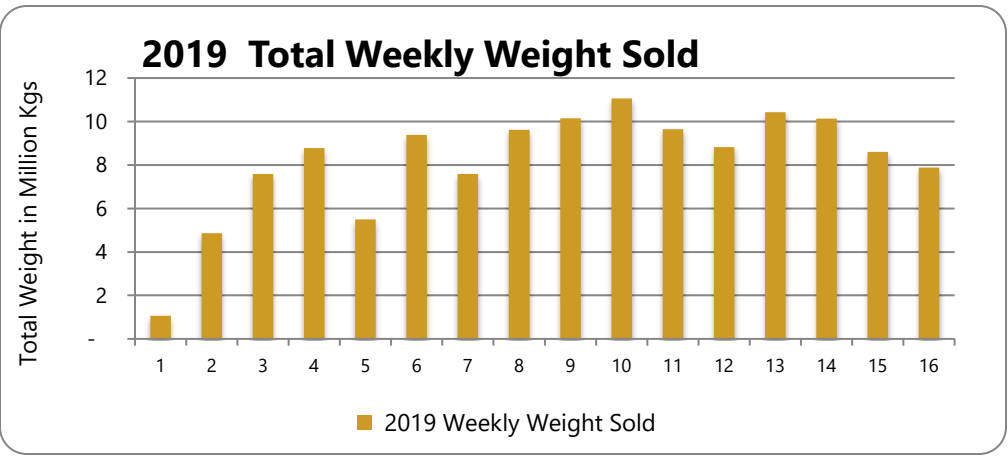


WEEKLY TOBACCO UPDATES SPONSORED BY:



Website: www.ahltobaccosales.mw | Email: ts@ahltobaccosales.mw | P.O. Box 40008 Kanengo Lilongwe 4 | Twitter: @malawitobacco

2019 TOBACCO SEASON CUMULATIVE SALES FIGURES UP TO 09-08-2019			
Tobacco Type	Volume (KGs)	Proceeds (USD)	Avg. (USD/KG)
BURLEY	108,999,740	146,741,148.18	1.35
FLUE CURED	19,178,341	43,231,153.70	2.25
DARK FIRED	2,905,075	4,277,948.00	1.47
TOTAL	131,083,156	194,250,249.88	1.48



WEEK 16 SALES SUMMARY				
Type	Volume (KGs)	Proceeds (USD)	Avg.	Variance
BURLEY	6,346,332	8,196,564.95	1.29	-1%
FLUE CURED	1,180,237	2,436,147.96	2.06	-11%
DARK FIRED	348,266	471,480.13	1.35	-10%
TOTAL	7,874,835	11,104,193.04	1.41	-4%

MARKET COMMENTARY

1. Low tobacco inflows on the contract market contributed to the reduction in weekly volume sold. A decrease of 8% has been recorded in sales volume as 7.9 million kilograms of tobacco have been sold in week 16 compared to 8.6 million kilograms sold in week 15.
2. The decrease in volume of tobacco sold has contributed to the reduction of the sales revenue from \$12.6 million in week 15 to \$11.1 million in week 16.
3. General market behaviour: There was a competition on the auction burley market among buyers in the buying line which resulted in the decrease of no-sale rejection rate from 43% in week 15 to 34% in week 16.

Variance is tracking movement of Average Price attained in the week against average price for the previous week.