

# Direct Selling in Ecuador

April 2023

Table of Contents

## KEY DATA FINDINGS

### 2022 DEVELOPMENTS

Little change in the competitive landscape as Yanbal remains the category leader

Direct selling remains attractive to cash-strapped consumers looking for an extra source of income

Players investing in digital technology as they look to reach a wider audience

### PROSPECTS AND OPPORTUNITIES

Herbalife still eyeing expansion opportunities as it opens its 11th selling space

Social media presents new opportunities for direct selling agents

Health and beauty likely to remain the key focus of direct selling

### CHANNEL DATA

Table 1 - Direct Selling by Product: Value 2017-2022

Table 2 - Direct Selling by Product: % Value Growth 2017-2022

Table 3 - Direct Selling GBO Company Shares: % Value 2018-2022

Table 4 - Direct Selling GBN Brand Shares: % Value 2019-2022

Table 5 - Direct Selling Forecasts by Product: Value 2022-2027

Table 6 - Direct Selling Forecasts by Product: % Value Growth 2022-2027

## Retail in Ecuador - Industry Overview

### EXECUTIVE SUMMARY

Retail in 2022: The big picture

Informal retail

What next for retail?

### MARKET DATA

Table 7 - Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2017-2022

Table 8 - Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2017-2022

Table 9 - Sales in Retail Offline by Channel: Value 2017-2022

Table 10 - Sales in Retail Offline by Channel: % Value Growth 2017-2022

Table 11 - Retail Offline Outlets by Channel: Units 2017-2022

Table 12 - Retail Offline Outlets by Channel: % Unit Growth 2017-2022

Table 13 - Retail GBO Company Shares: % Value 2018-2022

Table 14 - Retail GBN Brand Shares: % Value 2019-2022

Table 15 - Retail Offline GBO Company Shares: % Value 2018-2022

Table 16 - Retail Offline GBN Brand Shares: % Value 2019-2022

Table 17 - Retail Offline LBN Brand Shares: Outlets 2019-2022

Table 18 - Retail E-Commerce GBO Company Shares: % Value 2018-2022

Table 19 - Retail E-Commerce GBN Brand Shares: % Value 2019-2022

Table 20 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2022-2027

Table 21 - Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2022-2027

Table 22 - Forecast Sales in Retail Offline by Channel: Value 2022-2027

Table 23 - Forecast Sales in Retail Offline by Channel: % Value Growth 2022-2027

Table 24 - Forecast Retail Offline Outlets by Channel: Units 2022-2027

Table 25 - Forecast Retail Offline Outlets by Channel: % Unit Growth 2022-2027

### 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/direct-selling-in-ecuador/report](http://www.euromonitor.com/direct-selling-in-ecuador/report).