



Cigars, Cigarillos and Smoking Tobacco in Colombia

July 2026

Cigars, Cigarillos and Smoking Tobacco in Colombia - Category analysis

KEY DATA INSIGHTS

2025 DEVELOPMENTS

Cigars, Cigarillos and Smoking Tobacco Summary

INDUSTRY PERFORMANCE

Cigar Lounges Expand Consumer Base, Driving Volume Gains

Bribón and Captain Pipe Leverage Flavours to Capture New Audiences

Chart 1 - Volume Sales 2020-2030

Chart 2 - Volume Sales by Category 2025

WHAT'S NEXT?

Cigar Lounges to Attract New Consumers, Fuelling Volume Growth

Flavour Innovation and Lifestyle Venues to Redefine Consumption and Drive Premiumisation

Chart 3 - Forecast Volume Sales 2020-2030

Chart 4 - Forecast Volume Sales by Category 2025-2030

COMPETITIVE LANDSCAPE

Various Distributors Gain Share as Established Leaders Lose Ground

Chart 5 - Company Shares 2025

Chart 6 - Brand Shares 2025

CHANNELS

Tobacco Specialists Maintain Dominance Due to Expertise

Consumers Embrace Online Channels for Convenience and Variety

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 - Population by Generation 2025

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[Nicotine in Colombia - Industry Overview](#)

EXECUTIVE SUMMARY

2025 Developments

KEY DATA INSIGHTS

INDUSTRY PERFORMANCE

Structural Decline Persists Amidst Health Awareness and Economic Pressures

Cigarettes Lose Share as New Users Drive Growth in Cigars and Alternatives

Dual Users Accelerate Adoption of Alternatives as Regulations Reshape Habits

Chart 13 - Volume Sales 2020-2030

Chart 14 - Volume Sales by Category 2025

WHAT'S NEXT?

Economy Brands to Expand Choices as Consumers Seek Value
Flavoured Cigars and Lounges to Attract New Audiences and Fuel Growth
Disposable Vapes and Accessibility to Reshape Nicotine Innovation and Pricing
Chart 15 - Forecast Volume Sales 2020-2030
Chart 16 - Forecast Volume Sales by Category 2025-2030

COMPETITIVE LANDSCAPE

Top Companies Maintain Lead Despite Fragmentation
Chart 17 - Company Shares 2025
Chart 18 - Brand Shares 2025

CHANNELS

Discounters Gain Share in Cigarettes as Proximity and Pack Size Drive Change
Oxo's Expansion Cements Popularity of Convenience Stores
Rappi and Vape Specialists Extend Reach as Regulation Reshapes Online Growth

OPERATING ENVIRONMENT

Legislation
Chart 19 - 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

ECONOMIC CONTEXT

Chart 20 - Economic Context for Nicotine
Chart 21 - Real Gdp Growth 2020-2030
Chart 22 - Inflation 2020-2030

CONSUMER CONTEXT

Chart 23 - Consumer Context for Nicotine
Chart 24 - Population 2020-2030
Chart 25 - Population by Generation 2025

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