

# Fragrances in Uruguay

April 2024

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## Fragrances in Uruguay - Category analysis

#### **KEY DATA FINDINGS**

#### 2023 DEVELOPMENTS

Demand for fragrances continues to rise due to less influence from cross-border trade

The retail distribution of fragrances expands throughout Uruguay as e-commerce booms

L'Oréal is strong in premium fragrances, while direct seller Natura is strong in the mass segment

### PROSPECTS AND OPPORTUNITIES

Rising demand for premium fragrances to underpin positive volume and value growth Omnichannel strategies set to become a more important driver of growth in fragrances Promotional strategies are set to continue developing strongly to attract consumers

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