



LANKA COMMODITY BROKERS LTD
TEA MARKET REPORT

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SALE NOS.14 OF 18TH/19TH APRIL, 2020

COMMENTS

Sale #14 which was originally scheduled for April 6 & 8, 2020 and postponed on account of COVID-19 Lockdown, was finally held over April 18 through 19, 2020. The auction was conducted for the third successive week on an Electronic Platform as against the traditional practice of Brokers and buyers gathering in a common auditorium for the weekly auctions.

This week's sale comprised of a vastly reduced total quantity of 2.8 m/kgs; down by 1.1 m/kgs over the previous auction. Low Grown Leafy/Tippy/Premium Flowery Grades comprised of 0.9 m/kgs, whilst Main Sale High & Medium category teas totaled approximately 0.5 m/kgs. Teas on offer in the Ex Estate catalogue amounted to almost 0.3 m/kgs, the lowest in recent history.

There was good demand for most rotorvane type teas in the Ex Estate sale although the overall market sentiment was not as strong as the previous sale. Select best quality teas continued to be sought after by Japan, Hong Kong and some high-end European markets whilst the teas suitable for the "Tea Bag" segment was again supported by Russia. The best available CTC teas from the High and Medium elevations were about firm on last levels but others commenced irregularly lower and weakened further by the close of the sale. Selected Low Grown PF1's were hotly competed for throughout the sale with prices gaining further by the close.

Low Grown teas received good overall demand from buyers for the Middle East, Turkey and Russia. Select best leafy BOP1's/OP1's sold at firm levels as did the best OP/OPA's. However, there was more selective demand for secondary and poor leaf OP/OPA which lost up to Rs. 30/- and more. Shotty Pek1's were about maintained, but here again the bolder Pekoe descriptions lost sharply. Iran was forceful. Turkey was active, but, selective whilst buyers for the C I S and Russia operated for well-made leafy descriptions. Very Tippy Teas continued to attract useful demand. There was sustained demand from Iraq and Libya.

This week's auction comprised of **5,273** lots with a total quantity of **2,880,065** kgs.
 The catalogue-wise breakdown was as follows:-

	Lot	Qty. (Kgs)
Low Grown Leafy	1,326	528,682
Low Grown Tippy	717	356,753
High & Medium	1,016	502,202
Off Grade/BOP1A	1,459	850,654
Dust	325	308,644
Premium Flowery	110	19,483
Ex-Estate	<u>320</u>	<u>313,647</u>
Total	<u>5,273</u>	<u>2,880,065</u>

In Lighter Vein

Wrong Number [1]

I still have a lot of trouble with wrong numbers. Yesterday I dialed the Red Cross and got the Inland Revenue Department in error. So the IRD operator asked me what number I had dialed. I said, "The Red Cross, you know, where they take the blood."
 She said, "Well, you aren't too far off, are you?"

LOW GROWNS – LEAFY

- BOP1** : Select best together with best invoices appreciated by Rs.30/- and at times more; balance too were fully firm. Teas at the lower end maintained.
- OP1** : Teas in the select best category were fully firm on last week levels; balance was irregularly lower. Stalky invoices declined by Rs.50/- per kg.
- OP** : Select best invoices appreciated by Rs.20/- per kg; balance was firm on last week levels. Teas at the lower end were firm.
- OPA** : Select best teas too appreciated; balance too maintained. Poorer sorts were fully firm.
- PEK/PEK1**: Well-made shotty invoices declined by Rs.30/- and at times more; balance was barely steady. Best bold PEKOE's at times gained up to Rs.60/- per kg; balance maintained. Teas at the lower end were fully firm.

Quotations (Rs./Kg)

	Best		Below Best		Others	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
BOP1	1700-2450	1700-2400	880-1000	880-1000	600-750	600-750
OP1	2000-2900	2000-2900	900-1300	900-1300	500-650	550-700
OP	1000-1200	1000-1200	650-750	800-950	580-700	580-700
OPA	1000-1400	1000-1300	800-950	800-950	580-700	580-700
PEK/PEK1	1100-1300	1100-1400	880-970	880-970	680-720	680-720

TIPPY/SMALL LEAF

- BOP/BOPSP** : Select best BOPs were dearer on last whilst below best too was firm to dearer. Teas at the bottom were maintained..
- BOPF/BOPFSP** : A few select best maintained. Others were firm to dearer.
- FBOP/FBOP1** : Select best and best were firm to dearer. Below best and teas at the bottom gained Rs. 20/- per kg and more. FBOP1's in general were firm to dearer.
- FBOPF/FBOPF1** : Very tippy teas continued to attract good demand. Best and below best were firm to dearer. Teas at the bottom maintained.
- FBOPFSP/EXSP** : A few select best invoices maintained following quality. Best and below best teas were irregularly easier.

Quotations (Rs./Kg)

	Best		Below Best		Others	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
BOP/BOPSP	1000-1310	1000-1300	800-900	800-900	600-700	600-700
BOPF /BOPFSP	900-1100	900-1000	750-850	750-850	600-700	600-700
FBOP/FBOP1	1500-2100	1500-1810	900-1200	900-1200	700-800	700-800
FBOPF/FBOPF1	1200-1450	1200-1400	900-1050	900-1050	700-800	700-800
FBOPFSP/EXSP	3000-4200	3000-3600	2200-2800	2200-2800	950-1300	950-1300

Cont'd... (3)

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP : Select best types gained Rs.30-40/- per kg whilst the others were fully firm.

FBOPF/FBOPF1 : Best on offer maintained last levels whilst the others were firm to dearer.

PEK/PEK1 : Best on offer maintained last levels whilst the others were fully firm.

<u>Quotations (Rs./Kg)</u>	Best		Below Best		Others	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
FBOP	950-1250	900-1200	800-950	780-900	650-800	600-750
FBOPF/FBOPF1	900-1100	900-1100	800-900	800-900	650-780	650-780
PEK/PEK1	900-1050	900-1050	800-900	800-900	650-800	650-800

HIGH GROWN

BOP: Select high priced teas were irregular. In the Below Best category, brighter sorts were firm and tended dearer. Others were Rs. 10-20/- per kg lower. Nuwara Eliya's continued to sell well although at easier rates to last. Uda Pussellawa's gained Rs. 20-30/- per kg and more. Uvas sold around last, though irregular following quality.

BOPF: Best Westerns were firm and up to Rs. 20/- per lg dearer. Below Best and plainer sorts were Rs. 10-20/- per kg dearer. Nuwara Eliya's - high priced teas were barely steady. Others were substantially dearer. Uda Pussellawa's were irregular. Uva's - select coloury invoices gained Rs. 20/- per kg and more. Others tended easier.

<u>Quotations (Rs./Kg)</u>	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	710-818	750-800	780-840	770-850
Below Best Westerns	640-690	680-720	710-750	740-760
Plainer Westerns	N/A	60-670	690-700	670-730
Nuwara Eliyas	1200	1250-1350	750-800	850-1000
Other Uda Pussellawas	N/A	600-620	600-620	640
Best Uva's	670-700	650-690	750-780	720-760
Other Uva's	630-640	620	650-700	650

MEDIUM GROWN TEAS

BOP: Irregular.

BOPF: Clean leaf types were Rs. 10-20/- per kg dearer. Poor leaf teas were irregular.

<u>Quotations (Rs./Kg)</u>	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	530-620	450-900	500-750	560-740

CTC

PF1: High Grown PF1's – Better sorts were firm and tended dearer and others were irregular. Medium Grown PF1's too irregular. Low Grown PF1's firm and tended dearer.

BP1: High Grown BP1's dearer by Rs.10-20/- per kg. Medium Growns irregular. Low Grown BP1's firm and tended dearer.

<u>Quotations (Rs./Kg)</u>	PF1		BP1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	520-640	530-630	N/A	550-650
Medium	370-630	410-650	360-540	380-630
Low	450-830	370-1250	N/A	410-590

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OFF GRADES

Best liquoring FNGS/FNGS1 advanced Rs.20-30/-per kg. Clean Low Grown FNGS/FNGS1 were firm to lower Rs.20/- per kg. Best BPs' held firm. Well-made BMs declined Rs.10-20/- per kg. Well-made BOP1A's were dearer by Rs.10-20/- per kg whilst the others and below best types a little lower. Poorer types lost Rs.25-50/- per kg.

QUOTATIONS (Rs/kg)	HIGH		MEDIUM		LOW	
	This Week	Last Week	This Week	Last Week	This Week	Last Week
Good Fannings (Orthodox)	550-670	550-670	450-550	450-550	430-570	430-570
Good Fannings (CTC)	525/600	525-600	500-550	500-550	500-550	500-550
Other Fannings (Orthodox)	N/A	N/A	300-370	300-370	300-370	300-370
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	625-650	625-650	625-650	625-650	625-650	625-650
Other BM's	500-550	500-550	500-550	500-550	500-550	500-550
Best BOP1As	475-525	475-525	500-550	500-550	600-700	600-700
Other BOP1As	450-500	450-500	500-525	500-525	525-600	525-600

DUST

Select best liquoring High Grown D1's lower by Rs.40/- per kg whilst the secondary and below best types were firm on last levels. Poor varieties maintained on last level. Low Grown Clean D/D1s declined by Rs.40-50/-per kg. PD's from all elevations were irregularly lower by Rs.20-40/- per kg.

QUOTATIONS (Rs/kg)	HIGH		MEDIUM		LOW	
	This Week	Last Week	This Week	Last Week	This Week	Last Week
Good Primary Dust 1(Orthodox)	550-650	800-960	550-610	550-610	550-620	550-635
Good Primary PD (CTC)	650-720	690-710	550-650	650-710	650-720	780-820
Other Primary Dust (Orthodox)	260-270	260-270	260-280	260-270	280-300	280-300
Other Primary Dust (CTC)	N/A	N/A	260-290	260-290	260-280	260-280
Secondary Dust	240-270	240-270	240-260	240-260	240-270	240-270
Poorer Dust	230-250	230-250	180-250	180-250	190-250	190-250

World Crop Statistics (MKGS)

Country	Month	2019	2020	Difference +/-	To-date 2019	To-date 2020	Difference +/-
SRI LANKA	Jan.	23.20	21.90	-1.30	23.20	21.90	-1.30
BANGLADESH	Jan.	0.495	0.175	-0.32	0.495	0.175	-0.3
KENYA	Jan.	48.38	53.63	5.25	48.38	53.63	5.3
SOUTH INDIA	Jan.	14.22	16.01	1.8	14.22	16.01	1.79

Country	Month	2018	2019	Difference +/-	To-date 2018	To-date 2019	Difference +/-
MALAWI	Dec.	6.4	5.0	-1.4	50.6	48.2	-2.4
NORTH INDIA	Dec.	35.8	48.9	13.1	113.7	170.7	57.0
UGANDA	May	7.30	6.10	-1.2	28.18	21.95	-6.23

DETAILS OF TEAS AWAITING SALES

	<u>Sale of 23rd/24th April' 2020</u>		<u>Sale of 28th/29th April' 2020</u>	
	Lots	Qty. (Kgs)	Lots	Qty. (Kgs)
Low Grown Leafy	2,839	1,191,259	2,414	1,050,710
Low Grown Tippy	1,487	730,073	1,231	649,075
High & Medium	1,551	779,427	1,333	667,926
Off Grade/BOP1A	2,143	1,190,654	1,828	1,042,781
Dust	532	524,922	442	407,700
Premium Flowery	188	28,528	153	30,441
Ex-Estate	<u>760</u>	<u>787,176</u>	<u>606</u>	<u>629,177</u>
Total	<u>9,500</u>	<u>5,232,039</u>	<u>8,007</u>	<u>4,477,810</u>

Weekly Private Sale Figures (From 06.04.2020 to 11.04.2020) - 126,948.00 Kgs.
 Cumulative - 1,196,599.60 Kgs.

CATALOGUES

Sale No.15 of 21st/22nd April, 2020

The Main Sale & Ex-Estate Sale catalogues closed on **2nd April, 2020 at 04.30 p.m.** on schedule.

Sale No.16 of 28th/29th April 2020

The Main Sale & Ex-Estate Sale catalogues closed on **9th April, 2020 at 04.30 p.m.** on schedule.

Sale No.17 of 04th/05th May 2020

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **23rd April, 2020 at 04.30 p.m.** but sale will be closed before the scheduled date when the number of lots if reached.

Cont'd.... (P6)

SALE NO.15

BROKER'S ORDER

Auction of 23rd/24th April, 2020

Leafv/Tippv/BOPIA/ Premium Flowery

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

High & Medium/Off Grades/Dust

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

Ex-Estate

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

Crop & Weather

All high grown plantation districts experienced bright mornings and widespread evening showers. Low grown areas too had wet weather, particularly in the evenings. There has been a moderate increase in crop harvests.

20th April, 2020

-/tp