

# Disposable Vapes: Threat and Opportunity

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### KEY PRODUCTS AND PLAYERS

Where do single use products fit within e-vapour products

The main international brands and companies

#### **GLOBAL OUTLOOK**

Growing presence worldwide with promising prospects

Closed system single use rejuvenates e-vapour category

Non-compliant disposable products available in key markets worldwide (1)

Non-compliant disposable products available in key markets worldwide (2)

Closed system single use sales expand across regions

Positive prospects encourages disposable brands to increase investments

## TARGET AUDIENCE AND PUBLIC PERCEPTION

Flavour and nicotine strength key to explain disposable success

Inadequate marketing messages jeopardise growth prospects

Closed system single use characterised by availability in retail and availability of flavours

High price sensitivity among young smokers boosts single use sales

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Negative signals emerging from key markets on future regulation

Closed system single use products face increasing scrutiny from regulators in the US and EU

Sustainability: Recycling schemes to tackle product waste

Recycling schemes

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Innovation to remain long term in the market

Improvements in disposable vape offer to cater to consumers' demands

New vaping cessation products in response to disposable's success

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