



Euromonitor
International

Tobacco in Ecuador

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

Cigarettes in Ecuador

KEY DATA FINDINGS

2024 DEVELOPMENTS

- Illicit cigarettes dominate sales
- Phillip Morris International competes against illicit trade
- Small local grocers, the backbone of cigarette distribution, faces challenges in 2024

PROSPECTS AND OPPORTUNITIES

Illicit trade gains further volume share over forecast period
Ecuador's tobacco-free initiative promotes lower consumption
Limited innovation in cigarettes as Phillip Morris International focuses on alternatives

TAXATION AND PRICING

Taxation rates

Table 10 - Taxation and Duty Levies 2019-2024

Average cigarette pack price breakdown

Summary 3 - Average Cigarette Pack Price Breakdown: Brand Examples

CATEGORY DATA

Table 11 - Sales of Cigarettes: Volume 2019-2024

Table 12 - Sales of Cigarettes by Category: Value 2019-2024

Table 13 - Sales of Cigarettes: % Volume Growth 2019-2024

Table 14 - Sales of Cigarettes by Category: % Value Growth 2019-2024

Table 15 - Sales of Cigarettes by Blend: % Volume 2019-2024

Table 16 - Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2019-2024

Table 17 - Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2019-2024

Table 18 - Sales of Cigarettes by Pack Size: % Volume 2019-2024

Table 19 - Sales of Cigarettes by Price Band: % Volume 2019-2024

Table 20 - NBO Company Shares of Cigarettes: % Volume 2020-2024

Table 21 - LBN Brand Shares of Cigarettes: % Volume 2021-2024

Table 22 - Sales of Cigarettes by Distribution Format: % Volume 2019-2024

Table 23 - Illicit Trade Estimate of Cigarettes: Volume 2019-2024

Table 24 - Forecast Sales of Cigarettes: Volume 2024-2029

Table 25 - Forecast Sales of Cigarettes by Category: Value 2024-2029

Table 26 - Forecast Sales of Cigarettes: % Volume Growth 2024-2029

Table 27 - Forecast Sales of Cigarettes by Category: % Value Growth 2024-2029

Table 28 - Forecast Sales of Cigarettes by Blend: % Volume 2024-2029

Table 29 - Forecast Sales of Cigarettes by Standard/Menthol/Capsule: % Volume 2024-2029

Table 30 - Forecast Sales of Cigarettes by Regular/Slim/Superslim/Microslim: % Volume 2024-2029

Table 31 - Forecast Sales of Cigarettes by Pack Size: % Volume 2024-2029

Table 32 - Forecast Sales of Cigarettes by Price Band: % Volume 2024-2029

Cigars, Cigarillos and Smoking Tobacco in Ecuador

KEY DATA FINDINGS

2024 DEVELOPMENTS

Slump in tourist numbers adversely impacts cigars and cigarillos
Corporación de Habanos continues to lead
Stores located near touristic places

PROSPECTS AND OPPORTUNITIES

Tourism recovery slows decline of cigars and cigarillos
Uncertain future for local brands
Minimal innovation from local brands

CATEGORY DATA

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

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

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

Table 36 - Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2019-2024
Table 37 - Sales of Cigars by Size: % Volume 2019-2024
Table 38 - Sales of Cigarillos by Price Platform 2019-2024
Table 39 - NBO Company Shares of Cigars and Cigarillos: % Volume 2020-2024
Table 40 - LBN Brand Shares of Cigars and Cigarillos: % Volume 2021-2024
Table 41 - NBO Company Shares of Cigars: % Volume 2020-2024
Table 42 - LBN Brand Shares of Cigars: % Volume 2021-2024
Table 43 - NBO Company Shares of Cigarillos: % Volume 2020-2024
Table 44 - LBN Brand Shares of Cigarillos: % Volume 2021-2024
Table 45 - NBO Company Shares of Smoking Tobacco: % Volume 2020-2024
Table 46 - LBN Brand Shares of Smoking Tobacco: % Volume 2021-2024
Table 47 - NBO Company Shares of Pipe Tobacco: % Volume 2020-2024
Table 48 - LBN Brand Shares of Pipe Tobacco: % Volume 2021-2024
Table 49 - NBO Company Shares of Fine Cut Tobacco: % Volume 2020-2024
Table 50 - LBN Brand Shares of Fine Cut Tobacco: % Volume 2021-2024
Table 51 - Distribution of Cigars and Cigarillos by Format: % Volume 2019-2024
Table 52 - Distribution of Smoking Tobacco by Format: % Volume 2019-2024
Table 53 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Volume 2024-2029
Table 54 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: Value 2024-2029
Table 55 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Volume Growth 2024-2029
Table 56 - Forecast Sales of Cigars, Cigarillos and Smoking Tobacco by Category: % Value Growth 2024-2029

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

KEY DATA FINDINGS

2024 DEVELOPMENTS

Strong growth in closed system single use e-vapour products, while heated tobacco gains traction

Philip Morris International dominates

Legal e-vapour sales expand through mall kiosks, convenience stores and small local grocers, reshaping retail tobacco dynamics in Ecuador

PROSPECTS AND OPPORTUNITIES

Healthy growth over forecast period

Illicit trade remains a key barrier to growth

Continuing innovation over forecast period

CATEGORY INDICATORS

Table 57 - Number of Adult Vapers 2019-2024

CATEGORY DATA

Table 58 - Sales of Smokeless Tobacco by Category: Volume 2019-2024
Table 59 - Sales of Smokeless Tobacco by Category: % Volume Growth 2019-2024
Table 60 - Sales of E-Vapour Products by Category: Volume 2019-2024
Table 61 - Sales of E-Vapour Products by Category: % Volume Growth 2019-2024
Table 62 - Sales of Tobacco Heating Devices: Volume 2019-2024
Table 63 - Sales of Tobacco Heating Devices: % Volume Growth 2019-2024
Table 64 - Sales of Heated Tobacco: Volume 2019-2024
Table 65 - Sales of Heated Tobacco: % Volume Growth 2019-2024
Table 66 - Sales of Tobacco Free Oral Nicotine: Volume 2019-2024
Table 67 - Sales of Tobacco Free Oral Nicotine: % Volume Growth 2019-2024
Table 68 - Sales of Tobacco Free Oral Nicotine by Category: Value 2019-2024
Table 69 - Sales of Tobacco Free Oral Nicotine: % Value Growth 2019-2024
Table 70 - Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2019-2024
Table 71 - Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2019-2024

Table 72 - Sales of E-Liquids by Nicotine Strength: % Value 2021-2024
Table 73 - NBO Company Shares of Smokeless Tobacco: % Volume 2020-2024
Table 74 - LBN Brand Shares of Smokeless Tobacco: % Volume 2021-2024
Table 75 - NBO Company Shares of E-Vapour Products: % Value 2020-2024
Table 76 - LBN Brand Shares of E-Vapour Products: % Value 2021-2024
Table 77 - NBO Company Shares of Tobacco Heating Devices: % Volume 2020-2024
Table 78 - LBN Brand Shares of Tobacco Heating Devices: % Volume 2021-2024
Table 79 - NBO Company Shares of Heated Tobacco: % Volume 2020-2024
Table 80 - LBN Brand Shares of Heated Tobacco: % Volume 2021-2024
Table 81 - NBO Company Shares of Tobacco Free Oral Nicotine: % Volume 2020-2024
Table 82 - LBN Brand Shares of Tobacco Free Oral Nicotine: % Volume 2021-2024
Table 83 - Distribution of Smokeless Tobacco by Format: % Volume 2019-2024
Table 84 - Distribution of E-Vapour Products by Format: % Value 2019-2024
Table 85 - Distribution of Tobacco Heating Devices by Format: % Volume 2019-2024
Table 86 - Distribution of Heated Tobacco by Format: % Volume 2019-2024
Table 87 - Forecast Sales of Smokeless Tobacco by Category: Volume 2024-2029
Table 88 - Forecast Sales of Smokeless Tobacco by Category: % Volume Growth 2024-2029
Table 89 - Forecast Sales of E-Vapour Products by Category: Volume 2024-2029
Table 90 - Forecast Sales of E-Vapour Products by Category: % Volume Growth 2024-2029
Table 91 - Forecast Sales of Tobacco Heating Devices: Volume 2024-2029
Table 92 - Forecast Sales of Tobacco Heating Devices: % Volume Growth 2024-2029
Table 93 - Forecast Sales of Heated Tobacco: Volume 2024-2029
Table 94 - Forecast Sales of Heated Tobacco: % Volume Growth 2024-2029
Table 95 - Forecast Sales of Tobacco Free Oral Nicotine: Volume 2024-2029
Table 96 - Forecast Sales of Tobacco Free Oral Nicotine: % Volume Growth 2024-2029
Table 97 - Forecast Sales of Tobacco Free Oral Nicotine by Category: Value 2024-2029
Table 98 - Forecast Sales of Tobacco Free Oral Nicotine by Category: % Value Growth 2024-2029
Table 99 - Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: Value 2024-2029
Table 100 - Forecast Sales of Smokeless Tobacco, E-Vapour Products and Heated Tobacco by Category: % Value Growth 2024-2029

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- **Strategy Briefings:** Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- **Company Profiles:** Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- **Country Reports:** For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/tobacco-in-ecuador/report.