## Specialty Chemicals Update Program

# Surfactants

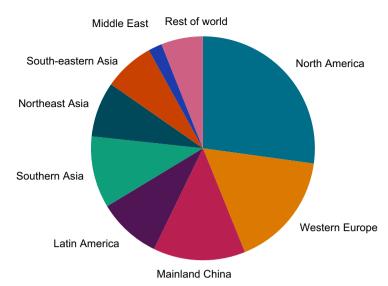
December 2024

### **Abstract**

The global consumption of surfactants in 2023 reached approximately 17.6 million metric tons (100% basis) with an estimated market value of \$46.9 billion. Surfactants are used in many applications, not only for their detergency properties, but also for softening, wetting and emulsification. The most important application for surfactants is in the formulation of household detergents; however, they are also used in hand and automatic dishwashing detergents, a range of household cleaners, hair conditioners, cosmetic and personal care products, institutional cleaning products and industrial processes. Higher than average global growth will continue to be recorded in developing regions across all applications, although mature markets will remain dynamic as formulations continue to evolve, especially to meet the accelerating demand for more sustainable solutions and processes.

The following chart shows regional consumption of the \$46.9 billion surfactant market by value:

#### World consumption of surfactants — 2023



Data compiled Nov. 26, 2024. Source: S&P Global Commodity Insights. © 2024 S&P Global.

Surfactants were at the forefront of the battle against the COVID-19 virus, supporting hygiene in home and institutional applications; however, in some industrial and commercial applications, they experienced a decline. Since 2020, demand has been healthy overall on a global level, but it has come down off the highs of 2020 in some of those high-growth markets that were fueled by the pandemic. Other markets that suffered during the pandemic have made some significant gains through 2023.

For more detailed information, see the table of contents, shown below.

**S&P Global's Specialty Chemicals Update Program –** *Surfactants* is the comprehensive and trusted guide for anyone seeking information on this industry. This latest report details global and regional information, including



Industry structure, operating characteristics and regulatory environment



Products, functions and markets



Cost structure/ profitability



Technology changes and emerging substitution practices



Quantitative market analysis and forecasts

#### **Key benefits**

**S&P Global'sSpecialty Chemicals Update Program –** *Surfactants* has been compiled using primary interviews with key suppliers and organizations, and leading representatives from the industry in combination with S&P Global's unparalleled access to upstream and downstream market intelligence and expert insights into industry dynamics, trade, and economics.

This report can help you

- Identify the competitive environment and key players

- Assess key issues facing both suppliers and their end-use customers
- Understand industry integration strategies
- Keep abreast of industry structure changes, regulatory requirements, and other factors affecting profitability
- Identify new business opportunities and threats
- Follow important commercial developments
- Recognize trends and driving forces influencing specialty chemical markets

# Table of contents

Executive summary	9
Summary	10
Introduction	19
Abbreviations	22
Overview of the surfactants industry	24
Industry structure	24
Major world producers	25
Supporting suppliers and services	27
Distributors	28
Mergers and acquisitions	30
Company profiles	3′
BASF-YPC Co., Ltd.	3′
Jintung Petrochemical Co., Ltd.	32
Kao Corp.	32
Lion Corp.	34
Nouryon Chemicals (Boxing) Co., Ltd.	35
Solvay (Zhangjiagang) Specialty Chemicals Co., Ltd.	35
Stepan Co.	36
Toho Chemical Industry Co., Ltd.	42
Operating characteristics	42
Introduction	42
Research and development	42
Manufacturing	44
Marketing	46
Profitability and cost structure	46
Government regulations	49
North America	49
European Union	50
Mainland China	54
Japan	58
Trends and opportunities	59
North America	59
European Union	61
Mainland China	63
Japan	64
Critical factors for success	65
Surfactant markets by product type	67
Products and functions	67
Amphoteric surfactants	68
Anionic surfactants	70
Cationic surfactants	72
Nonionic surfactants	73

North America	75
Consumption and markets	75
Overview	75
Amphoteric surfactants	77
Anionic surfactants	78
Cationic surfactants	80
Nonionic surfactants	82
Market participants	84
Amphoterics	89
Anionics	89
Cationics	90
Nonionics	90
Prices	90
Future trends and strategic issues	91
Latin America	92
Consumption and markets	92
Market participants	94
Prices	95
Western Europe	96
Consumption and markets	96
Overview	96
Amphoteric surfactants	99
Anionic surfactants	100
Cationic surfactants	103
Nonionic surfactants	105
Market participants	108
Prices	114
Future trends and strategic issues	115
Central and Eastern Europe	116
Central and Eastern Europe (excluding Turkey)	116
Consumption and markets	116
Market participants	118
Prices	119
Turkey	120
Consumption and markets	120
Market participants	121
Prices	122
Eurasia	123
Consumption and markets	123
Market participants	124
Prices	125
Middle East	126
Consumption and markets	126
Market participants	128
Prices	130
Africa	130
Consumption and markets	130

Surfactants | 5 spglobal.com/commodityinsights

Market participants	132
Prices	133
Southern Asia	134
India	134
Consumption, markets and trends	134
Overview	134
Amphoteric surfactants	135
Anionic surfactants	136
Cationic surfactants	137
Nonionic surfactants	138
Market participants	139
Prices	141
Other Southern Asia	142
Consumption and markets	142
Market participants	143
Prices	144
Eastern Asia	145
Mainland China	145
Consumption and markets	145
Overview	145
Amphoteric surfactants	146
Anionic surfactants	148
Cationic surfactants	150
Nonionic surfactants	152
Market participants	155
Amphoteric surfactants	155
Anionic surfactants	156
Cationic surfactants	158
Nonionic surfactants	159
Prices	161
Japan	162
Consumption and markets	162
Overview	162
Amphoteric surfactants	163
Anionic surfactants	164
Cationic surfactants	167
Nonionic surfactants	168
Market participants	171
Amphoteric surfactants	174
Anionic surfactants	176
Cationic surfactants	179
Nonionic surfactants	181
Prices	184
Other Eastern Asia	186
Consumption and markets	186
Anionic surfactants	187
Cationic surfactants	187
Nonionic surfactants	187

Amphoteric surfactants	188
Market participants	188
Prices	190
South-eastern Asia	191
Consumption, markets and trends	191
Amphoteric surfactants	192
Anionic surfactants	192
Cationic surfactants	193
Nonionic surfactants	193
Market participants	194
Prices	196
Oceania	198
Consumption and markets	198
Amphoteric surfactants	198
Anionic surfactants	199
Cationic surfactants	199
Nonionic surfactants	199
Market participants	200
Prices	200
Surfactant markets by market area	202
North America	202
Overview	202
Home and personal care	203
Household detergents	203
Personal care products	204
Introduction	204
Surfactant consumption	205
Market participants	207
Household fabric softeners	207
Introduction	207
Surfactants for fabric softeners	208
Consumption	209
Market participants	210
Industrial, institutional and commercial applications	210
I&I cleaners	212
Food	213
Oil field, lubricant and mining	213
Emulsion polymerization	214
Agricultural products	215
Fiber and textile industry	216
Other	218
Construction	218
Paper	218
Metal cleaning and processing	219
Fire extinguishers	219
Western Europe	219

219

Overview

Home and personal care	219
Household detergents	219
Personal care products	221
Household fabric softeners	224
Industrial, institutional and commercial applications	225
Industrial and institutional (I&I) cleaners and washing	227
Construction	228
Emulsion polymerization	228
Agricultural products	228
Paper industry	229
Oil field and mining	229
Food	230
Fiber and textile industry	230
Other industrial applications	231
Fire extinguishing	231
Metalworking	231
Pharmaceutical	231
Photographic	231
Southern Asia	231
Overview	231
Home and personal care	232
Household detergents	232
Personal care	233
Fabric softeners	234
Industrial, institutional and commercial products	235
Eastern Asia	236
Mainland China	236
Overview	236
Home and personal care	237
Household detergents	237
Personal care products	239
Fabric softeners	240
Industrial, institutional and commercial applications	241
Japan	242
Overview	242
Home and personal care	243
Household detergents	243
Personal care products	243
Household fabric softeners	244
Industrial, institutional and commercial applications	244
Civil engineering and building	245
Fiber and textile industry	246
Plastics and rubber	246
Pulp and paper	247
Food	247
Metals and machinery	248
Commercial laundries	248
Inks and coatings	248

Agricultural products	248
Other	249
South-eastern Asia	249
Oceania	249
Revisions	251
Data Workbook	252

#### **CONTACTS**

**Americas:** +1 800 597 1344 **Asia-Pacific:** +60 4 296 1125

Europe, Middle East, Africa: +44 (0) 203 367 0681

www.spglobal.com/commodityinsights www.spglobal.com/en/enterprise/about/contact-us.html

© 2024 by S&P Global Inc. All rights reserved.

S&P Global, the S&P Global logo, S&P Global Commodity Insights, and Platts are trademarks of S&P Global Inc. Permission for any commercial use of these trademarks must be obtained in writing from S&P Global Inc.

You may view or otherwise use the information, prices, indices, assessments and other related information, graphs, tables and images ("Data") in this publication only for your personal use or, if you or your company has a license for the Data from S&P Global Commodity Insights and you are an authorized user, for your company's internal business use only. You may not publish, reproduce, extract, distribute, retransmit, resell, create any derivative work from and/or otherwise provide access to the Data or any portion thereof to any person (either within or outside your company, including as part of or via any internal electronic system or intranet), firm or entity, including any subsidiary, parent, or other entity that is affiliated with your company, without S&P Global Commodity Insights' prior written consent or as otherwise authorized under license from S&P Global Commodity Insights. Any use or distribution of the Data beyond the express uses authorized in this paragraph above is subject to the payment of additional fees to S&P Global Commodity Insights.

S&P Global Commodity Insights, its affiliates and all of their third-party licensors disclaim any and all warranties, express or implied, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use as to the Data, or the results obtained by its use or as to the performance thereof. Data in this publication includes independent and verifiable data collected from actual market participants. Any user of the Data should not rely on any information and/or assessment contained therein in making any investment, trading, risk management or other decision. S&P Global Commodity Insights, its affiliates and their third-party licensors do not guarantee the adequacy, accuracy, timeliness and/or completeness of the Data or any component thereof or any communications (whether written, oral, electronic or in other format), and shall not be subject to any damages or liability, including but not limited to any indirect, special, incidental, punitive or consequential damages (including but not limited to, loss of profits, trading losses and loss of goodwill).

ICE index data and NYMEX futures data used herein are provided under S&P Global Commodity Insights' commercial licensing agreements with ICE and with NYMEX. You acknowledge that the ICE index data and NYMEX futures data herein are confidential and are proprietary trade secrets and data of ICE and NYMEX or its licensors/suppliers, and you shall use best efforts to prevent the unauthorized publication, disclosure or copying of the ICE index data and/or NYMEX futures data.

Permission is granted for those registered with the Copyright Clearance Center (CCC) to copy material herein for internal reference or personal use only, provided that appropriate payment is made to the CCC, 222 Rosewood Drive, Danvers, MA 01923, phone +1-978-750-8400. Reproduction in any other form, or for any other purpose, is forbidden without the express prior permission of S&P Global Inc. For article reprints contact: The YGS Group, phone +1-717-505-9701 x105 (800-501-9571 from the U.S.).

For all other queries or requests pursuant to this notice, please contact S&P Global Inc. via email at ci.support@spglobal.com