



# RETAIL BRIEFINGS

BOOK  
NOW!

Keep up to date with what's shaping the FMCG sector



## HEALTH & BEAUTY

5 November via Zoom

The growth and resilience of this sector make it work investing – come and learn more.

[Read more >](#)



## FORMAL INDEPENDENT

24 November via Zoom

Gain insights into the characteristics, trends and opportunities in this sector.

[Read more >](#)



For more information, please contact **Shelley van Heerden** on +27 [0] 31 303 2803 | [info@tradeintelligence.co.za](mailto:info@tradeintelligence.co.za) or visit [www.tradeintelligence.co.za](http://www.tradeintelligence.co.za)



# Health & Beauty

## Identify the opportunities arising within the health and beauty category

Winning within the health and beauty category requires a dynamic approach, where innovation is key and engagement with the retail customer and shopper builds relevance. Resilient and growing despite the ongoing pressure on shoppers' disposable income, it is a category worth investing in.

### Why Attend this Briefing

- **Look at latest trends** in healthcare, nutrition, personal care and beauty within FMCG retail
- **Understand the disruption of COVID-19** – the suppressed performance of beauty and the amplified relevance of healthcare and nutrition
- Gain **insights into the opportunities** available in the health and beauty category

**Date** 5 November 2020

**Time** 08h30 – 12h30

**Price** R3,500 pp OR 3 free seats with the purchase of the Clicks & Dis-Chem Retail Trade Profile reports

### Content Framework

- Macro view of the trends and disruptors shaping health and beauty retail
- Deep dives of the key retail players in health and beauty
  - Organisational structure
  - Brand positioning
  - Growth in store numbers
  - Strategic focus areas
  - What's going on in store
  - Supplier opportunities

### Retailers Profiled

Total health and beauty landscape with a focus on Clicks and Dis-Chem



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# Formal Independent Trade

## Understand opportunities in the independent sector

Join us for a half-day retail briefing to learn more about the characteristics, trends, growth plans and strategies of the South Africa's formal independent retailer sector in order to align your business plans.

### Why Attend this Briefing

- Get a view of the current South African **trading landscape, shopper needs states** and associated **retail trends** in the formal independent sector
- Understand what **changes** are taking place, and where the **growth** is coming from
- Gain insight into some of the key players' **strategies, growth drivers**, in-store activities and **opportunities** to help you build your customer business plans

### Retailers Profiled

UMS, EST, Massmart Wholesale and other TBC

*“ Inspirational. You really have broad knowledge on what you were presenting, I really learned a lot. ”*

### Content Framework

- The South African FMCG trading context
- Market dynamics and trends in the formal independent sector
- Key player deep dives
  - Organisational structure
  - Brand positioning
  - Growth in store numbers
  - Strategic focus areas
  - What's going on in store
  - Supplier opportunities

**Date** 24 November 2020

**Time** 08h30 – 13h00

**Price** R3,500 pp or 15% discount (R2,975 pp per briefing) if attending all four Retail Briefings OR 3 free seats with the purchase of this Channel report



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