

## Estimated Leaf Production by Crop Year

million green kgs  
as of February 6, 2018

Flue-Cured	2014	2015	2016	2017E	2018P
<b>North &amp; Central America + Caribbean</b>	<b>271</b>	<b>226</b>	<b>218</b>	<b>220</b>	<b>218</b>
<i>USA</i>	239	204	195	194	195
<b>South America</b>	<b>713</b>	<b>665</b>	<b>542</b>	<b>711</b>	<b>697</b>
<i>Brazil</i>	610	570	460	620	600
<b>Europe + CIS</b>	<b>135</b>	<b>130</b>	<b>132</b>	<b>130</b>	<b>130</b>
<b>Africa + Middle East</b>	<b>462</b>	<b>416</b>	<b>360</b>	<b>366</b>	<b>380</b>
<b>Asia + Oceania</b>	<b>2,967</b>	<b>2,833</b>	<b>2,618</b>	<b>2,410</b>	<b>2,286</b>
<i>PRC</i>	2,320	2,248	2,108	1,900	1,750
<b>World Total</b>	<b>4,548</b>	<b>4,270</b>	<b>3,869</b>	<b>3,837</b>	<b>3,709</b>
<b>World Total Excluding PRC</b>	<b>2,228</b>	<b>2,022</b>	<b>1,762</b>	<b>1,937</b>	<b>1,959</b>

Burley	2014	2015	2016	2017E	2018P
<b>North &amp; Central America + Caribbean</b>	<b>122</b>	<b>89</b>	<b>79</b>	<b>93</b>	<b>92</b>
<i>USA</i>	90	64	55	66	65
<b>South America</b>	<b>156</b>	<b>125</b>	<b>94</b>	<b>127</b>	<b>118</b>
<i>Brazil</i>	100	80	55	75	70
<b>Europe + CIS</b>	<b>46</b>	<b>38</b>	<b>34</b>	<b>32</b>	<b>32</b>
<b>Africa + Middle East</b>	<b>273</b>	<b>272</b>	<b>284</b>	<b>164</b>	<b>248</b>
<b>Asia + Oceania</b>	<b>142</b>	<b>120</b>	<b>93</b>	<b>98</b>	<b>102</b>
<i>PRC</i>	10	8	5	5	5
<b>World Total</b>	<b>739</b>	<b>644</b>	<b>584</b>	<b>514</b>	<b>591</b>

Oriental	2013	2014	2015	2016	2017E
<b>World Total</b>	<b>236</b>	<b>202</b>	<b>179</b>	<b>170</b>	<b>178</b>

Dark Air-Cured	2013	2014	2015	2016	2017E
<b>World Total</b>	<b>118</b>	<b>126</b>	<b>122</b>	<b>104</b>	<b>116</b>

All Tobacco Types	2013	2014	2015	2016	2017E
<b>World Total</b>	<b>6,255</b>	<b>6,300</b>	<b>5,831</b>	<b>5,313</b>	<b>5,244</b>

N.B.: Estimates for all types change from time to time as new data become available.  
Totals may differ from the sum of the numbers in each column due to rounding.

The data herein are Universal's estimates of production in selected tobacco origins and of world production as of the date shown on the report. The data also suggest what production levels could be for the upcoming crop. The Report is primarily based on market assessments by the worldwide Universal Group. From time to time, it may also include estimates available through various trade sources, which may not always be reliable. The Company makes no warranty on the accuracy of these data and assumes no duty to update any materials contained in this Report.

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