

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 color cosmetics market in Brazil is well established, and Brazilian women are highly interested in innovations.

Despite the current economic crisis in Brazil, brands are expected to continue launching new lines and products, given that items such as nail polishes and lipsticks are sold at affordable prices, and are seen as small personal treats."

— Juliana Martins, Beauty and Personal Care Analyst

# This report looks at the following areas:

- What are the most popular color cosmetics among Brazilian women?
- · Which color cosmetics are Brazilian consumers willing to pay more for?
- Do specialized beauty websites and makeup tutorials influence Brazilian women when it comes to buying color cosmetics?
- What defines Brazilian women's color cosmetics shopping behavior? How many times a year do they buy these products?
- What are the most popular benefits in color cosmetics among Brazilian women?

The color cosmetics market grew 8% from 2013-14, which represents an increase of 2.2 p.p compared to the growth of the previous year. Some of the factors influencing this growth (besides the expanding middle-class, and higher participation of women in the workforce), are innovations of national brands and the arrival of new international brands to the Brazilian market.

BUY THIS <u>REPORT</u> NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

+1 (312) 943 5250

+61 (0) 2 8284 8100

EMAIL: reports@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

Definition

Abbreviations

### **Executive Summary**

#### The market

Figure 1: Best- and worst-case forecast for retail sales of color cosmetics, by value, Brazil 2009-19

#### Companies and brands

Figure 2: Top companies' retail value shares in color cosmetics, by value, Brazil 2013-14

#### The consumer

Lip and nail color cosmetics are becoming increasingly popular among Brazilian women

Figure 3: Use of color cosmetics, Brazil, January 2015

#### Female consumers are willing to pay more for face makeup, but less for nail products

Figure 4: Price consumers are willing to pay for color cosmetics, Brazil, January 2015

## 32% of Brazilian women always carry some kind of makeup in their bag

Figure 5: Behavior toward using color cosmetics, Brazil, January 2015

## 29% of women buy color cosmetics twice a year or less

Figure 6: Behavior toward using color cosmetics, Brazil, January 2015

## Color cosmetics with "skin moisturizing" claims are popular among young consumers

Figure 7: Benefits of color cosmetics, Brazil, January 2015

# What we think

# Issues and Insights

Older consumers use fewer color cosmetics, while younger ones own several products

Female consumers of color cosmetics look for products that improve skin texture

Waterproof products are popular among Brazilian users of color cosmetics

# Trend Application

Trend: Guiding Choice
Trend: The Real Thing
Trend: Make it Mine

## Who is Innovating?

## Key points

# Share of new product launches with "long-lasting" and "easy to use" claims was low in 2014

Figure 8: New product launches in the color cosmetics category, % share by type of claim, January 2012- December 2014

## The highest number of new product launches since 2011 is in the nail polish segment

Figure 9: New product launches in the cosmetics category, % by segment, January 2012-December 2014

Multifunctional products were well represented in new product launches in 2014

Market and Forecast



VISIT: store.mintel.con

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

FMAII: reports@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.

## Key points

With an unstable economy, the color cosmetics category should grow at more moderate rates in the next few years

Figure 10: Retail sales of color cosmetics, by value, Brazil, 2009-19

Figure 11: Best- and worst-case forecast for retail sales of color cosmetics, by value, Brazil, 2009-19

Retails sales of facial skincare products grew the most from 2013-14

Figure 12: Retail value sales of color cosmetics, by segment, Brazil 2013-14

Forecast methodology

Market Share

Key points

Avon's relaunch of its makeup range and the launch of a new premium range made the company top of the market

Figure 13: Top companies' shares in the Brazil color cosmetic retail market, by value, Brazil 2013-14

Companies and Brands

Avon

Botica Commercial Pharmaceutical Ltda

Natura Cosméticos Ltda

The Consumer - Use of Color Cosmetics

Key points

Nail and lip products are the most used color cosmetics by Brazilian women

Figure 14: Color cosmetics, Brazil, January 2015

Brazilian women are more likely to use lipstick/lip gloss than lip liner/pencil

Figure 15: Use of color cosmetics, by age group, Brazil, January 2015

Mascara is the most used eye makeup by young women aged 16-24; while eye shadow is more used by women aged 35-44

Figure 16: Use of mascara, eye shadow and eyeliner/eye pencil, by age group, Brazil, January 2015

The Consumer – Price Consumers are Willing to Pay

Key points

Consumers are willing to pay more for face makeup products and less for nail polish

Figure 17: Price consumers are willing to pay for color cosmetics, Brazil, January 2015

Brazilian women aged 16-34 are more willing to pay over R\$40 for makeup products

Figure 18: Price paid for color cosmetics, by age, Brazil, January 2015

The Consumer - Behavior toward Using Color Cosmetics

Key points

32% of Brazilian women always have some kind of makeup in their bag

Figure 19: Behavior toward using color cosmetics, Brazil, January 2015

Young women aged 16-24 are more likely to be influenced by friends and specialized beauty websites

Figure 20: Agreement with the statement "I like to try out different makeup by watching tutorials on specialized websites," by age, Brazil, January 2015

Older women tend to look for color cosmetics with anti-aging properties, while younger ones are attracted to products that hide facial

imperfections

Figure 21: Agreement with the statements "I use makeup with anti-aging properties" and "I only use makeup to hide facial skin imperfections", by age, Brazil, January 2015

BUY THIS REPORT NOW 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: reports@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.

# The Consumer – Behavior toward Buying Color Cosmetics

# Key points

29% of Brazilian women buy makeup twice a year or less

Figure 22: Behavior toward buying color cosmetics, Brazil, January 2015

Young Brazilian women are more likely to buy makeup products out of habit

Figure 23: Behavior toward buying color cosmetics, by age, Brazil, January 2015

Consumers in the South are the ones who buy makeup the most

Figure 24: Behavior toward buying color cosmetics, by region, Brazil, January 2015

## The Consumer – Benefits of Color Cosmetics

#### Key points

Young consumers of makeup look for products with moisturizing claims

Figure 25: Benefits of color cosmetics, Brazil, January 2015

Women aged 45+ are more likely to look for anti-aging products

Figure 26: Benefits of color cosmetics, by age, Brazil, January 2015

VISIT: store.mintel.com

Americas +1 (312) 943 5250 APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.cor