

Item	Unit	Sales Volume 2020/2021				Sales Value 2020/2021			
		Q4 2021	Q4 2020	CHANGE/ VOLUME	VOLUME /YOY	Q4 2021	% OF TOTAL REVENUE	Q4 2020	Value /YOY
* Cigarettes - local	Million Cigarettes	16.068	12.442	3.626,6	29,1%	3.101.979	80,1%	2.356.243	31,6%
* Moassel tobacco - local	Ton	1.128	2.177	-1.049,1	-48,2%	25.232	0,7%	49.836	-49,4%
JV	Million Cigarettes	549	369	180,1	48,9%	112.492	2,9%	80.384	39,9%
* Cigar - local	Thousand Cigar	246	271	-25,1	-9,3%	1.583	0,0%	962	64,6%
* Tobacco Bristles	Ton	23	26	-2,2	-8,6%	7.887	0,2%	6.727	17,2%
* Cigarettes - Export	Million Cigarettes	1	0	1,0		237	0,0%	25	
* Moassel tobacco - Export	Ton	220	281	-60,5	-21,6%	13.383	0,3%	16.220	-17,5%
* Tobacco Bristles export	Ton	0				-356	0,0%	391	-9,0%
* Cigar- Export	Thousand Cigar	0	0	-0,2	-100,0%	0	0,0%	-	
Other revenues						1.251	0,0%	156	
Net Sales - Finished Goods						3.263.688		2.510.112	
Toll Manufacturing	Million Cigarettes	6.178	5.933	245,1	4,1%	610.887	15,8%	587.001	4,1%
Operating Revenues 000						3.874.575		3.097.113	25,1%

Item	Unit	Sales Volume 2020/2021				Sales Value 2020/2021			
		From 1/7/2020 to 30/6/2021	From 1/7/2019 to 30/6/2020	CHANGE/ VOLUME	VOLUME /YOY	From 1/7/2020 to 30/6/2021	% OF TOTAL REVENUE	From 1/7/2019 to 30/6/2020	Value /YOY
* Cigarettes - local	Million Cigarettes	66.852	59.711	7.141,1	12,0%	12.810.201	80,0%	11.251.792	13,9%
* Moassel tobacco - local	Ton	8.708	11.316,40	-2.608,6	-23,1%	197.501	1,2%	246.734	-20,0%
JV	Million Cigarettes	2.392,20	1.567,20	825,0	52,6%	527.790	3,3%	343.433	53,7%
* Cigar - local	Thousand Cigar	1.107,30	964,3	143,0	14,8%	6.212	0,0%	3.722	66,9%
* Tobacco Bristles	Ton	115,9	104,4	11,5	11,0%	38.007	0,2%	27.024	40,6%
* Cigarettes - Export	Million Cigarettes	83,3	70,6	12,7	18,0%	19.587	0,1%	16.390	19,5%
* Moassel tobacco - Export	Ton	968,3	1.088,10	-119,8	-11,0%	56.777	0,4%	64.597	-12,1%
* Tobacco Bristles export	Ton		0,2				0,0%	50	-100,0%
* Cigar- Export	Thousand Cigar	39	13	26,0	200,0%	218	0,0%	67	225,4%
Other revenues						3.303	0,0%	2.655	24,4%
Net Sales - Finished Goods						13.659.596		11.956.464	14,2%
Toll Manufacturing	Million Cigarettes	21.541	22.711	-1.169,9	-5,2%	2.362.516	14,7%	2.508.330	-5,8%
Operating Revenues 000						16.022.112		14.464.794	10,8%