



**Euromonitor
International**

Sleep Aids in Germany

September 2025

Table of Contents

KEY DATA FINDINGS

2025 DEVELOPMENTS

- Herbal remedies and melatonin drive retail value growth in sleep aids
- Brand restructuring and innovation amidst a mature competitive landscape
- Health and beauty specialists dominate sleep aids distribution as e-commerce faces legal setbacks

PROSPECTS AND OPPORTUNITIES

- Innovation and wellness trends to sustain demand
- Tech-driven innovation to reshape sleep aids with smart formats and digital support
- Health and sustainability trends to drive a demand for natural sleep aids

CATEGORY DATA

- Table 1 - Sales of Sleep Aids: Value 2020-2025
- Table 2 - Sales of Sleep Aids: % Value Growth 2020-2025
- Table 3 - NBO Company Shares of Sleep Aids: % Value 2021-2025
- Table 4 - LBN Brand Shares of Sleep Aids: % Value 2022-2025
- Table 5 - Forecast Sales of Sleep Aids: Value 2025-2030
- Table 6 - Forecast Sales of Sleep Aids: % Value Growth 2025-2030

Consumer Health in Germany - Industry Overview

EXECUTIVE SUMMARY

- Consumer Health in 2025: The big picture
- Key trends in 2025
- Competitive landscape
- Channel developments
- What next for Consumer Health?

MARKET INDICATORS

- Table 7 - Consumer Expenditure on Health Goods and Medical Services: Value 2020-2025
- Table 8 - Life Expectancy at Birth 2020-2025

MARKET DATA

- Table 9 - Sales of Consumer Health by Category: Value 2020-2025
- Table 10 - Sales of Consumer Health by Category: % Value Growth 2020-2025
- Table 11 - NBO Company Shares of Consumer Health: % Value 2021-2025
- Table 12 - LBN Brand Shares of Consumer Health: % Value 2022-2025
- Table 13 - Penetration of Private Label in Consumer Health by Category: % Value 2020-2025
- Table 14 - Distribution of Consumer Health by Format: % Value 2020-2025
- Table 15 - Distribution of Consumer Health by Format and Category: % Value 2025
- Table 16 - Forecast Sales of Consumer Health by Category: Value 2025-2030
- Table 17 - Forecast Sales of Consumer Health by Category: % Value Growth 2025-2030

APPENDIX

- OTC registration and classification
- Vitamins and dietary supplements registration and classification
- Self-medication/self-care and preventive medicine
- Switches
- Summary 1 - OTC: Switches 2024-2025

DISCLAIMER

DEFINITIONS

SOURCES

Summary 2 - 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/sleep-aids-in-germany/report.