



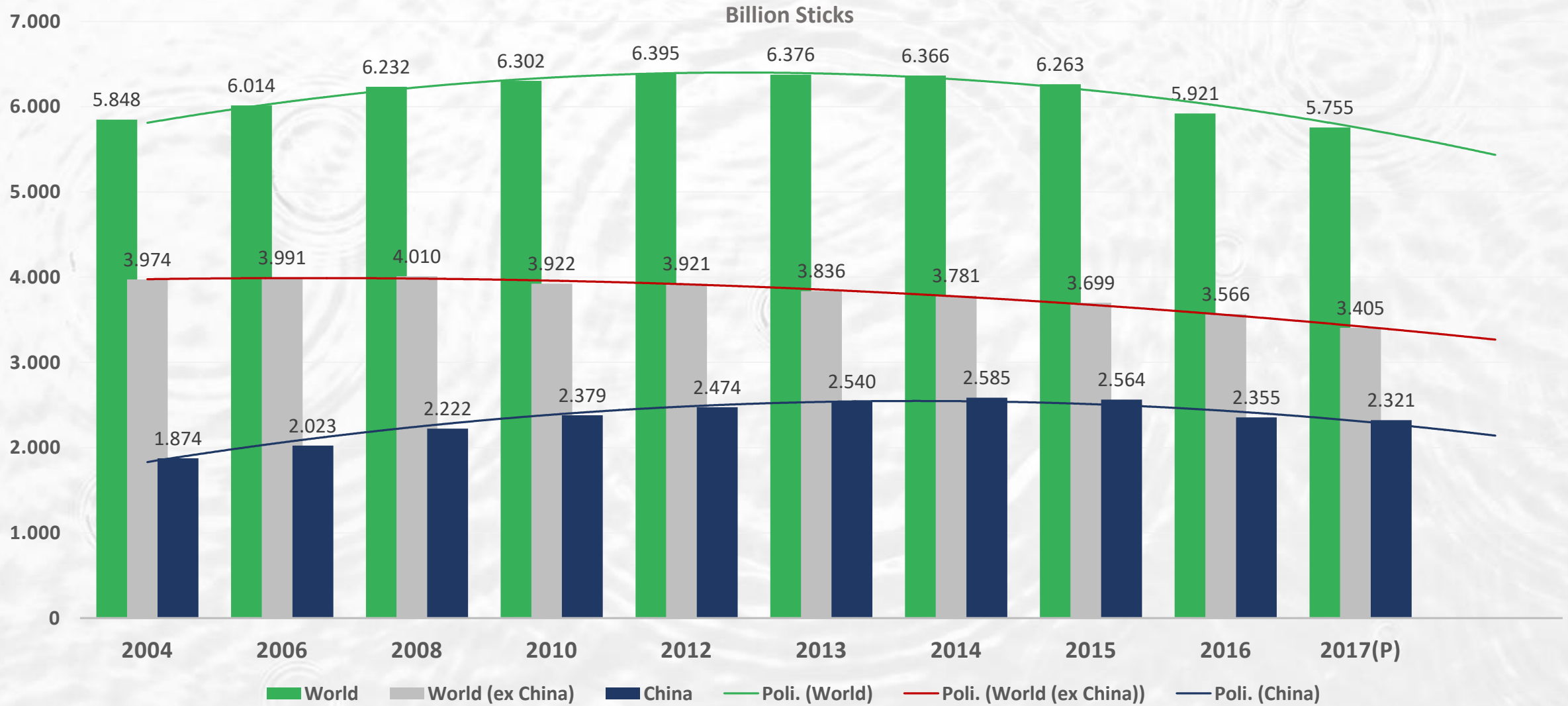
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100 YEARS

# Production Trends

**WTE Europe Sofia**  
**May 2018**

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FETRATAB President

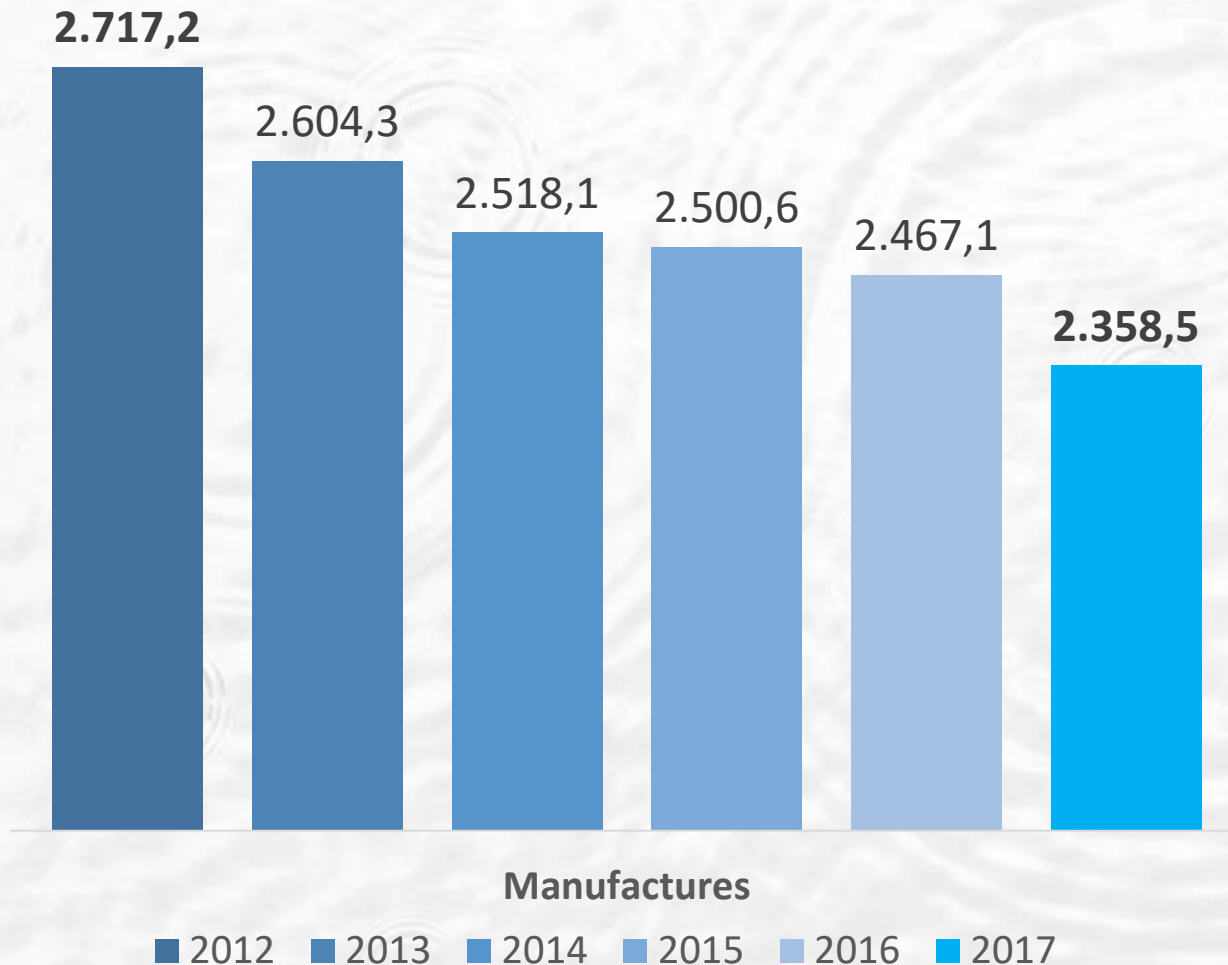
# Cigarette Production Trend



# The Big Five Manufactures FY Performance

## 2012-2017 Trend

2012 - 2017 Year End (Billion Sticks)



2012 - 2017		
Year	Billion Sticks difference	% Change
2013 vs 2012	-112.9	-4.2%
2014 vs 2013	-86.2	-3.3%
2015 vs 2014	-17.5	-0.7%
2016 vs 2015	-33.5	-1.3%
2017 vs 2016	-108.6	-4.4%
<b>2017 vs 2012</b>	<b>-358.7</b>	<b>-13.2%</b>

Equivalent Tobacco = approx. **-215 Million Kgs**

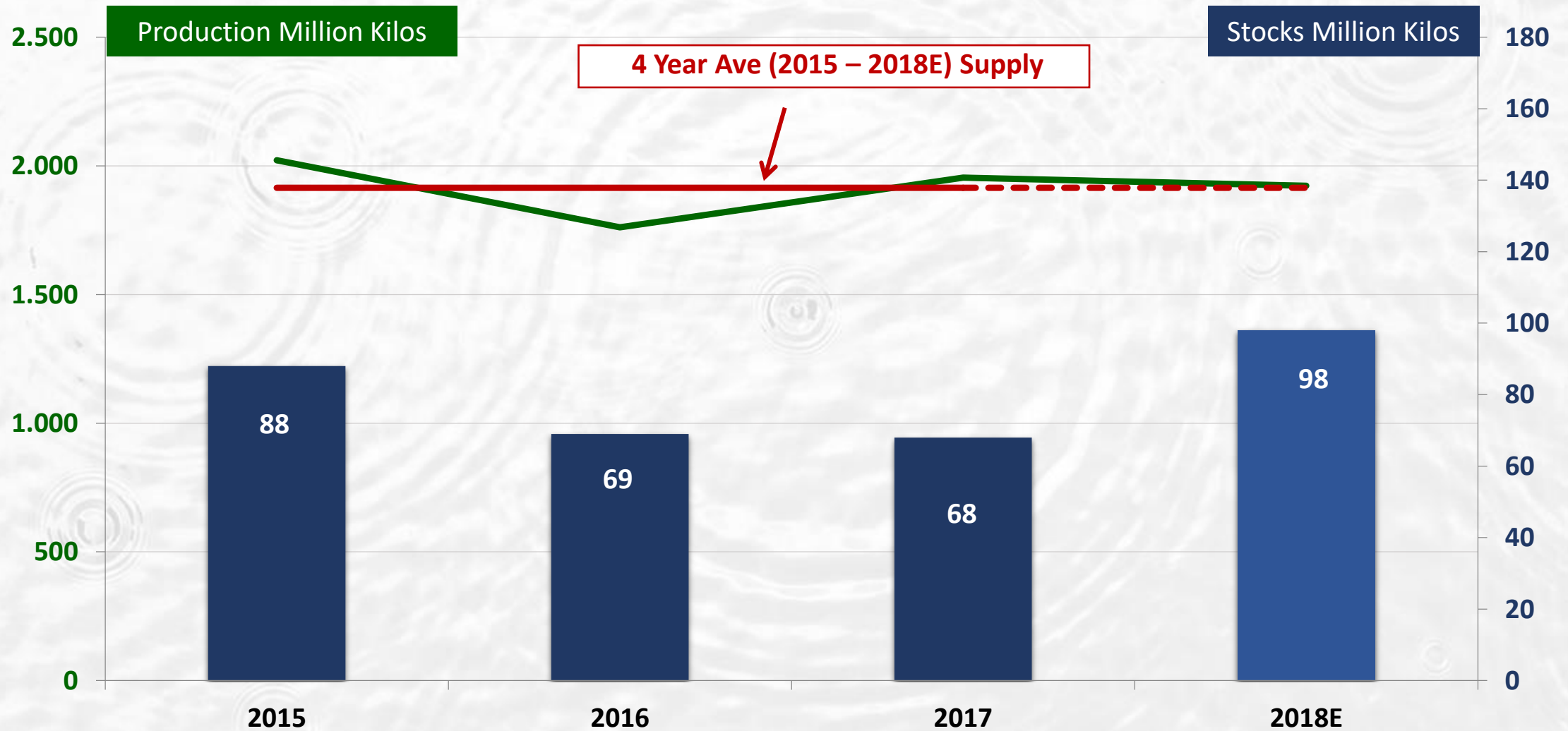
# FCV – Production

(ex – PRC) Million Kilos

Selected Origins	2015	2016	2017	2018E
Argentina	75	64	73	65
Brazil	570	460	620	570
USA	204	195	194	195
Tanzania	92	61	85	62
Zimbabwe	200	202	189	215
EU	120	120	125	119
India	262	217	210	226
All Others	499	442	457	471
<b>TOTAL</b>	<b>2,022</b>	<b>1,761</b>	<b>1,954</b>	<b>1,923</b>
<b>4 Year Production Ave</b>	<b>1,915</b>	<b>1,915</b>	<b>1,915</b>	<b>1,915</b>
<b>Difference</b>	<b>107</b>	<b>(154)</b>	<b>39</b>	<b>8</b>
<b>PRC</b>	<b>2,248</b>	<b>2,108</b>	<b>1,883</b>	<b>1,750</b>

# FCV – Stocks

(ex – PRC)



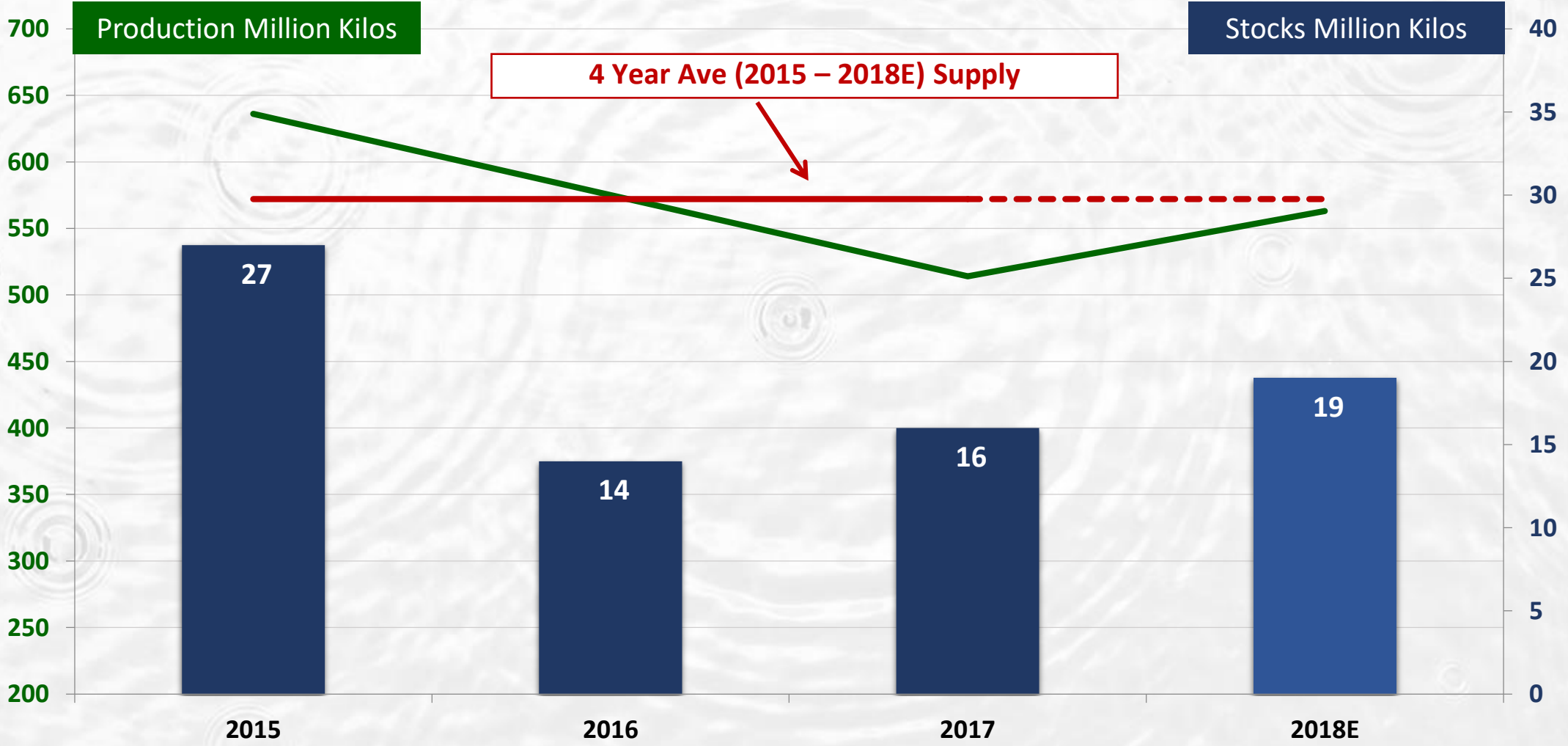
# Burley – Production

(ex – PRC) Million Kilos

Selected Origins	2015	2016	2017	2018E
Argentina	31	26	40	36
Brazil	80	55	75	65
USA	64	55	65	55
EU	35	28	28	25
India	25	11	20	21
Malawi	168	175	81	125
Mozambique	73	87	58	81
All Others	161	138	147	155
<b>TOTAL</b>	<b>636</b>	<b>575</b>	<b>514</b>	<b>563</b>
<b>4 Year Production Ave</b>	<b>572</b>	<b>572</b>	<b>572</b>	<b>572</b>
<b>Difference</b>	<b>64</b>	<b>3</b>	<b>(58)</b>	<b>(9)</b>
<b>PRC</b>	<b>8</b>	<b>5</b>	<b>5</b>	<b>5</b>

# Burley – Stocks

(ex – PRC)



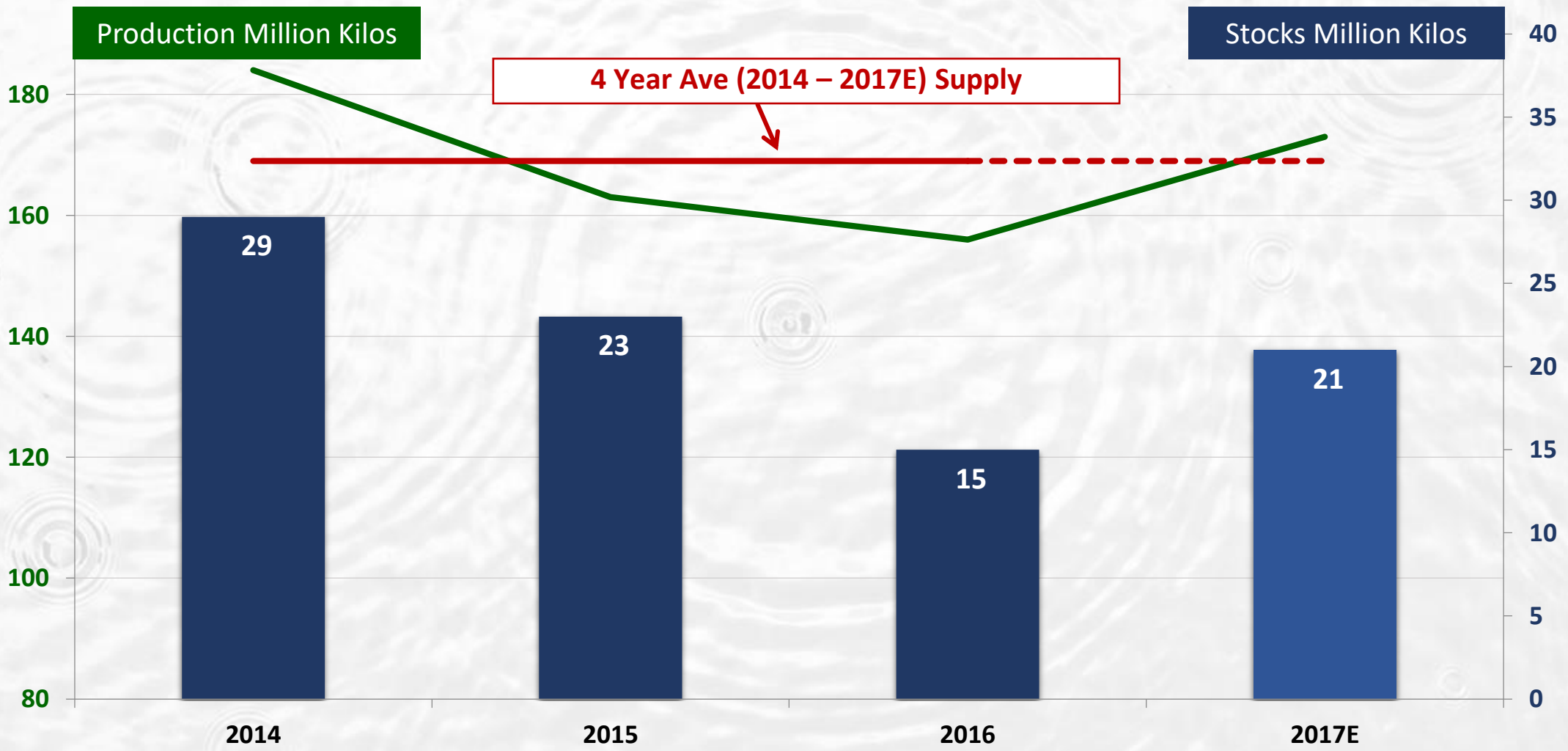
# Oriental – Production

(ex – PRC) Million Kilos

Selected Origins	2014	2015	2016	2017E
Turkey	66	60	60	78
Greece	26	21	19	19
Macedonia	25	19	25	24
Bulgaria	12	9	6	6
CIS	30	25	25	25
All Others	26	28	21	21
<b>TOTAL</b>	<b>184</b>	<b>163</b>	<b>156</b>	<b>173</b>
<b>4 Year Production Ave</b>	<b>169</b>	<b>169</b>	<b>169</b>	<b>169</b>
<b>Difference</b>	<b>15</b>	<b>(6)</b>	<b>(13)</b>	<b>4</b>
<b>PRC</b>	<b>18</b>	<b>16</b>	<b>16</b>	<b>13</b>



# Oriental – Stocks (ex – PRC)



## European tobacco will continue to be an active part in the world market :

1. Becoming aware that, with the reduction of the consumption of smoking products, only the high quality traceable and responsible productions, cultivated and processed with high standards of **sustainability**, will find a place on the market, both for conventional and New Generation Products
2. Adjusting the production volumes of the different tobacco types according to manufacturers request
3. Continuing to promote the social importance of tobacco production, supporting the interests of the entire supply chain (from seed to manufacturer) towards the European Institutions and Regulatory Authorities

# Sustainability Report



Sustainability Report, is the demonstration that the concept of doing business is significantly changing.

Social progress is achieved only when economic growth is accompanied by respect for the person and the environment



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100 YEARS

**Thank you for your attention**