

# Health and Beauty Specialists in the Netherlands

March 2024

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## Health and Beauty Specialists in the Netherlands - Category analysis

## **KEY DATA FINDINGS**

#### 2023 DEVELOPMENTS

Retailers focus on an omnichannel strategy with Kruidvat launching an online marketplace in 2023

Staff shortages and salary increases put pressure on profits

Player focus on customer loyalty as demand slows

## PROSPECTS AND OPPORTUNITIES

Competitive landscape set to become more consolidated as consumers go in search of the best deals

Competition with other channels likely to become more pronounced

Ageing population should benefit health and beauty specialists

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## Retail in the Netherlands - Industry Overview

## **EXECUTIVE SUMMARY**

Retail in 2023: The big picture

Renewed interest in physical retail threatened by staffing problems

Reduction in number of outlets

What next for retail?

## OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2023

Seasonality

Sinterklaas (St Nicholas)

Christmas

Winter sales

Summer sales

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## **SOURCES**

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