

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

This report looks at the following areas:

- Types of BPC products Black consumers are buying
- Where Black consumers are purchasing BPC
- Shopping behaviors
- Attitudes toward innovation in beauty trends
- Representation

Black consumer beauty trends are focused on more than just outward appearance. Many of the trends allude to a preference for full sensory experiences including smell and touch. Black consumer attitudes and preferences around representations of Black culture in the beauty space contribute to many of the described beauty trends and shopping behaviors. Many subgroups within the Black consumer market have varying interests in beauty trends and this Report is intended to capture all of the variants that exist within this population.



"When we think of beauty in its essence we think of sights, smells and tastes that are pleasing to us. When thinking of beauty trends for Black consumers we see that their focus it to capture that intrinsic meaning."

Courtney Rominiyi,
 Multicultural Consumers and
 Culture Analyst

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

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



Table of Contents

OVERVIEW

- What you need to know
- · This Report looks at the following areas
- Market context

EXECUTIVE SUMMARY

- Top takeaways
- Market overview
- Opportunities and challenges
- Create discount programs to encourage seniors to shop
 online

Figure 1: Where consumers 55 and older have purchased BPC online, 2022

 Focus on brand partnerships to extend brands and expose Black consumers to new products

Figure 2: BPC shopping behaviors and influences, 2022

 Showcase father and child relationships in advertising – especially grooming

Figure 3: Men's preference on gender specific BPC, by age, 2022

MARKET FACTORS AND CONTEXT

Beauty and personal care market overview

Figure 4: Total US retail sales and forecast of beauty and personal care, at current prices, 2017-27

• Black population growth in the US remains strong Figure 5: Population, by race, 2016–26

Black consumers are diverse and young, but seniors are the future

Figure 6: US Black population by age, 2017

Figure 7: Population and projections of African Americans aged 65 and over, 2017-60

Black representation and inclusivity remain a key topic

Figure 8: attitudes toward representation, 2022

Inflation impacts on inclusivity

Figure 9: Disposable Personal Income change from previous period, 2012-22

Figure 10: Allies of Skin Instagram Page, 2022

- Inclusivity through education: cosmetology schools incorporate more education on Black hair
- CROWN Act is helping make hair discrimination illegal

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

	Visit	store.mintel.com
	EMEA	+44 (0) 20 7606 4533
	Brazil	0800 095 9094
	Americas	+1 (312) 943 5250
	China	+86 (21) 6032 7300
	APAC	+61 (0) 2 8284 8100

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



FUTURE OPPORTUNITIES AND STRATEGIES

- Meeting consumer needs through the lens of the Identity
 Trend Driver
- Respect differences, represent and affirm consumer preferences through advertising
- Meeting consumer needs through the lens of the Value Trend Driver
- Create discount programs to encourage seniors to shop
 online
- Meeting needs through the lens of the Experiences Trend
 Driver
- Focus on luxury and pleasure through virtual shopping experiences

Figure 11: P&G 360 shopping experience integrated with Shopee | Byondxr 2022

BLACK CONSUMERS BEAUTY TRENDS: FAST FACTS DESIRE FOR REPRESENTATION IN BPC

- Strong desire to see more diverse beauty standards
 Figure 12: attitudes toward representation, 2022
- Sell the experience, not just the product
- Older generations affirm that diversity is improving
 Figure 13: Black consumers who see more beauty brands/products for POC, by age, 2022
- Black consumers' idea of representation considers the full spectrum of diversity within their community

Figure 14: Attitudes toward cultural representation in beauty, 2022

AGING IN BEAUTY

- Black seniors engaged in beauty industry
 Figure 15: Attitudes toward diverse beauty standards, overall vs 65+ 2022
- Older Black adults are purchasing online through Amazon, highlighting opportunity to attract them to other online avenues
- Create discount programs to encourage seniors to shop online

Figure 16: Where consumers 55 and older have purchased BPC online, 2022

• **Drug stores are most frequented by Black men 65 and over** Figure 17: Drug store shoppers, by gender and age, 2022

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

	Visit	store.mintel.com
	EMEA	+44 (0) 20 7606 4533
	Brazil	0800 095 9094
	Americas	+1 (312) 943 5250
	China	+86 (21) 6032 7300
	APAC	+61 (0) 2 8284 8100

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



TYPES OF BPC PRODUCTS PURCHASED

Haircare top beauty products for Black consumers

Figure 18: Beauty and personal care items purchased in the last 12 months, 2022

 Elevate the shopping experience for women (especially moms) by appealing to them as primary users of household purchases

Figure 19: Beauty and personal care items purchased in the last 12 months, women vs overall 2022

Figure 20: Pure culture beauty's Instagram Page, 2022

 Black men 45 and older are racking up on shaving gel/ cream

Figure 21: Men who have purchased shaving gel/cream in the last 12 months, by age 2022

 Fine fragrances sign of luxury for Black Gen Z and Millennial women

Figure 22: Purchased fine fragrances in the past 12 months, by generation and gender, 2022

Black consumers from households earning less than \$25K
 less focused on facial skin care

Figure 23: Purchased facial skincare in the past 12 months, by income, 2022

BPC PURCHASE LOCATIONS

 Despite growing online options, in-store mass merchants top option for many Black consumers

Figure 24: Where consumers are shopping, 2022

Amazon has the biggest pull for online retailers
 Figure 25: Consumers that have purchased BPC online in the past 12 months, 2022

 Utilize virtual storefronts to connect consumers to products online and in store

Figure 26: Savage X Fenty Instagram page, 2022

BPC SHOPPING BEHAVIOR

 Black consumers seek consistent, familiar shopping experiences

Figure 27: BPC shopping behaviors and influences, 2022

 Focus on brand partnerships to extend brands and expose Black consumers to new products

Figure 28: Ben and Jerrys Instagram page, 2022

 Social media a source of brand discovery primarily for 18-34 year olds

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300

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



Figure 29: Use social media to find brands and products, by age, 2022

- Young, high earners particularly influenced by social media
 Figure 30: Use social media to find brands and products, by age and income, 2022
- Tie in entertaining and culturally relevant content to build a brand experience via social media

Figure 31: Dunkin' Instagram page, 2022

HAIRSTYLING

 Men and women split between barber shop and doing hair at home

Figure 32: Where consumers get their hair done, 2022

Figure 33: Barber shop vs at-home styling, by gender, 2022

Most Black women are focused on natural hair styling at home

Figure 34: Hairstyles consumers are wearing, 2022

 Satisfactory results are making Black consumers at-home stylists

Figure 35: Reasons for at-home hair styling, 2022

Focus on education and innovation to build trust with Black consumers

BLACK MEN'S GROOMING

 Black men's perspectives on men's beauty and grooming is split

Figure 36: Men's attitudes toward men's beauty and grooming, 2022

 Respect differences and affirm consumer preferences through advertising

Figure 37: Mansplaining How To Clean Your Face The Right Way | Lumin, 2022

Black men 18-34 more gender fluid when it comes to BPC products

Figure 38: Men's preference on gender-specific BPC, by age, 2022

Figure 39: Sable.labs Instagram page, 2022

- Black dads more likely to feel underrepresented in beauty products than men without children
- Showcase father and child relationships in advertising especially grooming

Figure 40: Men's preference on gender-specific BPC, by age, 2022

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

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



APPENDIX – DATA SOURCES AND ABBREVIATIONS

- Consumer survey data
- Abbreviations and terms
- Abbreviations
- Terms

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



About Mintel

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.