



CHIDZIVA TOBACCO PROCESSORS (PRIVATE) LIMITED





Week 2 - Zimbabwean FCV market Report

SEASONAL AUCTION FIGURES UP TO 08/04/16 (DAY 8)

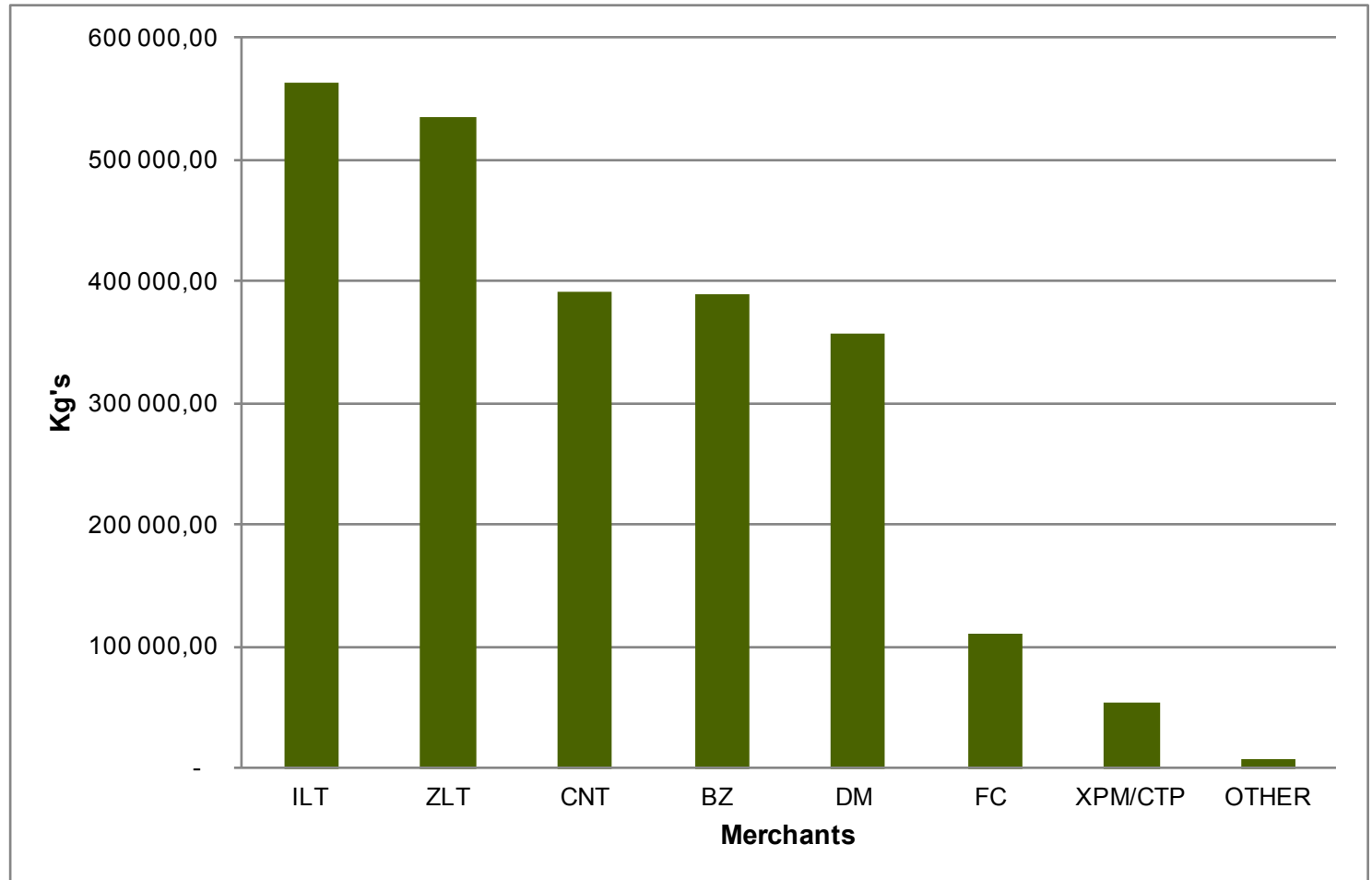
Seasonal	TSF	BTF	PTF	Total Auction 2016	Total Auction 2015	Percent Change %
Mass sold(kg)	1,552,974	628,820	224,087	2,405,881	1,628,859	47.70%
Value(US\$)	2,781,481	1,008,565	330,343	4,120,389	2,594,691	58.80%
Avg.price US\$/kg	1.79	1.60	1.47	1.71	1.59	7.51%
Rejected %	10.47%	12.89%	18.83%	11.98	20.65	-41.97%
Avg Bale Weight (kg)	74	69	72	72	67	7.78%

Auction Floors:

- As the 2016 selling season begins offerings on the auction floors are dominated by priming's and lugs, with inconsistent runs of cutters and leaf. This years crop although in its early stages seems very similar to that of 2015 in terms of quality, despite the extreme weather conditions seen throughout the country.
- The lower reaping's of the plant are generally soft, however there is some evidence of thin, scorched lugs, which is a result of the lack of nutrients as well as the hot, dry weather conditions experienced at times during the early stages of the growing season.
- In the early stages of buying, the market as a whole is still trying to find stability with regards to pricing. The average price is slightly higher then that of last year with a 7.51% rise so far with lower to middle quality lugs fetching 40-50c more than the previous season.



Total purchases on Auction floors to date per Merchant:



SEASONAL CONTRACT FIGURES PER COMPANY AS OF 08/04/16 (DAY 8)

COMPANY	Mass sold (kg's)	Value \$US	Ave Price \$US	Rejection %	Ave bale Weight (kg's)
NORTHERN	34,216	65,201	1.91	8.61	95
TIAN ZE	1,251,502	4,505,286	3.60	7.83	109
MTC	103,151	249,299	2.42	2.93	13
ZLT	322,238	602,826	1.87	2.33	90
CHIDZIVA	1,038,269	2,478,060	2.39	7.97	91
TRIBAC	69,398	130,561	1.88	0.67	78
BOOST AFRICA	222,016	528,223	2.38	1.88	75
CURVERRID	239,564	478,466	2.00	0.32	76
OTHER	40,041	84,408	2.11	1.54	78
TOTAL CONTRACT 2016	3,320,395	9,122,330	2.75	5.36	78
TOTAL CONTRACT 2015	1,928,995	5,416,135	2.81	8.01	92
PERCENTAGE CHANGE %	72.13%	68.43%	-2.15%	-33.06%	-14.93%

Contract Buying Floor Quality Styles and Offerings:

- Due to the crop being late, both from a ripening and curing perspective, this has resulted in the Auction & Contract sales opening a month later than 2015. This late start has seen a massive increase in tobacco deliveries if compared to the same period last season.
- The trade has received $\pm 1,390,000$ kg more tobacco in comparison to last year for the same period. The average price on contract floors to date is slightly lower at \$2.75 compared to \$2.81 in 2015.
- The quality of the tobacco received thus far from both small scale as well as commercial growers has been outstanding and gives promise for the rest of the season's deliveries.





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

Price indications (US\$/KG)	Week 2
Low quality Priming's(4 th and 5 th)	\$0.40 - \$0.60
Middle quality Priming's (2 nd and 3 rd)	\$0.60 - \$1.30
Good quality Priming's(1 st and 2 nd)	\$1.30 - \$1.50
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





Offerings received on CTP's Contract floor

Below insert: *CTP contract floor opening day*



Below insert: *Commercial crop*



Below Insert: *First quality lemon cutters on offer*



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.