



CHIDZIVA TOBACCO PROCESSORS (PRIVATE) LIMITED





Week 17 - Zimbabwean FCV Market Report

SEASONAL AUCTION FIGURES UP TO 11/07/16 (DAY 70)

Seasonal	TSF	BTF	PTF	Total Auction 2016	Total Auction 2015	Percent Change %
Mass sold(kg)	20,549,208	7,193,992	4,206,756	31,949,956	42,525,301	-24.87%
Value(US\$)	53,659,394	17,860,431	11,324,902	82,844,727	105,577,283	-21.53%
Avg - US\$/kg	2.61	2.48	2.69	2.59	2.48	4.44%
Rejected %	12.13%	15.94%	18.31%	13.85	15.12	-8.37%
Avg.Bale Weight (kg)	71	69	75	71	73	-1.58%

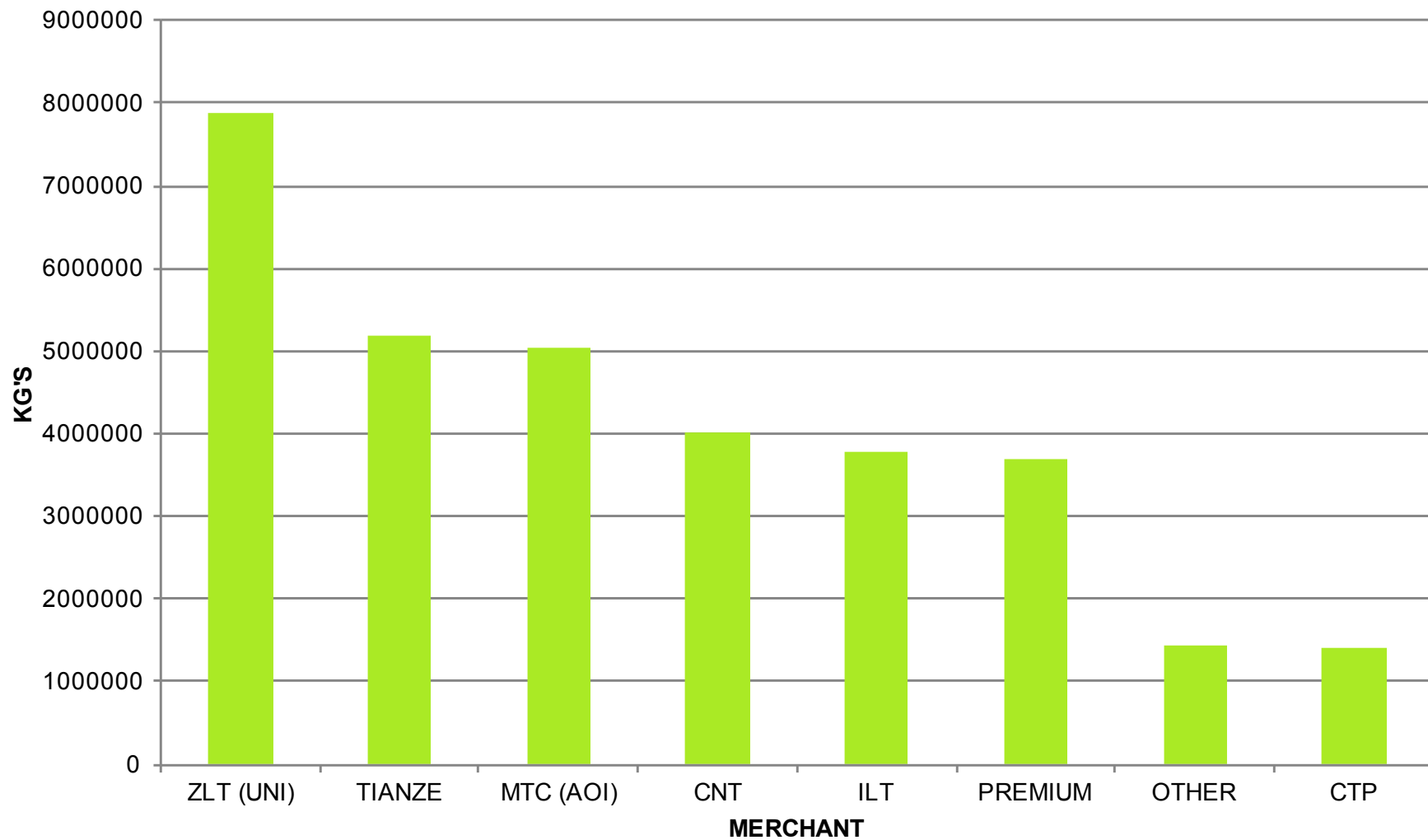
Auction Floors:

- As the season starts to come to an end the total volume sold is currently at **±174 000 000 Kg's**.
- The crop size sold on the auction floors is smaller than last year, with a 24.87% decrease in volume sold across all auction floors during the same period in 2015. The overall average price this year remains higher, sitting at **2.59 US\$/KG** compared to **2.48 US\$/KG** last year.
- With the growers selling season coming to an end we are evidencing an increased percentage of middle to lower quality tobacco on the floors and less top quality leaf being delivered. The top quality leaf which is being sold remains between **4.00-4.99 US\$/KG**.



Auction Floor Purchases per Merchant:

Auction Floor - All Merchants





SEASONAL CONTRACT FIGURES PER COMPANY AS OF 11/07/16 (DAY 70)

COMPANY	Mass sold (kg's)	Value \$US	Ave Price \$US	Rejection %	Ave bale Weight (kg's)
NT	21,994,762	72,902,262	3.31	4.70	98
TIANZE	22,544,708	88,260,735	3.91	5.16	108
MTC (AOI)	21,141,170	57,490,573	2.72	6.06	64
ZLT (UNI)	18,249,524	51,539,774	2.82	6.75	86
CTP	13,562,453	34,143,464	2.52	6.09	78
TRI	6,672,271	20,988,394	3.15	2.37	80
PREMIUM	18,846,403	50,688,382	2.69	1.10	73
CNT	8,951,490	24,247,858	2.71	9.52	74
OTHER	4,443,219	14,228,737	3.20	9.09	72
TOTAL CONTRACT 2016	137,098,472	414,490,179	3.02	5.32	82
TOTAL CONTRACT 2015	117,594,890	368,405,925	3.13	4.62	84
PERCENTAGE CHANGE %	16.59%	12.51%	-3.50%	15.25%	-3.05%

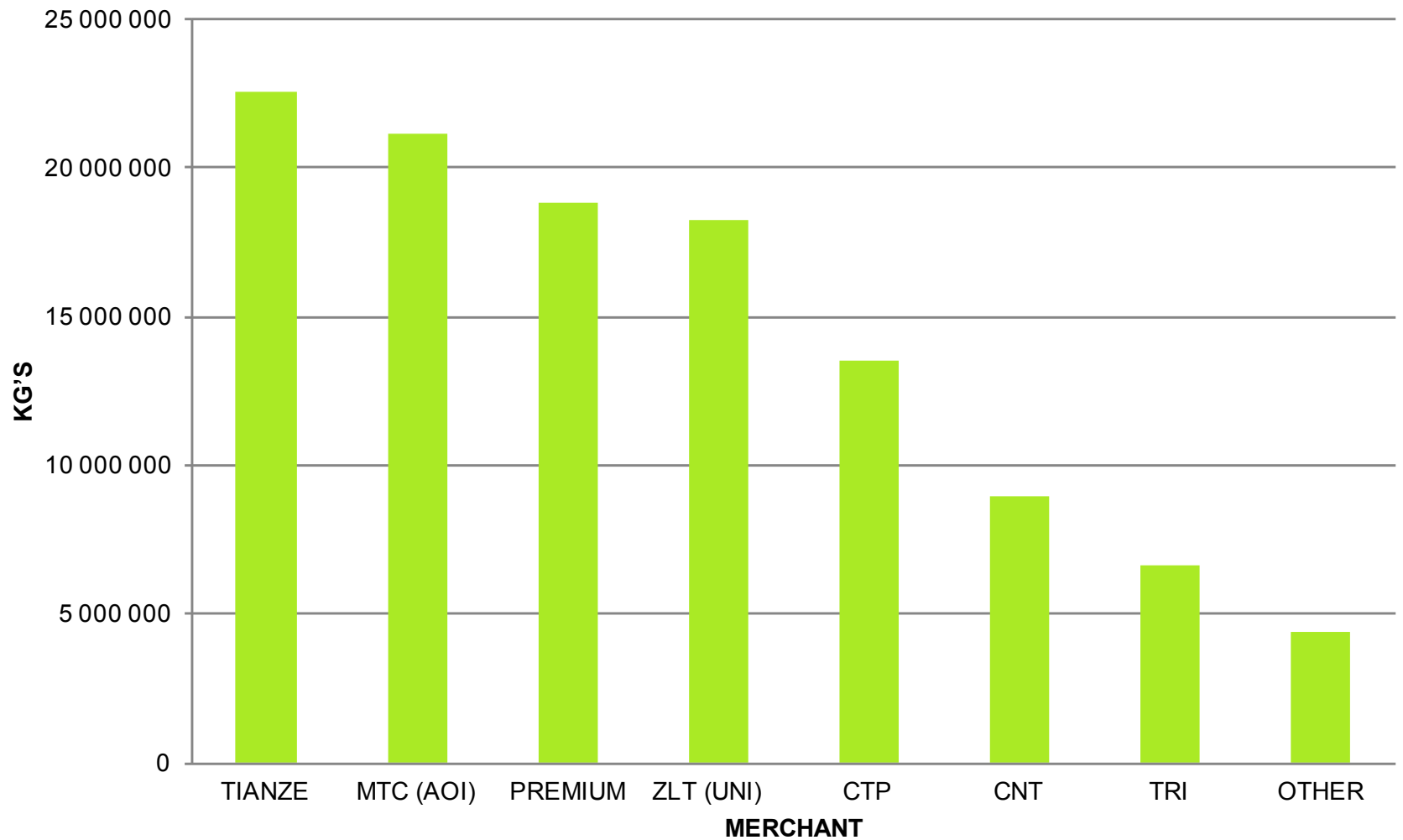
Contract Buying Floor Quality Styles and Offerings :

- The mass sold by small scale farmers on the contract floors is now starting to decline as we reach the end of the season with an estimated 10-15 Million Kg's still to be purchased.
- As reported earlier this month the average price remains lower than last year. In comparison to 2015 prices there has been a 3.50% decrease in the price paid this year.
- The quality of contracted tobacco remains consistent and of good quality, with top quality leaf fetching between 4.00-5.20 US/KG. These prices are expected to remain stable till the end of the marketing season.



Contract Floor Purchases per Merchant:

Contract Floor - All Merchants





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

Price indications (US\$/KG)	Week 17
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 - \$5.20





Tobacco offerings on CTP's Contract Floor

Below insert: 1st quality leaf Full orange tobacco

Below insert: 1st quality leaf full lemon tobacco



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 its employees accept no legal liability relating to the opinions and representations expressed in this document.