

NATIONAL BROKERS LIMITED

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Tea Auctioneers since 1948

TEA MARKET REPORT – Sale 03 held on Monday 24th May, 2021

CTC LEAF: 20,034 packages of Current Season & 810 packages of Old Season teas on offer met with a selective demand with higher withdrawals.

BROKENS: A handful of well made clean liquoring Brokens sold well often easing by Tk. 5/- and more whilst Mediums met with much less demand and prices declined by Tk.7/- to Tk.8/- with heavy withdrawals. Similarly Plain teas also met with only limited interest and there were heavy withdrawals. BLFs saw less interest at lower rates. There were again more withdrawals in this category.

FANNINGS: A few well made coloury Fannings were well supported at about last levels but Mediums saw selective demand and where sold eased by Tk. 5/- to Tk.7/- but there were heavy withdrawals. Plain teas saw only limited interest and only a few lines sold at reduced levels. BLFs saw less interest at lower rates. There were again more withdrawals in this category

CTC DUST: 6,075 packages of Current Season & 60 packages of Old Season teas on offer met with quite a strong demand. Best and good liquoring Dusts met with a good competition and sold at firm to dearer rates. Other varieties were a steady market. BLF Dusts were readily absorbed at slightly dearer rates with less withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: Demand was more selective this week with mostly Blenders operating for coloury teas and neglected lesser varieties. Loose tea buyers were much less active and lent limited support to the best on offer. As a result, withdrawals in the Leaf catalogue was heavier.

Dusts witnessed better demand than Leaf and most teas were sold.

Our catalogue (Sale 03): Avg: Tk 212.86, Sold 74.2% & (Sale 02) Avg: Tk 212.88, sold 77.2%.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-------------|-----------|----------|-----------|-----------|------|-----------|-----------|
| Large | 195-199 nom | 207-212 | Best | 205-210 | 208-215 | PD | 205-232 | 205-232 |
| Medium | 197-202 | 203-212 | Good | 200-203 | 203-206 | RD | 170-258 | 180-275 |
| Small | 198-205 | 205-215 | Medium | 190-197 | 195-200 | D | 200-279 | 195-285 |
| Plain | 180-185 | 185-190 | Plain | 180-185 | 185-190 | CD | 190-292 | 206-311 |
| BLF | 165-175 | 165-180 | BLF | 165-175 | 165-180 | BLF | 170-212 | 180-211 |

Exchange Rates 24 May. 2021 Sterling Pound: Tk. 117.4780, dollar: Tk. 83.6702

Top Prices – This Week

| Category – CTC | Garden | Grade | Package | Price | Buyer(s) |
|-------------------|------------------|---------|---------|-------|----------|
| Brokens | * Madhupur | GBOP | 10 | 259/- | LTH |
| Fannings | * Madhupur | PF | 10 | 247/- | AKT |
| Clonal Brokens | Kaiyacherra Dalu | GBOP | 10 | 288/- | FA |
| Clonal Fannings | Clevedon | OF | 10 | 275/- | Banani |
| PD/RD Incl. Clone | * Madhupur | RD(BT1) | 10 | 275/- | MA |
| D | * Madhupur | D(BT1) | 10 | 285/- | AKT |
| CD | * Madhupur | CD(BT1) | 10 | 358/- | Shawon |

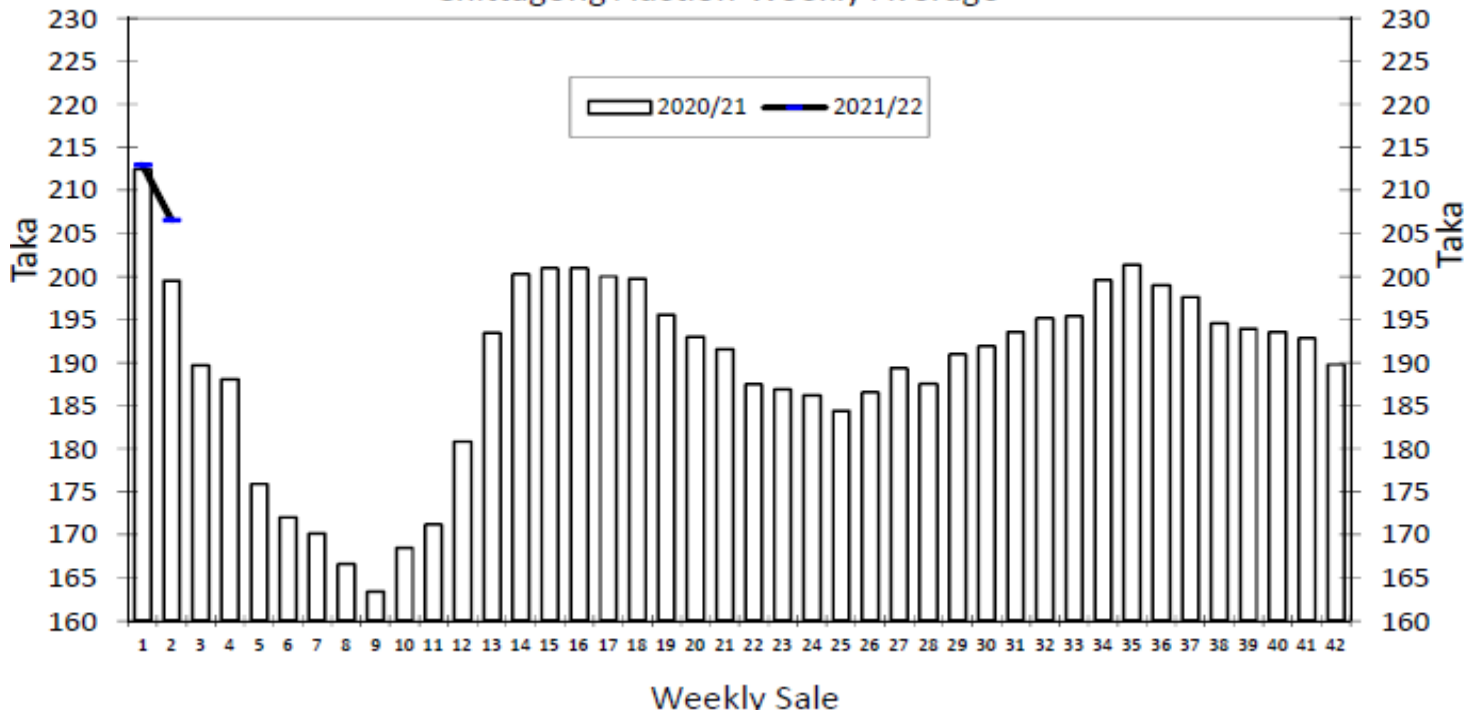
* Above price(s) realised in our catalogue

Offerings

| Type | This Sale (Sale 03) | | | | Next Sale (Sale 04) | | | |
|-------|-----------------------|-----------|------------------|-----------|-----------------------|-----------|------------------|-----------|
| | Season 2021-2022 | | Season 2020-2021 | | Season 2021-2022 | | Season 2020-2021 | |
| | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg |
| Leaf | 20,844 | 1,142,251 | 31,134 | 1,703,030 | 25,590 | 1,403,356 | 39,272 | 2,153,684 |
| Dust | 6,135 | 336,198 | 5,187 | 283,729 | 6,827 | 374,120 | 8,617 | 473,177 |
| Total | 26,979 | 1,478,449 | 36,321 | 1,986,759 | 32,417 | 1,777,475 | 47,889 | 2,626,860 |

Chittagong Auction Average: (Upto Sale – 02)
Season 2021-22: Tk. 206.61 & Season 2020-21: Tk. 199.51

Chittagong Auction Weekly Average



Chittagong Auction Statistics - Sale: 02
Quantities of Teas Sold & Average Prices Realised

Updated on: 24 May 2021

| Category | For the Sale | | | | Up-to-Date Sale | | | | | | | | | |
|-----------|----------------|--------|----------------|--------|-----------------|--------|--------|-------------|----------------|--------|-----------|--------|----------------------|--|
| | Season 2020/21 | | Season 2021/22 | | Season 2020/21 | | | | Season 2021/22 | | | | (+/-) Season 2020/21 | |
| | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka | | |
| CTC LEAF | 775,565.5 | 196.86 | 737,420.0 | 200.15 | 1,407,378.0 | 83.6% | 203.03 | 1,519,628.5 | 71.5% | 203.63 | 112,250.5 | 0.59 | | |
| CTC DUST | 153,987.2 | 212.85 | 268,944.1 | 224.32 | 246,586.2 | 14.6% | 217.45 | 489,219.3 | 23.0% | 228.26 | 242,633.1 | 10.80 | | |
| Sub-Total | 929,552.7 | 199.51 | 1,006,364.1 | 206.61 | 1,653,964.2 | 98.2% | 205.18 | 2,008,847.8 | 94.5% | 209.63 | 354,883.6 | 4.44 | | |
| ORTHODOX | 0.0 | 0.00 | 8,073.0 | 100.00 | 0.0 | 0.0% | 0.00 | 17,065.0 | 0.8% | 102.26 | 17,065.0 | 102.26 | | |
| Total | 929,552.7 | 199.51 | 1,014,437.1 | 205.76 | 1,653,964.2 | 98.2% | 212.46 | 2,025,912.8 | 95.3% | 208.72 | 371,948.6 | -3.74 | | |
| GREEN TEA | 0.0 | 0.00 | 4.5 | 600.00 | 0.0 | 0.0% | 0.00 | 19.4 | 0.0% | 936.65 | 19.4 | 936.65 | | |
| Total | 929,552.7 | 199.51 | 1,014,441.6 | 205.76 | 1,653,964.2 | 98.2% | 212.46 | 2,025,932.2 | 95.3% | 208.73 | 371,968.0 | -3.73 | | |
| Other (s) | 28,340.1 | 109.00 | 30,442.4 | 162.81 | 29,763.6 | 99.0% | 110.13 | 99,065.1 | 100.0% | 165.76 | 69,301.5 | 55.63 | | |
| G.Total | 957,892.8 | 196.84 | 1,044,884.0 | 204.51 | 1,683,727.8 | 100.0% | 203.50 | 2,124,997.3 | 100% | 206.73 | 441,269.5 | 3.22 | | |

Buyer Purchase Analysis

| Buyer | For the Sale | | | | Up-to-Date Sale | | | | | | | | | |
|-------------|----------------|--------|----------------|--------|-----------------|---------|--------|-------------|----------------|--------|-----------|---------|----------------------|--|
| | Season 2020/21 | | Season 2021/22 | | Season 2020/21 | | | | Season 2021/22 | | | | (+/-) Season 2020/21 | |
| | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka | | |
| Export | 17,565.9 | 213.00 | 0.0 | 0.00 | 17,565.9 | 1.04% | 213.00 | 0.0 | 0.0% | 0.00 | -17,565.9 | -213.00 | | |
| Internal | 940,326.9 | 196.53 | 1,044,884.0 | 204.51 | 1,666,161.9 | 98.96% | 203.40 | 2,124,997.3 | 100.0% | 206.73 | 458,835.4 | 3.32 | | |
| Grand Total | 957,892.8 | 196.84 | 1,044,884.0 | 204.51 | 1,683,727.8 | 100.00% | 203.50 | 2,124,997.3 | 100.0% | 206.73 | 441,269.5 | 3.22 | | |

Crop of Major Tea Producing & Exporting Countries

| Country | Month | For the Month | | | Up-to-Date | | |
|--------------|-------|---------------|-------|------------|------------|--------|------------|
| | | 2020 | 2021 | (+/-) 2020 | 2020 | 2021 | (+/-) 2020 |
| Bangladesh * | April | 2.37 | 3.93 | 1.57 | 4.19 | 5.92 | 1.73 |
| Sri Lanka | March | 13.50 | 28.40 | 14.90 | 53.60 | 74.00 | 20.40 |
| North India | March | 32.50 | 46.90 | 14.40 | 33.70 | 49.00 | 15.30 |
| South India | March | 11.30 | 19.60 | 8.30 | 40.60 | 50.80 | 10.20 |
| All India | March | 43.80 | 66.50 | 22.70 | 74.30 | 99.80 | 25.50 |
| Kenya | March | 54.90 | 48.70 | -6.20 | 158.60 | 141.00 | -17.60 |

| Country | Month | For the Month | | | Up-to-Date | | |
|--------------|----------|---------------|------|------------|------------|--------|------------|
| | | 2019 | 2020 | (+/-) 2019 | 2019 | 2020 | (+/-) 2019 |
| Bangladesh * | December | 6.42 | 6.96 | 0.54 | 96.07 | 86.39 | -9.7 |
| Sri Lanka | December | 21.9 | 28.5 | 6.6 | 300.1 | 278.5 | -21.6 |
| All India | December | 66.3 | 73.9 | 7.6 | 1390.1 | 1255.6 | -134.5 |
| Kenya | December | 50.7 | 54.4 | 3.7 | 458.9 | 569.5 | 110.6 |

General + Other Market(s) This/Last Week

KOLKATA SALE 20- 20TH MAY, 2021

CTC Leaf: There was good demand. Best and good Assams sold at firm to dearer rates on competition. Other varieties were a steady market. Bulk of the Dooars sold at steady levels

| Tea Category USC/KG | All categories |
|----------------------|----------------|
| BEST ASSAMS | 426-481 |
| GOOD ASSAMS | 371-412 |
| MED ASSAMS | 302-357 |
| GOOD DOOARS | 357-439 |
| MED & PLAINER DOOARS | 220-316 |

COONOOR SALE 20- 22ND MAY, 2021

Market opened to a fair demand but diminished as the sale progressed with only the major Blenders operating. Upcountry, internal buyers and Exporters were very choosy and limited their purchases on select popular marks selectively. The total CTC leaf teas sold this week was **61.56 % (1044253kgs)** of the total offering of **1696344Kgs**. Exporters continued to operate selectively on the medium and plainer type larger, medium Broken and Fanning

| CTC Leaf (USC/KG) | Best | Good | Better Medium | Medium | Plain |
|-------------------|---------|---------|---------------|---------|---------|
| Larger Brokens | 192-216 | 155-178 | 147-154 | 143-146 | 137-141 |
| Medium Brokens | 211-262 | 178-209 | 161-177 | 148-159 | 137-147 |
| Smaller Brokens | 213-251 | 192-211 | 178-191 | 154-177 | 144-152 |
| Fannings | 207-239 | 185-203 | 169-184 | 158-168 | 144-157 |

MOMBASA SALE 20- 17TH /18TH & 19TH MAY, 2021

Good and improved demand for the 185,020 packages (12,214,551.00 kilos) on offer and 7.95% were unsold.

| CTC QUOTATIONS | BP1 – USC | PF1 – USC | PD – USC | D1 - USC |
|----------------|-----------|-----------|-----------|-----------|
| Best | 210 – 454 | 216 – 308 | 216 – 308 | 216 – 308 |
| Good | 180 – 336 | 214 – 240 | 214 – 240 | 214 – 240 |
| Good Medium | 196 – 344 | 200 – 226 | 200 – 226 | 200 – 226 |
| Medium | 165 – 208 | 173 – 214 | 173 – 214 | 173 – 214 |
| Lower Medium | 123 – 187 | 122 – 200 | 122 – 200 | 122 – 200 |
| Plainer | 094 – 176 | 080 – 170 | 080 – 170 | 080 – 170 |