



# Hair Care in the US

May 2024

Table of Contents

## Hair Care in the US - Category analysis

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Mitigating inflation and appetite for value-focused premiumisation shape performance of hair care

Hair relaxant lawsuits reinforce desire for clean formulations

Bond-focused interest draws innovation from mass players

#### PROSPECTS AND OPPORTUNITIES

Beauty specialists see the potential in hair care

Acquisition activity drives portfolios forward, while players re-evaluate legacy lines

Technological investments aim for diversified opportunities

#### CATEGORY DATA

Table 1 - Sales of Hair Care by Category: Value 2018-2023

Table 2 - Sales of Hair Care by Category: % Value Growth 2018-2023

Table 3 - Sales of Hair Care by Premium vs Mass: % Value 2018-2023

Table 4 - NBO Company Shares of Hair Care: % Value 2019-2023

Table 5 - NBO Company Shares of Salon Professional Hair Care: % Value 2019-2023

Table 6 - LBN Brand Shares of Hair Care: % Value 2020-2023

Table 7 - LBN Brand Shares of Colourants: % Value 2020-2023

Table 8 - LBN Brand Shares of Salon Professional Hair Care: % Value 2020-2023

Table 9 - LBN Brand Shares of Styling Agents: % Value 2020-2023

Table 10 - LBN Brand Shares of Premium Hair Care: % Value 2020-2023

Table 11 - Forecast Sales of Hair Care by Category: Value 2023-2028

Table 12 - Forecast Sales of Hair Care by Category: % Value Growth 2023-2028

Table 13 - Forecast Sales of Hair Care by Premium vs Mass: % Value 2023-2028

## Beauty and Personal Care in the US - Industry Overview

### EXECUTIVE SUMMARY

Beauty and personal care in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

What next for beauty and personal care?

#### MARKET DATA

Table 14 - Sales of Beauty and Personal Care by Category: Value 2018-2023

Table 15 - Sales of Beauty and Personal Care by Category: % Value Growth 2018-2023

Table 16 - GBO Company Shares of Beauty and Personal Care: % Value 2019-2023

Table 17 - NBO Company Shares of Beauty and Personal Care: % Value 2019-2023

Table 18 - LBN Brand Shares of Beauty and Personal Care: % Value 2020-2023

Table 19 - Penetration of Private Label in Beauty and Personal Care by Category: % Value 2018-2023

Table 20 - Distribution of Beauty and Personal Care by Format: % Value 2018-2023

Table 21 - Distribution of Beauty and Personal Care by Format and Category: % Value 2023

Table 22 - Forecast Sales of Beauty and Personal Care by Category: Value 2023-2028

Table 23 - Forecast Sales of Beauty and Personal Care by Category: % Value Growth 2023-2028

### DISCLAIMER

### SOURCES

Summary 1 - 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/hair-care-in-the-us/report](http://www.euromonitor.com/hair-care-in-the-us/report).