

Estimated Leaf Production by Crop Year

million green kgs
as of August 5, 2020

| Flue-Cured | 2017 | 2018 | 2019 | 2020E | 2021P |
|--|--------------|--------------|--------------|--------------|--------------|
| North & Central America + Caribbean | 220 | 160 | 154 | 126 | 144 |
| <i>USA</i> | 194 | 135 | 128 | 109 | 126 |
| South America | 718 | 658 | 688 | 639 | 658 |
| <i>Brazil</i> | 620 | 570 | 600 | 550 | 570 |
| Europe + CIS | 135 | 125 | 114 | 119 | 119 |
| Africa + Middle East | 371 | 415 | 429 | 353 | 363 |
| Asia + Oceania | 2,400 | 2,278 | 2,240 | 2,255 | 2,268 |
| <i>PRC</i> | 1,883 | 1,748 | 1,706 | 1,743 | 1,743 |
| World Total | 3,845 | 3,636 | 3,624 | 3,492 | 3,553 |
| World Total Excluding PRC | 1,962 | 1,888 | 1,918 | 1,749 | 1,809 |

| Burley | 2017 | 2018 | 2019 | 2020E | 2021P |
|--|------------|------------|------------|------------|------------|
| North & Central America + Caribbean | 93 | 69 | 64 | 58 | 52 |
| <i>USA</i> | 65 | 41 | 36 | 37 | 33 |
| South America | 131 | 117 | 120 | 106 | 97 |
| <i>Brazil</i> | 75 | 65 | 70 | 57 | 50 |
| Europe + CIS | 30 | 26 | 24 | 23 | 23 |
| Africa + Middle East | 164 | 279 | 237 | 192 | 220 |
| Asia + Oceania | 97 | 101 | 103 | 105 | 101 |
| <i>PRC</i> | 5 | 5 | 5 | 7 | 7 |
| World Total | 514 | 591 | 548 | 483 | 492 |

| Oriental | 2016 | 2017 | 2018 | 2019 | 2020E |
|--------------------|------------|------------|------------|------------|------------|
| World Total | 171 | 188 | 155 | 164 | 157 |

| Dark Air-Cured | 2016 | 2017 | 2018 | 2019 | 2020E |
|--------------------|------------|------------|------------|------------|------------|
| World Total | 109 | 117 | 124 | 122 | 126 |

| All Tobacco Types | 2017 | 2018 | 2019 | 2020E | 2021P |
|--------------------|--------------|--------------|--------------|--------------|--------------|
| World Total | 5,273 | 5,180 | 5,128 | 4,911 | 4,952 |

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."



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