



Cigarettes in Bolivia

June 2025

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KEY DATA FINDINGS

2024 DEVELOPMENTS

Illicit trade continues to grow in importance amid difficult economic conditions
Bis Overseas Bolivia SRL gains ground on Compañía Industrial del Tabaco SA
Small local grocers continue to dominate distribution

PROSPECTS AND OPPORTUNITIES

Volume sales will continue to decline amid increased smuggling and a dearth of younger smokers
Flavoured capsule cigarettes will grow in popularity in the mid-price segment
Innovation likely to focus on new capsule flavours

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DISCLAIMER

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