

# Global Potassium Cocoyl Glycinate Market Research Report 2026(Status and Outlook)

<https://marketpublishers.com/r/G273C916A388EN.html>

Date: March 2026

Pages: 139

Price: US\$ 2,980.00 (Single User License)

ID: G273C916A388EN

## Abstracts

The 2025 U.S. tariff policies introduce profound uncertainty into the global economic landscape. This report critically examines the implications of recent tariff adjustments and international strategic countermeasures on Potassium Cocoyl Glycinate competitive dynamics, regional economic interdependencies, and supply chain reconfigurations. In 2024, global Potassium Cocoyl Glycinate production reached approximately 13893 MT, with an average global market price of around US\$ 13.5 per kg. Potassium Cocoyl Glycinate (KCG) is an amino-acid-based anionic surfactant derived from the condensation of fatty acids—primarily lauric-rich fractions from coconut or palm kernel oils—with glycine, followed by neutralization with potassium hydroxide. In practical terms, it combines a plant-sourced hydrophobe (cocoyl) with the simplest natural amino acid (glycine) to create a cleanser that is exceptionally mild on skin while still delivering dense, creamy foam. In solution, KCG behaves as a gentle anionic surfactant with good hard-water tolerance and a skin-friendly pH range once formulated. Within the ingredient taxonomy used by the personal care industry, it sits in the premium amino-acid surfactants family alongside glutamates and sarcosinates, and is used most often in facial cleansers, body washes, shampoos, shaving formats, and syndet bars where a rich but non-stripping foam is desired. From a market-definition standpoint, the KCG market is a subset of specialty personal-care surfactants, distinguished not only by its feedstock (coconut/palm kernel oils and glycine) but also by its performance positioning: sulfate-free, mild, and often naturally derived. Buyers are primarily beauty and personal care brands—ranging from multinational consumer packaged goods companies to indie labels—plus contract manufacturers and private-label formulators. Because KCG is typically sold as aqueous solutions around 25-30% active matter, logistics and shelf-life considerations are similar to other mild anionics. The supply chain begins with tropical oil derivatives (fatty acids or methyl esters), intersects with amino acid production (glycine, predominantly produced via chemical synthesis today), and flows

through specialty surfactant producers and distributors serving regional formulating hubs in Asia, Europe, and North America. Several structural drivers shape market development. First, the consumer swing toward sulfate-free and "clean" cleansing has been durable. Shoppers increasingly associate SLES/SLS with dryness or irritation and are willing to pay a premium for systems that feel gentler, especially in facial care and baby products. KCG's mildness credentials—low irritation potential and a skin-conditioning afterfeel—fit this narrative well. Second, the rise of prestige and masstige skincare has elevated foam aesthetics: creamy, cushiony foam that rinses clean tests better in sensory panels, and KCG is routinely used to build that texture, often in synergy with amphotericics like cocamidopropyl betaine or with nonionic APGs (alkyl polyglucosides). Third, the waterless and solid-format trend (cleansing bars, sticks, powders) is expanding the addressable market for amino-acid surfactants. KCG, when balanced with binders and co-surfactants, supports firm but fast-wetting syndet bars that lather luxuriously without the squeaky feel of traditional soap. Looking ahead, the KCG market is poised to grow faster than the overall surfactant market, pulled by premium skincare expansion, sulfate-free continuity, and the proliferation of water-smart formats. Expect incremental innovation around three fronts. First, sensory engineering: suppliers will tweak chain-length distributions and impurity profiles to fine-tune foam texture and afterfeel, as well as offer structured concentrates for cold processing. Second, sustainability: "palm-free," mass-balance, and reduced-carbon variants will proliferate, along with expanded certification support and transparent sourcing data. Third, formulation enablement: pre-blended bases that combine KCG with amphotericics, APGs, and rheology modifiers will cut development time for indie brands and private label, widening adoption. For market participants, winning strategies differ by position. Raw-material producers should maintain flexibility between coconut and palm kernel feeds, invest in supply assurance, and backstop customers with robust technical service (especially for bar formats and cold-process liquids). Distributors succeed by carrying multiple grades, offering small-lot availability, and sharing validated starter formulas. Brand owners should align KCG usage with clear consumer benefits—soft skin feel, rich foam, gentle daily cleanse—and, where relevant, with certified sustainability claims. In all cases, the economics are strongest when KCG is treated as the hero surfactant in high-margin SKUs, rather than as a drop-in for cost-down projects. With these dynamics in play, Potassium Cocoyl Glycinate is likely to remain a cornerstone of the modern mild-cleansing toolkit and a bright spot within specialty personal-care ingredients in the coming years.

The global Potassium Cocoyl Glycinate market size was estimated at USD 188.0 million in 2025 and is projected to grow at a compound annual growth rate (CAGR) of 4.10% during the forecast period.

This report offers a comprehensive and in-depth analysis of the global Potassium Cocoyl Glycinate market, covering all critical facets from a broad macroeconomic overview to detailed micro-level insights. It examines market size, competitive landscape, emerging development trends, niche segments, key drivers and challenges, as well as conducts SWOT and value chain analyses.

The insights provided enable readers to understand the competitive dynamics within the industry and formulate effective strategies to enhance profitability and market positioning. Additionally, the report presents a clear framework for evaluating the current status and future outlook of business organizations operating in this sector.

A significant focus of this report lies in the competitive landscape of the global Potassium Cocoyl Glycinate market. It offers detailed profiles of major players, including their market shares, performance metrics, product portfolios, and operational status. This enables stakeholders to identify leading competitors and gain a nuanced understanding of market rivalry and structure.

In summary, this report serves as an essential resource for industry participants, investors, researchers, consultants, and business strategists, as well as anyone planning to enter or expand their presence in the Potassium Cocoyl Glycinate market.

### **Global Potassium Cocoyl Glycinate Market: Market Segmentation Analysis**

This research report provides a detailed segmentation of the market by region (country), key manufacturers, product type, and application. Market segmentation divides the overall market into distinct subsets based on factors such as product categories, end-user industries, geographic locations, and other relevant criteria.

A clear understanding of these market segments enables decision-makers to tailor their product development, sales, and marketing strategies more effectively to meet the unique needs of each segment. Leveraging market segmentation insights can significantly enhance targeted approaches, optimize resource allocation, and accelerate product innovation cycles by aligning offerings with the specific demands of diverse customer groups.

### **Key Company**

Ajinomoto

Changsha Puji Biotechnology  
Bafeorii Chemical  
Flower's Song Chemical  
Storm Corporation  
TNJC  
Guangzhou Tinci Materials Technology  
Nanjing COSMOS Chemical  
Sino Lion

### **Market Segmentation (by Type)**

Liquid  
Powder

### **Market Segmentation (by Application)**

Personal Care  
Cosmetic Additive  
Industrial Cleaning  
Other

### **Geographic Segmentation**

North America (USA, Canada, Mexico)  
Europe (Germany, UK, France, Russia, Italy, Rest of Europe)  
Asia-Pacific (China, Japan, South Korea, India, Southeast Asia, Rest of Asia-Pacific)  
South America (Brazil, Argentina, Columbia, Rest of South America)  
The Middle East and Africa (Saudi Arabia, UAE, Egypt, Nigeria, South Africa, Rest of MEA)

### **Key Benefits of This Market Research:**

Industry drivers, restraints, and opportunities covered in the study  
Neutral perspective on the market performance  
Recent industry trends and developments  
Competitive landscape & strategies of key players  
Potential & niche segments and regions exhibiting promising growth covered  
Historical, current, and projected market size, in terms of value  
In-depth analysis of the Potassium Cocoyl Glycinate Market

Overview of the regional outlook of the Potassium Cocoyl Glycinate Market:

### **Customization of the Report**

In case of any queries or customization requirements, please connect with our sales team, who will ensure that your requirements are met.

### **Chapter Outline**

Chapter 1 mainly introduces the statistical scope of the report, market division standards, and market research methods.

Chapter 2 is an executive summary of different market segments (by region, product type, application, etc), including the market size of each market segment, future development potential, and so on. It offers a high-level view of the current state of the Potassium Cocoyl Glycinate Market and its likely evolution in the short to mid-term, and long term.

Chapter 3 makes a detailed analysis of the market's competitive landscape of the market and provides the market share, capacity, output, price, latest development plan, merger, and acquisition information of the main manufacturers in the market.

Chapter 4 is the analysis of the whole market industrial chain, including the upstream and downstream of the industry, as well as Porter's five forces analysis.

Chapter 5 introduces the latest developments of the market, the driving factors and restrictive factors of the market, the challenges and risks faced by manufacturers in the industry, and the analysis of relevant policies in the industry.

Chapter 6 provides the analysis of various market segments according to product types, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different market segments.

Chapter 7 provides the analysis of various market segments according to application, covering the market size and development potential of each market segment, to help readers find the blue ocean market in different downstream markets.

Chapter 8 provides a quantitative analysis of the market size and development potential of each region and its main countries and introduces the market development, future

development prospects, market space, and capacity of each country in the world.

Chapter 9 shares the main producing countries of Potassium Cocoyl Glycinate, their output value, profit level, regional supply, production capacity layout, etc. from the supply side.

Chapter 10 introduces the basic situation of the main companies in the market in detail, including product sales revenue, sales volume, price, gross profit margin, market share, product introduction, recent development, etc.

Chapter 11 provides a quantitative analysis of the market size and development potential of each region in the next five years.

Chapter 12 provides a quantitative analysis of the market size and development potential of each market segment in the next five years.

Chapter 13 is the main points and conclusions of the report.

### **Key Reasons to Buy this Report:**

Access to date statistics compiled by our researchers. These provide you with historical and forecast data, which is analyzed to tell you why your market is set to change

This enables you to anticipate market changes to remain ahead of your competitors

You will be able to copy data from the Excel spreadsheet straight into your marketing plans, business presentations, or other strategic documents

The concise analysis, clear graph, and table format will enable you to pinpoint the information you require quickly

Provision of market value data for each segment and sub-segment

Indicates the region and segment that is expected to witness the fastest growth as well as to dominate the market

Analysis by geography highlighting the consumption of the product/service in the region as well as indicating the factors that are affecting the market within each region

Competitive landscape which incorporates the market ranking of the major players, along with new service/product launches, partnerships, business expansions, and acquisitions in the past five years of companies profiled

Extensive company profiles comprising of company overview, company insights, product benchmarking, and SWOT analysis for the major market players

The current as well as the future market outlook of the industry concerning recent developments which involve growth opportunities and drivers as well as challenges and

restraints of both emerging as well as developed regions

Includes in-depth analysis of the market from various perspectives through Porter's five forces analysis

Provides insight into the market through Value Chain

Market dynamics scenario, along with growth opportunities of the market in the years to come

6-month post-sales analyst support

### **Customization of the Report**

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