



Direct Selling in Chile

March 2025

Table of Contents

Direct Selling in Chile - Category analysis

KEY DATA FINDINGS

2024 DEVELOPMENTS

Direct selling experiences marginally stronger performance in 2024

Consumer health direct selling impacted by rise in product availability in competing channels

Natura's lead of direct selling is supported by its omnichannel strategy

PROSPECTS AND OPPORTUNITIES

Positive outlook for direct selling but challenges will remain

Product diversification and digital tools key for future growth

Natura set to remain leading brand in direct selling

CHANNEL DATA

Table 1 - Direct Selling by Product: Value 2019-2024

Table 2 - Direct Selling by Product: % Value Growth 2019-2024

Table 3 - Direct Selling GBO Company Shares: % Value 2020-2024

Table 4 - Direct Selling GBN Brand Shares: % Value 2021-2024

Table 5 - Direct Selling Forecasts by Product: Value 2024-2029

Table 6 - Direct Selling Forecasts by Product: % Value Growth 2024-2029

Retail in Chile - Industry Overview

EXECUTIVE SUMMARY

Retail in 2024: The big picture

E-commerce goes from strength to strength in Chile

Informality and insecurity still top-of-mind issues for retailers and consumers

What next for retail?

OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Christmas and New Year

Back to School

Independence Day

MARKET DATA

Table 7 - Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2019-2024

Table 8 - Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2019-2024

Table 9 - Sales in Retail Offline by Channel: Value 2019-2024

Table 10 - Sales in Retail Offline by Channel: % Value Growth 2019-2024

Table 11 - Retail Offline Outlets by Channel: Units 2019-2024

Table 12 - Retail Offline Outlets by Channel: % Unit Growth 2019-2024

Table 13 - Sales in Retail E-Commerce by Product: Value 2019-2024

Table 14 - Sales in Retail E-Commerce by Product: % Value Growth 2019-2024

Table 15 - Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024

Table 16 - Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024

Table 17 - Sales in Grocery Retailers by Channel: Value 2019-2024

Table 18 - Sales in Grocery Retailers by Channel: % Value Growth 2019-2024

Table 19 - Grocery Retailers Outlets by Channel: Units 2019-2024

Table 20 - Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024

Table 21 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
Table 22 - Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
Table 23 - Sales in Non-Grocery Retailers by Channel: Value 2019-2024
Table 24 - Sales in Non-Grocery Retailers by Channel: % Value Growth 2019-2024
Table 25 - Non-Grocery Retailers Outlets by Channel: Units 2019-2024
Table 26 - Non-Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
Table 27 - Retail GBO Company Shares: % Value 2020-2024
Table 28 - Retail GBN Brand Shares: % Value 2021-2024
Table 29 - Retail Offline GBO Company Shares: % Value 2020-2024
Table 30 - Retail Offline GBN Brand Shares: % Value 2021-2024
Table 31 - Retail Offline LBN Brand Shares: Outlets 2021-2024
Table 32 - Retail E-Commerce GBO Company Shares: % Value 2020-2024
Table 33 - Retail E-Commerce GBN Brand Shares: % Value 2021-2024
Table 34 - Grocery Retailers GBO Company Shares: % Value 2020-2024
Table 35 - Grocery Retailers GBN Brand Shares: % Value 2021-2024
Table 36 - Grocery Retailers LBN Brand Shares: Outlets 2021-2024
Table 37 - Non-Grocery Retailers GBO Company Shares: % Value 2020-2024
Table 38 - Non-Grocery Retailers GBN Brand Shares: % Value 2021-2024
Table 39 - Non-Grocery Retailers LBN Brand Shares: Outlets 2021-2024
Table 40 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2024-2029
Table 41 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2024-2029
Table 42 - Forecast Sales in Retail Offline by Channel: Value 2024-2029
Table 43 - Forecast Sales in Retail Offline by Channel: % Value Growth 2024-2029
Table 44 - Forecast Retail Offline Outlets by Channel: Units 2024-2029
Table 45 - Forecast Retail Offline Outlets by Channel: % Unit Growth 2024-2029
Table 46 - Forecast Sales in Retail E-Commerce by Product: Value 2024-2029
Table 47 - Forecast Sales in Retail E-Commerce by Product: % Value Growth 2024-2029
Table 48 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
Table 49 - Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
Table 50 - Forecast Sales in Grocery Retailers by Channel: Value 2024-2029
Table 51 - Forecast Sales in Grocery Retailers by Channel: % Value Growth 2024-2029
Table 52 - Forecast Grocery Retailers Outlets by Channel: Units 2024-2029
Table 53 - Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029
Table 54 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
Table 55 - Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
Table 56 - Forecast Sales in Non-Grocery Retailers by Channel: Value 2024-2029
Table 57 - Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2024-2029
Table 58 - Forecast Non-Grocery Retailers Outlets by Channel: Units 2024-2029
Table 59 - Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029

DISCLAIMER

SOURCES

Summary 2 - Research Sources

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/direct-selling-in-chile/report.