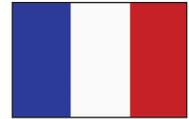




CONFÉDÉRATION EUROPÉENNE DES DÉTAILLANTS EN TABAC (G.E.I.E.)



## FRENCH TOBACCONISTS



**Philippe Coy**

Originally from Pau in the Pyrénées-Atlantiques region, Philippe Coy trained at the Hotel Management School in Morlaàs before taking over the Tabac de l'Europe outlet at Lescar in 2000.

He soon became involved in committee affairs and was elected chairman of the Chamber of Tobacconists of Béarn Soule in 2003.

He joined the board of directors of the Confederation one year later.

In 2010 he was appointed vice-president of the Confederation. He then became chairman of the board of the Cooperative of Tobacconists in 2012. Under his leadership the central purchasing division has attracted a growing number of members.

He was elected President of the French Confederation of tobacconists on October 19, 2017 and re-elected for a second term on October 20, 2021.

## CONFEDERATION OF TOBACCONISTS

### ORGANISATION AND MISSION

The French Confederation of Tobacconists is the organisation representing 23.300 tobacconists of France and their interests in France.

Around 88% of all tobacconists are members of the Confederation via 113 departmental chambers and 16 regional federations: all the directors of the organisational structures are active tobacconists.

The Confederation defends and promotes the profession of tobacconist in a constantly evolving social and institutional context: tobacconists embody the values of proximity, social ties and responsible free enterprise.

The Confederation has set up a "House of Tobacconists", a set of structures and businesses designed

to support and develop the active forces of France's largest neighbourhood network.

Its president, directly elected by the national congress, is Philippe Coy (see attached). Its secretary-general is Sophie Lejeune, a tobacconist in Béziers. The treasurer-general is Alain Savage, a tobacconist in Châlons-en-Champagne.



## THE MONOPOLY

The distribution of tobacco is subject to the standards of a state monopoly.

Retail sales of tobacco are delegated to the tobacconist by the state: this arrangement is underpinned by a management contract signed with the Directorate-General of Customs in order to ensure the administrative control of the network as well as the collection of tax.

Tobacconists buy their tobacco products from state-approved suppliers.

Under the fourth contract for the future, entitled "On the modernisation of the network 2017-2021", tobacconists are also recognised as a "reference" network for the sale of other regulated products, e.g. electronic cigarettes and gambling products.

As regards tobacco, it should be noted that tobacconists are exposed to illegal competition: the parallel market (supplied by border purchases, from illicit street vendors or via the internet) represents virtually one third of all consumption. The Confederation is fighting back against this serious breach of its monopoly.

## THE TOBACCONIST

The tobacconist is both an independent retailer and a state appointee due to his or her management contract.

He or she must have an unblemished criminal record in order to work as a tobacconist. Training (every three years) is a necessity for the exercise of the profession. Each tobacconist may only run one tobacco outlet.



## THE NETWORK



The territorial coverage of the 23.300 tobacconists constitutes a vast network frequented by a daily average of ten million customers.

The network provides more than 80.000 jobs.

- 43% of tobacconists are located in towns of fewer than 3.500 inhabitants;
- 58% of establishments are bar & tobacconist establishments;
- 60% of tobacconists are newsagents.

Each establishment represents a place for exchanges that in its own way contributes to the economic and social life of villages and districts. Some are also home to sports or cultural associations.

## CONTRIBUTIONS TO THE STATE BUDGET

Through its sales of tobacco the network of tobacconists contributes nearly € 18,3 billion (including VAT) to the state budget.

The network of tobacconists represents 84% of the turnover of the *Française des Jeux* (the French national lottery operator) and 64% of the revenues of the PMU (the organising body for betting on horseracing).



## CONSIDERABLE DIVERSIFICATION

Topping up your mobile phone, enjoying a morning coffee while reading the newspaper, nibbling a croissant, buying stamps, purchasing gifts... all of this is possible at a tobacconist's – not to mention traditional activities such as the issuance of tax stamps or, more recently, money transfers.

## A POLICY OF CHANGE

Under the leadership of the Confederation, the network is seeing great changes in the profession of tobacconist with the dual aim of better reflecting public health policy constraints, while at the same time revamping the local trade represented by tobacconists, strengthening their role as a social tie, both in the inner cities and in rural areas.

Between 2017 and 2022, 4,421 tobacconists transformed their shops with results that met their expectations. 92% of them say they acquired new customers, 87% increased their average basket and 78% increased the rate of attendance. Promising scores before signing the new agreement with the State on the transformation network.

## KEY FIGURES IN 2022

- tobacco supplies: €22,2 billion;
- tax receipts: €16,9 billion;
- annual sales of all tobacco products: 40,2 billion units;
- annual sales of cigarettes: 31,7 billion units;
- number of smokers: 13 million daily smokers;
- number of active tobacco outlets: 23.300.



23-25, rue Chaptal  
75009 Paris  
Tél.: 01 53211000  
E-mail: [laconfederation@buralistes.fr](mailto:laconfederation@buralistes.fr)  
Web: [www.buralistes.fr](http://www.buralistes.fr)