

Consumer Health in Uruguay

Market Direction | 2024-10-09 | 81 pages | Euromonitor

AVAILABLE LICENSES:

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

Report description:

Consumer health is set to record positive, double-digit retail value growth in 2024, recovering from the decline in sales noted in 2023. In the previous year, sales struggled due to illicit trade, with goods including medicines, dermatological and digestive products, sports nutrition, and dietary supplements bought from Argentina and sold at lower prices to consumers in Uruguay. This was especially problematic in bordering cities like Salto and Paysandu, where illicit trade represented more than...

Euromonitor International's Consumer Health in Uruguay 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 Uruguay Euromonitor International October 2024

List Of Contents And Tables

CONSUMER HEALTH IN URUGUAY

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Retail value sales rise as illicit trade from Argentina falls

The ongoing dengue outbreak drives sales of acetaminophen

Innovation remains high, capturing a wider consumer base

PROSPECTS AND OPPORTUNITIES

The dengue outbreak fuels consumption and drives sales of acetaminophen

Herbal/traditional products showcase growth, driven by natural options

Online sales expand as e-commerce increases in popularity

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sales increase as consumers buy goods for local retailers

Allergies increase as climate change heightens temperatures

Sanofi-Aventis Uruguay leads, followed by CAS Uruguay and Megalabs

PROSPECTS AND OPPORTUNITIES

Climate change and growing allergies benefit growth over the forecast period

The pharmacies channel strengthens as Farmacity from Argentina enters the landscape

E-commerce continues to grow, driven by convenience and value-priced options

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Increased awareness of digestive disorders boost sales during 2024

Digestive remedies record positive growth as Uruguayans purchase goods from local retailers

Mega Labs SA leads, with wide distribution and competitive price points

PROSPECTS AND OPPORTUNITIES

Ongoing growth for digestive remedies driven by laxatives and antacids

Demand for natural digestive remedies rise as consumers preference natural goods

E-commerce will become crucial in the sales structure of companies

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Dengue outbreak supports sales of antipruritics in 2024

Dermatologicals sales benefit as buying from Argentina declines

Mega Labs and Bayer account for almost half of all dermatological sales

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

Outdoor activity positively impacts sales of antifungal products in 2024 Innovation, advertising and promotional investments drive growth

E-commerce and omnichannel approaches have a distinct advantage

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Wound care sales rebound as consumers purchases goods from local retailers

Wound care continues to recover from the removal of COVID-19 restrictions

Johnson & Johnson de Uruguay SA leads as Band-Aid has a solid position

PROSPECTS AND OPPORTUNITIES

Pharmacies continue to be the most important distribution channel in wound care

Opportunities for emerging brands to gain ground as affordability becomes key

Products that offer added value enable players to stand out on a competitive landscape

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sales of vitamins benefit as illicit trade from Argentina declines

Consumers seek all-in-one products, shaping product innovations

Bayer leads with its flagship brands, Supradyn and Redoxon

PROSPECTS AND OPPORTUNITIES

Vitamin consumption grows, driven by an increase in preventative health

Direct sellers must apply omnichannel strategies to support sales

E-commerce allows consumers to research options before they buy

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 URUGUAY

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

Dietary supplements will grow as the health and wellness trend rises

Probiotics grow as consumers look to improve gut health, energy and performance

Sales from direct sellers decline as consumers look for affordable options

PROSPECTS AND OPPORTUNITIES

Sales of dietary supplements grow in line with the preventative health trend

Environmental consciousness continues to shape purchasing decisions

A more active population offers strong growth potential for protein supplements

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Weight management shows a moderate increase driven by supplement nutrition growth

Meal replacements decrease in volume sales, aligned to the performance of direct sellers?

Natural and organic products are gaining relevance on the landscape

PROSPECTS AND OPPORTUNITIES

Direct sellers apply omnichannel approaches in order to boost sales

Prescription medications pose an increasing threat to weight management products

Social media grows in importance, positively impacting sales on the landscape

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sports nutrition showcases healthy growth, driven by non-protein options

Innovation in herbal protein sports nutrition as consumers embrace healthier lifestyles

Gold Nutrition leads the landscape, driven by a multi-channel strategy

PROSPECTS AND OPPORTUNITIES

Sports nutrition sales will continue growing, driven by social media and influencers

An omnichannel presence will be a key growth driver for sports nutrition

Further growth for sports nutrition RTD and protein/energy bars

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sales of herbal/traditional products grow further, although the landscape remains niche

Sports nutrition herbal/traditional products give extra strength to the landscape

Megalabs SA comfortably leads the landscape in 2024

PROSPECTS AND OPPORTUNITIES

Natural products benefit from the rising interest in no artificial ingredients

The older population continues to adopt herbal/traditional products

Sustainability will become a major driver of sales and innovation

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 URUGUAY

KEY DATA FINDINGS

2024 DEVELOPMENTS

Paediatric sales rebound as consumers buy goods from local retailers

Strong demand for paediatric vitamins and dietary supplements as preventative healthcare rises

Mega Labs SA leads the landscape followed by Laboratorios Bago SA

PROSPECTS AND OPPORTUNITIES

Low birth rate in Uruguay is a challenge for ongoing growth

Players are set to focus on child-friendly designs to drive sales

Generics showcase strong growth across the forecast period

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 Uruguay

Market Direction | 2024-10-09 | 81 pages | Euromonitor

ORDER FORM:						
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			please contact support@idividuals and EU based			
]** VAT will be added						
]** VAT will be added Email*			Phone*			
]** VAT will be added Email* First Name*			dividuals and EU based			
** VAT will be added Email* First Name* ob title*			Phone* Last Name*	companies who are una		
** VAT will be added Email* First Name* ob title*			Phone*	companies who are una		
]** VAT will be added			Phone* Last Name*	companies who are una		
** VAT will be added Email* First Name* ob title* Company Name*			Phone* Last Name* EU Vat / Tax ID	companies who are una		
]** VAT will be added Email* First Name* ob title* Company Name* Address*			Phone* Last Name* EU Vat / Tax ID City*	companies who are una		

Scotts International. EU Vat number: PL 6772247784

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