

Tissue and Hygiene in Poland

March 2024

Table of Contents

EXECUTIVE SUMMARY

Tissue and hygiene in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

What next for tissue and hygiene?

MARKET INDICATORS

Table 1 - Birth Rates 2018-2023

Table 2 - Infant Population 2018-2023

Table 3 - Female Population by Age 2018-2023

Table 4 - Total Population by Age 2018-2023

Table 5 - Households 2018-2023

Table 6 - Forecast Infant Population 2023-2028

Table 7 - Forecast Female Population by Age 2023-2028

Table 8 - Forecast Total Population by Age 2023-2028

Table 9 - Forecast Households 2023-2028

MARKET DATA

Table 10 - Retail Sales of Tissue and Hygiene by Category: Value 2018-2023

Table 11 - Retail Sales of Tissue and Hygiene by Category: % Value Growth 2018-2023

Table 12 - NBO Company Shares of Retail Tissue and Hygiene: % Value 2019-2023

Table 13 - LBN Brand Shares of Retail Tissue and Hygiene: % Value 2020-2023

Table 14 - Penetration of Private Label in Retail Tissue and Hygiene by Category: % Value 2018-2023

Table 15 - Distribution of Retail Tissue and Hygiene by Format: % Value 2018-2023

Table 16 - Distribution of Retail Tissue and Hygiene by Format and Category: % Value 2023

Table 17 - Forecast Retail Sales of Tissue and Hygiene by Category: Value 2023-2028

Table 18 - Forecast Retail Sales of Tissue and Hygiene by Category: % Value Growth 2023-2028

DISCLAIMER

SOURCES

Summary 1 - Research Sources

[Away-From-Home Tissue and Hygiene in Poland](#)

KEY DATA FINDINGS

2023 DEVELOPMENTS

Local tourism and new product developments drive value sales in away-from-home tissue

Hospitals and the public sector focus on price above quality

Tork invests in new product developments to drive sales following COVID-19

PROSPECTS AND OPPORTUNITIES

Price concerns across the early forecast period will shape AFH volume sales

Ongoing growth in AFH adult incontinence, driven by the ageing population

Sustainability shapes trends on the AFH tissue and hygiene landscape

CATEGORY DATA

Table 19 - Sales of Away-From-Home Tissue and Hygiene by Category: Value 2018-2023

Table 20 - Sales of Away-From-Home Tissue and Hygiene by Category: % Value Growth 2018-2023

Table 21 - Sales of Away-From-Home Paper Towels by Type: % Value 2018-2023

Table 22 - Distribution of Away-From-Home Tissue and Hygiene by Format: % Value 2018-2023

Table 23 - Distribution of Away-From-Home Tissue and Hygiene by Format and Category: % Value 2023

Table 24 - Forecast Sales of Away-From-Home Tissue and Hygiene by Category: Value 2023-2028

Table 25 - Forecast Sales of Away-From-Home Tissue and Hygiene by Category: % Value Growth 2023-2028

Retail Adult Incontinence in Poland

KEY DATA FINDINGS

2023 DEVELOPMENTS

The ageing population supports sales of adult retail incontinence goods in 2023

Price-sensitive consumers opt for cheaper options, such as light products and menstrual care

Seni remains the leading brand, however, share is lost to smaller players

PROSPECTS AND OPPORTUNITIES

The ongoing ageing population creates solid growth opportunities for menstrual care

High prices continue to shape buying habits as sanitary towels challenge sales

Retail adult incontinence to attract new players, including private label

CATEGORY DATA

Table 26 - Sales of Retail Adult Incontinence by Category: Value 2018-2023

Table 27 - Sales of Retail Adult Incontinence by Category: % Value Growth 2018-2023

Table 28 - NBO Company Shares of Retail Adult Incontinence: % Value 2019-2023

Table 29 - LBN Brand Shares of Retail Adult Incontinence: % Value 2020-2023

Table 30 - Forecast Sales of Retail Adult Incontinence by Category: Value 2023-2028

Table 31 - Forecast Sales of Retail Adult Incontinence by Category: % Value Growth 2023-2028

Nappies/Diapers/Pants in Poland

KEY DATA FINDINGS

2023 DEVELOPMENTS

The declining birth rate challenges retail volume sales of nappies/diapers/pants

Ongoing price rises impacts consumer purchasing behaviour in 2023

Jeronimo Martins targets a wide range of consumers, boosting sales in 2023

PROSPECTS AND OPPORTUNITIES

The decline in births challenges sales across the forecast period

Growing interest in natural materials shapes product innovations on the landscape

Delayed potty training benefits sales of nappies/diapers/pants in Poland

CATEGORY DATA

Table 32 - Retail Sales of Nappies/Diapers/Pants by Category: Value 2018-2023

Table 33 - Retail Sales of Nappies/Diapers/Pants by Category: % Value Growth 2018-2023

Table 34 - NBO Company Shares of Retail Nappies/Diapers/Pants: % Value 2019-2023

Table 35 - LBN Brand Shares of Retail Nappies/Diapers/Pants: % Value 2020-2023

Table 36 - Forecast Retail Sales of Nappies/Diapers/Pants by Category: Value 2023-2028

Table 37 - Forecast Retail Sales of Nappies/Diapers/Pants by Category: % Value Growth 2023-2028

Menstrual Care in Poland

KEY DATA FINDINGS

2023 DEVELOPMENTS

Positive demographic trends drive sales, as the audience for menstrual care grows

Tampons gain ground as standard towels without wings face challenges
Product development focuses on natural ingredients to align with rising trends

PROSPECTS AND OPPORTUNITIES

Players implement strategies to retain consumers across the early forecast period
Sustainable attributes rise as consumers demand eco-friendly goods
Consumers consider standard towels without wings as being inconvenient

CATEGORY DATA

Table 38 - Retail Sales of Menstrual Care by Category: Value 2018-2023
Table 39 - Retail Sales of Menstrual Care by Category: % Value Growth 2018-2023
Table 40 - Retail Sales of Tampons by Application Format: % Value 2018-2023
Table 41 - NBO Company Shares of Retail Menstrual Care: % Value 2019-2023
Table 42 - LBN Brand Shares of Retail Menstrual Care: % Value 2020-2023
Table 43 - Forecast Retail Sales of Menstrual Care by Category: Value 2023-2028
Table 44 - Forecast Retail Sales of Menstrual Care by Category: % Value Growth 2023-2028

Wipes in Poland

KEY DATA FINDINGS

2023 DEVELOPMENTS

General purpose and moist toilet wipes drive retail volume growth
Baby wipes and deodorant wipes lose ground as consumers choose alternative products
Procter & Gamble retains its lead as Pampers continues to gain share

PROSPECTS AND OPPORTUNITIES

General purpose wipes will continue to drive growth on the landscape
Growing awareness of sustainability to shape product innovations
Non-essential wipes decline as consumers look to alternative methods

CATEGORY DATA

Table 45 - Retail Sales of Wipes by Category: Value 2018-2023
Table 46 - Retail Sales of Wipes by Category: % Value Growth 2018-2023
Table 47 - NBO Company Shares of Retail Wipes: % Value 2019-2023
Table 48 - LBN Brand Shares of Retail Wipes: % Value 2020-2023
Table 49 - Forecast Retail Sales of Wipes by Category: Value 2023-2028
Table 50 - Forecast Retail Sales of Wipes by Category: % Value Growth 2023-2028

Retail Tissue in Poland

KEY DATA FINDINGS

2023 DEVELOPMENTS

Positive growth as many retail tissue products are considered essential
Discounters increase in popularity, offering affordable price points to consumers
Velvet Care retains the lead despite strong competition from Jeronimo Martins

PROSPECTS AND OPPORTUNITIES

Positive retail volume sales driven by population growth
A focus on essential items leads to challenges for tablecloths
Product developments focus on comfort, absorption and fragrance

CATEGORY DATA

Table 51 - Retail Sales of Tissue by Category: Value 2018-2023

Table 52 - Retail Sales of Tissue by Category: % Value Growth 2018-2023

Table 53 - NBO Company Shares of Retail Tissue: % Value 2019-2023

Table 54 - LBN Brand Shares of Retail Tissue: % Value 2020-2023

Table 55 - Forecast Retail Sales of Tissue by Category: Value 2023-2028

Table 56 - Forecast Retail Sales of Tissue by Category: % Value Growth 2023-2028

Rx/Reimbursement Adult Incontinence in Poland

KEY DATA FINDINGS

2023 DEVELOPMENTS

Positive results driven by the large population and ageing demographic

Women are more likely to suffer from incontinence at a younger age

New pricing for Rx/reimbursement adult incontinence is put into effect

PROSPECTS AND OPPORTUNITIES

Demographic trends create ongoing opportunities for Rx reimbursement goods

The rising interest in reimbursement schemes drive ongoing growth

Technological advancements and product developments shape the landscape

CATEGORY DATA

Table 57 - Sales of Rx/Reimbursement Adult Incontinence: Total Value MSP 2018-2023

Table 58 - Sales of Rx/Reimbursement Adult Incontinence: Total Value MSP Growth 2018-2023

Table 59 - Forecast Sales of Rx/Reimbursement Adult Incontinence: Total Value MSP 2023-2028

Table 60 - Forecast Sales of Rx/Reimbursement Adult Incontinence: Total Value MSP Growth 2023-2028

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/tissue-and-hygiene-in-poland/report.