

# Tobacco in Norway

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## Tobacco in Norway

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Premium-priced products lead sales despite ongoing price hikes for cigarettes

British American Tobacco Norway retains its lead, however, share is lost to Philip Morris Norway

Discounters lead sales of cigarettes as consumers seek affordable price points

## PROSPECTS AND OPPORTUNITIES

Retail volume is set to remain positive in the early forecast period, however, challenges will increase Sales through retail e-commerce may be banned across the forecast period

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A positive performance for cigars while volume sales of smoking tobacco decline

Conrad Langaard AS maintains its lead in cigars and cigarillos while improving its share

While discounters lead sales, tobacco specialists gain ground, especially for cigar sales

## PROSPECTS AND OPPORTUNITIES

Volume sales are set to fall as a lack of innovation and alternative products will challenge growth

Regulatory changes and smoking control measures will dampen forecast growth

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Retail e-commerce has a strong presence, boosted by sales regulations for e-vapours

#### PROSPECTS AND OPPORTUNITIES

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