

## **Direct Selling in the Netherlands**

Market Direction | 2025-02-27 | 34 pages | Euromonitor

### **AVAILABLE LICENSES:**

- Single User Licence €995.00
- Multiple User License (1 Site) €1990.00
- Multiple User License (Global) €2985.00

## Report description:

Direct selling remains relatively underdeveloped in the Netherlands. As a densely populated country with a highly accessible retail network, Dutch consumers can easily visit a variety of physical stores with minimal effort. Additionally, the rapid adoption of e-commerce has further limited the appeal and growth of direct selling.

Euromonitor International's Direct Selling in Netherlands 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

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

### **Table of Contents:**

Direct Selling in the Netherlands Euromonitor International February 2025

List Of Contents And Tables

DIRECT SELLING IN THE NETHERLANDS

**KEY DATA FINDINGS** 

2024 DEVELOPMENTS

Direct selling struggles in current retail landscape

Herbalife faces growing competition from mainstream retailers

Labour market shifts place additional pressure on direct selling

PROSPECTS AND OPPORTUNITIES

Direct selling will remain underdeveloped

Intense competition from other channels will limit growth of direct selling

Job market will remain highly competitive

CHANNEL DATA

Table 1 Direct Selling by Product: Value 2019-2024

Table 2 Direct Selling by Product: % Value Growth 2019-2024

Table 3 Direct Selling GBO Company Shares: % Value 2020-2024

Table 4 Direct Selling GBN Brand Shares: % Value 2021-2024

Table 5 Direct Selling Forecasts by Product: Value 2024-2029

Table 6 Direct Selling Forecasts by Product: % Value Growth 2024-2029

RETAIL IN THE NETHERLANDS

**EXECUTIVE SUMMARY** 

Retail in 2024: The big picture

Big names face bankruptcy

Retail e-commerce sees modest decline

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 Standard Opening Hours by Channel Type 2024

Seasonality

Sinterklaas (St Nicholas)

Christmas

Winter sales

Summer sales

MARKET DATA

Table 7 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2019-2024

Table 8 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2019-2024

Table 9 Sales in Retail Offline by Channel: Value 2019-2024

Table 10 Sales in Retail Offline by Channel: % Value Growth 2019-2024

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

- Table 11 Retail Offline Outlets by Channel: Units 2019-2024
- Table 12 Retail Offline Outlets by Channel: % Unit Growth 2019-2024
- Table 13 Sales in Retail E-Commerce by Product: Value 2019-2024
- Table 14 Sales in Retail E-Commerce by Product: % Value Growth 2019-2024
- Table 15 Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 16 ☐ Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 17 [Sales in Grocery Retailers by Channel: Value 2019-2024
- Table 18 ☐ Sales in Grocery Retailers by Channel: % Value Growth 2019-2024
- Table 19 [Grocery Retailers Outlets by Channel: Units 2019-2024
- Table 20 ∏Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
- Table 21 

  | Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 22 ∏Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 23 | Sales in Non-Grocery Retailers by Channel: Value 2019-2024
- Table 24 [Sales in Non-Grocery Retailers by Channel: % Value Growth 2019-2024
- Table 25 [Non-Grocery Retailers Outlets by Channel: Units 2019-2024
- Table 26 Non-Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
- Table 27 [Retail GBO Company Shares: % Value 2020-2024
- Table 28 | Retail GBN Brand Shares: % Value 2021-2024
- Table 29 ☐Retail Offline GBO Company Shares: % Value 2020-2024
- Table 31 [Retail Offline LBN Brand Shares: Outlets 2021-2024
- Table 32 [Retail E-Commerce GBO Company Shares: % Value 2020-2024
- Table 33 ∏Retail E-Commerce GBN Brand Shares: % Value 2021-2024
- Table 34 ☐ Grocery Retailers GBO Company Shares: % Value 2020-2024
- Table 35 ☐ Grocery Retailers GBN Brand Shares: % Value 2021-2024
- Table 36 Grocery Retailers LBN Brand Shares: Outlets 2021-2024
- Table 37 □Non-Grocery Retailers GBO Company Shares: % Value 2020-2024
- Table 38 

  ☐Non-Grocery Retailers GBN Brand Shares: % Value 2021-2024
- Table 39 [Non-Grocery Retailers LBN Brand Shares: Outlets 2021-2024
- Table 40 ∏Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2024-2029
- Table 41 [Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2024-2029
- Table 42 ∏Forecast Sales in Retail Offline by Channel: Value 2024-2029
- Table 43 [Forecast Sales in Retail Offline by Channel: % Value Growth 2024-2029
- Table 44 [Forecast Retail Offline Outlets by Channel: Units 2024-2029
- Table 45 ☐Forecast Retail Offline Outlets by Channel: % Unit Growth 2024-2029
- Table 46 | Forecast Sales in Retail E-Commerce by Product: Value 2024-2029
- Table 47 [Forecast Sales in Retail E-Commerce by Product: % Value Growth 2024-2029
- Table 48 

  ☐Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
- Table 49 ∏Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 50 ☐Forecast Sales in Grocery Retailers by Channel: Value 2024-2029
- Table 51 [Forecast Sales in Grocery Retailers by Channel: % Value Growth 2024-2029
- Table 52 [Forecast Grocery Retailers Outlets by Channel: Units 2024-2029
- Table 53 ∏Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029
- Table 55 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 56 [Forecast Sales in Non-Grocery Retailers by Channel: Value 2024-2029
- Table 57 [Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2024-2029

Table 58 [Forecast Non-Grocery Retailers Outlets by Channel: Units 2024-2029
Table 59 [Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029
DISCLAIMER
SOURCES
Summary 2 Research Sources

Scotts International. EU Vat number: PL 6772247784

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



☐ - Print this form

To place an Order with Scotts International:

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

# **Direct Selling in the Netherlands**

Market Direction | 2025-02-27 | 34 pages | Euromonitor

ORDER FORM:	1		
elect license	License		Price
	Single User Licence		€995.00
	Multiple User License (1 Si Multiple User License (Glob		€1990.00 €2985.00
	Multiple Oser License (Glor	ai)	¥2985.00 VAT
			Total
* VAT will be adde	, , , , , , , , , , , , , , , , , , , ,	stions please contact support@scotts-internations ies, individuals and EU based companies who	
	, , , , , , , , , , , , , , , , , , , ,	ies, individuals and EU based companies who	
mail*	, , , , , , , , , , , , , , , , , , , ,	ies, individuals and EU based companies who	
mail* rst Name*	, , , , , , , , , , , , , , , , , , , ,	ies, individuals and EU based companies who	
mail* rst Name*	, , , , , , , , , , , , , , , , , , , ,	ies, individuals and EU based companies who	
mail* irst Name* ob title*	, , , , , , , , , , , , , , , , , , , ,	ies, individuals and EU based companies who	
** VAT will be adder mail* irst Name* ob title* ompany Name* ddress*	, , , , , , , , , , , , , , , , , , , ,	Phone*  Last Name*	
mail* rst Name* b title* ompany Name* ddress*	, , , , , , , , , , , , , , , , , , , ,	Phone*  Last Name*  EU Vat / Tax ID / NIP number*	
mail* rst Name* b title* ompany Name*	, , , , , , , , , , , , , , , , , , , ,	Phone*  Last Name*  EU Vat / Tax ID / NIP number*  City*	are unable to provide a valid EU Va

Scotts International. EU Vat number: PL 6772247784

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