Beauty and Personal Care Retailing - UK - January 2018

Report Price: £1995.00 | $2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

"The UK beauty and personal care market remains challenging, as weak growth in personal care continues to hinder growth in the wider market. Meanwhile, the beauty segment is driving the market, boosted by make-up and skincare trends. Many of the health and beauty specialists have reacted to these trends and as a result are capturing engaged BPC shoppers."
– Samantha Dover, Retail Analyst

This report looks at the following areas:

- **Smaller, niche specialists gain momentum**
- **Downward pressure on pricing continues**
- **The best way to capture today's beauty consumer**

Following growth in 2016, Mintel estimates that consumer spending on beauty and personal care (BPC) continued to rise in 2017. Growth in the market has slowed in recent years, due to competitive pricing in the personal care sector. However, we anticipate growth will accelerate as rising inflation may take hold.

The beauty segment has continued to buoy the market, with consistently strong growth seen in the sales of colour cosmetics and facial skincare. These categories have benefited from shifts in beauty preferences among women, alongside robust demand for prestige products. Meanwhile, the personal care market has suffered from the growth of the discounters, which means that consumers are highly expectant of low prices when shopping for basic, everyday toiletries.

The health and beauty specialists continue to hold a dominant position in the market, though a number of the leading players are struggling to gain market share as they face increasing competition from smaller, emerging companies in the market; both specialist and non-specialist.

The UK consumer largely continues to be driven by price and convenience, particularly when shopping for personal care. However, brands are important to the BPC consumer and retailers have an opportunity to encourage higher value spending by giving more information on different brands and the benefits/quality of the products they offer.

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market

Beauty and Personal Care Retailing - UK - January 2018

Report Price: £1995.00 | $2693.85 | €2245.17

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents