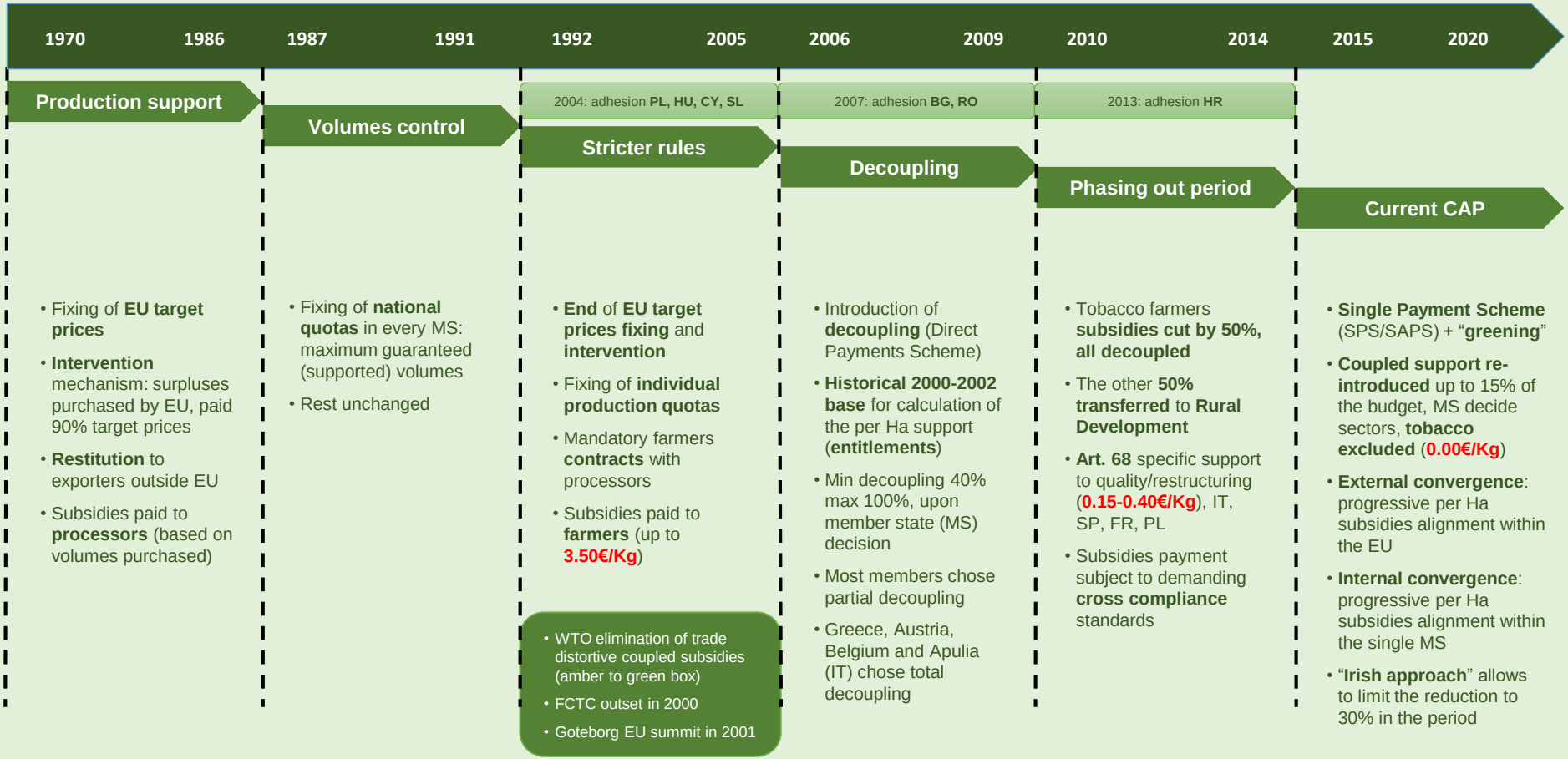
European Leaf Tobacco Interbranch organization

EU CAP Evolution

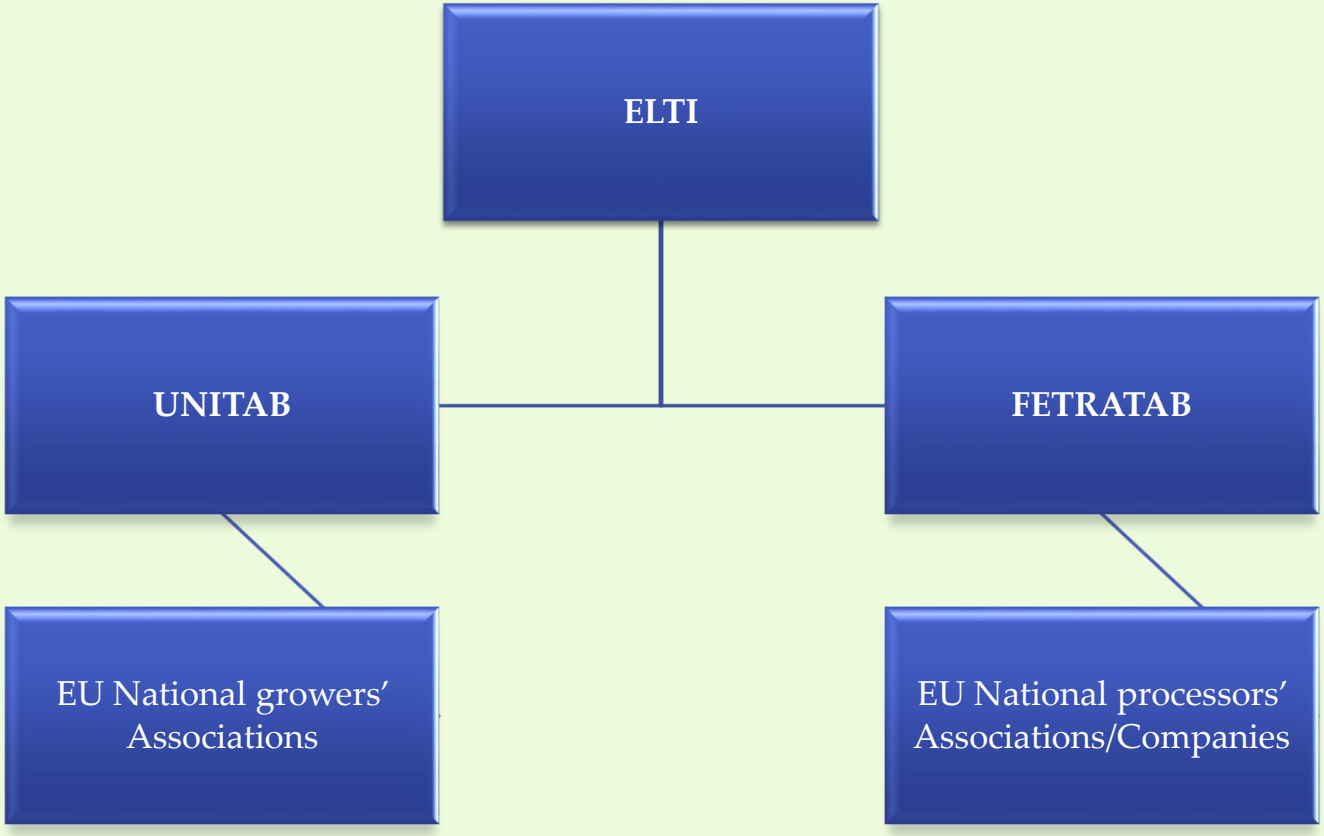


Established October 4, 2016

ELTI Founding Members

UNITAB (EU growers' federation)

FETRATAB (EU first processors' federation)


ELTI
UNITAB
FETRATAB
EU National growers' Associations
EU National processors' Associations/Companies

* What is ELTI ?

ELTI legislative basis

First in Europe among all agricultural sectors, ELTI is fully consistent with the EU Reg. 1308/2013 (Single CMO) of the Parliament and the Council and the COM Delegated Reg. 2016/232
(and to the Italian laws)

COMMISSION DELEGATED REGULATION (EU) 2016/232

Article 2 - Definitions

(c) '**transnational interbranch organisation**' means any IO of which the members are engaged in **production, processing or trade** in the products **[raw tobacco]** covered by the organisation's activities **in more than one MS**.

Article 4 - Recognition of transnational organisations

1. … it is for the **MS in which the headquarters of a transnational IO is established, to decide on the recognition** of such organisation.

2. **The MS referred to in para 1 shall establish the necessary administrative cooperation with the other MS** in which the members of such organisation are located with respect to verifying compliance with the terms of recognition referred to in …Reg. (EU) No 1308/2013.

3. The other MS in which the members of a transnational IO are located shall give all necessary administrative assistance to the MS referred to in paragraph 1.

4. The MS referred to in paragraph 1 shall make available all relevant information upon request of another MS in which members of such organisation are located.

ELTI recognition process

Feb 2016:	COM Delegated Reg. 232/2016 entered into force
May 2016:	UNITAB and FETRATAB agreed to set-up an EU level transnational IBO in the raw tobacco sector
Oct 2016:	ELTI public notary establishment and presentation at UNITAB Congress in Sofia
Oct 2016:	ELTI started the discussion on the recognition process with the Italian MoA, in coordination with other MS
May 2017:	Official ELTI presentation, Assembly and Congress held at the Italian MoA, more than 100 EU stakeholders attending
Feb 2018:	Official recognition

ELTI representativeness

ELTI Members, UNITAB and FETRATAB represent the large majority (+/- 75%) of the EU grown and processed tobacco, are present in:

IT, SP, PL, GR, BG, FR, HU, DE, BE, PT (and SUI)

ELTI Representativeness

- **11** EU tobacco producing Member States
- **76,000** hectares of tobacco cultivated land
- **150,000** tobacco tons delivered
- **500,000 €** tobacco commercial price paid

- **12** growers' National Associations
- **46** grower's Producers Organisations/Cooperatives
- **51,000** individual growers/farms

- **4** first processors' National Associations
- **17** individual first processing Companies

- **350,000** workers involved (50% women) + tens of thousands in associated jobs

European Union Updated November 22, 2017

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%**	

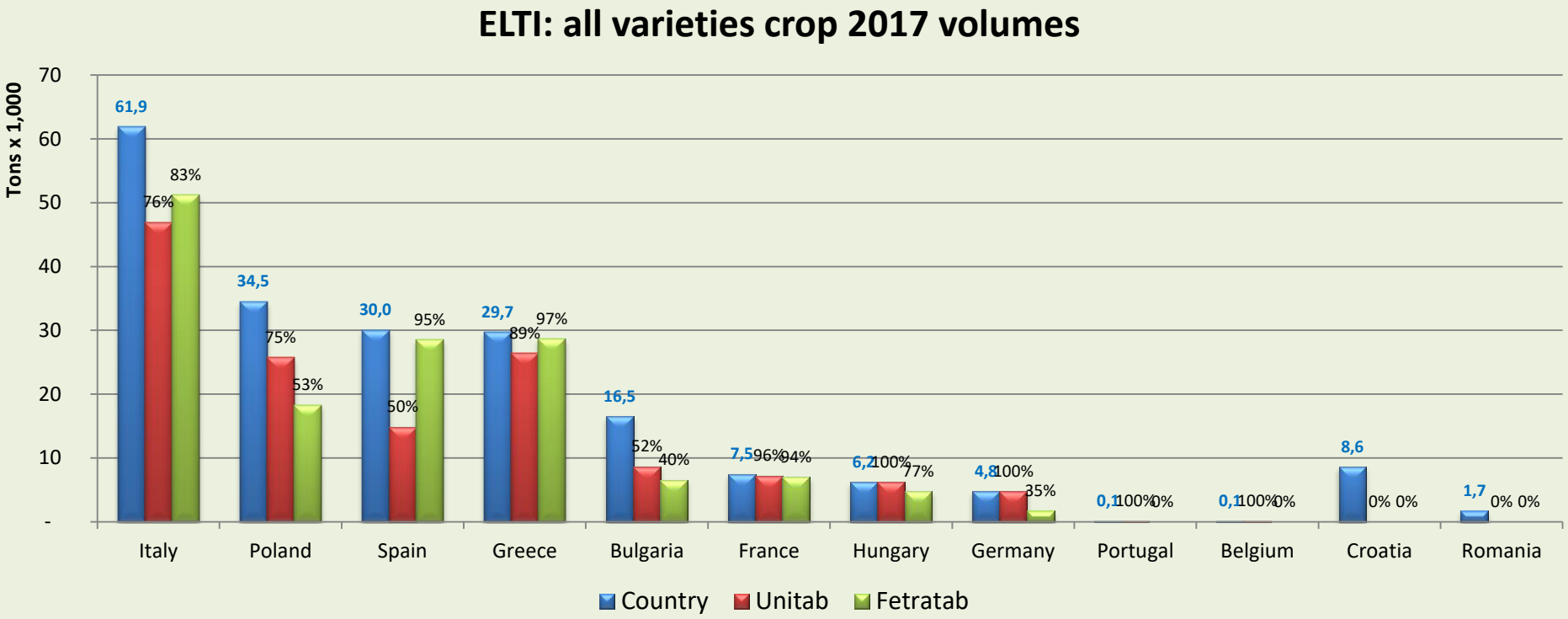
Total EU ELTI (UNITAB) MS (C)	*126.370*	*30.548*	*8.608*	*31.003*	***196.529***		*123.915*	*28.851*	*8.422*	*30.102*	***191.290***	
Total UNITAB vs EU ELTI (UNITAB) MS (A/C)	*69,6%*	*73,4%*	*70,6%*	*95,0%*	***74,3%***		*70,4%*	*69,1%*	*61,3%*	*94,9%*	***73,7%***	

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	*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


ELTI: all varieties crop 2017 volumes
Tons x 1,000
70
60
50
40
30
20
10
-
61,9
76%
83%
34,5
75%
53%
30,0
50%
95%
29,7
89%
97%
16,5
52%
40%
7,5
96%
94%
6,2
100%
77%
4,8
100%
35%
0,1
100%
0%
0,1
100%
0%
8,6
0%
0%
1,7
0%
0%
Italy
Poland
Spain
Greece
Bulgaria
France
Hungary
Germany
Portugal
Belgium
Croatia
Romania
Country
Unitab
Fetratab

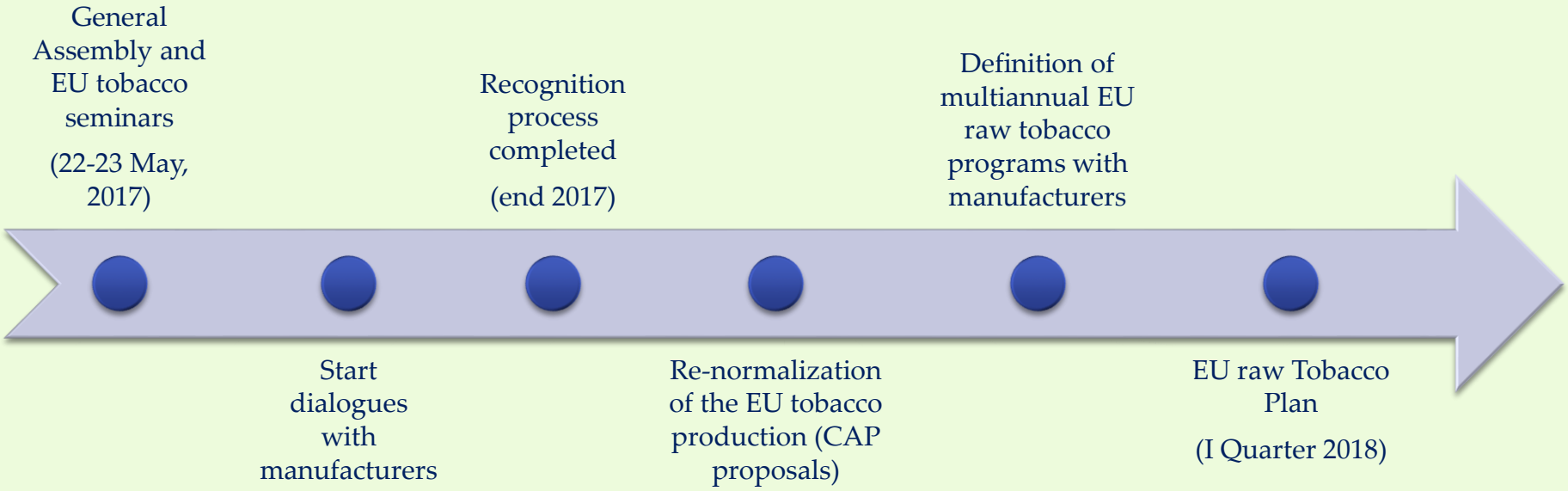
SURVEY ON THE ELTI MEMBERS STRUCTURE AND REFERENCES AND ON THE LEAF TOBACCO MARKET FUNCTIONING AT NATIONAL LEVEL IN THE EU MEMBER STATES

UPDATED CROP 2017

Version final updated: November 22, 2017

ELTI main goals

- Strengthen the aggregation and the contractual power of EU tobacco growers
- Officially represent the EU raw tobacco sector common issues at EU Institutions
- Provide sustainability and perspectives to EU raw tobacco boosting manufacturers' multiannual purchase programs and commitments
- Define EU umbrella / harmonized rules for the proper functioning of the leaf tobacco market
- Support the activities of national IBOs or growers' and processors' Associations in MS without national IBOs, in a coordinated way



* ELTI – 2017-2018 path and goals

- Political actions to re-normalize the raw tobacco sector in the EU
  - 1st goal: amend article 52 (reference to annex I, deletion od the positive list)
  - 2nd goal: definition of minimum homogeneous EU level rules on raw tobacco marketing (recognition of the operators, registration of contracts, controls, sanctions)
  - 3rd goal: possible EU/MS financial contributions to pay controls

- Meetings with EU level manufacturers for a multiannual program on the EU tobacco (duration, quantities, requirement for area of origin/variety)

* ELTI – 2017-2018 Agenda points

- EU Tobacco Excise Directive (2011/64/EU) revision process ("Other tobacco" definition)
- Promotion of establishment of National raw tobacco IOs (where opportune/possible)
- Promotion of National Tobacco Interbranch Agreements (*erga omnes* extension of the rules/financial contributions)
- EU Tobacco phytosanitary plan and guidelines, GAP and ALP EU minimum requirements
- EU raw Tobacco development plan
- ELTI meetings with EFFAT (ALP, etc.)
- Proposal for the CAP post 2020: support for a family agriculture, high labour impacting, environmentally friendly like tobacco is

* ELTI – other 2017-2018 issues

Thank you for your attention