

# Health and Beauty Specialists in Canada

February 2024

**Table of Contents** 

## Health and Beauty Specialists in Canada - Category analysis

# **KEY DATA FINDINGS**

## 2023 DEVELOPMENTS

Beauty specialists and pharmacies drive growth Retailers continue to focus on sustainability and social responsibility Key players continue to focus on online and omnichannel

## PROSPECTS AND OPPORTUNITIES

Scope of practice expansion expected for pharmacies Personalisation and customisation offer potential ways forward Health and personal care stores will face threat from expanding alternative channels

#### CHANNEL DATA

Table 1 - Health and Beauty Specialists: Value Sales, Outlets and Selling Space 2018-2023
Table 2 - Health and Beauty Specialists: Value Sales, Outlets and Selling Space: % Growth 2018-2023
Table 3 - Sales in Health and Beauty Specialists by Channel: Value 2018-2023
Table 4 - Sales in Health and Beauty Specialists by Channel: % Value Growth 2018-2023
Table 5 - Health and Beauty Specialists GBO Company Shares: % Value 2019-2023
Table 6 - Health and Beauty Specialists GBN Brand Shares: % Value 2020-2023
Table 7 - Health and Beauty Specialists LBN Brand Shares: Outlets 2020-2023
Table 8 - Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space 2023-2028
Table 9 - Health and Beauty Specialists Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028
Table 10 - Forecast Sales in Health and Beauty Specialists by Channel: Value 2023-2028
Table 11 - Forecast Sales in Health and Beauty Specialists by Channel: % Value Growth 2023-2028

#### Retail in Canada - Industry Overview

#### EXECUTIVE SUMMARY

Retail in 2023: The big picture Canadian retailers under strong pressure from government to reduce prices Some COVID-19 related changes are not going away and will continue to impact Canadian retail What next for retail?

#### OPERATING ENVIRONMENT

Informal retail Opening hours for physical retail Summary 1 - Standard Opening Hours by Channel Type 2023 Seasonality Christmas Back to School Thanksgiving Day

#### MARKET DATA

- Table 12 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2018-2023
- Table 13 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2018-2023
- Table 14 Sales in Retail Offline by Channel: Value 2018-2023
- Table 15 Sales in Retail Offline by Channel: % Value Growth 2018-2023
- Table 16 Retail Offline Outlets by Channel: Units 2018-2023
- Table 17 Retail Offline Outlets by Channel: % Unit Growth 2018-2023
- Table 18 Sales in Retail E-Commerce by Product: Value 2018-2023
- Table 19 Sales in Retail E-Commerce by Product: % Value Growth 2018-2023
- Table 20 Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023

Table 21 - Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 22 - Sales in Grocery Retailers by Channel: Value 2018-2023 Table 23 - Sales in Grocery Retailers by Channel: % Value Growth 2018-2023 Table 24 - Grocery Retailers Outlets by Channel: Units 2018-2023 Table 25 - Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023 Table 26 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2018-2023 Table 27 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2018-2023 Table 28 - Sales in Non-Grocery Retailers by Channel: Value 2018-2023 Table 29 - Sales in Non-Grocery Retailers by Channel: % Value Growth 2018-2023 Table 30 - Non-Grocery Retailers Outlets by Channel: Units 2018-2023 Table 31 - Non-Grocery Retailers Outlets by Channel: % Unit Growth 2018-2023 Table 32 - Retail GBO Company Shares: % Value 2019-2023 Table 33 - Retail GBN Brand Shares: % Value 2020-2023 Table 34 - Retail Offline GBO Company Shares: % Value 2019-2023 Table 35 - Retail Offline GBN Brand Shares: % Value 2020-2023 Table 36 - Retail Offline LBN Brand Shares: Outlets 2020-2023 Table 37 - Retail E-Commerce GBO Company Shares: % Value 2019-2023 Table 38 - Retail E-Commerce GBN Brand Shares: % Value 2020-2023 Table 39 - Grocery Retailers GBO Company Shares: % Value 2019-2023 Table 40 - Grocery Retailers GBN Brand Shares: % Value 2020-2023 Table 41 - Grocery Retailers LBN Brand Shares: Outlets 2020-2023 Table 42 - Non-Grocery Retailers GBO Company Shares: % Value 2019-2023 Table 43 - Non-Grocery Retailers GBN Brand Shares: % Value 2020-2023 Table 44 - Non-Grocery Retailers LBN Brand Shares: Outlets 2020-2023 Table 45 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2023-2028 Table 46 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2023-2028 Table 47 - Forecast Sales in Retail Offline by Channel: Value 2023-2028 Table 48 - Forecast Sales in Retail Offline by Channel: % Value Growth 2023-2028 Table 49 - Forecast Retail Offline Outlets by Channel: Units 2023-2028 Table 50 - Forecast Retail Offline Outlets by Channel: % Unit Growth 2023-2028 Table 51 - Forecast Sales in Retail E-Commerce by Product: Value 2023-2028 Table 52 - Forecast Sales in Retail E-Commerce by Product: % Value Growth 2023-2028 Table 53 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 54 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 55 - Forecast Sales in Grocery Retailers by Channel: Value 2023-2028 Table 56 - Forecast Sales in Grocery Retailers by Channel: % Value Growth 2023-2028 Table 57 - Forecast Grocery Retailers Outlets by Channel: Units 2023-2028 Table 58 - Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028 Table 59 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2023-2028 Table 60 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2023-2028 Table 61 - Forecast Sales in Non-Grocery Retailers by Channel: Value 2023-2028 Table 62 - Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2023-2028 Table 63 - Forecast Non-Grocery Retailers Outlets by Channel: Units 2023-2028 Table 64 - Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2023-2028

#### DISCLAIMER

#### SOURCES

Summary 2 - Research Sources

# About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/health-and-beauty-specialists-in-canada/report.