

NATIONAL BROKERS LIMITED

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Tea Auctioneers since 1948

TEA MARKET REPORT – Sale 29 held on Monday 14th December, 2020

CTC LEAF: 46,664 packages of Current Season and 50 packages of Old Season teas on offer met with a fairly strong demand.

BROKENS: Well made good liquoring BOPs were again a good market and were generally firm on last. Their GBOPs met with a stronger demand and were mostly a little dearer over last. Their Mediums continued to sell well and tended dearer. Plain and BLF teas were well supported and were often dearer particularly the BLFs. There were some withdrawals.

FANNINGS: Well made good liquoring Fannings were again a strong market and were fully firm with a few select bright lines tending dearer. Mediums were a fairly good market and mostly sold at around last levels. Plain and BLFs were once again a fairly good market and were well absorbed at around last week's levels with some withdrawals.

CTC DUST: 9,292 packages of Current Season teas on offer met with a strong demand. Well made good liquoring Dusts sold well at around last levels. Mediums were a better market following competition and these sold at firm to slightly dearer rates. Plain and BLFs met with some interest at easier rates with a few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: Demand continued to emanate from all sections of the market. Blenders provided useful support with Loose tea buyers also being quite active. Dusts sold well.

Our catalogue (Sale 29): Avg: Tk 194.09, Sold 86.3% & (Sale 28) Avg: Tk 191.35, sold 94.2%.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-------------|-------------|----------|-----------|-----------|------|-----------|-----------|
| Large | 170-175 nom | 170-175 nom | Best | 198-208 | 198-208 | PD | 167-277 | 180-279 |
| Medium | 173-183 | 173-183 | Good | 190-196 | 190-195 | RD | 170-276 | 156-263 |
| Small | 183-208 | 182-208 | Medium | 178-185 | 177-183 | D | 192-278 | 181-293 |
| Plain | 155-165 | 150-165 | Plain | 155-165 | 150-165 | CD | 152-370 | 165-348 |
| BLF | 145-160 | 140-155 | BLF | 145-160 | 140-155 | BLF | 155-213 | 156-214 |

Exchange Rates 14th December, 2020 Sterling Pound: Tk. 110.5568 dollar: Tk. 83.6702

Top Prices – This Week

| Category – CTC | Garden | Grade | Package | Price | Buyer(s) |
|-----------------|---------------------|-------|---------|-------|-------------------|
| Brokens | * Madhupur | GBOP | 20 | 260/- | AKT/City |
| Fannings | * Madhupur/Madhupur | PF | 30/10 | 250/- | Meghna/AKT/Danish |
| Clonal Brokens | Kaiyacherra Dalu | GBOP | 11 | 331/- | Padma |
| Clonal Fannings | Kaiyacherra Dalu | OF | 10 | 310/- | PA |
| PD/RD | * Balisera | PD | 10 | 277/- | AKT |
| D | * Daragaon | D | 20 | 278/- | TS/Alamin |
| CD | * Amrail | CD | 10 | 370/- | Shawon |

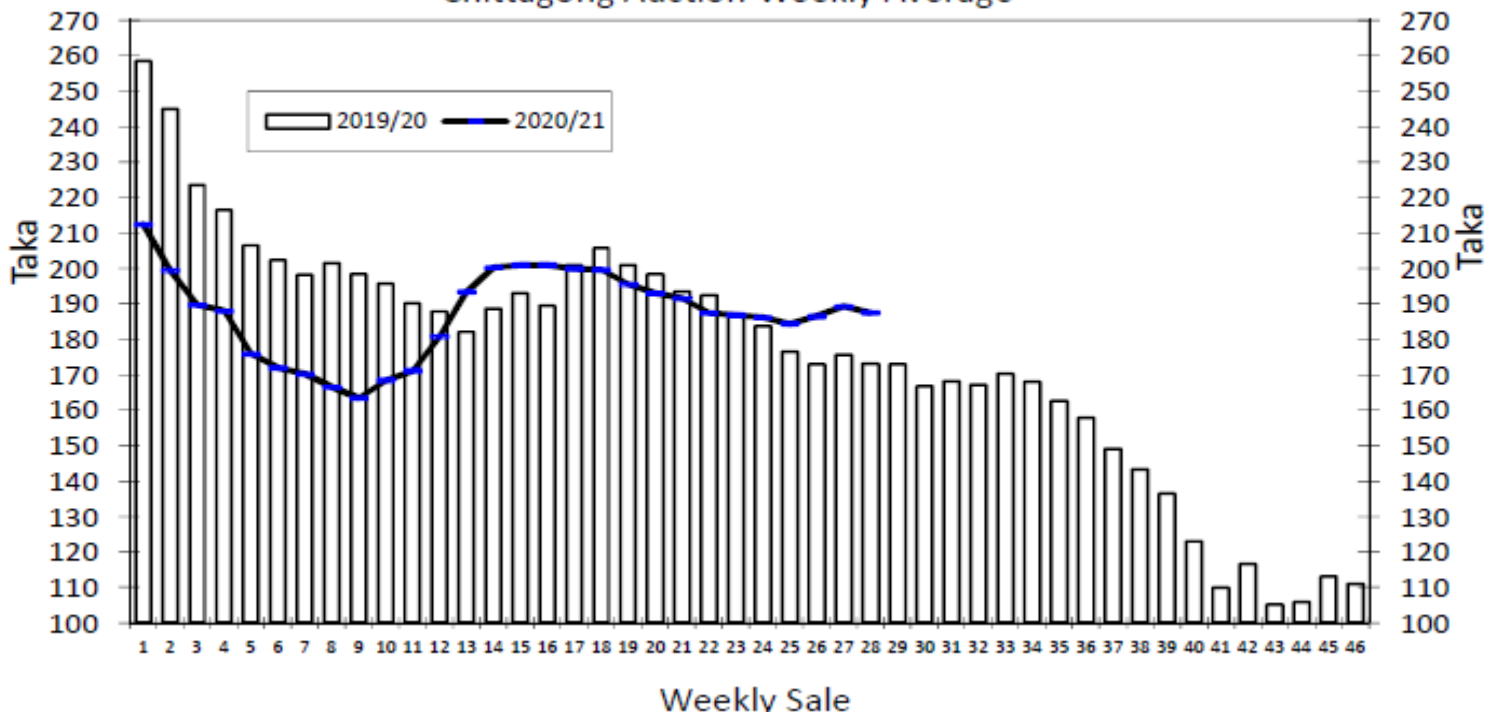
* Above price(s) realised in our catalogue

Offerings

| Type | This Sale (Sale 29) | | | | Next Sale (Sale 30) | | | |
|-------|-----------------------|-----------|------------------|-----------|-----------------------|-----------|------------------|-----------|
| | 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 | 46,714 | 2,559,927 | 47,269 | 2,589,344 | 44,862 | 2,460,232 | 73,624 | 4,032,683 |
| Dust | 9,292 | 509,202 | 8,768 | 481,318 | 10,320 | 565,536 | 12,217 | 671,034 |
| Total | 56,006 | 3,069,129 | 56,037 | 3,070,662 | 55,182 | 3,025,768 | 85,841 | 4,703,717 |

Chittagong Auction Average: Sale 28
Season 2020/21: Tk. 187.55 & Season 2019/20: Tk. 173.21

Chittagong Auction Weekly Average



Chittagong Auction Statistics - Sale: 28

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 | 2,022,429.0 | 170.79 | 2,196,482.8 | 180.05 | 46,289,247.0 | 81.4% | 193.09 | 44,802,398.1 | 79.3% | 180.78 | -1,486,848.9 | -12.31 |
| CTC DUST | 429,330.1 | 184.59 | 435,058.1 | 225.41 | 10,241,710.0 | 18.0% | 201.44 | 11,264,975.6 | 19.9% | 212.15 | 1,023,265.6 | 10.70 |
| Sub-Total | 2,451,759.1 | 173.21 | 2,631,540.9 | 187.55 | 56,530,957.0 | 99.4% | 194.60 | 56,067,373.7 | 99.2% | 187.08 | -463,583.3 | -7.53 |
| ORTHODOX | 0.0 | 0.00 | 0.0 | 0.00 | 297.5 | 0.0% | 236.77 | 25,922.0 | 0.0% | 118.84 | 25,624.5 | -117.93 |
| Total | 2,451,759.1 | 173.21 | 2,631,540.9 | 187.55 | 56,531,254.5 | 99.4% | 194.60 | 56,093,295.7 | 99.2% | 187.05 | -437,958.8 | -7.56 |
| GREEN TEA | 0.0 | 0.00 | 39.0 | 900.00 | 3,423.0 | 0.01% | 452.15 | 5,276.7 | 0.0% | 506.79 | 1,853.7 | 54.64 |
| Total | 2,451,759.1 | 173.21 | 2,631,579.9 | 187.56 | 56,534,677.5 | 99.4% | 194.62 | 56,098,572.4 | 99.2% | 187.08 | -436,105.1 | -7.54 |
| Other (s) | 3,295.5 | 86.67 | 0.0 | 0.00 | 332,419.4 | 0.6% | 78.20 | 431,516.7 | 99.8% | 112.77 | 99,097.3 | 34.57 |
| G.Total | 2,455,054.6 | 173.09 | 2,631,579.9 | 187.56 | 56,867,096.9 | 100.0% | 193.94 | 56,530,089.1 | 100% | 186.51 | -337,007.8 | -7.43 |

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 | 18,949.8 | 220.37 | 15,318.4 | 0.03% | 218.26 | 130,278.8 | 0.2% | 199.36 | 114,960.4 | -18.89 |
| Internal | 2,455,054.6 | 173.09 | 2,612,630.1 | 187.32 | 56,851,778.5 | 99.97% | 193.93 | 56,399,810.3 | 99.8% | 186.48 | -451,968.2 | -7.45 |
| Grand Total | 2,455,054.6 | 173.09 | 2,631,579.9 | 187.56 | 56,867,096.9 | 100.00% | 193.94 | 56,530,089.1 | 100.0% | 186.51 | -337,007.8 | -7.43 |

Crop of Major Tea Producing & Exporting Countries

| Country | Month | For the Month | | | Up-to-Date | | |
|--------------|-----------|---------------|-------|------------|------------|--------|------------|
| | | 2019 | 2020 | (+/-) 2019 | 2019 | 2020 | (+/-) 2019 |
| Bangladesh * | October | 13.41 | 11.49 | -1.92 | 79.35 | 68.94 | -10.4 |
| Sri Lanka | October | 21.2 | 23.4 | 2.2 | 254.2 | 224.7 | -29.5 |
| North India | October | 151.8 | 155.6 | 3.8 | 1005.2 | 852.9 | -152.3 |
| South India | October | 25.3 | 20.2 | -5.1 | 179.1 | 179.8 | 0.7 |
| All India | October | 177.1 | 175.8 | -1.3 | 1184.3 | 1032.7 | -151.6 |
| Kenya | September | 35.5 | 43.4 | 7.9 | 317.0 | 420.0 | 103.0 |

OTHER MARKET(S)

SILIGURI SALE 49- 9TH DECEMBER, 2020

LEAF: Good demand. Levels tended firm to dearer for liquoring and well made sorts across all segments. The remainder were irregular and around last in line with quality. DUST: Good demand at firm to dearer levels. Buying Pattern: All sections operated.

| Quotations (USC/KG) | Brokens(USC/kg) | Fannings(USC/kg) | Dust (USC/kg) |
|------------------------|-----------------|------------------|---------------|
| GOOD / BEST | 299-394 | 285-373 | 244-306 |
| MEDIUM / BETTER MEDIUM | 211-292 | 211-278 | 190-231 |
| COMMON / BLF | 149-204 | 156-197 | 163-183 |

COONOOR SALE 50 -11TH DECEMBER, 2020

Good demand at irregularly lower price levels. The total CTC leaf teas sold this week was 88.01 % (1362124 kgs) of the total offering of 1547681 Kgs. The best, good and better medium category larger and medium Brokens sold easier by Rs 5/- to 7/- and sometimes more whilst the medium and plainer teas of this category were irregular around last. The plainer smaller Brokens and Fannings were firm to dearer by Rs 2/- to 4/-, whilst the other category smaller Brokens were barely steady. The best liquoring smaller Brokens and Fannings were easier by Rs 6/- to 8/-.The major Blenders continued to remain as the mainstay of the market. The upcountry packeteers were limited in their buying. The other regional buyers continued to operate actively and picked up a fair volume of teas. Internal and the local traders were fairly active. Improved export activity was witnessed on the range of bolder Brokens and Fannings.

| CTC Leaf(USC/KG) | Best | Good | Better Medium | Medium | Plain |
|------------------|---------|---------|---------------|---------|---------|
| Larger Brokens | 166-202 | 137-164 | 130-136 | 124-129 | 115-122 |
| Medium Brokens | 172-212 | 144-171 | 134-143 | 125-133 | 120-124 |
| Smaller Brokens | 178-208 | 149-175 | 140-148 | 130-139 | 125-129 |
| Fannings | 186-225 | 158-185 | 149-156 | 134-148 | 117-133 |

MOMBASA SALE 49 – 7th/8th & 9TH DECEMBER, 2020

Less demand for the 166,652 packages (10,900,095.00 kilos) in the market at easier levels closely following quality. 15.51% were unsold.

| CTC QUOTATIONS | BP1 – USC | PF1 – USC | PDUST – USC | DUST1 - USC |
|----------------|-----------|-----------|-------------|-------------|
| Best | 240 – 532 | 220 – 334 | 230 – 313 | 222 – 310 |
| Good | 242 – 338 | 220 – 266 | 225 – 250 | 220 – 245 |
| Good Medium | 210 – 308 | 212 – 230 | 223 – 246 | 220 – 235 |
| Medium | 193 – 274 | 202 – 224 | 170 – 206 | 168 – 208 |
| Lower Medium | 136 – 186 | 122 – 182 | 114 – 196 | 118 – 188 |
| Plainer | 125 – 179 | 106 – 178 | 108 – 160 | 108 – 154 |