



CHIDZIVA TOBACCO PROCESSORS (PRIVATE) LIMITED





Zimbabwean FCV Market Report as at 3rd April 2017

Crop Review:

Total crop production for the 2015/16 season was 201,953,546 kilograms. The estimated crop size for 2017 season is between 175 – 180 Million Kilograms. Total crop sold to date is 22,557,268 Kilograms.

Quality on Offer:

Commercial Growers:

Although small volumes of commercial crops have been seen to date, growers are producing top quality tobacco. There have been runs of open grained, soft, clean - orange styles on offer and they are fetching top prices between 4.20 - 5.20 US/KG respectfully.

Small Scale Growers:

The majority of tobacco being seen is from small scale growers, there are runs of lemon to light orange spotted tobacco. The styles on offer are soft, wholesome and oily which seem to have a slightly better nicotine and sugar balance from the previous season.

General Overview:

At this point tobacco quality is showing great potential compared to that of last year. With the Easter break approaching tobacco deliveries are expected to rise extremely quickly.

Below Insert: 1st Chidziva Tobacco Processors Contract Buying Floor



TOTAL SEASONAL FIGURES PER COMPANY AS OF 03/04/17 (DAY 14)

COMPANY	Mass sold (kg's)	Value \$US
CHIDZIVA	2,007,439	4,233,338
BOOST	897,012	1,612,636
CURVERRID	2,076,778	5,379,667
INTERCONTINENTAL	1,233,628	2,531,923
MASHONALAND	5,845,361	14,918,275
NORTHERN	2,597,528	7,788,066
OTHER	21,978	53,629
PAMUKA	223,110	503,769
PREMIUM	3,546,451	8,960,155
TIANZE	1,599,948	6,688,757
ZLT	2,508,035	6,745,925
TOTAL 2017	22,557,268	59,416,140
TOTAL 2016	16,453,646	42,163,315
PERCENTAGE CHANGE %	37.10	40.92

Contract Buying Floor Quality Styles and Offerings:

1. Lower reaps of the plant are generally softer and more wholesome compared to that of last season.
2. Contract floors are being dominated by priming's and lugs most of which are full lemon to light orange, with majority carrying spot characteristics.
3. Sponge is still a factor being seen on the contract floors, however green and running green tobacco is extremely minimal.
4. Small scale crops are still predominant on contract floors, large commercial crops are still to be seen.

SEASONAL AUCTION FIGURES UP TO 03/04/17 (DAY 14)

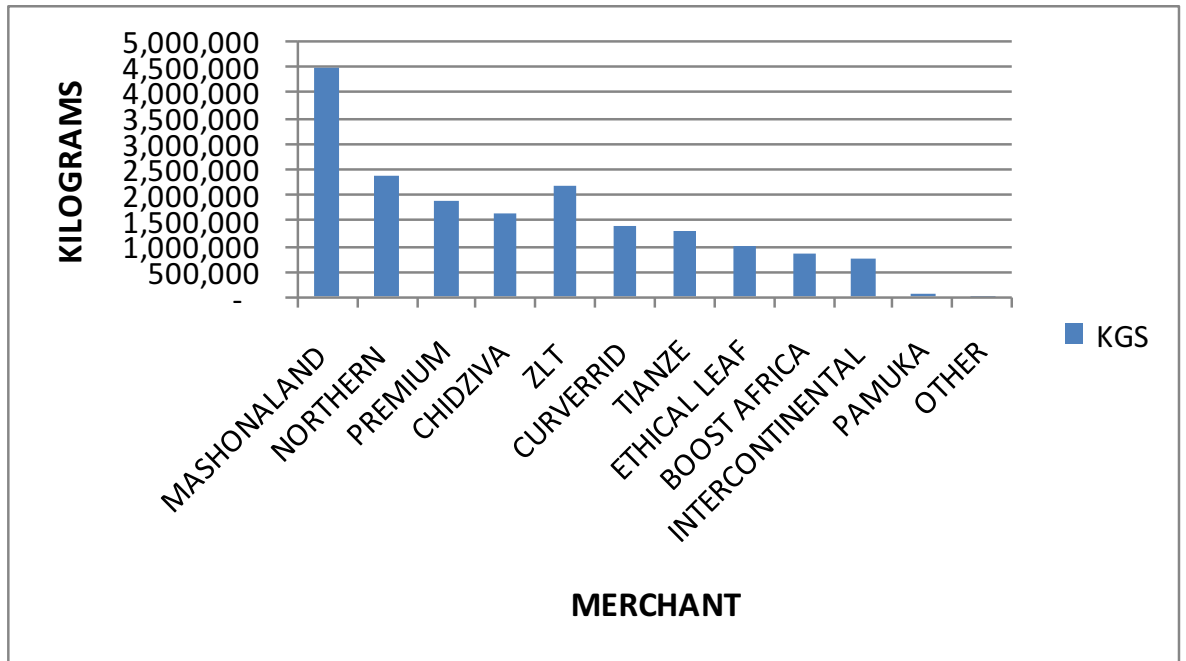
Seasonal	TSF	BTF	PTF	Total Auction 2017	Total Auction 2016	Percent Change %
Mass sold(kg)	3,338,975	778,553	584,309	4,701,837	4,123,000	14.04
Value(US\$)	8,833,562	1,904,859	1,440,495	12,178,916	8,152,456	49.39
Avg.price US\$/kg	2.65	2.45	2.47	2.59	1.98	30.81

Auction Floors:

1. Pricing on the auction floors still needs to find stability in these early stages of buying. The average price is still considerably higher than that of last season, with a 30.81% increase so far.
2. Although priming's and lugs make up the majority of the tobacco being seen on the auction floors, merchants have a profound appetite for this type of tobacco. This brings us to the hefty price increase of these qualities where they are fetching 40 – 50c more respectfully.
3. We have also seen a 14.04% influx of tobacco deliveries in the past week. Reasons for this may be due to the increase in prices paid for lower styles of tobacco.



Total Purchases on Contract Floors to Date per Merchant:



2017 Buying Prices:

Price indications (US\$/KG)	Estimated
Low quality Priming's(4 th and 5 th)	\$0.60 - \$1.00
Middle quality Priming's (2 nd and 3 rd)	\$1.00 - \$1.50
Good quality Priming's(1 st and 2 nd)	\$1.50 - \$1.70
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)	\$1.20 - \$1.90
Middle quality Leaf (2 nd and 3 rd)	\$2.20 - \$4.20
Good quality leaf (1 st)	\$4.20 - \$5.60

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.