

Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"The natural movement continues to shape the BPC industry due to perceptions of safety. However, a surge of retailers and brands are adopting clean beauty standards, leading to a shift from natural to clean. Additionally, consumers are becoming more aware of the impact their demand for natural ingredients has on the planet and are seeking ways to reduce their carbon footprint."

- Olivia Guinaugh, Home & Personal Care Analyst

## This report looks at the following areas:

- Natural is still valued by consumers, but clean beauty is shaking up the industry
- Functional products are benefitting from the natural movement
- Clean beauty is becoming a social media buzzword
- More clarity is needed within the natural and clean movements
- Sustainability is no longer just a buzzword for young adults
- Mass retailers are clean and NOPC shoppers' go-to retailer

# BUY THIS REPORT NOW

**VISIT:** store.mintel.com

**CALL:**EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

China +86 (21) 6032 7300

+61 (0) 2 8284 8100

**EMAIL:** reports@mintel.com

**DID YOU KNOW?** 

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

### **Table of Contents**

#### **Overview**

What you need to know

Definition

#### **Executive Summary**

#### Kev trends

Natural is still valued by consumers, but clean beauty is shaking up the industry

Figure 1: Select shopping behaviors, October 2019

#### Functional products are benefitting from the natural movement

Figure 2: Multi-outlet sales of select natural/clean personal care brands, by select categories, rolling 52 weeks 2018 and 2019

## Clean beauty is becoming a social media buzzword

Figure 3: Social media mentions of #cleanbeauty and #naturalbeauty, October 2016-19

#### More clarity is needed within the natural and clean movements

Figure 4: Select attitudes and behaviors toward natural/organic and clean products, October 2019

#### Sustainability is no longer just a buzzword for young adults

Figure 5: Select shopping behaviors and attitude toward natural products, by 18-34, October 2019

## Mass retailers are clean and NOPC shoppers' go-to retailer

Figure 6: Select retailers shopped, October 2019

What it means

#### The Market - What You Need to Know

Natural skincare needs to do more to stand out; functional products see gains

The evolution of natural to clean

Continued pressure for FDA to pass Personal Care Products Safety  $\operatorname{\mathsf{Act}}$ 

## **Market Trends**

#### Natural skincare needs to do more to stand out; functional products see gains

Figure 7: Multi-outlet sales of select natural/clean personal care brands, by category, rolling 52 weeks 2018 and 2019

## Schmidt's and Native benefit from strong natural positioning and expansion

## Love Beauty and Planet appeals to eco- and cost-conscious consumers

Figure 8: Multi-outlet sales of select natural/clean personal care brands, by brand, rolling 52 weeks 2018 and 2019

### **Market Perspective**

The evolution of natural to clean

How retailers define "clean'

Biossance attempts to clean up the confusion around clean beauty

Figure 9: The Clean Academy video

## **Market Factors**

Continued pressure for FDA to pass Personal Care Products Safety Act

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

## **Key Players - What You Need to Know**

Clean beauty is mainstreaming; more focus on ethical sourcing and social media

Sustainability is becoming a key focus for brands

#### What's Happening?

## Clean beauty is hitting the mainstream

Figure 10: Instagram post about Target Clean

Figure 11: Instagram posts from Earth to Skin

#### Greater focus being placed on ethical and sustainable sourcing

#### Who is doing this well

Figure 12: Instagram post from Dr. Bronner's

#### Clean beauty is stealing the spotlight from natural beauty

Figure 13: Social media mentions of #cleanbeauty, #naturalbeauty, #greenbeauty and #organicbeauty, October 2016-19

## Specialty retailers use social media to reach the most engaged adults

Figure 14: Sephora site spend share August-September 2019

Figure 15: Ulta site spend share August-September 2019

#### What's Next?

## Water scarcity will lead to growing demand for water-saving innovations

## Who's doing this well?

Figure 16: Instagram post from EC30

Figure 17: OWA Hairecare Moondust Collection: Hair Wash, Starskin Orglamic's Pink Cactus Mask and Love Beauty and Planet's Coconut Water & Mimosa Flower Conditioner

## Synthetic ingredients can appeal to eco-conscious consumers

## Who is doing this well?

Figure 18: Instagram post from Ginkgo Bioworks

### Expect more innovations designed to reduce plastic waste

## Who is doing this well?

Figure 19: Instagram posts from Unilever and Dove

## The Consumer - What You Need to Know

The natural movement is advancing to more functional products

Mass merchandisers are clean and NOPC shoppers' go-to retailer

Perceptions of natural and clean are intertwining

Clean beauty is trending, but there's still some consumer confusion

The rise of clean beauty impacts how consumers shop

## **Product Purchases by Brand Type**

### The natural movement is advancing to more functional products

Figure 20: Product type purchases, October 2019

## Men and women both buy clean and NOPC, but for different reasons

Figure 21: Purchase type of select products, any clean/natural/organic product purchase (net), by gender, October 2019

Young adults drive natural purchases, but they'll eventually expect more

BUY THIS REPORT NOW VISIT: store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100

**EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 22: Product type purchases, any clean/natural/organic product purchase (net), by age, October 2019

#### Hispanic adults are a key target for clean and NOPC brands

Figure 23: Select product type purchases, any clean/natural/organic product purchase (net), by race and Hispanic origin, October 2019

#### **Retailers Shopped**

### Mass merchandisers are the go-to retailer, but watch out for Amazon

Figure 24: Retailers shopped, October 2019

## Give consumers a reason to shop in-store

Figure 25: Instagram posts about CVS BeautyIRL

## Men shop at various retailers, while women turn to specialty retailers

Figure 26: Select retailers shopped, by gender, October 2019

#### Young adults shop around, but watch out for Amazon

Figure 27: Select retailers shopped, by age, October 2019

#### Hispanics seek retailers with category expertise

Figure 28: Select retailers shopped, by race and Hispanic origin, October 2019

#### **Product Type Perceptions**

#### Perceptions of natural and clean are intertwining

Figure 29: Instagram post from Biossance

Figure 30: Product type perceptions, October 2019

## Women associate a variety of attributes to clean and NOPC products

Figure 31: Select attributes associated with clean and natural/organic BPC products, by gender, October 2019

## Young adults' perception of clean may be influenced by retailers

Figure 32: Select attributes associated with clean and natural/organic BPC products, by age, October 2019

## Attitudes and Behaviors toward Natural/Organic and Clean Products

## Clean beauty is trending, but there's still some confusion

Figure 33: Attitudes and behaviors toward natural/organic and clean products, October 2019

Figure 34: Instagram post about The Clean Academy

#### Motivations for buying NOPC differ among men and women

Figure 35: Select attitudes and behaviors toward natural/organic products and clean products, by gender, October 2019

Figure 36: Instagram post from Pilot Men's Grooming

# Young adults buy NOPC but have concerns about sustainability

Figure 37: Select attitudes and behaviors toward natural/organic and clean products, by age, October 2019

## Synthetic and engineered natural ingredients are becoming more accepted

Figure 38: Instagram photos from Biossance

## Hispanics place a high level of trust in clean and NOPC products

Figure 39: Select attitudes and behaviors toward natural/organic and clean products, by race and Hispanic origin, October 2019

## **Shopping Behaviors**

# The rise of clean beauty impacts how consumers shop

Figure 40: Shopping behaviors, October 2019

BUY THIS REPORT NOW **VISIT:** store.mintel.com

**CALL:** EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £3254.83 | \$4395.00 | €3662.99

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Men look for eco-friendly brands

Figure 41: Select shopping behaviors, by gender, October 2019

Having sustainability strategies is key for reaching young adults

Figure 42: Select shopping behaviors, by age, October 2019

**Appendix - Data Sources and Abbreviations** 

Data sources

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com