table 32 NBO Company Shares of Dermatologicals: % Value 2020-2024

Table 33 LBN Brand Shares of Dermatologicals: % Value 2021-2024

Table 34 Forecast Sales of Dermatologicals by Category: Value 2024-2029

Table 35 Forecast Sales of Dermatologicals by Category: % Value Growth 2024-2029

WOUND CARE IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Little dynamism in wound care

Licensed sticking plasters/adhesive bandages for younger consumers

Economic challenges limit stocking up

PROSPECTS AND OPPORTUNITIES

More active lifestyles will boost demand

First aid kit required in all vehicles

Skin care expected to generate new opportunities

CATEGORY DATA

Table 36 Sales of Wound Care by Category: Value 2019-2024

Table 37 Sales of Wound Care by Category: % Value Growth 2019-2024

Table 38 NBO Company Shares of Wound Care: % Value 2020-2024

Table 39 LBN Brand Shares of Wound Care: % Value 2021-2024

Table 40 Forecast Sales of Wound Care by Category: Value 2024-2029

Table 41 Forecast Sales of Wound Care by Category: % Value Growth 2024-2029

VITAMINS IN ECUADOR KEY DATA FINDINGS

2024 DEVELOPMENTS

Demand for vitamin C continues to wane in 2024

Consumers take vitamin B to treat a range of symptoms

Lack of innovation and advertising impacts multivitamins

PROSPECTS AND OPPORTUNITIES

Skin health concern to support vitamin C sales

Informed consumers seek specific vitamins

Affordability is key

CATEGORY DATA

Table 42 Sales of Vitamins by Category: Value 2019-2024

Table 43 Sales of Vitamins by Category: % Value Growth 2019-2024

Table 44 Sales of Multivitamins by Positioning: % Value 2019-2024

Table 45 NBO Company Shares of Vitamins: % Value 2020-2024

Table 46 LBN Brand Shares of Vitamins: % Value 2021-2024

Table 47 Forecast Sales of Vitamins by Category: Value 2024-2029

Table 48 Forecast Sales of Vitamins by Category: % Value Growth 2024-2029

DIETARY SUPPLEMENTS IN ECUADOR

KEY DATA FINDINGS

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

2024 DEVELOPMENTS

Probiotic supplements enjoy steady growth thanks to promotion and advertising

Increasing competition in collagen reduces profit margins

Immunity-boosting less important as impact of the pandemic wanes

PROSPECTS AND OPPORTUNITIES

Probiotics potential

More informed consumers seek specific ingredients

Lack of control of product claims

CATEGORY DATA

Table 49 Sales of Dietary Supplements by Category: Value 2019-2024

Table 50 Sales of Dietary Supplements by Category: % Value Growth 2019-2024

Table 51 Sales of Dietary Supplements by Positioning: % Value 2019-2024

Table 52 NBO Company Shares of Dietary Supplements: % Value 2020-2024

Table 53 LBN Brand Shares of Dietary Supplements: % Value 2021-2024

Table 54 Forecast Sales of Dietary Supplements by Category: Value 2024-2029

Table 55 Forecast Sales of Dietary Supplements by Category: % Value Growth 2024-2029

WEIGHT MANAGEMENT AND WELLBEING IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Volume decline as consumers prioritise essential consumer health products

Direct selling plays a key role and enjoys post-pandemic recovery

Abbott's campaign tells consumers to "get along with diabetes"

PROSPECTS AND OPPORTUNITIES

Rising health awareness will help to boost sales; however, affordability remains an issue

Weight loss supplements to complement more invasive procedures

Positive outlook for supplement nutrition drinks for diabetes

CATEGORY DATA

Table 56 Sales of Weight Management and Wellbeing by Category: Value 2019-2024

Table 57 Sales of Weight Management and Wellbeing by Category: % Value Growth 2019-2024

Table 58 NBO Company Shares of Weight Management and Wellbeing: % Value 2020-2024

Table 59 LBN Brand Shares of Weight Management and Wellbeing: % Value 2021-2024

Table 60 Forecast Sales of Weight Management and Wellbeing by Category: Value 2024-2029

Table 61 Forecast Sales of Weight Management and Wellbeing by Category: % Value Growth 2024-2029

SPORTS NUTRITION IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Focus on wellbeing and being more active

Direct selling continues to recover in 2024 as the salesforce increases

PROSPECTS AND OPPORTUNITIES

Packaged food products with added protein: a challenge for sports nutrition?

Specialist stores offer a wider range of products and prices

More informed consumers demand specific products for their needs

CATEGORY DATA

Table 62 Sales of Sports Nutrition by Category: Value 2019-2024

Table 63 Sales of Sports Nutrition by Category: % Value Growth 2019-2024

Table 64 NBO Company Shares of Sports Nutrition: % Value 2020-2024

Scotts International. EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 65 LBN Brand Shares of Sports Nutrition: % Value 2021-2024

Table 66 Forecast Sales of Sports Nutrition by Category: Value 2024-2029

Table 67 Forecast Sales of Sports Nutrition by Category: % Value Growth 2024-2029

HERBAL/TRADITIONAL PRODUCTS IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Herbal/traditional products enjoy a good positioning in the Ecuadorian market

Consumers turn to herbal/traditional sleep aids during stressful times

Herbal/traditional products benefit from wide distribution

PROSPECTS AND OPPORTUNITIES

Holistic healthcare benefits herbal/traditional products

Lack of control over product claims remains an issue

Growth potential of CBD as new brands enter the market

CATEGORY DATA

Table 68 Sales of Herbal/Traditional Products: Value 2019-2024

Table 69 Sales of Herbal/Traditional Products: % Value Growth 2019-2024

Table 70 NBO Company Shares of Herbal/Traditional Products: % Value 2020-2024

Table 71 LBN Brand Shares of Herbal/Traditional Products: % Value 2021-2024

Table 72 Forecast Sales of Herbal/Traditional Products: Value 2024-2029

Table 73 Forecast Sales of Herbal/Traditional Products: % Value Growth 2024-2029

PAEDIATRIC CONSUMER HEALTH IN ECUADOR

KEY DATA FINDINGS

2024 DEVELOPMENTS

Paediatric vitamins and dietary supplements are prioritised by parents

Dengue outbreak boosts sales of paediatric acetaminophen in 2024

Mulgatol maintains its strong position

PROSPECTS AND OPPORTUNITIES

Engaging with paediatricians and trade marketing key to growth

Shrinking target market limits future growth

Functional packaged food poses an increasing challenge to paediatric vitamins and dietary supplements

CATEGORY DATA

Table 74 Sales of Paediatric Consumer Health by Category: Value 2019-2024

Table 75 Sales of Paediatric Consumer Health by Category: % Value Growth 2019-2024

Table 76 Forecast Sales of Paediatric Consumer Health by Category: Value 2024-2029

Table 77 Forecast Sales of Paediatric Consumer Health by Category: % Value Growth 2024-2029



☐ - Print this form

To place an Order with Scotts International:

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

Consumer Health in Ecuador

Market Direction | 2024-10-08 | 79 pages | Euromonitor

Select license	License				Price
	Single User Licence			€2675.00	
	Multiple User License (1 Site)			€5350.00	
	Multiple User License (Global)				€8025.00
				VAT	
				Total	
** VAT will be added a	t 23% for Polish based companies,	individuals and EU based o	companies who are un	able to provide a	valid EU Vat
Email*	t 23% for Polish based companies,	Phone*	companies who are un	able to provide a	valid EU Vat
Email*	at 23% for Polish based companies,		companies who are un	able to provide a	valid EU Vat
Email* [First Name* [at 23% for Polish based companies,	Phone*	companies who are un	able to provide a	valid EU Vat
Email* [First Name* [ob title*	t 23% for Polish based companies,	Phone*		able to provide a	valid EU Vat
Email* [First Name* [lob title* [Company Name* [t 23% for Polish based companies,	Phone* Last Name*		able to provide a	valid EU Vat
Email* First Name* [ob title* Company Name* [Address*	at 23% for Polish based companies,	Phone* Last Name* EU Vat / Tax ID /		able to provide a	valid EU Vat
Email* First Name* Job title* Company Name* Address* Zip Code*	at 23% for Polish based companies,	Phone* Last Name* EU Vat / Tax ID / City*		able to provide a	valid EU Vat
Email* First Name* Job title* Company Name* Address*	at 23% for Polish based companies,	Phone* Last Name* EU Vat / Tax ID / City* Country*	/ NIP number*	able to provide a	valid EU Vat

Scotts International. EU Vat number: PL 6772247784

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