

NATIONAL BROKERS LIMITED

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Tea Auctioneers since 1948

TEA MARKET REPORT – Sale 16 held on Monday, 14th September, 2020

CTC LEAF: 45,850 packages of Current Season teas on offer met with a good demand at around last levels.

BROKENS: Well made good liquoring BOPs were a fairly good market and were mostly firm to slightly easier. Their GBOPs were also a good market and sold at around last levels. Medium varieties met with a slightly better demand and tended dearer. Demand for Plain and BLF types were very selective with quite a lot of withdrawals.

FANNINGS: Well made good liquoring Fannings were a fairly good market and sold mostly at around last levels. Their Mediums met with a little more demand and were firm to slightly dearer. Demand for Plain and BLF types were again selective and withdrawals were quite heavy in this category.

CTC DUST: 11,647 packages of Current Season teas on offer met with quite a good demand. Select few

lines of good liquoring Ds and CDs met with good competition and advanced by Tk.5/- to Tk.8/-. Other good and better Medium varieties were fully firm to slightly dearer. Plain and BLF teas saw a decline in price by Tk.3/- to Tk.5/- with fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers

COMMENTS: Demand was a little less this week with less competition which resulted in a slightly irregular market with more withdrawals. Major Blenders continued to be active whilst Loose tea buyers again were selective.

Dusts sold well.

Our catalogue (Sale 16): Avg: Tk 205.16, Sold 79.0%
& (Sale 15) Avg: Tk 202.47, sold 87.0%.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-----------|-----------|----------|-----------|-----------|------|-----------|-----------|
| Large | 175-190 | 175-195 | Best | 212-218 | 215-220 | PD | 183-249 | 182-262 |
| Medium | 180-210 | 185-210 | Good | 205-210 | 205-210 | RD | 155-298 | 171-298 |
| Small | 190-220 | 190-220 | Medium | 185-195 | 185-195 | D | 180-300 | 138-300 |
| Plain | 170-180 | 170-180 | Plain | 170-180 | 170-180 | CD | 195-335 | 209-336 |
| BLF | 170-180 | 165-175 | BLF | 170-180 | 165-175 | BLF | 195 | 171-210 |

Exchange Rates 14 September, 2020 Sterling Pound: Tk. 106.3001, dollar: Tk. 83.6702

Top Prices – This Week

| Category – CTC | Garden | Grade | Package | Price | Buyer(s) |
|-----------------|------------|-----------|---------|-------|---------------|
| Brokens | * Madhupur | GBOP(S) | 20 | 264/- | AKT/Meghna |
| Fannings | * Madhupur | PF | 30 | 268/- | Danish/Meghna |
| Clonal Brokens | * Madhupur | GBOP(BT1) | 20 | 295/- | Lux |
| Clonal Fannings | * Madhupur | PF(BT1) | 60 | 270/- | MA/Ispahani |
| PD/RD | * Madhupur | RD(BT1) | 10 | 298/- | MA |
| D | * Madhupur | D | 20 | 300/- | Shawon/MA |
| CD | * Madhupur | CD(BT1) | 10 | 335/- | Jamuna |

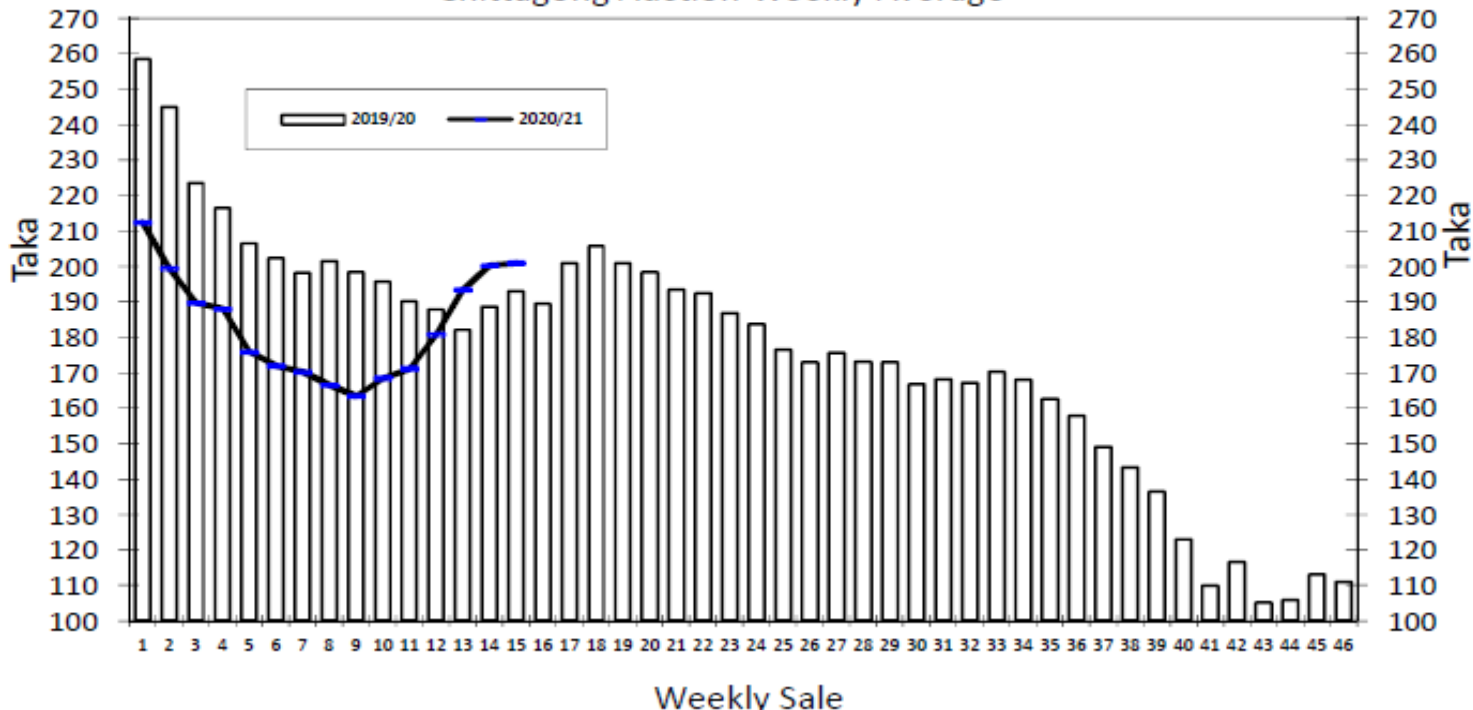
* Above price(s) realised in our catalogue

Offerings

| Type | This Sale (Sale 16) | | | | Next Sale (Sale 17) | | | |
|-------|-----------------------|-----------|------------------|-----------|-----------------------|-----------|------------------|-----------|
| | 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 | 45,850 | 2,512,580 | 42,490 | 2,326,393 | 46,025 | 2,524,011 | 69,747 | 3,823,540 |
| Dust | 11,647 | 638,256 | 7,896 | 433,545 | 12,201 | 668,615 | 10,726 | 589,689 |
| Total | 57,497 | 3,150,836 | 50,386 | 2,759,938 | 58,226 | 3,192,626 | 80,473 | 4,413,229 |

Chittagong Auction Average: Sale 15
Season 2020/21: Tk. 200.98 & Season 2019/20: Tk. 193.14

Chittagong Auction Weekly Average



Chittagong Auction Statistics - Sale: 15
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 | 2,560,239.0 | 191.62 | 1,762,877.0 | 196.56 | 20,451,404.3 | 80.3% | 199.28 | 21,738,470.2 | 79.3% | 176.14 | 1,287,065.9 | -23.14 |
| CTC DUST | 475,968.1 | 201.33 | 505,656.9 | 216.40 | 4,760,235.1 | 18.7% | 208.72 | 5,274,332.9 | 19.2% | 209.50 | 514,097.8 | 0.78 |
| Sub-Total | 3,036,207.1 | 193.14 | 2,268,533.9 | 200.98 | 25,211,639.4 | 99.0% | 201.06 | 27,012,803.1 | 98.6% | 182.65 | 1,801,163.7 | -18.41 |
| ORTHODOX | 0.0 | 0.00 | 0.0 | 0.00 | 297.5 | 0.0% | 236.77 | 348.0 | 0.0% | 760.62 | 50.5 | 523.84 |
| Total | 3,036,207.1 | 193.14 | 2,268,533.9 | 200.98 | 25,211,936.9 | 99.0% | 201.06 | 27,013,151.1 | 98.6% | 182.66 | 1,801,214.2 | -18.41 |
| GREEN TEA | 1,315.0 | 400.00 | 0.0 | 0.00 | 3,125.5 | 0.01% | 400.00 | 1,773.7 | 0.0% | 402.54 | -1,351.8 | 2.54 |
| Total | 3,037,522.1 | 193.23 | 2,268,533.9 | 200.98 | 25,215,062.4 | 99.0% | 201.09 | 27,014,924.8 | 98.6% | 182.67 | 1,799,862.4 | -18.42 |
| Other (s) | 74,575.0 | 65.53 | 1,097.0 | 169.00 | 257,001.9 | 1.0% | 72.51 | 389,374.9 | 99.8% | 109.35 | 132,373.0 | 36.84 |
| G.Total | 3,112,097.1 | 190.17 | 2,269,630.9 | 200.97 | 25,472,064.3 | 100.0% | 199.79 | 27,404,299.7 | 100% | 181.63 | 1,932,235.4 | -18.16 |

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 | 0.0 | 0.00 | 0.0 | 0.00 | 8,778.2 | 0.03% | 239.44 | 63,877.3 | 0.2% | 193.18 | 55,099.1 | -46.26 |
| Internal | 3,112,097.1 | 190.17 | 2,269,630.9 | 200.97 | 25,463,286.1 | 99.97% | 199.78 | 27,340,422.4 | 99.8% | 181.60 | 1,877,136.3 | -18.17 |
| Grand Total | 3,112,097.1 | 190.17 | 2,269,630.9 | 200.97 | 25,472,064.3 | 100% | 199.79 | 27,404,299.7 | 100.0% | 181.63 | 1,932,235.4 | -18.16 |

Crop of Major Tea Producing & Exporting Countries

| Country | Month | For the Month | | | Up-to-Date | | |
|--------------|-------|---------------|-------|------------|------------|-------|------------|
| | | 2019 | 2020 | (+/-) 2019 | 2019 | 2020 | (+/-) 2019 |
| Bangladesh * | July | 11.10 | 12.18 | 1.07 | 39.05 | 33.99 | -5.1 |
| Sri Lanka | July | 25.3 | 26.3 | 1.0 | 184.1 | 156.4 | -27.7 |
| Kenya | July | 31.5 | 36.6 | 5.1 | 244.1 | 338.2 | 94.1 |
| North India | July | 154.5 | 140.7 | -13.8 | 527.0 | 390.5 | -136.5 |
| South India | July | 21.7 | 20.3 | -1.4 | 122.2 | 118.7 | -3.5 |
| All India | July | 176.2 | 161.0 | -15.2 | 649.2 | 509.2 | -140.0 |
| Malawi | June | 1.61 | 1.39 | -0.22 | 34.65 | 31.28 | -3.4 |

General + Other Market(s) This/Last Week

COONOOR SALE 37-11TH SEPTEMBER, 2020

Good General Demand. The brighter liquoring category met with selective demand this week with prices falling by Rs 4/- to 6/- sometimes more following quality with fair amount of teas being unsold, select bolder grades in this category were firm. The good and better medium category teas too saw a decline in prices by Rs 3/- to 4/- but the absorption was better compared to the brighter teas. The medium and plainer categories though shed Rs 2/- to 3/- the sale percentage in this category was better compared to the others. However, as the sale progressed these teas too saw some out lots. The major Blenders were the mainstay of the market along with selective buying from the upcountry packateers. Internal and the local traders were very choosy in their purchases this week. Exporters continued to be rather subdued.

| CTC Leaf(USC/KG) | Best | Good | Better Medium | Medium | Plain |
|------------------|---------|---------|---------------|---------|---------|
| Larger Brokens | 280-344 | 267-278 | 254-266 | 240-252 | 227-239 |
| Medium Brokens | 302-383 | 269-300 | 265-267 | 255-263 | 236-254 |
| Smaller Brokens | 307-355 | 273-306 | 266-272 | 261-265 | 239-259 |
| Fannings | 300-344 | 269-296 | 265-267 | 255-263 | 232-254 |

SILIGURI SALE 36- 9th SEPTEMBER, 2020

Good demand. Best/good sorts were irregular and easier. The remainder tended firm. Strong demand at firm levels. All sections operated.

| Quotations (USC/KG) | Brokens(USC/kg) | Fannings(USC/kg) | Dust (USC/kg) |
|------------------------|-----------------|------------------|---------------|
| GOOD / BEST | 382-450 | 375-423 | 361-402 |
| MEDIUM / BETTER MEDIUM | 348-375 | 341-368 | 327-355 |
| COMMON / BLF | 314-341 | 307-334 | 300-321 |

MOMBASA SALE 36- 7th /8th & 9th SEPTEMBER, 2020

There was fairly good general demand for the 137,167 packages (8,970,132.50 kilos) on offer with 22.04% unsold.

| CTC QUOTATIONS | BPI – USC | PF1 – USC | PD – USC | D1 - USC |
|----------------|-----------|-----------|-----------|-----------|
| BEST | 326 – 514 | 262 – 328 | 338 – 350 | 255 – 330 |
| GOOD | 295 – 360 | 260 – 300 | 338 – 382 | 228 – 288 |
| GOOD MEDIUM | 300 – 360 | 220 – 280 | 302 – 350 | 240 – 282 |
| MEDIUM | 216 – 284 | 206 – 218 | 200 – 250 | 160 – 230 |
| LOWER MEDIUM | 135 – 210 | 141 – 202 | 128 – 198 | 142 – 196 |
| PLAINER | 134 – 200 | 114 – 170 | 118 – 178 | 118 – 176 |

KOLKATA : Kolkata Sale 37 was not held last week due to the multiple lockdowns in West Bengal