

TEA MARKET REPORT

SALE NO: 21

June 3 & 4 2025



LANKA COMMODITY BROKERS LTD

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COMMENTS

This week's Tea Auction, namely Sale #21 of 2025 was held on June 03rd /04th, 2025 (Tue. /Wed). A total weight of 6.7 MKGS was on offer, which shows a decrease when compared to the previous week's quantity. The Low Grown Leafy, Semi Leafy, Tippy/Small Leaf & Premium Flowery catalogues totaled 2.5 MKGS, while the Main Sale High & Medium segment had 0.8 MKGS. The Ex Estate category had 0.9 MKGS.

Demand at the Ex-Estate sale continued to be irregular for yet another week. A few select better Western BOP/BOPF's appreciated Rs.50-100/- following special inquiry whilst the others tended irregularly easier. At the lower end, clean leaf teas were firm whilst the other's were barely steady. The majority of the Nuwara Eliya's were difficult of sale due to lack of suitable bids. Uva/Udapussellawa - Clean leaf teas were generally firm whilst the other were Rs.10-20/- easier. CTC Teas - High & Medium PF1's in the higher price bracket of last week were barely steady whilst the others tended irregular. The better Low Grown PF1 were Rs.20-40/- dearer whilst the others lower by a similar margin. The limited quantum of BP1's on offer tended irregular. The selective buying trend continued this week too.

Demand in Low Grown catalogues witnessed an improvement this week. The better whole leaf grades were firm to dearer along with PEKOE varieties. Small leaf teas continued to be fully firm on last levels whilst bright tippy teas too sold well. Traditional markets were operative

This week's auction comprised of 12,400 lots with a total quantity of 6,716,104kgs.

The catalogue wise breakdown was as follows:-

In Lighter Vein

Change Your Course

	<u>Lots</u>	<u>Qty. (Kgs)</u>	
Low Grown Leafy	1,935	818,253	Through the pitch-black night, the captain sees a light dead ahead on a collision course with his ship. He sends a signal: "Change your course 10 degree east."
Low Grown Semi Leafy	1,599	697,935	
Low Grown Tippy	1,968	943,437	The light signals back: "Change yours, 10 degrees west."
High & Medium	1,938	898,013	Angry, the captain sends: "I'm a navy captain! Change your course, sir!"
Off Grade/BOP1A	3,011	1,647,851	
Dust	782	750,027	"I'm a seaman, second class," comes the reply. "Change your course, sir."
Premium Flowery	310	51,812	Now the captain is furious. "I'm a battleship! I'm not changing course!"
Ex-Estate	<u>857</u>	<u>908,776</u>	
Total	<u>12,400</u>	<u>6,716,104</u>	There is one last reply. "I'm a lighthouse. Your call."

LOW GROWN TEAS

LEAFY/SEMI LEAFY

- BOP1** : Select best invoices held firm whilst the balance maintained last week levels
- OP1** : Wiry OP1's maintained last week levels. Bolder types irregular to lower. Stalky invoices held firm.
- OP** : Well-made OP's declined by Rs.20/- per kg whilst balance were generally easier.
- OPA** : Select best OPA's irregularly lower. Best and below best too declined further.
- PEK/PEK1** : Best PEK & PEK1's were maintained, whilst the balance were firm to 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>
BOP1	1350-3000	1300-3000	1000-1150	1000-1100	850-1050	800-1000
OP1	1500-3250	1500-3300	1100-1300	1100-1350	850-1000	850-950
OP	1100-1550	1100-1600	1000-1050	1000-1050	900-950	900-950
OPA	1100-1650	1100-1750	1000-1050	1000-1050	900-950	900-950
PEK/PEK1	1400-2550	1400-2450	1100-1200	1000-1100	950-1050	900-1000

TIPPY/SMALL LEAF

- BOP/BOPSP** : Well-made BOP's appreciated, whilst the balance sold around last levels.
- BOPF/BOPFSP** : A few Select Best BOPF's were firm to dearer, whilst the balance sold around last levels.
- FBOP/FBOP1** : Well-made FBOP's were firm to dearer, whilst the balance were irregular following quality. FBOP1's, in general, were firm.
- FBOPF/FBOPF1** : Very Tippy Teas met with good demand and were dearer. Best and Below Best followed a similar trend. However the teas at the lower end were easier. Few Select Best FBOPF1's appreciated, whilst the balance sold around last levels.
- FBOPFSP** : Select Best and Best Teas met with a fair demand, whilst the lower end teas were easier.
- FFEXSP/SP1** : Select Best very tippy teas met with good demand, whilst the best and Below Best followed a similar trend.

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	1850-2300	1850-2450	1650-1800	1650-1800	1500-1600	1500-1600
BOPF /BOPFSP	1650-2300	1400-1900	1450-1550	1250-1350	1250-1350	1220-1300
FBOP/FBOP1	1960-2600	1950-2450	1750-1900	1750-1900	1600-1700	1600-1700
FBOPF/FBOPF1	1500-1750	1600-1850	1480-1550	1480-1550	1380-1420	1380-1420
FBOPFSP/EXSP	4100-4800	4150-5450	2800-3800	2800-3800	2350-2750	2350-2750

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP : All-round were firm to dearer.

FBOPF/FBOPF1 : Select best held firm and the balance sold around last levels.

PEK/PEK1 : PEKOE's in general were irregular with high priced, PEKOE1's were 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>
FBOP	1400-2200	1400-1900	1250-1500	1250-1450	1250-1400	1100-1280
FBOPF/FBOPF1	1400-1700	1400-1650	1350-1450	1300-1400	1050-1280	1050-1250
PEK/PEK1	1400-1700	1450-1800	1120-1380	1200-1400	1100-1220	930-1240

HIGH GROWNS TEAS

BOP : Better Western's – A few select clean leaf coloury teas appreciated by Rs.50-100/- per kg, whilst the others were irregular and easier. At the lower end, clean leaf teas were generally firm, whilst the poorer sorts were often irregular and easier. Nuwara Eliya's were difficult of sale. Uva/Uda Pussellawa's – Clean leaf teas were generally firm, whilst the others were Rs.10-20/- per kg easier.

BOPF: Better Western's – A selection of teas gained by Rs.50-100/- per kg following special inquiry, whilst the others were irregular following quality. At the lower end, clean leaf teas were firm and dearer, whilst the others were barely steady. Nuwara Eliya's were difficult of sale. Uva/Uda Pussellawa's were generally firm.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	1160-1360	1100-1380	1180-1360	1140-1380
Below Best Westerns	1020-1120	1000-1060	1040-1160	1020-1120
Plainer Westerns	840-1000	820-980	810-1020	800-1000
Nuwara Eliyas	N/A	1240	N/A	1200-1240
Brighter UdaPussellawas	N/A	940-1100	850-880	850-870
Other Uda Pussellawas	840-880	830-900	810-840	800-830
Best Uva's	1060-1160	1000-1100	960	960-1040
Other Uva's	900	840-940	830-940	840-900

MEDIUM GROWN TEAS

BOP : Large Leaf teas continued to sell well, whilst the others were barely steady.

BOPF : Better teas were firm, whilst the others declined by Rs. 50 per kg and more

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	830-1750	820-1600	760-1060	750-1020

CTC TEAS

HIGH GROWN:-

BP1 - The limited quantum on offer sold well.

PF1s - Teas in the higher price bracket were barely steady, whilst the others were irregular.

MEDIUM GROWN:-

BP1 - Better teas sold well, whilst the others were irregular.

PF1 - Teas in the higher price bracket were generally firm, whilst the others were irregular following quality.

LOW GROWN:-

BP1 - Irregular.

PF1 - Better teas were Rs.20-40/- per kg dearer, whilst the others were firm and lower by a similar margin.

Quotations (Rs./Kg)	BP1		PF1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	1200	N/A	810-1080	810-1220
Medium	700-1220	730-1200	740-1100	710-1120
Low	700-1160	720-1080	660-1550	660-1550

OFF GRADES

FGS/FGS1 : Select best FNGS/FNGS1 firm on last. Others lost Rs.20-40/- . Low Grown select best FNGS/FNGS1 firm. Below best and poorer teas tended lower. Best and select best BM's firm. Best and Below best types lost Rs.10-20/- easier.

BOP1A : Select best BOP1A's held firm. Best teas and others were firm to dearer by Rs.10-20/- per kg.

QUOTATIONS (Rs./kg)	HIGH		MEDIUM		LOW	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Good Fannings (Orthodox)	800-900	820-950	770-820	750-840	800-880	750-880
Good Fannings (CTC)	780-820	780-820	750-820	750-820	770-850	770-850
Other Fannings (Orthodox)	725-750	725-750	725-750	725-750	725-750	725-750
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	870-900	880-900	860-890	880-900	860-950	880-950
Other BM's	840-870	850-870	840-870	850-870	840-870	850-870
Best BOP1As	900-930	900-930	900-930	900-930	1100-1400	1050-1340
Other BOP1As	880-910	870-900	880-920	870-900	880-930	870-900

DUST

DUST/DUST1: High Grown select best invoices gained Rs.40-60/-, whilst the others were firm on last levels. Mid grown teas were irregularly lower by Rs.30-40/-, whilst Low grown were fully firm to dearer.

PD : High Grown teas were firm on last levels, whilst the Low grown were Rs.40-60/- dearer.

QUOTATIONS (Rs./kg)	HIGH		MEDIUM		LOW	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Good Primary Dust1 (Orthodox)	820 - 1700	850 - 1500	750-1240	720-1320	820-1380	840-1320
Good Primary PD (CTC)	780-1060	800-1120	740-1160	730-1120	800-1420	780-1320
Secondary Dust	760 - 960	770 - 820	730-820	720-820	800 -1100	800 -1140

WESTERN MEDIUM

Craighead	BOP	1750/-
*Harangalla	BOP	1700/-
Craighead	BOPSP	1260/-
*Vellai Oya	BOPF	1060/-
*Ancoombra	BOPFSP	1020/-
Craighead	BOP1	2200/-
Craighead	FBOP/FBOP1	2200/-
Craighead	FBOPF/FBOPF1	1700/-
*Ancoombra	FBOPF/FBOPF1	1600/-
Harangalla	FBOPF/FBOPF1	1600/-
Dartry Valley	FBOPF/FBOPF1	1600/-
Dartry Valley	OP/OPA	1260/-
Dartry Valley	OP1	1600/-
Dartry Valley	PEK/PEK1	1700/-
*Harangalla	PEK/PEK1	1650/-

WESTERN HIGH

Inverness	BOP	1360/-
Great Western	BOPSP	1600/-
Great Western	BOPF/BOPFSP	1360/-
Robgill	BOPF/BOPFSP	1360/-
Wattegodde	BOPF/BOPFSP	1360/-
Glenloch	BOP1	1500/-
Fairlawn	FBOP/FBOP1	1700/-
Fairlawn	FBOPF/FBOPF1	1550/-
Venture	OP/OPA	1180/-
Glenloch	OP1	1550/-
Fairlawn	PEK/PEK1	1550/-
Bogahawatte	PEK/PEK1	1550/-

NUWARA ELIYA

Lovers Leap	BOPSP	1040/-
Court Lodge	BOPF/BOPFSP	800/-
Kenmare	FBOP/FBOP1	1360/-
Kenmare	FBOPF/FBOPF1	1260/-
Court Lodge	OP/OPA	1080/-
Lovers Leap	PEK/PEK1	1000/-

CTC TEAS**HIGH GROWN**

Dunsinane CTC	BP1	1220/-
*Dunsinane CTC	PF1	1080/-

MEDIUM GROWN

New Peacock CTC	BP1	1220/-
*Rothschild CTC	PF1	1100/-

LOW GROWN

Ceciliyan CTC	BP1	1160/-
Hingalgoda CTC	PF1	1550/-

UVA MEDIUM

Tinioya	BOP	1320/-
Halpewatte Uva	BOP	1320/-
Hindagala	BOPSP	1380/-
Dickwella	BOPF/BOPFSP	1460/-
Ury	BOP1	1600/-
*Roseland Uva	BOP1	1550/-
Sarnia Plaiderie	FBOP/FBOP1	1700/-
Shawlands	FBOP1/FBOP1	1650/-
*Roseland Uva	FBOP1/FBOP1	1600/-
Dickwella	FBOPF/FBOPF1	1500/-
Sarnia Plaiderie	FBOPF/FBOPF1	1500/-
*Roseland Uva	FBOPF/FBOPF1	1480/-
Misty Uva	OP/OPA	1180/-
Dickwella	OP/OPA	1180/-
Glen Alpin	OP/OPA	1180/-
Hindagala	OP1	1550/-
Sarnia Plaiderie	PEK/PEK1	1650/-

UVA HIGH

Uvakellie	BOP	1180/-
Gonamotawa	BOPSP	1320/-
Ranaya	BOPF/BOPFSP	1000/-
Ellathota Uva	BOP1	1550/-
Gonamotawa	FBOP/FBOP1	1850/-
Gonamotawa	FBOPF/FBOPF1	1440/-
Mount Uva	FBOPF/FBOPF1	1440/-
Ranaya	OP/OPA	1180/-
Ranaya	OP1	1600/-
Gonamotawa	PEK/PEK1	1650/-

UDAPUSSELLAWA

High Forest	BOP	880/-
Kirklees	BOPSP	890/-
*Mooloya	BOPF/BOPFSP	880/-
*Delmar	FBOP/FBOP1	1420/-
Delmar	FBOPF/FBOPF1	1340/-
Gampaha	OP/OPA	1040/-
Delmar	OP1	1420/-
Gonapitiya	PEK/PEK1	1240/-

OFF GRADES

Arbour Valley	BP	1320/-
Liyonta CTC	PF	1040/-
Wilehena	BM	1240/-
Clydesdale	FNGS/FNGS1	1160/-
*Chandrika Estate	BOP1A	1400/-
Aldora	BOP1A	1400/-
*Aldora	BOP1A	1380/-
*Chandika Estate	BOP1A	1360/-

LOW GROWN LEAFY GRADES

Pothotuwa	BOP1	3000/-
*Makandura	BOP1	2750/-
*Sithaka	BOP1	2600/-
Dampahala	OP1	3250/-
Nilgiri	OP	1550/-
Bogoda Group	OP	1550/-
Mirisswatte	OP	1550/-
Captain Garden	OP	1550/-
*Ganganee	OP	1500/-
*Lenama Hills	OP	1500/-
Liyonta	OPA	1650/-
Lumbini	PEKOE	2550/-
Liyonta	PEKOE	2250/-
Mulatiyana Hills	PEKOE	2250/-
*Green House	PEKOE	2100/-
*Hidellana	PEKOE1	2250/-
Dampahala	PEKOE1	2250/-
Mulatiyana Hills	PEKOE1	2250/-
*Andaradeniya S	PEKOE1	2200/-
Lumbini	PEKOE1	2200/-

LOW GROWN TIPPY GRADES

Lions	BOP	2300/-
*Mahaliyadda	BOP	2250/-
*Andaradeniya S	BOP	2250/-
Lellopitiya Super	BOPSP	1900/-
*Andaradeniya S	BOPSP	1800/-
*Aigburth	BOPSP	1750/-
*Sithaka	BOPF	1650/-
*Sithaka	BOPF	1500/-
Rajjuruwatte Super	BOPFSP	2300/-
*Sithaka	FBOP	2600/-
Lumbini	FBOP1	2250/-
Stream Line	FBOPF	2450/-
*New Laksakanda	FBOPF	1950/-
Pothotuwa	FBOPF1	1750/-
Wilehena	FBOPF1	1700/-
*Hedigalla	FBOPF1	1650/-
*Greenwin Super	FBOPF1	1650/-
*Rain Forest	FBOPF1	1650/-

PREMIUM FLOWERY

Lumbini	FBOPFSP	4350/-
New Falcon Lanka	FBOPFEXSP	4800/-
Kamarangapitiya	FBOPFEXSP1	4600/-

Dust

Thalapalakanda S	DUST	1100/-
Lumbini	DUST	1100/-
Great Western	DUST1	1700/-
Hingalgoda CTC	PD	1420/-

COLOMBO AUCTION – WEEKLY GROSS SALE AVERAGES

SALE NO.20 OF 28TH MAY, 2025

	2025			2024	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	1,000.61	1,031.96	1,050.03	1,117.98	1,119.31
Western High Grown	994.86	1,041.65	1,120.06	1,187.01	1,202.37
High Grown	996.93	1,038.26	1,098.24	1,159.32	1,176.98
Uva Medium	1,073.59	1,078.58	1,090.66	1,150.05	1,158.85
Western Medium	990.13	1,001.82	1,028.99	1,043.50	1,093.08
Medium Grown	1,018.82	1,026.54	1,048.47	1,085.97	1,114.56
Low Grown (Orthodox)	1,285.21	1,270.57	1,269.95	1,410.10	1,405.33
Combined L.G. (Orthodox + CTC)	1,265.66	1,248.84	1,256.40	1,384.74	1,379.86
Total	1,166.92	1,158.50	1,188.60	1,284.42	1,292.27

Private Sale Figures (26.05.2025 –31.05.2025) - 250,979.51 kgs

Cumulative - 4,569,202.76 kgs

DETAILS OF TEAS AWAITING SALE

SALE NO: 22

SALE NO: 23

Sale of 09th /11th June '25

Sale of 17th /18th June '25

	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	2,354	970,414	2,163	907,969
Low Grown Semi Leafy	1,589	700,371	1,713	773,403
Low Grown Tippy	1,945	945,165	2,225	1,080,468
High & Medium	2,079	989,951	1,870	907,059
Off Grade/BOP1A	2,392	1,294,087	2,483	1,347,882
Dust	750	747,178	650	621,221
Premium Flowery	349	56,923	440	69,184
Ex-Estate	920	961,447	875	912,773
Total	<u>12,378</u>	<u>6,665,536</u>	<u>12,419</u>	<u>6,619,959</u>

FUTURE CATALOGUES CLOSURE

Sale No.24 of 24th/25th June, 2025

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **05th June, 2025 at 04.30 p.m.**

Sale No.25 of 01st/02nd July, 2025

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **12th June, 2025 at 04.30 p.m.**

Sale No.26 of 07th /08th July, 2025

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **19th June, 2025 at 04.30 p.m.**

SALE NO. 22

AUCTION OF 09th /10th JUNE, 2025

BROKERS' SELLING ORDER

<u>Leafy/Semi Leafy/Tippy/ BOP1A/ Premium Flowery</u>	<u>High & Medium/ Off Grades/Dust</u>	<u>Ex-Estate</u>
1. Lanka Commodity Brokers Ltd	1. Eastern Brokers PLC	1. Ceylon Tea Brokers PLC
2. John Keells PLC	2. John Keells PLC	2. John Keells PLC
3. Ceylon Tea Brokers PLC	3. Ceylon Tea Brokers PLC	3. Lanka Commodity Brokers Ltd
4. Eastern Brokers PLC	4. Bartleet Produce Marketing (Pvt) Ltd	4. Bartleet Produce Marketing (Pvt) Ltd
5. Asia Siyaka Commodities PLC	5. Asia Siyaka Commodities PLC	5. Mercantile Produce Brokers (Pvt) Ltd
6. Forbes & Walker Tea Brokers (Pvt) Ltd	6. Lanka Commodity Brokers Ltd	6. Asia Siyaka Commodities PLC
7. Mercantile Produce Brokers (Pvt) Ltd	7. Mercantile Produce Brokers (Pvt) Ltd	7. Forbes & Walker Tea Brokers (Pvt) Ltd
8. Bartleet Produce Marketing (Pvt) Ltd	8. Forbes & Walker Tea Brokers (Pvt) Ltd	8. Eastern Brokers PLC

Crop & Weather

For the period 28th May to 03rd June, 2025

Western/Nuwara Eliya Regions:-

Adverse weather conditions were reported throughout the week in the Western and Nuwara Eliya regions. The Department of Meteorology expects heavy showers in both regions in the week ahead.

Uva/ Udapussellawa Regions:-

The Uva and Uda Pussellawa regions reported bright weather and heavy windy conditions throughout the week. According to the Department of Meteorology, rain and strong winds are expected in both regions in the week ahead.

Low Grown:-

The Low Grown Region reported showers throughout the week. Rain is expected in the Low Grown Region in the week ahead according to the Department of Meteorology

Crop Intake:-

The crop intake was maintained in the Nuwara Eliya, Uva, Uda Pussellawa and Low Grow regions, whilst the Western Region reported a decrease.

WORLD CROP STATISTICS (MKGS)

Country	Month	2024	2025	Difference +/-	To-date 2024	To-date 2025	Difference +/-
SRI LANKA	April	21.69	26.40	4.71	80.16	88.38	8.22
NORTH INDIA	March	46.90	49.43	2.53	49.18	60.44	11.26
SOUTH INDIA	March	16.88	15.71	-1.17	48.98	47.48	-1.50
MALAWI	Jan.	7.20	5.30	-1.90	7.20	5.30	-1.9
KENYA	Feb.	55.44	44.61	-10.83	114.40	98.90	-15.5

Country	Month	2023	2024	Difference +/-	To-date 2023	To-date 2024	Difference +/-
BANGLADESH	Dec.	7.79	6.37	-1.42	102.95	93.04	-9.91

OTHER MARKETS

MALAWI MARKET REPORT

LIMBE MARKET REPORT SALE 23 HELD ON 04/06/2025

There was less interest for the 5260 packages on offer at generally firm to easier rates.

BP1 – Few selected invoices sold on last levels, balance taken out without bids.

PF1 met less enquiry and were on last where sold.

PD were neglected.

D1 met selective interest and were 5-7USC easier on last where sold.

PF1SC – Few invoices on offer held firm.

Secondaries were firm on last to 5USC easier.

WEATHER/CROP FOR THE WEEK ENDING 01 JUNE, 2025

It has been generally warm during the day with cold nights. There was no substantial rain reported.

Crop is dropping further as all Estates report low daily intakes.

BANGLADESH AUCTION

SALE NO. 05 OF MONDAY, 2nd June, 2025

CTC LEAF : 32,690 packages of tea on offer met with less demand

BROKENS/FANNINGS: Well-made good liquoring varieties were a good market and were mostly firm to slightly easier selling between Tk.260/- and Tk.300/-. Below best were also a good market and were around last levels selling between Tk.240/- and Tk.250/-. Medium varieties sold between Tk.220/- and Tk.230/-. Plain varieties were about steady and could be quoted between Tk. 190/- and Tk.200/-. BLF teas sold fairly well between Tk. 160 and 217/-

DUST : 7,425 packages of tea on offer met with a good demand. Well made good liquoring Dusts sold well at slightly easier rates. Their Mediums were fully firm to slightly dearer closely following quality. Plain/BLF Dusts sold quite well with several withdrawals. Blenders lent good support with fair interest from the Loose tea buyers.

COMMENTS : Market witnessed a little competition this week. Blenders continued to lend good support whilst Loose tea buyers were much less active compared to last. As a result, there was a progressive decline in value.

Dusts sold well.

Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Best	260-300	280-310	Best	255-300	275-305	PD	200-294	220-309
Good	230-250	240-260	Good	230-250	235-255	RD	205-301	188-315
Medium	220-230	215-225	Medium	220-230	210-220	D	260-286	210-314
Plain	190-200	190-200	Plain	190-200	190-200	CD	260-315	215-302
BLF	160-217	160-234N	BLF	160-215	160-218	BLF	160-245	188-240

COURTESY: NATIONAL BROKERS LTD



SOUTH INDIAN ROUNDUP

FOR THE WEEK ENDING – 31ST MAY, 2025

KOCHI

CTC LEAF

Demand : Less Demand: Brokens and fannings sold easier by Rs.3 to 4 and sometimes more with a fair amount of withdrawals.

ORTHODOX LEAF

Demand : Good demand.

Buying Pattern : High grown, blacker and well made whole leaves sold steady to dearer levels depending on quality. Brokens sold at easier levels.

Market : CIS & Middle East Buyers operated.

DUST

Demand : Fair demand.

Buying Pattern : Popular marks and better mediums sold irregularly and lower by Rs.1 to 2. Medium and plainer sorts sold at an easier note, down by Rs.2 to 3 with a fair amount of withdrawals noticed.

Market : Major packeteers and exporters were active, internal buyers operated cautiously.

COONOR

CTC LEAF

Demand : Good.

Market : The market had witnessed a mixed response as the best and better mediums tended Rs.2/- to Rs.3/- lower. The medium teas which were fairly blacker, cleaner were trading barely steady to occasionally easier. The browner and flakier teas along with the faulty liquors have suffered fair withdrawals continuously.

The overall sale percentage was 82.34% at an average of Rs.100.66

Buying Pattern: Yet again the major blenders were the mainstay absorbing the major quantity of the sustainable certified teas, the internal and the other regional packeteers were lending a fair support whilst the export mainly operating on the larger broken and cleaner fannings .

ORTH LEAF

Demand : Good.

Market : An irregular market with the brokens were trading and mostly lower at Rs.3/- to Rs.5/- and more sometimes following quality. The whole leaves and fannings were rather barely steady to occasionally dearer.

The overall sale percentage was 84.99% at an average of Rs.152.01

Buying Pattern: Yet again a strong export enquiry was forthcoming with M/ Shah Brothers was seen active and was followed by Young Tea Pvt Ltd., The internal was rather selective.

CTC DUST**Demand :** Fair.**Market :** Market had opened on an easier trend and as the sale progressed the better mediums and fairly blacker and cleaner teas have recovered to be sold at steady to firm across all grades. Yet again the browner light weighted and fibrous teas with faulty characters have suffered withdrawals.**The overall sale percentage was 77.24% at an average of Rs.109.13****Buying Pattern:** Fairly strong export enquiry was forthcoming with SSK Exports was active. Major blenders were trading on the sustainable certified teas whilst the internal was absorbing the brighter liquory teas.**ORTH DUST****Demand :** Good.**Market:** Baring a few selected popular primary dust grades which have traded at fully firm to dearer levels others have tended mostly easier by Rs. 5/- to Rs.10/- and more sometimes.**The overall sale percentage was 86.07% at an average of Rs.132.56****Buying Pattern:** Fairly strong export enquiry was witnessed with select internal participation**COIMBATORE****CTC LEAF****Demand :** Good general demand.**Market :** Better medium and popular teas were barely steady. Medium blacker and grainy teas were barely steady to lower by Rs.2/- sometimes more. Others suffered some withdrawals. Bolder brokens were barely steady. Plainer brokens and BOPF's were irregular and lower by Rs.2/- to Rs.5/- with few withdrawals**Buying Pattern :** Exporters were active. Others selective.**ORTH LEAF****Demand :** Fair demand.**Market :** Whole leaf were irregular. Well made brokens were lower by Rs.5/- to Rs.6/-. Secondary brokens were not quotable. OF barely steady with few withdrawals.**Buying Pattern :** Exporters were active. Others selective.**CTC DUST****Demand :** Good general demand.**Market :** Better medium / popular sorts were barely steady. However finer grades were lower by Rs.2/-. As sale progressed the bolder grades gained by Rs.2/- sometimes more. Medium teas were lower by Rs.2/- to Rs.3/- with some withdrawals. Plainer teas were irregular and lower by Rs.1/- sometimes more.**Buying Pattern :** Blenders, packeteers and internal were selective. Exporters were active.**ORTH DUST****Demand :** Good general demand.**Market :** Firm to dearer by Rs.2/- with few withdrawals.**Buying Pattern :** Exporters were active.

MOMBASA TEA AUCTION MARKET REPORT

Sale No.21 of 26TH & 27TH MAY, 2025

Fair general demand prevailed for the 213,819 packages (14,533,510.50 kilos) available in the market with 26.84% remaining unsold.

MARKETS:

Pakistan Packers maintained good enquiry with **Yemen** and **other Middle Eastern countries** active but at lower levels. There was strong support from **Kazakhstan** and **other CIS states** with maintained activity from **Bazaar** and **Afghanistan**. **UK** were active but selective while **Egyptian Packers** showed more interest. **Russia** improved participation while **Sudan** remained absent. **South Sudan** were less active with **Local Packers** showing interest based on price. **Somalia** maintained enquiry at the lower end of the market.

OFFERINGS:

Leaf Grades - 113,440 packages (7,451,852.00 kilos) – 30.02% unsold.
 Dust Grades - 80,280 packages (6,018,045.00 kilos) – 24.84% unsold.
 Secondary Grades - 20,099 packages (1,063,613.50 kilos) – 16.92% unsold.

LEAF GRADES (M2 & M3)

BP1:

Best Firm to mostly dearer by up to USC46 but some lines shed up to USC30.
Brighter Irregularly gained up to USC44 with some teas discounted by up to USC15.
Mediums KTDA mediums mostly appreciated by up to USC50 but a few lines lost up to USC17 with plantation mediums steady to USC12 above previous rates.
Lower Medium Saw irregular interest and ranged between firm to mostly dearer by up to USC26 to easier by up to USC5.
Plainer Were steady to USC6 dearer to easier by up to USC2.

PF1:

Best: Irregular and varied between USC19 dearer to USC12 below previous rates.
Brighter: Met irregular enquiry and ranged between USC16 dearer to easier by up to USC10.
Mediums: KTDA mediums were steady to mostly dearer by up to USC19 but select lines lost up to USC3 while plantation mediums gained up to USC11 with a few invoices USC15 below last rates.
Lower Medium: Improved absorption and varied between firm to USC12 dearer to easier by up to USC3
Plainer: Steady to USC8 above previous rates to easier by up to USC10.

CTC QUOTATIONS	BP1 – USC	PF1 – USC
Best	217 – 448	280 – 388
Good	200 – 294	263– 321
Good Medium	190 – 270	268 – 301
Medium (KTDA)	130 – 212	135 – 244
Medium (Plantations)	125– 216	134 – 169
Lower Medium	110 – 158	110 – 146
Plainer	096– 120	080 – 124

DUST GRADES (M1)**PDUST:**

Best: Met irregular interest varying between steady to USC13 above previous levels to easier by a similar margin with some teas discounted by up to USC20 and USC28.

Brighter: Irregular enquiry at mostly dearer levels by up to USC19 to easier by up to USC8 with some teas further discount by up to USC23.

Mediums: KTDA mediums were steady to mostly dearer by up to USC22 to easier by up to USC5 while plantation mediums lost up to USC16.

Lower Medium: Mostly shed up to USC10 with select lines up to USC5 above last rates.

Plainer: Saw irregular enquiry ranging between firm to USC9 above previous rates to easier by up to USC4.

DUST1:

Best: Mostly advanced by up to USC14 but some invoices shed up to USC2.

Brighter: Gained by up to USC17 with select lines discounted by up to USC6.

Mediums: KTDA mediums were firm to USC22 above previous levels to easier by up to USC14 with plantation mediums discounted by up to USC10.

Lower Medium: Firm to USC3 dearer to easier by USC1.

Plainer: Ranged between steady to USC5 dearer to easier by up to USC7.

CTC QUOTATIONS	PDUST1 - USC	DUST1 - USC
Best	226 - 330	287 - 350
Good	205- 276	282 - 306
Good Medium	204- 257	224- 308
Medium (KTDA)	126 - 226	130 - 248
Medium (Plantations)	140 - 200	135- 170
Lower Medium	110 -164	120 - 141
Plainer	107 - 124	108 - 119

SECONDARY GRADES(S1)

In the Secondary Catalogues, **BPs** held value while **PFs** were irregular. Clean well sorted coloury **Fannings** were firm with **similar DUSTs** mostly steady while some lines were up to USC16 dearer. **Other Fannings** sold at around previous levels with **DUSTs** firm. **BMFs** were readily absorbed at steady rates.

SECONDARY QUOTATIONS (USC)	BP / BP2	PF / PF2	FNGS1 / FNGS	DUST / DUST2	BMF
Best / Good	146 - 264	151 - 238	126 - 230	116 - 252	092
Good Medium / Medium	-	-	100- 156	100 - 180	-
Lower Medium	102 - 163	095 - 128	084 - 129	072- 120	079 - 094
Plainer	093- 135	076 - 105	078- 096	070 - 110	078 - 088

June 4, 2025

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International Tea News

Chinese tea company to invest US\$100m in Kenya



One of China's largest tea companies, Benny Tea Industries, plans to invest US\$100m in Kenya. Company chairman Zhang Chaobin recently met Kenyan President William Ruto in Nairobi to discuss opportunities for increasing the presence of Kenyan teas in the Chinese market.

Kenya is the largest exporter of black tea in the world generating US\$1.4bn in 2024. The five largest importers of Kenyan tea by volume are Pakistan, Egypt, the UK, the UAE, and Russia, with Pakistan alone accounting for 34.7% of total imports. Demand for Kenyan orthodox tea – a premium, whole-leaf variety – has surged, with exports rising from \$4.4 million in 2022 to \$20.9 million in 2024. That growth has made China the tenth-largest destination for Kenyan tea exports.

Benny Tea's investment will focus on modernizing Kenya's tea processing, particularly in orthodox tea production, which is gaining popularity among Chinese consumers. Unlike CTC (Crush, Tear, Curl) tea – which is mass-produced using machines that process the leaves into pellets – orthodox tea is made using a more labour-intensive process that preserves whole leaves. The result is a higher-cost product with more nuanced flavour. This growing demand has encouraged more Kenyan producers to venture into orthodox tea production.

As part of the investment, Benny Tea will set up modern orthodox tea factories in selected tea-growing counties. Under the agreement, Kenya will also allow the company to import tea packaging materials from China tax-free, reducing costs for local producers and improving export competitiveness.

The announcement comes after Kenya recently announced a new policy that will allow local tea factories to sell directly to international buyers. Previously, local producers were required to sell through the Mombasa Tea Auction or via intermediaries. Direct market access would now allow producers to negotiate better prices, secure long-term contracts, and build stronger international brands.

Tea has been grown in Kenya for over a century, primarily in the highland regions. Production is carried out by a mix of large estates and smallholder farmers. The Kenya Tea Development Agency (KTDA) manages the production and processing of more than 60% of the country's tea. It is owned by 54 tea companies, which in turn have about 600,000 smallholder farmers as shareholders. Together, these companies operate 69 processing factories, with KTDA providing services such as agricultural extension, transport, processing, and marketing.

Kenya hopes its partnership with China will enhance tea quality, diversify exports, and align its industry with international market demands. Benny Tea's investment signals China's growing interest in Kenyan tea, paving the way for stronger trade relations and long-term industry growth.

Kenya suspends Rainforest Alliance certification for tea



In May 2025, the Kenyan government, through the [Agriculture and Food Authority \(AFA\)](#) announced the suspension of [Rainforest Alliance](#) certification for tea factories due to the financial strain on producers.

This directive, issued under the [Ministry of Agriculture and Livestock Development](#), was officially communicated to stakeholders and has since circulated within industry networks. The circulated document confirms the government's position that the cost of compliance with international certification frameworks poses a barrier, particularly for smallholder-run factories and cooperatives.

What makes this development especially significant is its timing. Globally, markets are moving toward more stringent ethical and environmental trade standards. Consumers and buyers are increasingly prioritising traceability, fair labour practices and climate responsibility. Voluntary Sustainability Certification (VSC) has become increasingly important in international commodity sectors.

Against this backdrop, Kenya's decision to pause one of the most recognised sustainability certifications invites a closer look at how the country intends to balance cost, credibility, and compliance in a changing trade landscape.

What Is Rainforest Alliance Certification? Rainforest Alliance certification is an internationally recognised standard that promotes sustainable agriculture, biodiversity conservation, and social equity. For over a decade, Kenyan tea producers, especially those exporting to Europe and North America have adopted this certification to align with evolving buyer expectations around ethical sourcing.

However, the cost of maintaining certification is significant, particularly for smallholder-managed factories. Estimated certification costs for Kenyan tea factories producing between 5 million to 15 million kilograms of green leaf annually typically range from Ksh 384,000 to Ksh 420,000 (approximately USD \$2,900 to \$3,200) per year. These costs cover training, audits, compliance systems, and documentation.

For many cooperatives, these investments are difficult to sustain, especially when premiums or commercial advantages linked to certification are either unclear or out of reach.

Government's Position on the Suspension

The AFA has justified the Kenya Rainforest Alliance suspension by pointing to the mounting financial burden that the certification places on producers, particularly those in Kenya's expansive smallholder sector. The government also cited concerns over the duplication of standards from multiple sustainability schemes, many of which share similar benchmarks but require separate audits and fees.

The Ministry is currently evaluating the development of a localised certification model, potentially one that maintains core sustainability principles while reducing compliance costs and administrative complexity.

Implications for Exporters and Market Access

Certain international markets, particularly in Western Europe and North America increasingly treat Rainforest Alliance or similar certifications as a baseline requirement for sourcing. In these regions, ethical procurement policies are often embedded in retail and institutional supply chains. As a result, Kenya's suspension of certification could raise concerns among buyers who prioritise traceability, social responsibility, and environmental compliance.

However, the reality is more complex. While these certifications promote responsible sourcing, industry insiders have noted that some buyers in these very markets often demand certified tea at the lowest possible prices, rarely offering a premium that reflects the actual cost of compliance. This contradiction puts producers in a bind: they are expected to meet rigorous sustainability standards but are not adequately compensated for doing so.

The real impact of this suspension will depend on how quickly Kenya can introduce a credible alternative, and how open international buyers will be to recognising and supporting it in good faith.

Comparative Lessons from Other Tea Producers

Other major tea-producing nations have grappled with similar tensions between sustainability expectations and economic realities:

- India developed the Trustea Code, a homegrown sustainability framework created in collaboration with NGOs, retailers, and producers. The model is more affordable, tailored to local realities, and still aligns with the expectations of many international buyers.
- Sri Lanka continues to engage with global certification bodies, but has also built strong national branding through the "Ceylon Tea" lion logo. To reduce costs, the Sri Lanka Tea Board has accredited local audit agencies, lowering reliance on international auditors.
- Rwanda and Malawi, both significantly smaller tea producers than Kenya, take a targeted certification approach. Certifications like Rainforest Alliance or Fair Trade are maintained only by factories serving buyers who explicitly demand and are willing to pay for such standards.

These examples suggest that Kenya may benefit from a hybrid model: one that sustains global market credibility while remaining accessible and cost-effective for smallholder-based producers.

People, Planet, Profit: What's at Stake?

The Rainforest Alliance certification is built around a 'triple bottom line' philosophy — people, planet, and profit. The suspension prompts an important reflection: What happens when sustainability becomes unaffordable?

Kenya's tea sector must now walk a delicate line. It needs to:

- Ensure producers are not priced out of ethical trade.
- Retain buyer confidence in key export markets.
- Evolve a certification alternative that upholds local sustainability while remaining globally trusted.
- If successful, Kenya could provide a blueprint for other developing economies facing similar challenges in sustainability compliance.

Sri Lanka's Liquid Gold: The Evolving Story of Pure Ceylon Tea



The world recently celebrated International Tea Day on 21 May 2025 under the theme “Bringing people together over a cup of tea.” The day aims to raise awareness of tea’s long history and its deep cultural and economic significance worldwide, promoting collective action for sustainable production and consumption while highlighting tea’s fundamental role in uplifting the Sri Lankan economy.

The origins of tea stretch as far back 4762 years to Emperor Shen Nong. Since then, this beverage has been lauded for its flavor, and its contributions to health, culture and socioeconomic development, a legacy which remains as relevant as ever. Today, tea is grown in many diverse regions across the world, supporting over 13 million livelihoods—including smallholder farmers and their households globally.

Yet of the world’s tea growing regions, none is more unique than Sri Lanka and its famed Pure Ceylon Tea. Synonymous with premium quality, authenticity, sustainable and ethical production, the island’s orthodox black tea has stood out for nearly 160 years as the world’s most sought after brew.

An unlikely global sensation: the ascendancy of Pure Ceylon Tea

Sri Lanka’s own journey towards mastery of tea was non-linear. In the mid-19th century, Sri Lanka’s plantation economy teetered on the brink of collapse. Coffee had been the island’s main export, but when a virulent strain of coffee-rust fungus struck in 1869, entire estates were laid waste. Facing financial ruin, enterprising planters turned their gaze toward tea—a crop that, until then, had been little more than an experimental curiosity.

Among those visionaries was James Taylor, a young Scottish planter who in 1867 began cultivating tea on a seven-hectare plot at Loolecondera Estate near Kandy. Taylor’s rigorous trials, conducted with Assam hybrid seedlings from the Peradeniya Botanical Gardens, quickly demonstrated tea’s promise.

By 1872, he had erected a rudimentary factory of his own design, complete with a leaf-cutting machine, and sent the first small consignment of Ceylon tea to London. Overcoming initial skepticism, early tasting reports praised its bright liquor and brisk flavour—qualities that would soon distinguish Ceylon tea on the global stage. The rest as they say is history.

What began as a lifeline for a struggling coffee sector rapidly evolved into a powerful engine of growth in its own right. Within a decade, hundreds of acres of abandoned coffee fields had been replanted with tea, and the landscape of the central highlands was transformed.

Railway lines, initially built for coffee, were extended deeper into the hills to carry the new tea harvests, while Colombo agency houses organized exports to European markets. By the 1880s, Ceylon tea was commanding premium prices. While the cultivated extent of tea exceeded peak coffee cultivation, its emergence not only salvaged the island's plantation economy but laid the foundation for what would become the world's sole benchmark for a quality cuppa.

An island of diversity: the recipe for global success

Found across the island's picturesque central mountains and down to its southern foothills, Sri Lanka tea's shifting elevations, winding valleys and patchwork microclimates combine to shape distinct qualities in every harvest that cannot be found anywhere else in the world.

Sri Lanka's tea country unfolds across three elevation bands, each imparting its own signature. High-grown gardens above 1,200 meters—like the fog-shrouded slopes of Nuwara Eliya and the undulating heights of Dimbula—thrive in cool, misty air that slows leaf growth and concentrates delicate floral aromas. Their cups are bright and fragrant, with Nuwara Eliya often likened to champagne, while Dimbula brings a mellow sweetness and fine golden hue.

Mid-grown estates between 600 and 1,200 meters—anchored by Uva, Uda Pussellawa and Kandy—experience moderate temperatures and alternating monsoon rains that sculpt versatile flavours. Uva teas carry an aromatic natural bouquet. The famous desiccating 'kachan' winds that originate in the arid deserts of North India and sweep across Sri Lanka's Eastern slopes and through the Malwatta belt between July and September each year, these seasonal valley-grown teas are among Sri Lanka's most prized produce. Uda Pussellawa yields darker, tangy infusions with liquors of medium body and a rosy character; and Kandy, one of the island's oldest regions, delivers a sturdy copper brew with spicy, nutty depth.

Below 600 meters, low-grown districts such as Ruhuna and Sabaragamuwa bask in warmth and humidity. Here the long sunshine hours and gentle breezes of the southern plains accelerate leaf growth, producing full-bodied teas with dark liquor—robust and richly flavoured in Ruhuna, softly sweet with caramel hints in sprawling Sabaragamuwa.

An evolving range of premium varieties

Even within a single estate, ridges, hollows and varying exposures create micro-climates that lend subtle nuance to each. It is this intricate interplay of elevation, soil, wind and rain that gives Pure Ceylon Tea its extraordinary diversity and a character which cannot be found anywhere else in the world.

These qualities are further characterized by two dominant distinct wet and dry monsoons; the North East and the South West. The North East monsoon from October to January and the South West monsoon from May to August.

Upholding centuries-old orthodox methods, the majority of Sri Lankan tea bushes are still hand-plucked with "two leaves and a bud" at first light and processed through careful withering, rolling and oxidation to preserve leaf integrity and maximise flavour.

In recent decades, Ceylon's high-elevation estates have also produced exceptional green and white teas. Sun-withered "Silver Tips" and lightly steamed green leaves showcase delicate floral and grassy notes, commanding premium prices and demonstrating that Sri Lanka's mastery extends far beyond its black tea heritage. Innovators have also revived heirloom cultivars like "Golden Curls" and introduced single-estate seasonal flushes, each offering a distinct taste of its garden's terroir.

People & Communities—Stewards of the Leaf

Behind every cup of Pure Ceylon Tea lies the labour and dedication of estate workers and smallholder farmers. While livelihoods in the tea sector have always been a contentious issue, Sri Lanka tea harvesters have continuously earned as much as 50% more than their peers in comparable tea-producing countries.

Smallholders, who now account for almost three-quarters of national production, cultivate tea on family plots that supply a network of tea factories – both independent and connected to Regional Plantation Companies (RPCs). Many of these factories are now global leaders in adoption of rooftop solar, biomass, mini-hydro and other energy efficient mechanisms that are reshaping efficiency in the global plantation industry.

The Planters' Association of Ceylon has long championed these stewards of the leaf, pioneering training programmes in sustainable agronomy and ethical workplace standards. Through RPC-led certification schemes, global best practices in modernized and precision agriculture have been integrated into daily operations, including integrated pest management, water, soil, flora and fauna conservation techniques that protect both the environment and tea quality.

Crucially, significant portions of revenue generated from tea flows back into rural schools, clinics and infrastructure projects, reinforcing tea's role as an engine of social development. RPC estates also fund Child Development Centers which provide early childhood education and nutrition.

These initiatives which have resulted in significant improvements in health and overall education outcomes among the 1 million strong community that resides on the estates, as well as the approximately 125,000 strong RPC workforce and their families.

Women's empowerment initiatives including focused opportunities for professional development and career advancement have opened new avenues in Sri Lanka's tea industry to rise into positions that under colonial rule were closed off to them.

Community centres double as agricultural extension hubs, blending technical advice with literacy classes and health screenings. These efforts underscore a central truth: the strength of Pure Ceylon Tea rests not only in its soil and climate but in the hands of the people who cultivate it.

As global demand grows, it is this human network of skilled pickers, innovative smallholders and community advocates working in partnership with globally respected RPCs that set standards and continue to drive innovation that ensures Ceylon tea remains a model of quality, sustainability and shared prosperity.

As the industry evolves to cater to traditional demand as well growing value-added innovations including tea concentrates, essences, and ready-to-drink formats —it remains rooted in the hands of dedicated estate workers and smallholder families who uphold standards of quality and sustainability.

