

Report Price: £3265 | \$4495 | €3940

ne above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

This report looks at the following areas:

- How the COVID-19 outbreak impacts consumer behaviors and the household cleaners market
- How the market will fare in the post-COVID-19 slowdown
- Consumers' household cleaning behaviors among different demographic groups
- Product innovation during and after the pandemic

The category of household cleaners has been brought to the spotlight in the midst of the COVID-19 pandemic, as consumers change their household care and hygiene habits to protect themselves and their families from the spread of the coronavirus. In this scenario of a health crisis, cleaning brands have played an important role in raising awareness about the correct use of their products. In addition, the high demand for products such as 70% alcohol, which were niche before the pandemic, has led several manufacturers to launch new products on the market. Furthermore, the Brazilian consumer has been adopting a more environmentally friendly approach to shopping, as well as favoring options that help save money, such as concentrated and refillable items.

66

"Household cleaning is an essential activity that has been significantly impacted by the COVID-19 pandemic. Brazilians are interested in products that offer high efficiency and practicality when it comes to disinfecting environments."

– Amanda Caridad, Beauty and Personal Care Senior Specialist

Buy thi	Buy this report now	
Visit	store.mintel.com	
EMEA	+44 (0) 20 7606 4533	
Brazil	0800 095 9094	
America	ıs +1 (312) 943 5250	
China	+86 (21) 6032 7300	
APAC	+61 (0) 2 8284 8100	

Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

OVERVIEW

- Key issues covered in this Report
- Definition

EXECUTIVE SUMMARY

- Challenges
- Brazil to face worst economic recession amid COVID-19
- Unprecedented demand for sanitizers with bactericidal and antiviral action
- Division of household chores still a problem
- Opportunities
- Wet wipes to keep pets free from bacteria and bad odor
- Online retailers appeal to over-55s during the pandemic
- Refill stations may encourage the use of the format
- What we think

IMPACT OF COVID-19 ON HOUSEHOLD CLEANERS CATEGORY

Figure 1: Short, medium and longer term impact of COVID-19 on Household Cleaners, May 2020

- Opportunities and Threats
- Brazil will experience its worst economic recession in 2020
- COVID-19 places disinfectants as a new essential product for consumers

Figure 2: Soganics Tiles & Wood Floor Cleaner, formulated with natural and organic ingredients – Tailand, February, 2020

Figure 3: Positiv.a launches new hand sanitizer on pocket size

- Brands who behave ethically make the difference
- Rather than cleaning, Brazilians want to enjoy other activities at home

Figure 4: Google Trends reports increase on searches for "robotic vacuum cleaners" in Brazil – June 2019 to May 2020

 Online sales of household cleaners is set to increase in the long term

Figure 5: Magalu offers a complete guide to protect consumers from fraud when shopping online Figure 6: Centauro and Ecoville collaboration to sell household cleaners – Brazil, May 2020

• Brands must educate consumers on the correct use of household cleaners

Figure 7: Candura states the importance of correct use of household cleaners – Brazil, April 2020

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

١	Visit	store.mintel.com
l	EMEA	+44 (0) 20 7606 4533
[Brazil	0800 095 9094
/	Americas	+1 (312) 943 5250
(China	+86 (21) 6032 7300
/	APAC	+61 (0) 2 8284 8100



Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



 How the COVID-19 crisis will affect Household Cleaner's key consumer segments

Key consumer segments

Figure 8: Advanced Med launches Smart Bact to Go – Brazil, April 2020

Figure 9: OMO disinfectant wipes are the first to be tested against COVID-19

Figure 10: Feel Clean cleaning wipes for pets and household

• How a COVID-19 recession will reshape the Household

Cleaners industry

Figure 11: Brands evoke spa at home experiences during quarantine

Figure 12: Cleanfluencers are on the rise among consumers

COVID-19: Brazil context

MARKET DRIVERS

- The worst recession since 1990
- Unemployment rises in all regions
- Unprecedented demand for sanitizers
- Online retailers offer flexible payment and groceries to attract those on emergency aid
- New basic hygiene measures part of the pet care routine

KEY PLAYERS - WHAT YOU NEED TO KNOW

- Market leaders expand the portfolio and local brands produce sanitizers
- Household cleaning companies are driven by solidarity and agility
- Floor polish with an antibacterial claim and refillable format can be explored as a surface cleaner
- Startups stand out with concentrated formulas, clean label and exclusive business model

MARKET SHARE

 Market leaders expand portfolio focused on multipurpose and surface cleaners

Figure 13: Leading companies' retail sales share of household cleaning products, by value – Brazil, 2018-19

MARKETING CAMPAIGNS AND ACTIONS

Veja offers support to cleaners and couriers
 Figure 14: Veja announces campaign to support domestic
 workers – Brazil, April 2020

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 15: Veja acts to donate cleaning products to Rappi couriers – Brazil, May 2020

- YVY proposes a reflection on the future of domestic workers Figure 16: Cleaners and domestic workers express how they would like to be called – Brazil, April 2020
- Cera Ingleza donates cleaning products to poor communities in Rio de Janeiro
 Figure 17: Cera Ingleza donates cleaning products to poor communities in Rio de Janeiro – Brazil, April 2020
- Ypê develops new alcohol gel in 72 hours and donates products to poor communities and health units
 Figure 18: Ypê campaign – Brazil, March 2020
- OMO launches a new line of disinfectants with proven action against influenza virus
 Figure 19: OMO announces a new line of disinfectants that offer bactericidal action – Brazil, April 2020
 Figure 20: OMO campaign – Brazil, April 2020
- GTEX anticipates the launch of its first 70% alcohol gel Figure 21: GTEX new launch – Brazil, April 2020
- Companies unite to fight the coronavirus in poor communities in São Paulo
 Figure 22: CIF Sanitizer + Alcohol – Brazil, April 2020
- Casa KM promotes products that help combat the coronavirus

Figure 23: KASÃO Bathroom is said to kill 99.9% of germs and bacteria – Brazil, March 2020 Figure 24: Casa KM promotes concentrated dishwashing Gel Care 30 – Brazil, March 2020

 Candura promotes products based on active chlorine to combat the coronavirus

Figure 25: Candura makes consumers aware of the use of bleach for disinfecting environments – Brazil, March 2020

• **P&G launches Dawn detergent brand in Brazil** Figure 26: Dawn detergents sold in Brazil

WHO'S INNOVATING?

• Demand for floor polish with antibacterial action may increase in the short term

Figure 27: Launches of floor polish by top 5 claims, 5 regions, 2018-20

Figure 28: Floor polish with antibacterial action

 The refillable format may attract consumers willing to save money

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 29: Global launches of surface cleaners in refillable format, as a percentage of the total launches in the category, by region, 2017-19 Figure 30: Splosh floor cleaner and Splosh floor cleaner refill

Figure 31: Surface cleaners in refillable format

CASE STUDIES

 YVY registers a 30% increase in revenue after the pandemic and targets the North American market

Figure 32: YVY campaign – Brazil, August 2018 Figure 33: YVY clarifies increase in the delivery time after COVID-19 – Brazil, April 2020

 Blueland conquers consumers and investors in the US with dilutable cleaning products

Figure 34: Blueland TV ad

Figure 35: Blueland Clean Essential Kit, US, April 2019

Groove Collaborative stands out with clean label products
 Figure 36: Groove Collaborative deliveries clean label
 products

Figure 37: Groove Collaborative Hydrating Hand Sanitizer Figure 38: Groove Collaborative gives relevant information about COVID-19

THE CONSUMER – WHAT YOU NEED TO KNOW

- Household cleaning habits changed by the COVID-19 pandemic
- Division of household chores still a problem
- Opportunity to explore fragrance-free powdered soap
- Usage of alcohol on the rise for out-of-home occasions
- Aerosol and foam format appeals to households with carpets
- Aerosol disinfectants for mattresses and pillows offer convenience to Brazilians
- Concentrated formulas add value for money
- Parents want products that are safer for young children

CHANGES IN HOUSEHOLD CLEANING HABITS DUE TO COVID-19

 Powdered soap can explore sanitizing action beyond clothes to attract women over age 35

Figure 39: COVID-19 changed, selected statement, by gender and age group – Brazil, April 2020 Figure 40: Brilhante promotes sanitizing action of its new powdered soap line

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



 Almost half of Brazilians are washing clothes immediately after coming home
 Figure 41: COVID-19 changed, household cleaning habits – Brazil, April 2020

Figure 42: Comfort Lava Roupas em Pó Fiber Protect (Fiber Protect Laundry Detergent Powder) Figure 43: Video explaining how to use household cleaning

products – Brazil, August 2019

- AB consumers seek practical household cleaning solutions
 Figure 44: COVID-19 changed, selected statement, by
 socioeconomic group Brazil, April 2020
 Figure 45: Household cleaning products that offer
 convenience
- Wet wipes become alternative to keep pets free from bacteria and bad odor
 Figure 46: COVID-19 changed, selected statement, by

gender and age group – Brazil, April 2020 Figure 47: Wet wipes for pets

PET OWNERSHIP

 Practicality is an important attribute for consumers who have children and pets at home
 Figure 48: Pet ownership, by children living in the household – Brazil, April 2020

Figure 49: Cleaning products that offer practicality and efficiency in disinfecting surfaces

CLEANSING HABITS

Division of household chores still a problem

Figure 50: Cleansing habits, by living situation – Brazil, April 2020

Figure 51: New Ariel Clássico campaign – Brazil, June 2019 Figure 52: Ariel invites consumers to wash their clothes during the quarantine

 Consumers performing household chores may be attracted by dermatologically tested products

Figure 53: Cleansing habits – Brazil, April 2020 Figure 54: Ypê communicates soap bars are important to fight the coronavirus – Brazil, April 2020 Figure 55: Dermatologically tested cleaning products

HOUSEHOLD CLEANERS PURCHASE

 Fragrance-free is an important attribute for home and professional use of powdered soap

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 56: Household cleaners purchase – Brazil, April 2020 Figure 57: Unilever Pro Brilhante Ação Total Lava Roupas e Limpador de Uso Geral em Pó Sem Perfume (Fragrance-Free Laundry Detergent and Multipurpose Cleaner Powder) – Brazil, April 2020

- Concentrated detergents attract Baby Boomers
 Figure 58: Household cleaners purchase, selected product, by generation – Brazil, April 2020
 Figure 59: Liquid dish wash with an economical appeal
- AB consumers may be interested in multipurpose cleaning products inspired by aromatherapy

Figure 60: Household cleaners purchase, selected product, by socioeconomic group – Brazil, April 2020 Figure 61: Multipurpose cleaners with "aromatherapy" positioning

FREQUENCY OF PRODUCT USAGE

- Alcohol is part of the daily cleaning routine and its out-ofhome use can grow
 Figure 62: Frequency of product usage, selected product – Brazil, April 2020
 Figure 63: Portable wet wipes for hand and objects
- Sustainability can be explored by bar soap brands
 Figure 64: Frequency of product usage (every day), selected product, by age group Brazil, April 2020
 Figure 65: Bar soaps with sustainable appeal
- Users of furniture polish have an interest in aerosol versions
 Figure 66: Frequency of product usage, selected product –
 Brazil, April 2020
 Figure 67: Furniture polishers in spray format

HOUSEHOLD CHARACTERISTICS

- Fabric furniture cleaners must offer efficacy and safety for consumers with children and pets at home
 Figure 68: Household characteristics, selected feature, by pet ownership – Brazil, April 2020
 Figure 69: Fabric furniture cleaning products
- Aerosol and foam formats appeal to households with carpets

Figure 70: Household characteristics, selected feature, by attitudes toward house cleaning – Brazil, April 2020 Figure 71: Surface cleaners that offer convenience

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

CLEANING TOOLS

Brands can develop disinfectants for mattresses and pillows
 Figure 72: Cleaning tools, by selected area – Brazil, April 2020

Figure 73: Mattress and pillow cleaning products

Consumers with other types of floor are more likely to use a variety of cleaning tools
 Figure 74: Cleaning tools, by selected area – Brazil, April 2020
 Figure 75: Bettanin cleaning kit – Brazil, April 2020

SHOPPING BEHAVIOR

 Opportunity to reinforce the economical aspect of concentrated formulas

Figure 76: Shopping behavior – Brazil, April 2020 Figure 77: Ultra-concentrated cleaning products

- Refill stations can attract women aged 45-54 who seek sustainability and money saving
 Figure 78: Shopping behavior, selected statement, by gender and age group – Brazil, April 2020
 Figure 79: Sustain LA Highland Park refill station, US
- Online retailers appeal to over-55s during the pandemic
 Figure 80: Shopping behavior, selected statement, by age group – Brazil, April 2020
 Figure 81: Leviz is a platform that allows elderly people to shop via WhatsApp

ATTITUDES TOWARD HOUSE CLEANING

 Natural detergents attract Brazilians concerned about the safety of their pets

Figure 82: Attitudes toward house cleaning, selected statement, by age group – Brazil, April 2020 Figure 83: Cleaning products for pet bowls

Parents want products that are safer for young children
 Figure 84: Attitudes toward house cleaning, by parental status

 Brazil, April 2020
 Figure 85: Cleaning products that are safe for young children

APPENDIX – ABBREVIATIONS

Abbreviations

APPENDIX – MARKET SIZE AND MARKET SHARE

Market size

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



Report Price: £3265 | \$4495 | €3940

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 86: Retail sales of household cleaning products, by value – Brazil, 2014-20

Market share

Figure 87: Leading companies' retail sales share of household cleaning products, by value – Brazil, 2018-19

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100





About Mintel

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit **mintel.com**.