

## **Tobacco in Vietnam**

Market Direction | 2023-06-19 | 37 pages | Euromonitor

## **AVAILABLE LICENSES:**

- Single User Licence €1750.00
- Multiple User License (1 Site) €3500.00
- Multiple User License (Global) €5250.00

# Report description:

Tobacco in Vietnam returned to normal sales figures in 2022, after seeing a growth slump in 2020-2021 due to the event of COVID-19 and associated social distancing restrictions and lockdowns. However, after the Vietnamese government lifted these restrictions, consumers returned to their out-of-home lifestyles, and this triggered incidences of smoking again. Moreover, consumers of legal smoking age can easily purchase tobacco products in the country, thus also helping to boost demand.

Euromonitor International's Tobacco in Vietnam report offers a comprehensive guide to the size and shape of the market at a national level. It provides the latest retail sales data 2018-2022, allowing you to identify the sectors driving growth. It identifies the leading companies, the leading brands and offers strategic analysis of key factors influencing the market - be the new legislative, distribution or pricing issues. Forecasts to 2027 illustrate how the market is set to change.

Product coverage: Cigarettes, Cigarettes (Illicit+Legal), Cigars, Cigarillos and Smoking Tobacco, Smokeless Tobacco, E-Vapour Products and Heated Tobacco.

Data coverage: market sizes (historic and forecasts), company shares, brand shares and distribution data.

Why buy this report?

- \* Get a detailed picture of the Tobacco market;
- \* Pinpoint growth sectors and identify factors driving change;
- \* Understand the competitive environment, the market's major players and leading brands;
- \* Use five-year forecasts to assess how the market is predicted to develop.

Euromonitor International has over 40 years' experience of publishing market research reports, business reference books and online information systems. With offices in London, Chicago, Singapore, Shanghai, Vilnius, Dubai, Cape Town, Santiago, Sydney, Tokyo and Bangalore and a network of over 800 analysts worldwide, Euromonitor International has a unique capability to develop reliable information resources to help drive informed strategic planning.

## **Table of Contents:**

Tobacco in Vietnam Euromonitor International June 2023

List Of Contents And Tables

TOBACCO IN VIETNAM

**EXECUTIVE SUMMARY** 

Tobacco sees a boost to growth after the era of COVID-19 ends

Digital stamps become mandatory for all tobacco products

Domestic Vinataba maintains its leading place, with support from the government

Retailing developments

What next for tobacco?

**OPERATING ENVIRONMENT** 

Legislation

Legislative overview

Summary 1 Legislation Summary at a Glance

Minimum legal smoking age

Smoking prevalence

Health warnings

Plain packaging

Point-of-sale display bans

Smoking in public places

Flavoured tobacco product ban

Vapour products

PRODUCTION/IMPORTS/EXPORTS

MARKET INDICATORS

Table 1 Number of Adult Smokers by Gender 2017-2022

MARKET DATA

Table 2 Sales of Tobacco by Category: Volume 2017-2022

Table 3 Sales of Tobacco by Category: Value 2017-2022

Table 4 Sales of Tobacco by Category: % Volume Growth 2017-2022

Table 5 Sales of Tobacco by Category: % Value Growth 2017-2022

Table 6 Forecast Sales of Tobacco by Category: Volume 2022-2027

Table 7 Forecast Sales of Tobacco by Category: Value 2022-2027

Table 8 Forecast Sales of Tobacco by Category: % Volume Growth 2022-2027

Table 9 Forecast Sales of Tobacco by Category: % Value Growth 2022-2027

DISCLAIMER SOURCES

SOURCES

Summary 2 Research Sources

CIGARETTES IN VIETNAM

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Cigarettes sees a boost to sales, thanks to consumers' return to out-of-home activities

Price hikes noted in the mid-priced and premium segments

Digital stamps set to decrease illegal trade and further cement the position of legal domestic brands

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

#### PROSPECTS AND OPPORTUNITIES

Cigarettes is projected to encounter various challenges over the forecast period

Convenience stores will post a stronger presence in cigarettes' sales in the large cities

Cigarettes will witness premiumisation trends in large cities

#### TAXATION AND PRICING

Taxation rates

Table 10 Taxation and Duty Levies 2017-2022

Average cigarette pack price breakdown

Summary 3 Average Cigarette Pack Price Breakdown: Brand Examples

**CATEGORY DATA** 

Table 11 Sales of Cigarettes: Volume 2017-2022

Table 12 Sales of Cigarettes by Category: Value 2017-2022

Table 13 Sales of Cigarettes: % Volume Growth 2017-2022

Table 14 Sales of Cigarettes by Category: % Value Growth 2017-2022

Table 15 Sales of Cigarettes by Blend: % Volume 2017-2022

Table 16 Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2017-2022

Table 17 Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2017-2022

Table 18 Sales of Cigarettes by Pack Size: % Volume 2017-2022

Table 19 [Sales of Cigarettes by Price Band: % Volume 2017-2022

Table 20 

NBO Company Shares of Cigarettes: % Volume 2018-2022

Table 21 [LBN Brand Shares of Cigarettes: % Volume 2019-2022

Table 22 [Sales of Cigarettes by Distribution Format: % Volume 2017-2022

Table 23 [Illicit Trade Estimate of Cigarettes: Volume 2017-2022

Table 24 ☐Forecast Sales of Cigarettes: Volume 2022-2027

Table 25 ☐Forecast Sales of Cigarettes by Category: Value 2022-2027

Table 26 | Forecast Sales of Cigarettes: % Volume Growth 2022-2027

Table 27 [Forecast Sales of Cigarettes by Category: % Value Growth 2022-2027

Table 28 [Forecast Sales of Cigarettes by Blend: % Volume 2022-2027

Table 29 [Forecast Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2022-2027

Table 30 [Forecast Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2022-2027

Table 31 ☐Forecast Sales of Cigarettes by Pack Size: % Volume 2022-2027

Table 32 ☐Forecast Sales of Cigarettes by Price Band: % Volume 2022-2027

CIGARS, CIGARILLOS AND SMOKING TOBACCO IN VIETNAM

**KEY DATA FINDINGS** 

2022 DEVELOPMENTS

Cigars continues to register a strong performance, thanks to higher-income consumer base

New cigar brands start to appear in Vietnam, to meet rising demand

Cigarillos and smoking tobacco remain negligible in Vietnam

PROSPECTS AND OPPORTUNITIES

A positive outlook for cigars and pipe tobacco - albeit with sales remaining niche to the dedicated demographics

Vinataba likely to expand its portfolio further, including with new imported brands

Potential threat from heated tobacco products over the forecast period

CATEGORY DATA

Table 33 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2017-2022

Table 34 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2017-2022

Table 35 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2017-2022

Table 36 Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2017-2022

Scotts International, EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Table 37 Sales of Cigars by Size: % Volume 2017-2022

Table 38 NBO Company Shares of Cigars and Cigarillos: % Volume 2018-2022

Table 39 LBN Brand Shares of Cigars and Cigarillos: % Volume 2019-2022

Table 40 NBO Company Shares of Cigars: % Volume 2018-2022

Table 41 LBN Brand Shares of Cigars: % Volume 2019-2022

Table 42 □Distribution of Cigars and Cigarillos by Format: % Volume 2017-2022

Table 43 Distribution of Smoking Tobacco by Format: % Volume 2017-2022

Table 44 [Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2022-2027

Table 45 [Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2022-2027

Table 46 ☐Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2022-2027

Table 47 [Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2022-2027

SMOKELESS TOBACCO, E-VAPOUR PRODUCTS AND HEATED TOBACCO IN VIETNAM

2022 DEVELOPMENTS

Regulation/legislation push for e-vapour and heated tobacco products in Vietnam

The supply of e-vapour and heated tobacco products remain limited to personal imports

Smokeless tobacco continues to register a negligible presence

PROSPECTS AND OPPORTUNITIES

Vietnamese government will continue to focus on issuing legislations for e-vapour and heated tobacco products

E-vapour and heated tobacco is projected to gain popularity among young smokers

Smokeless tobacco will remain negligible over the forecast period

**CATEGORY INDICATORS** 

Table 48 Number of Adult Vapers 2017-2022

**CATEGORY DATA** 

Table 49 Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2017-2022

Table 50 Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2017-2022

Table 51 Forecast Sales of Heated Tobacco: Volume 2022-2027

Table 52 Forecast Sales of Heated Tobacco: % Volume Growth 2022-2027

Table 53 Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2022-2027

Table 54 Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2022-2027



☐ - Print this form

To place an Order with Scotts International:

 $\hfill \Box$  - Complete the relevant blank fields and sign

# **Tobacco in Vietnam**

Market Direction | 2023-06-19 | 37 pages | Euromonitor

Select license	License			Price
	Single User Licence			€1750.00
	Multiple User License (1 Site)			€3500.00
	Multiple User License (Global)	)		€5250.00
				VAT
				Total
** VAT will be addec	evant license option. For any question I at 23% for Polish based companies			
]** VAT will be added		s, individuals and EU based  Phone*		
]** VAT will be addec		s, individuals and EU based		
]** VAT will be added Email* First Name*		s, individuals and EU based  Phone*	companies who are unable to	
** VAT will be added Email* First Name* ob title*		Phone*  Last Name*	companies who are unable to	
** VAT will be added Email*  First Name*  ob title*  Company Name*		Phone*  Last Name*  EU Vat / Tax ID	companies who are unable to	
email*  First Name*  ob title*  Company Name*		Phone*  Last Name*  EU Vat / Tax ID  City*	companies who are unable to	

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com www.scotts-international.com