



WEEKLY CUMULATIVE TOBACCO SALES REPORT FOR WEEK 16 – ENDING
06.08.2021

Traded volumes

	VOLUME (KG)		Value (US\$)		Average Price (US\$/Kg)	
	2020	2021	2020	2021	2020	2021
BURLEY	89,255,251	99,034,704	126,228,929.91	150,165,458.65	1.41	1.52
FCV	13,345,890	14,586,790	30,520,535.81	34,248,293.03	2.29	2.35
NDDF	1,769,249	1,730,319	2,629,052.50	2,744,369.85	1.49	1.59
SDF	567,350	838,544	819,597.27	1,412,904.60	1.44	1.68
TOTAL	104,937,740	116,190,357	160,198,115.49	188,571,026.13	1.53	1.62

2021 Week 16 cumulative sales versus cumulative sales by Week 16 in 2020:

- 1) Burley average price rose by 7% in the week under review at \$1.52/kg in 2021 from \$1.41/kg registered in 2020.
- 2) The FCV average price in the week under review was higher in 2021 at \$2.35/kg than in 2020 at \$2.29/kg indicating a 3% rise.
- 3) At \$1.59/kg in 2021, the NDDF average price was higher by 7% than the average price recorded in a similar week in 2020 at \$1.49/kg.



- 4) There were no sales for SDF in week 16 as the closure of Limbe floors on 23rd July, 2021 concluded the trade of the crop in the 2020/21 tobacco marketing season.
- 5) The average price for all tobacco types was at \$1.62/kg in 2021, registering a 6% increase over the \$1.53/kg observed in a similar week in 2020.

BUYER PERFORMANCE

TOBACCO	ALL TYPES DEMAND			ALL TYPES PURCHASES (6th August 2021)			Purchases as % of Demand		
	AUCTION	CONTRACT	TOTAL	AUCTION	CONTRACT	TOTAL	AUCT	CONTR	TOTAL
LLTC	2,400,000	30,000,000	32,400,000	1,206,545	32,211,161	33,417,706	50%	107%	103%
AOI	5,000,000	30,000,000	35,000,000	3,101,555	32,339,037	35,440,592	62%	108%	101%
PTML	1,200,000	11,300,000	12,500,000	1,177	9,931,272	9,932,449	0%	88%	79%
JTI		23,030,000	23,030,000	103	24,639,341	24,639,444		107%	107%
MLCL	6,550,000	5,150,000	11,700,000	1,764,357	1,537,928	3,302,285	27%	30%	28%
ATS	1,500,000	150,000	1,650,000	3,186,036	570,076	3,756,112	212%	380%	228%
ACAL	1,859,375	3,140,625	5,000,000	2,176,809	1,441,809	3,618,618	117%	46%	72%
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	11,445,653	104,744,704	116,190,357	62%	102%	87%

Cumulative purchases by Week 16 of sales:

- 1) **116,190,357 kg (116.1 million kg)** of all types of tobacco has been purchased. This translates into 87% of total trade requirement and 93% of 2021 second round estimated production being purchased.



- Overall, 62% of auction demanded tobacco has been purchased. On the other hand, the buyers have purchased more (102%) than what they had demanded of contracted tobacco.

SALES BY FLOORS

		Lilongwe Floor	Limbe Floors	Chinkhoma Floors	Mzuzu Floors	National 2021
ALL TOBACCO TYPES	VOLUME (KG)	51,113,106	10,525,697	27,698,083	26,853,471	116,190,357
	Value (US\$)	84,280,426.54	19,320,570.07	42,529,982.18	42,440,047.34	188,571,026.13
	Average Price (US\$/Kg)	1.65	1.84	1.54	1.58	1.62

- By the end of Week 16, cumulatively; Lilongwe floors had traded 44%, Chinkhoma 24%, Mzuzu 23% and Limbe 9% of the total volume sold nationally.
- Limbe selling floors, despite being closed still maintains the highest average price at \$1.84/kg, seconded by Lilongwe at \$1.65/kg, Mzuzu at \$1.58/kg and Chinkhoma at \$1.54/kg.