

# India Linear Alkyl Benzene Market By Type (Linear Alkylbenzene Sulfonate (LAS) , Others), By Applications (Heavy-duty Laundry Liquids, Laundry Powders, Light-duty Dishwashing Liquids, Industrial and Household Cleaners, Agricultural Herbicides, Ink Solvent, Others {Emulsifying Agent, Anti-hygroscopic Additives, Neutrino Detectors, Paint Industry, and Electric Cable Oil}), By Region, Competition, Forecast and Opportunities, 2020-2030F

<https://marketpublishers.com/r/I815F12A3978EN.html>

Date: December 2024

Pages: 86

Price: US\$ 3,500.00 (Single User License)

ID: I815F12A3978EN

## Abstracts

India Linear Alkyl Benzene Market achieved a total market volume of 536.78 thousand Metric Tonnes in 2024 and is poised for strong growth in the forecast period to reach 655.83 thousand Metric Tonnes in 2030, with a projected Compound Annual Growth Rate (CAGR) of 3.43% through 2030.

Linear Alkyl Benzene (LAB) is a critical raw material in the production of linear alkyl benzene sulfonates (LAS), which are used in a wide range of applications, primarily in the detergent industry. The Indian LAB market has experienced notable growth due to the increasing demand for detergents, particularly in rural and urban households. The rapid urbanization and increasing awareness of cleanliness and hygiene have led to a significant surge in the demand for detergents in India. LAB is a vital ingredient in the production of linear alkyl benzene sulfonates (LAS), the primary surfactants in detergents. India's rural population has become a key consumer of detergents, mainly in the form of washing powders and bars. This growth in rural consumption further fuels the demand for LAB. Besides household consumption, detergents are widely used in various industries and institutions. The growth of these sectors contributes to the

increasing demand for LAB-derived detergents.

LAB derivatives are also used in the cosmetic and toiletry industry. As consumer preferences shift towards personal care products, there's an expanding demand for LAS. LAB finds applications in the textile and leather industries, particularly for emulsification and dispersal purposes. With these industries expanding in India, the demand for LAB continues to rise. In March 2022, Tamilnadu Petroproducts Ltd. (TPL) became the world's first Linear Alkyl Benzene (LAB) manufacturer to receive certification from the Bureau of Indian Standards (BIS). TPL's 'Superlab' brand is widely recognized as one of the leading laboratory brands in the country. This certification further strengthens TPL's position as the market leader and the sole authorized seller of LAB in India. LAB, which can be used in the production of biodegradable detergents, offers a more sustainable alternative to traditional detergent formulations.

The Indian LAB market's supply chain is dominated by domestic production, meeting a significant portion of the demand. Leading Indian companies, such as Reliance Industries and Indian Oil Corporation, have established themselves as major LAB manufacturers, with production facilities catering to the growing market requirements.

However, the market occasionally relies on imports to meet specific demands or counter supply shortages. Import sources often include countries like China and South Korea. The production and use of LAB in India are subject to regulatory standards set by authorities like the Bureau of Indian Standards (BIS) and the Ministry of Environment, Forest and Climate Change. These regulations ensure the quality, safety, and environmental impact parameters are met. Environmental concerns are significant, as the chemical production process can have ecological implications. Therefore, manufacturers need to adhere to stringent guidelines to minimize environmental impact and promote safe disposal practices.

## Key Market Drivers

### Growing Demand from Textile and Leather Industry for Emulsification and Dispersal Purposes

The Indian Linear Alkyl Benzene (LAB) market is experiencing substantial growth, primarily driven by the increasing demand from the textile and leather industry for emulsification and dispersal purposes. LAB is a crucial raw material used in the production of emulsifying agents and surfactants, which are essential for a variety of processes within these industries, including dyeing, finishing, and leather treatment. The

Indian government has made a roadmap to grow its textile industry to about USD350 billion by 2030 and aims to achieve USD600 billion in textile exports by 2047. As the textile and leather sectors continue to expand and modernize, the demand for LAB is on the rise, providing essential solutions for achieving the desired quality and finish in textile and leather products.

Emulsifying agents and surfactants, which are derived from LAB, are used in the textile industry for various applications. These chemicals play a pivotal role in creating stable emulsions, where oil-based and water-based substances can mix uniformly. In the textile sector, emulsifying agents ensure even dispersion of dyes in water, enabling consistent and vibrant coloration of fabrics. They are also used for coating and finishing textiles, enhancing the durability, texture, and appearance of finished products.

In the leather industry, LAB-derived emulsifying agents and surfactants are essential for achieving the desired properties and finish in leather products. They are used during tanning, dyeing, and finishing processes to facilitate the uniform dispersion of chemicals and dyes, leading to improved leather quality, appearance, and performance.

The textile and leather sectors in India are pivotal contributors to the nation's economy, providing a wide range of products that cater to both domestic and international markets. The textile industry produces various textiles, including garments, home textiles, and technical textiles, while the leather industry focuses on producing leather goods, including footwear, bags, and upholstery. As these industries expand and consumer preferences become more diverse, the need for high-quality and consistent products becomes increasingly vital. LAB, through the production of emulsifying agents and surfactants, is instrumental in achieving the desired characteristics and appearance in textile and leather products.

The demand for LAB has prompted investments in expanding production capacities and ensuring the quality and consistency of this crucial chemical. A reliable supply of high-quality LAB is essential for manufacturers in the textile and leather sectors, as these industries rely on these chemicals to create products that meet stringent industry standards. The emphasis on sustainability and eco-friendliness in the textile and leather industries aligns with the use of LAB. Modern production processes in these sectors have become more environmentally responsible, with a focus on reducing waste, water consumption, and energy use. LAB contributes to these sustainability goals by facilitating efficient and eco-friendly processing, minimizing the environmental impact of textile and leather production.

## Surging in the Demand for Detergents

The Indian Linear Alkyl Benzene (LAB) market is currently experiencing significant growth, largely driven by the surging demand for detergents. LAB, a crucial raw material for the production of linear alkyl benzene sulfonates (LAS), is a key component in the manufacturing of liquid and powder detergents. As India's consumer base continues to expand, and with a heightened focus on cleanliness and hygiene, the demand for detergents has been on the rise, making LAB a vital resource in the production of these essential household cleaning products. The production volume of synthetic detergent intermediates stood at around 700 KT in FY2023, thereby supporting the growth of LAB market.

The primary use of LAB in the detergent industry is for the synthesis of LAS, which serves as the active surfactant in detergents. LAS is responsible for reducing the surface tension of water, allowing it to penetrate and lift away dirt and stains from various surfaces, such as clothing, dishes, and household items. It is an indispensable ingredient for both liquid and powder detergents, ensuring their effectiveness in cleaning and stain removal.

As India's population grows and urbanization increases, the demand for cleaning products, including detergents, has witnessed substantial growth. The rise of nuclear families, busy lifestyles, and a greater awareness of hygiene and cleanliness further fuel the demand for detergents. Consequently, this leads to an increased requirement for LAB, which is essential for producing LAS, the key ingredient in detergents. The rapid expansion of e-commerce platforms and the availability of a wide range of detergents to consumers through online and offline retail channels have also contributed to the heightened demand for detergents. Consumers now have access to a variety of detergent formulations tailored to their specific needs, including detergents for different fabrics, washing machines, dishwashing, and more, all of which rely on LAS derived from LAB for their cleaning properties.

The laundry and dishwashing detergent segments are among the primary drivers of LAB demand in India. In urban areas, automatic washing machines have become more common, further stimulating the need for liquid and powder detergents. The increasing use of dishwashers has similarly led to a surge in demand for dishwashing detergents, creating a direct impact on the LAB market. The demand for LAB used in detergents has prompted investments in expanding production capacities and ensuring the quality and consistency of this essential chemical. A reliable and consistent supply of high-quality LAB is crucial for manufacturers in the detergent industry, as they depend on this

raw material to produce effective and safe cleaning products that meet consumer expectations. The focus on sustainability and eco-friendliness in the detergent industry aligns with the use of LAB. Modern production processes in the detergent sector have evolved to become more environmentally responsible, with a focus on reducing waste, water consumption, and energy use. LAB contributes to these sustainability goals by enabling the production of eco-friendly detergents that are effective in cleaning and safe for the environment.

### Growing Demand from Cosmetic and Toiletry Industry is Propelling the India Linear Alkyl Benzene Market Growth

The Indian Linear Alkyl Benzene (LAB) market is experiencing significant growth, driven by the growing demand from the cosmetic and toiletry industry. LAB, a crucial raw material in the production of linear alkyl benzene sulfonates (LAS), plays a vital role in the formulation of various personal care products, including shampoos, soaps, shower gels, and other cosmetics and toiletries. As India's consumer base continues to expand and consumer preferences evolve, the demand for these products is on the rise, making LAB a pivotal resource for the personal care industry.

The primary use of LAB in the cosmetic and toiletry industry is for the production of LAS, which serves as the key surfactant in these products. LAS is responsible for reducing the surface tension of water, allowing it to mix with oil and dirt, which is then rinsed away. This makes it a critical ingredient in various personal care items, such as shampoos and shower gels, ensuring their cleansing and foaming properties. As India's population grows and disposable income levels increase, consumers are becoming more conscious of personal hygiene and grooming. This shift in consumer behavior has led to a surge in the demand for personal care products, such as shampoos, body washes, and liquid soaps. These products, which rely on LAS derived from LAB, are integral to daily personal care routines and have become essential to modern living.

The urbanization of India has also contributed to the growth in demand for cosmetic and toiletry products. Urban consumers, in particular, are increasingly adopting personal care and grooming practices that involve the use of shampoos, conditioners, shower gels, and other cosmetics and toiletries. The growing number of beauty and personal care retail outlets and e-commerce platforms further facilitates access to a wide range of personal care products. The increasing awareness of skin and hair health, as well as the desire for a well-groomed appearance, has led to a greater focus on using high-quality personal care products. LAS, derived from LAB, is instrumental in ensuring the effectiveness of these products, such as providing a rich lather in shampoos and gentle

cleansing in soaps and shower gels.

The demand for LAB used in personal care products has prompted investments in expanding production capacities and ensuring the quality and consistency of this essential chemical. A reliable and consistent supply of high-quality LAB is crucial for manufacturers in the cosmetic and toiletry industry, as they depend on this raw material to produce effective, safe, and high-performing personal care products. The focus on sustainability and eco-friendliness in the cosmetic and toiletry industry aligns with the use of LAB. Modern production processes in this sector have evolved to become more environmentally responsible, with a focus on reducing waste, water consumption, and energy use. LAB contributes to these sustainability goals by enabling the production of eco-friendly personal care products that meet consumer demands for both effectiveness and environmental responsibility.

## Key Market Challenges

### Fluctuations in the Raw Materials Prices

Fluctuations in raw material prices are significantly hindering the growth of the India Linear Alkyl Benzene (LAB) market. LAB, a crucial raw material used in the production of various detergents and cleaning products, relies heavily on the stable and cost-effective availability of petrochemical-based feedstocks, primarily n-paraffins. The pricing of these raw materials is susceptible to a range of factors, including global energy market dynamics, supply disruptions, and geopolitical events, which can lead to unpredictable fluctuations in production costs. The unpredictability of raw material prices not only disrupts production planning but also affects the profit margins of LAB manufacturers, making it challenging for companies to maintain competitive pricing and profitability. Such fluctuations create challenges in budgeting, pricing strategies, and resource allocation for both producers and consumers.

To mitigate the impact of raw material price volatility, the India LAB market should explore strategies such as diversifying sourcing options, implementing long-term supply agreements, and effective inventory management. These measures are crucial for maintaining market competitiveness and fostering sustainable growth, even in the face of raw material price uncertainties.

### Supply Chain Disruptions

Supply chain disruptions are significantly hindering the growth of the India Linear Alkyl

Benzene (LAB) market. LAB, a critical component used in the production of detergents and cleaning products, relies on a seamless and reliable supply chain for its raw materials and the distribution of finished products. Unfortunately, the market has been grappling with various supply chain challenges, such as transportation bottlenecks, logistics issues, and interruptions caused by unforeseen events like natural disasters or geopolitical tensions. These disruptions often result in delays, increased costs, and uncertainty in the availability of LAB, making it difficult for manufacturers to meet customer demands and maintain pricing stability. This can lead to a loss of market competitiveness and hinder the growth potential of the LAB market in India.

To overcome this challenge and promote growth, stakeholders in the India LAB market must focus on improving the resilience and adaptability of their supply chains. This may involve diversifying sourcing options, enhancing logistics and distribution networks, and implementing proactive risk management strategies to ensure more stable and reliable growth.

## Key Market Trends

### Biodegradability and Sustainability

The India Linear Alkyl Benzene (LAB) market is currently experiencing substantial growth, with a key trend focused on biodegradability and sustainability. LAB is a critical chemical compound used predominantly in the production of biodegradable and eco-friendly detergents and cleaning agents. The emphasis on biodegradability and sustainability is driven by several significant factors and plays a pivotal role in the expansion of the LAB market.

One of the primary drivers of this trend is the increasing environmental consciousness among consumers and regulatory authorities. There's a growing awareness of the environmental impact of synthetic detergents and cleaning agents, which often introduce harmful chemicals into water systems. Biodegradable LAB-based detergents are designed to break down into harmless compounds, reducing pollution and minimizing harm to aquatic ecosystems. Government regulations and environmental standards are becoming more stringent, necessitating compliance from the chemical industry. The shift towards biodegradable detergents and cleaning agents made from LAB aligns with these regulations, as it reduces the ecological footprint and limits the release of pollutants into the environment.

Manufacturers and brands in the consumer goods sector are actively seeking

sustainable and eco-friendly products. Biodegradable detergents and cleaning agents, produced from LAB, cater to the environmentally conscious consumer who values products that minimize environmental impact and contribute to sustainability efforts. The focus on biodegradability and sustainability is a key driver for the growth of the India Linear Alkyl Benzene market. As consumers and industries prioritize eco-friendly and sustainable solutions, the emphasis on biodegradable LAB-based products reflects India's commitment to responsible and environmentally conscious chemical manufacturing practices. This trend contributes to the expansion of the LAB market and positions India as a progressive player in the global chemical industry with a focus on sustainability.

### Customization and Specialty Products

The India Linear Alkyl Benzene (LAB) market is currently witnessing significant growth, driven by a key trend emphasizing customization and the production of specialty products. LAB is a crucial chemical compound widely used in the production of various detergents, including laundry detergents, dishwashing detergents, and industrial cleaning agents. The demand for customization and specialty products within this market is prompted by several significant factors and contributes to its expansion.

One of the primary drivers of this trend is the evolving consumer landscape. Modern consumers are increasingly seeking specialized and tailor-made cleaning solutions that address their specific needs and preferences. Manufacturers and formulators in the detergent industry are responding by customizing LAB-based detergents to cater to a wide range of requirements, from hypoallergenic formulas to fragrance-free options, all designed to meet specific consumer demands. The commercial sector is a key beneficiary of customized LAB products. Industries such as hospitality, healthcare, and manufacturing require cleaning agents tailored to their unique cleaning challenges. The flexibility offered by LAB enables manufacturers to create specialized detergents capable of effectively addressing the cleaning needs of these sectors, ensuring optimal performance while maintaining cost-efficiency.

Also, the development of specialty products within the LAB market has gained prominence. These specialty detergents offer unique properties, such as enhanced stain removal, superior disinfection capabilities, or specialty formulations designed for specific applications. Specialty LAB-based detergents, for example, are crucial in industries where high cleaning standards are essential, such as healthcare and food processing. The increasing emphasis on customization and the production of specialty products is a key driver for the growth of the India Linear Alkyl Benzene market. This

trend aligns with the evolving preferences of consumers and industries for tailored cleaning solutions that address specific needs and performance requirements. It contributes to the expansion of the LAB market, reflecting India's commitment to addressing diverse market demands and reinforcing its position as a key player in the global chemical industry.

### Segmental Insights

#### Application Insights

Based on the application, the laundry powders segment is projected to experience rapid growth during the forecast period. This growth is attributed to the widespread use of laundry powders, the growth in the laundry care market, the cleaning efficiency of LAB-based detergents, the variety of product options available to consumers, and effective marketing strategies.

laundry powders are one of the most commonly used forms of laundry detergents in India. They are widely used in households for washing clothes, and the demand for laundry powders is consistently high due to the country's large population and the need for clean and fresh clothing. LAB is a key raw material used in the production of laundry powders, making this segment a dominant player in the LAB market. The Indian laundry care market has been experiencing robust growth. Factors such as increasing urbanization, rising disposable incomes, and the trend toward automatic washing machines have contributed to the demand for effective laundry detergents. LAB-based laundry powders are valued for their cleaning efficiency and ability to remove tough stains, attracting consumers looking for high-performance products.

Laundry powders are convenient to use and are available in a wide range of brands and formulations. This variety allows consumers to choose laundry powders that cater to their specific needs, from regular laundry to stain removal or whitening, all of which rely on LAB for their cleaning capabilities. The laundry powders segment is supported by marketing and advertising efforts that emphasize product features and benefits, helping to drive consumer preference for LAB-based laundry detergents.

### Regional Insights

Based on the region, the dominance of the West region in the Indian Linear Alkyl Benzene market can be attributed to its well-established chemical industry, strategic location, logistical advantages, chemical expertise, and its role as a hub for downstream

industries that rely on LAB as a key ingredient. These factors collectively position the West region as a dominant player in the LAB market.

The West region of India, which includes states like Gujarat and Maharashtra, is home to major industrial hubs and chemical manufacturing clusters. This region has a well-developed chemical and petrochemical industry, making it a significant center for the production and consumption of LAB. The presence of chemical complexes, refineries, and manufacturing facilities in the West region has contributed to its dominance in the LAB market. The West region's strategic location and access to ports and transportation networks make it an ideal distribution and logistics hub. This facilitates the efficient import and distribution of chemicals, including LAB, to various parts of the country. The well-connected infrastructure ensures a smooth supply chain for industries in the West region and other regions of India.

The West region is known for its strong chemical expertise and research and development capabilities. This expertise supports the development of LAB-based products and processes, enhancing the region's prominence in the LAB market. The West region is a center for various downstream industries that use LAB as a raw material, including the detergent and cleaning product industry. The proximity of LAB manufacturers to these downstream consumers further strengthens the dominance of the West region in the LAB market.

### Key Market Players

Tamilnadu Petroproducts Limited

Indian Oil Corporation Ltd.

New India Detergents Limited

Exotic Coal Ltd.

Nirma Ltd.

Reliance Industries Ltd.

Rhodia Specialty Chemicals India Ltd

## Report Scope:

In this report, the India Linear Alkyl Benzene Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

### India Linear Alkyl Benzene Market, By Type:

Linear Alkylbenzene Sulfonate (LAS)

Others

### India Linear Alkyl Benzene Market, By Application:

Heavy-duty Laundry Liquids

Laundry Powders

Light-duty Dishwashing Liquid

Industrial and Household Cleaners

Agricultural Herbicides

Ink Solvent

Others

### India Linear Alkyl Benzene Market, By Region:

West India

North India

South India

East India

## Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the India Linear Alkyl Benzene Market.

## Available Customizations:

India Linear Alkyl Benzene Market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

## Company Information

Detailed analysis and profiling of additional market players (up to five).

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