

Estimated Leaf Production by Crop Year

million green kgs
as of February 7, 2017

Flue-Cured	2013	2014	2015	2016E	2017P
North & Central America + Caribbean	227	271	226	218	212
<i>USA</i>	195	239	204	195	190
South America	701	713	665	540	706
<i>Brazil</i>	605	610	570	460	620
Europe + CIS	126	135	130	130	127
Africa + Middle East	367	462	416	360	354
Asia + Oceania	3,170	2,968	2,834	2,661	2,565
<i>PRC</i>	2,563	2,320	2,248	2,150	2,050
World Total	4,590	4,548	4,271	3,909	3,964
World Total Excluding PRC	2,027	2,228	2,023	1,759	1,914

Burley	2013	2014	2015	2016E	2017P
North & Central America + Caribbean	109	122	89	79	92
<i>USA</i>	81	90	64	55	65
South America	142	156	125	94	119
<i>Brazil</i>	95	100	80	55	75
Europe + CIS	45	46	38	34	34
Africa + Middle East	244	273	272	284	220
Asia + Oceania	140	142	120	92	93
<i>PRC</i>	33	10	8	5	4
World Total	680	738	644	583	557

Oriental	2012	2013	2014	2015	2016E
World Total	209	237	202	184	170

Dark Air-Cured	2012	2013	2014	2015	2016E
World Total	121	118	126	122	107

All Tobacco Types	2012	2013	2014	2015	2016E
World Total	6,332	6,257	6,301	5,873	5,416

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.

Important factors could affect current expectations for any one market, including political and economic events as well as weather conditions. Readers should not unduly rely on any estimates, projections, or other forward-looking data cited herein to reach conclusions or make decisions about the various markets. This Report is not intended to serve as an indicator of the Company's future financial results or serve as a guide for investing in the Company. For a list of factors that may affect the forward-looking data herein and the Company's future business, please refer to the section in the Company's most recent annual report on Form 10-K entitled "Management's Discussion and Analysis of Financial Conditions and Results of Operations - Factors That May Affect Future Results."

