



WEEKLY CUMULATIVE TOBACCO SALES REPORT FOR WEEK 14 – ENDING
23.07.2021

Traded volumes

	VOLUME (KG)		Value (US\$)		Average Price (US\$/Kg)	
	2020	2021	2020	2021	2020	2021
BURLEY	79,658,370	93,085,888	113,444,808.96	142,549,951.70	1.42	1.53
FCV	10,966,270	12,574,578	24,405,026.12	30,409,180.96	2.23	2.42
NDDF	1,563,134	1,528,687	2,292,970.70	2,437,218.67	1.47	1.59
SDF	538,010	838,544	780,930.50	1,362,950.70	1.45	1.63
TOTAL	92,725,784	108,027,697	140,923,736.28	176,759,302.03	1.52	1.64

2021 Week 14 cumulative sales versus cumulative sales by Week 14 in 2020:

- 1) The average price for burley rose in 2021 to \$1.53/kg from \$1.42/kg in 2020 in the week under review representing an 8% increase.
- 2) The FCV average price in the week under review was higher in 2021 at \$2.42/kg than in 2020 at \$2.23/kg indicating a 9% rise.
- 3) At \$1.59/kg, the NDDF average price was higher in 2021 than in 2020 registered at \$1.47/kg in the week under review representing an increase of 9%.



- 4) The average price for SDF jumped by 12% to \$1.63/kg in 2021 from \$1.45/kg registered in 2020.
- 5) The average price for all tobacco types was maintained at \$1.64/kg registering an 8% increase over the \$1.52/kg observed in a similar week in 2020.

BUYER PERFORMANCE

TOBACCO	ALL TYPES DEMAND			ALL TYPES PURCHASES (23rd July 2021)			Purchases as % of Demand		
	AUCTION	CONTRACT	TOTAL	AUCTION	CONTRACT	TOTAL	AUCT	CONT	TOTAL
LLTC	2,400,000	30,000,000	32,400,000	782,616	30,260,700	31,043,316	33%	101%	96%
AOI	5,000,000	30,000,000	35,000,000	2,736,721	30,482,189	33,218,910	55%	102%	95%
PTML	1,200,000	11,300,000	12,500,000	1,177	8,476,732	8,477,909	0%	75%	68%
JTI		23,030,000	23,030,000	103	24,483,084	24,483,187		106%	106%
MLCL	6,550,000	5,150,000	11,700,000	1,764,357	1,469,883	3,234,240	27%	29%	28%
ATS	1,500,000	150,000	1,650,000	2,321,116	377,320	2,698,436	155%	252%	164%
ACAL	1,859,375	3,140,625	5,000,000	1,659,125	1,129,423	2,788,548	89%	36%	56%
VOEDSEL	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	9,274,286	98,753,411	108,027,697	50%	96%	81%

Cumulative purchases by Week 14:

- 1) **108,027,697 kg (108 million kg)** of all types of tobacco has been purchased. This translates into 81% of total trade requirement and 87% of 2021 second round estimated production being purchased.



- 2) LLTC, AOI, JTI and ATS have purchased beyond what they demanded of contract tobacco.
- 3) Only half of auction demanded tobacco has been purchased so far. On the other hand, 96% of what was demanded of contract tobacco has been purchased.

SALES BY FLOORS

		Lilongwe Floor	Limbe Floors	Chinkhoma Floors	Mzuzu Floors	National 2021
ALL TOBACCO TYPES	VOLUME (KG)	46,897,251	10,279,624	27,068,788	23,782,034	108,027,697
	Value (US\$)	78,052,685.85	18,889,375.32	41,747,712.88	38,069,527.98	176,759,302.03
	Average Price (US\$/Kg)	1.66	1.84	1.54	1.60	1.64

- 1) By the end of Week 14 cumulatively; Lilongwe floors had traded 43%, Chinkhoma 25%, Mzuzu 22% 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 \$1.66/kg, Mzuzu at \$1.60/kg and Chinkhoma at \$1.54/kg.