



CHIDZIVA TOBACCO PROCESSORS (PRIVATE) LIMITED





End Of Year - Zimbabwean FCV market Report

SEASONAL AUCTION FIGURES FOR END OF BUYING SEASON

Seasonal	TSF	BTF	PTF	Total Auction 2015	Total Auction 2014	Percent Change %
Mass sold(kg)	23,022,234	14,252,827	9,413,386	46,688,447	50,458,083	-7.47%
Value(US\$)	56,848,913	33,707,845	22,794,114	113,350,872	136,216,170	-16.79%
Avg.price US\$/kg	2.47	2.36	2.42	2.43	2.70	-10.07%
Rejected %	13.44%	15.90%	19.92%	15.55	11.57	34.42%
Bales laid	362,848	240,225	156,260	759,333	813,726	-6.68%
Bales Sold	314,092	202,029	125,126	641,247	719,584	-10.89%
Rejected Bales	48,756	38,196	31,134	118,086	94,142	25.43%
Avg.Bale Weight (kg)	73	71	75	73	70	3.83%

Auction Floor Quality, Styles and Offerings:

- As the season comes to an end after 93 days of buying on the auction floors the total auction purchased volume seen for 2015 closes at 46.6 million kg's at an average price of \$2.43/kg. Comparing these figures to that of last year where 50.7 million kg's bought were on auction at an average price of \$2.70/kg.
- At the end of the auction buying there has been a decrease in volume of 7.47% compared to last year. The overall average price still remains down this year at \$2.43/kg, compared to last years \$2.70 at the same stage. In general the crop seems to be of similar quality and with the average price being lower than last year, some reasonable value tobacco was seen on offer across the auction sales throughout the buying season.
- During the season we have seen an increase of 34.42% in the amount of rejected bales on the floors, suggesting that farmers on auction continue to struggle with curing and baling their tobacco properly, compared to the contract farmers who are readily accessible to leaf technicians to assist in this difficult area of growing and curing tobacco. Being able to overcome such issues results in better prices for the farmers as well as cleaner better quality tobacco coming to the auction floors.



SEASONAL CONTRACT FIGURES PER COMPANY AS OF END OF SEASON

COMPANY	Mass sold (kg's)	Value \$US	Ave Price \$US	Rejection %	Bales Laid	Bales Sold	Rejected Bales	
COMPANY	Mass sold (kg's)	Value \$US	Ave Price \$US	Rejection %	Bales Laid	Bales Sold	Rejected Bales	Ave bale Weight (kg's)
NORTHERN	30,251,822	107,578,661	3.56	7.2	333,420	309,398	24,022	98
TIAN ZE	25,524,656	93,305,927	3.66	3.81	246,056	236,681	9,375	108
MTC	23,872,592	66,770,080	2.8	3.87	358,847	344,971	13,876	69
ZLT	17,676,990	54,381,247	3.08	6.31	213,857	200,371	13,486	88
CHIDZIVA	12,450,050	29,744,634	2.39	4.73	175,743	167,431	8,312	74
TRIBAC	11,106,966	35,235,337	3.17	4.53	132,014	126,034	5,980	88
BOOSTAFRICA	9,510,759	23,872,708	2.51	2.94	128,532	124,750	3,782	76
CURVERRID	8,592,381	24,382,849	2.84	1.29	106,913	105,529	1,384	81
GOLDEN LEAF	3,840,714	11,213,384	2.92	0	44,757	44,757	0	86
TSL CLASSIC	3,282,533	9,188,338	2.8	9.25	34,012	30,867	3,145	106
SHASHA	1,460,063	4,487,820	3.07	1.84	15,771	15,481	290	94
MIDRIVER	959,733	2,711,803	2.83	5.48	9,806	9,269	537	104
PREMIER	891,078	2,160,490	2.42	16.26	13,733	11,500	2,233	77
ILT	737,705	2,486,106	3.37	0	7,799	7,799	0	95
MAXLUCKY	503,815	1,343,317	2.67	8.98	6,269	5,706	563	88
VOEDSEL	468,402	1,191,301	2.54	0	5,564	5,564	0	84
TOTAL CONTRACT 2015	151,130,259	470,054,000	3.11	4.75	1,833,093	1,746,108	86,985	87
TOTAL CONTRACT 2014	165,451,529	548,574,163	3.17	5.69	2,060,259	1,991,597	162,608	79

•The contract buying season for 2015 came to an end after 117 days of buying, recording a mass of 151.1 million kg's at an average price of \$3.11/kg. Comparing these figures to that of 2014 we realize a 8.65% drop in total mass recording a total volume of 165.4 million kg's as well as a negative percentage change in the total value compared to 2014 of 14.31%.

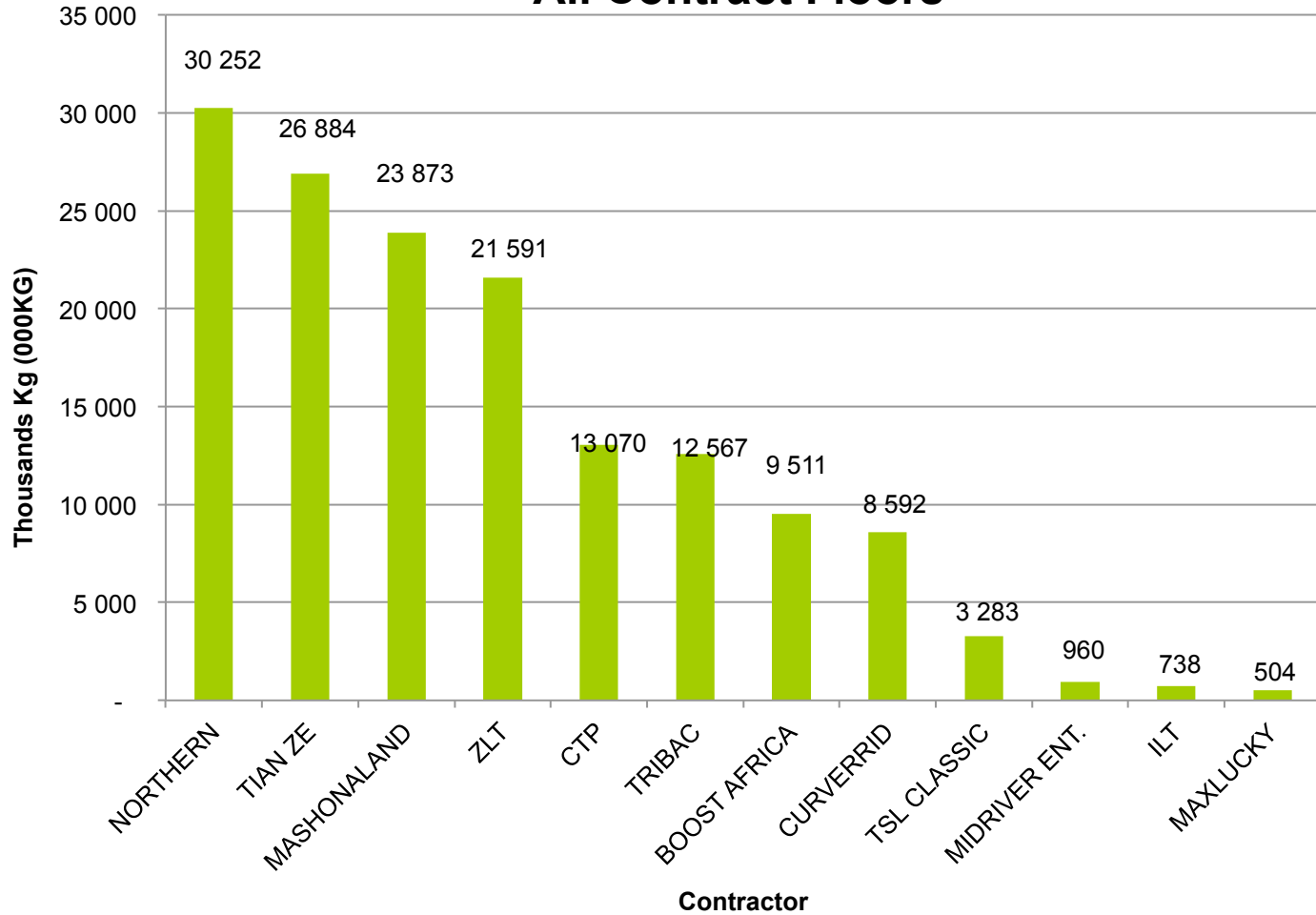
•The majority of tobacco that had being delivered in the last days of contract buying were that of 3rd to 4th quality leaf with runs of scrap and loose leaf being brought to the floors. As a whole 2015 brought with it better presentation, moisture content and soundness of the tobacco with styles being wholesome, containing oil with good qualities all round. Although there is still room for improvement, a lot has been done to improve the presentation practices in order to become more compliant with our expectations.

•Although there was a decrease in the average price of 1.94% at \$3.11/kg compared to the same period last year at \$3.17, some good well bodied, oily tobacco still fetched hefty prices ranging from \$4.00 to \$6.50.



ALL MERCHANTS SEASONAL CONTRACT PURCHASES TO DAY 117 (24/08/15)

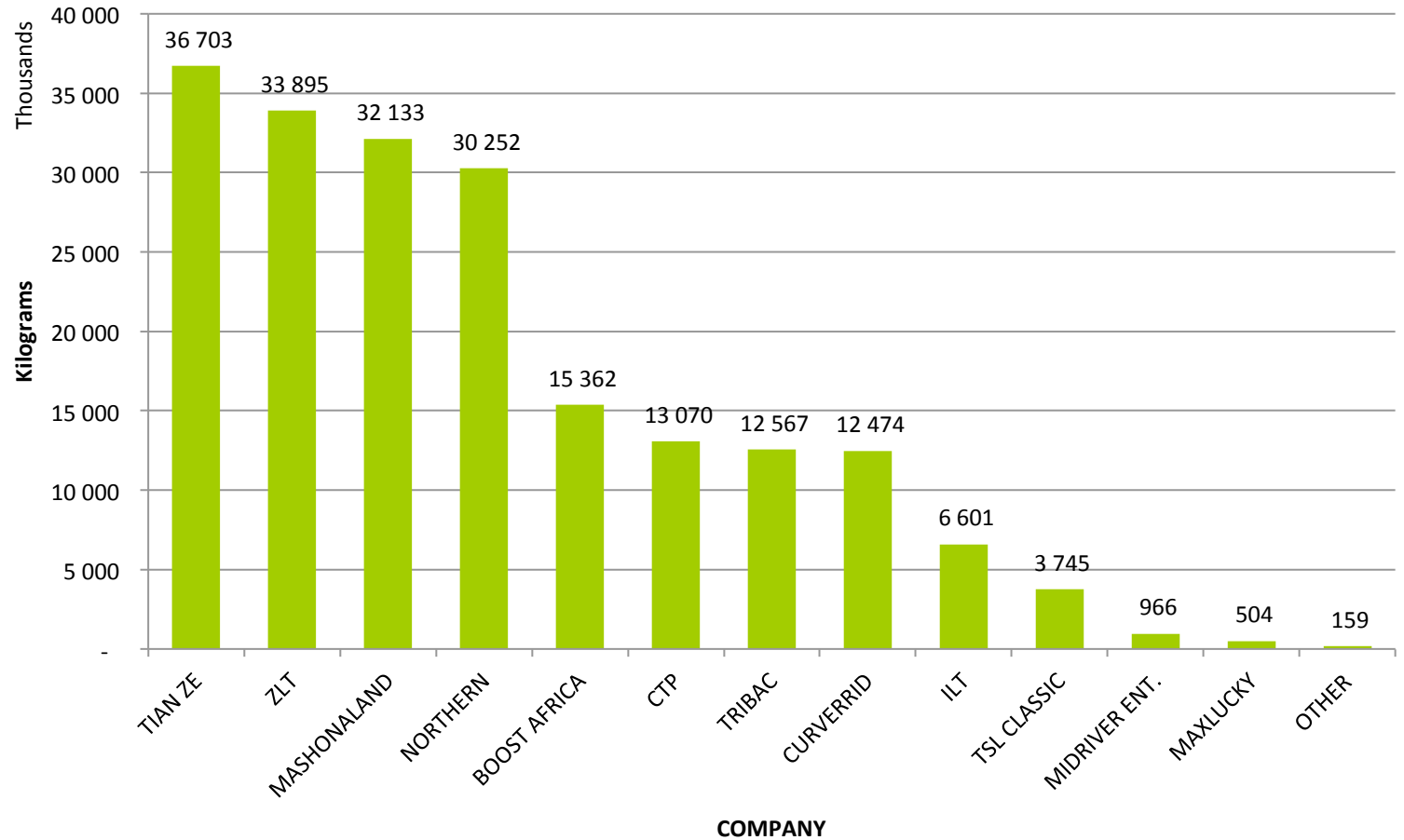
All Contract Floors





ALL MERCHANTS COMBINED AUCTION AND CONTRACT SEASONAL PURCHASES

ALL FLOORS COMBINED





SEASONAL BUYERS PERCENTAGES PER COMPANY AS OF END OF SEASON

	TSF %	BOKA %	PREMIER %	COMBINED AUCTION %	CONTRACT %	COMBINED AUCTION AND CONTRACT %
TIAN ZE	17.76	22.54	22.74	20.21	17.79	18.36
ZLT	23.82	26.49	23.16	24.51	14.24	16.64
MTC	15.77	16.50	17.20	16.28	15.80	15.91
NORTHERN	-	-	-	-	20.02	15.33
BOOST AFRICA	12.89	11.64	11.24	12.18	6.29	7.67
CTP	1.01	1.45	0.5	1.05	8.24	6.55
TRIBAC	-	-	-	-	8.32	6.37
CURVERID	10.65	8.64	0.15	7.96	5.69	6.22
ILT	11.24	10.51	16.78	12.11	0.49	3.21
TSL CLASSIC	1.18	0.86	-	0.85	2.17	1.86
MIDRIVER	-	0.04	-	0.01	0.64	0.49
MAX LUCKY	-	-	-	-	0.33	0.26



PRICE TRENDS RELATING TO STYLES BEING OFFERED ON AUCTION AND DIRECT CONTRACT

Price indications (US\$/KG)	End Of Season
Low quality Priming's(4 th and 5 th)	\$0.20 - \$0.50
Middle quality Priming's (2 nd and 3 rd)	\$0.50 – \$0.80
Good quality Priming's(1 st and 2 nd)	\$0.80 - \$1.20
Middle quality Cutters (2 nd and 3 rd)	\$1.50 - \$3.00
Good quality Cutters (1 st)	\$3.00 - \$4.20
Low quality leaf (4 th and 5 th)	\$1.20 - \$1.70
Middle quality Leaf (2 nd and 3 rd)	\$2.20 - \$4.20
Good quality leaf (1 st)	\$4.20 - \$6.50

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 2015 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.

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