

Home Care in Bulgaria

Market Direction | 2024-02-21 | 65 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €2200.00
- Multiple User License (1 Site) €4400.00
- Multiple User License (Global) €6600.00

Report description:

Retail value growth was positive for home care in Bulgaria in 2023, supported by rising price points and ongoing inflation. As such, while retail value sales rose, retail volume was challenged, with declining disposable budgets impacting consumers purchasing decisions. This led to a noticeable shift from branded to private label options, with consumers seeking quality goods at affordable price points.

Euromonitor International's Home Care in Bulgaria market report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data (historic date range), allowing you to identify the sectors driving growth. It identifies the leading companies, the leading brands and offers strategic analysis of key factors influencing the market - be they new product developments, packaging innovations, economic/lifestyle influences, distribution or pricing issues. Forecasts to 2028 illustrate how the market is set to change.

Product coverage: Air Care, Bleach, Dishwashing, Home Insecticides, Laundry Care, Polishes, Surface Care, Toilet Care.

Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

Why buy this report?

- * Get a detailed picture of the Home Care market;
- * Pinpoint growth sectors and identify factors driving change;
- * Understand the competitive environment, the market's major players and leading brands;
- * Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Table of Contents:

Home Care in Bulgaria
Euromonitor International
February 2024

List Of Contents And Tables

HOME CARE IN BULGARIA

EXECUTIVE SUMMARY

Home care in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

What next for home care?

MARKET INDICATORS

Table 1 Households 2018-2023

MARKET DATA

Table 2 Sales of Home Care by Category: Value 2018-2023

Table 3 Sales of Home Care by Category: % Value Growth 2018-2023

Table 4 NBO Company Shares of Home Care: % Value 2019-2023

Table 5 LBN Brand Shares of Home Care: % Value 2020-2023

Table 6 Penetration of Private Label in Home Care by Category: % Value 2018-2023

Table 7 Distribution of Home Care by Format: % Value 2018-2023

Table 8 Distribution of Home Care by Format and Category: % Value 2023

Table 9 Forecast Sales of Home Care by Category: Value 2023-2028

Table 10 Forecast Sales of Home Care by Category: % Value Growth 2023-2028

DISCLAIMER

SOURCES

Summary 1 Research Sources

LAUNDRY CARE IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Retail volume growth struggles due to heightened price points, with value sales grow

Marketing promotions and innovations support sales of concentrated liquid detergents

Consumers reach for products with multiple benefits and cost savings

PROSPECTS AND OPPORTUNITIES

The improved economy leads to positive results for laundry care

Rising trust in private label as Bulgarians continue to look for cost savings

E-commerce share grows, while supermarkets benefit from strong promotions

CATEGORY INDICATORS

Table 11 Household Possession of Washing Machines 2018-2023

CATEGORY DATA

Table 12 Sales of Laundry Care by Category: Value 2018-2023

Table 13 Sales of Laundry Care by Category: % Value Growth 2018-2023

Table 14 Sales of Laundry Aids by Category: Value 2018-2023

Table 15 Sales of Laundry Aids by Category: % Value Growth 2018-2023

Table 16 Sales of Laundry Detergents by Category: Value 2018-2023

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Table 17 Sales of Laundry Detergents by Category: % Value Growth 2018-2023

Table 18 Sales of In-wash Spot and Stain Removers by Type: % Value Breakdown 2018-2023

Table 19 NBO Company Shares of Laundry Care: % Value 2019-2023

Table 20 LBN Brand Shares of Laundry Care: % Value 2020-2023

Table 21 NBO Company Shares of Laundry Aids: % Value 2019-2023

Table 22 LBN Brand Shares of Laundry Aids: % Value 2020-2023

Table 23 NBO Company Shares of Laundry Detergents: % Value 2019-2023

Table 24 LBN Brand Shares of Laundry Detergents: % Value 2020-2023

Table 25 Forecast Sales of Laundry Care by Category: Value 2023-2028

Table 26 Forecast Sales of Laundry Care by Category: % Value Growth 2023-2028

DISHWASHING IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Convenience drives sales of automatic dishwashing tablets in 2023

Hand dishwashing declines due to the convenience and time-saving of automatic dishwashing

International players led, while price sensitivity cause private label to gain ground

PROSPECTS AND OPPORTUNITIES

The ongoing need for convenience and effective cleaning drives growth

Hand dishwashing focuses on effectiveness and cost-savings to drive sales

Players focus on eco-friendly ingredients and packaging to drive sales

CATEGORY INDICATORS

Table 27 Household Possession of Dishwashers 2017-2022

CATEGORY DATA

Table 28 Sales of Dishwashing by Category: Value 2018-2023

Table 29 Sales of Dishwashing by Category: % Value Growth 2018-2023

Table 30 NBO Company Shares of Dishwashing: % Value 2019-2023

Table 31 LBN Brand Shares of Dishwashing: % Value 2020-2023

Table 32 Forecast Sales of Dishwashing by Category: Value 2023-2028

Table 33 Forecast Sales of Dishwashing by Category: % Value Growth 2023-2028

SURFACE CARE IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

A decline following COVID-19 partners with rising inflation to challenge sales

Multi-purpose cleaners drive sales through convenience and storage optimisation

Growth in bathroom cleaners driven by effective shower and faience cleaners

PROSPECTS AND OPPORTUNITIES

Disinfectants record an ongoing decline following a strong uplift during COVID-19

Players focus on eco-friendly innovations and recycled packaging to drive growth

Private label lines drive growth as retail chains expand across the country

CATEGORY DATA

Table 34 Sales of Surface Care by Category: Value 2018-2023

Table 35 Sales of Surface Care by Category: % Value Growth 2018-2023

Table 36 Sales of Home Care Wipes and Floor Cleaning Systems by Category: Value 2018-2023

Table 37 Sales of Home Care Wipes and Floor Cleaning Systems by Category: % Value Growth 2018-2023

Table 38 NBO Company Shares of Surface Care: % Value 2019-2023

Table 39 LBN Brand Shares of Surface Care: % Value 2020-2023

Table 40 NBO Company Shares of Home Care Wipes and Floor Cleaning Systems: % Value 2019-2023

Table 41 LBN Brand Shares of Home Care Wipes and Floor Cleaning Systems: % Value 2020-2023

Table 42 Forecast Sales of Surface Care by Category: Value 2023-2028

Table 43 Forecast Sales of Surface Care by Category: % Value Growth 2023-2028

BLEACH IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Volume sales decline following a steep uplift during COVID-19

Consumers increasingly opt for products without aggressive odours

Procter & Gamble Bulgaria retains its lead, while local players improve share

PROSPECTS AND OPPORTUNITIES

An ongoing decline as consumers become increasingly concerned about chlorine

Multi-purpose cleaners and toilet liquids with bleach became the growing preference

Modern grocery outlets expand into smaller cities, boosting sales

CATEGORY DATA

Table 44 Sales of Bleach: Value 2018-2023

Table 45 Sales of Bleach: % Value Growth 2018-2023

Table 46 NBO Company Shares of Bleach: % Value 2019-2023

Table 47 LBN Brand Shares of Bleach: % Value 2020-2023

Table 48 Forecast Sales of Bleach: Value 2023-2028

Table 49 Forecast Sales of Bleach: % Value Growth 2023-2028

TOILET CARE IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Positive growth for convenient products, as in-cistern devices decline

Ease of use and pleasant scents drive sales of rim blocks and toilet liquids/foams

Drugstores and discounters record positive growth through affordable price points

PROSPECTS AND OPPORTUNITIES

Toilet liquids and ITB's drive ongoing growth through convenience

Private label offerings drive growth, with players focusing on innovation

Value growth slows in toilet care as consumers continue to look for discounts

CATEGORY DATA

Table 50 Sales of Toilet Care by Category: Value 2018-2023

Table 51 Sales of Toilet Care by Category: % Value Growth 2018-2023

Table 52 NBO Company Shares of Toilet Care: % Value 2019-2023

Table 53 LBN Brand Shares of Toilet Care: % Value 2020-2023

Table 54 Forecast Sales of Toilet Care by Category: Value 2023-2028

Table 55 Forecast Sales of Toilet Care by Category: % Value Growth 2023-2028

POLISHES IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Polish sales suffer as consumers cut down on non-essentials during rising inflation

Metal polish faces an ongoing decline as consumers choose multi-purpose cleaners

Furniture and shoe polishes benefit from a lack of substitute products

PROSPECTS AND OPPORTUNITIES

Sales of floor and metal polishes remain challenged by substitute cleaners

As disposable incomes rise, sales of furniture and shoe polish increase

Pronto retains its lead, however, affordable options will increase their share

CATEGORY DATA

Table 56 Sales of Polishes by Category: Value 2018-2023

Table 57 Sales of Polishes by Category: % Value Growth 2018-2023

Table 58 NBO Company Shares of Polishes: % Value 2019-2023

Table 59 LBN Brand Shares of Polishes: % Value 2020-2023

Table 60 Forecast Sales of Polishes by Category: Value 2023-2028

Table 61 Forecast Sales of Polishes by Category: % Value Growth 2023-2028

AIR CARE IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

While a focus on essential spending limits growth, home air care performs well

Players focus on natural ingredients to align with consumers' rising demands

Dynamic growth for e-commerce continues to support sales of air care

PROSPECTS AND OPPORTUNITIES

Products that align with home care trends drive growth across the forecast period

The use of natural ingredients is set to rise as reeds and sachets grow in popularity

International players retain the lead, focusing on natural innovations at affordable prices

CATEGORY DATA

Table 62 Sales of Air Care by Category: Value 2018-2023

Table 63 Sales of Air Care by Category: % Value Growth 2018-2023

Table 64 Sales of Air Care by Fragrance: Value Ranking 2021-2023

Table 65 NBO Company Shares of Air Care: % Value 2019-2023

Table 66 LBN Brand Shares of Air Care: % Value 2020-2023

Table 67 Forecast Sales of Air Care by Category: Value 2023-2028

Table 68 Forecast Sales of Air Care by Category: % Value Growth 2023-2028

HOME INSECTICIDES IN BULGARIA

KEY DATA FINDINGS

2023 DEVELOPMENTS

Home insecticides decline as consumers in cities use professional services

Many consumers view insecticide coils as inconvenient, dampening sales

Raid retains its lead through a wide offering of varied goods

PROSPECTS AND OPPORTUNITIES

Retail volume sales rise, while value sales slow as price points stabilise

Health concerns lead to continued use of specialist services in Bulgaria

Electric insecticides that are harmless to the environment drive growth

CATEGORY DATA

Table 69 Sales of Home Insecticides by Category: Value 2018-2023

Table 70 Sales of Home Insecticides by Category: % Value Growth 2018-2023

Table 71 Sales of Spray/Aerosol Insecticides by Type: % Value 2018-2023

Table 72 NBO Company Shares of Home Insecticides: % Value 2019-2023

Table 73 LBN Brand Shares of Home Insecticides: % Value 2020-2023

Table 74 Forecast Sales of Home Insecticides by Category: Value 2023-2028

Table 75 Forecast Sales of Home Insecticides by Category: % Value Growth 2023-2028

Home Care in Bulgaria

Market Direction | 2024-02-21 | 65 pages | Euromonitor

To place an Order with Scotts International:

- Print this form
- Complete the relevant blank fields and sign
- Send as a scanned email to support@scotts-international.com

ORDER FORM:

Select license	License	Price
	Single User Licence	€2200.00
	Multiple User License (1 Site)	€4400.00
	Multiple User License (Global)	€6600.00
		VAT
		Total

*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346.

** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Email*	Phone*	
First Name*	Last Name*	
Job title*		
Company Name*	EU Vat / Tax ID / NIP number*	
Address*	City*	
Zip Code*	Country*	
	Date	2026-02-11
	Signature	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com