

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

June 2025

KEY DATA FINDINGS

2024 DEVELOPMENTS

Rising demand for e-vapour products in 2024 E-vapour space is diverse and remains fragmented Consumers appreciate the expertise offered by vape shops

PROSPECTS AND OPPORTUNITIES

Ongoing strong demand for single use vapes Initiatives to restrict e-cigarettes sales not expected to advance More product launches in the e-vapour space

CATEGORY INDICATORS

Table 1 - Number of Adult Vapers 2019-2024

CATEGORY DATA

Table 2 - Sales of Smokeless Tobacco by Category: Volume 2019-2024 Table 3 - Sales of Smokeless Tobacco by Category: % Volume Growth 2019-2024 Table 4 - Sales of E-Vapour Products by Category: Volume 2019-2024 Table 5 - Sales of E-Vapour Products by Category: % Volume Growth 2019-2024 Table 6 - Sales of Tobacco Heating Devices: Volume 2019-2024 Table 7 - Sales of Tobacco Heating Devices: % Volume Growth 2019-2024 Table 8 - Sales of Heated Tobacco: Volume 2019-2024 Table 9 - Sales of Heated Tobacco: % Volume Growth 2019-2024 Table 10 - Sales of Tobacco Free Oral Nicotine: Volume 2019-2024 Table 11 - Sales of Tobacco Free Oral Nicotine: % Volume Growth 2019-2024 Table 12 - Sales of Tobacco Free Oral Nicotine by Category: Value 2019-2024 Table 13 - Sales of Tobacco Free Oral Nicotine: % Value Growth 2019-2024 Table 14 - Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2019-2024 Table 15 - Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2019-2024 Table 16 - Sales of E-Liquids by Nicotine Strength: % Value 2021-2024 Table 17 - NBO Company Shares of Smokeless Tobacco: % Volume 2020-2024 Table 18 - LBN Brand Shares of Smokeless Tobacco: % Volume 2021-2024 Table 19 - NBO Company Shares of E-Vapour Products: % Value 2020-2024 Table 20 - LBN Brand Shares of E-Vapour Products: % Value 2021-2024 Table 21 - NBO Company Shares of Tobacco Heating Devices: % Volume 2020-2024 Table 22 - LBN Brand Shares of Tobacco Heating Devices: % Volume 2021-2024 Table 23 - NBO Company Shares of Heated Tobacco: % Volume 2020-2024 Table 24 - LBN Brand Shares of Heated Tobacco: % Volume 2021-2024 Table 25 - NBO Company Shares of Tobacco Free Oral Nicotine: % Volume 2020-2024 Table 26 - LBN Brand Shares of Tobacco Free Oral Nicotine: % Volume 2021-2024 Table 27 - Distribution of Smokeless Tobacco by Format: % Volume 2019-2024 Table 28 - Distribution of E-Vapour Products by Format: % Value 2019-2024 Table 29 - Distribution of Tobacco Heating Devices by Format: % Volume 2019-2024 Table 30 - Distribution of Heated Tobacco by Format: % Volume 2019-2024 Table 31 - Forecast Sales of Smokeless Tobacco by Category: Volume 2024-2029 Table 32 - Forecast Sales of Smokeless Tobacco by Category: % Volume Growth 2024-2029 Table 33 - Forecast Sales of E-Vapour Products by Category: Volume 2024-2029 Table 34 - Forecast Sales of E-Vapour Products by Category: % Volume Growth 2024-2029 Table 35 - Forecast Sales of Tobacco Heating Devices: Volume 2024-2029 Table 36 - Forecast Sales of Tobacco Heating Devices: % Volume Growth 2024-2029

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Tobacco in Guatemala - Industry Overview

EXECUTIVE SUMMARY

Tobacco in 2024: The big picture 2024 key trends Competitive landscape Retail developments What next for tobacco?

OPERATING ENVIRONMENT

Legislation Legislative overview Summary 1 - Legislation Summary at a Glance Minimum legal smoking age Smoking prevalence Tar levels Health warnings Plain packaging Advertising and sponsorship Point-of-sale display bans Smoking in public places Low ignition propensity (LIP) cigarette regulation Flavoured tobacco product ban Reduced harm Vapour products

PRODUCTION/IMPORTS/EXPORTS

MARKET INDICATORS

Table 45 - Number of Adult Smokers by Gender 2019-2024

MARKET DATA

Table 46 - Sales of Tobacco by Category: Volume 2019-2024

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SOURCES

Summary 2 - Research Sources

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