

Estimated Leaf Production by Crop Year

million green kgs
as of November 8, 2018

Flue-Cured	2015	2016	2017	2018E	2019P
North & Central America + Caribbean	226	218	220	145	213
<i>USA</i>	204	195	194	119	190
South America	665	542	711	652	688
<i>Brazil</i>	570	460	620	570	600
Europe + CIS	130	131	135	130	131
Africa + Middle East	416	360	377	424	432
Asia + Oceania	2,833	2,618	2,402	2,184	2,202
<i>PRC</i>	2,248	2,108	1,883	1,650	1,650
World Total	4,270	3,869	3,845	3,535	3,666
World Total Excluding PRC	2,022	1,761	1,963	1,885	2,016

Burley	2015	2016	2017	2018E	2019P
North & Central America + Caribbean	89	79	93	74	82
<i>USA</i>	64	55	65	46	55
South America	125	94	127	113	112
<i>Brazil</i>	80	55	75	65	65
Europe + CIS	38	31	30	28	31
Africa + Middle East	272	284	164	279	245
Asia + Oceania	120	93	102	101	106
<i>PRC</i>	8	5	5	5	5
World Total	644	580	516	595	575

Oriental	2014	2015	2016	2017	2018E
World Total	202	179	171	188	172

Dark Air-Cured	2014	2015	2016	2017	2018E
World Total	126	122	106	117	123

All Tobacco Types	2015	2016	2017	2018E	2019P
World Total	5,831	5,311	5,263	5,041	5,146

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."

