

LANKA COMMODITY BROKERS LTD TEA MARKET REPORT

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SALE NO.31 OF 11TH / 12TH AUGUST, 2020.

COMMENTS

There has been a general lowering of crop intakes from most plantation areas. Dull mornings and evening rains have been reported from the Western slopes and the Nuwara Eliya region whilst the Uva/ Uda Pussellawa estates have had clear mornings, accompanied with evening showers. The Department of Meteorology predicts continued precipitation in the week ahead, and all indications are that the August Tea Crop would be below target.

This week's auction (Sale # 31) was conducted on the 11th & 12th of August (Tue/Wed) with a weight of 6.9 m/kgs. The Low Grown Leafy/Semi leafy/Tippy/Premium Flowery Grades comprised of a weight of 3.2 m/kgs, whilst Main Sale High Medium category teas amounted to 0.8 m/kgs. Ex Estate offerings amounted to 0.9 m/kgs.

There was fair demand for Ex Estate teas at irregularly rates following quality. A range of the best western BOP's were firm and Rs. 10/- to 20/- dearer whilst their corresponding BOPF were firm to marginally easier. In the below best category, cleaner BOP/BOPF were generally Rs. 10/- to 20/- dearer. Nuwara Eliya's were about firm. Uda Pussellawa's were irregularly lower whilst the limited availability of improved quality offerings from the Uva district were dearer up to Rs.30/- per kg. CTC PF1's from the High and Medium elevations were again irregularly easier. Low Growns too were barely steady. There was sustained demand from Hong Kong, China and other Far Eastern markets. Buyers for Europe were selective.

Fair demand was seen for low grown leafy teas, with high priced OP1's being irregular and the balance easing with quality. Secondary type teas however received more interest and prices were consequently fully firm to dearer. OP/OPA's were firm to occasionally dearer. In the semi leafy category, there was good demand for most grades. Select high priced BOP1's were irregular but the remainder held firm. Pekoes which have been seeing steadily increasing price levels over the last several auctions saw signs of weakening and prices slid Rs. 40/- to 50/- per kg. Shotty Pekoe 1's declined to a lesser extent. A range of the best available FBOP's and FBOPF1's were firm; others were firm to irregularly lower. The best tippy FBOPF1's were firm. There was good demand from Saudi Arabia, Iran, Libya, Jordan, Kuwait and the U. A. E. whilst Turkey continued active though selective. Buyers for Russia and the C. I. S. too were fairly active for their favorite buying standards.

This week's auction co a total quantity of 6,95 The catalogue-wise br	4,084 kgs	i.	<u>In Lighter Vein</u> Tried it Once A sales representative stops at a small manufacturing plant. He presents a box of cigars to the manager as a gift.
	Lot	<u>Qty. (Kgs)</u>	"No thanks." says the plant manager. "I tried smoking a cigar once, but I didn't like it". The sales rep shows his display case and then, hoping to
Low Grown Leafy	2,301	1,040,402	clinch a sale, offers to take the manager out for a round
Low Grown Semi Leafy	1,715	882,153	of drinks. "No, thanks." the plant manager replies. "You know, I
Low Grown Tippy	2,249	1,227,366	tried alcohol once, but didn't like it." Then the salesman glances out the office window and
High & Medium	1,614	799,974	sees a golf course.
Off Grade/BOP1A	2,330	1,346,656	"I suppose you play golf" says the salesman. "I'd like to invite you to be a guest at my club".
Dust	570	612,384	"That's kind of you, but no, thanks." the manager says.
Premium Flowery	461	90,694	"I played golf once, but I didn't like it". Just then a young man enters the office.
Ex-Estate	803	954,455	"Let me introduce my son, Mike" says the plant
Total	<u>12,043</u>	<u>6,954,084</u>	manager. "Let me guess" the salesman replies with a bitter smile: "An only child?"

LOW GROWNS – LEAFY

- BOP1 : Select best teas barely steady; balance was maintained. Teas at the lower end too held firm.
- **OP1** : Teas in the select best category were firm; balance declined Rs.20-30/- per kg. Stalky invoices tended irregular.
- **OP** : Select best teas were fully firm on last week levels; balance appreciated by Rs.10/- per kg. Teas at the lower end tended irregularly dearer.
- **OPA** : Select best invoices were lower by Rs.10-20/- per kg; balance was fully firm on last week levels. Poorer sorts were generally dearer.
- **PEK/PEK1:** Well-made shotty invoices were irregularly dearer; balance was lower Rs.10-20/- per kg. Bold PEKOE varieties declined Rs.40-60/- and more particularly the commencement of the sale. Lower end teas were generally firm.

Quotations (Rs./Kg)

	Best		Below	Best	Others	
	This Week	Last Week	This Week	Last Week	This Week	Last Week
BOP1	850-1300	850-1300	620-670	620-680	525-575	530-570
OP1	900-1200	900-1200	670-720	680-730	370-410	360-400
ОР	750-790	740-790	620-660	610-650	350-400	330-380
OPA	750-790	740-790	600-630	600-650	330-360	320-340
PEK/PEK1	850-920	880-980	680-730	700-750	500-550	500-530

TIPPY/SMALL LEAF

- **BOP/BOPSP** : Select best category firm on last week levels. Best and cleaner teas in the below best and lower end too were firm; others tended irregular.
- **BOPF/BOPFSP** : Select best BOPF maintained. Below best and lower end were firm to dearer.
- **FBOP/FBOP1** : Select best teas were firm on last week levels. Best together with the below best were firm to dearer. Cleaner teas at the lower end appreciated. Best FBOP1's were firm. Below best and teas at the lower end appreciated.
- **FBOPF/FBOPF1 :** Well made tippy teas with a bright show of tip attracted good demand. Best and below best varieties too maintained. Select best FF1's were firm. Best and below best were maintained. Cleaner teas at the lower end too gained; others held firm.
- **FBOPFSP/EXSP :** Select best long leaf tippy teas were firm on last week levels. Small leaf tippy teas were irregular and at times lower.

Quotations (Rs./Kg)

	Best		Below	Best	Others	
	This Week	<u>Last Week</u>	<u>This Week</u>	Last Week	<u>This Week</u>	Last Week
BOP/BOPSP	800-960	800-940	650-700	650-700	500-550	500-550
BOPF /BOPFSP	750-820	750-880	600-650	600-650	500-550	500-550
FBOP/FBOP1	900-1250	900-1200	700-750	700-750	600-650	600-650
FBOPF/FBOPF1	900-1350	1000-1250	800-900	800-900	600-650	600-620
FBOPFSP/EXSP	2000-3050	2000-3250	1300-1700	1200-1600	700-850	800-900

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP

: Select best teas on offer maintained last levels; others and the below best types were lower by Rs.10-20/-. Teas at the lower end were firm.

FBOPF/FBOPF1: Well made teas appreciated last levels; secondary and the poor varieties tended irregular.

PEK/PEK1 : The bold neat varieties lost Rs.30/- and more; select well made PEKOE1's were firm on last levels; balance and the poor varieties were firm to easier.

Quotations (Rs./Kg)	Best		Belov	w Best	Others	
	This Week	Last Week	This Week	Last Week	This Week	<u>Last Week</u>
FBOP	800-870	800-860	680-800	700-800	580-680	580-700
FBOPF/FBOPF1	830-920	840-980	680-830	700-840	550-680	560-700
PEK/PEK1	780-880	800-940	700-780	700-800	580-700	600-700

HIGH GROWN

BOP: Best Westerns, where quality was maintained, were firm and Rs.10-20/- per kg dearer, whilst the others sold around last week's levels. In the Below Best category improved teas gained Rs.20/- per kg, whilst the others were irregular. Plainer sorts were barely steady. Nuwara Eliyas were generally firm. Uda Pussellawas were firm and up to Rs.10/- per kg lower. Uvas – Few select brighter invoices gained Rs.30-40/- per kg, whilst the others sold around last.

BOPF: BestWesterns, where qualitywas maintained were firm and up to Rs.10/- per kg lower. In the Below Best category, a selection of clean leaf teas gained Rs. 10-20/- per kg, whilst the others were firm and lower by a similar margin. Plainer sorts were barely steady. Nuwara Eliyas were firm. Uda Pussellawas were mostly sold around last week's levels. Uvas - Few select brighter teas gained Rs.20-30/- per kg, whilst the others sold around last.

Quotations (Rs./Kg)	BO	Р	BOPF		
	This Week	Last Week	This Week	Last Week	
Best Westerns	600-670	580-660	580-660	590-650	
Below Best Westerns	550-590	530-570	540-570	560-580	
Plainer Westerns	510-540	490-520	500-530	520-550	
Nuwara Eliyas	550-570	570	550-650	640-650	
Brighter Uda Pussellawas	500-510	520-530	510-530	510-530	
Other Uda Pussellawas	470-480	450-480	490-500	490	
Best Uva's.	590-640	550-570	520-590	530-570	
Other Uva's	520-550	490-540	460-510	510-520	

MEDIUM GROWN TEAS

- **BOP** : Generally firm.
- **BOPF** : Clean leaf coloury sorts were barely steady, whilst the poorer sorts declined Rs.20/- per kg and more.

Quotations (Rs./Kg)	B	OP	BOPF		
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	
Best Westerns	550-870	550-850	430-570	450-570	

CTC

- **PF1:** High Grown barely steady whilst Medium Grown sold around last week's levels. Low Grown PF1's firm to marginally easier.
- BP1: High & Medium Growns were irregular. Low Grown mostly firm.

	P	PF1	BP1		
Quotations (Rs./Kg)	<u>This Week</u>	Last Week	This Week	Last Week	
High	4380-550	430-520	500-540	500-520	
Medium	390-540	390-500	450-540	460-550	
Low	400-630	400-630	480-650	420-690	

OFF GRADES

Liquoring FNGS/FNGS1 dearer Rs.10-20/-. Clean Low Grown FNGS/FNGS1s advanced Rs.20/-. Best BP's eased Rs.25/- per kg. Well-made BMs tended irregular whilst poorer type advanced Rs.10-20/-. Select best BOP1A's held firm whilst at the lower end the poor sorts were dearer by Rs.10/-/ per kg.

QUOTATIONS (Rs/kg)	HIGH		MED	IUM	LOW	
	This Week	Last Week	This Week	Last Week	This Week	Last Week
Good Fannings (Orthodox)	350-530	370-530	320-380	310-360	310-410	300-380
Good Fannings (CTC)	340-420	340-420	320-380	320-380	310-380	310-380
Other Fannings (Orthodox)	250-310	250-310	290-310	290-310	290-320	290-320
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	420-510	420-470	420-500	420-450	410-520	400-470
Other BM's	320-380	310-370	320-380	310-370	310-380	300-370
Best BOP1As	470-530	470-530	480-580	480-580	500-720	500-720
Other BOP1As	320-380	310-370	320-380	310-380	320-390	310-370

DUST

Select best liquoring High Grown D1's appreciated by Rs.40-60/- whilst the secondary and below best types maintained last levels. Poor varieties too held last levels. Low Grown Clean D/D1s were easier by Rs.10-20/-. PD's from High & Low Grown elevations met with good demand whilst Medium CTC's firm to dearer by Rs.10-20/-.

QUOTATIONS (Rs/kg)	HIGH		MEI	DIUM	LOW	
	This Week	Last Week	<u>This Week</u>	Last Week	<u>This Week</u>	<u>Last Week</u>
Good Primary Dust 1(Orthodox)	680-940	600-850	520-580	500-560	420-530	480-550
Good Primary PD (CTC)	580-690	580-690	540-590	550-600	700-820	600-650
Secondary Dust	300-330	300-330	300-330	300-330	300-330	300-330

World Crop Statistics (MKGS)

Country	Month	2019	2020	Difference +/-	To-date 2019	To-date 2020	Difference +/-
SRI LANKA	June	27.28	26.84	-0.44	157.63	129.04	-28.59
BANGLADESH	June	11.67	8.96	-2.71	27.95	21.81	-6.1
KENYA	June	42.42	46.37	3.95	212.60	300.67	88.1
SOUTH INDIA	Мау	22.0	20.8	-1.2	75.5	76.4	0.90
NORTH INDIA	Мау	112.3	75.6	-36.7	246.8	133.3	-113.5
MALAWI	June	1.61	1.39	-0.2	34.65	31.28	-3.4

"Africa Tea Brokers Bulletin of Statistics"

Cont'd.... (5)

WEGHERNING		
WESTERN MED		070/
Kenilworth	BOP	870/-
Doombagastalawa		850/-
Weraugolla	BOPF/BOPFSP	580/-
Doombagastalawa		960/-
Craighead	FBOP /FBOP1	870/-
Craighead	FBOPF/FBOPF1	920/-
*Hatale	OP/OPA	770/-
*Dartry Valley	OP/OPA	760/-
Craighead	OP1	1350/-
* Dartry Valley	PEK/ PEK1	880/-
Cooroondoowatte	PEK/PEK1	880/-
Craighead	PEK/ PEK1	880/-
WESTERN HIGI	<u>H</u>	
Weddemulla	BOP	830/-
Bearwell	BOPSP	710/-
Mattakelle	BOPF/BOPFSP	660/-
Glenloch	BOP1	750/-
Agra Elbedde	FBOP /FBOP1	780/-
Venture	FBOPF/FBOPF1	860/-
Queensberry	OP/OPA	740/-
Weddemulla	OP1	750/-
Weddemulla	PEK /PEK1	890/-
NUWARA ELIY		
Mahagastotte	BOP	570/-
Loversleap	BOPF/BOPFSP	650/-
Mahagastotte	BOPF/BOPFSP	650/-
Kemare	FBOP/FBOP1	670/-
Kemare	FBOPF/FBOPF1	720/-
Kemare	OP/OPA	730/-
Kemare	PEK/PEK1	770/-
CTC TEAS		
HIGH GROWN		
Dunsinane CTC	PF1	550/-
Dunsinane CTC	BP1	540/-
Florance	BP1	540/-
Dunsinane CTC	BPS	520/-
MEDIUM GROV	WN	
New Peacock	PF1	540/-
Strathdon	BP1	540/-
Carolina	BPS	550/-
Caronna	010	550/-
LOW GROWN		
Kalubowitiyana C	FC PF1	630/-
Liyonta	PF1	630/-
Suduwelipothahen		660/-
Canora	BPS	470/-

UVA MEDIUM		
Halpewatta Uva	BOP	840/-
Telbedde	BOPSP	760/-
Dickwella	BOPF/BOPFSP	830/- 960/-
Halpewatta Uva Halpewatta Uva	BOP1 FBOP /FBOP1	960/- 850/-
Dickwella	FBOPF/FBOPF1	830/-
Dickwella	OP/OPA	750/-
Tellbedde	OP1	960/-
Aruna Presara	PEK/ PEK1	870/-
*Halpewatta Uva	РЕК/ РЕК1	840/-
<u>UVA HIGH</u>		
Ranaya	BOP	690/-
Spring Valley	BOPSP	730/-
Kelliebedde	BOPF/BOPFSP	590/-
Nayabedde	BOPF/BOPFSP	590/-
Uva Highlands	BOP1	760/-
Non Pacil	FBOP /FBOP1	770/- 840/
Uva Highlands	FBOPF/FBOPF1 OP/OPA	840/-
Glenanore Gonamotawa	OP/OPA OP/OPA	750/- 750/-
Ranaya	OP/OFA OP1	800/-
Glenanore	PEK/PEK1	870/-
Gienanore		070/
UDA PUSSELLA	WA	
Blairmond	BOP	520/-
Lucky Land	BOP	520/-
Kirklees	BOPF/BOPFSP	590/-
Gordon	BOP1	690/-
Gordon	FBOP/ FBOP1	710/-
Delmar	FBOP/ FBOP1	710/-
*Delmar	FBOPF/FBOPF1	700/-
Gampaha	FBOPF/FBOPF1	700/-
Delmar	OP/OPA	720/-
Gordon	OP1 PEK/ PEK1	690/-
Delmar	PEK/ PEK1	830/-
OFF GRADES		
*Nawalakanda Su	IDFNG/FNG1	570/-
Hingalgoda CTC	PFGS	670/-
Kuttapitiya A	BM	700/-
*Ihalapanapitiya	BM	680/-
Ceciliyan	BP	700/-
Nilgiri	BP	700/-
*Aldora	BOP1A	750/-

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		2020	2019		
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	514.02	520.17	545.23	409.31	467.81
Western High Grown	554.95	557.63	593.10	467.34	534.64
High Grown	543.71	547.39	578.69	450.57	515.53
Uva Medium	565.25	567.27	586.22	442.96	498.16
Western Medium	532.00	534.18	529.63	407.11	463.30
Medium Grown	541.60	544.05	547.48	417.19	473.07
Low Grown (Orthodox)	681.94	681.94	686.44	572.35	591.79
Combined L.G. (Orthodox + CTC)	669.45	668.93	669.03	562.90	580.40
Total	623.55	623.56	628.45	518.45	549.86

COLOMBO AUCTION – GROSS SALE AVERAGES SALE NO.30 OF 04TH AUGUST, 2020

DETAILS OF TEAS AWAITING SALES

	Sale of 18 th	/19 th August, 2020	Sale of 25 th /26 th August, 202		
	Lots	Qty. (Kgs)	Lots	Qty. (Kgs)	
Low Grown Leafy	2,174	989,773	2,003	884,167	
Low Grown Semi Leafy	1,791	934,604	1,637	837,251	
Low Grown Tippy	2,073	1,152,075	1,931	1,036,775	
High & Medium	1,721	909,902	1,468	728,141	
Off Grade/BOP1A	2,115	1,242,618	2,212	1,333,468	
Dust	649	680,653	464	455,758	
Premium Flowery	442	90,862	415	78,216	
Ex-Estate	799	<u>946,351</u>	731	864,076	
Total	<u>11,764</u>	<u>6,946,838</u>	<u>10,861</u>	<u>6,2176,852</u>	

Private Sale Figures (03/0	8/2020 - 018/08/2020)
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Cumulative

- 82,913.00 Kgs.

- 2,845,028.10 Kgs.

Cont'd.... (7)

CATALOGUES

Sale No.33 of 25th/26th August, 2020 The Main Sale & Ex-Estate Sale catalogues closed on 07th August, 2020 at 04.30 p.m.

Sale No.34 of 31st August/02nd September, 2020 The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 13th August, 2020 at 04.30 p.m. but sale may close before the scheduled date when the number of lots if reached.

Sale No.35 of 08th / 09th September, 2020

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on 20th August, 2020 at 04.30 p.m. but sale may close before the scheduled date when the number of lots if reached.

SALE NO.32

BROKER'S SELLING ORDER

Auction of 18th/19th August, 2020

Leafy/Tippy/BOP1A/ Premium Flowery

- 1. Ceylon Tea Brokers PLC
- 2. Lanka Commodity Brokers Ltd
- 3. Eastern Brokers (Pvt) Ltd
- 4. John Keells PLC
- 5. Forbes & Walker Tea Brokers (Pvt) Ltd
- 6. Mercantile Produce Brokers (Pvt) Ltd
- 7. Bartleet Produce Marketing (Pvt) Ltd
- 8. Asia Siyaka Commodities PLC

High & Medium/Off Grades/Dust

- 1. Mercantile Produce Brokers (Pvt) Ltd
- 2. Forbes & Walker Tea Brokers (Pvt) Ltd
- 3. Bartleet Produce Marketing (Pvt) Ltd
- 4. Lanka Commodity Brokers Ltd
- 5. Ceylon Tea Brokers PLC
- 6. Eastern Brokers (Pvt) Ltd
- 7. John Keells PLC
- 8. Asia Siyaka Commodities PLC

Ex-Estate

- 1. Mercantile Produce Brokers (Pvt) Ltd
- 2. Bartleet Produce Marketing (Pvt) Ltd
- 3. Asia Siyaka Commoditites PLC
- 4. Lanka Commodity Brokers Ltd
- 5. Ceylon Tea Brokers PLC
- 6. John Keells PLC
- 7. Forbes & Walker Tea Brokers (Pvt) Ltd
- 8. Eastern Brokers (Pvt) Ltd

Crop & Weather From 03rd August to 09th August, 2020

Western/Nuwara Eliya Regions: Dull mornings and evening showers were reported throughout the week. The Department of Meteorology predicts showers in the Nuwara Eliya and Western regions in the week ahead. **Uva Region:** Bright mornings and overcast evenings were reported during the week. Showers/thundershowers are forecast in the evenings according to the Department of Meteorology in the week ahead. Udapussellawa Region: Clear mornings and evening showers were reported in the Udapussellawa Region throughout the week. Low Growns Overcast mornings and evening showers were reported during the week. The Department of Meteorology predicts showers in the week ahead.

Crop Intake: The Western, Nuwara Eliya, Uva and Udapussellawa regions experienced a decrease in the crop intake, whilst selected estates in the Low Grown Region maintained.

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-OTHER MARKETS-

BANGLADESH AUCTION

Sale 11 held on Monday 10th August, 2020.

CTC LEAF: 53,564 packages of Current Season teas on offer once again met with an improved demand at dearer rates.

BROKENS: Well made good liquoring BOPs and GBOPs were a good market and sold at dearer rates often upto Tk.5/-. All other varieties met with more interest and mostly sold at slightly dearer rates. The plainest, however, were neglected and were withdrawn without bid.

FANNINGS: Well made good liquoring Fannings were in good demand at firm to dearer rates whilst the remainder met with improved demand and also sold at dearer rates. Demand for the plainest varieties was selective with quite heavy withdrawals.

CTC DUST: 8,978 packages of Current Season teas on offer met with a strong demand. Good liquoring. Dusts met with a good demand and were generally steady on last. Their Medium varieties were mostly firm to slightly dearer market. Plain and BLF Dusts continued to be a weak feature with fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: This week both Leaf and Dust sale was held at the usual auction venue. There was more widespread demand emanating from all sections of the market which resulted in improved price levels with less withdrawal. Both Blenders and the Loose tea buyers were more active this week. Good liquoring Ds met with an improved demand.

Our catalogue (Sale 11): Avg: Tk 185.59, Sold 63.2% & (Sale 10) Avg: Tk 177.20, sold 59.9%.

Brokens	This Week	Last Week	Fannings	This week	Last Week	Dust	This Week	Last Week
Large	165-175	160-170	Best	200-205	190-200	PD	143-251	152-259
Medium	165-180	160-175	Good	185-195	175-185	RD	110-307	105-305
Small	175-205	170-200	Medium	150-165	165-175	D	140-296	135-309
Plain	125-150	125-140	Plain	120-145	125-150	CD	180-330	170-360
BLF	115-140	110-130	BLF	110-140	115-140	BLF	110-241	105-239

Quotations - This Week - (In Taka)

COURTESY: NATIONAL BROKERS LTD

12th August, 2020. -/ra.