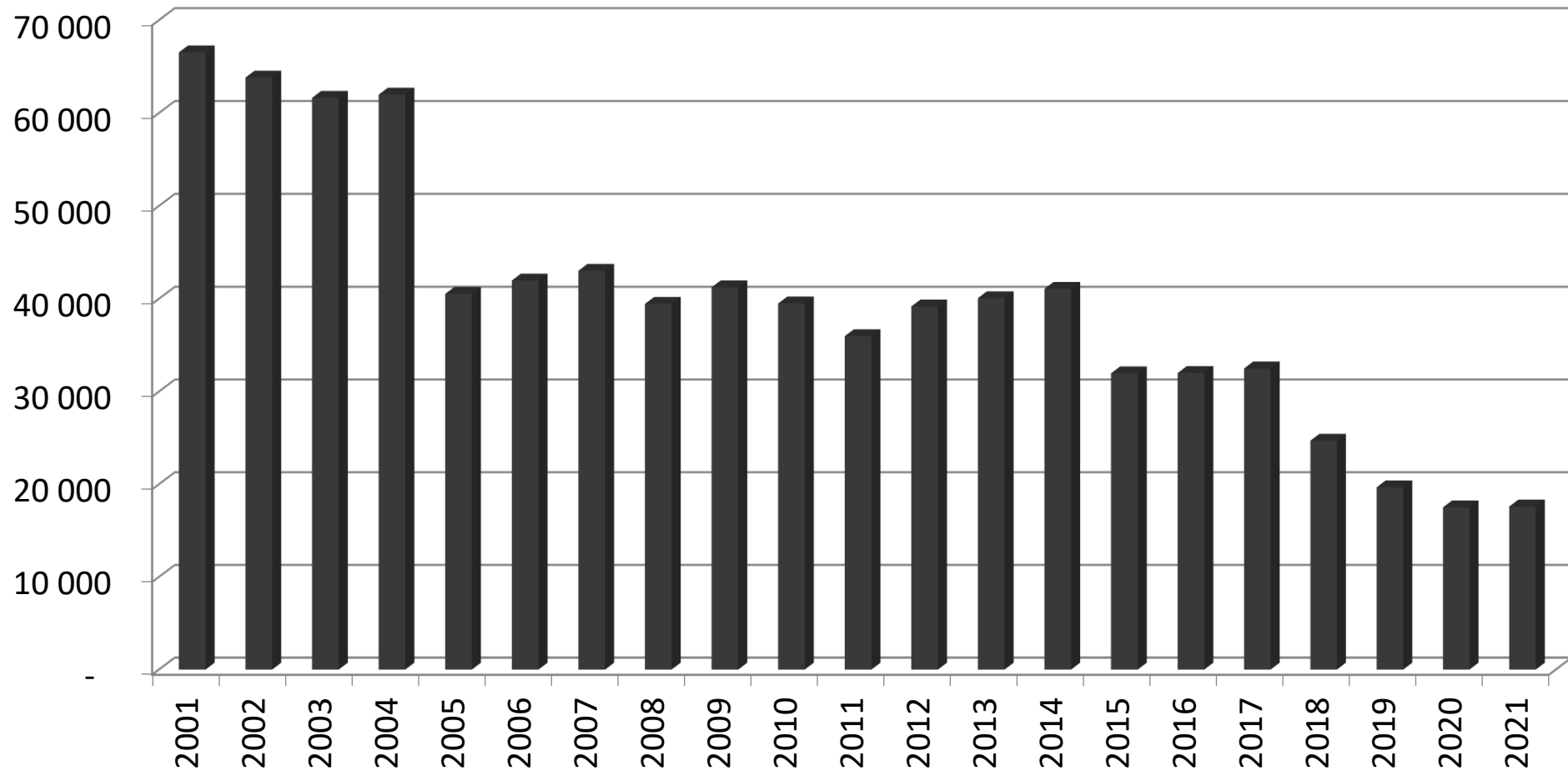




**ITGA
ANNUAL
GENERAL
MEETING**

U.S. Burley Tobacco

Hectares



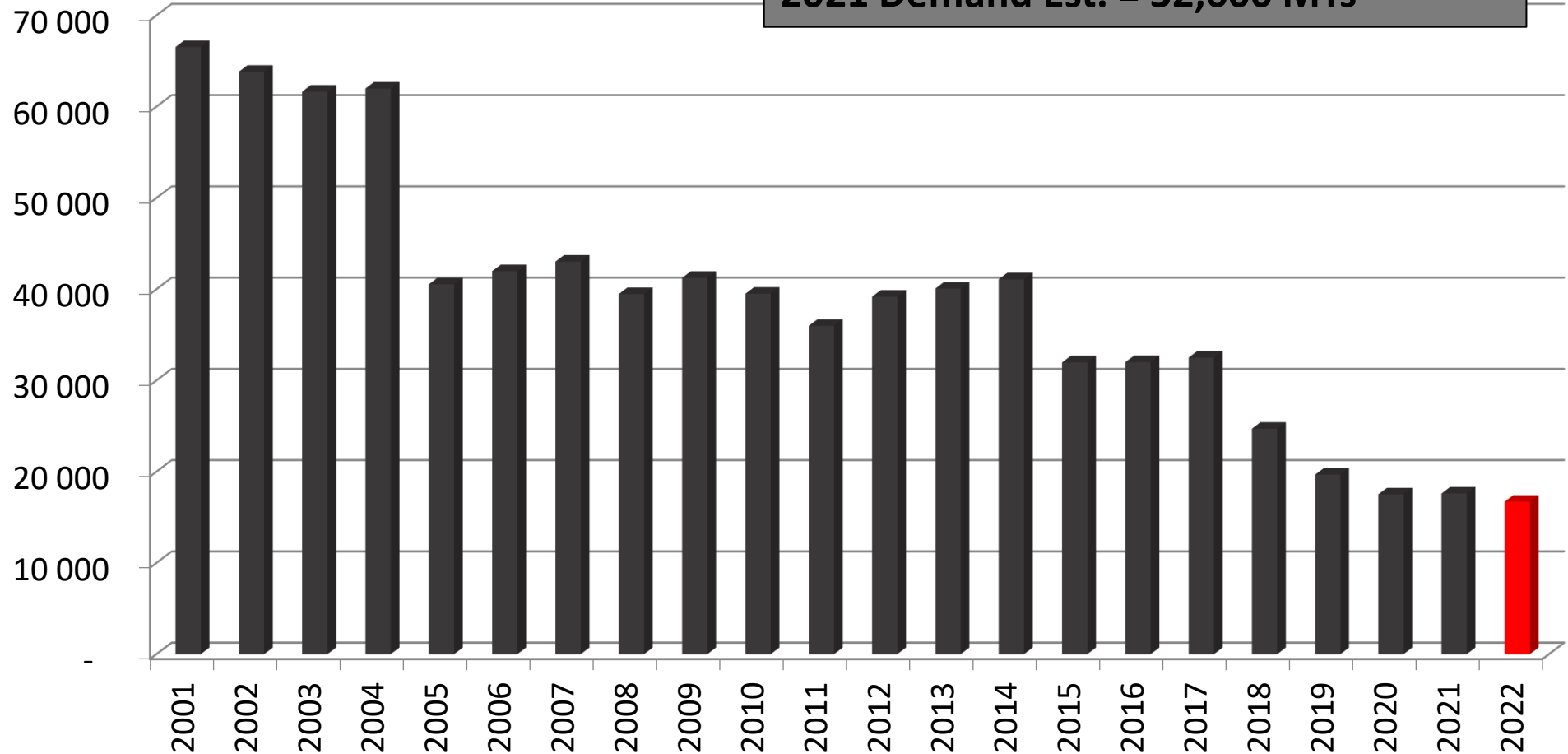
U.S. Burley Tobacco

2021 Production = 30,800 MTs

2022 Production Est. = 34,000 MTs

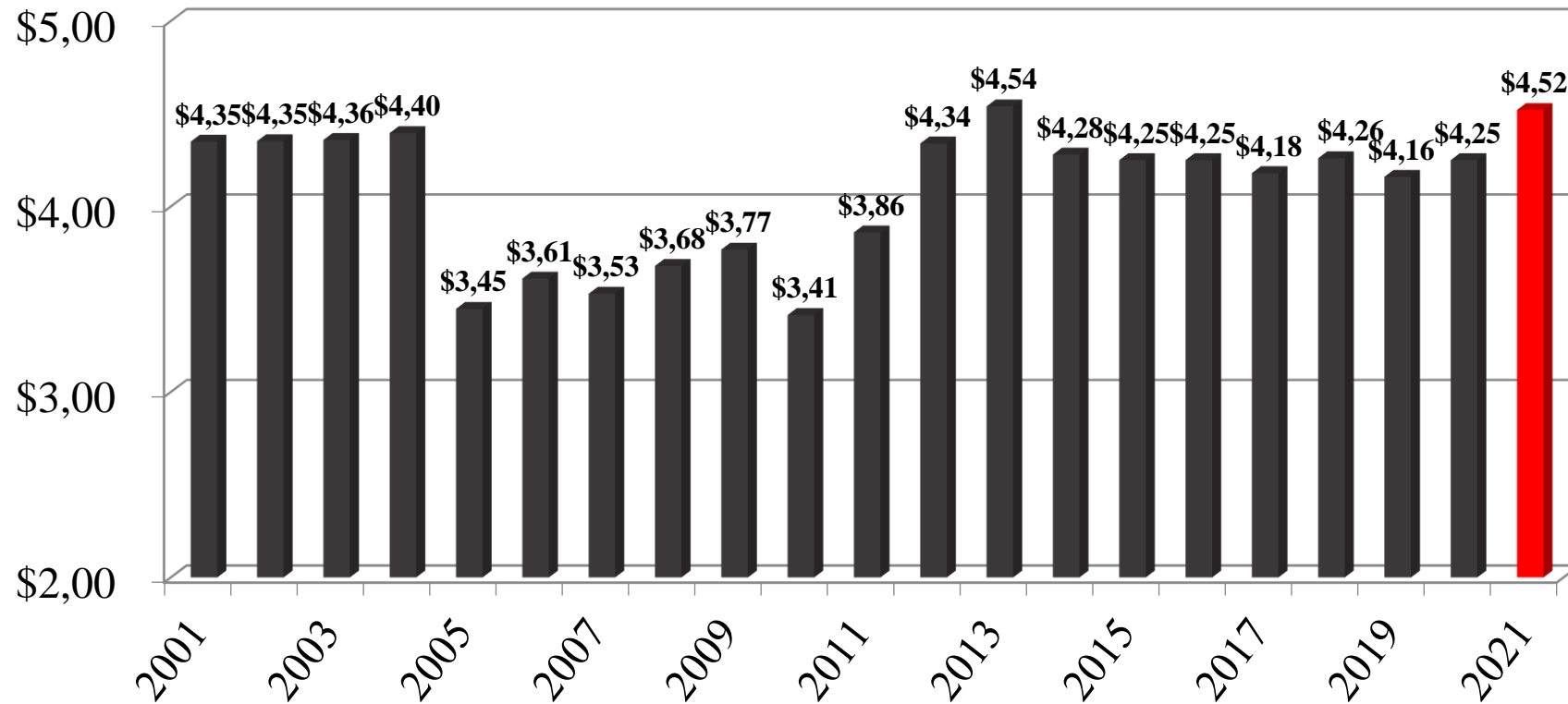
2021 Demand Est. = 32,600 MTs

Hectares



U.S. Burley Tobacco

Farm Price/KG



Outlook Factors



Profitability

Growers are facing substantially higher costs of inputs and stagnate prices.



Alternatives

Farmers are finding better crop alternatives, including selling land.



Labor

Labor is expensive and unavailable. Workers are leaving farms for easier and better paying opportunities.



Aging Grower Base

The grower base is aging each year with a lack of incentives to attract younger growers to tobacco production.



Companies do not need USA Burley

Companies are now more concerned with price than quality. As USA burley has become a smaller component in products, companies can more easily substitute alternative sources. The market is evolving into a domestic market.