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**SERVING THE EUROPEAN TOBACCONISTS  
FOR 60 YEARS**



# CEDT

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### The European tobacconists serving citizens all around the EU

The European Confederation of Tobacco Retailers (CEDT) brings together national associations of tobacco retailers in Europe.

Its main objective is to promote the interests of nearly 130,000 small professional family businesses serving EU Member States and citizens and to make their voices heard by maintaining a permanent dialogue with the European institutions, MEPs and stakeholders in their networks to raise their concerns about European issues in their lines of business.

The CEDT supports any initiative that strengthens the protection of its European network of tobacconists against smuggling and counterfeit phenomena, which recognizes its role in defending legality working in a system for the sale of manufactured tobacco and other sensitive products regulated by the States through networks holding licences or concessions.

The CEDT also aims to be close to tobacconists and to make known their profession and its evolution so that they can carry on providing local services to people.

### CEDT Executive Committee

The Executive Committee is composed of four members who are elected as national or regional presidents of tobacco retailers in their respective countries, carries out the necessary actions to achieve the objectives of the Confederation. It coordinates the activities and working committees and decides on the main communication strategies of the CEDT.



**President**  
Peter Schweinschwallner  
AUSTRIA



**Vice-President**  
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FRANCE



**Secretary General**  
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ITALY



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SPAIN

## CEDT's members



President Xavier Deville  
BELGIUM



President Antal Lengyel  
HUNGARY



President Theodoros Mallios  
GREECE



CEDT - Dublin

➤ Italy	<b>FEDERAZIONE ITALIANA TABACCAI</b>	<a href="http://www.tabaccai.it">www.tabaccai.it</a>
➤ France	<b>CONFEDERATION DES BURALISTES</b>	<a href="http://www.buralistes.fr">www.buralistes.fr</a>
➤ Spain	<b>UNION ESTANQUEROS</b>	<a href="http://www.union-estanqueros.com">www.union-estanqueros.com</a>
➤ Austria	<b>WKO - TABAKTRAFIKANTEN</b>	<a href="http://www.wko.at">www.wko.at</a>
➤ Hungary	<b>HUNGARIAN TOBACCONISTS ALLIANCE</b>	<a href="http://www.mdksz.hu">www.mdksz.hu</a>
➤ Greece	<b>GREEK FEDERATION OF KIOSKS RENTERS</b>	<a href="http://www.peripteranews.gr">www.peripteranews.gr</a>
➤ Belgium	<b>ASSOCIATION DES LIBRAIRES-PRESSE FRANCOPHONES</b>	<a href="http://www.prodipresse.be">www.prodipresse.be</a>

For all in-depth information on the network of European tobacconists of the CEDT, email [Info@cedt.eu](mailto:Info@cedt.eu)

For specific requests from the Press and the Media, email [webcommunication@cedt.eu](mailto:webcommunication@cedt.eu)

# TOBACCO RETAILERS IN EUROPE

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European tobacco retailers represent the largest network of small local shops specialized in the sale of sensitive products (tobacco, vaping, gambling, CBD and others) and local utility services. They guarantee citizens the legality of a sales network for sensitive products, within the framework of adult and responsible consumption, in compliance with national and European health standards.

## Tobacco retailers: an accountable controlled network

Five European governments grant tobacco retailing exclusivity to a network of tobacco retailers. Some of the State monopolies in Europe (France, Spain, Italy, Austria and Hungary) have been existing for more than a hundred years and others were introduced recently. In European countries with a State monopoly on the retailing of tobacco products, the Regulation Authorities are directly linked to the Ministry of the Economy and Finance. The majority of tobacco retailers are involved in a twofold activity: they are State appointees and are trained to sell this particularly sensitive product from a public health perspective, and are, moreover, small independent retailers.

State-regulated tobacco distribution and retailing systems are increasingly being adopted in Europe as they ensure the implementation of public health policies, provide tax revenues to the Treasury, and represent a barrier to the development of the illicit market.

## European tobacconists at the service of citizens

The European tobacconists who work and live as close as possible to people, are the prime small local retailer shops in Europe thanks to an exceptional network, high availability and a very wide range of opening hours, on average 12 hours a day and at least 6 days a week.

In addition to tobacco products, those 130,000 family businesses offer a bunch of other products and services. At different paces, depending on regional requirements, this profession is in constant change to better meet the needs of its smoking and non-smoking customers. Around 45% of European citizens visit European tobacconists daily. The European tobacconist always fits quickly to the needs of a modern society and ever-changing market, effectively showing their fast reaction to the new demands of producers, consumers, and public bodies. In this way, its role is more and more valuable and deepens its roots in the territory and the referent social fabric. The Covid-19 pandemic proved that tobacconists in Europe are truly essential businesses. The Today European Tobacconist is a reference fix point who provides solutions to the whole community. The modern tobacconist in Europe is a neighbourhood store or a small village shop: an important meeting centre where small daily issues can be easily resolved.

Today more than ever, the presence in Europe of our networks of tobacco retailers carries out a real promotion of territories and rural life. Such a relevant dynamics was highlighted at the Forum of Tobacconists in Paris on February 9, 2022, during the semester of the French Presidency of the Council of the European Union. For more information on the content of the forum click on the following link: <https://bit.ly/3TLXoWs>

## Tobacconists are local multi-service shops

In the small tobacco shops in Europe, depending on the country, you can buy staple commodities, local products, but also gambling (lottery, scratch games, hippic and sports betting), telephony and Internet products, banking services, postal services, bill payment services, travel tickets, show tickets, etc. In addition, their dynamical transformation leads them to accept more and more public service missions. Often, certain service industry stakeholders deserted neighbourhoods and villages as they can no longer provide financial support to their local agencies, such as banks and post offices. Eventually, European tobacconists have gradually appropriated certain characteristics that were once reserved for activity sectors, while still remaining recognizable and retaining their original character, their DNA.



# ZOOM ON THE TOBACCONISTS BY COUNTRY

## ITALY

### The *tabaccai*, the State network, professional and widespread

The network of Italian *tabaccai* (tobacconists) is made up of small family entrepreneurs who operate in retail as state concessionaires with whom they sign a contract, receiving a specific license. The employees are about 130,000 between owners, assistants, and employees.

The network of tobacconists currently has 52,500 points of sale that welcome 15 million citizens daily and is the most widespread network in the country (one tobacconist for approximately 1,100 inhabitants).

To achieve professional suitability to carry out the activity, the current legislation requires to follow a preparatory and enabling training course, with subsequent periodic refresher courses.

In addition to the sale of traditional or new generation tobacco and similar products, the sale of electronic cigarettes, the collection of public gambling, tobacconists provide various public utility services: payment of taxes, utilities and penalties, issue of registry certificates, telephone top-ups, railway and public transport ticketing, travel tickets, postage stamps, revenue stamps, top-up of prepaid debit cards, postal packages pick-ups and drop-offs. For this reason, the tobacconists' network is often defined as a “subsidiary of the public administration”. The annual revenue ensured by the sale of tobacco products is around 14 billion euros between excise duty and VAT.

More information by downloading our brochure: <https://bit.ly/3qbUI74>



## FRANCE

### The successful transformation of French tobacconists

**The “red carrot” of the first local store network:** this tobacconists' signboard has always been present in the French landscape. It proves the territorial coverage of a network of 23,500 tobacco POS, vaping products and gambling, backed up by an offer that meets multiple local needs. 10 million customers push their doors every day (42% do not consume tobacco).

Their official status makes them public service relay for the sale of tax stamps. Moreover, their dynamism led them to innovate with, for example, the successful business start for current account openings at tobacconists for the Nickel bank.

14,800 tobacconists are newsagents. 13,400 are café/bar/restaurants.



**The “tricolour carrot” of Transformation:** faced with the consequences of a strong tobacco price French policy and since 2017 under the impetus of their president Philippe Coy, tobacconists have committed - with the State financial support negotiated by their Confederation - in a major plan to transform their POS.

This plan aims to optimize their retail space, to develop their offer of products and services while respecting their DNA of the tobacco sales and other nicotine products.

This Transformation, symbolized by a new “tricolour carrot”, responds to a rigorous approach (compulsory prior audit, monitoring and control of files by the supervisory administration):

5,350 tobacconists are currently involved in this transformation process, 2,200 have completed their renovation work.

**“Local utility businesses”:** this revival of the profession strengthens more than ever the tobacconists’ role as stakeholders in the territories. Over the past two years, 13,000 tobacconists have become “local payment points” to collect certain local taxes. And it is in the name of the values of humanity, proximity and responsibility that the network carries on innovating: train ticket sale; ATM inside the store; commitment to CSR initiatives (butts management; support for firefighters).

A network that draws energy for its future from its network.

More information by downloading our brochure: <https://bit.ly/3qaUCg6>

## SPAIN

### Government strengthens *estanqueros* network

The *estanqueros* (tobacconists) network has 13,000 tobacco outlets, which welcome about 11 million consumers daily. These are small family businesses to which the State granted a concession for the tobacco retail sale.

In recent years, Spanish tobacconists have been facing rapid change process to adapt to legislative adjustments and new market conditions. Since the recent modification of the Regulations of the State’s Retailer Network, there has been a process to reorientate business, which will propel these shops forward as part of a modern network for the distribution of tobacco and other products and will secure a present and future for over 25,000 families who depend on this retailing business.

The Council of Ministers recently approved the draft law on the tobacco market and other similar products, which states that the distribution and retailing of electronic cigarettes and new tobacco devices will be progressively assimilated to conventional tobacco, all in accordance with the recommendations of the World Health Organization (WHO) and health authorities. Therefore, an exclusive sale of these products in the tobacco outlets (*estancos*) to be set up within a period of 5 years.

More information by downloading our brochure: <https://bit.ly/3cM4nOP>





## AUSTRIA

### *Tabaktrafiken* is the largest network of social enterprises in the country

Austria has 5,014 *Tabaktrafiken* (tobacco retailers), including 2,273 *Tabakfachgeschäfte* (tobacco specialty stores). And 2,741 *Tabakverkaufsstelle* which are small tobacco outlets inside a store with an authorization for sale and not a license and are generally installed in areas where there are no *Tabaktrafiken*.

For 160 years tobacco sale licenses have been granted in priority to disabled people (whose disability is at least 50%) or to a member of the tobacconist's family who has helped him in time from the creation of the *Tabaktrafik* for 5 years. When a tobacconist with a disability cannot work all day or cannot perform certain tasks, his parents, his wife, or his children can succeed him in taking over the family business. The Austrian *Tabaktrafiken* also sell other products such as traditional gambling (lotto, lotteries, etc.), full postal services (postal stamp sales, picking-up and dropping-off parcels and letters), newspapers, stationery, telephony, prepaid payment cards, banking.

More information by downloading our brochure: <https://bit.ly/3KP80jm>



## HUNGARY

### All sensitive products supervised by the State

The new tobacco distribution system in Hungary was introduced on July 1, 2013. Prior to this date, consumers had easy access to tobacco products everywhere (grocery stores, gas stations, shopping malls, etc.), but since the new legislation, these articles and their accessories can only be sold in specially created national tobacconists, in compliance with strict operating conditions. As soon as sensitive products (tobacco, games, alcohol) are sold there, access to *dohány kiskereskedők* (tobacco shops) is prohibited for minors. Since 2016, the government has also entrusted tobacconists with the sale of electronic cigarettes (device and products). From 42,000 points of sale, the network has fallen to 5,500 outlets, i.e., an 87% drop in points of sale in just two days in July 2013. Today Hungary has one tobacconist for every 4,000 inhabitants.

The Controlled Activities Supervisory Authority, which replaces the former monopoly agency and resumes its functions devolved by the law on the reduction of smoking among minors and the retail sale of tobacco, has been operational since October 1, 2021; it oversees all tobacco trade, gambling and legal proceedings.



Hungarian tobacco shops may sell a range of other products, stipulated by law, such as alcoholic beverages, sodas, industrial ice cream, snacking products or telephone recharges. This young network is increasingly playing a social role with Hungarian citizens.

More information by downloading our brochure: <https://bit.ly/3Bh3qY5>

## GREECE

***Periptera* have been part of the urban landscape for more than a century**

Until 2011, 90% of the retail sale of tobacco products was entrusted to *Periptera* (kiosks), whose managers were almost exclusively disabled people and war victims.

Following the 2010 crisis and the liberalization of tobacco market in 2012, the Greek kiosks number was halved. Until 2010, the network had more than 11,000 kiosks. In 2019, there were only 5,500 in the whole country, including

1,700 in Attica. Nevertheless, they remain the Greeks' favourite convenience local stores. Despite its cramped space, 15 m<sup>2</sup> on average, the *periptero* (kiosk) stores everything and adapts according to its location. They sell tobacco, newspapers, mobile phones and accessories, transport tickets, scratch games, a lot of drinks, alcoholic ones, dairy products, sandwiches and ice-creams. *Periptera* are open 7 days a week, 18 hours a day, and some are even open 365 days a year, 24 hours a day. Today Greece has about 20,000 tobacco sale outlets, of which about 6,000 are kiosks which generate about 55% of tobacco turnover as they are installed where many people pass and meet: sidewalks, pedestrian crossings, squares, etc., which tempt people into impulse buying. These small family businesses have a social relationship with their customers and the neighbourhood providing great help with accommodation, orientation, addresses, several info, etc.

More information by downloading our brochure: <https://bit.ly/3TICCar>



## BELGIUM

**Booksellers-newsagents aim to be the “referent network” for sensitive sale products**

Since the tobacco sale tobacco is not subject to a State Monopoly, cigarettes are sold almost everywhere. Businesses wishing to become tobacco sales outlets simply request a tobacco sales certificate from the public administration of customs and excise. The country currently has 13,207 tobacco outlets.

Historically, after the war, the bookseller-newsagent was the referent person for the tobacco sale. Subsequently appeared vending machines, HORECA (hotels, restaurants, and cafes), supermarkets, gas stations and night shops. Nevertheless, this profession has resisted over time, because with its 2,378 bookstores-presses it alone today represents 18% of the entire network of tobacco retailers.

As part of a tobacco-free generation strategy by 2040, the Belgian government intends to drastically reduce the number of traditional tobacco smokers. Such a measure provides in particular for a reduction



in the number of tobacco POS or, as suggested by the Superior Health Council in its press release of June 2022, the creation of a referent network to promote electronic cigarettes as a less harmful alternative. Prodipresse President, Xavier Deville, proposed to the Belgian government, during a press conference organized on January 15, 2020, at the CEDT headquarters in Brussels, that bookstores-newsagents and tobacco shops could become the "referent network" for the sale of sensitive products, on the occasion of a revision of the conditions for the distribution of tobacco products in Belgium.



Booksellers-newsagents are above all local businesses of public utility. These Belgian newspaper shops are open very early, and their distribution in the country still ensures that there is one close to home or workplace, or on the journey between both. In addition, although press, tobacco and gambling products form the historical “three pillars” of the sector, they are no longer as lucrative. Therefore, the diversification will ensure the future of this profession. Faced with this situation, Belgian booksellers-newsagents are reacting and want to develop their business.

When tobacco plain packaging measure arrived in 2018, Prodipresse presented the Minister of SMEs and the Minister of Health with a plan to affirm its desire to be fully involved in tobacco prevention by supporting certain proposals from the Health Commission, such as the marketing of tobacco products exclusively through booksellers-newsagents. In absolute terms, booksellers-newsagents wish to become the referent network for the alternative tobacco products sales.

More information by downloading our brochure: <https://bit.ly/3eqXJx4>





## CONFEDERATION EUROPEENNE DES DETAILLANTS EN TABAC

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CEDT Communication Commission

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