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"Demand for hair colourants has been subdued by the proageing movement, with older consumers opting to embrace their greys rather than cover them. Young consumers have remained engaged but favour lower-value temporary products, suggesting that brands need to find ways to encourage them to spend more."

Samantha Dover, Senior Beauty and Personal
 Care Analyst

### This report looks at the following areas:

Personalisation will be crucial to encourage value growth, and expanding product repertoires could give brands an opportunity to widen the appeal of hair colourants.

- Negative perceptions are subduing market growth
- Personalisation remains an untapped opportunity
- New formats broaden the appeal of colourants

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