



CHIDZIVA TOBACCO PROCESSORS (PRIVATE) LIMITED





Week 7 - Zimbabwean FCV Market Report

SEASONAL AUCTION FIGURES UP TO 11/05/16 (DAY 29)

Seasonal	TSF	BTF	PTF	Total Auction 2016	Total Auction 2015	% Change
Mass Sold(kg)	7,812,009	2,788,477	1,230,810	11,831,296	11,938,699	-0.90%
Value(US\$)	19,395,190	6,335,753	3,043,946	28,774,889	27,725,647	3.78%
Avg.Price US\$/kg	2.48	2.27	2.47	2.43	2.32	4.73%
Rejected %	11.83%	14.34%	18.06%	9.53	13.74	-30.67%
Avg.Bale Weight (Kg)	70	66	71	69	69	-0.27%

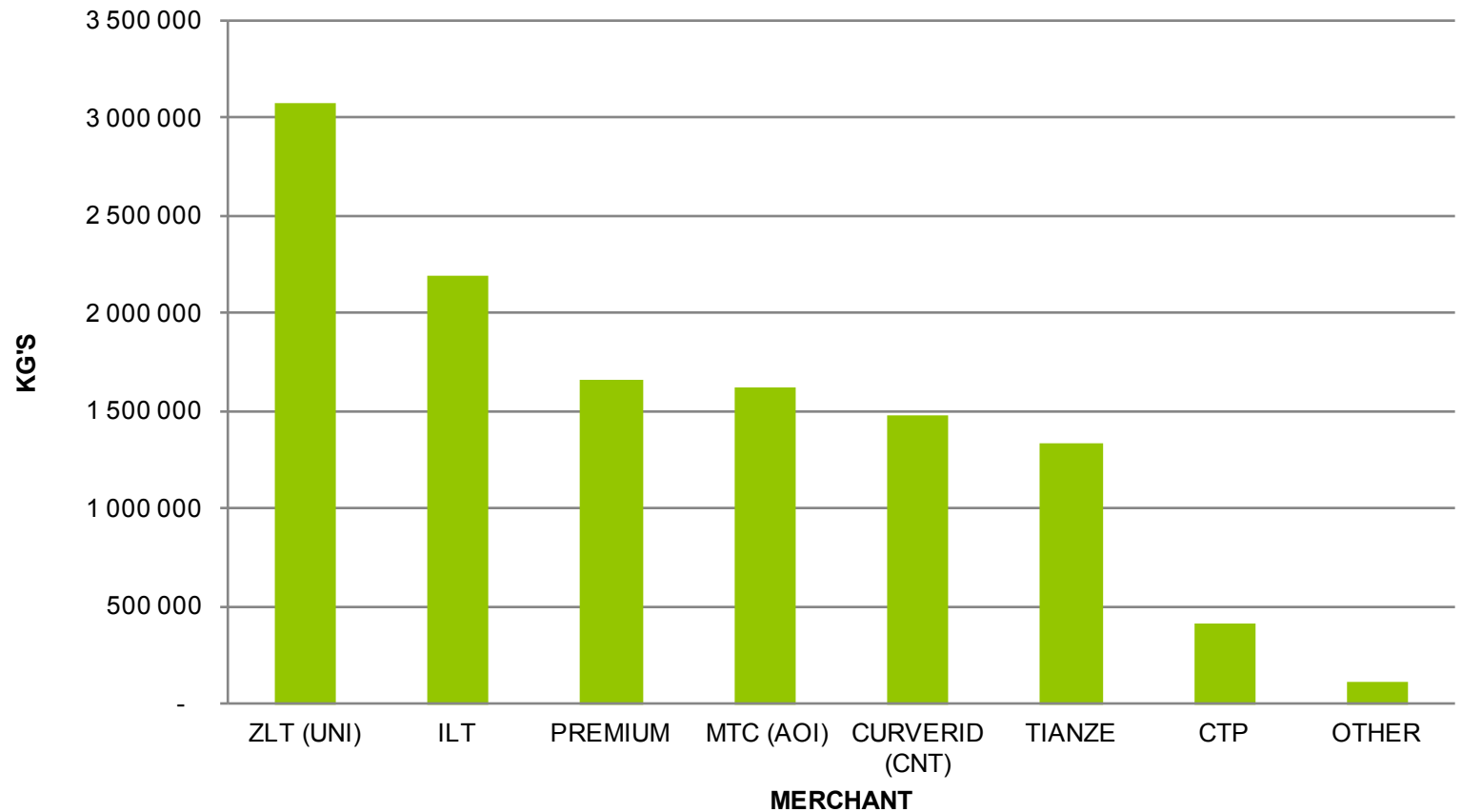
Auction Floors:

- Offerings on the auction floors are still dominated by leaf and cutters, with the occasional run of priming 's and lugs, although these styles are slowly fading away as we move up the plant position.
- We have seen a -0.90% decrease in the relative deliveries the past week, this could be due to the recent public holidays within the country. The deliveries are still of notable quantity for this specific period in the selling season considering a large percentage of farmers are still reaping and grading their late crops due to the delayed rains at the start of the growing season. We expect the flow of deliveries to increase over the next two weeks.
- The total average price on the auction floors is 4.73% higher than last year and sitting at US\$/KG 2.43 compared to US\$/KG 2.32 during the same period. The top quality leaf is still firm and fetching between US\$/KG 4.20-4.99



Total Purchases on Auction Floors to date per Merchant:

Auction Floor - All Merchants



SEASONAL CONTRACT FIGURES PER COMPANY AS OF 11/05/16 (DAY 29)

COMPANY	Mass sold (kg's)	Value \$US	Ave Price \$US	Rejection %	Ave bale Weight (kg's)
NT	6,743,944	21,079,180	3.13	7.25	98
TIANZE	8,790,482	33,108,081	3.77	7.22	109
MTC (AOI)	8,679,874	23,095,300	2.66	4.16	64
ZLT (UNI)	2,963,255	7,887,149	2.66	4.44	85
CTP	5,005,709	11,917,371	2.38	6.75	78
TRI	1,849,659	4,901,188	2.65	2.65	77
PREMIUM	6,290,223	16,578,127	2.64	0.79	70
CURVERID (CNT)	2,522,142	6,603,486	2.62	0.45	74
OTHER	3,650,900	10,074,009	2.76	0.64	84
TOTAL CONTRACT 2016	46,496,188	135,243,892	2.91	4.25	81
TOTAL CONTRACT 2015	28,080,711	82,105,961	2.92	7.12	85
PERCENTAGE CHANGE %	65.58%	64.72%	-0.52%	-40.25%	-5.17%

Contract Buying Floor :

•CTP commenced trial pack's the week of 16th-20th May as well as processing for the 2016 season. CTP will continue to process at ZLT during the 2016 season.

•There has been little change in the average price on the contracted floors which is sitting at US\$/KG **2.91**, compared to US\$/KG **2.92** in 2015. The bodied, good quality leaf, remain similar to last year, fetching prices between US\$/KG **4.00-5.80**.

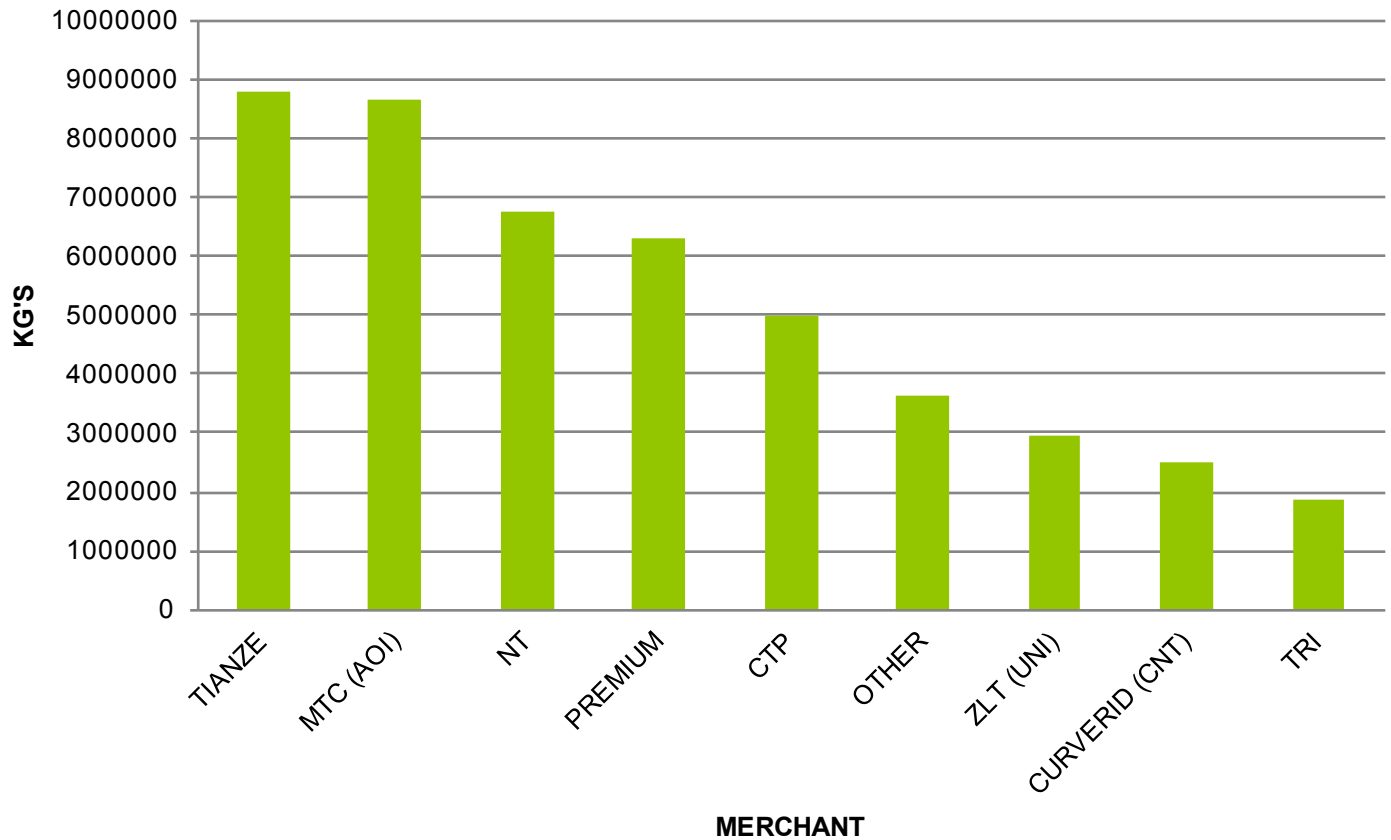
•The current 'leaf' styles of tobacco now offered are generally showing a lot of promise in both quality and body in comparison to the 2015 crop. Early chemistry testing has shown a general increase in the nicotine's when compared to 2015 however the nicotine/sugar ratio remains balanced.





Total Purchases on Contract Floors to date per Merchant:

Contract Floor – All Merchants





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

Price indications (US\$/KG)	Week 7
Low quality Priming's(4 th and 5 th)	\$0.40 - \$0.60
Middle quality Priming's (2 nd and 3 rd)	\$0.60 - \$1.45
Good quality Priming's(1 st and 2 nd)	\$1.45 - \$1.70
Middle quality Cutters (2 nd and 3 rd)	\$2.00 - \$3.20
Good quality Cutters (1 st)	\$3.20 - \$4.20
Low quality leaf (4 th and 5 th)	\$1.20 - \$1.90
Middle quality Leaf (2 nd and 3 rd)	\$2.20 - \$4.20
Good quality leaf (1 st)	\$4.20 - \$5.80





Offerings and pictures of CTP's contract floor

Below insert: 1st quality leaf
Full orange tobacco

Below insert: Commercial crop



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 2016 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 it's employees accept no legal liability relating to the opinions and representations expressed in this document.