NATIONAL BROKERS LIMITED

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Tea Auctioneers since 1948 TEA MARKET REPORT – Sale 32 held on Monday 4th January, 2021

CTC LEAF: 39,317 packages of Current Season teas on offer met with a good general demand.

BROKENS: All good liquoring Brokens met with a strong demand and were generally firm to occasionally dearer following competition. All other Brokens saw a better demand and were mostly firm. Plain and BLF types witnessed some interest and sold at around last levels.

FANNINGS: Good liquoring Fannings met with a better demand and sold readily at around last levels and were often slightly dearer following competition. Medium and others were about firm. Plain and BLF teas sold fairly well although there were a few withdrawals.

CTC DUST: 9,438 packages of Current Season teas on offer met with a fairly strong demand. Good liquoring

teas sold well at around last levels. Their Mediums were fully firm to slightly dearer following quality. Plain and BLF Dusts met with less demand with a few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: Market started off with a better demand than last and with the progress of sale it improved further particularly for the brighter teas. Blenders were more active and also there was fair interest from the Loose tea buyers.

Dusts were a dearer market.

Our catalogue (Sale 32): Avg: Tk 201.05, Sold 90.1% & (Sale 31) Avg: Tk 202.89, sold 87.6%.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-------------|-------------|----------|-----------|-----------|------|-----------|-----------|
| Large | 175-180 nom | 170-175 nom | Best | 203-208 | 200-207 | PD | 202-275 | 162-277 |
| Medium | 177-185 | 175-182 | Good | 194-199 | 192-197 | RD | 170-273 | 160-316 |
| Small | 185-205 | 183-205 | Medium | 183-188 | 180-185 | D | 185-301 | 166-315 |
| Plain | 165-170 | 160-170 | Plain | 165-170 | 160-170 | CD | 155-286 | 180-380 |
| BLF | 155-165 | 155-165 | BLF | 155-165 | 155-165 | BLF | 155-211 | 170-208 |

Exchange Rates 4th January, 2021 Sterling Pound: Tk. 113.6553 dollar: Tk. 83.6702

Top Prices - This Week

| Category - CTC | Garden | Grade | Package | Price | Buyer(s) |
|-----------------|------------------|---------|---------|-------|--------------|
| Brokens | * Madhupur | GBOP(S) | 20 | 240/- | Ispahani |
| Fannings | * Madhupur | PF | 30 | 240/- | Ispahani/AKT |
| Clonal Brokens | Kaiyacherra Dalu | GBOP | 12 | 300/- | AKT |
| Clonal Fannings | Clevedon | OF | 20 | 261/- | HTA/Jamuna |
| PD/RD | * Daragaon | PD | 10 | 291/- | AKT |
| D | * Daragaon | D | 10 | 301/- | AKT |
| CD | * Amrail | CD | 10 | 386/- | Shawon |

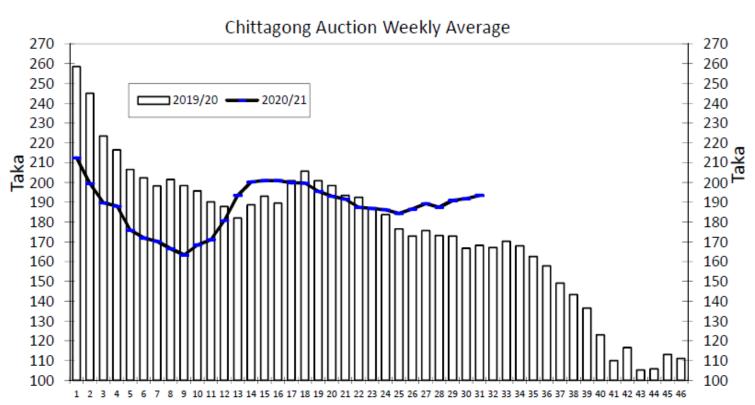
^{*} Above price(s) realised in our catalogue

Offerings

| This Sale | (Sale 32) | Next Sale | (Sale 33) |
|------------------|------------------|------------------|-----------|
| Seegen 2020 2021 | Cassan 2010 2020 | Seegan 2020 2021 | Canan |

| Season 2020-2021 | | | Season 2019-2020 | | Season 20 | 020-2021 | Season 2019-2020 | |
|------------------|----------|-----------|------------------|-----------|-----------|-----------|------------------|-----------|
| Type | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg |
| Leaf | 39,317 | 2,154,572 | 75,416 | 4,129,881 | 40,280 | 2,208,955 | 64,208 | 3,516,827 |
| Dust | 9,438 | 517,202 | 11,728 | 643,984 | 9,711 | 532,163 | 9,726 | 533,698 |
| Total | 48,755 | 2,671,774 | 87,144 | 4,773,865 | 49,991 | 2,741,118 | 73,934 | 4,050,525 |

Chittagong Auction Average: Sale 31 Season 2020/21: Tk. 193.54 & Season 2019/20: Tk. 168.15



Chittagong Auction Statistics - Sale: 31

Quantities of Teas Sold & Average Prices Realised

| | | roi ui | e sale | | op to bate sale | | | | | | | |
|-----------|-------------|--------|-------------|--------|-----------------|-----------|--------|--------------|-----------|--------|--------------------|---------|
| | Season 20 | 019/20 | Season 20 | 20/21 | Seaso | n 2019/20 | | Seaso | n 2020/21 | | (+/-) Season 2019/ | /20 |
| Category | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| CTC LEAF | 2,102,310.5 | 165.10 | 1,646,640.2 | 184.98 | 51,921,672.5 | 81.5% | 190.12 | 50,273,451.8 | 79.3% | 181.13 | -1,648,220.7 | -8.99 |
| CTC DUST | 419,111.7 | 183.44 | 495,576.3 | 221.98 | 11,423,719.9 | 17.9% | 199.58 | 12,647,154.4 | 19.9% | 213.57 | 1,223,434.5 | 13.99 |
| Sub-Total | 2,521,422.2 | 168.15 | 2,142,216.5 | 193.54 | 63,345,392.4 | 99.5% | 191.83 | 62,920,606.2 | 99.2% | 187.65 | -424,786.2 | -4.18 |
| ORTHODOX | 0.0 | 0.00 | 0.0 | 0.00 | 297.5 | 0.0% | 236.77 | 25,991.0 | 0.0% | 121.18 | 25,693.5 | -115.59 |
| Total | 2,521,422.2 | 168.15 | 2,142,216.5 | 193.54 | 63,345,689.9 | 99.5% | 191.83 | 62,946,597.2 | 99.3% | 187.62 | -399,092.7 | -4.20 |
| GREEN TEA | 0.0 | 0.00 | 9,475.0 | 403.16 | 3,572.0 | 0.01% | 475.00 | 14,751.7 | 0.0% | 440.23 | 11,179.7 | -34.77 |
| Total | 2,521,422.2 | 168.15 | 2,151,691.5 | 194.46 | 63,349,261.9 | 99.5% | 191.84 | 62,961,348.9 | 99.3% | 187.68 | -387,913.0 | -4.16 |
| Other (s) | 6,305.5 | 85.12 | 3,296.0 | 162.18 | 338,724.9 | 0.5% | 78.33 | 444,692.7 | 99.8% | 112.47 | 105,967.8 | 34.14 |
| G.Total | 2,527,727.7 | 167.95 | 2,154,987.5 | 194.41 | 63,687,986.8 | 100.0% | 191.24 | 63,406,041.6 | 100% | 187.16 | -281,945.2 | -4.09 |

Buyer Purchase Analysis

| | For the Sale | | | | | Up-to-Date Sale | | | | | | |
|-------------|--------------|--------|-------------|--------|--------------|-----------------|--------|--------------|-----------|--------|--------------------|-------|
| | Season 20 | 019/20 | Season 20 | 20/21 | Seaso | on 2019/20 | | Seaso | n 2020/21 | | (+/-) Season 2019/ | 20 |
| Buyer | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| Export | 61,042.0 | 94.50 | 4,122.0 | 207.60 | 106,914.9 | 0.03% | 112.04 | 134,400.8 | 0.2% | 199.36 | 27,485.9 | 87.32 |
| Internal | 2,466,685.7 | 169.76 | 2,150,865.5 | 194.39 | 63,581,071.9 | 99.97% | 191.37 | 63,271,640.8 | 99.8% | 187.14 | -309,431.1 | -4.24 |
| Grand Total | 2,527,727.7 | 167.95 | 2,154,987.5 | 194.41 | 63,687,986.8 | 100.00% | 191.24 | 63,406,041.6 | 100.0% | 187.16 | -281,945.2 | -4.09 |

Crop of Major Tea Producing & Exporting Countries

| Qty. (M.Kg) | | | For the Mont | h | Up-to-Date | | | |
|--------------|-----------|-------|--------------|------------|------------|--------|------------|--|
| Country | Month | 2019 | 2020 | (+/-) 2019 | 2019 | 2020 | (+/-) 2019 | |
| Bangladesh * | November | 10.30 | 10.50 | 0.19 | 89.65 | 79.43 | -10.2 | |
| Sri Lanka | November | 24.0 | 24.8 | 0.8 | 278.2 | 249.9 | -28.3 | |
| North India | October | 117.7 | 127.6 | 9.9 | 1122.9 | 980.5 | -142.4 | |
| South India | October | 21.8 | 21.4 | -0.4 | 200.9 | 201.2 | 0.3 | |
| All India | October | 139.5 | 149.0 | 9.5 | 1323.8 | 1181.7 | -142.1 | |
| Kenya | September | 35.5 | 43.4 | 7.9 | 317.0 | 420.0 | 103.0 | |

OTHER MARKET(S)

KOLKATA SALE 52- 29TH /30TH & 31ST DECEMBER, 2020

CTC Leaf: There was improved demand for all categories on offer. Better Assam sorts, especially cleaner, well-made teas, were firm to often dearer. Other Assams were steady to at times dearer. All categories of Dooars sold at firm to dearer levels. Dust: There was good demand. Brighter liquoring teas met with competition and sold at firm to dearer rates. Others were around last levels. The remainder was firm to at times dearer. M/s Tata Consumer Products and M/s Hindustan Unilever operated on a wide range of the offerings with the latter more active on best and good sorts. Western India segments were active on brighter liquoring teas. Export accounts operated on larger Brokens and Fannings. Regional Packeteers were less active this week. Local buyers were active on the Dooars and other clean, well-made varieties.

| Tea Category USC/KG | Brokens | Fannings | Dusts |
|----------------------|---------|----------|---------|
| BEST ASSAMS | 369-479 | 369-410 | 369-479 |
| GOOD ASSAMS | 315-356 | 315-356 | 315-356 |
| MED ASSAMS | 232-301 | 232-287 | 232-301 |
| BEST DOOARS | 287-342 | 287-342 | 246-260 |
| GOOD DOOARS | 219-260 | 232-260 | 219-246 |
| MED & PLAINER DOOARS | 178-205 | 178-205 | 164-191 |

SILIGURI SALE 52- 30TH DECEMBER, 2020

LEAF: Strong demand. Levels for good/best sorts were irregular and tended easier following quality. The remainder sold at firm to dearer levels. DUST: Followed a similar trend to leaf. Buying Pattern: All section –Operated.

| Quotations (USC/KG) | Brokens(USC/kg) | Fannings(USC/kg) | Dust (USC/kg) |
|---------------------------|-----------------|------------------|---------------|
| GOOD / BEST | 301-417 | 287-403 | 260-315 |
| MEDIUM / BETTER MEDIUM | 212-287 | 212-273 | 205-246 |
| COMMON / BLF | 164-205 | 171-205 | 171-198 |

COONOOR: There is no sale no 53 (Last week of the year). Sale no 1 will be held on 7th and 8th of January 2021.

MOMBASA: Report not received this week.