



Derma-Skin Care Retailing: Channel Analysis and Opportunities

Base Year: 2020

**To Be Published:
Q1 2021**

1st edition

Derma-skin care brands are continuously exploring opportunities for offering their skin care products outside of medical care providers' offices. An increased focus on skin health is a major driver of booming derma-skin care brands across the world. This report will track sales of derma-skin care products that are sold alongside professional skin care products in two key distribution channels: e-commerce and pharmacies.

Regional Coverage: • Brazil • Canada • China • Europe

SCOPE

- › Sales and growth for leading professional and derma-skin care categories
 - › Channel analysis
 - E-commerce
 - Pharmacies
 - › Category coverage
 - Facial skin care, including moisturizers
 - Hand and body products
 - Sun care products
 - › Impact of COVID-19 on the derma-skin care market
- 

TABLE OF CONTENTS

*TOC for each country covered

Introduction

Executive Summary

- Key findings
- Category sales and growth by channel
- Snapshots of leading channel retailers
- Outlook and assessment

Channel Profiles

- Channel developments
- Channel size (sales and number of doors where applicable)
- Sales of dermo-skin care products by category
- Role of dermo-skin care and leading marketers
- Key retailer/e-tailer snapshots (Amazon, TMALL)
- Offline and online marketing activities
- Outlook to 2025

TABLE 1. PRODUCT CATEGORIES TO BE COVERED

Facial skin care (including moisturizers)
Hand/body products
Sun care products

TABLE 2. COUNTRIES/REGIONS TO BE COVERED

Brazil
China
Europe

TABLE 3: ILLUSTRATIVE LIST OF DERMO-SKIN CARE AND PROFESSIONAL SKIN CARE BRANDS

Dermo-Skin Care	Professional Skin Care
Avène	Environ
Bioderma	Medik8
Eucerin	NeoStrata
La Roche-Posay	Obagi
Vichy	SkinCeuticals

*A Global Overview will be available for subscribers to all reports



REPORT BENEFITS

This study will look beyond the professional channels of medical care providers and beauty institutes to assess opportunities in other channels where dermo-skin care brands are sold, especially e-commerce and pharmacies. It will also:

Deliver the information and insights required to capitalize on non-professional channels

Provide an understanding of the competitive landscape for non-professional channels

Pinpoint opportunities across both the channels

METHODOLOGY

Kline's approach places principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable. Building on our 60-plus years in the business and leveraging our worldwide network of offices, our teams of seasoned professionals draw upon pragmatic industrial and commercial experience to understand and interpret global impacts and local perspectives.

A Full Spectrum of Services



Custom
Research



Market Research
Reports



Management
Consulting

KLING CREDENTIALS

Kline is a leading global management consulting and market research firm offering the complete spectrum of services. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 60 years.

Americas

+1-973-435-3407

Brazil

+55-11-3079-0792

China

+86-21 6012-6500

Dubai

+971-4-214-9892

Europe

+32-2-770-4740

India

+91-124-4546-100

Japan

+81-3-3242-6277