



Bleach in Ecuador

February 2024

Table of Contents

Bleach in Ecuador - Category analysis

KEY DATA FINDINGS

2023 DEVELOPMENTS

Sustained residual demand after the pandemic

Informal market hampers growth

Institutional sales are the drivers of the category

PROSPECTS AND OPPORTUNITIES

Convenient multi-purpose cleaners will increasingly compete with bleach

Lack of differentiation limits value growth

Hard discounters to take share from small local grocers and informal market could lose relevance

CATEGORY DATA

Table 1 - Sales of Bleach: Value 2018-2023

Table 2 - Sales of Bleach: % Value Growth 2018-2023

Table 3 - NBO Company Shares of Bleach: % Value 2019-2023

Table 4 - LBN Brand Shares of Bleach: % Value 2020-2023

Table 5 - Forecast Sales of Bleach: Value 2023-2028

Table 6 - Forecast Sales of Bleach: % Value Growth 2023-2028

Home Care in Ecuador - Industry Overview

EXECUTIVE SUMMARY

Home care in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

What next for home care?

MARKET INDICATORS

Table 7 - Households 2018-2023

MARKET DATA

Table 8 - Sales of Home Care by Category: Value 2018-2023

Table 9 - Sales of Home Care by Category: % Value Growth 2018-2023

Table 10 - NBO Company Shares of Home Care: % Value 2019-2023

Table 11 - LBN Brand Shares of Home Care: % Value 2020-2023

Table 12 - Penetration of Private Label in Home Care by Category: % Value 2018-2023

Table 13 - Distribution of Home Care by Format: % Value 2018-2023

Table 14 - Distribution of Home Care by Format and Category: % Value 2023

Table 15 - Forecast Sales of Home Care by Category: Value 2023-2028

Table 16 - Forecast Sales of Home Care by Category: % Value Growth 2023-2028

DISCLAIMER

SOURCES

Summary 1 - Research Sources

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