

Contact Lenses and Solutions in Malaysia

June 2023

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Contact Lenses and Solutions in Malaysia - Category analysis

KEY DATA FINDINGS

2023 DEVELOPMENTS

Frequent replacement lenses identified as stronger performer in contact lenses

Brands using promotional activity and rewards with loyalty programmes to stimulate sales

New product launches in contact lenses adapting offer to the changing lifestyles of consumers

PROSPECTS AND OPPORTUNITIES

Market expected to continue to see the penetration of a larger number of colour cosmetic lenses Stronger degree of personalisation as consumers look for value-added benefits Changes in government regulations pushing more retailers to provide online sales services

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