

Smokeless Tobacco, E-Vapour Products and Heated Tobacco in the Netherlands

June 2025

KEY DATA FINDINGS

2024 DEVELOPMENTS

Legislation banning flavoured e-vapour products limits appeal in 2024 Shenzhen Joye Technology Co Ltd retains its lead, driven by open systems Tobacco and e-vapour specialists benefit from channel restrictions

PROSPECTS AND OPPORTUNITIES

An excise duty on e-liquids would challenge sales across the forecast period Distribution restrictions will support growth for tobacco specialist and vape stores The flavour ban and ongoing regulations are set to limit innovation opportunities

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 the Netherlands - 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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