

NATIONAL BROKERS LIMITED

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TEA MARKET REPORT – Sale 02 held on Monday, 1st June 2020

CTC LEAF: 21,990 packages of Current Season Teas & 260 packages of Old Season teas on offer met with less demand at easier rates

BROKENS: Good Brokens were a lower market and prices declined by Tk.15/- to Tk.20/- whilst others eased further upto Tk.20/- per kg and occasionally more. BLF teas were also lower by Tk.10/- to Tk.20/- with quite fair withdrawals.

FANNINGS: Good liquoring Fannings were a fairly good market but prices dropped by Tk.10/- to Tk.15/-. Their Medium and plainer types eased further often by upto Tk.20/-. BLF teas met with some demand and were easier. Here again there were quite fair withdrawals.

CTC DUST: 4,053 packages of Current Season Teas on offer met with a good demand. Good liquoring

Dusts particularly the CDs met with a good competition and sold around last levels. Others also sold well but at easier rates. Plain and BLF teas once again met with less demand with fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: This sale was held again at the Bangabandhu Conference Hall, World Trade Center, Chittagong maintaining strict social distancing. Prices were much lower this week despite participation of a few out-station buyers. Blenders were quite active whilst the Loose tea buyers showed less interest and were selective.

CDs were a strong feature of the market.

Our catalogue (Sale 02): Avg: Tk 205.37, Sold 78.1% & (Sale 01) Avg: Tk 218.79, sold 75.9%.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-----------|-----------|----------|-----------|-----------|------|-----------|-----------|
| Large | NQTA | NQTA | Best | 200-225 | 230-235 | PD | 205-211 | 218-230 |
| Medium | 200-215 | 220-230 | Good | 205-215 | 225-230 | RD | 135-248 | 150-265 |
| Small | 205-220 | 225-235 | Medium | 190-200 | 210-220 | D | 145-235 | 215-244 |
| Plain | 175-190 | 200-210 | Plain | 175-185 | 195-210 | CD | 155-265 | 232-259 |
| BLF | 135-145 | 140-170 | BLF | 140-170 | 140-170 | BLF | 135-190 | 150 |

Exchange Rates 01 June, 2020 Sterling Pound: Tk. 103.0854, dollar: Tk. 83.6702

Top Prices – This Week

| Category – CTC | Garden | Grade | Package | Price | Buyer(s) |
|-----------------|--------------------|-----------|---------|-------|----------------|
| Brokens | Mirzapore | GBOP | 10 | 238/- | GL |
| Fannings | Moulvi | OF | 10 | 237/- | Shaw Wallace |
| Clonal Brokens | Madhupur | GBOP(BT1) | 10 | 310/- | LC |
| Clonal Fannings | Kaiyacherra Dalu | OF | 30 | 315/- | Sharif/GL/Imam |
| PD/RD | * Balisera | RD | 10 | 248/- | AKT |
| D | * Balisera/* Nalua | D | 10/10 | 235/- | AKT/HRC |
| CD | * Nalua | CD | 10 | 265/- | Shawon |

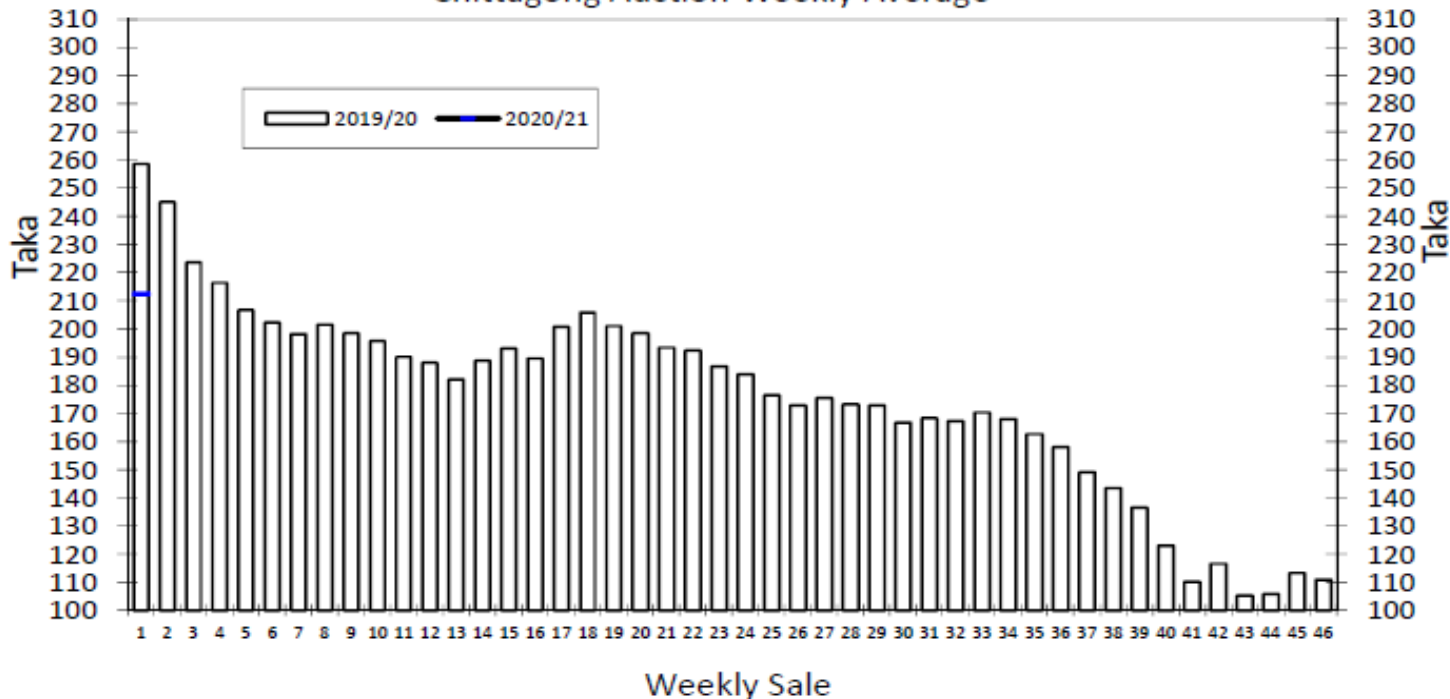
* Above price(s) realised in our catalogue

Offerings

| Type | This Sale (Sale 02) | | | | Next Sale (Sale 03) | | | |
|-------|-----------------------|-----------|------------------|-----------|-----------------------|-----------|------------------|-----------|
| | Season 2020-2021 | | Season 2019-2020 | | Season 2020-2021 | | Season 2019-2020 | |
| | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg |
| Leaf | 22,250 | 1,217,075 | 28,370 | 1,556,598 | 31,811 | 1,740,062 | 35,086 | 1,923,257 |
| Dust | 4,053 | 221,699 | 5,945 | 326,814 | 6,418 | 351,065 | 7,980 | 438,645 |
| Total | 26,303 | 1,438,774 | 34,315 | 1,883,412 | 38,229 | 2,091,126 | 43,066 | 2,361,901 |

Chittagong Auction Average: Sale 01
Season 2020/21: Tk. 212.46 & Season 2019/20: Tk. 258.58

Chittagong Auction Weekly Average



Chittagong Auction Statistics - Sale: 01

Quantities of Teas Sold & Average Prices Realised

| Category | For the Sale | | | | Up-to-Date Sale | | | | | | | |
|-----------|----------------|--------|----------------|--------|-----------------|--------|----------------|-----------|----------------------|--------|------------|--------|
| | Season 2019/20 | | Season 2020/21 | | Season 2019/20 | | Season 2020/21 | | (+/-) Season 2019/20 | | | |
| | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| CTC LEAF | 1,200,200.0 | 257.99 | 631,812.5 | 210.61 | 1,200,200.0 | 84.5% | 257.99 | 631,812.5 | 87.0% | 210.61 | -568,387.5 | -47.38 |
| CTC DUST | 214,955.2 | 261.91 | 92,599.0 | 225.11 | 214,955.2 | 15.1% | 261.91 | 92,599.0 | 12.8% | 225.11 | -122,356.2 | -36.81 |
| Sub-Total | 1,415,155.2 | 258.58 | 724,411.5 | 212.46 | 1,415,155.2 | 99.6% | 258.58 | 724,411.5 | 99.8% | 212.46 | -690,743.7 | -46.12 |
| ORTHODOX | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 0.0% | 0.00 | 0.0 | 0.0% | 0.00 | 0.0 | 0.00 |
| Total | 1,415,155.2 | 258.58 | 724,411.5 | 212.46 | 1,415,155.2 | 99.6% | 258.58 | 724,411.5 | 99.8% | 212.46 | -690,743.7 | -46.12 |
| GREEN TEA | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 0.00% | 0.00 | 0.0 | 0.0% | 0.00 | 0.0 | 0.00 |
| Total | 1,415,155.2 | 258.58 | 724,411.5 | 212.46 | 1,415,155.2 | 99.6% | 258.58 | 724,411.5 | 99.8% | 212.46 | -690,743.7 | -46.12 |
| Other (s) | 5,696.2 | 179.06 | 1,423.5 | 132.50 | 5,696.2 | 0.4% | 179.06 | 1,423.5 | 100.0% | 132.50 | -4,272.7 | -46.56 |
| G.Total | 1,420,851.4 | 258.27 | 725,835.0 | 212.31 | 1,420,851.4 | 100.0% | 258.27 | 725,835.0 | 100% | 212.31 | -695,016.4 | -45.96 |

Buyer Purchase Analysis

| Buyer | For the Sale | | | | Up-to-Date Sale | | | | | | | |
|-------------|----------------|--------|----------------|--------|-----------------|--------|----------------|-----------|----------------------|--------|------------|---------|
| | Season 2019/20 | | Season 2020/21 | | Season 2019/20 | | Season 2020/21 | | (+/-) Season 2019/20 | | | |
| | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| Export | 7,132.7 | 247.23 | 0.0 | 0.00 | 7,132.7 | 0.03% | 247.23 | 0.0 | 0.0% | 0.00 | -7,132.7 | -247.23 |
| Internal | 1,413,718.7 | 258.32 | 725,835.0 | 212.31 | 1,413,718.7 | 99.97% | 258.32 | 725,835.0 | 100.0% | 212.31 | -687,883.7 | -46.02 |
| Grand Total | 1,420,851.4 | 258.27 | 725,835.0 | 212.31 | 1,420,851.4 | 100% | 258.27 | 725,835.0 | 100.0% | 212.31 | -695,016.4 | -45.96 |

Crop of Major Tea Producing & Exporting Countries

| Country | Month | For the Month | | | Up-to-Date | | |
|--------------|----------|---------------|------|------------|------------|-------|------------|
| | | 2019 | 2020 | (+/-) 2019 | 2019 | 2020 | (+/-) 2019 |
| Bangladesh * | April | 6.11 | 2.37 | -3.75 | 8.64 | 4.19 | -4.4 |
| Malawi | April | 7.37 | 6.38 | -0.99 | 28.55 | 27.05 | -1.5 |
| Kenya | March | 26.5 | 55.7 | 29.2 | 106.3 | 158.6 | 52.3 |
| Sri Lanka | March | 28.3 | 13.2 | -15.1 | 73.4 | 53.2 | -20.2 |
| North India | February | 4.6 | 1.2 | -3.4 | 4.6 | 1.2 | -3.4 |
| South India | February | 10.2 | 13.3 | 3.1 | 24.4 | 29.3 | 4.9 |
| All India | February | 14.8 | 14.5 | -0.3 | 29.0 | 30.5 | 1.6 |

| Country | Month | 2018 | 2019 | (+/-) 2018 | 2018 | 2019 | (+/-) 2018 |
|--------------|----------|------|------|------------|--------|--------|------------|
| Bangladesh * | December | 6.3 | 6.4 | 0.2 | 82.1 | 96.1 | 13.9 |
| All India | December | 55.5 | 67.0 | 11.5 | 1338.6 | 1389.7 | 51.1 |
| Kenya | December | 51.8 | 50.7 | -1.2 | 493.0 | 458.9 | -34.2 |

* Source: Bangladesh Tea Board's Monthly Statistical Bulletin

General + Other Market(s) This/Last Week

COONOOR SALE 22- 1ST JUNE, 2020

Strong Demand on the brighter liquoring and better medium teas. Good demand was witnessed on the medium and plainer sorts. A slight surge of quantity on the brighter liquoring teas was on offer today and the prices increased substantially along with improved lines of better medium teas more so towards the end of the sale. Medium teas saw steady price levels with few browner sorts settling at easier rates by Rs 2-4. The plainer categories were firm to occasionally dearer. Major Blenders were strong and some up country packeteer too were active on the brighter liquoring and better medium teas. Western India buyers operated selectively. The other Internal buyers lent useful support. Exporters continued to operate strongly on the better medium, medium and the plainer sorts.

| CTC Leaf(USC/KG) | Best | Good | Better Medium | Medium | Plain |
|------------------|---------|---------|---------------|---------|--------|
| | 200-274 | 135-198 | 119-133 | 109-117 | 99-108 |

MOMBASA SALE 21- 26TH & 27TH MAY, 2020

Fair general demand prevailed for the 191,405 packages (12,562,552.00 kilos) in the market at irregularly easier rates closely following quality 22.19% were however unsold. The best BP1s available shed up to USC5 while brighter categories eased by USC5 to USC25 with medium varieties irregular ranging between USC2 to USC6 above previous levels to easier by USC4 to USC10. Lower mediums varied between steady to USC3 dearer to easier by up to USC11 and a few invoices were unsold with plainer descriptions irregular and ranged between firm to USC6 dearer to easier by up to USC10. Best PF1s in the market were discounted by USC5 to USC20 and some lines remained without bids with brighter types easing by USC9 to USC10 where sold. Mediums shed USC2 to USC8 and a few invoices were unsold with lower medium categories firm to US8 below last rates and some teas were neglected. Plainer varieties were discounted by USC3 to USC10 and a few lines remained without bids. This week saw the sixty three year old East African Tea Auction witness a historical change with the traditional outcry system being replaced by a digital E-Auction in the Secondary Grade sale of Auction 21. BPs appreciated with PFs dearer. Clean well sorted coloury Fannings were firm with DUSTs steady. Other Fannings gained with DUSTs discounted. BMFs were well absorbed. Egyptian Packers lent more support but at lower levels while Yemen, other Middle Eastern countries and Bazaar showed more interest with UK active but at lower rates. Pakistan Packers Kazakhstan and other CIS states were less active with Sudan active but selective. There was reduced interest from Russia and Afghanistan with Iran selective. Somalia were active at the lower end of the market.

| CTC QUOTATIONS | BP1 – USC | PF1 – USC | PD – USC | D1 - USC |
|----------------|-----------|-----------|-----------|-----------|
| Best | 195 – 560 | 205 – 316 | 200 – 310 | 206 – 305 |
| Good | 195 – 215 | 200 – 224 | 198 – 232 | 184 – 238 |
| Good Medium | 186 – 212 | 190 – 220 | 198 – 216 | 175 – 232 |
| Medium | 186 – 206 | 188 – 207 | 174 – 234 | 153 – 207 |
| Lower Medium | 125 – 205 | 130 – 186 | 140 – 192 | 140 – 194 |
| Plainer | 090 – 155 | 084 – 169 | 086 – 182 | 080 – 176 |