

BATCO CONFIDENTIAL - CATEGORY I: MINNESOTA TOBACCO LITIGATION.

Month Of JULY

P = PROVISIONAL FIGURE FROM CO.
E = STATISTICAL DEPT. ESTIMATE

B.A.T. INDUSTRIES
WORLDWIDE CIGARETTE SALES SUMMARY

S E C R E T
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	MILLIONS		CUMULATIVE YEAR TO DATE		
	1990	1991	1990	1991	% VAR
DOMESTIC SALES					
SOUZA CRUZ-BRAZIL	11220	11858	73243	76443	4.4
IMPERIAL T.C.-CANADA	2332	1994	15311	13799	9.9-
BAT GERMANY	2475	2428	14872	16496	10.9
B&W TOBACCO USA	2358	3319	27039	26992	.2-
TOTAL DOMESTIC	18384	19598	130466	133729	2.5
TOTAL LICENCES	255	217 E	1506	1356	10.0-
GRAND TOTAL DOMESTIC SALES	18639	19815	131971	135085	2.4
EXPORTS, DUTY FREE & OVERSEAS CONTRACTS					
SOUZA CRUZ-BRAZIL	173	461	662	2624	100.0
IMPERIAL T.C.-CANADA	87	258	688	1522	100.0
BAT GERMANY	502	1104	3018	7343	100.0
B&W TOBACCO USA	1961	2623	17026	15677	7.9-
TOTAL EXPORTS/DUTY FREE	2723	4446	21393	27166	27.0
GRAND TOTAL BAT INDUSTRIES SALES	21362	24261	153364	162251	5.8

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