

Farmers

UNITAB	Crop 2016						Crop 2017					
	Contracted volumes (tons)						Contracted volumes (tons)					
Country	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	Unitab vs Total Country	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	Unitab vs Total Country
Italy	28.879	14.302	5.227	-	48.407	79,5%	29.712	12.794	4.413	-	46.919	75,8%
Spain	12.860	635	234	-	13.730	45,5%	14.170	462	228	-	14.859	49,5%
Poland	25.807	2.263	455	-	28.525	75,5%	23.424	1.920	375	-	25.718	74,5%
Greece	5.500	-	-	22.750	28.250	87,7%	5.000	-	-	21.400	26.400	88,9%
Bulgaria	300	1.003	-	6.706	8.009	50,0%	300	1.170	-	7.160	8.630	52,4%
France	4.996	2.514	48	-	7.558	95,0%	4.950	2.200	30	-	7.180	96,0%
Hungary	4.803	1.540	-	-	6.343	100,0%	4.925	1.246	-	-	6.171	100,0%
Germany	4.869	-	-	-	4.869	100,0%	4.800	-	-	-	4.800	100,0%
Portugal	-	148	-	-	148	100,0%	-	124	-	-	124	100,0%
Belgium	-	7	113	-	120	100,0%	-	7	113	-	120	100,0%
Croatia	-	-	-	-	-		-	-	-	-	-	
Romania	-	-	-	-	-		-	-	-	-	-	
Total UNITAB (A)	88.015	22.412	6.077	29.456	145.959		87.280	19.922	5.159	28.560	140.921	
Total EU (B)	135.838	31.989	8.608	31.003	207.438		132.975	30.093	8.422	30.102	201.592	
Total UNITAB vs Total EU (A/B)	64,8%	70,1%	70,6%	95,0%	70,4%		65,6%	66,2%	61,3%	94,9%	69,9%	

Total EU ELTI (UNITAB) MS (C)	126.370	30.548	8.608	31.003	196.529		123.915	28.851	8.422	30.102	191.290	
Total UNITAB vs EU ELTI (UNITAB) MS (A/C)	69,6%	73,4%	70,6%	95,0%	74,3%		70,4%	69,1%	61,3%	94,9%	73,7%	

First Processors

FETRATAB	Crop 2016						Crop 2017					
	Contracted volumes (tons)						Contracted volumes (tons)					
Country	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	Fetratab vs Total Country	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	Fetratab vs Total Country
Italy	31.690	15.829	3.328	-	50.846	83,5%	32.786	14.979	3.472	-	51.238	82,7%
Spain	27.084	1.469	436	-	28.989	96,0%	27.273	866	360	-	28.499	95,0%
Poland	13.816	3.668	885	-	18.369	48,6%	14.108	3.387	799	-	18.294	53,0%
Greece	8.900	-	-	22.464	31.364	97,4%	7.500	-	-	21.146	28.646	96,5%
Bulgaria	639	-	-	5.287	5.926	37,0%	350	-	-	6.220	6.570	39,9%
France	4.856	2.514	48	-	7.418	93,2%	4.800	2.200	30	-	7.030	94,0%
Hungary	3.428	1.225	-	-	4.653	73,4%	3.688	1.045	-	-	4.733	76,7%
Germany	2.100	-	-	-	2.100	43,1%	1.700	-	-	-	1.700	35,4%
Portugal	-	-	-	-	-		-	-	-	-	-	
Belgium	-	-	-	-	-		-	-	-	-	-	
Croatia	-	-	-	-	-		-	-	-	-	-	
Romania	-	-	-	-	-		-	-	-	-	-	
Total FETRATAB (A)	92.512	24.705	4.697	27.751	149.665		92.205	22.478	4.662	27.366	146.710	
Total EU (B)	135.838	31.989	8.608	31.003	207.438		132.975	30.093	8.422	30.102	201.592	
Total FETRATAB vs Total EU (C/B)	68,1%	77,2%	54,6%	89,5%	72,1%		69,3%	74,7%	55,3%	90,9%	72,8%	

Total EU ELTI (FETRATAB) MS (C)	126.370	30.394	8.495	31.003	196.261		123.915	28.720	8.309	30.102	191.046	
Total FETRATAB vs EU ELTI (UNITAB) MS (A/C)	73,2%	81,3%	55,3%	89,5%	76,3%		74,4%	78,3%	56,1%	90,9%	76,8%	

Country	= in grey background Countries where currently Unitab or Fetratab members does not exist
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Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	UNITAB (Italia)	OPTA	Scarl	14.705	249	1.648		16.602	15.584	183	1.616		17.383
		APC	Scarl	296	821	801		1.918	336	725	781		1.842
	ONT Italia (1)	ONT Italia	Scarl	10.655	10.868			21.523	13.792	11.886	2.016		27.694
		OPIT	Scarl	2.792	69	63		2.924					
		ATAS	Scarl	89	724	1.277		2.090					
		Burley Italia	Scarl	21	858	140		1.020					
		Intertab	Scarl	311	377			689					
		CTS	Scarl	10	105	477		592					
		ATIC	Scarl		12	749		761					
		Asprotaca	Scarl		217	73		290					
Total UNITAB (A)				28.879	14.302	5.227	-	48.407	29.712	12.794	4.413	-	46.919
Total Italy (B)				36.006	18.026	6.828	-	60.861	36.924	18.079	6.919	-	61.923
% UNITAB vs Total Italy (A/B)				80,2%	79,3%	76,5%		79,5%	80,5%	70,8%	63,8%		75,8%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB	APTI	Deltafina (direct)	Srl	8.642	4.814			13.456	8.783	5.081			13.864
		Deltafina (service)	Srl	10.655	10.868			21.523	10.938	9.749			20.687
		TTI	Scarl	12.392	147			12.539	13.065	150			13.215
		MST	Spa			3.293		3.293			3.435		3.435
		CTMG	Scarl			35		35			37		37
Total FETRATAB (A)				31.690	15.829	3.328	-	50.846	32.786	14.979	3.472	-	51.238
Total Italy (B)				36.006	18.026	6.828	-	60.861	36.924	18.079	6.919	-	61.923
% FETRATAB vs Total Italy (A/B)				88,0%	87,8%	48,7%		83,5%	88,8%	82,9%	50,2%		82,7%

Notes

(1) Starting with crop 2017 ONT Italia, formerly a POA, restructured into a PO: 5 of its member POs (OPIT, ATAS, Burley Italia, Intertab and CTS) renounced to their individual recognition remaining Coop members, while 2 POs (ATIC, Asprotaca) left ONT Italia and operate individually.

UNITAB Italia = Unione Italiana Tabacco

APTi = Associazione Professionale Trasformatori Tabacchi Italiani

All figures are officially provided by the Italian MoA

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	FNCT	AA TAB	S.A.T.	8.449	635	234		9.318	8.790	462	203		9.455
		Tabacos de Talayuela	S.A.T.	4.411				4.411	5.380				5.380
		Tabachavana						-			25		25
Total UNITAB (A)				12.860	635	234	-	13.730	14.170	462	228	-	14.859
Total Spain (B)				28.241	1.529	436	-	30.206	28.335	1.316	360	-	30.012
% UNITAB vs Total Spain (A/B)				45,5%	41,5%	53,6%		45,5%	50,0%	35,1%	63,2%		49,5%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB	ANETAB	Cetarsa	S.A.	21.999	1.469	436		23.905	21.287	822	360		22.469
		Deltafina	Srl	3.995				3.995	4.250	41			4.291
		Agroexpansion	S.A.	1.089				1.089	1.736	4			1.739
Total FETRATAB (A)				27.084	1.469	436	-	28.989	27.273	866	360	-	28.499
Total Spain (B)				28.241	1.529	436	-	30.206	28.335	1.316	360	-	30.012
% FETRATAB vs Total Spain (A/B)				95,9%	96,1%	100,0%		96,0%	96,2%	65,8%	100,0%		95,0%

Notes

FNCT = Federación Nacional de Cultivadores de Tabaco

AA TAB = Asociación Agrupada TAB

ANETAB = Asociación Nacional de Empresas Transformadoras de Tabaco

Tabacos de Talayuela and Tabachanana are non registered POs

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	PZPT	OZPT w Kielcach		1.453	871	320		2.644	1.194	925	253		2.372
		OZPT w Krakowie		295	751	135		1.181	261	690	122		1.073
		OZPT w Leżajsku		11.805	75			11.880	10.279	50			10.329
		OZPT w Olesnicy		94	266			360		55			55
	KZPT	OZPT w Augustowie		700				700	600				600
		OZPT w Biłgoraju		7.890				7.890	7.860				7.860
		OZPT w Lublinie		3.570	300			3.870	3.230	200			3.430
Total UNITAB (A)				25.807	2.263	455	-	28.525	23.424	1.920	375	-	25.718
Total Poland (B)				31.000	5.604	1.182		37.786	29.000	4.509	1.000		34.509
% Total UNITAB vs Total Poland (A/B)				83,2%	40,4%	38,5%		75,5%	80,8%	42,6%	37,5%		74,5%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB		ULT Poland (direct)	Spzoo	10.514	3.329	732	-	14.575	8.808	2.837	649	-	12.294
		ULT Poland (service)	Spzoo	3.302	339	153	-	3.794	5.300	550	150	-	6.000
Total FETRATAB (A)				13.816	3.668	885	-	18.369	14.108	3.387	799	-	18.294
Total Poland (B)				31.000	5.604	1.182	-	37.786	29.000	4.509	1.000	-	34.509
% Total FETRATAB vs Total Poland (A/B)				44,6%	65,5%	74,9%		48,6%	48,6%	75,1%	79,9%		53,0%

Notes

PZPT = Polskiego Związku Plantatorów Tytoniu

KZPT = Krajowego Związku Plantatorów Tytoniu

ULT PL = Universal Leaf Tobacco Poland

Contracting figures are ELTI members best estimates.

ULT Poland (direct) figures are actual figures contracted by the company in each given crop year.

ULT Poland (service) figures are actual (processed) volumes in case of 2016 and estimated (declared) volumes in case of 2017.

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	K.K.S.E.K.E. "KAPNIKI"	"KAPNIKI" members		5.500			22.750	28.250	5.000			21.400	26.400
Total UNITAB (A)				5.500	-	-	22.750	28.250	5.000	-	-	21.400	26.400
Total Greece (B)				9.100			23.113	32.213	8.000			21.682	29.682
% Total UNITAB vs Total Greece (A/B)				60,4%			98,4%	87,7%	62,5%			98,7%	88,9%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB	HATPI	SEKE	A.E.	3.400			6.017	9.417	4.100			6.574	10.674
		SOCOTAB	Eood				6.688	6.688				6.696	6.696
		MISSIRIAN	ABEE				7.572	7.572				7.177	7.177
		MICHAILIDES	S.A.	3.000			1.547	4.547	400			-	400
		GLEOUDIS	A.E.	2.500			426	2.926	3.000			543	3.543
		NAXIADIS	A.E.				214	214				156	156
Total FETRATAB (A)				8.900	-	-	22.464	31.364	7.500	-	-	21.146	28.646
Total Greece (B)				9.100	-	-	23.113	32.213	8.000	-	-	21.682	29.682
% Total FETRATAB vs Total Greece (A/B)				97.8%			97.2%	97.4%	93.8%			97.5%	96.5%

Notes

K.K.S.E.K.E. = Central Branch Cooperative Union of Tobacco Growers - "KAPNIKI"; KAPNIKI is a 2nd degree cooperative grouping 20 local tobacco growers cooperatives

HATPI = Hellenic Association of Tobacco Processing Industries

SOCOTAB Eood is a Bulgarian company which also contracts Greek tobaccos; is not a direct member of HATPI, but of the Greek Raw Tobacco Interbranch Organization P.D.O.A.K. and also of Fetratab (Bulgaria branch)

MICHAILIDES is not a direct member of HATPI but of the Greek Raw Tobacco Interbranch Organization P.D.O.A.K.

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	NAT-2010			300	1.003	-	6.706	8.009	300	1.170	-	7.160	8.630
Total UNITAB (A)				300	1.003	-	6.706	8.009	300	1.170	-	7.160	8.630
Total Bulgaria (B)				6.955	1.180	-	7.890	16.025	6.680	1.370	-	8.420	16.470
% Total UNITAB vs Total Bulgaria (A/B)				4,3%	85,0%		85,0%	50,0%	4,5%	85,4%		85,0%	52,4%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB		Socotab BG	Eood				3.360	3.360				3.900	3.900
		AOI BG	Eood	289			1.727	2.016				2.120	2.120
		Trakia Tabak	Eood	350			200	550	350			200	550
Total FETRATAB (A)				639	-	-	5.287	5.926	350	-	-	6.220	6.570
Total Bulgaria (B)				6.955	1.180	-	7.890	16.025	6.680	1.370	-	8.420	16.470
% Total FETRATAB vs Total Bulgaria (A/B)					9,2%		67,0%	37,0%	5,2%			73,9%	39,9%

Notes

NAT-2010 = НАЦИОНАЛНА АСОЦИАЦИЯ НА ТЮТЮНОПРОИЗВОДИТЕЛИТЕ = NAT-2010 National Association of Tobacco Growers

AOI BG = Alliance One Bulgaria

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	F.N.P.T. / France Tabac USCA	CT2F	Coop	3.976	211			4.187	3.970	200			4.170
		DAUPHINOISE	Coop	8	233			241	20	200			220
		MIDI	Coop	315	694			1.009	380	650			1.030
		PSAL	Coop	297	587			884	280	550			830
		TGA	Coop	400	789	48		1.237	300	600	30		930
Total UNITAB (A)				4.996	2.514	48		7.558	4.950	2.200	30		7.180
Total France (B)				5.396	2.514	48	-	7.958	5.250	2.200	30	-	7.480
% Total UNITAB vs Total France (A/B)				92.6%	100.0%	100.0%		95.0%	94.3%	100.0%	100.0%		96.0%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB (1)		France Tabac - Sarlat	Usca	3.316	2.514	48		5.878	3.800	2.200	30		6.030
		France Tabac - AOI DE	Usca	1.540				1.540	1.000				1.000
Total FETRATAB (A)				4.856	2.514	48		7.418	4.800	2.200	30		7.030
Total France (B)				5.396	2.514	48	-	7.958	5.250	2.200	30	-	7.480
% Total FETRATAB vs Total France (A/B)				90.0%	100.0%	100.0%		93.2%	91.4%	100.0%	100.0%		94.0%

Notes

FNPT = Fédération Nationale des Planteurs de Tabac

National total volumes are Unitab/France Tabac best estimations, official figures are not available

(1) Of the 4,996 ton of Virginia produced by FNTP/FT in 2016, 3,316 were processed at the France Tabac facility in Sarlat; 1,540 in Germany by Alliance One Rotag, Fetratab member, and 140 by non Fetratab members (not on this table); for crop 2017 out of 4,800 FNTP/FT tons of Virginia, respectively FT/Sarlat 3,800 and FT/AOI 1,000

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	Madosz	NYIDOTER	Ltd.	3.428	1.225			4.653	3.688	1.045			4.733
		DOFER	Pte.Ltd.	1.375	315			1.690	1.237	201			1.438
Total UNITAB (A)				4.803	1.540	-	-	6.343	4.925	1.246	-	-	6.171
Total Hungary (B)				4.803	1.540			6.343	4.925	1.246			6.171
% Total UNITAB vs Total Hungary (A/B)					100,0%	100,0%		100,0%	100,0%	100,0%			100,0%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB		ULT Hungary	Pte.Ltd.	3.428	1.225			4.653	3.688	1.045			4.733
Total FETRATAB (A)				3.428	1.225	-	-	4.653	3.688	1.045	-	-	4.733
Total Hungary (B)				4.803	1.540	-	-	6.343	4.925	1.246	-	-	6.171
% Total FETRATAB vs Total Hungary (A/B)				71,4%	79,5%			73,4%	74,9%	83,9%			76,7%

Notes

Madosz = Magyar Dohánytermelők Országos Szövetsége

ULT HU = Universal Leaf Tobacco Hungary

Crop 2016 figures are official figures (actually purchased volume)

Crop 2017 figures are best estimates

Dofer makes individual contracts with the farmers. Dofer farmers do not belong to any tobacco growers' group but all farmers are members of Madosz.

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB	BdT	BdT members	e.V.	4.869				4.869	4.800				4.800
Total UNITAB (A)				4.869	-	-	-	4.869	4.800	-	-	-	4.800
Total Germany (B)				4.869	-	-	-	4.869	4.800	-	-	-	4.800
% Total UNITAB vs Total Germany (A/B)				100,0%				100,0%	100,0%				100,0%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB		AOI Rotag	AG	2.100				2.100	1.700				1.700
Total FETRATAB (A)				2.100	-	-	-	2.100	1.700	-	-	-	1.700
Total Germany (B)				4.869	-	-	-	4.869	4.800	-	-	-	4.800
% Total FETRATAB vs Total Germany (A/B)				43,1%				43,1%	35,4%				35,4%

Notes

BdT = Bundesverband Deutscher Tabakpflanzer e.V. - BdT d.V. is registered at Amtsgericht Mannheim (VR 100278) and represents 7 regional associations with approximately 100 growers

AOI Rotag = Alliance One International Rotag

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB		AGRI			148			148		124			124
Total UNITAB (A)				-	148	-	-	148	-	124	-	-	124
Total Portugal (B)					148			148		124			124
% Total UNITAB vs Total Belgium (A/B)					100,00%			100,00%		100,00%			100,00%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB								-					-
Total FETRATAB (A)				-	-	-	-	-	-	-	-	-	-
Total Portugal (B)				-	148	-	-	148	-	124	-	-	124
% Total FETRATAB vs Total Belgium (A/B)													

Notes

In Portugal currently there are not Fetratab members

Crop 2016 volumes are provided officially by the Portuguese MoA

Crop 2017 volumes are estimations based on the reduction of total growing surface

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB		TASYCA			7	113		120		7	113		120
Total UNITAB (A)				-	7	113	-	120	-	7	113	-	120
Total Belgium (B)				-	7	113	-	120	-	7	113	-	120
% Total UNITAB vs Total Belgium (A/B)					100,00%	100,00%		100,00%		100,00%	100,00%		100,00%

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB								-					-
Total FETRATAB (A)				-	-	-	-	-	-	-	-	-	-
Total Belgium (B)				-	7	113	-	120	-	7	113	-	120
% Total FETRATAB vs Total Belgium (A/B)													

Notes

In Belgium currently there are not Fetratab members

National total volumes are TASYCA - Tabakssyndicaat best estimations, official figures are not available

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB		Udruga hrvatskih proizvođača		6.718	680			7.398	6.560	507			7.067
		Udruga duhanskih proizvođača		1.750	61			1.811	1.500	35			1.535
Total UNITAB (A)													
Total Croatia (B)				8.468	741	-	-	9.209	8.060	542	-	-	8.602
% Total UNITAB vs Total Croatia (A/B)													

First Processors

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB		Hrvatski duhan d.d. Virovitica		6.718	680			7.398	6.560	507			7.067
		Agroduhan d.o.o. Slatina		1.750	61			1.811	1.500	35			1.535
Total FETRATAB (A)													
Total Croatia (B)				8.468	741	-	-	9.209	8.060	542	-	-	8.602
% Total FETRATAB vs Total Croatia (A/B)													

Notes

In Croatia currently there are not Unitab and Fetratab members

Crop 2016 figures are official figures (purchased volumes)

Farmers

Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered Producer Organisation		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
UNITAB								-					-
Total UNITAB (A)				-	-	-	-	-	-	-	-	-	-
Total Romania (B)				1.000	700	-	-	1.700	1.000	700	-	-	1.700
% Total UNITAB vs Total Romania (A/B)													

First Processors

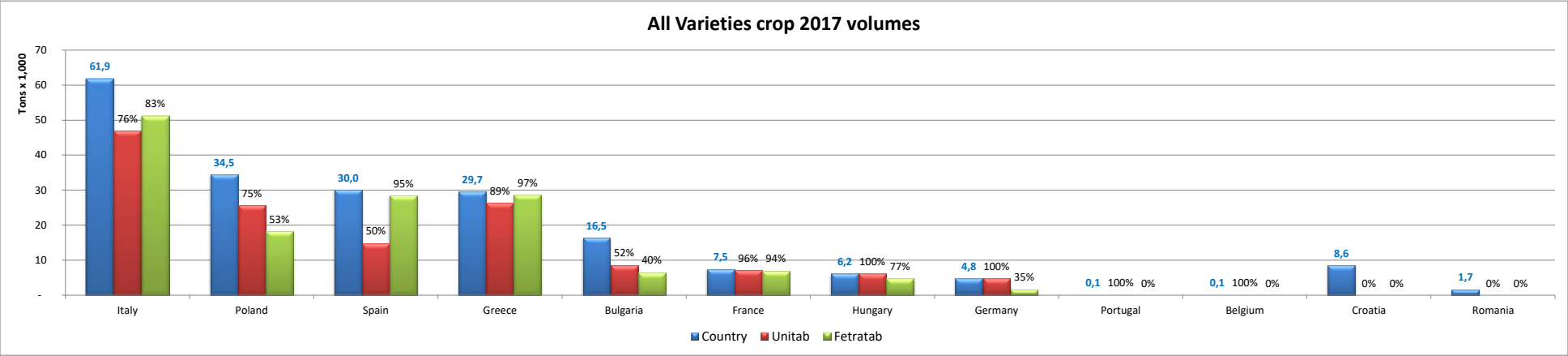
Associations				Crop 2016					Crop 2017				
				Contracted volumes (tons)					Contracted volumes (tons)				
European	National	Registered First Processor		GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total	GV 1 (Virginia Bright)	GV 2 (Burley)	GV 3-4 (Dark, Dark Fired)	GV 5-8 (Orientals)	Total
FETRATAB								-					-
Total FETRATAB (A)				-	-	-	-	-	-	-	-	-	-
Total Romania (B)				1.000	700	-	-	1.700	1.000	700	-	-	1.700
% Total FETRATAB vs Total Romania (A/B)													

Notes

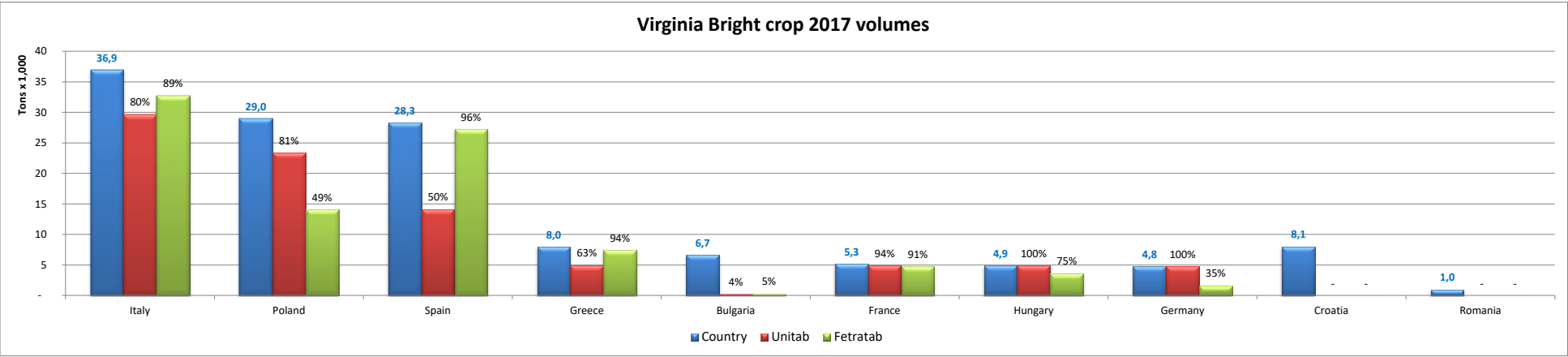
In Romania currently there are not Unitab and Fetratab members

Total Romanian figures are Fetratab best estimations for crop 2016, ranging about 500-1,500 tons for Virginia and 600-800 tons for Burley. The same figures have been just replicated for crop 2017

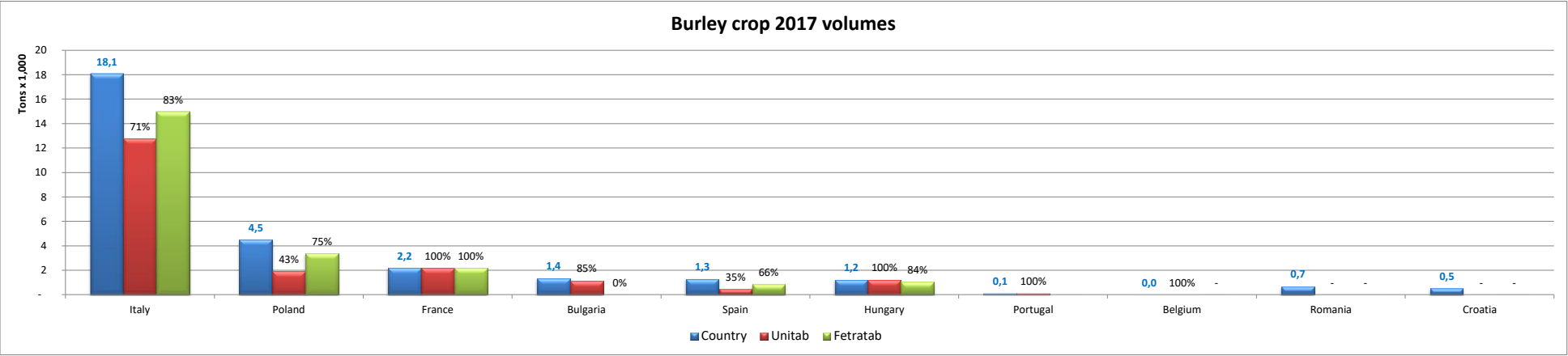
Country	Global	% vs Total EU	ELTI			
			Unitab	% Unitab vs Country	Fetratab	% Fetratab vs Country
Italy	61.923	31%	46.919	76%	51.238	83%
Poland	34.509	17%	25.718	75%	18.294	53%
Spain	30.012	15%	14.859	50%	28.499	95%
Greece	29.682	15%	26.400	89%	28.646	97%
Bulgaria	16.470	8%	8.630	52%	6.570	40%
France	7.480	4%	7.180	96%	7.030	94%
Hungary	6.171	3%	6.171	100%	4.733	77%
Germany	4.800	2%	4.800	100%	1.700	35%
Portugal	124	0%	124	100%	-	-
Belgium	120	0%	120	100%	-	-
Croatia	8.602	4%	-	-	-	-
Romania	1.700	1%	-	-	-	-
Total EU	201.592	100%	140.921	70%	146.710	73%



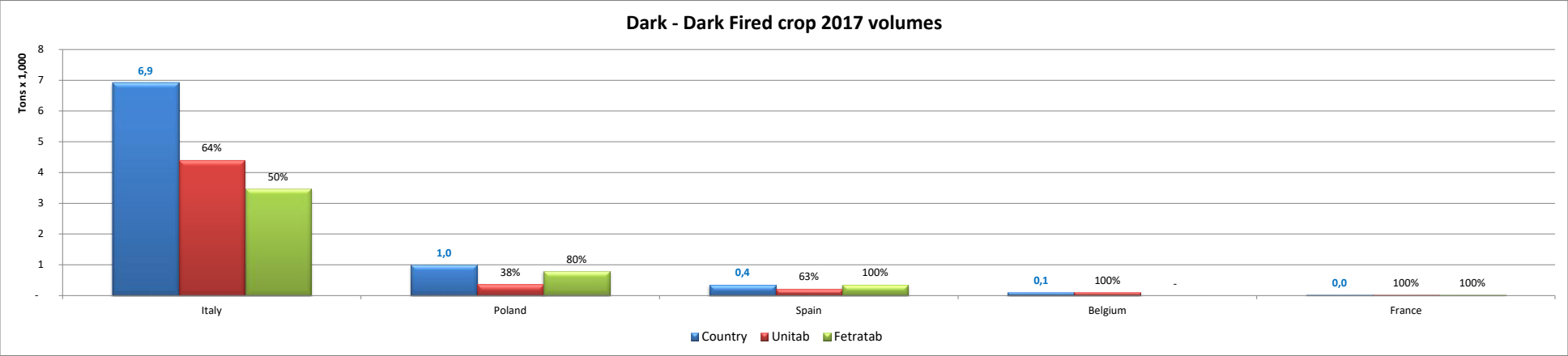
Country	Global	% vs Total EU	ELTI			
			Unitab	% Unitab vs Country	Fetratab	% Fetratab vs Country
Italy	36.924	28%	29.712	80%	32.786	89%
Poland	29.000	22%	23.424	81%	14.108	49%
Spain	28.335	21%	14.170	50%	27.273	96%
Greece	8.000	6%	5.000	63%	7.500	94%
Bulgaria	6.680	5%	300	4%	350	5%
France	5.250	4%	4.950	94%	4.800	91%
Hungary	4.925	4%	4.925	100%	3.688	75%
Germany	4.800	4%	4.800	100%	1.700	35%
Croatia	8.060	6%	-	-	-	-
Romania	1.000	1%	-	-	-	-
Total EU	132.975	100%	87.280	66%	92.205	69%



Country	Global	% vs Total EU	ELTI			
			Unitab	% Unitab vs Country	Fetratab	% Fetratab vs Country
Italy	18.079	60%	12.794	71%	14.979	83%
Poland	4.509	15%	1.920	43%	3.387	75%
France	2.200	7%	2.200	100%	2.200	100%
Bulgaria	1.370	5%	1.170	85%	-	-
Spain	1.316	4%	462	35%	866	66%
Hungary	1.246	4%	1.246	100%	1.045	84%
Portugal	124	0%	124	100%	-	-
Belgium	7	0%	7	100%	-	-
Romania	700	2%	-	-	-	-
Croatia	542	2%	-	-	-	-
Total EU	30.093	100%	19.922	66%	22.478	75%



Country	Global	% vs Total EU	ELTI			
			Unitab	% Unitab vs Country	Fetratab	% Fetratab vs Country
Italy	6.919	82%	4.413	64%	3.472	50%
Poland	1.000	12%	375	38%	799	80%
Spain	360	4%	228	63%	360	100%
Belgium	113	1%	113	100%	-	
France	30	0%	30	100%	30	100%
Total EU	8.422	100%	5.159	61%	4.662	55%



Country	Global	% vs Total EU	ELTI			
			Unitab	% Unitab vs Country	Fetratab	% Fetratab vs Country
Greece	21.682	72%	21.400	99%	21.146	98%
Bulgaria	8.420	28%	7.160	85%	6.220	74%
Total EU	30.102	100%	28.560	95%	27.366	91%

