

Malaysia: Consumer Profile

Market Direction | 2024-11-13 | 45 pages | Euromonitor

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Report description:

High birth rates and immigration sustain Malaysia's youthful demographic, with millennials and Gen Z driving digital and eco-conscious preferences. While a saving culture influences spending, an expanding middle class boosts demand for value-orientated goods. Rising single-person and urban households shape needs for compact, convenient products, while family households fuel demand for family-centric options. The consumer landscape is increasingly tech-integrated and quality-focused.

Euromonitor's Malaysia: Consumer Profile report analyses factors influencing national consumer expenditure. Consumer lifestyles reports include coverage of: population, urban development, home ownership, household profiles, labour, income, consumer and family expenditure, health, education, eating habits, drinking habits, shopping habits, personal grooming, clothing, leisure habits, savings and investments, media, communication, transport and travel and tourism. Use this report to understand the factors influencing a nation's lifestyle choices.

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

Why buy this report?

- * Get a detailed picture of the Economy 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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Scope

Key findings

Key drivers affecting consumers in Malaysia in 2023

How developments today shape the consumer of tomorrow

Malaysia's youthful population grows amid immigration and moderate birth rates

Rising obesity, high cholesterol, and focus on health among Malaysians

Generation Z poised to lead Malaysia's consumer landscape by 2040

Urbanisation drives Kuala Lumpur's growth as Malaysia's leading city

Opportunities for growth

Shift towards smaller family sizes and growing single-person households

Evolving housing preferences favour smaller, well-located homes

Ageing household heads drive demand for eldercare and community-based solutions

Digital adoption rises as Malaysians embrace connectivity and smart home technology

Food and hospitality costs are the main driver of mild consumer price increases

Baby boomers lead in financial optimism and increased spending on health and wellness

Rising disposable income among younger adults to drive luxury consumption

Kuala Lumpur dominates consumer spending supported by rising digital engagement

Key findings of consumer surveys

Millennials lead in willingness to pay for health and quality in food and household essentials Rising cost of living drives some consumers towards frugality and value-focused shopping Consumers increasingly embrace environment- and community-conscious lifestyles Malaysian consumers demonstrate financial prudence and resilience High salaries and work-life balance top priorities for millennials, less so for baby boomers



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