



WEEKLY CUMULATIVE TOBACCO SALES REPORT FOR WEEK 13 – ENDING
16.07.2021

Traded volumes

	VOLUME (KG)		Value (US\$)		Average Price (US\$/Kg)	
	2020	2021	2020	2021	2020	2021
BURLEY	73,958,873	88,425,613	105,597,503.94	136,029,573.73	1.43	1.54
FCV	9,702,052	11,327,370	21,455,212.81	28,002,391.19	2.21	2.47
NDDF	1,479,814	1,457,553	2,180,879.36	2,324,289.42	1.47	1.59
SDF	302,357	803,901	431,422.75	1,360,933.37	1.43	1.69
TOTAL	85,443,096	102,014,437	129,665,018.86	167,717,187.71	1.52	1.64

2021 week 13 cumulative sales versus cumulative sales by week 13 in 2020:

- 1) Burley maintained an average price of \$1.54/kg from week 12, a similar situation observed in 2020 where, \$1.43/kg was also maintained in week 13 from week 12 of sales.
- 2) FCV average price rose from \$2.21/kg in 2020 to \$2.47/kg in 2021 representing a 12% increase.
- 3) The NDDF average price in week 13 of 2021 was the same as that of week 12, at \$1.59/kg. 2020 week 13 also had the same average price of \$1.47/kg just as the preceding week.



- 4) The same SDF average prices observed in weeks 12 of 2020 and 2021 prevailed in weeks 13 of 2020 and 2021 respectively.
- 5) The average price for all tobacco types increased by 8% from \$1.52/kg in 2020 to \$1.64/kg in 2021 in the week under review.

BUYER PERFORMANCE

TOB.	ALL TYPES DEMAND			ALL TYPES PURCHASES (16th July 2021)					
	AUCTION	CONTRACT	TOTAL	AUCTION	CONTRACT	TOTAL	AUCT	CONT	TOTAL
LLTC	2,400,000	30,000,000	32,400,000	643,765	28,415,226	29,058,991	27%	95%	90%
AOI	5,000,000	30,000,000	35,000,000	2,528,476	29,151,299	31,679,775	51%	97%	91%
PTML	1,200,000	11,300,000	12,500,000	1,177	7,807,095	7,808,272	0%	69%	62%
JTI		23,030,000	23,030,000	103	23,876,457	23,876,560		104%	104%
MLCL	6,550,000	5,150,000	11,700,000	1,764,357	1,192,324	2,956,681	27%	23%	25%
ATS	1,500,000	150,000	1,650,000	1,793,806	377,320	2,171,126	120%	252%	132%
ACAL	1,859,375	3,140,625	5,000,000	1,356,482	1,023,399	2,379,881	73%	33%	48%
VDSEL	1,293,712	10,706,288	12,000,000	9,071	2,074,080	2,083,151	1%	19%	17%
	18,509,375	102,770,625	133,280,000	8,097,237	93,917,200	102,014,437	44%	91%	77%

Cumulative purchases by week 13:

- 1) **102,014,437 kg (102 million kg)** of all types of tobacco has been purchased. This translates into 77% of total trade requirement and 82% of 2021 second round estimated production being purchased.
- 2) 91% and 44% of contract and auction demanded tobacco has been purchased respectively.
- 3) Voedsel has only purchased 17% of its trade requirement. MLCL on the other hand has only purchased 25% of its demanded volumes.



SALES BY FLOORS

		Lilongwe Floor	Limbe Floors	Chinkhoma Floors	Mzuzu Floors	National 2021
ALL TOBACCO TYPES	VOLUME (KG)	44,582,479	9,690,627	26,027,917	21,713,414	102,014,437
	Value (US\$)	74,588,103.66	17,960,406.39	40,270,199.42	34,898,478.24	167,717,187.71
	Average Price (US\$/Kg)	1.67	1.85	1.55	1.61	1.64

- 1) By the end of week 13 cumulatively; Lilongwe floors had traded 44%, Chinkhoma 26%, Mzuzu 21% and Limbe 9% of the total volume sold nationally.
- 2) Limbe selling floors maintained the highest average price at \$1.85/kg, seconded by Lilongwe at \$1.67/kg, Mzuzu at \$1.61/kg and Chinkhoma at \$1.55/kg.