

## **Home Care in Peru**

Market Direction | 2024-02-22 | 61 pages | Euromonitor

### **AVAILABLE LICENSES:**

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

# Report description:

Sales of home care saw mixed results in 2023 albeit most categories recorded growth in retail volume terms. The rising cost of manufacturing including supplies, packaging and transportation pushed companies to continue raising their prices. The sharp rise in the cost of living forced some consumers to reduce their spending on some areas of home care, which placed an obstacle to stronger growth. Players operating within home care found themselves having to make tactical decisions in order to main...

Euromonitor International's Home Care in Peru 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.

### **Table of Contents:**

Home Care in Peru Euromonitor International February 2024

List Of Contents And Tables

HOME CARE IN PERU

**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 PERU

**KEY DATA FINDINGS** 

**2023 DEVELOPMENTS** 

Laundry detergents faces challenges and opportunities in 2023

Significant downgrade in mid-tier consumption due to economic context

Value becomes the key consumer concern as economic pressures mount

PROSPECTS AND OPPORTUNITIES

Economy brands set to gain more ground in the short term as Peru enters a recession

Liquid Fabric Softeners has great expansion potential

Companies will need to consider traditional laundry habits if they are to build stronger sales

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

Table 19 LBN Brand Shares of Laundry Care: % Value 2020-2023

Table 20 NBO Company Shares of Laundry Aids: % Value 2019-2023

Table 21 [LBN Brand Shares of Laundry Aids: % Value 2020-2023

Table 22 ∏NBO Company Shares of Laundry Detergents: % Value 2019-2023

Table 23 ☐LBN Brand Shares of Laundry Detergents: % Value 2020-2023

Table 24 [Forecast Sales of Laundry Care by Category: Value 2023-2028

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

DISHWASHING IN PERU

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Category resumes regular growth after pandemic peak

Dishwashing paste soap remains the preferred option but liquid gaining ground

Supply shortages place further pressure on prices as inflation continues to influence the market

PROSPECTS AND OPPORTUNITIES

Economic brands set to gain ground while leading players are expected to focus on encouraging Peruvians to trade up from paste to liquid

Category to become more relevant for Home Care competitors

Hand dishwashing will continue to be the dominant option in Peru

**CATEGORY INDICATORS** 

Table 26 Household Possession of Dishwashers 2017-2022

CATEGORY DATA

Table 27 Sales of Dishwashing by Category: Value 2018-2023

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

Table 29 NBO Company Shares of Dishwashing: % Value 2019-2023

Table 30 LBN Brand Shares of Dishwashing: % Value 2020-2023

Table 31 Forecast Sales of Dishwashing by Category: Value 2023-2028

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

SURFACE CARE IN PERU

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Multi-purpose cleaners remains the largest and most dynamic category in 2023 as consumers focus on value and convenience

Little change in the competitive landscape as the leading brands remain the most visible and widely available options

Traditional cleaning habits remain an obstacle to more significant uptake of surface care

PROSPECTS AND OPPORTUNITIES

Prices likely to dictate demand for surface care with potential threat from low-cost laundry detergents

Multi-purpose cleaners set to benefit from being a convenient and effective solution to maintaining good hygiene in the home

Education could prove crucial in driving demand

CATEGORY DATA

Table 33 Sales of Surface Care by Category: Value 2018-2023

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

Table 35 Sales of Home Care Wipes and Floor Cleaning Systems by Category: Value 2018-2023

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

Table 37 NBO Company Shares of Surface Care: % Value 2019-2023

Table 38 LBN Brand Shares of Surface Care: % Value 2020-2023

Table 39 NBO Company Shares of Home Care Wipes and Floor Cleaning Systems: % Value 2019-2023

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 40 LBN Brand Shares of Home Care Wipes and Floor Cleaning Systems: % Value 2020-2023

Table 41 Forecast Sales of Surface Care by Category: Value 2023-2028

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

**BLEACH IN PERU** 

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Bleach loses relevance in the market as the pandemic comes to an end

Consumers turn to affordable brands due to lack of differentiation

Consumers migrate to discounters in search of savings

PROSPECTS AND OPPORTUNITIES

Increased education on the benefits of laundry care could negatively affect demand for bleach

Price competition expected to heat up as Peru's economy struggles

Competitors could promote new consumption occasions to drive sales

**CATEGORY DATA** 

Table 43 Sales of Bleach: Value 2018-2023

Table 44 Sales of Bleach: % Value Growth 2018-2023

Table 45 NBO Company Shares of Bleach: % Value 2019-2023

Table 46 LBN Brand Shares of Bleach: % Value 2020-2023

Table 47 Forecast Sales of Bleach: Value 2023-2028

Table 48 Forecast Sales of Bleach: % Value Growth 2023-2028

TOILET CARE IN PERU KEY DATA FINDINGS

2023 DEVELOPMENTS

Consumer priorities changing as the pandemic comes to an end

Inflation and stock shortages impact the competitive landscape

Discounters gaining traction as consumers go in search of savings

PROSPECTS AND OPPORTUNITIES

Growth depends largely on greater awareness of the need for toilet cleaning

New fragrances and larger packs could present growth opportunities

Private label likely continue to gain ground as Peru enters a recession

**CATEGORY DATA** 

Table 49 Sales of Toilet Care by Category: Value 2018-2023

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

Table 51 NBO Company Shares of Toilet Care: % Value 2019-2023

Table 52 LBN Brand Shares of Toilet Care: % Value 2020-2023

Table 53 Forecast Sales of Toilet Care by Category: Value 2023-2028

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

POLISHES IN PERU KEY DATA FINDINGS

2023 DEVELOPMENTS

Polishes continues to recover albeit not reaching pre-pandemic sales levels

Competitive landscape remains fairly consolidated due to Intradevco Industrial's broad product portfolio

Distribution landscape comes under the microscope as consumers go in search of the best deals

PROSPECTS AND OPPORTUNITIES

Flooring trends likely to influence demand over the forecast period

Casual fashion trends a serious threat to sales of shoe polish

Private label could expand as consumers become more price sensitive

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

#### **CATEGORY DATA**

Table 55 Sales of Polishes by Category: Value 2018-2023

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

Table 57 NBO Company Shares of Polishes: % Value 2019-2023

Table 58 LBN Brand Shares of Polishes: % Value 2020-2023

Table 59 Forecast Sales of Polishes by Category: Value 2023-2028

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

AIR CARE IN PERU

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Air care sees steady growth overall but the different categories see mixed results

Sapolio extends its lead but private label starting to make inroads

Discounters attracting growing interest thanks to eye-catching prices

PROSPECTS AND OPPORTUNITIES

Hand-made and artisan candles and air fresheners pose a serious threat to the category

Brands could look to add more variety to win over consumers

New consumption occasions could help to generate more sales

**CATEGORY DATA** 

Table 61 Sales of Air Care by Category: Value 2018-2023

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

Table 63 NBO Company Shares of Air Care: % Value 2019-2023

Table 64 LBN Brand Shares of Air Care: % Value 2020-2023

Table 65 Forecast Sales of Air Care by Category: Value 2023-2028

Table 66 Forecast Sales of Air Care by Category: % Value Growth 2023-2028

HOME INSECTICIDES IN PERU

**KEY DATA FINDINGS** 

2023 DEVELOPMENTS

Warmer weather drives category growth as insect populations proliferate

Sapolio remains the standout brand in home insecticides

Price takes on greater relevance and incomes are squeezed

PROSPECTS AND OPPORTUNITIES

El Nino and climate change set to fuel demand for home insecticides

Consumers could turn to cheaper brands and private label as Peru enters a recession

Spray/aerosol insecticides will remain the most popular option with electric options limited to more affluent consumers

#### **CATEGORY DATA**

Table 67 Sales of Home Insecticides by Category: Value 2018-2023

Table 68 Sales of Home Insecticides by Category: % Value Growth 2018-2023

Table 69 Sales of Spray/Aerosol Insecticides by Type: % Value 2018-2023

Table 70 NBO Company Shares of Home Insecticides: % Value 2019-2023

Table 71 LBN Brand Shares of Home Insecticides: % Value 2020-2023

Table 72 Forecast Sales of Home Insecticides by Category: Value 2023-2028

Table 73 Forecast Sales of Home Insecticides by Category: % Value Growth 2023-2028

www.scotts-international.com



☐ - Print this form

To place an Order with Scotts International:

 $\hfill \Box$  - Complete the relevant blank fields and sign

# **Home Care in Peru**

Market Direction | 2024-02-22 | 61 pages | Euromonitor

Select license	License			Price	2
	Single User Licence			€220	00.00
	Multiple User License (1 Site)			€440	00.00
	Multiple User License (Global)			€660	00.00
				VAT	
				Total	
	at 23% for Polish based companies, indi				6. EU Va
** VAT will be added	at 23% for Polish based companies, indi	viduals and EU based o			
	at 23% for Polish based companies, indi				
Email* First Name*	at 23% for Polish based companies, indi	Phone*			
Email* First Name* Job title*	at 23% for Polish based companies, indi	Phone*	companies who are unable to		
Email* First Name* Job title* Company Name*	at 23% for Polish based companies, indi	Phone* Last Name*	companies who are unable to		
Email*	at 23% for Polish based companies, indi	Phone*  Last Name*  EU Vat / Tax ID /	companies who are unable to		
Email* First Name* Job title* Company Name* Address*	at 23% for Polish based companies, indi	Phone*  Last Name*  EU Vat / Tax ID /  City*	companies who are unable to		

Scotts International. EU Vat number: PL 6772247784

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