

Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The penetration of facial skincare products in Brazil is still low — only seven in 10 Brazilians use the category. Consumers are sensitive to price, which can be an obstacle for consumption."

- Iris Ramirez, Beauty and Personal Care Analyst

This report looks at the following areas:

- What are the most common skin types in Brazil?
- · What are the main reasons behind the usage of facial skincare products?
- · How much do Brazilians normally spend on different facial skincare products?
- What are the most popular facial skincare segments?
- What are the main trends and innovations in the category?

There are opportunities for companies to use opinion formers to educate consumers about the benefits of facial skincare products, as well as the use of innovation and line extensions targeted at certain demographics (women and young consumers). Innovations, such as anti-pollution properties, nutricosmetics, and multifunctional products, are increasingly common in the Brazilian market and have the potential for expansion in the coming years.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+61 (0) 2 8284 8100

EMAIL: oxygen@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Introduction

Definitions

Abbreviations

Executive Summary

The market

Figure 1: Best- and worst-case forecasts of Brazilian value sales of facial skincare products, 2009-19

Companies, brands, and innovation

Three companies are responsible for almost half of category sales

Figure 2: Market share of companies in the Brazilian facial skincare category, by % value retail sales, 2012-13

The consumer

The most common skin types in Brazil are normal and oily

Figure 3: Brazilian skin types, April 2014

Cleansing, protection, and treatment of specific problems are the main reasons for the usage of facial skincare products

Figure 4: Main reasons for the usage of facial skincare products, April 2014

Only a small proportion of facial skincare product users spend more than R\$ 60 in the category

Figure 5: Average expenditure by Brazilians on different skincare product segments, April 2014

Attitudes toward facial skincare products are influenced by the strong presence of national brands

Figure 6: Attitudes toward facial skincare products, April 2014

What we think

Market - Key Points

Skincare products for oily skin have the potential to appeal to half of the population

Different formats of cleansing products can appeal to Brazilian consumers

Investing in opinion formers and influencers can help increase average expenditure on facial skincare products

Trend Application

Trend: Man in the Mirror
Trend: Rebirth of the Cities

Who's Innovating?

Key points

The alphabet formulations: CC creams follow the success of BB creams

Professional results can be achieved by using beauty devices

Products using an "anti-pollution" claim could stand out in the market

Nutricosmetics: mixing food and facial skincare categories

Market and Forecast

Key points

In 2013, anti-aging and moisturizing products drove category's growth

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

EMAIL: oxygen@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 7: Brazil retail value sales of facial skincare products, by segment, 2009-13

Figure 8: Brazil retail value sales of facial skincare products, by segment, 2009-13

The forecast is for growth in the next five years

Figure 9: Best- and worst-case forecasts of Brazilian value sales of facial skincare products, 2009-19

Anti-aging products

Figure 10: Best- and worst-case forecasts of Brazilian value sales of anti-aging products, 2009-19

Facial cleansers

Figure 11: Best- and worst-case forecasts for Brazil value sales of facial cleansers, 2009-19

Moisturizers

Figure 12: Best- and worst-case forecasts for Brazil value sales of moisturizers, 2009-19

Figure 13: Best- and worst-case forecasts for Brazil value sales of facial masks, 2009-19

Specialized products

Figure 14: Best- and worst-case forecasts for Brazil value sales of specialized facial skincare products, 2009-19

Factors used in the forecast

Market Share

Key points

Three companies are responsible for almost half of category sales

Figure 15: Market share of companies in the Brazilian facial skincare category, by % value retail sales, 2012-13

Companies and Brands

Avon

Natura

L'Oréal

The Consumer – Facial Skin Types

Key points

Most Brazilians describe their skin type as normal or oily

Figure 16: Brazilian Skin Types, April 2014

The differences in perception by men and women

Figure 17: Brazilian skin types, by gender, April 2014

The different perceptions according to the different Brazilian regions

Figure 18: Brazilian skin types, by region, April 2014

The Consumer - Main Reasons for the Usage of Skincare Products

Key points

Cleansing, protection, and treatment of specific problems are the main reasons for the usage of facial skincare products

Figure 19: Main reasons for the usage of facial skincare products, April 2014

Facial skincare products that promise to treat/prevent acne appeal to young adults

Figure 20: Reason for the usage of facial skincare products, to treat/prevent acne, by age group, April 2014

Mature consumers are attracted to facial skincare products that promise to reduce expression lines and wrinkles

BUY THIS REPORT NOW



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 21: Reasons for the usage of facial skincare products, to reduce the appearance of wrinkles and expression lines, by age group, April 2014

The Consumer – Expenditure on Facial Skincare Products

Key points

Only a small percentage of facial skincare product users spend more than R\$ 60 in the different category segments

Figure 22: Brazilians' average expenditure on facial skincare products, April 2014

Anti-aging products could add value to the category trough dermocosmetics

Figure 23: Penetration of anti-aging facial skincare products among women, by age group, April 2014

Figure 24: Expenditure by women on anti-aging facial skincare products, April 2014

The Consumer – Attitudes Toward Facial Skincare Products

Key points

Consumer attitudes are influenced by the strong presence of national brands

Figure 25: Attitudes toward facial skincare products, April 2014

National brands have the potential to appeal to young consumers

Figure 26: Attitudes toward facial skincare products, by age group, April 2014

Appendix - The Market

Figure 27: Best- and worst-case forecasts for Brazil value sales of facial skincare products, 2014-19

Figure 28: Best- and worst-case forecasts for Brazil value sales of anti-aging products, 2014-19

Figure 29: Best- and worst-case forecasts for Brazil value sales of cleansing products, 2014-19

Figure 30: Best- and worst-case forecasts for Brazil value sales of moisturizers, 2014-19

Figure 31: Best- and worst-case forecasts for Brazil value sales of facial masks, 2014-19

Figure 32: Best- and worst-case forecasts for Brazil value sales of specialized facial skincare products, 2014-19

Appendix – The Consumer

Skin types

Figure 33: Skin types, April 2014

Figure 34: Skin types, by demographics, April 2014

Reasons for the usage of facial skincare products

Figure 35: Reasons for the usage of facial skincare products, April 2014

Figure 36: Reasons for the usage of facial skincare products, by demographics, April 2014

Figure 37: Reasons for the usage of facial skincare products, by demographics, April 2014 (cont.)

Average expenditure per product

Figure 38: Average expenditure per product, April 2014

Figure 39: Average expenditure per product - Facial cleanser, by demographics, April 2014

Figure 40: Average expenditure per product – Toner, by demographics, April 2014

Figure 41: Average expenditure per product - Facial moisturizer, by demographics, April 2014

Figure 42: Average expenditure per product – Anti-aging moisturizer, by demographics, April 2014

Figure 43: Average expenditure per product – Acne treatment products, by demographics, April 2014

Figure 44: Average expenditure per product – Eye gel/cream, by demographics, April 2014

Attitudes toward facial skincare products



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

FMAII · oxygen@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 45: Attitudes toward facial skincare products, April 2014

Figure 46: Attitudes toward facial skincare products, by demographics, April 2014

Figure 47: Attitudes toward facial skincare products, by demographics, April 2014 (cont.)

Figure 48: Attitudes toward facial skincare products, by demographics, April 2014 (cont.)

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: oxygen@mintel.cor