

# **Direct Selling in Latvia**

https://marketpublishers.com/r/D17ED689F6EEN.html Date: March 2023 Pages: 21 Price: US\$ 990.00 (Single User License) ID: D17ED689F6EEN

### **Abstracts**

Health and beauty direct selling continued to dominate retail value sales in 2022, especially through beauty and personal care products. Traditionally, direct selling in Latvia is a well-known channel for beauty products. Moreover, health and beauty direct selling continued to see retail current value growth to maintain its heavy weight on the performance of direct selling as a whole in the country.

Euromonitor International's Direct Selling in Latvia report offers insight into key trends and developments driving the industry. The report examines all retail channels to provide sector insight. Channels include hypermarkets, supermarkets, discounters, convenience stores, mixed retailers, health and beauty retailers, clothing and footwear retailers, furniture and furnishing stores, DIY and hardware stores, durable goods retailers, leisure and personal goods retailers. There are profiles of leading retailers, with analysis of their performance and the challenges they face. There is also analysis of non-store retailing: vending; homeshopping; internet retailing; direct selling, as available.

**Product coverage:** Appliances and Electronics Direct Selling, Drinks and Tobacco Direct Selling, Fashion Direct Selling, Foods Direct Selling, Health and Beauty Direct Selling, Home Products Direct Selling, Other Products Direct Selling.

**Data coverage:** market sizes (historic and forecasts), company shares, brand shares and distribution data.

#### Why buy this report?

Get a detailed picture of the Direct Selling market;

Pinpoint growth sectors and identify factors driving change;



Understand the competitive environment, the market's major players and leading brands;

Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.



## Contents

DIRECT SELLING IN LATVIA **KEY DATA FINDINGS** 2022 DEVELOPMENTS Health and beauty continues to dominate the direct selling landscape Direct selling derives benefits from economic crisis Flexibility adds dynamism to direct selling PROSPECTS AND OPPORTUNITIES Maturity and growing competition to hinder health and beauty direct selling Digitalisation to grow apace and offer competitive advantages Social media fast emerging as a vital tool for direct sellers CHANNEL DATA Table 1 Direct Selling by Product: Value 2017-2022 Table 2 Direct Selling by Product: % Value Growth 2017-2022 Table 3 Direct Selling GBO Company Shares: % Value 2018-2022 Table 4 Direct Selling GBN Brand Shares: % Value 2019-2022 Table 5 Direct Selling Forecasts by Product: Value 2022-2027 Table 6 Direct Selling Forecasts by Product: % Value Growth 2022-2027 **RETAIL IN LATVIA** EXECUTIVE SUMMARY Retail in 2022: The big picture Informal retail What next for retail? MARKET DATA Table 7 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2017-2022 Table 8 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2017-2022 Table 9 Sales in Retail Offline by Channel: Value 2017-2022 Table 10 Sales in Retail Offline by Channel: % Value Growth 2017-2022 Table 11 Retail Offline Outlets by Channel: Units 2017-2022 Table 12 Retail Offline Outlets by Channel: % Unit Growth 2017-2022 Table 13 Retail GBO Company Shares: % Value 2018-2022 Table 14 Retail GBN Brand Shares: % Value 2019-2022 Table 15 Retail Offline GBO Company Shares: % Value 2018-2022 Table 16 Retail Offline GBN Brand Shares: % Value 2019-2022 Table 17 Retail Offline LBN Brand Shares: Outlets 2019-2022 Table 18 Retail E-Commerce GBO Company Shares: % Value 2018-2022 Table 19 Retail E-Commerce GBN Brand Shares: % Value 2019-2022



Table 20 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2022-2027

Table 21 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2022-2027

Table 22 Forecast Sales in Retail Offline by Channel: Value 2022-2027

Table 23 Forecast Sales in Retail Offline by Channel: % Value Growth 2022-2027

Table 24 Forecast Retail Offline Outlets by Channel: Units 2022-2027

Table 25 Forecast Retail Offline Outlets by Channel: % Unit Growth 2022-2027 DISCLAIMER

SOURCES

Summary 1 Research Sources



#### I would like to order

Product name: Direct Selling in Latvia

Product link: <u>https://marketpublishers.com/r/D17ED689F6EEN.html</u>

Price: US\$ 990.00 (Single User License / Electronic Delivery) If you want to order Corporate License or Hard Copy, please, contact our Customer Service: <u>info@marketpublishers.com</u>

### Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/D17ED689F6EEN.html</u>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name: Last name: Email: Company: Address: City: Zip code: Country: Tel: Fax: Your message:

\*\*All fields are required

Custumer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <u>https://marketpublishers.com/docs/terms.html</u>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970