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Denmark

Tobacco

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Prepared by:

Phil Letarte

U.S. Embassy

Drafted by:

Hasse Kristensen

Report Highlights:

Danish tobacco production remains stable with a minor decline in domestic consumption offset by increasing exports. U.S. share of imported unmanufactured tobacco is forecast to remain at present level of almost 50 percent.

Includes PSD changes: No
Includes Trade Matrix: No

Annual Report
Copenhagen [DA1], DA

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Summary:

-- The Danish import pattern remains unchanged and is forecast to be stable over the next three years. The U.S. share of the Danish market for raw imported tobacco maintained its traditional level of about 45 percent. In 1998 exactly 47 percent. Other major exporters are Zimbabwe and Brazil.

-- The overall use of tobacco in Denmark is forecast to continue at the present level (16,000 tons). Darker types of tobacco will decline as there is a significant preference for the lighter types which are used in cigarette manufacturing.

-- Cigarette production remained at the previous years' level of about 12 billion pieces. Production is expected to increase as tax adjustments encourage cigarette purchases the expense of "roll-your own" cigarettes and exports are slightly increasing.

— House of Prince, owned by Scandinavian Tobacco Company, accounts for 97 percent of all cigarette sales in Denmark. Marlboro and Camel have market shares of 2.2 percent and 0.5 percent respectively.

— Scandinavian Tobacco Company is the sole Danish importer of tobacco for House of Prince and its subsidiary, Nobel Cigars.

-- The number of Danish users of chewing tobacco is declining and production is declining.

-- Production of smoking and cut tobacco remained mostly unchanged in 1998. Consumption of pipe tobacco (not for roll-your own) is expected to continue to decline slightly.

Average Exchange rates: 1997: U.S.\$1= DKK 6.60
 1998: U.S.\$1= DKK 6.70
 April 1999: U.S.\$1= DKK 6.97

Tobacco, Unmfg, Total

Consumption

Statistical information on consumption of specific tobacco categories is not available due to the industry's confidential practices. However, their cooperation is the basis for the estimates by category.

Statistical figures for consumption of raw tobacco decreased in 1998 by 5 percent to 13,445 metric tons (MT). This calculation is based on unchanged stocks as stock figures are kept secret. Actual decrease seems more accurate to be estimated at about 2 to 3 percent. The usage of raw tobacco for domestically consumed products is decreasing while a smaller amount is being used to produce products destined for export markets. According to industry sources, the use of U.S. tobacco is stable as the cigarette manufacturers want to maintain the current blend\ taste of their main brands.

U.S. tobacco, however, continue to face competition from cheaper sources such as Zimbabwe, Malawi and Brazil.

Consumption of the darker tobacco used for cigar, cheroot and cigarillos production is anticipated to continue to decline as fewer consumers are enjoying these tobacco products. However, increasing exports are compensating for part of the decline in domestic consumption.

Trade

General

Tobacco imports in 1998 decreased slightly compared to the record high 1996 and 1997 level to approximately 16,500 MT. Trade figures continue to be a bit doubtful as the Danish Statistical Office faces problems with collecting trade information after the establishment of the "EU open market". In addition, although the Danish importer, Scandinavian Tobacco Company, claims that they import according to production needs, they use stocks to compensate for years with high prices, poor quality etc. Stocks of U.S. tobacco, however, are kept in the U.S. and imported into Denmark according to production needs. Due to 1997 U.S. harvesting results, Danish purchases in the U.S. decreased by 25 percent, but 1998 imports compensated for this.

Domestic consumption of cigars have been declining at about 10 percent for some years but the rate of decline has now decreased to about 2 to 3 percent per year. However, increased exports more than compensate for this decrease and imports of the darker type tobaccos such as dark air cured are forecast to remain at the present level. Imports of flue cured (used in non-filter cigarette and cut tobacco manufacturing) decreased according to the decrease in production of non-filter cigarettes, now accounting for less than 10 percent of total cigarette consumption; while imports of burley tobaccos increased to a normal level of about 3,000 MT

Imports from Zimbabwe during 1998 decreased to previous year's level of 2,846 MT but still far above the pre-94 level of 600 MT. Zimbabwe has become a substantial source for the Danish tobacco industry -- particularly when qualities are good. To some extent, this has occurred at the expense of imports from Brazil which did decreased substantially to almost half of previous year.

Exports are small and are destined mainly for Norway (licence production by Tiedemann), and Poland, where

House of Prince owns and operates a cigarette manufacturing facility. All tobacco for this factory is imported by House of Price Denmark.

Overall Trade Trends

Tobacco imports are forecast to remain close to the 1998 level. Industry expectations call for an increase in exports of tobacco products sufficient to offset a decline in domestic consumption to a degree that forecasted import levels of raw tobacco can be maintained. It will only occur if the industry is able to successfully develop East European cigarette markets. EU requirements for reduced levels of tar and nicotine have been met by technical changes of filters and papers and not by changing the tobacco specifications.

Exports are forecast to remain small and the main outlet continues to be Norway and Poland.

Factors Affecting U.S. Trade

Due to the fact that Denmark has limited stripping facilities, a significant amount of stems are imported from the U.S. to be blended with the tobacco.

Value

Below are the import/export values given for the destinations mentioned in the trade matrix for 1997. Values are in U.S. \$ (1,000)

	Exports		Imports
		U.S.	47,767
Norway	7,900	Zimbabwe	14,390
Poland	1,734	Brazil	6,396
Latvia	1,030	Malawi	3,650
Dominican Rep.	1,105	Indonesia	8,168
Indonesia	3,393	Turkey	4,716
Sri Lanka	1,091	Mexico	3,423
Others	1,204	Others	7,601
GRAND TOTAL	14,337	GRAND TOTAL	96,111

Policy

Tariff Changes

1997 brought minor changes in the EU import duties on raw tobacco. The duty on "flue cured" Virginia; "light air cured" burley; "light air cured" Maryland and "fire cured" Kentucky tobaccos was reduced from 20.7 percent or a minimum of 250 ECU per MT to 19.9 percent or a minimum of 240 ECU per MT and a maximum of 260 ECU per MT. For the remaining raw tobaccos, the duty was reduced from 12.6 percent a minimum of 280 ECU per MT and a maximum of 700 ECU per MT to 12.16 percent or a minimum of 240 ECU per MT and a maximum of 610 ECU per MT.

Quality, Safety & Health Regulations

The reduction of the tar and nicotine content in cigarettes agreed upon by the industry and the EU has forced raw tobacco importers to alter their import patterns in favor of more light typed tobaccos. As cigarette consumption is slightly increasing (by 1 percent per year) and number of smokers are decreasing, it seems that the lighter cigarettes make the smokers smoke more cigarettes.

Marketing

Market Development Opportunities

The sole Danish importer, Scandinavian Tobacco Company, maintains that they want to keep the U.S. share fixed at the present level.

Stocks

Imported tobacco can be placed in bonded warehouses for a period of up to 2 years. This possibility means that the industry can buy extra tobacco in good years and less in poor years. U.S. bought tobacco, however, is stored in the U.S. and imported to Denmark according to production needs.

The industry is not releasing any stock figures, which in the PS&D tables is reflected as zero stocks. Changes in import and production figures are thus affected accordingly.

However, according to the industry, stocks are estimated to be about 10,000 MT -- all held in bonded warehouses.

Tobacco, Mfg, Cigarettes

Production

General

The Danish tobacco industry is dominated by the Scandinavian Tobacco Company (ST), which merged with Nordisk British/American Tobacco in 1972. ST is the sole cigarette producer in Denmark with a market share of 97 percent; the remainder is imported. After a short decline in production in 1993 (10,980 million pieces), production is back to previous levels at around 12,000 million pieces and even increasing. Production is anticipated to increase another 1 percent in 1999. The shift toward filter cigarettes is anticipated to continue in 1998 as a result of the lower permitted tar (12 mg) and nicotine content in cigarettes. Production of non-filter -or plan cigarettes- constitute about 10 percent of total cigarette production.

Consumption

General

Cigarette consumption, which has been stable for several years, declined suddenly in 1993 to 7,990 million pieces. Consumption, however, increased again in the following years and reached in 1998, 8.5 billion pieces. The fact that some "roll-your-own" cigarette consumers have recently switched to ready made cigarettes, is part of the reason for the increase in cigarette consumption. Consumption in 1999 is expected to increase slightly as an improvement in the general economy tends to favor consumption of manufactured cigarettes.

Utilization Patterns

As mentioned earlier, production and consumption of filter cigarettes are expected to increase at the expense of non-filter cigarettes. A major reason is an agreement to lower the tar and nicotine content in cigarettes. About 10 percent of the domestically consumed cigarettes are non-filter cigarettes. This percentage, however, is anticipated to decline over the years. The decline is not so much as a result of changed habits of the smokers as the slowly disappearance of the elderly generation, which are the primarily consumers of non-filter cigarettes.

Approximately 3 percent of the Danish consumption of cigarettes are imported and approximately 20 percent of the cigarettes are purchased through tax-free outlets by Danes traveling to and from Denmark.

Prices

The Danish cigarette retail price used to be set by the Danish Competition Council. This practice was abolished January 1, 1992 after having been in force for 79 years. A free pricing policy favors the supermarkets who are able to use cigarettes as a discount item. The current cigarette retail price is DKK 1.525 per cigarette of which the tax amounts to DKK 1.235 per cigarette (81 percent). The tax is made up of a base tax of 0.61 DKK per cigarette; a 21.22 percent tax of the retail price excluding VAT (25%); and then the VAT (25%) is added. The trade margin is 5.7 percent, which may be one reason for the limited number of imported cigarettes.

Trade

General

The official trade data has been rather inaccurate during the past, especially concerning imports of cigarettes from "countries not specified". This situation has not changed for 1998. The trade matrix below reflects OAA corrected figures.

Overall Trade Trends

Cigarette exports are forecast to increase in 1999 to approximately 6,500 million pieces. Exports to Poland, Russia and the former East European countries particularly are expected to increase, although competition in Russia by especially -Phillip Morris- continue to reduced these export substantially. The trend is toward decreasing exports to the developed countries and increasing exports to the less developed countries.

Scandinavian Tobacco Company (S.T.) has very successfully marketed the "Prince" cigarette in other countries, especially in Greece and Germany. Not only in Greece and Germany has Prince been able to maintain its market share, but also in less important markets. One of the strategies to enhance exports is to market cigarettes in countries preferred by the Danes for their overseas vacations, providing opportunities to purchase duty-free on return to Denmark.

Imports are anticipated to continue to increase, but at a lower rate.

Policy

Production policy

As mentioned, Scandinavian Tobacco (S.T.) has a 97 percent share of the Danish market. The company has been able to maintain its present market share by carefully monitoring trends and changes in taste. It is S.T.'s policy to cover all tastes in Denmark and if new tastes or packaging are required, S.T. has a suitable product waiting to cover that need.

A good example is the development of the "Prince" cigarette. Originally there was only one kind of Prince - a regular cigarette in its typical red/white wrapping. In 1979 S.T. introduced a Prince Light cigarette to counter the growing awareness of the damaging effects caused by strong cigarettes. In 1989 S.T. introduced an Ultra Light Prince cigarette to counter the EU decision to reduce nicotine and the tar levels in cigarettes and to capture the consumers who wanted an even lighter cigarette. The Light and Ultra light cigarettes are primarily sold on the domestic market. S.T. has also introduced light versions of some of its other brands.

Tariff Changes

EU tariffs have been reduced from 70.3 percent to 68.4 percent for imported cigarettes.

Quality, Safety & Health Regulations

The EU Commission decided to reduce the tar content in cigarettes to 15 milligrams per cigarette by the end of 1992 and to 12 milligrams by the end of 1997.

The EU Commission proposal to ban tobacco advertising has the support of the EU Parliament. In spite of strong lobbying by not only EU cigarette producers but also newspapers and other media, a complete ban will be effective by October 1, 2006.

Marketing

Market development opportunities

Market development opportunities are very limited in Denmark. The Scandinavian Tobacco Company carefully monitors all trends and changes, and always has a product available to meet competition when needed. The introduction of a new cigarette is followed by a massive advertising campaign. Attempts to break the S.T. monopoly occur from time-to-time, but so far without success. S.T. has proven it will go to any length to protect its monopoly.

Though small in quantity, imports of foreign cigarettes are increasing -- mainly Marlboro, now accounting for about 2.2 percent of the total market.

Mfg, Chewing Tobacco

Production

General

Both production and consumption of chewing tobacco declined in 1998 and consumption is expected to continue to decline in 1999 as fewer consumers are enjoying these products. Young people do not find chewing tobacco attractive and especially not the "wet" type of chewing tobacco. Though also declining, there appears to be a preference for the pastille type of chewing tobacco. There is no indication that smokers who give up smoking take up chewing tobacco. Export increase seems to almost counter consumption decreases.

Trade

General

Imports which traditionally has been negligible suddenly increased to 7 tons in 1997 while exports more than doubled to 50 tons. These figures now seems unreliable and 1998 figures of an import of about 3.7 MT and exports at the traditional level of 26 MT. Sweden and Norway is expected to continue to be the main outlets.

Value

Below are the import/export values given for the destinations mentioned in the trade matrix for 1997. Values are in U.S. \$ (1,000)

	Exports	Imports	
The U.S.	209	Sweden	51
Norway	1,795		
Sweden	1,263		
Faeroe Islands	58		
GRAND TOTAL	3,429		51

Policy

Tariff Changes

There is a 49.4 percent import duty on chewing tobacco. In addition, chewing tobacco is taxed at a rate of 23 percent of the retail price, excluding VAT. The wet chewing tobacco is taxed at a rate of 39 percent of the retail price excluding VAT.

Mfg, Smoking and Cut

Production

General

Official Danish statistical figures show a slight increase in production of smoking and cut tobacco. However, the industry informs that pipe tobacco production continue to decrease by about 1 percent per year and tobacco for cigarette production (roll-your-own) decrease by about two percent per year.

Consumption

General

After several years of stable consumption, consumption of smoking and cut tobacco is declining. The main reason for this decline is the government's higher tax rates on the types of tobacco suited for "roll-your-own" cigarettes which has turned some consumers to ready made cigarettes. It continues to be considerably cheaper to roll your own cigarettes than to buy ready made cigarettes, and users of this practice has expanded in numbers to a degree that about 85 percent of the consumed smoking and cut tobacco disappears into roll your own cigarettes. The lower taxation on pipe tobacco has created this practice. However, improved economy tends to create more interest for manufactured cigarettes.

Trade

General

Official statistic figures seem now more reliable and consistent.

Value

Below are the import/export values given for the destinations mentioned in the trade matrix for 1997. Values are in U.S. \$ (1,000)

	Exports	Imports	
U.S.	879	Netherlands	553
Germany	11,886	Germany	325
Switzerland	1,193	UK	759
Italy	1,219		
Netherlands	1,188		
Austria	789		
Belgium	681		
Greece	389		
Sweden	1,189		
UK	4,992		
Grand Total	28,985	Grand Total	4,124

Policy

Tariff Changes

As a part of the EU harmonization efforts, standards have also been set on the thickness of pipe tobacco. After heated discussions with Denmark as the sole opponent, the EU agreed that tobacco with a thickness down to 1 millimeter could be characterized as pipe tobacco. Denmark's opposition was based on its taxation practices and it managed to get a clause in the agreement stating that pipe tobacco which could be used for roll your own cigarettes could be taxed as fine cut tobacco. This way Denmark hopes to be able to maintain its tax revenues from tobacco. Import tariffs have occurred since last report -- down 95.9 percent to 88.9 percent for imported pipe tobacco.

Tobacco, Unmfg, Flue Cured

PSD Table						
Country	Denmark					
Commodity	Tobacco, Unmfg., Flue Cured				(HA)(MT)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		01/1997		01/1998		01/1999
Area Planted	0	0	0	0	0	0
Beginning Stocks	0	0	0	0	0	0
Farm Sales Weight Prod	0	0	0	0	0	0
Dry Weight Production	0	0	0	0	0	0
U.S. Leaf Imports	3573	3573	3600	3697	0	3600
Other Foreign Imports	5408	5408	5400	4148	0	4400
TOTAL Imports	8981	8981	9000	7845	0	8000
TOTAL SUPPLY	8981	8981	9000	7845	0	8000
Exports	786	786	1000	925	0	1000
Dom. Leaf Consumption	0	0	0	0	0	0
U.S. Leaf Dom. Consum.	3573	3573	3600	3697	0	3600
Other Foreign Consump.	4622	4622	4400	3223	0	3400
TOTAL Dom. Consumption	8195	8195	8000	6920	0	7000
TOTAL Disappearance	8981	8981	9000	7845	0	8000
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	8981	8981	9000	7845	0	8000

Export Trade Matrix			
Country	Denmark		
Commodity	Tobacco, Unmfg., Flue Cured		
Time period	CY	Units:	Metric Tons
Exports for:	1997		1998
U.S.		U.S.	
Others		Others	
Norway	568	Norway	659
Poland	178	Poland	132
Latvia	11	UK	89
Czech Rep.	26	Czech Rep.	38
Total for Others	783		918
Others not Listed	3		10
Grand Total	786		928

Import Trade Matrix			
Country	Denmark		
Commodity	Tobacco, Unmfg., Flue Cured		
Time period	CY	Units:	Metric Tons
Imports for:	1997		1998
U.S.	3573	U.S.	3657
Others		Others	
Zimbabwe	2953	Zimbabwe	2554
Brazil	1842	Brazil	1002
Malawi	297	Malawi	180
India	80	India	95
Total for Others	5172		3831
Others not Listed	236		357
Grand Total	8981		7845

Below are the import/export values given for the destinations mentioned in the trade matrix for 1998. Values are in U.S. \$ (1,000)

1998

	Exports		Imports
Norway	4,280	U.S.	27,938
		Zimbabwe	13,751
Poland	391	Brazil	4,857
Czech Republic	248	India	390
		Malawi	821
GRAND TOTAL	5,926	GRAND TOTAL	49,183

Tobacco, Unmfg, Burley

PSD Table						
Country	Denmark					
Commodity	Tobacco, Unmfg., Burley				(HA)(MT)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		01/1997		01/1998		01/1999
Area Planted	0	0	0	0	0	0
Beginning Stocks	0	0	0	0	0	0
Farm Sales Weight Prod	0	0	0	0	0	0
Dry Weight Production	0	0	0	0	0	0
U.S. Leaf Imports	1362	1362	1500	1630	0	1600
Other Foreign Imports	892	892	1600	1567	0	1600
TOTAL Imports	2254	2254	3100	3197	0	3200
TOTAL SUPPLY	2254	2254	3100	3197	0	3200
Exports	406	406	0	587	0	500
Dom. Leaf Consumption	0	0	0	0	0	0
U.S. Leaf Dom. Consum.	1116	1116	1500	1330	0	1400
Other Foreign Consump.	732	732	1600	1280	0	1300
TOTAL Dom. Consumption	1848	1848	3100	2610	0	2700
TOTAL Disappearance	2254	2254	3100	3197	0	3200
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	2254	2254	3100	3197	0	3200

Export Trade Matrix			
Country	Denmark		
Commodity	Tobacco, Unmfg., Burley		
Time period	CY	Units:	Metric Tons
Exports for:	1997		1998
U.S.		U.S.	
Others		Others	
Norway	202	Norway	261
Latvia	111	Latvia	151
Poland	92	Poland	148
Total for Others	405		560
Others not Listed	1		27
Grand Total	406		587

Import Trade Matrix			
Country	Denmark		
Commodity	Tobacco, Unmfg., Burley		
Time period	CY	Units:	Metric Tons
Imports for:	1997		1998
U.S.	1362	U.S.	1630
Others		Others	
Mexico	427	Mexico	638
Malawi	290	Malawi	499
France	93	France	364
Total for Others	810		1501
Others not Listed	82		66
Grand Total	2254		3197

(Burley)Below are the import/export values given for the destinations mentioned in the trade matrix for 1997. Values are in U.S. \$ (1,000)

1998	Exports	Imports	
		U.S.	14,105
		Mexico	3,212
		Malawi	2,602
		France	721
GRAND TOTAL	0	GRAND TOTAL	20,910

Unmfg, Dark Air Cured, Cigar

PSD Table						
Country	Denmark					
Commodity	Unmfg.,Dark Air Cured,Cigar				(HA)(MT)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		00/0000		00/0000		00/0000
Area Planted	0	0	0	0	0	0
Beginning Stocks	0	0	0	0	0	0
Farm Sales Weight Prod	0	0	0	0	0	0
Dry Weight Production	0	0	0	0	0	0
U.S. Leaf Imports	0	0	0	0	0	0
Other Foreign Imports	760	760	750	750	0	750
TOTAL Imports	760	760	750	750	0	750
TOTAL SUPPLY	760	760	750	750	0	750
Exports	0	0	0	0	0	0
Dom. Leaf Consumption	0	0	0	0	0	0
U.S. Leaf Dom. Consum.	0	0	0	0	0	0
Other Foreign Consump.	760	760	750	750	0	750
TOTAL Dom. Consumption	760	760	750	750	0	750
TOTAL Disappearance	760	760	750	750	0	750
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	760	760	750	750	0	750

Export Trade Matrix			
Country	Denmark		

Commodity	Unmfg.,Dark Air Cured,Cigar		
Time period		Units:	
Exports for:			1
U.S.		U.S.	
Others		Others	
Total for Others	0		0
Others not Listed			
Grand Total	0		0

Import Trade Matrix			
Country	Denmark		
Commodity	Unmfg.,Dark Air Cured,Cigar		
Time period		Units:	
Imports for:			1
U.S.		U.S.	
Others		Others	
Total for Others	0		0
Others not Listed			
Grand Total	0		0

(Dark air cured) Below are the import/export values given for the destinations mentioned in the trade matrix for 1997. Values are in U.S. \$ (1,000)

1998

Exports

Imports

Brazil 76
Indonesia 2,402
Dominican R. 295

GRAND TOTAL NIL

GRAND TOTAL 2,866

PSD Table						
Country	Denmark					
Commodity	Tobacco, Unmfg., Total				(HA)(MT)	

	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		01/1997		01/1998		01/1999
Area Planted	0	0	0	0	0	0
Beginning Stocks	0	0	0	0	0	0
Farm Sales Weight Prod	0	0	0	0	0	0
Dry Weight Production	0	0	0	0	0	0
U.S. Leaf Imports	6731	6731	7000	7537	0	7500
Other Foreign Imports	9707	9707	10000	8447	0	8500
TOTAL Imports	16438	16438	17000	15984	0	16000
TOTAL SUPPLY	16438	16438	17000	15984	0	16000
Exports	2246	2246	2000	2539	0	2500
Dom. Leaf Consumption	0	0	0	0	0	0
U.S. Leaf Dom. Consum.	5812	5812	6000	6346	0	6500
Other Foreign Consump.	8380	8380	9000	7099	0	7000
TOTAL Dom. Consumption	14192	14192	15000	13445	0	13500
TOTAL Disappearance	16438	16438	17000	15984	0	16000
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	16438	16438	17000	15984	0	16000

Export Trade Matrix			
Country	Denmark		

Commodity	Tobacco, Unmfg., Total		
Time period	CY	Units:	Metric Tons
Exports for:	1997		1998
U.S.		U.S.	
Others		Others	
Norway	1152	Norway	1320
Poland	431	Poland	360
Latvia	122	Latvia	379
Total for Others	1705		2059
Others not Listed	541		480
Grand Total	2246		2539

Import Trade Matrix			
Country	Denmark		
Commodity	Tobacco, Unmfg., Total		
Time period	CY	Units:	Metric Tons
Imports for:			1
U.S.	6731	U.S.	7537
Others		Others	
Zimbabwe	3263	Zimbabwe	2846
Brazil	2932	Brazil	1714
Mexico	427	Mexico	676
Malawi	590	Malawi	756
		Turkey	664
		Indonesia	405
Total for Others	7212		7061
Others not Listed	2495		1386
Grand Total	16438		15984

PSD Table						
Country	Denmark					
Commodity	Tobacco, Mfg., Cigarettes				(MIL PCS)	

	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		10/1997		01/1998		01/1999
Filter Production	10912	10912	11500	11152	0	11500
Non-Filter Production	1350	1350	1300	1240	0	1200
TOTAL Production	12262	12262	12800	12392	0	12700
Imports	1141	1141	1000	1640	0	2000
TOTAL SUPPLY	13403	13403	13800	14032	0	14700
Exports	4329	4329	4500	5523	0	6000
Domestic Consumption	9074	9074	9300	8509	0	8700
TOTAL DISTRIBUTION	13403	13403	13800	14032	0	14700

Export Trade Matrix			
Country	Denmark		
Commodity	Tobacco, Mfg., Cigarettes		
Time period	CY	Units:	1,000,000 piece
Exports for:	1997		1998
U.S.	7428	U.S.	107241
Others		Others	
Germany	1965190	Germany	2732190
Greece	678274	Greece	703085
Sweden	344805	Sweden	360293
Lithuania	256760	Lithuania	401879
Greenland	181603	Greenland	163610
Norway	118138	Norway	124928
Russia	88874	Russia	70343
Macedonia	70029	Macedonia	96998
Gambia	91910	Gambia	31640
UK	54300	UK	56160
Total for Others	3849883		4741126
Others not Listed	472127		675082
Grand Total	4329438		5523449

Import Trade Matrix			
Country	Denmark		

Commodity	Tobacco, Mfg., Cigarettes		
Time period	CY	Units:	Metric Tons
Imports for:	1997		1998
U.S.		U.S.	
Others		Others	
Germany	267589	Germany	245933
Sweden	192276	UK	118632
Netherlands	92276	Netherlands	90260
Finland	37056	Finland	11049
		Austria	6296
		France	3681
		Not specified	1163584
Total for Others	589197		1639435
Others not Listed	221692		
Grand Total	810889		1639435

PSD Table						
Country	Denmark					
Commodity	Mfg., Chewing Tobacco				(KG)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		01/1997		01/1998		01/1999
Production	64000	64000	65000	58000		55000
Imports	7000	7000	5000	3670		3000
TOTAL SUPPLY	71000	71000	70000	61670	0	58000
Exports	52000	52000	50000	26050		28000
Domestic Consumption	19000	19000	20000	35620		30000
TOTAL DISTRIBUTION	71000	71000	70000	61670	0	58000

Export Trade Matrix			
Country	Denmark		
Commodity	Mfg., Chewing Tobacco		
Time period	CY	Units:	Metric Tons
Exports for:	1997		1998

U.S.	1	U.S.	1
Others		Others	
Norway	9	Norway	10
Faroe Islands	7	Faroe Islands	7
Sweden	28	Sweden	7
Germany	3	Germany	0
Greenland	3		
Total for Others	50		24
Others not Listed	1		1
Grand Total	52		26

Import Trade Matrix			
Country	Denmark		
Commodity	Mfg., Chewing Tobacco		
Time period		Units:	
Imports for:			1
U.S.		U.S.	
Others		Others	
Total for Others	0		0
Others not Listed	0		0
Grand Total	0		0

PSD Table						
Country	Denmark					
Commodity	Mfg., Smoking and Cut				(MT)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		00/0000		00/0000		00/0000
Pipe Production	793000	793000	800000	813000	0	820000

Cigarette Production	3173000	3173000	3200000	3248000	0	3250000
TOTAL Production	3966000	3966000	4000000	4061000	0	4070000
Imports	199000	199000	200000	227000	0	25000
TOTAL SUPPLY	4165000	4165000	4200000	4288000	0	4095000
Exports	1649000	1649000	1650000	1707000	0	1800000
Domestic Consumption	2516000	2516000	2550000	2581000	0	2295000
TOTAL DISTRIBUTION	4165000	4165000	4200000	4288000	0	4095000

Export Trade Matrix			
Country	Denmark		
Commodity	Mfg., Smoking and Cut		
Time period	CY	Units:	Metric Tons
Exports for:			1
U.S.	121	U.S.	75
Others		Others	
Germany	987	Germany	558
UK	232	UK	361
Austria	164	Austria	180
Switzerland	67	Switzerland	60
Sweden	76	Sweden	73
Italy	63	Italy	59
Netherlands	42	Netherlands	180
Belgium	24	Belgium	34
Greece	22	Greece	26
		Spain	25
Total for Others	1677		1556
Others not Listed	151		76
Grand Total	1949		1707

Import Trade Matrix			
Country	Denmark		
Commodity	Mfg., Smoking and Cut		
Time period	CY	Units:	Metric Tons
Imports for:	1997		1998

U.S.		U.S.	
Others		Others	
Germany	27	Germany	31
Netherlands	25	Netherlands	22
UK	15	UK	25
		Belgium	5
Total for Others	67		83
Others not Listed	132		143
Grand Total	199		226