

To: Mr. A.L. Heard

*Finance  
9/2/90*

HEARD
5 JUL 1990
FILE
PASS
COPY

B.A.I Industries' Tobacco in 1989

You asked Roy Salter for a breakdown of Group Tobacco sales in 1989 by Operating Group, for use in allocating R&D costs. The figures are:-

	<u>Net Turnover</u> <u>£m</u>	<u>Volume</u> <u>bln</u>
Brown & Williamson	1,578	93
Souza Cruz	195 *	131
BATCF	414	31
BATCo. - Subsidiaries	1,482	175
- Associates		75
Imasco - Total	480	28
- Group Share	194	11

*G.J. Burgess*

G.J. Burgess

GJB/DJA  
29th June 1990

*£ 596 m*

401018595