



# Dietary Supplements in South Africa

October 2023

Table of Contents

## Dietary Supplements in South Africa - Category analysis

### KEY DATA FINDINGS

#### 2023 DEVELOPMENTS

Dietary supplements is not a priority for most consumers and only appeals to a niche group of consumers

With economic hardship more consumers turn to home remedies instead of dietary supplements

Dietary supplements remains a highly fragmented category

#### PROSPECTS AND OPPORTUNITIES

Economic challenges dampen forecast period growth

Consumers remain price sensitive

Opportunity for private label to develop cheaper options

#### CATEGORY DATA

Table 1 - Sales of Dietary Supplements by Category: Value 2018-2023

Table 2 - Sales of Dietary Supplements by Category: % Value Growth 2018-2023

Table 3 - Sales of Dietary Supplements by Positioning: % Value 2018-2023

Table 4 - NBO Company Shares of Dietary Supplements: % Value 2019-2023

Table 5 - LBN Brand Shares of Dietary Supplements: % Value 2020-2023

Table 6 - Forecast Sales of Dietary Supplements by Category: Value 2023-2028

Table 7 - Forecast Sales of Dietary Supplements by Category: % Value Growth 2023-2028

## Consumer Health in South Africa - Industry Overview

### EXECUTIVE SUMMARY

Consumer health in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

What next for consumer health?

### MARKET INDICATORS

Table 8 - Consumer Expenditure on Health Goods and Medical Services: Value 2018-2023

Table 9 - Life Expectancy at Birth 2018-2023

### MARKET DATA

Table 10 - Sales of Consumer Health by Category: Value 2018-2023

Table 11 - Sales of Consumer Health by Category: % Value Growth 2018-2023

Table 12 - NBO Company Shares of Consumer Health: % Value 2019-2023

Table 13 - LBN Brand Shares of Consumer Health: % Value 2020-2023

Table 14 - Distribution of Consumer Health by Format: % Value 2018-2023

Table 15 - Distribution of Consumer Health by Format and Category: % Value 2023

Table 16 - Forecast Sales of Consumer Health by Category: Value 2023-2028

Table 17 - Forecast Sales of Consumer Health by Category: % Value Growth 2023-2028

### APPENDIX

OTC registration and classification

Vitamins and dietary supplements registration and classification

Self-medication/self-care and preventive medicine

Switches

### DISCLAIMER

### DEFINITIONS

## 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/dietary-supplements-in-south-africa/report](http://www.euromonitor.com/dietary-supplements-in-south-africa/report).