

Natural & Organic Cosmetics Market – Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Type (Skin Care, Hair Care, Color Cosmetics, and Others), By End-User (Male, Female, Unisex), By Sales Channel (Supermarkets/Hypermarkets, Departmental Stores, Online, and Others), By Region, By Competition, 2018-2028

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Abstracts

Global Natural & Organic Cosmetics Market was valued at USD 37.71 Billion in 2022 and is anticipated to project robust growth in the forecast period with a CAGR of 9.7% through 2028. The global natural and organic cosmetics market has experienced remarkable growth in recent years, driven by an increasing consumer preference for products that prioritize natural ingredients and eco-friendly practices. This market, often referred to as the 'clean beauty' sector, represents a significant shift in the cosmetics industry towards sustainability, transparency, and wellness.

Consumers worldwide are becoming more conscious of the ingredients they apply to their skin. Concerns about the potential health risks associated with synthetic chemicals commonly found in cosmetics have led to a growing demand for natural and organic alternatives. As individuals become more health-conscious, they seek out products that are free from harmful additives and align with their values.

The natural and organic cosmetics market is closely tied to environmental and sustainability concerns. Consumers are increasingly inclined to support brands that prioritize eco-friendly sourcing, ethical production methods, and sustainable packaging.



This aligns with a broader trend of eco-conscious consumption and a desire to minimize the environmental impact of personal care products.

Transparency in product labeling and ethical ingredient sourcing are paramount in this market. Consumers want to know what goes into their cosmetics and how the ingredients are obtained. Brands that can provide clear information about the sourcing and processing of their natural and organic components gain trust and loyalty from their customers.

The rise in demand for natural and organic cosmetics has driven a surge in organic farming practices. These practices extend to the cultivation of plants used in cosmetics, such as aloe vera, lavender, and shea butter. As organic ingredients become more accessible, they find their way into a wider range of cosmetic formulations.

The emergence of certification standards for clean beauty products has gained traction, allowing consumers to easily identify products that meet specific natural and organic criteria. Brands are expanding their product lines to cater to a broader range of skin tones and types, making natural and organic cosmetics more inclusive and accessible.

The market is witnessing a rise in DIY cosmetics and customization, empowering consumers to create personalized skincare and makeup products using natural ingredients. Sustainable and eco-friendly packaging is becoming a significant trend, with brands opting for recyclable materials and reducing waste in their product designs.

The global natural and organic cosmetics market is poised for continued growth. As consumers become more discerning about the products they use on their skin, the demand for clean beauty products will likely rise. Brands that emphasize sustainability, transparency, and ethical practices will remain at the forefront of this evolving market. As the industry continues to innovate, natural and organic cosmetics will become more accessible, diverse, and inclusive, offering consumers a wider range of choices that align with their values and preferences.

Key Market Drivers

Rising Consumer Awareness and Health Consciousness

In the past decade, there has been a notable increase in consumer awareness regarding the potential risks associated with synthetic and chemical-laden cosmetics. As consumers have become more health-conscious and discerning, they are



increasingly seeking natural and organic alternatives. The desire to avoid harmful chemical ingredients, such as parabens, phthalates, and synthetic fragrances, has propelled the demand for natural and organic cosmetics.

Consumers are now well-informed about the potential adverse effects of synthetic chemicals on their skin and overall health. This awareness has led to a growing preference for cosmetics that contain natural and organic ingredients, which are perceived as safer and gentler on the skin. The desire for products that promote skin health and overall well-being has driven consumers to scrutinize product labels and seek out cosmetics that use organic botanicals, essential oils, and naturally derived ingredients.

Moreover, the emergence of clean beauty, a concept emphasizing the absence of harmful ingredients, has become a powerful trend in the cosmetics industry. Natural and organic cosmetics align perfectly with this trend, making them a popular choice for consumers who prioritize transparency, safety, and the overall health of their skin.

Environmental and Sustainability Concerns

The global shift towards sustainability and environmental consciousness has made a profound impact on the cosmetics industry. Consumers are increasingly drawn to brands and products that prioritize eco-friendly practices, such as sustainable sourcing, minimal packaging waste, and reduced carbon footprints. Natural and organic cosmetics are often produced with a commitment to ethical and sustainable sourcing of ingredients.

The sourcing and cultivation of organic ingredients often involve responsible farming practices that prioritize soil health and biodiversity. This approach resonates with consumers who are concerned about the ecological impact of their purchasing choices. Additionally, many natural and organic cosmetic brands are adopting eco-friendly packaging, reducing single-use plastic, and minimizing waste in their production processes.

Consumers are also more inclined to support brands that engage in fair trade practices, which ensure that workers along the supply chain receive fair wages and work in safe conditions. This ethical consideration is particularly important for ingredients like argan oil, shea butter, and coconut oil, which are often used in natural and organic cosmetics. The social responsibility aspect of these products aligns with consumers' ethical and environmental values.



Regulatory Changes and Certification Standards

Government regulations and certification standards have played a pivotal role in driving the global natural and organic cosmetics market. Many regions, including the European Union and North America, have implemented stricter regulations and requirements for cosmetics. For instance, the European Union's Cosmetics Regulation (EC) No 1223/2009 sets rigorous safety and labeling standards for cosmetics sold in Europe.

In response to these regulations, cosmetic manufacturers have increasingly focused on developing products that comply with these standards. Organic and natural cosmetics often meet these requirements more easily because they tend to contain fewer synthetic additives and are formulated with naturally derived ingredients. As a result, consumers are drawn to these products, knowing that they align with safety and quality standards.

Furthermore, various organizations, such as Ecocert, COSMOS, and USDA Organic, have established certification programs for natural and organic cosmetics. These certifications provide consumers with a clear way to identify products that meet specific organic or natural ingredient requirements. Such certifications not only build trust among consumers but also encourage manufacturers to adhere to higher quality and sourcing standards.

Key Market Challenges

Regulatory Hurdles and Lack of Harmonization

One of the primary challenges in the natural and organic cosmetics market is the complex and fragmented landscape of regulations and certifications. Different countries and regions have varying standards and definitions for what constitutes 'natural' or 'organic.' This lack of harmonization leads to confusion among consumers and manufacturers, as well as regulatory compliance challenges for companies operating in multiple markets.

For instance, the European Union has established strict regulations through the ECOCERT and COSMOS standards, while the United States relies on the USDA National Organic Program for organic certifications. These differing standards can hinder trade and create barriers for international expansion.

To address this challenge, industry stakeholders, regulatory bodies, and standard-



setting organizations must work together to develop global, harmonized standards for natural and organic cosmetics. This would ensure consistent labeling and certification processes, facilitating consumer trust and international market access.

Greenwashing and Consumer Skepticism

Greenwashing is a pervasive issue in the natural and organic cosmetics industry. It involves companies making false or misleading claims about the environmental and health benefits of their products. As consumer interest in natural and organic cosmetics grows, so does the risk of encountering misleading marketing tactics.

Greenwashing not only undermines consumer trust but also poses a challenge to genuine natural and organic brands. Consumers may become skeptical of product claims, leading to cynicism within the market. Therefore, the industry must proactively combat greenwashing by implementing stricter regulations and oversight, as well as by promoting transparency and certification.

Companies that adhere to clear and internationally recognized standards should be encouraged to display their certifications prominently on product labels. Moreover, consumer education initiatives can help individuals distinguish between truly natural and organic cosmetics and those that merely claim to be.

Sourcing and Supply Chain Sustainability

The natural and organic cosmetics market heavily relies on sourcing natural ingredients, often from biodiversity-rich regions worldwide. The challenge lies in ensuring the sustainability of these supply chains. Overharvesting, deforestation, and irresponsible agricultural practices can lead to environmental degradation and the depletion of natural resources.

To address this challenge, the industry must adopt and promote sustainable sourcing practices. Brands should work closely with their suppliers to implement fair trade and ethical sourcing standards, ensuring that local communities benefit from these practices. Additionally, companies should engage in reforestation and conservation efforts to mitigate the environmental impact of ingredient harvesting.

Moreover, it is essential for the industry to invest in research and development to identify alternative, sustainable sources for natural and organic ingredients. For example, biotechnology offers promising solutions for producing ingredients like plant



extracts and oils without the need for traditional agriculture.

Key Market Trends

Increased Consumer Demand for Transparency and Clean Beauty

One prominent trend in the global natural and organic cosmetics market is the growing demand for transparency and 'clean beauty.' Consumers are becoming increasingly concerned about the ingredients in their personal care products and are actively seeking products with natural and organic components. They are looking for labels that clearly list ingredients they can recognize and understand.

To meet this demand, cosmetics manufacturers are embracing transparency by providing detailed information about the sourcing and processing of their ingredients. The 'clean beauty' movement advocates for formulations that exclude harmful chemicals, parabens, sulfates, and synthetic fragrances. Companies are responding by formulating products that are free from these unwanted additives, making use of naturally derived preservatives and fragrances. Such products are labeled 'clean' or 'free from' certain undesirable ingredients, catering to a rapidly growing segment of health-conscious consumers.

Cosmetic brands are also emphasizing eco-friendly and sustainable packaging, reducing single-use plastic, and opting for recyclable materials to align with consumer expectations for clean and environmentally responsible products. As a result, the global natural and organic cosmetics market is witnessing a surge in product offerings that prioritize ingredient transparency, sustainability, and a clean, minimalistic approach to beauty.

Rise of Vegan and Cruelty-Free Products

Another notable trend is the increasing popularity of vegan and cruelty-free cosmetics. As consumers become more ethically conscious and animal welfare advocates, they seek cosmetic products that do not contain animal-derived ingredients and have not been tested on animals. The demand for vegan and cruelty-free cosmetics is driven by a desire to make ethical and environmentally friendly choices in personal care routines.

To meet this demand, cosmetic companies are reformulating existing products or launching new product lines that are entirely vegan and cruelty-free. They are replacing animal-derived ingredients, such as beeswax or carmine, with plant-based alternatives



and using alternative testing methods that do not involve animals. The 'leaping bunny' and 'vegan' certification labels are becoming increasingly prominent on product packaging, assuring consumers of a company's commitment to ethical practices.

The rise of vegan and cruelty-free cosmetics extends beyond just makeup and skincare products. It also includes hair care, fragrances, and even nail care, offering consumers a broad spectrum of choices that align with their values. The global natural and organic cosmetics market is experiencing significant growth in this segment as consumers seek to make more compassionate choices in their beauty routines.

Customization and Personalization in Natural Cosmetics

Customization and personalization are emerging trends in the natural and organic cosmetics market. Consumers are increasingly seeking products that cater to their unique skincare needs, preferences, and even cultural or regional considerations. The 'one-size-fits-all' approach is giving way to a more individualized approach to beauty.

Cosmetic brands are responding by offering customization options that allow consumers to personalize their skincare and makeup products. For example, some brands offer online quizzes or consultations to determine a customer's skin type, concerns, and desired outcomes. Based on the results, they create bespoke skincare regimens or makeup palettes with the appropriate natural and organic ingredients to address those specific needs.

In addition to individualized formulations, cosmetic companies are also providing options for product personalization through packaging and color selection. Consumers can choose the design and material of their product packaging, and they can select shades and textures that match their skin tone and preferences. This trend reflects a desire for products that are truly tailored to the consumer's unique beauty and self-expression.

Segmental Insights

Type Insights

Skin care products have secured a significant share in the global natural and organic cosmetics market, reflecting the growing consumer preference for safe, eco-friendly, and skin-friendly beauty solutions. This trend towards natural and organic cosmetics has reshaped the beauty industry, and skin care stands at the forefront of this



transformation.

Consumer Demand for Clean Beauty: With the increased awareness of the potential risks associated with synthetic chemicals in cosmetics, consumers are actively seeking clean, green, and sustainable beauty products. Skin care products have become the poster child for the clean beauty movement, as consumers are especially cautious about what they apply to their skin due to concerns about potential allergies, sensitivities, and long-term health effects.

Growing Eco-Consciousness: The global push for sustainability and environmental responsibility has led consumers to seek products that are not only safe for their skin but also for the planet. Natural and organic skin care products often use sustainable sourcing, eco-friendly packaging, and environmentally conscious production processes, aligning with the values of eco-conscious consumers.

Health and Wellness Trends: The health and wellness movement has emphasized the importance of self-care and well-being, making skin care an integral part of daily routines. Natural and organic skin care products resonate with consumers who view their beauty regimens as a way to promote overall health and vitality, rather than simply addressing superficial concerns.

Transparency and Ingredient Consciousness: The skin care sector within the natural and organic cosmetics market places a strong emphasis on transparency and ingredient consciousness. Consumers are scrutinizing product labels and seeking products with recognizable, plant-based ingredients, devoid of harmful additives, fragrances, and preservatives. They want to know what they're applying to their skin, and this demand for transparency has driven the growth of natural and organic skin care.

Innovation in Product Formulations: Natural and organic cosmetics manufacturers have invested in research and development to create innovative skin care products that deliver results while adhering to natural and organic principles. From anti-aging serums to moisturizers, the skin care segment offers a wide range of products that cater to various skin types and concerns.

Ethical and Cruelty-Free Practices: The natural and organic cosmetics market, particularly in the skin care segment, places a strong emphasis on ethical practices, including cruelty-free formulations. Consumers increasingly seek products that have not been tested on animals and do not harm or exploit any living creatures during the manufacturing process.



Global Availability and Accessibility: Natural and organic skin care products are widely available in the global market, making them accessible to consumers in various regions. As the demand for these products continues to rise, more brands and retailers are offering natural and organic skin care options to cater to a diverse and global consumer base.

Sales Channel Insights

Online retail has become a significant player in the global natural and organic cosmetics market, revolutionizing the way consumers access and purchase beauty and skincare products. The increasing demand for natural and organic cosmetics, coupled with the convenience and accessibility of online platforms, has led to a notable shift in consumer preferences and market dynamics.

Online retail offers unparalleled convenience for consumers looking to purchase natural and organic cosmetics. With just a few clicks, customers can browse a vast array of products, read reviews, compare prices, and make purchases from the comfort of their own homes. This convenience extends to a global audience, allowing consumers to access brands and products that may not be readily available in their local stores. As a result, online platforms have become the go-to choice for many consumers seeking these specialized cosmetics.

Online retailers provide a diverse and extensive selection of natural and organic cosmetics. This variety is a key factor driving their market share. Consumers can explore a wide range of products, including skincare, makeup, haircare, and more. Additionally, online platforms often offer products from both established and emerging brands, giving consumers a broad spectrum of choices to meet their specific preferences and needs.

Online retailers place a strong emphasis on providing detailed product information and transparency, particularly in the natural and organic cosmetics sector. Shoppers can access comprehensive ingredient lists, certifications, and detailed product descriptions, empowering them to make informed choices about the products they purchase. The availability of this information is a crucial factor for consumers who prioritize transparency in their beauty and skincare products.

Online shopping platforms allow consumers to read product reviews and recommendations from other users. This user-generated content is invaluable in helping



shoppers make informed decisions. Positive reviews and personal recommendations can significantly influence the purchasing choices of potential buyers, adding to the appeal of online cosmetics shopping.

Online retailers often offer competitive pricing and exclusive discounts on natural and organic cosmetics. This pricing flexibility can attract budget-conscious consumers who seek cost-effective options without compromising product quality. Special promotions and discounts frequently encourage online shoppers to explore and purchase products they might not have considered otherwise.

The global reach of online retailers ensures that natural and organic cosmetics are accessible to consumers around the world. Brands and products from different regions can reach a broader customer base, promoting cross-border trade and introducing consumers to a wider selection of cosmetics. This international availability is particularly beneficial for individuals seeking specific products, unique formulations, or culturally diverse beauty solutions.

Regional Insights

North America has emerged as a significant player in the global natural and organic cosmetics market, underscoring its pivotal role in the rapid growth and transformation of this thriving industry. The region's robust presence can be attributed to various factors that highlight North America's commitment to natural and organic beauty products and its evolving consumer landscape.

North America has experienced a substantial increase in consumer awareness of the potential benefits of natural and organic cosmetics. This heightened consciousness regarding personal health and environmental sustainability has fueled a growing demand for products that align with these principles. Consumers are increasingly seeking cosmetics that are free from synthetic chemicals, parabens, and artificial fragrances, making natural and organic alternatives more appealing.

The region's strong focus on health and wellness has translated into the cosmetics industry. Consumers are no longer satisfied with merely looking good; they also seek products that promote skin health and overall well-being. Natural and organic cosmetics, often formulated with plant-based ingredients rich in vitamins and antioxidants, offer these benefits.

North America maintains well-established regulatory standards for cosmetics, which



include strict guidelines on product labeling, ingredient transparency, and product safety. These standards ensure that products in the market meet specific criteria for being classified as natural or organic. This regulatory framework provides consumers with confidence in the authenticity and quality of the products they purchase.

North America boasts a flourishing cosmetics industry with a wide range of products to cater to diverse consumer preferences. Natural and organic cosmetics have become a significant segment within this industry, offering consumers an array of options for skincare, makeup, haircare, and more. The presence of well-known brands and an array of specialty stores and online retailers have contributed to the expansion of this market.

Eco-consciousness and sustainability are driving forces behind the growing popularity of natural and organic cosmetics. Consumers are increasingly making choices that align with eco-friendly practices, supporting brands that emphasize responsible sourcing, ethical manufacturing, and environmentally-friendly packaging. This ethical stance resonates with the values of many North American consumers.

North America is home to numerous research and development facilities focused on natural ingredients. This has led to innovation in the field of natural and organic cosmetics. These innovations result in the development of effective and cutting-edge formulations that are free from harmful chemicals, adding to the attractiveness of these products.

North America boasts a well-developed retail infrastructure, featuring a wide array of brick-and-mortar stores and a strong presence in the e-commerce landscape. This expansive retail network ensures that consumers have convenient access to natural and organic cosmetics, making it easier for them to explore and choose products that align with their values.

Key Market Players

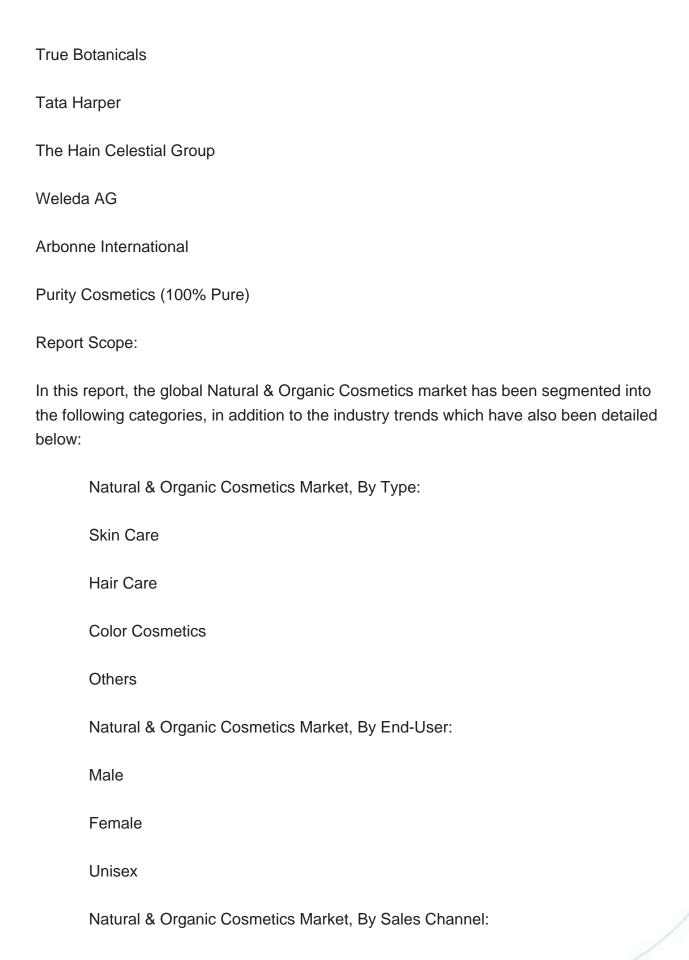
Shiseido Company Limited

Natura & Co.

The Estee Lauder Companies

Yves Rocher







Supermarkets/Hypermarkets
Departmental Stores
Online
Others
Natural & Organic Cosmetics Market, By Region:
North America
United States
Canada
Mexico
Europe
France
United Kingdom
Italy
Germany
Spain
Asia-Pacific
China
India
Japan
Australia



South Korea		
South America		
Brazil		
Argentina		
Colombia		
Middle East & Africa		
South Africa		
Saudi Arabia		
UAE		
Turkey		
Egypt		
Competitive Landscape		
Company Profiles: Detailed analysis of the major companies present in the global natural & organic cosmetics market.		
Available Customizations:		

Company Information

customization options are available for the report:

Detailed analysis and profiling of additional market players (up to five).

Global Natural & Organic Cosmetics market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following



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