

Estonia market 2024 Annual report- Innokin

NO.	Product ID	Brand Subtype Name	Product type	Brand Name	Mode of sale (Sell to wholesaler or to vape shop/Online shop/Tobacco shop etc)	Sales volumes/ color /brand in 2024	Sales unit	Main users of product (if known)
1	00128-17-00119	Z coil 1.6 ohm	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	8500	Pack	All adult smokers
2	00128-17-00120	Z coil 0.8ohm	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	120	Pack	All adult smokers
3	00128-18-00137	Z coil plexus coil 0.5 ohm	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	1040	Pack	All adult smokers
4	00128-18-00150	Innokin Zlide Tank (2ml)	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	220	PCS	All adult smokers
5	00128-19-00165	Z coil 1.2ohm	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	560	Pack	All adult smokers
6	00128-19-00175	Z coil 1.0ohm	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	210	Pack	All adult smokers
7	00128-20-00003	Z Coil 0.3OHM	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	220	PCS	All adult smokers
8	00128-20-00010	GO Z kit	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	190	Set	All adult smokers
9	00128-20-00011	GO Z tank	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	570	PCS	All adult smokers
10	00128-21-00011	CoolFire Z80 Zenith II kit (2ml)	Electronic cigarette –Refillable,device only	Innokin	/	0	Set	/
11	00128-21-00013	Zenith II 2ml tank (0.8 ohm)	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	130	PCS	All adult smokers
12	00128-22-00001	GOZEE GO Z kit (2ml)	Electronic cigarette –Refillable,device only	Innokin	/	0	Set	/
13	00128-22-00008	CoolFire Z60 Zlide Top kit 2ml	Electronic cigarette –Refillable,device only	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	165	Set	All adult smokers
14	00128-22-00009	ZLIDE TOP tank(2ml)	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	70	PCS	All adult smokers
15	00128-22-00013	Z coil 0.6 ohm	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	1500	PCS	All adult smokers
16	00128-23-00046	ENDURA S1 Refillable Pod Kit (1.1ohm) SKYsmoke DUO 2.0 Kit	Electronic cigarette –Refillable,device only	Innokin/SKYsmoke	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	ENDURA S1 Refillable Pod Kit: 0 SKYsmoke DUO 2.0 Kit: 1000	Set	All adult smokers
17	00128-23-00103	VCAP POD (0.8 ohm)-2ml	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	7600	pcs	All adult smokers
18	00128-23-00102	TRiNE Kit 2ml	Electronic cigarette –Refillable,device only	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	2310	Set	All adult smokers

19	00128-24-00001	VCAP POD (0.6 ohm) 2ml	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	4900	pcs	All adult smokers
20	00128-24-00002	VCAP POD (1.2 ohm) 2ml	Individual part of electronic cigarette	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	9200	pcs	All adult smokers
21	00128-24-00057	TRiNE SE Kit 2ml	Electronic cigarette –Refillable,device only	Innokin	Sell to wholesaler, or to vape shop , online shop, Tobacco shop	2800	Set	All adult smokers
22	00128-24-00094	CLK ONE Pod (Menthol),20mg	Refill container cartridge	Innokin	/	0	PCS	All adult smokers
23	00128-24-00095	CLK ONE Pod (Tobacco),20mg	Refill container cartridge	Innokin	/	0	PCS	All adult smokers
24	00128-24-00101	PZP MAX Coil (0.4ohm)	Individual part of electronic cigarette	Innokin	/	0	PCS	All adult smokers
25	00128-24-00102	PZP MAX Coil (0.6ohm)	Individual part of electronic cigarette	Innokin	/	0	Pack	All adult smokers
26	00128-24-00103	TRiNE ULTRA Kit 2ml	Electronic cigarette –Refillable,device only	Innokin	/	0	Set	All adult smokers
27	00128-24-00104	VCAP POD (0.4 ohm), 2ml	Individual part of electronic cigarette	Innokin	/	0	PCS	All adult smokers
28	00128-24-00109	Endura V Pro Kit	Electronic cigarette –Refillable,device only	Innokin	/	0	Set	All adult smokers
29	00128-24-00112	TRiNE DUO Kit 2ml	Electronic cigarette –Refillable,device only	Innokin	/	0	Set	All adult smokers

Annual Report of Innokin Products for Estonia market

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Sales mode for the years 2024

We mainly sell our products to vape shops and online shops in electronic cigarette industry in Estonia and then they sell to the end users. ↵

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Preferences of various consumer groups for the years 2024:

According to our business partners' feedbacks all of Innokin products consumers are over the legal smoking age. Male consumer are far more than female consumers. ↵

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The majority of them (over 85%) are over 35 years old. Younger vapers tend to like high wattages devices and closed pod systems with high nicotine level eliquids. ↵

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Our products sold in the above years are mainly for two groups of people: smokers that want to switch to vaping, and vapers with experience in DIY tanks. ↵

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Previous conventional cigarette smokers who switched from cigarettes to smoking prefer the menthol flavors. ↵