

South Korea Dietary Supplements Market, By Product Type (Vitamin, Combination Dietary Supplement, Herbal Supplement, Fish Oil & Omega Fatty Acid, Protein, Others), By Form (Tablets, Capsules, Powder, Liquids, Soft Gels), By Application (Energy & Weight Management, General Health, Bone & Joint Health, Immunity, Others), By End User (Infants, Children, Adults, Pregnant Females, Geriatric), By Distribution Channel (Pharmacies and Drug Stores, Supermarkets and Hypermarkets, Online, Others), By Region, Competition, Forecast and Opportunities, 2020-2030F

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Abstracts

South Korea Dietary Supplements Market was valued at USD 1260.55 Million in 2024 and is anticipated to project impressive growth in the forecast period with a CAGR of 7.02% through 2030. The South Korea Dietary Supplements Market is a vibrant and rapidly advancing sector, marked by strong growth driven by heightened health awareness, an aging population, and increasing lifestyle-related health challenges. The market is witnessing significant expansion, underpinned by growing consumer demand for health and wellness products. This rising market value reflects a broader recognition of dietary supplements as essential to maintaining a healthy lifestyle.

The market is evolving with notable trends such as the growth of online sales and a rising interest in personalized supplements. Despite facing challenges like regulatory constraints, market saturation, and consumer skepticism, the sector offers substantial opportunities for growth and innovation. Companies that navigate these challenges



effectively and align with shifting consumer preferences are positioned to thrive in this dynamic market.

Key Market Drivers

Increasing Health and Wellness Awareness

South Koreans are increasingly adopting a proactive approach to managing their health, driven by growing awareness of the importance of nutrition and overall wellness. This shift is evidenced by a heightened interest in preventive measures rather than reactive treatments. Koreans are increasingly health-conscious, with over 30% expressing a desire to reduce their meat consumption. Additionally, nearly 75% of meat eaters are open to incorporating plant-based foods into their diets. According to our survey, 91% of respondents indicated a willingness to choose plant-based options over meat in the future. Dietary supplements are seen as a crucial component of this proactive health management, as they provide essential nutrients that might be lacking in daily diets. The proliferation of health-related media content, including television programs, online articles, and social media posts, has significantly raised public awareness about the benefits of dietary supplements. Health experts, nutritionists, and influencers frequently discuss the advantages of various supplements, making consumers more informed about their choices. Public health campaigns that emphasize the importance of balanced nutrition and preventive health also contribute to the growing demand for supplements.

There is a notable shift from reactive healthcare, which focuses on treating existing conditions, to preventive care, which aims to avoid the onset of health issues. This shift aligns with the growing recognition that maintaining optimal health through proper nutrition can prevent chronic diseases and enhance overall well-being. Dietary supplements are integral to this preventive approach, as they help address potential nutritional deficiencies and support various aspects of health. The increasing popularity of wellness trends, such as holistic health and mindfulness, has further driven interest in dietary supplements. Consumers are more inclined to invest in products that support their mental, physical, and emotional well-being. Supplements that promote stress relief, mental clarity, and overall vitality align with these wellness trends, thereby boosting their demand in the market. The rise of digital health resources, including health apps, online forums, and virtual consultations, has made information about dietary supplements more accessible to consumers. These platforms provide valuable insights into the benefits and proper usage of supplements, helping consumers make informed decisions. The availability of online reviews and ratings also influences consumer



preferences and purchasing behavior. As health literacy improves, consumers are better equipped to understand the role of dietary supplements in maintaining health. Educational content from reputable sources, such as health organizations and research institutions, enhances consumer knowledge about the scientific basis for supplement efficacy. This increased literacy fosters greater confidence in using supplements as part of a healthy lifestyle.

With the increasing awareness of personalized health, consumers are seeking supplements tailored to their specific needs. Personalized nutrition, which considers individual health profiles, genetic predispositions, and lifestyle factors, is becoming more prevalent. Consumers are willing to invest in customized supplement regimens that address their unique health concerns and nutritional requirements, driving growth in this segment of the market. Advancements in technology, such as DNA testing and health tracking devices, facilitate personalized nutrition. These technologies enable consumers to receive personalized supplement recommendations based on their health data. The integration of technology with dietary supplements enhances the appeal of tailored solutions and supports the market's growth. Modern lifestyles, characterized by high stress, irregular eating habits, and sedentary behavior, contribute to an increased reliance on dietary supplements. Consumers are turning to supplements to address nutritional gaps caused by these lifestyle factors. For example, supplements that support energy levels, immune function, and stress management are in high demand as people seek ways to mitigate the adverse effects of their busy lives. The growing emphasis on fitness and wellness, driven by cultural and social trends, also drives demand for dietary supplements. Fitness enthusiasts and health-conscious individuals often use supplements to enhance their performance, support recovery, and achieve their health goals. This cultural shift towards a healthier lifestyle further fuels the growth of the dietary supplements market.

Aging Population

The aging population in South Korea significantly drives the growth of the Dietary Supplements Market. This demographic shift creates specific needs and opportunities for dietary supplements designed to address age-related health concerns. As the South Korean population ages, there is a heightened demand for dietary supplements that support the management of age-related health conditions. South Korea is experiencing a severe shortage of healthcare workers, with only 2.6 doctors per 1,000 people in 2020, significantly below the OECD average of 3.7 (OECD Health Statistics, 2022). This shortage is driven by a combination of demographic, geographic, political, and professional factors. The challenges in healthcare are further compounded by the rapid



aging of the South Korean population, leading to a substantial increase in chronic diseases and co-morbidities. By 2030, nearly a quarter of South Koreans are projected to be 65 years of age or older (Korea Employment Information Service, 2021). This demographic shift underscores the growing demand for medical personnel, particularly in geriatrics and primary care. Common issues among older adults include bone density loss, joint pain, cognitive decline, and cardiovascular health concerns. Supplements such as calcium, vitamin D, glucosamine, omega-3 fatty acids, and antioxidants are increasingly sought after for their potential to address these issues and support overall health. Older adults are more focused on preventive health measures to maintain their quality of life and reduce the risk of chronic diseases. Dietary supplements are viewed as a proactive approach to health management, helping to prevent or alleviate symptoms associated with aging. This focus on prevention rather than treatment drives the demand for supplements that can support long-term health and well-being. Health concerns are prompting South Korean consumers to boost their consumption of plantbased foods and sports nutrition products. Although the purchase rates for meat substitutes and dairy alternatives remain below the global average, a growing number of consumers are opting for plant-based alternatives. Furthermore, 32% of South Korean consumers have purchased sports and functional nutrition products, surpassing the global average of 28%.

The South Korean government has recognized the challenges associated with an aging population and has implemented policies to promote healthy aging. Government initiatives often include funding for research on aging, public health campaigns emphasizing the importance of nutrition, and subsidies for health and wellness products. These policies create a favorable environment for the growth of the dietary supplements market by raising awareness and supporting consumer access to supplements. The healthcare system in South Korea is adapting to meet the needs of an aging population, with a growing emphasis on preventive care and management of chronic conditions. Dietary supplements play a crucial role in this strategy, providing supplementary nutrition that supports health outcomes. As the healthcare system integrates these approaches, the demand for dietary supplements is likely to increase. Older adults in South Korea are becoming more health-conscious and are actively seeking ways to enhance their well-being. This demographic is increasingly educated about the benefits of dietary supplements and is more willing to invest in products that support their health needs. Supplements that offer benefits such as improved bone health, enhanced cognitive function, and better cardiovascular health resonate strongly with this group. The dietary supplements market is responding to the specific needs of older adults by offering specialized products tailored to age-related health concerns. Innovations in supplement formulations, such as those focusing on bone strength, joint



health, and cognitive support, cater to the evolving preferences of older consumers. Companies that develop and market these targeted products are better positioned to capture the growing demand from this demographic.

Older adults often have more disposable income compared to younger demographics, particularly those who are retired or have accumulated savings over their lifetime. This financial stability allows them to spend more on health and wellness products, including dietary supplements. The willingness to invest in quality supplements to maintain health and manage aging-related issues drives market growth. Expenditure on health and wellness is a priority for many older adults, who view dietary supplements as a valuable investment in their quality of life. This spending trend supports the growth of the dietary supplements market, as older consumers prioritize products that offer tangible health benefits. In South Korean culture, there is a strong emphasis on longevity and maintaining vitality as one ages. Dietary supplements that promise to enhance life quality, support active lifestyles, and contribute to a youthful appearance align with these cultural values. This cultural focus on longevity and well-being boosts the demand for supplements among older adults. Family and social networks also play a role in the dietary supplement choices of older adults. Recommendations from family members and peers, along with social norms and expectations, influence purchasing decisions. Supplements that are perceived as beneficial for maintaining health and social engagement are favored in this demographic.

Key Market Challenges

Regulatory Hurdles

The South Korean government imposes strict regulations on the production, marketing, and sale of dietary supplements. While these regulations ensure product safety and quality, they also create significant barriers for market entry and expansion. Companies must navigate complex approval processes and adhere to rigorous standards, which can be time-consuming and costly. This regulatory burden can stifle innovation and discourage new entrants from entering the market.

Frequent changes in regulatory policies can create uncertainty for businesses. Keeping up with evolving regulations requires continuous monitoring and adaptation, which can strain resources, especially for smaller companies. The need to constantly update product formulations, labeling, and marketing strategies to comply with new rules can disrupt business operations and slow down market growth. International brands face additional challenges when entering the South Korean market due to regulatory



differences. They must ensure that their products meet local standards, which may differ significantly from those in their home countries. This often involves reformulating products, changing packaging, and undergoing local testing and certification processes, all of which can be costly and time-consuming.

Market Saturation and Competition

The South Korea dietary supplements market is highly competitive, with numerous local and international brands vying for market share. Established players with strong brand recognition and extensive distribution networks dominate the market, making it difficult for new entrants to gain traction. Intense competition can lead to price wars and reduced profit margins, which can deter investment and innovation.

Certain segments of the dietary supplements market, such as vitamins and minerals, are nearing saturation. With a plethora of products available, consumers have a wide range of choices, leading to brand loyalty challenges for companies. Market saturation can also result in slower growth rates as the demand reaches a plateau, making it challenging for businesses to sustain high growth levels. In a saturated market, differentiation becomes crucial for success. Companies must continuously innovate to stand out from the competition. However, developing new and unique products requires significant investment in research and development. The pressure to innovate can strain resources and may not always result in successful products, adding financial risk to companies.

Consumer Skepticism Regarding Product Efficacy and Safety

The proliferation of misinformation and misleading claims about dietary supplements can lead to consumer skepticism. Exaggerated marketing claims and unverified testimonials can erode trust in the industry. Consumers may become wary of the efficacy and safety of supplements, leading to reduced demand and slower market growth.

Reports of adverse events related to dietary supplements can significantly impact consumer confidence. Negative publicity from product recalls, contamination incidents, or health scares can damage the reputation of the entire industry. Even isolated incidents can create widespread apprehension among consumers, leading to a decline in sales. A lack of comprehensive consumer education on the benefits and proper use of dietary supplements contributes to skepticism. Many consumers are unaware of the scientific evidence supporting the efficacy of certain supplements or how to use them



correctly. This lack of knowledge can result in misuse, ineffective results, and ultimately, disillusionment with dietary supplements.

Key Market Trends

Personalized Nutrition

The trend towards personalized nutrition is revolutionizing the dietary supplements market in South Korea. Consumers are increasingly seeking supplements tailored to their specific health needs, genetic profiles, and lifestyle choices. Advances in technology, such as genetic testing and Al-driven health assessments, enable the creation of customized supplement regimens. This personalization ensures that consumers receive targeted nutrients, enhancing the efficacy and appeal of dietary supplements.

The demand for unique, individualized products is particularly strong among health-conscious South Koreans who prioritize optimal wellness. Personalized supplements, often delivered through subscription models, cater to this demand by providing convenience and specificity. Companies that invest in personalized nutrition platforms are likely to see higher customer loyalty and satisfaction, driving market growth. The integration of dietary supplements with wearable health technology further fuels this trend. Wearable devices that track health metrics such as sleep patterns, activity levels, and nutrient intake provide valuable data for tailoring supplement recommendations. This synergy between technology and nutrition enhances consumer engagement and fosters a more proactive approach to health management.

Increasing E-Commerce Penetration

The rise of e-commerce is significantly transforming the dietary supplements market in South Korea. Online platforms offer unparalleled convenience, allowing consumers to easily browse, compare, and purchase a wide range of supplements from the comfort of their homes. The accessibility of e-commerce platforms caters to the fast-paced lifestyles of South Koreans, driving the popularity of online shopping for dietary supplements.

Digital marketing and social media play a crucial role in promoting dietary supplements. Influencers, health bloggers, and online reviews influence consumer purchasing decisions, making social media a powerful tool for supplement brands. Companies leverage these platforms to reach a broader audience, create brand awareness, and



build trust with consumers. E-commerce platforms facilitate subscription and autoreplenishment models, which are gaining traction among consumers seeking convenience and consistency. These models ensure a steady supply of supplements, reducing the likelihood of consumers running out of their preferred products. This recurring revenue stream benefits companies by enhancing customer retention and lifetime value.

Growing Emphasis on Preventive Healthcare

There is a growing emphasis on preventive healthcare in South Korea, driven by increasing awareness of the long-term benefits of maintaining good health. This cultural shift towards wellness is supported by government initiatives, public health campaigns, and media coverage that highlight the importance of preventive measures, including the use of dietary supplements.

The aging population in South Korea is a significant factor driving the focus on preventive healthcare. Older adults are more prone to chronic diseases and health conditions that can be mitigated through proper nutrition and supplementation. Vitamins, minerals, and other dietary supplements play a vital role in preventing deficiencies and supporting overall health in this demographic. Corporate wellness programs are also contributing to the emphasis on preventive healthcare. Employers are increasingly recognizing the importance of employee health and are incorporating dietary supplements into their wellness initiatives. These programs not only improve employee well-being but also enhance productivity and reduce healthcare costs, benefiting both employees and employers.

Segmental Insights

Product Type Insights

Based on the category of Product Type, the Vitamin segment emerged as the dominant in the market for South Korea Dietary Supplements in 2024. In South Korea, there is a strong cultural emphasis on preventive healthcare and maintaining overall well-being. Vitamins, being essential nutrients, are widely recognized for their role in supporting immune function, enhancing energy levels, and preventing deficiencies. This awareness drives consumers to incorporate vitamins into their daily routines to proactively manage their health. Modern lifestyles, characterized by high stress levels, irregular eating habits, and limited exposure to natural sunlight, have led to an increase in vitamin deficiencies among the South Korean population. For instance, Vitamin D deficiency is



common due to limited sun exposure. Similarly, urban diets often lack sufficient amounts of essential vitamins such as Vitamin B and Vitamin C. This prevalence of lifestyle-related health issues fuels the demand for vitamin supplements as a means to counteract these deficiencies.

South Korea has one of the fastest-aging populations in the world. As people age, their nutritional needs change, and they become more susceptible to various health conditions that can be mitigated by adequate vitamin intake. Vitamins such as B12, D, and calcium are particularly important for the elderly to maintain bone health, cognitive function, and overall vitality. The aging demographic significantly contributes to the sustained demand for vitamin supplements. The South Korean government has implemented stringent regulations to ensure the safety and efficacy of dietary supplements. These regulations instill confidence among consumers regarding the quality and authenticity of vitamin supplements available in the market. Additionally, government initiatives promoting public health and nutrition often emphasize the importance of vitamins, further driving consumer trust and adoption.

The vitamin segment benefits from continuous innovation and product diversification. Companies invest in research and development to create advanced formulations that cater to specific health needs, such as multivitamins tailored for women, men, children, and seniors. There is also a growing trend towards organic and natural vitamin supplements, which appeals to health-conscious consumers seeking clean and sustainable options. Vitamins are heavily marketed through various channels, including television, online platforms, and in-store promotions. Celebrity endorsements and influencer partnerships play a significant role in shaping consumer preferences and driving sales. The visibility and persuasive power of these marketing efforts amplify the appeal of vitamin supplements among South Koreans. These factors are expected to drive the growth of this segment.

End User Insights

The Adults segment is projected to experience rapid growth during the forecast period. Adults in South Korea are increasingly health-conscious and proactive about maintaining their well-being. This demographic is highly aware of the benefits of dietary supplements in supporting overall health, preventing diseases, and enhancing quality of life. Health awareness campaigns, government initiatives, and media coverage on the importance of nutrition and supplements contribute to this heightened awareness. The fast-paced, high-stress lifestyle prevalent among South Korean adults, especially those living in urban areas, leads to increased reliance on dietary supplements. Busy work



schedules, irregular eating habits, and limited time for balanced meals result in nutritional gaps that supplements can effectively fill. Vitamins, minerals, and other supplements are seen as convenient solutions to ensure adequate nutrient intake amidst hectic routines. As the South Korean population ages, adults become more focused on addressing age-related health concerns such as weakened immune systems, joint and bone health, and cognitive function. Dietary supplements tailored to these specific needs, such as calcium, omega-3 fatty acids, and antioxidants, are in high demand. The adult segment, particularly those in their middle ages and beyond, prioritizes supplements to manage and mitigate the effects of aging.

Fitness and physical appearance are significant motivators for South Korean adults to use dietary supplements. The cultural emphasis on maintaining a youthful and fit appearance drives the demand for products that support weight management, muscle building, and skin health. Protein powders, collagen supplements, and fat burners are particularly popular among adults aiming to enhance their physical fitness and aesthetic appeal. Adults typically have higher disposable incomes compared to younger demographics, enabling them to spend more on health and wellness products. Economic stability allows for discretionary spending on dietary supplements, often considered non-essential yet highly beneficial. This financial capability drives the purchase of premium and specialized supplements that promise superior health benefits.

The South Korean government's stringent regulations ensure the safety, efficacy, and quality of dietary supplements. This regulatory environment builds trust among adult consumers, who are more likely to invest in supplements that are government-approved and scientifically validated. Trust in product safety and effectiveness is crucial for sustained market growth within the adult segment. Advancements in technology and the rise of personalized nutrition have significantly influenced the adult segment's consumption of dietary supplements. Personalized supplements, based on individual health profiles, genetic predispositions, and lifestyle factors, cater specifically to the unique needs of adults. This customization enhances the appeal of dietary supplements, making them more relevant and effective for adult consumers. These factors collectively contribute to the growth of this segment.

Regional Insights

Northern emerged as the dominant in the South Korea Dietary Supplements market in 2024, holding the largest market share in terms of value. The Northern Region is home to a significantly higher population density compared to other parts of South Korea.



Seoul, the capital city, along with its neighboring cities, constitutes a vast urbanized area with millions of residents. This high population density creates a substantial consumer base, driving the demand for dietary supplements. Urban residents are generally more health-conscious, with a greater inclination towards preventive healthcare and wellness products, including dietary supplements. Seoul and its metropolitan area are economic powerhouses, contributing a major portion of the country's GDP. The region's economic prosperity translates into higher disposable incomes for its residents. With greater financial capability, consumers in the Northern Region can afford to spend more on health and wellness products, including high-quality and premium dietary supplements. This economic advantage fosters a thriving market for such products.

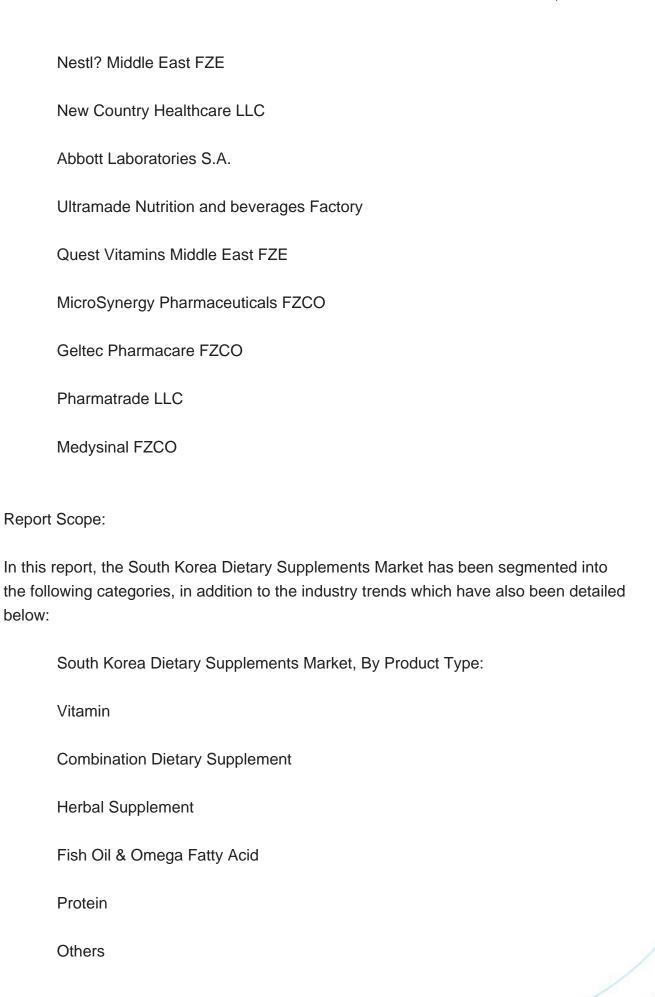
The Northern Region boasts advanced healthcare infrastructure with numerous hospitals, clinics, and wellness centers. This infrastructure not only provides easy access to healthcare services but also promotes a culture of health awareness and preventive care. Healthcare professionals in this region are more likely to recommend dietary supplements to their patients, contributing to increased consumption. Residents of the Northern Region typically have higher education levels, which correlate with greater awareness of health and wellness trends. Educated consumers are more likely to understand the benefits of dietary supplements and are proactive in incorporating them into their daily routines. Additionally, the presence of numerous educational institutions and research centers in Seoul fosters a culture of continuous learning and awareness about the latest health trends and products.

The Northern Region has a well-developed retail infrastructure with numerous health and wellness stores, pharmacies, and supermarkets offering a wide range of dietary supplements. Additionally, the region leads in e-commerce penetration, with consumers increasingly purchasing supplements online. The convenience and accessibility of both physical and online retail channels significantly boost the dietary supplements market. Due to its large and affluent consumer base, the Northern Region is a prime target for marketing and promotional activities by dietary supplement companies. These companies invest heavily in advertising, both online and offline, to capture the attention of health-conscious consumers. The high visibility of these marketing campaigns further drives consumer interest and sales in the region.

Key Market Players

Bayer Middle East FZE







South Korea Dietary Supplements Market, By Form:
Tablets
Capsules
Powder
Liquids
Soft Gels
South Korea Dietary Supplements Market, By Application:
Energy & Weight Management
General Health
Bone & Joint Health
Immunity
Others
South Korea Dietary Supplements Market, By End User:
Infants
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