



Cigars, Cigarillos and Smoking Tobacco in Costa Rica

August 2026

Cigars, Cigarillos and Smoking Tobacco in Costa Rica - Category analysis

KEY DATA INSIGHTS

2025 DEVELOPMENTS

Cigars, Cigarillos and Smoking Tobacco Summary

INDUSTRY PERFORMANCE

Tourism-Led Demand Sustains Cigars as Experiential Purchases

Humidor Retailers and Duty-Free Shops Drive Gifting and Premium Sales

Premium Launches Target Connoisseurs with Exclusivity and Craftsmanship

Chart 1 - Volume Sales 2020-2030

Chart 2 - Volume Sales by Category 2025

WHAT'S NEXT?

Locally Produced Cigars to Expand Reach as Value Takes Priority

Consumers to Embrace Smaller Formats and Local Brands to Balance Quality and Price

Chart 3 - Forecast Volume Sales 2020-2030

Chart 4 - Forecast Volume Sales by Category 2025-2030

COMPETITIVE LANDSCAPE

Treinta Y Ocho Dos Sa Consolidates Leadership as Local Rivals Lose Ground

Chart 5 - Company Shares 2025

Chart 6 - Brand Shares 2025

CHANNELS

Tobacco Specialists Shape Premium Experiences for Niche Shoppers

ECONOMIC CONTEXT

Chart 7 - Economic Context for Cigars, Cigarillos and Smoking Tobacco

Chart 8 - Real Gdp Growth 2020-2030

Chart 9 - Inflation 2020-2030

CONSUMER CONTEXT

Chart 10 - Consumer Context for Cigars, Cigarillos and Smoking Tobacco

Chart 11 - Population 2020-2030

Chart 12 - Consumer Expenditure 2020-2030

Chart 13 - Population by Generation 2025

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[Nicotine in Costa Rica - Industry Overview](#)

EXECUTIVE SUMMARY

2025 Developments

KEY DATA INSIGHTS

INDUSTRY PERFORMANCE

Illicit Trade and Price Sensitivity Drive Nicotine Consumption Patterns

Vaping Restrictions Reshape Youth Nicotine Use and Healthcare Burden

Chart 14 - Volume Sales 2020-2030

Chart 15 - Volume Sales by Category 2025

WHAT'S NEXT?

Regulators to Extend Controls and Shrink the Nicotine User Base
Legal Cigarette Sales to Decline as Illicit Trade Sustains Affordability
Tighter Rules to Prompt Value Focus and Reshape Retail Dynamics
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Chart 17 - Forecast Volume Sales by Category 2025-2030

COMPETITIVE LANDSCAPE

Tabacalera Costarricense Sa Broadens Portfolio to Consolidate Dominance
Chart 18 - Company Shares 2025
Chart 19 - Brand Shares 2025

CHANNELS

Small Local Grocers Maintain Cigarette Dominance as Specialist Stores Guide Alternatives

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Legislative Overview
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Smoking Prevalence
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Smoking in Public Places
Low Ignition Propensity (Lip) Cigarette Regulation
Flavoured Tobacco Product Ban
Reduced Harm
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PRODUCTION/IMPORTS/EXPORTS

ECONOMIC CONTEXT

Chart 21 - Economic Context for Nicotine
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CONSUMER CONTEXT

Chart 24 - Consumer Context for Nicotine
Chart 25 - Population 2020-2030
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Chart 27 - Population by Generation 2025

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