

Tobacco in Norway

June 2024

Table of Contents

Tobacco in Norway

EXECUTIVE SUMMARY

Tobacco in 2023: The big picture

2023 key trends

Competitive landscape

Retailing developments

What next for tobacco?

OPERATING ENVIRONMENT

Legislation

Legislative overview

Summary 1 - Legislation Summary at a Glance

Smoking prevalence

Plain packaging

Point-of-sale display bans

Flavoured tobacco product ban

Vapour products

PRODUCTION/IMPORTS/EXPORTS

MARKET INDICATORS

Table 1 - Number of Adult Smokers by Gender 2018-2023

MARKET DATA

Table 2 - Sales of Tobacco by Category: Volume 2018-2023

Table 3 - Sales of Tobacco by Category: Value 2018-2023

Table 4 - Sales of Tobacco by Category: % Volume Growth 2018-2023

Table 5 - Sales of Tobacco by Category: % Value Growth 2018-2023

Table 6 - Forecast Sales of Tobacco by Category: Volume 2023-2028

Table 7 - Forecast Sales of Tobacco by Category: Value 2023-2028

Table 8 - Forecast Sales of Tobacco by Category: % Volume Growth 2023-2028

Table 9 - Forecast Sales of Tobacco by Category: % Value Growth 2023-2028

DISCLAIMER

SOURCES

Summary 2 - Research Sources

Cigarettes in Norway

KEY DATA FINDINGS

2023 DEVELOPMENTS

Cigarettes sales in decline

Government steps in to reduce cross-border trade in cigarettes

Leading players seeking out new opportunities in an evolving landscape

PROSPECTS AND OPPORTUNITIES

Cigarettes sales set to continue on a downward trajectory

Impending ban on menthol cigarettes will deal a further blow to category sales

Further tax increases expected as Norway looks to reduce smoking prevalence

TAXATION AND PRICING

Taxation rates

Summary 3 - Taxation and Duty Levies 2018-2023

Average cigarette pack price breakdown

Summary 4 - Average Cigarette Pack Price Breakdown: Brand Examples

CATEGORY DATA

- Table 10 Sales of Cigarettes: Volume 2018-2023
- Table 11 Sales of Cigarettes by Category: Value 2018-2023
- Table 12 Sales of Cigarettes: % Volume Growth 2018-2023
- Table 13 Sales of Cigarettes by Category: % Value Growth 2018-2023
- Table 14 Sales of Cigarettes by Blend: % Volume 2018-2023
- Table 15 Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2018-2023
- Table 16 Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2018-2023
- Table 17 Sales of Cigarettes by Pack Size: % Volume 2018-2023
- Table 18 Sales of Cigarettes by Price Band: % Volume 2018-2023
- Table 19 NBO Company Shares of Cigarettes: % Volume 2019-2023
- Table 20 LBN Brand Shares of Cigarettes: % Volume 2020-2023
- Table 21 Sales of Cigarettes by Distribution Format: % Volume 2018-2023
- Table 22 Illicit Trade Estimate of Cigarettes: Volume 2018-2023
- Table 23 Forecast Sales of Cigarettes: Volume 2023-2028
- Table 24 Forecast Sales of Cigarettes by Category: Value 2023-2028
- Table 25 Forecast Sales of Cigarettes: % Volume Growth 2023-2028
- Table 26 Forecast Sales of Cigarettes by Category: % Value Growth 2023-2028
- Table 27 Forecast Sales of Cigarettes by Blend: % Volume 2023-2028
- Table 28 Forecast Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2023-2028
- Table 29 Forecast Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2023-2028
- Table 30 Forecast Sales of Cigarettes by Pack Size: % Volume 2023-2028
- Table 31 Forecast Sales of Cigarettes by Price Band: % Volume 2023-2028

Cigars, Cigarillos and Smoking Tobacco in Norway

KEY DATA FINDINGS

2023 DEVELOPMENTS

Cross-border trade continues to have a negative impact on domestic sales

Old fashioned image limits demand among younger adults

Grocery retailers dominate distribution

PROSPECTS AND OPPORTUNITIES

Bleak outlook for cigars, cigarillos and smoking tobacco

Further tax rises planned for the forecast period

Players may struggle to attract new adopters due to old fashioned image

CATEGORY DATA

- Table 32 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2018-2023
- Table 33 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2018-2023
- Table 34 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2018-2023
- Table 35 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2018-2023
- Table 36 Sales of Cigars by Size: % Volume 2018-2023
- Table 37 Sales of Cigarillos by Price Platform 2018-2023
- Table 38 NBO Company Shares of Cigars and Cigarillos: % Volume 2019-2023
- Table 39 LBN Brand Shares of Cigars and Cigarillos: % Volume 2020-2023
- Table 40 NBO Company Shares of Cigars: % Volume 2019-2023
- Table 41 LBN Brand Shares of Cigars: % Volume 2020-2023
- Table 42 NBO Company Shares of Cigarillos: % Volume 2019-2023

- Table 43 LBN Brand Shares of Cigarillos: % Volume 2020-2023
- Table 44 NBO Company Shares of Smoking Tobacco: % Volume 2019-2023
- Table 45 LBN Brand Shares of Smoking Tobacco: % Volume 2020-2023
- Table 46 NBO Company Shares of Pipe Tobacco: % Volume 2019-2023
- Table 47 LBN Brand Shares of Pipe Tobacco: % Volume 2020-2023
- Table 48 NBO Company Shares of Fine Cut Tobacco: % Volume 2019-2023
- Table 49 LBN Brand Shares of Fine Cut Tobacco: % Volume 2020-2023
- Table 50 Distribution of Cigars and Cigarillos by Format: % Volume 2018-2023
- Table 51 Distribution of Smoking Tobacco by Format: % Volume 2018-2023
- Table 52 Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2023-2028
- Table 53 Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2023-2028
- Table 54 Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2023-2028
- Table 55 Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2023-2028

Smokeless Tobacco, E-Vapour Products and Heated Tobacco in Norway

KEY DATA FINDINGS

2023 DEVELOPMENTS

Snus continues to see strong growth backed by new product development and consumers looking to quit smoking

Online snus sales on the rise thanks to wider offer and competitive prices

E-vapour products remains a niche area

PROSPECTS AND OPPORTUNITIES

Minimum pack sizes introduced for snus

Legislative changes set to see flavours banned but nicotine legalised in e-vapour products

Sweden's tax cuts could see snus sales shift over the border

CATEGORY INDICATORS

Table 56 - Number of Adult Vapers 2018-2023

CATEGORY DATA

- Table 57 Sales of Smokeless Tobacco by Category: Volume 2018-2023
- Table 58 Sales of Smokeless Tobacco by Category: % Volume Growth 2018-2023
- Table 59 Sales of E-Vapour Products by Category: Volume 2018-2023
- Table 60 Sales of E-Vapour Products by Category: % Volume Growth 2018-2023
- Table 61 Sales of Tobacco Heating Devices: Volume 2018-2023
- Table 62 Sales of Tobacco Heating Devices: % Volume Growth 2018-2023
- Table 63 Sales of Heated Tobacco: Volume 2018-2023
- Table 64 Sales of Heated Tobacco: % Volume Growth 2018-2023
- Table 65 Sales of Tobacco Free Oral Nicotine: Volume 2018-2023
- Table 66 Sales of Tobacco Free Oral Nicotine: % Volume Growth 2018-2023
- Table 67 Sales of Tobacco Free Oral Nicotine by Category: Value 2018-2023
- Table 68 Sales of Tobacco Free Oral Nicotine: % Value Growth 2018-2023
- Table 69 Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2018-2023
- Table 70 Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2018-2023
- Table 71 Sales of E-Liquids by Nicotine Strength: % Value 2020-2023
- Table 72 NBO Company Shares of Smokeless Tobacco: % Volume 2019-2023
- Table 73 LBN Brand Shares of Smokeless Tobacco: % Volume 2020-2023
- Table 74 NBO Company Shares of E-Vapour Products: % Value 2019-2023
- Table 75 LBN Brand Shares of E-Vapour Products: % Value 2020-2023
- Table 76 NBO Company Shares of Tobacco Heating Devices: % Volume 2019-2023
- Table 77 LBN Brand Shares of Tobacco Heating Devices: % Volume 2020-2023

- Table 78 NBO Company Shares of Heated Tobacco: % Volume 2019-2023
- Table 79 LBN Brand Shares of Heated Tobacco: % Volume 2020-2023
- Table 80 NBO Company Shares of Tobacco Free Oral Nicotine: % Volume 2019-2023
- Table 81 LBN Brand Shares of Tobacco Free Oral Nicotine: % Volume 2020-2023
- Table 82 Distribution of Smokeless Tobacco by Format: % Volume 2018-2023
- Table 83 Distribution of E-Vapour Products by Format: % Value 2018-2023
- Table 84 Distribution of Tobacco Heating Devices by Format: % Volume 2018-2023
- Table 85 Distribution of Heated Tobacco by Format: % Volume 2018-2023
- Table 86 Forecast Sales of Smokeless Tobacco by Category: Volume 2023-2028
- Table 87 Forecast Sales of Smokeless Tobacco by Category: % Volume Growth 2023-2028
- Table 88 Forecast Sales of E-Vapour Products by Category: Volume 2023-2028
- Table 89 Forecast Sales of E-Vapour Products by Category: % Volume Growth 2023-2028
- Table 90 Forecast Sales of Tobacco Heating Devices: Volume 2023-2028
- Table 91 Forecast Sales of Tobacco Heating Devices: % Volume Growth 2023-2028
- Table 92 Forecast Sales of Heated Tobacco: Volume 2023-2028
- Table 93 Forecast Sales of Heated Tobacco: % Volume Growth 2023-2028
- Table 94 Forecast Sales of Tobacco Free Oral Nicotine: Volume 2023-2028
- Table 95 Forecast Sales of Tobacco Free Oral Nicotine: % Volume Growth 2023-2028
- Table 96 Forecast Sales of Tobacco Free Oral Nicotine by Category: Value 2023-2028
- Table 97 Forecast Sales of Tobacco Free Oral Nicotine by Category: % Value Growth 2023-2028
- Table 98 Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2023-2028
- Table 99 Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value 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/tobacco-in-norway/report.