



CHIDZIVA TOBACCO PROCESSORS (PRIVATE) LIMITED





Zimbabwean FCV Market Report as at 4th May 2017

Crop Review:

Total crop production for the 2015/16 season was 201,953,546 kilograms.
The estimated crop size for 2017 season is 185 Million Kilograms.
Total crop sold to date is 83,211,022 Kilograms.

Commercial Growers:

The commercial contract continues in the same direction as 2016. Majority of the farmers are still grading and baling their tobacco. Deliveries should increase as the month continues.

Small Scale Growers:

Deliveries of small scale tobacco are at its peak, with most of the selling floors experiencing high volumes being delivered. Our estimations are that the country is just over half way for total small scale deliveries throughout all selling floors.

Below Insert: Sampled Hands of Tobacco Offered by C.T.P.





TOTAL SEASONAL FIGURES PER COMPANY AS OF 04/05/17 (DAY 31)

Contract Buying Floor Quality Styles and Offerings:

1. Generally the offerings seen to date continue to be of lemon to light orange in colour.
2. We believe as we go up the plant there should be more orange, ripe natured tobacco appearing on offer.
3. As we near the 85 million kilogram mark, we are seeing less lower stalk tobaccos on offer. However what is available of the lower stalk remains to be soft styled tobacco.
4. Overall what has been sold to date is soft and ripe natured, generally carrying more spot than usual. We attribute this to the growing conditions, combined with a minimal amount of commercial crops being sold to date.

SEASONAL AUCTION FIGURES UP TO 04/05/17 (DAY 31)

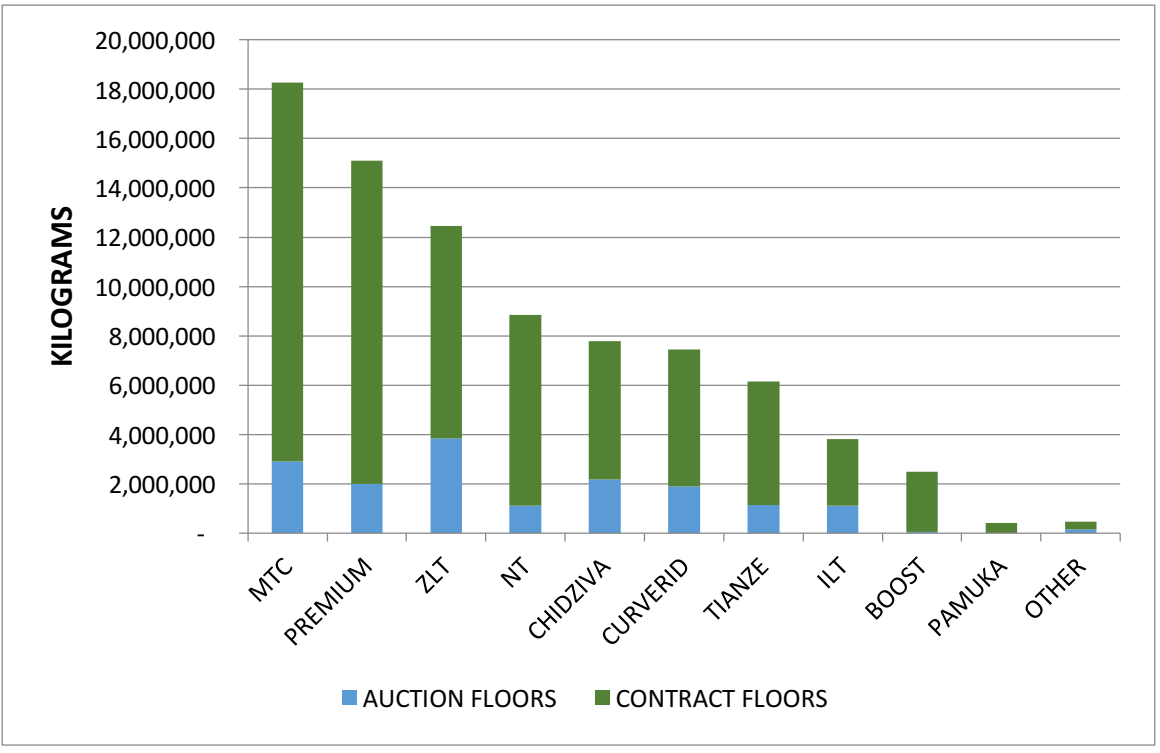
Seasonal	TSF	BTF	PTF	Total Auction 2017	Total Auction 2016	Percent Change %
Mass sold(kg)	10,368,653	3,008,651	2,965,452	16,342,756	12,720,573	28.47%
Value(US\$)	28,911,059	8,078,153	8,205,656	45,194,869	31,146,524	45.10%
Avg.price US\$/kg	2.79	2.68	2.77	2.77	2.45	12.94%

Auction Floors:

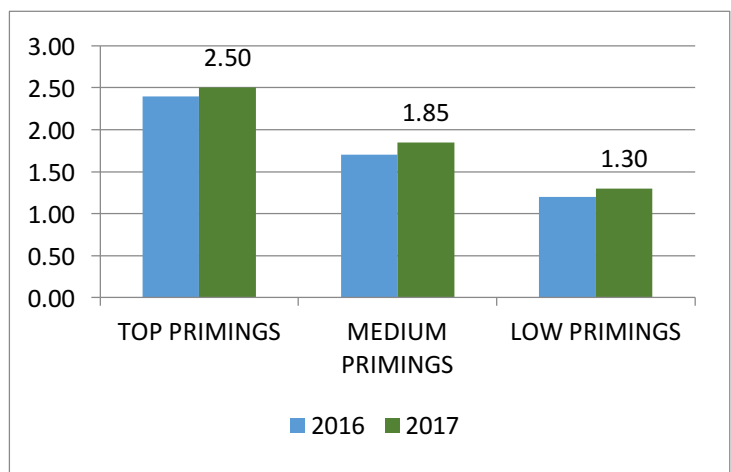
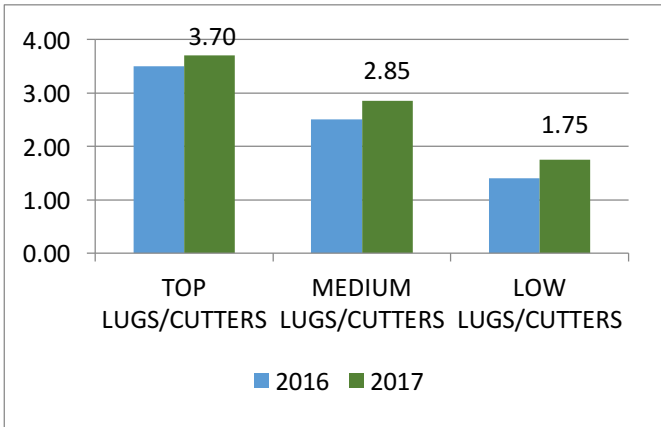
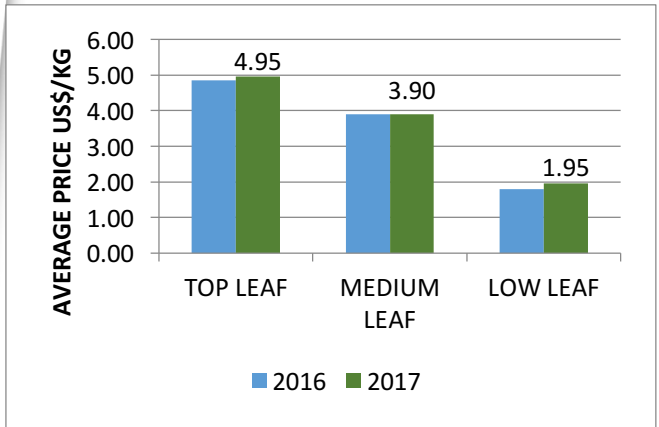
1. Total mass sold on the auction floors is +/- 3,600,000 kilograms higher compared to the same period in 2016. This illustrates a 28.47% increase in volumes purchased for the 2017 crop.
2. The overall average price on the auction floors remains higher than that of last year; At US\$2.77 per/kilogram compared to US\$2.45 per/kilogram. This represents a 12.94% increase.
3. As with the contract floors, the styles on the auction floors are following the same pattern.



Total Purchases to Date per Merchant:



Difference in Average Prices per Plant Position for 2016-2017





2017 Buying Prices:

Price indications (US\$/KG)	Estimated
Low quality Priming's(4 th and 5 th)	\$0.60 - \$1.40
Middle quality Priming's (2 nd and 3 rd)	\$1.50 - \$2.00
Good quality Priming's(1 st and 2 nd)	\$2.20 - \$2.80
Middle quality Cutters (2 nd and 3 rd)	\$2.30 - \$3.20
Good quality Cutters (1 st)	\$3.20 - \$4.20
Low quality leaf (4 th and 5 th)	\$1.30 - \$2.20
Middle quality Leaf (2 nd and 3 rd)	\$3.20 - \$4.20
Good quality leaf (1 st)	\$4.50 - \$5.60

Summary

83,211,022 kilograms has been purchased throughout all tobacco selling floors. This is 30% more compared to the same period in 2016.

Disclaimer: The information provided in this document is merely intended for the use of an indicative opinion on the market trends and statistics relating to the 2017 Zimbabwean tobacco selling season. All descriptions and advice relating to the market are subjective and should not be used other than for an insight into the market from a Chidziva Tobacco Processors perspective. Chidziva Tobacco Processors and its employees accept no legal liability relating to the opinions and representations expressed in this document.