

# **Direct Selling Market Size, Share, Trends, Growth, Outlook, and Insights Report, 2023- Industry Forecasts by Type, Application, Segments, Countries, and Companies, 2018- 2030**

<https://marketpublishers.com/r/D0D0FE64EB86EN.html>

Date: November 2023

Pages: 180

Price: US\$ 3,800.00 (Single User License)

ID: D0D0FE64EB86EN

## **Abstracts**

The Direct Selling market is a large and high-potential growth industry. In 2023, the market is poised to register positive year-on-year growth over 2022. Further, the Direct Selling market size maintains a super-linear growth trajectory, registering continuous expansion from 2023 to 2030.

As we enter the late half of 2023, the Direct Selling industry is poised for significant growth and transformation. The “Direct Selling Market Size, Share, Trends, Growth, Outlook, and Insights Report, 2023- Data Forecasts by Type, Application, Segments, Countries, and Companies, 2018- 2030” report details the definition and advantages of Direct Selling.

### **Overview of the Direct Selling Industry in 2023**

The accelerating development of the industry is driven by a widening application base, R&D investment in new product development, competitive strategies focusing on expanding into niche segments, and potential growth prospects for Direct Selling Companies in developing countries.

The Direct Selling Insights Report provides key market size and share outlook, short-term and long-term trends, potential opportunities, analytical models, current market conditions, scenario analysis, post-COVID analysis, competitive landscape, company profiles, and market news and developments.

## Direct Selling Market Size, Share, and Trend Analysis

The global Direct Selling market plays a major role in the global electronics and semiconductors industry. The report provides a comprehensive and in-depth analysis of different segments across the industry.

Further, potential types, applications, products, and other Direct Selling segments are analyzed in the market study.

**Direct Selling Market Statistics-** Current status of the Direct Selling industry and the key statistics for 2023 are provided in detail.

**Strategic Analysis of Direct Selling Industry-** Competitive analysis, vendor landscape, SWOT profiles, and product profiles are included.

**Market Trends and Insights-** The Direct Selling Insights report provides a detailed examination of key market trends, drivers, and their impact on demand. Further, the increasing importance of Direct Selling across industries is discussed.

**Market Developments-** Mergers, acquisitions, product launches, capacity expansion plans, and other developments announced by leading Direct Selling companies are included in the study.

**Direct Selling Market Opportunities-** Potential growth opportunities and quantitative comparison of different segments to provide an assessment of diverse opportunities in the industry.

**Regional analysis-** Further, a geographical analysis of the Direct Selling industry, highlighting key markets and their growth prospects is included. The market size across six regions including North America, Asia Pacific, Europe, South America, the Middle East, and Africa is forecast to 2030.

## Analytical Frameworks

The Direct Selling insights report uses multiple analytical frameworks for analyzing the global Direct Selling industry. The tools include- Industry SWOT, Porter's Five Forces Analysis, PESTLE analysis, scenario analysis, and others.

**Industry SWOT-** The report identifies the key strengths, weaknesses, opportunities, and threats facing the global markets in 2023 and beyond.

**Scenario analysis-** 4 scenarios for the long-term future based on the global economy are analyzed.

**Porter's Five Forces Analysis-** The report quantifies Porter's five forces analysis to assess the market attractiveness using the weighted average of the Bargaining power of buyers, Bargaining power of suppliers, Threat of substitutes, Threat of new entrants, and intensity of competitive rivalry.

**PESTLE Analysis-** Six segments of the general environment surrounding the Direct Selling industry including political, economic, social, technological, environmental, and legal factors are briefed.

#### Future Direct Selling Growth Outlook and Opportunities

The chapter provides a detailed analysis of market size, growth rate, revenue trends, and volume analysis over the historical period from 2018 up to 2022. Projection of the future growth prospects and opportunities in the Direct Selling industry along with insights into each of the potential market segments is included in the study. Further, the evaluation of factors driving market growth across markets is provided. In addition, the latest technological advancements and an analysis of the impact of these advancements on the performance, reliability, and efficiency of products are included.

#### Market Dynamics- Impact Analysis and Post-COVID Outlook of Direct Selling Industry

Optimistic economic conditions are observed in H2-2023 across multiple scenarios. The current edition of the Direct Selling Market Study identifies brighter views for 2023 and an increasingly optimistic global outlook over the forecast period.

However, the market is also constrained by challenges of geopolitical instability and conflicts with the Russia-Ukraine war and inflation conditions in the US and other markets, and rising interest rates continue to restrain the market growth prospects.

The four case scenarios considered for countries in the study are -

Sluggish economic growth, with emphasis on savings and low expenditure

Despite growth fluctuations, consumer confidence remains robust and gains continue for companies

Investments in technology deployment and productive investments

Stronger consumer demand and higher investments supporting solid growth

**Direct Selling Market Trends- Emerging markets present strong growth prospects**

According to the World Bank, over 85% of the world's population lives in the Asia Pacific, the Middle East and Africa (MEA), or South America. An increasing volume of companies are expanding their production and marketing bases to these countries as the consumption power of individuals continues to strengthen.

Several new market entrants are targeting niche economically attractive Direct Selling segments when expanding into these markets. We anticipate the Direct Selling sales growth in developing countries to continue to accelerate rapidly over the forecast period.

**North America Direct Selling Industry: Market Trends, Share, Size, Growth, Opportunity and Forecast 2023-2028**

The past few quarters have been encouraging for North American Direct Selling market suppliers. A large number of Direct Selling companies are reporting profitability after several quarters of margin declines. Focus on increasing operational efficiency, capturing niche market opportunities, and others are widely observed. The North American Direct Selling industry research identifies the key market trends, driving forces, and growth opportunities across 3 countries including the United States, Canada, and Mexico markets.

**Europe Direct Selling Industry: Market Trends, Share, Size, Growth, Opportunity and Forecast 2023-2028**

Leading European Direct Selling companies are focusing on customer orientation, sustainable supply chains, and economic value creation to succeed in long-term market conditions. As Asian manufacturers enter the European markets, the region's electronics and semiconductors sector is undergoing a paradigm shift. The European Direct Selling industry is also facing the significant impact of the Russia-Ukraine war.

The insights report analyzes the Western European Direct Selling countries including Germany, France, Spain, the United Kingdom, Italy, and other European countries including Russia, Turkey, and others.

#### Asia Pacific Direct Selling Industry: Market Trends, Share, Size, Growth, Opportunity and Forecast 2023-2028

Economic growth and shifting consumer preferences are set to shape the future of the Asia Pacific Direct Selling industry. Leading companies in China, India, Japan, South Korea, Australia, Indonesia, South East Asia, and other regions are focusing on rapid business expansion through new product launches. The Direct Selling insights report provides the market size outlook across these countries from 2018 to 2030.

#### South America Direct Selling Industry: Market Trends, Share, Size, Growth, Opportunity and Forecast 2023-2028

South American countries including Brazil, Argentina, Chile, and others continue to demonstrate robust value-creation potential through 2030. Both traditional players and new start-ups are spending more on expanding products to niche consumer segments. Increasing urbanization, infrastructure development, and improving disposable incomes are likely to drive the market outlook over the forecast period.

#### Middle East and Africa Direct Selling Industry: Market Trends, Share, Size, Growth, Opportunity and Forecast 2023-2028

The Middle East and African regions have a growing population, increasing urbanization, and improving standards of living, all of which contribute to the rising Direct Selling demand. Further, Sustainability and environmental concerns are gaining prominence in the GCC region. In Africa, vehicle sales continued an upward trend and the rapid growth in infrastructure in the African region enables Direct Selling companies to generate significant business growth in the medium to long-term future.

#### Competitive Insights

The landscape of the industry is shifting, moving away from traditional competition between peers and embracing new forms of competitive interactions. There is an increasing trend among companies from building products to building businesses. Companies are investing in developing new growth opportunities with market leaders increasingly focused on building and scaling up new businesses.

The Direct Selling insights report provides a competitive analysis of the industry in 2023. The business profiles of the leading 10 companies are profiled in the study along with their SWOT profile, financials, products and services, and market developments. In addition, an evaluation of the competitive landscape, including major players, market share, and strategies adopted by key manufacturers is provided in the research study. The report also identifies the most prominent challenges and potential growth barriers faced by leading companies.

### Report scope

Data for 13 years: Historic data from 2018 to 2022 and industry forecasts from 2023 to 2030

3 Parameters- Value, Volume, and Pricing Data

6 Regions- Asia Pacific, Europe, North America, South America, Middle East, Africa

27 Countries: United States, Canada, Mexico, Germany, France, Spain, United Kingdom, Italy, Russia, Turkey, Rest of Europe, China, India, Japan, South Korea, Australia, Indonesia, South East Asia, Saudi Arabia, United Arab Emirates, Rest of Middle East, South Africa, Egypt, Rest of Africa, Brazil, Argentina, Other South America

10 Companies- Leading companies with detailed profiles

5 Models- Scenario analysis, Porter's five forces, Industry SWOT, Pricing analysis, PESTLE

8 Market Dynamics- Trends, Drivers, Growth Restraints, Opportunities

### Unique Additions to the current edition-

Impact of market developments including the Russia- Ukraine War, inflation across countries, supply-chain conditions, labor-market pressures, recession, trade, and other global factors

Pricing Analysis across types, applications, and countries for 2023 and industry Forecasts to 2030

electronics and semiconductors industry trends and market forecasts

Driving forces supporting the Direct Selling sales in each of the 24 countries

Complimentary Excel spreadsheet and print authentication for a single-user license

Key Questions answered in this report-

1. What are the key regions in the global Direct Selling industry?
2. Who are the major companies or key players operating in the global Direct Selling industry?
3. What has been the impact of COVID-19 on the global Direct Selling industry?
4. What is the projected compound annual growth rate (CAGR) of the global Direct Selling market size for the period 2023-2028?
5. What are the key factors driving the growth of the global Direct Selling industry?
6. How is the global Direct Selling industry segmented based on product types?
7. What are the emerging trends and opportunities in the global Direct Selling industry?
8. What are the challenges and obstacles faced by the global Direct Selling market?
9. What are the competitive landscape and strategies of global Direct Selling companies?
10. What are the innovations and advancements in product development within the global Direct Selling industry?
11. What are the strategies adopted by key players in the global Direct Selling market to maintain a competitive edge?

12. How is the global Direct Selling industry expected to evolve in terms of demand and market dynamics in the coming years?



## Contents

### **1 FOREWORD**

### **2 EXECUTIVE SUMMARY**

- 2.1 Key Findings, 2023
- 2.2 Market Overview
- 2.3 Market Highlights

### **3 REPORT GUIDE**

- 3.1 Study Scope and Objectives
- 3.2 Market Segmentation
- 3.3 Methodology and Sources
- 3.4 Primary and Secondary Data Sources
- 3.5 Market Estimation- Data Triangulation
- 3.6 Forecast Methodology
- 3.7 Key Assumptions

### **4 INTRODUCTION**

- 4.1 Market Definition and Evolution
- 4.2 Historical Market Size and Trends, 2018- 2022
- 4.3 Forecast Market Size, 2023- 2030
- 4.4 Industry Value Chain Analysis
- 4.5 Porter's Five Forces Analysis

### **5 MARKET ASSESSMENT**

- 5.1 Post-COVID-19 Growth Prospects for the Direct Selling Industry
- 5.2 Likely Case – Industry Forecasts
- 5.3 Optimistic Case- Industry Forecasts
- 5.4 Pessimistic Case- Industry Forecasts
- 5.5 Market Dynamics-
- 5.6 Drivers
- 5.7 Trends
- 5.8 Opportunities

## 5.9 Challenges

## **6 DIRECT SELLING MARKET SIZE FORECASTS- TYPES, PRODUCTS, AND APPLICATIONS**

6.1 Global Direct Selling Growth Outlook by Type, \$ Million, 2018- 2022, 2023- 2030

6.2 Global Direct Selling Growth Outlook by Product, \$ Million, 2018- 2022, 2023- 2030

6.3 Global Direct Selling Growth Outlook by Application, \$ Million, 2018- 2022, 2023- 2030

## **7 NORTH AMERICA DIRECT SELLING MARKET SIZE FORECASTS- TYPES, PRODUCTS, AND APPLICATIONS**

7.1 North America Direct Selling Industry Current Market Conditions, 2023

7.2 North America Direct Selling Market Trends and Opportunities

7.3 North America Direct Selling Growth Outlook by Type

7.4 North America Direct Selling Growth Outlook by Product

7.5 North America Direct Selling Growth Outlook by Application

7.6 North America Direct Selling Market Size Outlook by Country

7.7 United States Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

7.8 Canada Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

7.9 Mexico Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

## **8 EUROPE DIRECT SELLING MARKET SIZE FORECASTS- TYPES, PRODUCTS, AND APPLICATIONS**

8.1 Europe Direct Selling Industry Current Market Conditions, 2023

8.2 Europe Direct Selling Market Trends and Opportunities

8.3 Europe Direct Selling Growth Outlook by Type

8.4 Europe Direct Selling Growth Outlook by Product

8.5 Europe Direct Selling Growth Outlook by Application

8.6 Europe Direct Selling Market Size Outlook by Country

8.7 Germany Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

8.8 France Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

8.9 United Kingdom Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

8.10. Italy Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

8.11 Spain Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

8.12 Rest of Europe Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

## **9 ASIA PACIFIC DIRECT SELLING MARKET SIZE FORECASTS- TYPES, PRODUCTS, AND APPLICATIONS**

- 9.1 Asia Pacific Direct Selling Industry Current Market Conditions, 2023
- 9.2 Asia Pacific Direct Selling Market Trends and Opportunities
- 9.3 Asia Pacific Direct Selling Growth Outlook by Type
- 9.4 Asia Pacific Direct Selling Growth Outlook by Product
- 9.5 Asia Pacific Direct Selling Growth Outlook by Application
- 9.6 Asia Pacific Direct Selling Growth Outlook by Country
- 9.7 China Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 9.8 Japan Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 9.9 India Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 9.10. Australia Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 9.11 South Korea Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 9.12 South East Asia Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 9.13 Rest of Asia Pacific Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

## **10 SOUTH AMERICA DIRECT SELLING MARKET SIZE FORECASTS- TYPES, PRODUCTS, AND APPLICATIONS**

- 10.1 South America Direct Selling Industry Current Market Conditions, 2023
- 10.2 South America Direct Selling Market Trends and Opportunities
- 10.3 South America Direct Selling Growth Outlook by Type
- 10.4 South America Direct Selling Growth Outlook by Product
- 10.5 South America Direct Selling Growth Outlook by Application
- 10.6 South America Direct Selling Growth Outlook by Country
- 10.7 Brazil Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 10.8 Argentina Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 10.9 Rest of South America Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

## **11 MIDDLE EAST AND AFRICA DIRECT SELLING MARKET SIZE FORECASTS- TYPES, PRODUCTS, AND APPLICATIONS**

- 11.1 Middle East and Africa Direct Selling Industry Current Market Conditions, 2023
- 11.2 Middle East and Africa Direct Selling Market Trends and Opportunities
- 11.3 Middle East and Africa Direct Selling Growth Outlook by Type
- 11.4 Middle East and Africa Direct Selling Growth Outlook by Product
- 11.5 Middle East and Africa Direct Selling Growth Outlook by Application
- 11.6 Middle East and Africa Direct Selling Growth Outlook by Country

- 11.7 Saudi Arabia Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 11.8 United Arab Emirates Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 11.9 South Africa Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 11.10. Rest of Middle East Direct Selling Market Size Outlook, \$ Million, 2018 to 2030
- 11.11 Rest of Africa Direct Selling Market Size Outlook, \$ Million, 2018 to 2030

## **12 COMPETITIVE LANDSCAPE**

- 12.1 Competitive Scenario
- 12.2 Key Players
- 12.3 Company Profiles of Leading 10 Companies
- 12.4 Company Snapshot
- 12.5 Business Description of Leading Direct Selling Companies
- 12.6 Direct Selling Companies- Products and Services
- 12.7 Direct Selling Companies- SWOT Analysis
- 12.8 Financial Profile

## **13 APPENDIX**

- 13.1 List of Charts and Tables
  - 13.2 Sources and Methodology
  - 13.3 Conclusion and Future Remarks
- Tables and Charts
- Table 1: Global Direct Selling Statistics, 2023
  - Exhibit 2: Research Methodology
  - Exhibit 3: Forecast Methodology
  - Table 4: Global Direct Selling Market Size Forecast, 2021- 2030
  - Exhibit 5: Global Direct Selling Outlook, year-on-year, %, 2021- 2030
  - Table 6: Global Direct Selling Outlook by Type, \$ Million, 2021- 2030
  - Table 7: Global Direct Selling Outlook by Product, \$ Million, 2021- 2030
  - Table 8: Global Direct Selling Outlook by Application, \$ Million, 2021- 2030
  - Exhibit 9: Porter's Framework
  - Exhibit 10: SWOT Profile
  - Exhibit 11: Growth Outlook Scenario Analysis
  - Table 12: North America Direct Selling Outlook by Type, 2021-2030
  - Table 13: North America Direct Selling Outlook by Application, 2021-2030
  - Table 14: North America Direct Selling Outlook by Product, 2021-2030
  - Table 15: North America Direct Selling Outlook by Country, 2021-2030
  - Table 16: Europe Direct Selling Outlook by Type, 2021-2030

- Table 17: Europe Direct Selling Outlook by Application, 2021-2030
- Table 18: Europe Direct Selling Outlook by Product, 2021-2030
- Table 19: Europe Direct Selling Outlook by Country, 2021-2030
- Table 20: Asia Pacific Direct Selling Outlook by Type, 2021-2030
- Table 21: Asia Pacific Direct Selling Outlook by Application, 2021-2030
- Table 22: Asia Pacific Direct Selling Outlook by Product, 2021-2030
- Table 23: Asia Pacific Direct Selling Outlook by Country, 2021-2030
- Table 24: North America Direct Selling Outlook by Type, 2021-2030
- Table 25: South America Direct Selling Outlook by Application, 2021-2030
- Table 26: South America Direct Selling Outlook by Product, 2021-2030
- Table 27: South America Direct Selling Outlook by Country, 2021-2030
- Table 28: Middle East and Africa Direct Selling Outlook by Type, 2021-2030
- Table 29: Middle East and Africa Direct Selling Outlook by Application, 2021-2030
- Table 30: Middle East and Africa Direct Selling Outlook by Product, 2021-2030
- Table 31: Middle East and Africa Direct Selling Outlook by Country, 2021-2030
- Table 32: United States Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 33: United States Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 34: Canada Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 35: Canada Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 36: Mexico Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 37: Mexico Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 38: Germany Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 39: Germany Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 40: France Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 41: France Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 42: United Kingdom Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 43: United Kingdom Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 44: Spain Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 45: Spain Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 46: Italy Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 47: Italy Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 48: China Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 49: China Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 50: India Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 51: India Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 52: Japan Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 53: Japan Direct Selling Outlook, year-on-year, %, 2021- 2030
- Table 54: South Korea Direct Selling Outlook, \$ Million, 2021- 2030
- Exhibit 55: South Korea Direct Selling Outlook, year-on-year, %, 2021- 2030

Table 56: South East Asia Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 57: South East Asia Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 58: Australia Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 59: Australia Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 60: Brazil Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 61: Brazil Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 62: Argentina Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 63: Argentina Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 64: Saudi Arabia Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 65: Saudi Arabia Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 66: United Arab Emirates Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 67: United Arab Emirates Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 68: South Africa Direct Selling Outlook, \$ Million, 2021- 2030  
Exhibit 69: South Africa Direct Selling Outlook, year-on-year, %, 2021- 2030  
Table 70: Market Entropy

## I would like to order

Product name: Direct Selling Market Size, Share, Trends, Growth, Outlook, and Insights Report, 2023- Industry Forecasts by Type, Application, Segments, Countries, and Companies, 2018-2030

Product link: <https://marketpublishers.com/r/D0D0FE64EB86EN.html>

Price: US\$ 3,800.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/D0D0FE64EB86EN.html>

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**

Customer signature \_\_\_\_\_

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

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