



Tobacco in Denmark

June 2025

Table of Contents

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 1 - Number of Adult Smokers by Gender 2019-2024

MARKET DATA

- Table 2 - Sales of Tobacco by Category: Volume 2019-2024
- Table 3 - Sales of Tobacco by Category: Value 2019-2024
- Table 4 - Sales of Tobacco by Category: % Volume Growth 2019-2024
- Table 5 - Sales of Tobacco by Category: % Value Growth 2019-2024
- Table 6 - Forecast Sales of Tobacco by Category: Volume 2024-2029
- Table 7 - Forecast Sales of Tobacco by Category: Value 2024-2029
- Table 8 - Forecast Sales of Tobacco by Category: % Volume Growth 2024-2029
- Table 9 - Forecast Sales of Tobacco by Category: % Value Growth 2024-2029

DISCLAIMER

SOURCES

Summary 2 - Research Sources

KEY DATA FINDINGS

2024 DEVELOPMENTS

- Volume sales of cigarettes continued to decline as consumer preferences shift
- Leading brand owners faced volume declines, with Philip Morris performing slightly better than competitors
- Grocery retail remained the dominant distribution channel, while e-commerce gained ground

PROSPECTS AND OPPORTUNITIES

Cigarette volume sales are set to continue their steady decline
Cross-border shopping and illicit trade may continue to undermine domestic sales
Lack of product innovation limits differentiation, favouring established brands

TAXATION AND PRICING

Taxation rates

Summary 3 - Taxation and Duty Levies 2019-2024

Average cigarette pack price breakdown

Summary 4 - Average Cigarette Pack Price Breakdown: Brand Examples

CATEGORY DATA

Table 10 - Sales of Cigarettes: Volume 2019-2024

Table 11 - Sales of Cigarettes by Category: Value 2019-2024

Table 12 - Sales of Cigarettes: % Volume Growth 2019-2024

Table 13 - Sales of Cigarettes by Category: % Value Growth 2019-2024

Table 14 - Sales of Cigarettes by Blend: % Volume 2019-2024

Table 15 - Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2019-2024

Table 16 - Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2019-2024

Table 17 - Sales of Cigarettes by Pack Size: % Volume 2019-2024

Table 18 - Sales of Cigarettes by Price Band: % Volume 2019-2024

Table 19 - NBO Company Shares of Cigarettes: % Volume 2020-2024

Table 20 - LBN Brand Shares of Cigarettes: % Volume 2021-2024

Table 21 - Sales of Cigarettes by Distribution Format: % Volume 2019-2024

Table 22 - Illicit Trade Estimate of Cigarettes: Volume 2019-2024

Table 23 - Forecast Sales of Cigarettes: Volume 2024-2029

Table 24 - Forecast Sales of Cigarettes by Category: Value 2024-2029

Table 25 - Forecast Sales of Cigarettes: % Volume Growth 2024-2029

Table 26 - Forecast Sales of Cigarettes by Category: % Value Growth 2024-2029

Table 27 - Forecast Sales of Cigarettes by Blend: % Volume 2024-2029

Table 28 - Forecast Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2024-2029

Table 29 - Forecast Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2024-2029

Table 30 - Forecast Sales of Cigarettes by Pack Size: % Volume 2024-2029

Table 31 - Forecast Sales of Cigarettes by Price Band: % Volume 2024-2029

[Cigars, Cigarillos and Smoking Tobacco in Denmark](#)

KEY DATA FINDINGS

2024 DEVELOPMENTS

Cigars and cigarillos continue to decline, with cigarillos losing cultural and generational relevance
Scandinavian Tobacco Group consolidates dominance across both cigars and smoking tobacco
Grocery retailers dominate distribution, while premium segments grow via specialist and online channels

PROSPECTS AND OPPORTUNITIES

Volume decline to continue, with premium cigars offering limited insulation
Bulk and flavoured products to disappear as consumer base shrinks and regulation tightens
Innovation to centre on premiumisation, sustainability, and ethical sourcing

CATEGORY DATA

Table 32 - Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2019-2024

Table 33 - Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2019-2024

Table 34 - Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2019-2024

Table 35 - Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2019-2024

Table 36 - Sales of Cigars by Size: % Volume 2019-2024

Table 37 - Sales of Cigarillos by Price Platform 2019-2024

Table 38 - NBO Company Shares of Cigars and Cigarillos: % Volume 2020-2024

Table 39 - LBN Brand Shares of Cigars and Cigarillos: % Volume 2021-2024

Table 40 - NBO Company Shares of Cigars: % Volume 2020-2024

Table 41 - LBN Brand Shares of Cigars: % Volume 2021-2024

Table 42 - NBO Company Shares of Cigarillos: % Volume 2020-2024

Table 43 - LBN Brand Shares of Cigarillos: % Volume 2021-2024

Table 44 - NBO Company Shares of Smoking Tobacco: % Volume 2020-2024

Table 45 - LBN Brand Shares of Smoking Tobacco: % Volume 2021-2024

Table 46 - NBO Company Shares of Pipe Tobacco: % Volume 2020-2024

Table 47 - LBN Brand Shares of Pipe Tobacco: % Volume 2021-2024

Table 48 - NBO Company Shares of Fine Cut Tobacco: % Volume 2020-2024

Table 49 - LBN Brand Shares of Fine Cut Tobacco: % Volume 2021-2024

Table 50 - Distribution of Cigars and Cigarillos by Format: % Volume 2019-2024

Table 51 - Distribution of Smoking Tobacco by Format: % Volume 2019-2024

Table 52 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2024-2029

Table 53 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2024-2029

Table 54 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2024-2029

Table 55 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2024-2029

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

KEY DATA FINDINGS

2024 DEVELOPMENTS

- Shift in consumer preferences influences sales across categories
- Consolidation and leadership shifts shape the competitive landscape
- Grocery retailing maintains dominance amid selective shifts in distribution

PROSPECTS AND OPPORTUNITIES

- Nicotine pouches and pod-based vapour products will continue to shape category growth
- Tighter regulation will reshape the nicotine landscape from 2026 onwards
- Innovation will concentrate on user-friendly, moderately priced pod systems

CATEGORY INDICATORS

Table 56 - Number of Adult Vapers 2019-2024

CATEGORY DATA

Table 57 - Sales of Smokeless Tobacco by Category: Volume 2019-2024

Table 58 - Sales of Smokeless Tobacco by Category: % Volume Growth 2019-2024

Table 59 - Sales of E-Vapour Products by Category: Volume 2019-2024

Table 60 - Sales of E-Vapour Products by Category: % Volume Growth 2019-2024

Table 61 - Sales of Tobacco Heating Devices: Volume 2019-2024

Table 62 - Sales of Tobacco Heating Devices: % Volume Growth 2019-2024

Table 63 - Sales of Heated Tobacco: Volume 2019-2024

Table 64 - Sales of Heated Tobacco: % Volume Growth 2019-2024

Table 65 - Sales of Tobacco Free Oral Nicotine: Volume 2019-2024

Table 66 - Sales of Tobacco Free Oral Nicotine: % Volume Growth 2019-2024

Table 67 - Sales of Tobacco Free Oral Nicotine by Category: Value 2019-2024

Table 68 - Sales of Tobacco Free Oral Nicotine: % Value Growth 2019-2024

Table 69 - Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2019-2024

Table 70 - Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2019-2024

Table 71 - Sales of E-Liquids by Nicotine Strength: % Value 2021-2024
Table 72 - NBO Company Shares of Smokeless Tobacco: % Volume 2020-2024
Table 73 - LBN Brand Shares of Smokeless Tobacco: % Volume 2021-2024
Table 74 - NBO Company Shares of E-Vapour Products: % Value 2020-2024
Table 75 - LBN Brand Shares of E-Vapour Products: % Value 2021-2024
Table 76 - NBO Company Shares of Tobacco Heating Devices: % Volume 2020-2024
Table 77 - LBN Brand Shares of Tobacco Heating Devices: % Volume 2021-2024
Table 78 - NBO Company Shares of Heated Tobacco: % Volume 2020-2024
Table 79 - LBN Brand Shares of Heated Tobacco: % Volume 2021-2024
Table 80 - NBO Company Shares of Tobacco Free Oral Nicotine: % Volume 2020-2024
Table 81 - LBN Brand Shares of Tobacco Free Oral Nicotine: % Volume 2021-2024
Table 82 - Distribution of Smokeless Tobacco by Format: % Volume 2019-2024
Table 83 - Distribution of E-Vapour Products by Format: % Value 2019-2024
Table 84 - Distribution of Tobacco Heating Devices by Format: % Volume 2019-2024
Table 85 - Distribution of Heated Tobacco by Format: % Volume 2019-2024
Table 86 - Forecast Sales of Smokeless Tobacco by Category: Volume 2024-2029
Table 87 - Forecast Sales of Smokeless Tobacco by Category: % Volume Growth 2024-2029
Table 88 - Forecast Sales of E-Vapour Products by Category: Volume 2024-2029
Table 89 - Forecast Sales of E-Vapour Products by Category: % Volume Growth 2024-2029
Table 90 - Forecast Sales of Tobacco Heating Devices: Volume 2024-2029
Table 91 - Forecast Sales of Tobacco Heating Devices: % Volume Growth 2024-2029
Table 92 - Forecast Sales of Heated Tobacco: Volume 2024-2029
Table 93 - Forecast Sales of Heated Tobacco: % Volume Growth 2024-2029
Table 94 - Forecast Sales of Tobacco Free Oral Nicotine: Volume 2024-2029
Table 95 - Forecast Sales of Tobacco Free Oral Nicotine: % Volume Growth 2024-2029
Table 96 - Forecast Sales of Tobacco Free Oral Nicotine by Category: Value 2024-2029
Table 97 - Forecast Sales of Tobacco Free Oral Nicotine by Category: % Value Growth 2024-2029
Table 98 - Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2024-2029
Table 99 - Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2024-2029

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