

# Sleep Aids in Canada

September 2024

**Table of Contents** 

# Sleep Aids in Canada - Category analysis

### **KEY DATA FINDINGS**

### 2024 DEVELOPMENTS

Increasing incidence of sleep problems supports demand

Highly competitive category

Private label segment maintains significant presence

## PROSPECTS AND OPPORTUNITIES

Stressful lifestyles and demographic factors to drive demand

Natural trend influencing demand for sleep aids

E-commerce a key channel in sleep aids

### **CATEGORY DATA**

Table 1 - Sales of Sleep Aids: Value 2019-2024

Table 2 - Sales of Sleep Aids: % Value Growth 2019-2024

Table 3 - NBO Company Shares of Sleep Aids: % Value 2020-2024

Table 4 - LBN Brand Shares of Sleep Aids: % Value 2021-2024

Table 5 - Forecast Sales of Sleep Aids: Value 2024-2029

Table 6 - Forecast Sales of Sleep Aids: % Value Growth 2024-2029

# Consumer Health in Canada - Industry Overview

## **EXECUTIVE SUMMARY**

Consumer health in 2024: The big picture

2024 key trends

Competitive landscape

Retailing developments

What next for consumer health?

### MARKET INDICATORS

Table 7 - Consumer Expenditure on Health Goods and Medical Services: Value 2019-2024

Table 8 - Life Expectancy at Birth 2019-2024

# MARKET DATA

Table 9 - Sales of Consumer Health by Category: Value 2019-2024

Table 10 - Sales of Consumer Health by Category: % Value Growth 2019-2024

Table 11 - NBO Company Shares of Consumer Health: % Value 2020-2024

Table 12 - LBN Brand Shares of Consumer Health: % Value 2021-2024

Table 13 - Penetration of Private Label in Consumer Health by Category: % Value 2019-2024

Table 14 - Distribution of Consumer Health by Format: % Value 2019-2024

Table 15 - Distribution of Consumer Health by Format and Category: % Value 2024

Table 16 - Forecast Sales of Consumer Health by Category: Value 2024-2029

Table 17 - Forecast Sales of Consumer Health by Category: % Value Growth 2024-2029

## **APPENDIX**

OTC registration and classification

Vitamins and dietary supplements registration and classification

Self-medication/self-care and preventive medicine

Switches

# DISCLAIMER

### **DEFINITIONS**

# 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 focusing 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/sleep-aids-in-canada/report.