



Euromonitor  
International

# Nappies/Diapers/Pants in Kenya

March 2025

Table of Contents

KEY DATA FINDINGS

2024 DEVELOPMENTS

Increased adoption and affordability drive growth in nappies/diapers/pants  
Local and international manufacturers gain share through innovation and affordability  
Retail evolution boosts supermarkets and small local stores; e-commerce expands

PROSPECTS AND OPPORTUNITIES

Rising birth rates and local production to propel category growth  
E-commerce evolution to accelerate category growth  
Product innovation focused on affordability and enhanced functionality

CATEGORY DATA

- Table 1 - Retail Sales of Nappies/Diapers/Pants by Category: Value 2019-2024
- Table 2 - Retail Sales of Nappies/Diapers/Pants by Category: % Value Growth 2019-2024
- Table 3 - NBO Company Shares of Retail Nappies/Diapers/Pants: % Value 2020-2024
- Table 4 - LBN Brand Shares of Retail Nappies/Diapers/Pants: % Value 2021-2024
- Table 5 - Forecast Retail Sales of Nappies/Diapers/Pants by Category: Value 2024-2029
- Table 6 - Forecast Retail Sales of Nappies/Diapers/Pants by Category: % Value Growth 2024-2029

Tissue and Hygiene in Kenya - Industry Overview

EXECUTIVE SUMMARY

Tissue and hygiene in 2024: The big picture  
2024 key trends  
Competitive landscape  
Retail developments  
What next for tissue and hygiene?

MARKET INDICATORS

- Table 7 - Birth Rates 2019-2024
- Table 8 - Infant Population 2019-2024
- Table 9 - Female Population by Age 2019-2024
- Table 10 - Total Population by Age 2019-2024
- Table 11 - Households 2019-2024
- Table 12 - Forecast Infant Population 2024-2029
- Table 13 - Forecast Female Population by Age 2024-2029
- Table 14 - Forecast Total Population by Age 2024-2029
- Table 15 - Forecast Households 2024-2029

MARKET DATA

- Table 16 - Retail Sales of Tissue and Hygiene by Category: Value 2019-2024
- Table 17 - Retail Sales of Tissue and Hygiene by Category: % Value Growth 2019-2024
- Table 18 - NBO Company Shares of Retail Tissue and Hygiene: % Value 2020-2024
- Table 19 - LBN Brand Shares of Retail Tissue and Hygiene: % Value 2021-2024
- Table 20 - Penetration of Private Label in Retail Tissue and Hygiene by Category: % Value 2019-2024
- Table 21 - Distribution of Retail Tissue and Hygiene by Format: % Value 2019-2024
- Table 22 - Distribution of Retail Tissue and Hygiene by Format and Category: % Value 2024
- Table 23 - Forecast Retail Sales of Tissue and Hygiene by Category: Value 2024-2029
- Table 24 - Forecast Retail Sales of Tissue and Hygiene by Category: % Value Growth 2024-2029

DISCLAIMER

## SOURCES

### Summary 1 - 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/nappies-diapers-pants-in-kenya/report](http://www.euromonitor.com/nappies-diapers-pants-in-kenya/report).