

Home Care in Pakistan

Market Direction | 2025-02-20 | 55 pages | Euromonitor

AVAILABLE LICENSES:

- Single User Licence €2675.00
- Multiple User License (1 Site) €5350.00
- Multiple User License (Global) €8025.00

Report description:

Retail current value sales of home care continued to surge in Pakistan during 2024. Despite the annual rate of inflation halving from the previous year, it remained in double digits. Nonetheless, retail constant value sales of home care, which had declined sharply in 2023, rebounded in 2024. However, they remained below their 2022 peak.

Euromonitor International's Home Care in Pakistan 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 2029 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 Pakistan Euromonitor International February 2025

List Of Contents And Tables

HOME CARE IN PAKISTAN

EXECUTIVE SUMMARY

Home care in 2024: The big picture

2024 key trends

Competitive landscape

Retailing developments

What next for home care?

MARKET INDICATORS

Table 1 Households 2019-2024

MARKET DATA

Table 2 Sales of Home Care by Category: Value 2019-2024

Table 3 Sales of Home Care by Category: % Value Growth 2019-2024

Table 4 NBO Company Shares of Home Care: % Value 2020-2024

Table 5 LBN Brand Shares of Home Care: % Value 2021-2024

Table 6 Penetration of Private Label in Home Care by Category: % Value 2019-2024

Table 7 Distribution of Home Care by Format: % Value 2019-2024

Table 8 Distribution of Home Care by Format and Category: % Value 2024

Table 9 Forecast Sales of Home Care by Category: Value 2024-2029

Table 10 [Forecast Sales of Home Care by Category: % Value Growth 2024-2029

DISCLAIMER

SOURCES

Summary 1 Research Sources

LAUNDRY CARE IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Resilient growth in laundry care despite economic challenges

Promotional pricing strategies drive laundry care sales

Fabric softeners sees rising retail volume sales but remains underdeveloped

PROSPECTS AND OPPORTUNITIES

Private label to grow in prominence

Increased demand for fabric softeners among urban households

Liquid and concentrated offerings to grow in popularity

CATEGORY INDICATORS

Table 11 Household Possession of Washing Machines 2019-2024

CATEGORY DATA

Table 12 Sales of Laundry Care by Category: Value 2019-2024

Table 13 Sales of Laundry Care by Category: % Value Growth 2019-2024

Table 14 Sales of Laundry Aids by Category: Value 2019-2024

Table 15 Sales of Laundry Aids by Category: % Value Growth 2019-2024

Table 16 Sales of Laundry Detergents by Category: Value 2019-2024

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 2019-2024

Table 18 NBO Company Shares of Laundry Care: % Value 2020-2024

Table 19 LBN Brand Shares of Laundry Care: % Value 2021-2024

Table 20 NBO Company Shares of Laundry Aids: % Value 2020-2024

Table 21 [LBN Brand Shares of Laundry Aids: % Value 2021-2024

Table 22 NBO Company Shares of Laundry Detergents: % Value 2020-2024

Table 23 [LBN Brand Shares of Laundry Detergents: % Value 2021-2024

Table 24 [Forecast Sales of Laundry Care by Category: Value 2024-2029

Table 25 [Forecast Sales of Laundry Care by Category: % Value Growth 2024-2029

DISHWASHING IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Hand dishwashing remains resilient amid heightened focus on hygiene

Liquid dishwashing detergents gain ground on traditional cleaning methods

Hand dishwashing remains dominant

PROSPECTS AND OPPORTUNITIES

Manufacturers will increasingly invest in marketing to boost brand loyalty

Opportunities for brands to innovate with specialized liquid variants

E-commerce set to drive growth

CATEGORY INDICATORS

Table 26 Household Possession of Dishwashers 2019-2024

CATEGORY DATA

Table 27 Sales of Dishwashing by Category: Value 2019-2024

Table 28 Sales of Dishwashing by Category: % Value Growth 2019-2024

Table 29 NBO Company Shares of Dishwashing: % Value 2020-2024

Table 30 LBN Brand Shares of Dishwashing: % Value 2021-2024

Table 31 Forecast Sales of Dishwashing by Category: Value 2024-2029

Table 32 Forecast Sales of Dishwashing by Category: % Value Growth 2024-2029

SURFACE CARE IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Home care disinfectants and multi-purpose cleaners remained the top performers

Affordable brands target lower- and middle-income groups

Shift towards liquid floor cleaners and all-purpose sprays

PROSPECTS AND OPPORTUNITIES

Growth opportunities in kitchen, bathroom and window cleaners

Antibacterial and disinfectant properties will be in demand

Competition between local and international brands to intensify

CATEGORY DATA

Table 33 Sales of Surface Care by Category: Value 2019-2024

Table 34 Sales of Surface Care by Category: % Value Growth 2019-2024

Table 35 Sales of Home Care Wipes and Floor Cleaning Systems by Category: Value 2019-2024

Table 36 Sales of Home Care Wipes and Floor Cleaning Systems by Category: % Value Growth 2019-2024

Table 37 NBO Company Shares of Surface Care: % Value 2020-2024

Table 38 LBN Brand Shares of Surface Care: % Value 2021-2024

Table 39 Forecast Sales of Surface Care by Category: Value 2024-2029

Table 40 Forecast Sales of Surface Care by Category: % Value Growth 2024-2029

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

BLEACH IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Robust demand despite elevated inflation

Smaller, more affordable pack sizes popular in rural areas

Private label an emerging threat to local and international brands

PROSPECTS AND OPPORTUNITIES

Shift to specialized and premium products

Price-sensitive consumers will turn to more affordable options

Discounting will boost e-commerce, but it will remain a niche

CATEGORY DATA

Table 41 Sales of Bleach: Value 2019-2024

Table 42 Sales of Bleach: % Value Growth 2019-2024

Table 43 NBO Company Shares of Bleach: % Value 2020-2024

Table 44 LBN Brand Shares of Bleach: % Value 2021-2024

Table 45 Forecast Sales of Bleach: Value 2024-2029

Table 46 Forecast Sales of Bleach: % Value Growth 2024-2029

TOILET CARE IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Focus on preventative hygiene supports retail volume sales

Competitively priced local brands grow in popularity

Reckitt Benckiser Pakistan Ltd's Harpic remains dominant

PROSPECTS AND OPPORTUNITIES

Local brands to continue gaining ground

Premium products poised for growth among middle- and high-income households

Harpic and Domex to sustain growth through product innovation

CATEGORY DATA

Table 47 Sales of Toilet Care by Category: Value 2019-2024

Table 48 Sales of Toilet Care by Category: % Value Growth 2019-2024

Table 49 NBO Company Shares of Toilet Care: % Value 2020-2024

Table 50 LBN Brand Shares of Toilet Care: % Value 2021-2024

Table 51 Forecast Sales of Toilet Care by Category: Value 2024-2029

Table 52 Forecast Sales of Toilet Care by Category: % Value Growth 2024-2029

POLISHES IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Demand for shoe polish remains robust amid rising footwear sales

Price-sensitive consumers favour local brands

E-commerce has emerged as a significant distribution channel

PROSPECTS AND OPPORTUNITIES

Urbanization and growing middle class will support robust demand growth

Competition between local and global brands to intensify

Most local consumers will remain very price sensitive

CATEGORY DATA

Table 53 Sales of Polishes by Category: Value 2019-2024

Table 54 Sales of Polishes by Category: % Value Growth 2019-2024

Scotts International, EU Vat number: PL 6772247784

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

www.scotts-international.com

Table 55 NBO Company Shares of Polishes: % Value 2020-2024

Table 56 LBN Brand Shares of Polishes: % Value 2021-2024

Table 57 Forecast Sales of Polishes by Category: Value 2024-2029

Table 58 Forecast Sales of Polishes by Category: % Value Growth 2024-2029

AIR CARE IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Easing inflation drives rebound in retail constant value sales

Electric air fresheners increasingly popular among high-income households

Affordable local brands continue to lead

PROSPECTS AND OPPORTUNITIES

Local brands set to increase their retail value share with affordable offerings

Products with long-lasting fragrances will grow in popularity

Car air fresheners will continue to perform strongly

CATEGORY DATA

Table 59 Sales of Air Care by Category: Value 2019-2024

Table 60 Sales of Air Care by Category: % Value Growth 2019-2024

Table 61 NBO Company Shares of Air Care: % Value 2020-2024

Table 62 LBN Brand Shares of Air Care: % Value 2021-2024

Table 63 Forecast Sales of Air Care by Category: Value 2024-2029

Table 64 Forecast Sales of Air Care by Category: % Value Growth 2024-2029

HOME INSECTICIDES IN PAKISTAN

KEY DATA FINDINGS

2024 DEVELOPMENTS

Demand growth driven by rising middle class

Spray/aerosol insecticides account for almost half of retail value sales

Stiff competition among local and global brands

PROSPECTS AND OPPORTUNITIES

Consumers will continue to shift towards spray/aerosol and electric insecticides

Increased interest in multi-function insecticides

Small pack sizes targeting low-income consumers will proliferate

CATEGORY DATA

Table 65 Sales of Home Insecticides by Category: Value 2019-2024

Table 66 Sales of Home Insecticides by Category: % Value Growth 2019-2024

Table 67 NBO Company Shares of Home Insecticides: % Value 2020-2024

Table 68 LBN Brand Shares of Home Insecticides: % Value 2021-2024

Table 69 Forecast Sales of Home Insecticides by Category: Value 2024-2029

Table 70 Forecast Sales of Home Insecticides by Category: % Value Growth 2024-2029



☐ - Print this form

To place an Order with Scotts International:

☐ - Complete the relevant blank fields and sign

Home Care in Pakistan

Market Direction | 2025-02-20 | 55 pages | Euromonitor

Select license	License			Price
	Single User Licence			€2675.00
	Multiple User License (1 Site)			€5350.00
	Multiple User License (Global)			€8025.00
			VAT	Γ
			Tota	1
Imail*		Dhono*		
Email*		Phone*		
		Phone* Last Name*		
First Name*				
First Name* ob title*			/ NIP number*	
First Name* ob title* Company Name*		Last Name*	/ NIP number*	
First Name* ob title* Company Name* Address*		Last Name* EU Vat / Tax ID /	/ NIP number*	
Email* First Name* lob title* Company Name* Address* Zip Code*		Last Name* EU Vat / Tax ID / City*	/ NIP number*	

Scotts International. EU Vat number: PL 6772247784

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