

NATIONAL BROKERS LIMITED

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Tea Auctioneers since 1948

TEA MARKET REPORT – Sale 28 held on Tuesday 19th November, 2019

CTC LEAF: 70,065 packages of Current Season and 105 packages of Old Season teas on offer met with a selective demand at irregular rates.

BROKENS: A few good Brokens met with a fair demand and sold at around last levels but all others declined following quality and there were quite heavy withdrawals in this category. Poor varieties were particularly difficult of sale with very heavy withdrawals.

FANNINGS: A fair weight of good Fannings met with a good demand and were generally steady but Medium varieties saw a little less demand and were easier than last levels. Plain types proved difficult of sale with heavy withdrawals whilst the poorest were withdrawn without bids.

CTC DUST: 11,193 packages of Current Season and 10 packages of Old Season teas on offer met with a good demand. Good liquoring varieties met with an

improved competition and advanced by Tk.5/- to Tk.7/- closely following quality. Their Mediums varieties particularly CDs sold well at around last levels. Plain and BLF categories were slightly easier with a few withdrawals. Blenders lent very good support with fair interest from the Loose tea buyers.

COMMENTS: Market followed the trend of previous week whereby only a few good liquoring types were well supported and witnessed some competition. All other varieties met with a selective enquiry and eased further with heavy withdrawals. Blenders operated quite actively but the Loose tea section was selective. Reprinted teas continued to suffer with heavy withdrawals owing to lack of bids for these teas.

Dusts were a touch dearer market.

Our catalogue (Sale 28): Avg: Tk 181.80, Sold 55.0% & (Sale 27) Avg: Tk 183.42, sold 58.1%.

Quotations – This Week – (In Taka)

| Brokens | This Week | Last Week | Fannings | This week | Last Week | Dust | This week | Last Week |
|---------|-----------|-----------|----------|-----------|-----------|------|-----------|-----------|
| Large | 155-165 | 160-170 | Best | 185-195 | 188-195 | PD | 178-230 | 185-218 |
| Medium | 165-170 | 168-178 | Good | 178-183 | 180-185 | RD | 115-271 | 100-268 |
| Small | 170-175 | 170-180 | Medium | 165-173 | 165-175 | D | 115-249 | 108-270 |
| Plain | 110-120 | 110-130 | Plain | 110-120 | 110-130 | CD | 113-300 | 148-286 |
| BLF | 100-115 | 100-125 | BLF | 100-115 | 100-125 | BLF | 113-150 | 100-177 |

(BLF- Bought Leaf Factory)

Exchange Rates 19 November, 2019 Sterling Pound: Tk.. 107.9950, dollar: Tk. 83.5705

Top Prices – This Week

| Category – CTC | Garden | Grade | Package | Price | Buyer(s) |
|--------------------|------------------|-------|---------|-------|--------------|
| Brokens | * Madhupur | GBOP | 20 | 281/- | AKT/ATH |
| Fannings | * Madhupur | PF | 10 | 275/- | AKT |
| Clonal Brokens | Kaiyacherra Dalu | GBOP | 11 | 336/- | ATH |
| Clonal Fannings | Kaiyacherra Dalu | OF | 20 | 327/- | Shati/Sharif |
| PD/RD (Incl Clone) | Clevedon | PD(C) | 20 | 279/- | Maria/Aftab |
| D (Incl Clone) | * Daragaon | D | 20 | 249/- | Popular (D) |
| CD (Incl Clone) | * Phooltullah | CD | 10 | 300/- | Shawon |

* Above price(s) realised in our catalogue

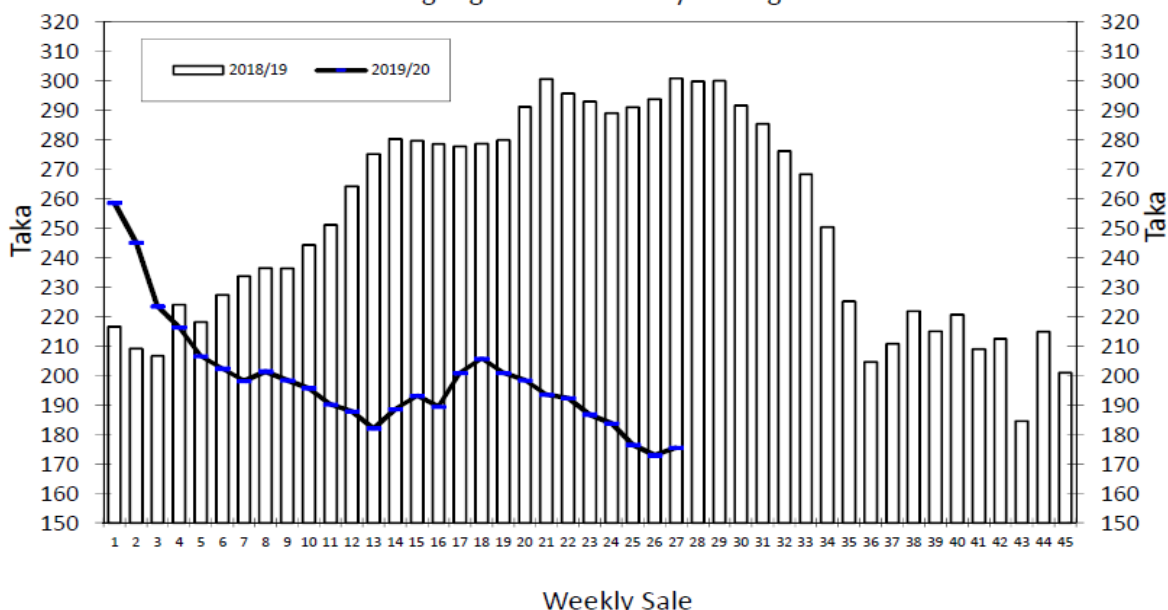
Offerings

| | This Sale (Sale 28) | | | | Next Sale (Sale 29) | | | |
|-------|-----------------------|-----------|------------------|-----------|-----------------------|-----------|------------------|-----------|
| | Season 2019-2020 | | Season 2018-2019 | | Season 2019-2020 | | Season 2018-2019 | |
| Type | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg | Packages | Qty/Kg |
| Leaf | 70,170 | 3,843,207 | 48,741 | 2,670,628 | 47,289 | 2,591,437 | 40,635 | 2,226,972 |
| Dust | 11,203 | 615,324 | 8,692 | 447,466 | 8,768 | 480,486 | 7,510 | 412,440 |
| Total | 81,373 | 4,458,531 | 57,433 | 3,118,094 | 56,057 | 3,071,924 | 48,145 | 2,639,412 |

Chittagong Auction Average: Sale 27

Season 2019/20: Tk. 175.57, Season 2018/19: Tk. 300.86

Chittagong Auction Weekly Average



Chittagong Auction Statistics - Sale: 27

Quantities of Teas Sold & Average Prices Realised

| Category | For the Sale | | | | Up-to-Date Sale | | | | | | | |
|-----------|----------------|--------|----------------|--------|-----------------|-------|----------------|--------------|-------|----------------------|-------------|---------|
| | Season 2018/19 | | Season 2019/20 | | Season 2018/19 | | Season 2019/20 | | | (+/-) Season 2018/19 | | |
| | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| CTC LEAF | 2,006,063.3 | 299.65 | 1,699,593.5 | 173.73 | 41,412,586.7 | 80.9% | 270.76 | 44,266,818.0 | 81.4% | 194.11 | 2,854,231.3 | -76.65 |
| CTC DUST | 417,072.8 | 306.67 | 405,552.2 | 183.25 | 9,450,945.9 | 18.5% | 275.26 | 9,812,379.9 | 18.0% | 202.18 | 361,434.0 | -73.08 |
| Sub-Total | 2,423,136.1 | 300.86 | 2,105,145.7 | 175.57 | 50,863,532.6 | 99.4% | 271.60 | 54,079,197.9 | 99.4% | 195.57 | 3,215,665.3 | -76.02 |
| ORTHODOX | 103.5 | 550.00 | 0.0 | 0.00 | 861.0 | 0.0% | 550.41 | 297.5 | 0.0% | 236.77 | -563.5 | -313.64 |
| Total | 2,423,239.6 | 300.87 | 2,105,145.7 | 175.57 | 50,864,393.6 | 99.4% | 271.60 | 54,079,495.4 | 99.4% | 195.57 | 3,215,101.8 | -76.03 |
| GREEN TEA | 0.0 | 0.00 | 0.0 | 0.00 | 0.0 | 0.0% | 0.00 | 3,423.0 | 0.0% | 452.15 | 3,423.0 | 452.15 |
| Total | 2,423,239.6 | 300.87 | 2,105,145.7 | 175.57 | 50,864,393.6 | 99.4% | 271.60 | 54,082,918.4 | 99.4% | 195.59 | 3,218,524.8 | -76.01 |
| Other (s) | 21,400.5 | 249.31 | 0.0 | 0.00 | 322,295.5 | 0.6% | 215.49 | 329,123.9 | 0.6% | 78.11 | 6,828.4 | -137.38 |
| G.Total | 2,444,640.1 | 300.42 | 2,105,145.7 | 175.57 | 51,186,689.1 | 100% | 271.25 | 54,412,042.3 | 100% | 194.88 | 3,225,353.2 | -76.37 |

Buyer Purchase Analysis

| Buyer | For the Sale | | | | Up-to-Date Sale | | | | | | | |
|-------------|----------------|--------|----------------|--------|-----------------|--------|----------------|--------------|--------|----------------------|-------------|--------|
| | Season 2018/19 | | Season 2019/20 | | Season 2018/19 | | Season 2019/20 | | | (+/-) Season 2018/19 | | |
| | Qty. (Kg) | Taka | Qty. (Kg) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | (%) | Taka | Qty. (Kg) | Taka |
| Export | 0.0 | 0.00 | 0.0 | 0.00 | 16,183.5 | 0.03% | 262.10 | 15,318.4 | 0.03% | 218.26 | -865.1 | -43.84 |
| Internal | 2,444,640.1 | 300.42 | 2,105,145.7 | 175.57 | 51,170,505.6 | 99.97% | 271.25 | 54,396,723.9 | 99.97% | 194.87 | 3,226,218.3 | -76.38 |
| Grand Total | 2,444,640.1 | 300.42 | 2,105,145.7 | 175.57 | 51,186,689.1 | 100% | 271.25 | 54,412,042.3 | 100% | 194.88 | 3,225,353.2 | -76.37 |

Crop of Major Tea Producing & Exporting Countries

| Country | Month | For the Month | | | Up-to-Date | | |
|--------------|-----------|---------------|-------|------------|------------|--------|------------|
| | | 2018 | 2019 | (+/-) 2018 | 2018 | 2019 | (+/-) 2018 |
| Malawi | October | 2.2 | 2.3 | 0.1 | 42.8 | 42.0 | -0.8 |
| Bangladesh * | September | 12.0 | 13.4 | 1.4 | 54.9 | 65.9 | 11.1 |
| Sri Lanka | September | 19.4 | 21.7 | 2.3 | 223.0 | 232.7 | 9.7 |
| North India | September | 155.4 | 167.8 | 12.4 | 820.7 | 852.4 | 31.7 |
| South India | September | 19.4 | 16.9 | -2.5 | 158.5 | 153.9 | -4.6 |
| All India | September | 174.8 | 184.7 | 9.9 | 979.2 | 1006.3 | 27.1 |
| Kenya | September | 42.5 | 35.5 | -7.0 | 346.0 | 317.0 | -29.0 |

* Source: Bangladesh Tea Board's Monthly Statistical Bulletin

General + Other Market(s) This/Last Week

KOLKATA SALE 46- 15TH NOVEMBER, 2019

CTC Leaf: There was good demand for best descriptions which were steady. Other brighter liquoring Assams were barely steady to easier. Browner sorts saw lower interest at easier rates. Better and clean, well-made Dooars across all categories sold at firm rates. The remainder was irregular with quality. CTC Dust: There was good demand. Brighter liquoring Assam dust grades were firm to at times dearer. Similar quality PD grades were barely steady. Other Assams were irregularly easier. The small weight of Dooars was irregular around last. M/s Hindustan Unilever operated with lower interest in the leaf market compared to the previous week. They were active on brighter liquoring Assams. M/s Tata Global Beverages operated on medium and plainer categories in the leaf sale and were active on brighter liquoring teas in the Dust market. Western India segments operated on brighter liquoring Assams. Regional packeteers operated on medium and plainer teas. Export accounts showed some interest on larger brokens. Local traders operated on the Dooars.

| Tea Category USC/KG | Brokens | Fannings | Dusts |
|---------------------|---------|----------|---------|
| BEST ASSAMS | 320-348 | 306-320 | 334-348 |
| GOOD ASSAMS | 251-306 | 264-292 | 306-334 |
| MED ASSAMS | 209-237 | 209-237 | 223-278 |
| BEST DOOARS | 244-264 | 237-258 | 216-230 |
| GOOD- MED DOOARS | 195-223 | 195-223 | 181-202 |
| PLAINER DOOARS | 126-167 | 126-167 | 126-167 |

COONOOR SALE 46- 15TH NOVEMBER, 2019

Initially, there was good demand which reduced with the progress of the sale. The Best liquoring types were irregular while the Good sorts were steady to easier by Rs.2; Mediums sorts were steady to dearer by Rs.2 with the Plainers moving at steady levels although the browner sorts were heavily discounted. Major blenders and Regional Packeteers were the mainstay; The Internal trade was fair with selective buying being made by the Exporters.

| CTC Leaf(USC/KG) | Best | Good | Medium | Plain |
|------------------|---------|---------|---------|-------|
| | 134-153 | 119-128 | 103-117 | 88-98 |

MOMBASA SALE 46- 11TH & 12TH NOVEMBER, 2019

There was irregular demand for the 151,710 packages (10,081,843.00 kilos) in the market and eased as the sale progressed with 13.35% neglected.

| CTC QUOTATIONS | BP1 – USC | PF1 – USC | PD – USC | D1 – USC |
|----------------|-----------|-----------|-----------|-----------|
| Best | 320 – 692 | 274 – 332 | 299 – 412 | 320 – 355 |
| Good | 276 – 396 | 260 – 292 | 298 – 313 | 312 – 358 |
| Good Medium | 275 – 364 | 243 – 278 | 294 – 306 | 294 – 338 |
| Medium | 170 – 308 | 220 – 254 | 222 – 260 | 210 – 286 |
| Lower Medium | 134 – 182 | 140 – 224 | 140 – 220 | 150 – 222 |
| Plainer | 122 – 164 | 115 – 180 | 100 – 190 | 090 – 188 |