

APPENDIX A

- 9 -

4. REVIEW OF BATCo. PERFORMANCE

COMPANY	DOMESTIC MARKET SALES - BILLIONS		%	DOMESTIC MARKET SHARE		
	1989	1990		CHANGE	1989	1990
ARGENTINA	19.2	18.6	-3.6	57.4	56.0	-
VENEZUELA	11.7	11.3	-3.5	70.8	74.8	+
CHILE	9.6	10.0	+3.8	96.4	96.8	+
CENTRAL AMERICA	7.6	7.8	+3.6	78.0	78.0	=
SOUTH AFRICA	4.9	5.1	+4.4	15.8	15.9	+
CAMEROONS	1.6	1.3	-19.0	54.6	42.5	-
KENYA	6.2	6.2	-0.9	99.8	99.7	-
NIGERIA	6.9	6.3	-9.9	82.1	86.0	+
INDIA	56.5	60.8	+7.7	68.5	69.5	+
PAKISTAN	17.9	17.8	-0.6	56.4	55.9	-
AUSTRALIA	10.1	9.6	-4.7	29.9	27.8	-
MALAYSIA	5.4	5.1	-5.1	29.6	27.0	-
SINGAPORE	0.9	0.8	-7.1	23.9	22.9	-
HONG KONG	2.5	2.3	-6.7	34.6	32.9	-
INDONESIA	4.3	4.5	+5.2	26.9	29.1	+
SWITZERLAND	2.9	3.0	+1.1	18.5	18.8	+
BELGIUM	2.3	2.3	=	13.4	13.6	+
NETHERLANDS	3.7	3.8	+5.0	22.7	22.9	+
FINLAND	1.5	1.3	-9.7	19.0	18.5	-
SPAIN	3.9	4.3	+11.4	4.9	5.3	+
BATUKE (EXPORTS)	13.2	14.4	+8.8	-	-	-
TOTAL BATCo.*	265.5 (261.0)	269.5	+1.5 (+3.3)			

* The figure in brackets excludes the dark local brands in Spain.

BATCo. REGIONAL SALES

REGION	SALES - BILLIONS		% CHANGE	
	1989	1990	1989	1990
INDIAN S.C.	88.4	91.4	+4.0	+3.4
LATIN AMERICA	50.2	49.5	-5.3	-1.3
AFRICA	29.6	27.9	-0.1	-5.7
FAR EAST	25.0	24.3	-6.0	-2.9
EUROPE	22.9	23.6	-1.4	+2.9
EXPORTS	39.8	48.0	+19.3	+20.3
LICENCES	5.1	4.8	-7.8	-7.4
OTHER	4.5	-		
TOTAL BATCo.	265.5	269.5	-2.0	+1.5

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