NATIONAL BROKERS LIMITED

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Tea Auctioneers since 1948 TEA MARKET REPORT – Sale 37 held on Monday 16th January, 2023

CTC LEAF: 55,190 packages of Current Season teas on offer met with quite a good demand.

BROKENS: A small weight of clean Brokens were quite strongly competed for and were dearer in line with quality. Medium grades were in fair demand and were slightly easier with a few withdrawals. Plain types met with very little competition and declined further with more withdrawals. BLF teas met with less withdrawals at about firm rates.

FANNINGS: A few bright Fannings on offer met with a stronger demand and were dearer with quality. Good varieties met with fair interest and were about steady. Mediums met with less interest but were a little easier with more withdrawals. Plain teas were again easier with withdrawals. BLF teas met with less withdrawals at about firm rates

CTC DUST: 12,776 packages of Current Season teas on offer met with a fair demand. Bright liquoring

Dusts sold well at Tk.5/- to Tk.10/- higher than last. Other good liquoring Dusts were around last levels Mediums also met with fair demand at Tk. 5/- to Tk. 10/- lower than last. Plain and BLF Dusts met with a fair demand with some withdrawals. Blenders were fairly active with some interest from the Loose tea buyers.

COMMENTS: A bright feature of the sale was the continued interest for good liquoring types which were keenly sought after by the Blenders. Loose tea buyers lent only some support. Plain reprints suffered heavy withdrawals and where sold registered a sharper decline in price.

Dusts sold well with some withdrawals.

Our catalogue: (Sale 37) Avg: Tk 212.78, Sold 72.8 % & (Sale 36) Avg: Tk 219.62, sold 76.6 %.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-------------|-------------|----------|-----------|-----------|------|-----------|-----------|
| Large | 215-230 nom | 215-230 nom | Best | 225-250 | 225-245 | PD | 180-260 | 196-199 |
| Medium | 210-220 | 210-225 | Good | 220-225 | 215-225 | RD | 100-310 | 103-318 |
| Small | 210-220 | 210-225 | Medium | 200-210 | 200-210 | D | 148-280 | 141-287 |
| Plain | 150-170 | 160-180 | Plain | 160-170 | 160-180 | CD | 155-400 | 163-348 |
| BLF | 130-150 | 125-140 | BLF | 130-150 | 125-140 | BLF | 145-200 | 135-205 |

Exchange Rates 16th January, 2023 Sterling Pound: Tk. 125.1132 dollar: Tk. 102.0000
Top Prices – This Week

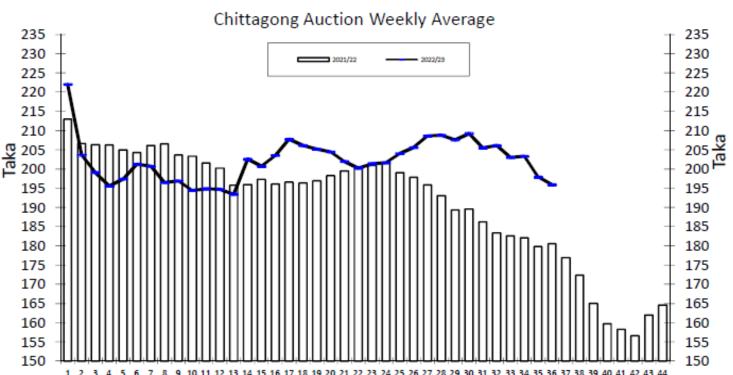
| | | 1 op 1 1100s | Tino Week | | |
|--------------------|------------------------|--------------|-----------|--------|------------|
| Category – CTC | Garden | Grade | Package | Price | Buyer(s) |
| Brokens | * Madhupur | GBOP | 20 | 356/- | PA |
| Fannings | Zareen | OF | 10 | 280/- | Unilever |
| Clonal Brokens | * Madhupur | GBOP(BT1) | 20 | 317/- | AKT/Meghna |
| Clonal Fannings | Kedarpur | PF(BT1) | 10 | 318/- | Ispahani |
| PD/RD (Incl Clone) | * Madhupur | RD(BT1) | 10 | 310/- | Ispahani |
| D (Incl Clone) | Kedarpur | D(BT1) | 10 | 300/- | Danish |
| CD (Incl Clone) | * Madhupur | CD(BT1) | 10 | 400/- | Shawon |
| Yellow | * M.M. Tea Estates Ltd | Yellow | 2 | 1500/- | Ajanta |

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

Offerings

| | | | | | O | | | | | |
|-------|-----------|-----------|-----------|-----------|---------------------|-----------|----------|-----------|--|--|
| | | This Sale | (Sale 37) | | Next Sale (Sale 38) | | | | | |
| | Season 20 | 22-23 | Season 20 |)21-22 | Season 2022 | -23 | Season | 2021-22 | | |
| Type | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg | | |
| Leaf | 55,190 | 2,753,981 | 43,907 | 2,406,982 | 49,762 | 2,483,124 | 44,608 | 2,445,411 | | |
| Dust | 12,776 | 637,522 | 10,478 | 567,334 | 12,275 | 612,523 | 10,904 | 590,541 | | |
| Total | 67,966 | 3,391,503 | 54,385 | 2,974,316 | 62,037 | 3,095,646 | 55,512 | 3,035,951 | | |

Chittagong Auction Average: Sale 36 Season 2022/23: Tk. 195.90 & Season 2021/22: Tk. 180.48



For the Sale Up-to-Date Sale Season 2021/22 Season 2021/22 Season 2022/23 Season 2022/23 (+/-) Season 2021/22 Qty. (Kg) Taka Qty. (Kg) Category Qty. (Kg) Taka Qty. (Kg) (%) Taka (%) Taka Qty. (Kg) Taka 189.85 CTC LEAF 1,737,797.7 172.96 1,725,703.0 60,290,522.6 78.5% 192.02 57,260,397.4 79.0% 196.60 -3,030,125.2 4.58 CTC DUST 437,443.3 210.36 462,497.1 218.47 16,236,783.3 15,194,865.9 222.40 -1,041,917.4 11.04 21.1% 211.35 21.0% -4,072,042.6 Sub-Tota 2,175,241.0 76,527,305.9 72,455,263.3 202.01 0.0 0.00 0.0 0.00 26,105.0 0.0% 104.44 0.0 0.0% 0.00 -26,105.0 -104.44 Total 2.175,241.0 180.48 2,188,200.1 195.90 76,553,410.9 99.7% 196.09 72,455,263.3 99.9% 202.01 -4,098,147.6 5.92 1,333,78 21,955.0 567.52 64.06 Green Tea 37.0 0.0 0.00 10,857.4 0.0% 503.47 0.0% 11,097.6 1,400.00 0.0% 0.0% 1,850.93 1,850.93 0.00 0.5 0.0 0.00 Yellow Tea 0.0 0.00 0.5 1,500.00 20.0 0.0% 1,400.00 6.0 0.0% 2,095.83 -14.0 695.83 72,477,251.3 -4,087,037.0 Total 2,175,278.0 180.50 2,188,201.1 195.90 76,564,288.3 99.7% 196.13 99.9% 202.12 5.98 0.00 253,843.2 0.3% 162.94 43,126.3 129.18 -210,716.9 Other (s) 0.0 0.0 0.00 0.1% -33.76 G.Total 2.175.278.0 180.50 2.188.201.1 195.90 76.818.131.5 100.0% 196.03 72.520.377.6 100% 202.08 -4,297,753.9 6.05

Buyer Purchase Analysis

| | For the Sale | | | | | | Up-to-Date Sale | | | | | |
|--------------------|--------------|--------|-------------|--------|--------------|------------|-----------------|--------------|------------|--------|--------------------|-------|
| | Season 20 | 21/22 | Season 20 | 22/23 | Seas | on 2021/22 | | Seaso | on 2022/23 | (+ | +/-) Season 2021/2 | 22 |
| Buyer | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| Export | 0.0 | 0.00 | 0.0 | 0.00 | 24,143.6 | 0.03% | 199.24 | 18,727.3 | 0.03% | 218.44 | -5,416.3 | 19.20 |
| Internal | 2,175,278.0 | 180.50 | 2,188,201.1 | 195.90 | 76,793,987.9 | 99.97% | 196.02 | 72,501,650.3 | 99.97% | 202.07 | -4,292,337.6 | 6.05 |
| Grand Total | 2,175,278.0 | 180.50 | 2,188,201.1 | 195.90 | 76,818,131.5 | 100.00% | 196.03 | 72,520,377.6 | 100.0% | 202.08 | -4,297,753.9 | 6.05 |

Crop of Major Tea Producing & Exporting Countries

| Country | Month | 2020 | 2021 | 2022 | (+/-) 2021 | 2020 | 2021 | 2022 | (+/-) 2021 |
|--------------|-----------|-------|-------|-------|------------|--------|--------|--------|------------|
| Bangladesh * | November | 10.50 | 10.24 | 10.84 | 0.60 | 79.43 | 89.57 | 86.05 | -3.52 |
| Sri Lanka | November | 24.8 | 20.2 | 20.2 | 0.0 | 250.2 | 279.1 | 231.9 | -47.2 |
| North India | November | 127.6 | 104.1 | 111.6 | 7.5 | 981.9 | 1057.1 | 1062.4 | 5.3 |
| South India | November | 21.4 | 16.7 | 21.2 | 4.5 | 201.6 | 220.0 | 215.6 | -4.4 |
| All India | November | 149.0 | 120.8 | 132.8 | 12.0 | 1183.5 | 1277.1 | 1278.0 | 0.9 |
| Kenya | September | 43.4 | 43.2 | 38.2 | -5.0 | 419.2 | 385.6 | 378.3 | -7.3 |

^{*} Source: Bangladesh Tea Board's Monthly Statistical Bulletin

OTHER MARKETS

KOLKATA SALE 02- 10TH /11TH & 13TH JANUARY, 2023

CTC: There was fair demand for better Assams at irregularly easier levels. Better medium Assams met with improved demand and sold at barely steady to irregularly easier levels closely following quality. Remainder were easier. Good and medium Dooars were barely steady. Plainer/BLF sorts were irregular around last. There was some export enquiry. Local buyers operated on the Dooars.

| Tea Category USC/KG | Brokens | Fannings | Dusts |
|---------------------|---------|----------|---------|
| BEST ASSAMS | 332-393 | 295-369 | 332-393 |
| GOOD ASSAMS | 246-307 | 246-283 | 258-320 |
| MED ASSAMS | 172-221 | 172-221 | 184-221 |
| BEST DOOARS | 258-307 | 258-295 | NA |
| GOOD DOOARS | 209-246 | 209-246 | NA |
| MED/PLN DOOARS | 148-197 | 148-197 | NA |

SILIGURI SALE 02- 11TH JANUARY, 2023

LEAF & DUST: Good demand. Well made & liquoring sorts were firm to occasionally dearer with competition. The remainder were irregularly easier. Buying Pattern: Internal- Main stay. Blenders – Operated.

| CTC/Quotations (USC/KG) | Brokens(USC/kg) | Fannings(USC/kg) | Dust (USC/kg) |
|-------------------------|-----------------|------------------|---------------|
| GOOD / BEST | 258-381 | 264-381 | 234-320 |
| MEDIUM / BETTER | 178-252 | 178-258 | 178-227 |
| MEDIUM | | | |
| COMMON / BLF | 123-172 | 135-172 | 135-172 |

COONOOR SALE 01- 7TH JANUARY, 2023

DEMAND: - Good demand.**MARKET:** - The total CTC leaf teas sold this week was **89.89%** (**709904.36kgs**) of the total offering of **789729.96Kgs**.

| CTC Leaf(USC/KG) | Best | Good | Better Medium | Medium | Plain |
|---------------------|---------|---------|---------------|---------|---------|
| Larger Brokens | 151-197 | 139-149 | 135-138 | 125-134 | 117-124 |
| Medium Brokens | 173-320 | 149-172 | 143-148 | 133-141 | 123-132 |
| Smaller Brokens | 180-235 | 150-177 | 146-149 | 138-145 | 132-136 |
| Fannings | 187-258 | 159-182 | 146-156 | 136-145 | 127-135 |

MOMBASA SALE 02-9TH/10TH & 11TH JANUARY, 2023

There was fairly good demand but at irregular levels with prices following quality for the 216,461 packages (14,445,143.00 kilos) on offer; 25.68% remained unsold.

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|--|-----------|-----------|-----------|-----------|--|--|--|--|
| CTC QUOTATIONS | BP1 – USC | PF1 – USC | PD – USC | D1 - USC | | | | |
| Best | 272 – 564 | 270 – 302 | 270 – 322 | 270 – 304 | | | | |
| Good | 266 – 296 | 270 – 285 | 270 – 278 | 270 – 274 | | | | |
| Good Medium | 255 - 302 | 265 – 279 | 270 – 274 | 270 - 272 | | | | |
| Medium (KTDA) | 250 - 290 | 244 – 266 | 258 – 270 | 245 – 266 | | | | |
| Medium (Plantations) | 177 - 282 | 180 - 250 | 220 – 256 | 190 - 230 | | | | |
| Lower Medium | 127 - 225 | 140 – 229 | 138 – 232 | 145 - 202 | | | | |
| Plainer | 108 - 140 | 104 – 174 | 108 – 176 | 110 – 156 | | | | |