

**WEEKLY CUMULATIVE TOBACCO SALES REPORT FOR WEEK 12 – ENDING
08.07.2021**

Traded volumes

	VOLUME (KG)		Value (US\$)		Average Price (US\$/Kg)	
	2020	2021	2020	2021	2020	2021
BURLEY	68,233,619	82,799,969	97,752,789.23	127,824,213.33	1.43	1.54
FCV	8,568,410	9,513,365	18,652,269.25	24,016,476.21	2.18	2.52
NDDF	1,284,990	1,297,887	1,909,732.13	2,084,507.25	1.49	1.61
SDF	232,566	746,120	333,247.65	1,264,235.43	1.43	1.69
TOTAL	78,319,585	94,357,341	118,648,038.26	155,189,432.22	1.51	1.64

2021 week 12 cumulative sales versus cumulative sales by week 12 in 2020:

- 1) Burley average price increased by 8% from \$1.43/kg in week 12 of 2020 to \$1.54/kg in the week under review in 2021.
- 2) FCV average price rose from \$2.18/kg in 2020 to \$2.52/kg in 2021 representing a 16% increase.
- 3) The NDDF average price was 8% higher in week 12 of 2021 compared to the same period in 2020.



- 4) SDF average price increased by 18% in 2021 as it moved from \$1.43/kg in 2020 to \$1.69/kg.
- 5) The average price for all tobacco types increased by 9% from \$1.51/kg in 2020 to \$1.64/kg in 2021 in the week under review.

BUYER PERFORMANCE

TOBACCO	ALL TYPES DEMAND			ALL TYPES PURCHASES (8th July 2021)			Purchases as % of Demand		
	AUCTION	CONTRACT	TOTAL	AUCTION	CONTRACT	TOTAL	AUCT	CONTR	TOTAL
LLTC	2,400,000	30,000,000	32,400,000	450,598	26,285,836	26,736,434	19%	88%	83%
AOI	5,000,000	30,000,000	35,000,000	2,224,455	26,818,767	29,043,222	44%	89%	83%
PTML	1,200,000	11,300,000	12,500,000	1,177	6,850,846	6,852,023	0%	61%	55%
JTI		23,030,000	23,030,000	103	23,265,231	23,265,334		101%	101%
MLCL	6,550,000	5,150,000	11,700,000	1,686,034	1,005,757	2,691,791	26%	20%	23%
ATS	1,500,000	150,000	1,650,000	1,497,063	367,125	1,864,188	100%	245%	113%
ACAL	1,859,375	3,140,625	5,000,000	1,042,578	863,353	1,905,931	56%	27%	38%
VOEDSEL	1,293,712	10,706,288	12,000,000	9,071	1,989,347	1,998,418	1%	19%	17%
Total	18,509,375	102,770,625	133,280,000	6,911,079	87,446,262	94,357,341	37%	85%	71%

Cumulative purchases by week 12:

- 1) **94,357,341 kg (94.3 million kg)** of all types of tobacco has been purchased. This translates into 71% of total trade requirement and 76% of 2021 second round estimated production being purchased.
- 2) ATS and JTI have purchased 113% and 101% of their demanded volumes respectively.



- 3) Only 37% of auction demanded tobacco has been purchased so far.

SALES BY FLOORS

		Lilongwe Floor	Limbe Floors	Chinkhoma Floors	Mzuzu Floors	National 2021
ALL TOBACCO TYPES	VOLUME (KG)	41,629,638	9,113,995	24,227,452	19,386,256	94,357,341
	Value (US\$)	69,680,077.81	16,737,149.19	37,588,757.49	31,183,447.73	155,189,432.22
	Average Price (US\$/Kg)	1.67	1.84	1.55	1.61	1.64

- 1) By the end of week 12; Lilongwe floors had traded 44%, Chinkhoma 26%, Mzuzu 21% and Limbe 10% of the total volume sold nationally.
- 2) Limbe selling floors maintained the highest average price at \$1.84/kg, seconded by Lilongwe at \$1.67/kg, Mzuzu at \$1.61/kg and Chinkhoma at \$1.55/kg.