

Estimated Leaf Production by Crop Year

million green kgs
as of November 7, 2017

Flue-Cured	2014	2015	2016	2017E	2018P
North & Central America + Caribbean	271	226	218	220	221
<i>USA</i>	239	204	195	194	196
South America	713	665	542	711	698
<i>Brazil</i>	610	570	460	620	600
Europe + CIS	135	130	132	130	128
Africa + Middle East	462	416	360	350	393
Asia + Oceania	2,967	2,833	2,646	2,570	2,500
<i>PRC</i>	2,320	2,248	2,136	2,050	1,950
World Total	4,548	4,270	3,898	3,981	3,938
World Total Excluding PRC	2,228	2,022	1,762	1,931	1,988

Burley	2014	2015	2016	2017E	2018P
North & Central America + Caribbean	122	89	79	93	92
<i>USA</i>	90	64	55	65	65
South America	156	125	94	127	118
<i>Brazil</i>	100	80	55	75	70
Europe + CIS	46	38	34	32	31
Africa + Middle East	273	272	284	164	243
Asia + Oceania	142	120	93	99	106
<i>PRC</i>	10	8	5	5	5
World Total	739	644	584	514	589

Oriental	2013	2014	2015	2016	2017
World Total	236	202	179	171	182

Dark Air-Cured	2013	2014	2015	2016	2017
World Total	118	126	122	104	116

All Tobacco Types	2014	2015	2016	2017E	2018P
World Total	6,300	5,875	5,415	5,475	5,493

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."

