

Direct Selling in Indonesia

March 2024

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KEY DATA FINDINGS

2023 DEVELOPMENTS

Direct selling suffering due to shift in purchasing habits and consumer preferences

Beauty and skin care products performing relatively well

Citra Nusa Insan Cemerlang exits the direct selling industry in Indonesia

PROSPECTS AND OPPORTUNITIES

Direct selling to see growth, but continues to face challenge of shift in consumer shopping preferences

Oriflame innovates in terms of its products and sales channel in order to stay competitive

Players focusing more on beauty products

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Retail in Indonesia - Industry Overview

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Retailer collaborations reap benefits and drive sales growth

Warung digitalisation an important element of digital transformation in local retail

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Informal retail

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Seasonality

Eid al-Fitr/Lebaran

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