

TEA MARKET REPORT

SALE NO: 35

September 08 & 09, 2026



LANKA COMMODITY BROKERS LTD

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COMMENTS

This week's Tea Auction, Sale No.35 was held on September 07(Tue.)/ 08(Wed.), 2026. A total weight of 5.1MKgs was on offer, which shows a slight decrease when compared to the previous week. The Low Grown Leafy, Semi Leafy, Tippy/Small Leaf & Premium Flowery catalogues totaled 2.2MKgs, while the Main Sale High & Medium segment had 0.56MKgs. The Ex Estate category had 0.7MKgs.

There was less demand witnessed at today's Ex- Estate sale when compared with the previous sale. Select Best Western BOP's were mostly irregular and easier whilst Below best teas declined Rs.20-40/- and more as the sale progressed. Lower end teas too followed a similar trend. A few select best Western BOPF's gained Rs.20-40/- whilst others were firm to Rs.20/- easier. Below best sorts declined 20-40/- whilst plainer types were irregular. Nuwara Eliya teas were generally firm. Udupussellawa BOP's were mostly unsold. Their corresponding BOPF's particularly the cleaner sorts were Rs.20-40/- easier whilst the balance remained unsold due to lack of suitable bids. Uva BOP's were Rs.20-40/- easier and at times were irregular. Their BOPF's however the coloury types gained upto Rs.50/- whilst the balance declined by a similar margin. CTC Teas – High and Medium PF's were fully firm to Rs.50/- dearer whilst Low grown PF1's too were fully firm on last levels. The limited availability of BP1's from all elevation tended irregular. The restricted availability of better liquoring teas were competed for by shippers to Japan and the Continent whilst the balance were accounted for by shippers to Russia, CIS, China and the Tea bag segment.

Low Grown teas continued and were enjoyed healthy marketing condition and were quoted fully firm on last levels for all grades. There was widespread demand from most international markets.

This week's auction comprised of **10,837** lots with **In Lighter Vein**
a total quantity of **5,105,974** Kgs.

The catalogue wise breakdown was as follows:-

FIVE GIRLS' BOYFRIENDS

	<u>Lots</u>	<u>Qty. (Kgs)</u>	
Low Grown Leafy	2,002	680,345	These 5 girls are going to the prom.
Low Grown Semi Leafy	1,701	661,760	One girl says, "My boyfriend has brown hair, so i will wear a brown dress."
Low Grown Tippy	1,883	830,570	The second girl says, "My boyfriend has blonde hair, so i will wear a blonde dress."
High & Medium	1,386	560,083	Third girl says, "My boyfriend has ginger hair, so i will wear a ginger dress."
Off Grade/BOP1A	2,286	1,124,462	Fourth girl says, "My boyfriend has multi-colored hair, so i will wear a multi-colored dress."
Dust	500	449,675	Last girl says, "My boy friend has no hair."
Premium Flowery	306	39,526	
Ex-Estate	<u>773</u>	<u>759,554</u>	
Total	<u>10,837</u>	<u>5,105,974</u>	

LOW GROWN TEAS

LEAFY/SEMI LEAFY

BOP1 : In general were, firm.

OP1 : Best teas held firm, whilst the balance too were firm.

OP : Teas in the best category were generally lower, whilst balance held firm.

OPA : Best OPA's were generally lower, whilst the balance too tended irregular.

PEK/PEK1 : PEK's in general were firm. Well made PEK1's were irregular whilst the smaller varieties appreciated substantially on account of special inquiry.

Quotations (Rs./Kg)		BOP1	OP1	OP	OPA	PEK/PEK1
SELECT BEST	This Week	2000-3050	1700-3400	1500-2350	1600-2400	1750-3050
	Last Week	2000-3050	1750-3400	1550-2350	1650-2300	1750-2650
BEST	This Week	1600-1950	1450-1650	1350-1450	1400-1550	1600-1700
	Last Week	1650-1950	1400-1700	1350-1500	1450-1600	1600-1700
BELOW BEST	This Week	1400-1550	1100-1400	1100-1300	1100-1350	1300-1550
	Last Week	1400-1600	1000-1350	1100-1300	1100-1350	1300-1550
SECONDARIES	This Week	900-1350	800-1050	850-1050	900-1050	1150-1250
	Last Week	900-1350	750-950	850-1050	900-1050	1150-1250
POOR	This Week	700-850	500-750	450 - 800	450 - 850	950-1100
	Last Week	700-850	500-700	450 - 800	450 - 650	950-1100

TIPPY/SMALL LEAF

- BOP/BOPSP** : Well made teas met with a good demand, whilst the balance were firm on last levels.
- BOPF/BOPFSP** : Well-made cleaner teas appreciated; others were firm.
- FBOP/FBOP1** : A selection of select best FBOP's sold around last levels, whilst the balance together with the best varieties were irregular. Bolder varieties appreciated. Teas at the lower end sold around last levels. FBOP1's in general were firm on last.
- FBOPF/FBOPF1** : FBOPF1's in general were firm to easier, whilst the cleaner below best showed an irregular demand. FBOPF's om general were firm.
- FBOPFSP** : A few selected tippy tea invoices appreciated whilst the others met with fair demand.
- FFEXSP/SP1** : The overall market was maintained.

Quotations (Rs./Kg)		BOP/ BOPSP	BOPF/ BOPFSP	FBOP/ FBOP1	FBOPF/ FBOPF1	FBOPFSP/ FBOPFEXSP
SELECT BEST	This Week	1350-2700	1650-2650	2250-2800	1700-2150	3550-4800
	Last Week	1750-2350	1600-2200	2350-2800	1700-2100	3500-4900
BEST	This Week	1650-1800	1300-1600	1800-2100	1550-1650	2800-3300
	Last Week	1550-1650	1260-1500	1850-2250	1550-1650	2850-3250
BELOW BEST	This Week	1440-1650	1100-1240	1550-1700	1380-1500	1750-2500
	Last Week	1400-1500	1100-1220	1600-1750	1400-1500	1700-2400
SECONDARIES	This Week	1260-1400	890-1060	1380-1500	1220-1300	1550-1650
	Last Week	1180-1380	860-1040	1380-1550	1240-1320	1500-1650
POOR	This Week	940-1240	600-820	960-1200	880-1120	1100-1380
	Last Week	900-1240	570-780	920-1200	900-1120	1060-1340

MEDIUM GROWN LEAFY/SEMI LEAFY TEAS

FBOP : Best select best in general were around easier whilst the balance followed a similar trend.

FBOPF/FBOPF1 : Met with good demand and were substantially dearer around.

PEK/PEK1 : Well made teas met with a good competition and were dearer by Rs.100-200/- and more.

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	1550 - 1850	1600 - 1850	1250 - 1600	1250 - 1650	950-1200	950-1200
FBOPF/FBOPF1	1700 - 1850	1650 - 1850	1350 - 1600	1300 - 1550	1100-1200	1100-1250
PEK/PEK1	1900 - 2950	1800 - 2250	1150 - 1600	1150 - 1550	850 - 1100	840 - 1050

HIGH GROWN TEAS

MARKET : Less demand

BOP: Best Western's were irregular and easier. In the Below Best category, a few select invoices declined by Rs. 20-40/- per kg, whilst the others eased further. At the lower end, cleaner invoices in the higher price bracket declined by Rs.20-40/- per kg, whilst the others were firm and dearer by a similar margin. Nuwara Eliya's were generally firm. Uda Pussellawa's were mostly unsold. Uva's – Select coloury teas were firm and Rs.20-40/- per kg dearer, whilst the others were irregular.

BOPF : Best Western's – A few select invoices gained by Rs.20-40/- per kg, whilst the others were firm and Rs. 20 per kg easier. In the Below Best category, teas in the higher price bracket declined by Rs.20-40/- per kg, whilst the others were firm. Plainer sorts were irregularly easier. Nuwara Eliya's were firm. Uda Pussellawa's – Cleaner sorts were Rs.20-40/- per kg easier, whilst the others were unsold due to a lack of suitable bids. Uva's – Select coloury sorts gained by Rs.50/- per kg and more, whilst the others declined by a similar margin 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	1280 - 1480	1320 - 1400	1300 - 1460	1320 - 1440
Below Best Westerns	1080 - 1260	1160 - 1300	1200 - 1280	1220 - 1300
Plainer Westerns	850 - 1040	850 - 1140	890 - 1180	900 - 1200
Nuwara Eliyas	1120 - 1200	N/A	N/A	N/A
Brighter UdaPussellawas	850 - 980	N/A	800 - 1020	900 - 980
Other Uda Pussellawas	N/A	720 - 800	700	N/A
Best Uva's	1160 - 1300	1120 - 1240	1000 - 1180	1140 - 1340
Other Uva's	1000- 1080	1100	860 - 980	850 - 1100

MEDIUM GROWN TEAS

BOP : Large Leaf teas continued to sell well, whilst the others sold around last week's levels.

BOPF : Better sorts were generally firm, whilst the others were irregular.

Quotations (Rs./Kg)	BOP		BOPF	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
Best Westerns	870 - 1300	720 - 2000	630-800	640-1000

CTC TEAS

HIGH GROWN:-

BP1 - Hardly any offerings.

PF1 - Select Best appreciated by Rs.50/- per kg and more, whilst the others where quality was reasonably maintained were firm and tended dearer..

MEDIUM GROWN:-

BP1 - Irregular.

PF1 - Better teas gained by up to Rs.50/- per kg, whilst the others were irregular.

LOW GROWN:-

BP1 - Firm.

PF1 - Better sorts were firm to marginally dearer, whilst the others were irregular.

Quotations (Rs./Kg)	BP1		PF1	
	<u>This Week</u>	<u>Last Week</u>	<u>This Week</u>	<u>Last Week</u>
High	920	900 - 1280	740 - 1200	620 - 1160
Medium	540 - 800	550 - 800	540 - 1180	580 - 1140
Low	770 - 1320	770 - 1300	610 - 1550	700 - 1550

OFF GRADES

FGS/FGS1 : Select best liquoring FNGS/FNGS1's firm on last whilst others were Irregular. Low Grown select best FNGS/FNGS1's advanced Rs.20-30/- per kg whilst poorer teas firm to dearer Rs.10-20/- per kg. Select best BM lost Rs.50-75/- . Others firm to lower by Rs.20/- per kg. Lower end teas were firm on last.

BOP1A : Select best BOP1A's firm on last. Best teas held firm whilst below best and lower end dearer by Rs.20-30/-.

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)	700 - 1180	700 - 1160	610-720	610-700	670-810	650-800
Good Fannings (CTC)	610-650	600-640	610-650	600-660	610-680	600-660
Other Fannings (Orthodox)	590 - 650	590 - 650	600-650	600-650	570-630	570-630
Other Fannings (CTC)	N/A	N/A	N/A	N/A	N/A	N/A
Good BM's	680-830	680-830	720-830	720-830	770-1400	770-1250
Other BM's	550-570	500-570	530-580	500-570	500-580	480-580
Best BOP1As	660-800	660-780	700-860	700-850	720-1600	720-1550
Other BOP1As	580-630	560-600	580-640	570-610	570-680	530-640

DUST

DUST/DUST1: High grown liquoring DUST/DUST1's eased Rs.40-60/- following quality, whilst their secondaries and poorer types were irregular and mostly lower. Mid Grown teas too met similar market conditions. Low Grown were irregular and mostly easier.

PD : High Grown together with Mid grown met with lower market conditions and lost Rs.30-40/- . Low Grown however maintained last levels.

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)	620 - 1600	620 - 1600	550 - 1000	580 - 1060	540 - 1020	560 - 1060
Good Primary PD (CTC)	580 - 1240	580 - 1240	570 - 1140	570 - 1140	540 - 1420	550 - 1460
Secondary Dust	540 - 1020	550 - 1040	530 - 600	560 - 660	500 - 1020	530 - 1060

WESTERN MEDIUM

*Ancoombra	BOP	2150/-
*Galgewatta	BOP	1950/-
*Harangalla	BOP	1850/-
*Hatale	BOPSP	1850/-
*Ancoombra	BOPSP	1700/-
Rozelle	BOPF	1000/-
Dartry Valley	BOPFSP	1500/-
Cooroondoowatte	BOP1	1800/-
*Galgewatta	BOP1	1700/-
*Meezan	BOP1	1650/-
*Hatale	BOP1	1650/-
*Ancoombra	FBOP	1850/-
*Hatale	FBOP	1850/-
*Harangalla	FBOP1	1550/-
*Galgewatta	FBOP1	1550/-
Harangalla	FBOP1	1500/-
*Hansagiri Kothmale	FBOP1	1460/-
*Galgewatta	FBOPF	1060/-
Dartry Valley	FBOPF1	1850/-
Harangalla	FBOPF1	1850/-
New Rothschild	FBOPF1	1700/-
Craighead	FBOPF1	1700/-
Dartry Valley	FBOPF1	1700/-
*Uplands	FBOPF1	1650/-
*Uplands	OP	1420/-
*Hatale	OP	1380/-
*Hatale	OPA	1280/-
Greenwood	OPA	1280/-
Cooroondoowatte	OPA	1200/-
*Meezan	OPA	1160/-
*Galgewatta	OP1	1750/-
*Ancoombra	OP1	1600/-
*Hatale	PEKOE	1850/-
*Ancoombra	PEKOE	1800/-
*Dartry Valley	PEKOE	1800/-
*Galgewatta	PEKOE	1750/-
*Meezan	PEKOE	1750/-
New Rothschild	PEKOE1	2950/-
*Galgewatta	PEKOE1	2500/-
*Hatale	PEKOE1	2400/-

WESTERN HIGH

New Meddecombra	BOP	1480/-
Somerset	BOPSP	1320/-
Wanarajah	BOPF	1460/-
Inverness	BOP1	1750/-
Inverness	FBOP	1800/-
Torrington	FBOP1	1400/-
Cymru	FBOPF1	1650/-
St. Andrews	OP	1480/-
Kirkoswald	OPA	1160/-
Venture	OPA	1160/-
Venture	OP1	1600/-
Somerset	PEKOE	1800/-
Torrington	PEKOE1	1900/-

NUWARA ELIYA

Court Lodge	BOP	1200/-
Kenmre	BOPF	700/-
Kenmare	FBOP	1420/-
Kenmare	FBOPF	1100/-
Kenmare	FBOPF1	1500/-
Court Lodge	OP1	1060/-
Kenmare	PEKOE	1200/-
Court Lodge	PEKOE1	1320/-

UVA MEDIUM

*Halpewatta Uva	BOP	1850/-
Demodera 'S'	BOPSP	1500/-
Wewesse	BOPF	880/-
Dickwella	BOPFSP	1700/-
Hindagala	BOP1	1700/-
Aruna Passara	FBOP	1750/-
Dickwella	FBOP1	1700/-
*Roseland Uva	FBOP1	1550/-
Halpewatte Uva	FBOPF	890/-
Aruna Passara	FBOPF1	1700/-
Misty Uva	FBOPF1	1650/-
*Roseland Uva	FBOPF1	1600/-
*Roseland Uva	OP	1440/-
Hindagala	OPA	1240/-
*Roseland Uva	OPA	1200/-
Misty Uva	OP1	1650/-
New Aruna Passara	PEKOE	1750/-
*Roseland Uva	PEKOE	1700/-
New Aruna Passara	PEKOE1	2450/-

UVA HIGH

Nayabedde	BOP	1300/-
Kelliebedde	BOP	1300/-
Ranaya	BOPSP	1600/-
Nayabedde	BOPF	1180/-
Ellathota Uva	BOP1	1700/-
Uva Highlands	BOP1	1700/-
Ellathota Uva	FBOP	1750/-
Gonamotawa	FBOP1	1550/-
Mount Uva	FBOPF1	1800/-
Ellathota Uva	OP	1380/-
Craig	OPA	1240/-
Aislaby	OP1	1550/-
Ranaya	PEKOE	1700/-
Ranaya	PEKOE1	2150/-
Ellathota Uva	PEKOE1	1750/-
*Battawatte	PEKOE1	1700/-

UDAPUSSELLAWA

Kirklees	BOP	980/-
Mooloya	BOP	860/-
*Mooloya	BOP	850/-
Luckyland	BOPSP	980/-
*Mooloya	BOPF	1020/-
Maha Uva	BOP1	1650/-
Delmar	FBOP	1650/-
Maha Uva	FBOP1	1650/-
Maha Uva	FBOPF	1020/-
Maha Uva	FBOPF1	1600/-
Delmar	OP	1220/-
Maha Uva	OPA	1220/-
Blairlmond	OP1	1650/-
Maha Uva	PEKOE	1650/-
Maha Uva	PEKOE1	1950/-

LOW GROWN LEAFY GRADES

*Makandura	BOP1	3050/-
Susantha	OP1	3400/-
Lions	OP1	3000/-
*Green House	OP1	2800/-
Miriswatta	OP	2350/-
Miriswatta	OPA	2400/-
Lumbini	PEKOE	2550/-
Golden Garden	PEKOE	2350/-
*Green House	PEKOE	2200/-
Pothotuwa	PEKOE1	3050/-

LOW GROWN TIPPY GRADES

*Nawagamuwahena	BOP	2700/-
*Andaradeniya S	BOP	2650/-
*Mahaliyadda	BOP	2600/-
*Nilvin Super	BOP	2600/-
*KDU Super	BOPSP	2900/-
*New Nivithigala	BOPSP	2550/-
H P P Tea	BOPSP	2550/-
Wewelkandura S	BOPF	2650/-
Rajjuruwatta Sup.	BOPF	2450/-
*Sithaka	BOPF	1850/-
Rathmalgoda Sup.	BOPFSP	2450/-
Rajjuruwatta Sup.	BOPFSP	2450/-
*Sithaka	FBOP	2800/-
Kiruwanaaganga	FBOP1	2400/-
*Andaradeniya S	FBOP1	2050/-
*Maleesha Group	FBOP1	2050/-
*New Laksakanda	FBOP1	2000/-
*Wattahena	FBOP1	2000/-
*Sithaka	FBOP1	2000/-
Tea Bank	FBOPF	2550/-
Kings Bru	FBOPF1	2150/-
*Andaradeniya S	FBOPF1	1850/-
*Sithaka	FBOPF1	1850/-

PREMIUM FLOWERY

Adams View	FBOPFSP	4550/-
Yalta	FBOPFEXSP	4800/-
Rajjuruwatta Sup.	FBOPFEXSP1	4750/-

CTC TEAS**HIGH GROWN**

Florence CTC	BP1	920/-
Dunsinane CTC	PF1	1200/-
*Dunsinane CTC	PF1	1180/-

MEDIUM GROWN

Duckwari CTC	BP1	800/-
New Peacock CTC	PF1	1180/-
Strathdon CTC	PF1	1180/-
Donside CTC	BPS	550/-

LOW GROWN

Ceciliyan CTC	BP1	1320/-
Hingalgoda CTC	PF1	1550/-
*Kalubowitiyana CTC	PF1	1500/-

OFF GRADES

Nandana	BP	1480/-
Adams View	BP	1460/-
*Chandika Est.	BP	1380/-
*Laksakanda	BP	1380/-
Hingalgoda CTC	PF	1240/-
Ceciliyan CTC	PF	960/-
*Chandrika CTC	PF	810/-
Gunawardana	BM	1400/-
Adams View	BM	1260/-
*Narangala Sup.	BM	1200/-
Sachitha	FNGS	940/-
Wanarajah	FNGS1	1180/-
Great Western	FNGS1	1180/-
Norwood	FNGS1	1180/-
Liyonta	BOP1A	1600/-

BOPA

Woodland Grand	BOPA	3000/-
Navinda	BOPA	3000/-
*Green House	BOPA	2950/-
*Selna	BOPA	2850/-

Dust

Chandrika Estate	DUST	1020/-
Ingestre	DUST	1020/-
Adisham	DUST	1000/-
*Chandrika Est.	DUST	980/-
Wattegodde	DUST1	1600/-
Ceciliyan CTC	PD	1420/-

COLOMBO AUCTION – WEEKLY GROSS SALE AVERAGES

SALE NO.34 OF 02ND SEPTEMBER, 2026

	2026			2025	
	Weekly	Month to Date	Year to Date	Weekly	Year to Date
Uva High Grown	980.94	1,017.76	1,028.60	1,037.78	1,038.73
Western High Grown	1,097.28	1,103.15	1,103.15	1,202.81	1,096.13
High Grown	1,062.01	1,074.86	1,115.32	1,147.46	1,077.31
Uva Medium	1,042.05	1,045.83	1,031.83	1,069.13	1,068.69
Western Medium	909.03	912.33	948.62	999.36	1,004.25
Medium Grown	940.95	942.62	976.56	1,018.49	1,025.46
Low Grown (Orthodox)	1,311.49	1,311.49	1,278.92	1,259.00	1,260.50
Combined L.G. (Orthodox + CTC)	1,284.95	1,279.07	1,259.48	1,240.77	1,245.00
Total	1,188.32	1,181.90	1,181.89	1,188.30	1,172.95

Private Sale Figures (26.08.2026 – 02.09.2026)

205,437.00

Cumulative

8,019,072.35

DETAILS OF TEAS AWAITING SALE

SALE NO: 36

SALE NO: 37

Sale of 15th /16th Sep. '26

Sale of 22nd /23rd Sep. '26

	<u>Lots</u>	<u>Qty. (Kgs)</u>	<u>Lots</u>	<u>Qty. (Kgs)</u>
Low Grown Leafy	2,067	710,608	1,992	694,565
Low Grown Semi Leafy	1,760	697,230	1,664	657,815
Low Grown Tippy	1,968	878,370	1,809	814,053
High & Medium	1,316	547,219	1,191	482,576
Off Grade/BOP1A	2,391	1,159,449	2,182	1,078,556
Dust	579	496,787	505	449,501
Premium Flowery	377	48,810	289	38,443
Ex-Estate	<u>711</u>	<u>697,626</u>	<u>637</u>	<u>611,265</u>
Total	<u>11,169</u>	<u>5,236,036</u>	<u>10,269</u>	<u>4,826,774</u>

FUTURE CATALOGUES CLOSURE

Sale No.38 of 29th (Tue.) /30th (Wed.) Sep, 2026

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **Thursday, 10th September, 2026 at 04.30 p.m.**

Sale No.39 of 06th (Tue.) /07th (Wed.) Oct, 2026

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **Thursday, 17th September, 2026 at 04.30 p.m.**

Sale No.40 of 13th (Tue.) /14th (Wed.) Oct, 2026

The Main Sale & Ex-Estate Sale catalogues are scheduled to be closed on **Thursday, 24th September, 2026 at 04.30 p.m.**

SALE NO.36

AUCTION OF 15th /16th SEPTEMBER, 2026

BROKERS' SELLING ORDER

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

Crop & Weather

For the period 01st to 07th September, 2026

Western/Nuwara Eliya Regions

The Western and Nuwara Eliya regions experienced sunny weather during the week. The Department of Meteorology expects occasional showers in both regions in the week ahead.

Uva/Uda Pussellawa Regions

Bright weather was reported in the Uva and Uda Pussellawa regions throughout the week. Showers are expected in the Uva Region in the week ahead according to the Department of Meteorology.

Low Grown

Bright weather and intermittent showers were reported in the Low Grown Region during the week. According to the Department of Meteorology, showers are expected in the Low Grown Region in the week ahead.

Crop Intake

All regions reported a decrease in the crop intake.

WORLD CROP STATISTICS (MKGS)

<i>Country</i>	<i>Month</i>	<i>2025</i>	<i>2026</i>	<i>Difference +/-</i>	<i>To-date 2025</i>	<i>To-date 2026</i>	<i>Difference +/-</i>
SRI LANKA	July	21.50	21.26	-0.2	157.26	153.13	-4.1
BANGLADESH	June	9.82	12.40	2.6	22.49	30.63	8.1
KENYA	Apr.	51.78	58.70	6.9	188.69	199.80	11.1
MALAWI	Apr.	6.80	5.90	-0.9	24.90	22.90	-2.0
NORTH INDIA	June	112.50	134.30	21.8	352.80	386.70	33.9
SOUTH INDIA	June	21.00	26.10	5.1	116.90	107.60	-9.3

OTHER MARKETS

LIMBE MARKET REPORT SALE 36 HELD ON 09TH SEPTEMBER, 2026

There was less demand for the limited quantity on offer of 1520 packages.

BP1- All were taken out, some under bid

PF1/PD/D1/PF1SC – N/A.

Secondary F2 were 1 USC easier to 3 USC dearer.

WEATHER/CROP FOR THE WEEK ENDING 06TH SEPTEMBER, 2026.

Partly cloudy with some hours of sun shine during the day but no rainfall activity reported

Crop intakes very low

BANGLADESH AUCTION

SALE NO. 19 OF MONDAY, 07TH SEPTEMBER, 2026

CTC LEAF: 51,076 packages of tea on offer met with a good demand at easier rates.

BROKENS: All good varieties met with a fairly strong demand but prices were easier in line with quality often declining by Tk.7/- and more. Others met with a good demand and were easier by a slightly higher margin. BLF teas saw a fairly good demand but at much easier rates with fair withdrawals.

FANNINGS: Coloury, bright Fannings were in fairly strong demand but at lower rates often declining by Tk.5/- to Tk.8/-. The remainder also sold well but were again easier. BLF teas saw a fairly good demand but at much easier rates with fair withdrawals.

DUST: 10,215 packages of tea on offer met with a good demand. Well made good liquoring Dusts particularly the CDs sold barely steady whilst others eased in line with quality. Mediums were firm on last. Plain/BLF Dusts met with less demand and sold at easier rates with a few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: Market witnessed a good demand. However, owing to lack of adequate competition, prices eased over last. Blenders were quite active but there was less support from the Loose tea buyers. In general, there was some decline in the overall quality of teas on offer.

Dusts sold well.

Quotations – This Week – (In Taka)

Brokens	This Week	Last Week	Fannings	This Week	Last Week	Dust	This Week	Last Week
Best	302-307	305-310	Best	302-310	307-312	PD	292-313	298-325
Good	294-299	302-304	Good	295-300	304-308	RD	285-330	290-353
Medium	288-292	295-298	Medium	288-292	295-300	D	283-330	290-348
Plain	277-282	280-285	Plain	277-282	280-285	CD	280-349	292-350
BLF	268-292	280-297	BLF	273-292	287-296	BLF	270 -293	288

COURTESY: NATIONAL BROKERS LIMITED

MOMBASA TEA AUCTION MARKET REPORT

Sale No.35 of 31ST AUGUST & 01ST SEPTEMBER, 2026

There was reduced general demand for the 105,340 packages (6,960,411.00 kilos) available in the market with 17.87% unsold.

MARKET:

Pakistan Packers, Yemen and other Middle Eastern countries maintained support with more interest from **Bazaar. Kazakhstan** and **other CIS states** were less active with **Afghanistan** selective. **Egyptian Packers** maintained enquiry with **UK** active. **Russia** showed selective interest while **South Sudan** were less visible. **Local Packers** were quiet with **Somalia** more active at the lower end of the market.

OFFERINGS :-

Leaf Grades - 51,880 packages (3,448,069.00 kilos) – 26.48% unsold
 Dust Grades - 35,700 packages (2,642,488.00 kilos) – 11.20% unsold.
 Secondary Grades - 17,760 packages (869,854.00 kilos) – 6.08% unsold.

LEAF GRADES (M2 & M3)

BP1:

Best : Were easier by up to USC28.

Brighter: Irregularly discounted by up to USC30.

Mediums: KTDA mediums irregularly lost up to USC30 with plantation mediums easier by up to USC24.

Lower Medium: Were discounted by up to USC23.

Plainer: Were steady to USC11 dearer to easier by up to USC13 for better types.

PF1:

Best : Firm to mostly dearer by up to USC10 but a few lines shed by up to USC2.

Brighter : Met good interest at steady to USC9 above previous levels, some teas however irregularly lost by up to USC7.

Mediums : Some KTDA mediums were firm to USC5 dearer with most lines irregularly easier by up to USC6 while plantation mediums eased by up to USC7.

Lower Medium : Irregularly steady with most teas discounted by up to USC10.

Plainer : More irregular interest ranging between firm to USC10 dearer to easier by up to USC9.

CTC QUOTATIONS	BP1 - USC	PF1 - USC
Best	310- 341	311 - 364
Good	305 - 358	295 - 338
Good Medium	307 - 320	293 - 328
Medium (KTDA)	240 - 275	222 - 278
Medium (Plantations)	187 - 266	180- 238
Lower Medium	168 - 230	147 - 228
Plainer	118 - 170	115 - 156

DUST GRADES (M1)**PDUST:**

- Best:** Were irregular and varied between steady to USC11 above previous levels to easier by up to USC13.
- Brighter:** Met more irregular enquiry and ranged between firm to USC6 dearer to easier by up to USC10.
- Mediums:** KTDA mediums held value with some teas up to USC7 dearer while others shed by up to USC8. Plantation mediums were steady to USC5 above last rates to easier by up to USC4.
- Lower Medium:** Irregularly shed by up to USC5.
- Plainer:** Were firm to USC3 above previous levels to easier by up to USC4.

DUST1:

- Best:** More irregular interest at USC2 above previous levels for few teas to mostly easier by up to USC9.
- Brighter:** Met irregular support varying between steady to USC3 dearer to mostly easier by up to USC5.
- Mediums:** KTDA mediums were steady to USC10 dearer to easier by up to USC7 while plantation mediums irregularly shed by up to USC6.
- Lower Medium:** Were steady to USC2 dearer to easier by a similar margin.
- Plainer:** Saw irregular interest ranging between firm to USC5 dearer to easier by a similar margin.

CTC QUOTATIONS	PDUST - USC	DUST1 - USC
Best	267 - 329	275 - 370
Good	312 - 324	275 - 291
Good Medium	230 - 319	272 - 287
Medium (KTDA)	213 - 266	204 - 280
Medium (Plantations)	188 - 216	195 - 213
Lower Medium	162 - 205	172 - 192
Plainer	126 - 166	131 - 170

SECONDARY GRADES(S1)

In the Secondary Catalogues, **BPs** were firm with **PFs** about steady. Clean well sorted coloury **Fannings** were dearer while **similar DUSTs** held value. **Other Fannings** were steady with **DUSTs** selling at firm to easier levels. **BMFs** were well absorbed.

SECONDARY QUOTATIONS (USC)	BP / BP2	PF / PF2	FNGS1/FNGS	DUST / DUST2	BMF
Best / Good	260 - 349	266	173 - 284	177 - 313	-
Good Medium /Medium	-	-	150 - 191	156 - 223	-
Lower Medium	142 - 192	137 - 177	128 - 161	125 - 177	123 -136
Plainer	116 - 144	104 - 149	085 - 147	124 - 141	097 - 122



SOUTH INDIAN ROUNDUP

FOR THE WEEKENDING – 05th SEPTEMBER, 2026

KOCHI

CTC LEAF

Demand : Good Demand: All grades sold irregularly around last levels.

ORTHODOX LEAF

Demand : Good Demand.

Buying Pattern : Larger whole leaves sold at irregular and higher depending on quality, other smaller leaf were steady. Primary broken was fully firm, while the Secondary broken and fannings were tending easier

Market : CIS & Middle East Buyers operated.

DUST

Demand : Fair Demand.

Buying Pattern : Popular marks and good liquoring sorts traded irregularly and lower by Rs.1/- to 2/- with some withdrawals. Plainer sort bolder grades fetched prices dearer by Rs.1/- to 2/-. Finer grades sold around last levels and at times prices improved.

Market : Major Packeteers were active, Exporters operated selectively on plainer bolder grades. Internal buyers operated cautiously.

COONOR

CTC LEAF

Demand : Strong.

Market : Market opened generally on a fully firm to dearer levels across all grades and categories except for the BOPF's which were irregular and traded slightly at low levels. As the sale progressed it had gained momentum which had reflected on the price levels moving further up. However the BOPF's continued to be irregular and witnessed some withdrawals as well.

The overall sale percentage was 97% at an average of Rs. 119.60

Buying Pattern: The strong participation from the major blenders and regional packeteers continued this week too. Exporters were lending good support operating mostly on the Larger Broken and on the Fannings. On the Internal front Karnataka was fairly strong.

ORTH LEAF

Demand : Fair.

Market : Market witnessed a mixed trend with the Whole leaf grades were trading at steady to occasionally dearer levels whilst the broken and Fannings were irregular and mostly at easier levels.

The overall sale percentage was 72% at an average of Rs. 148.77.

Buying Pattern: Mostly an export enquiry with CIS and Middle east buyers operating whilst the Internal being selective.

CTC DUST**Demand :** Strong**Market :** Market witnessed a buoyant demand on the brighter liquor teas which had reflected on the prices by Rs.5/- to Rs.10/-dearer and more sometimes following quality. The Mediums and plaine's were trading at barely steady levels. The fairly blacker cleaner types however appreciated in prices.**The overall sale percentage was 94% at an average of Rs.117.34.****Buying Pattern:** Fairly strong Export operation was forthcoming with fair support from the Packeteers. Internal was selective or rather subdued.**ORTH DUST****Demand :** Less.**Market:** The orthodox dust market witnessed a less demand for the second week in succession as the prices dropped across all grades and categories by Rs.3/- to Rs.5/- and upto Rs.10/-/- However some select primary grades of the popular marks have traded fully firm to dearer, The sale had witnessed fair withdrawals as well.**The overall sale percentage was 64% at an average of Rs.113.50.****Buying Pattern:** Fair export enquiry was witnessed whilst the Internal being selective.**COIMBATORE****CTC LEAF****Demand :** Good demand.**Market :** Better medium teas were firm. Medium brokenes were irregular and dearer by Rs.1/- to Rs.2/- . BOPF were barely steady. Plainer teas were dearer by Rs.2/-.**Buying Pattern :** Blenders, packeteers and exporters were active. Internal were selective.**ORTH LEAF**

Demand :	} Not quotable.
Market :	
Buying Pattern :	

CTC DUST**Demand :** Fair demand.**Market :** Better medium and popular sorts were lower by Rs.2/- with heavy withdrawals. Medium teas were irregularly lower by Rs.2/- to Rs.4/- and suffered heavy withdrawals. Plainer teas were lower by Rs.2/- with heavy withdrawals.**Buying Pattern :** Blenders, packeteers and internal were selective. Exporters were active.**ORTH DUST****Demand :** Good demand.**Market :** Firm.**Buying Pattern :** Exporters were active.**September 09, 2026****-/ra.**

TEA TRADE NEWS

Outstanding Tea Producers - Winners and Runner ups for Certificates – 2026

Region – Ruhuna

Winner – POTHOTUWA MARK - POTHOTUWA TEA FACTORY

Runner Up – SUSANTHA MARK - SUSANTHA TEA FACTORY

Special Certificate - KIRUWANAGANGA MARK - KIRUWANAGANGA TEA FACTORY

Region – Sabaragamuwa

Winner – SITHAKA MARK - AVISSAWELLA TEA FACTORY

Region – UVA

Winner – SARNIA PLAIDERIE MARK - SARNIA TEA FACTORY

Runner Up – DICKWELLA MARK – DICKWELLA TEA FACTORY

Region – Kandy

Winner – CRAIGHEAD MARK - CRAIGHEAD TEA FACTORY

Runner Up – DARTRY VALLEY MARK - DARTRY VALLEY TEA FACTORY

Special Certificate - HATALE MARK - HATALE TEA FACTORY

Region – Nuwara Eliya

Winner – LOVERS LEAP & MAHAGASTOTTE MARKS - PEDRO TEA FACTORY

Region – Dimbula

Winner – SOMERSET MARK - SOMERSET TEA FACTORY

Runner Up – NORWOOD MARK - NORWOOD TEA FACTORY

Special Certificate - DESSFORD MARK - DESSFORD TEA FACTORY

Low Grown - CTC Tea Category

Winner – HINGALGODA MARK - HINGALGODA TEA FACTORY

Joint Runner Up – CECILIYAN MARK - CECILIYAN TEA FACTORY

Joint Runner Up – KALUBOWITTIYANA MARK - KALUBOWITTIYANA TEA FACTORY

Excellence in Tea Tasting - Winners and Runner ups for Certificates – 2026

Winner

Ms. Nuwani Kaushalya Rajapaksha Dissanayake
Anverally & Sons (Pvt) Ltd

1st Runner Up

Mr. S. M. S. D. Seneviratne

INTERNATIONAL

Tea emerges as a growth opportunity for RTDs and spirits



Tea is becoming an increasingly important ingredient in drinks innovation, as its broad range of flavours is creating opportunities across hard tea, spirits, RTDs and no- and low-alcohol beverages.

New research from IWSR and trend forecasting agency WGSN points to growing interest in tea-based drinks, driven by consumer demand for flavour complexity, wellness and new drinking occasions.

While Asia-Pacific remains the centre of tea innovation, the trend is gaining traction in North America and Europe, with products moving beyond traditional black and green tea into varieties including matcha, oolong, hojicha, jasmine and pu'er.

“As consumers increasingly embrace the uncomfortable pleasure of bitter complexity, tea is rapidly evolving from a traditional beverage to a dynamic ingredient and flavour anchor across food and drink categories,” said Jennifer Creevy, Director of Food and Drink at WGSN.

“Driven by consumer demand for wellness, sensory novelty and global influences, the most innovative brands are leveraging a diverse range of tea varieties – often with regional provenance, functional benefits and layered flavour profiles – to create new experiences in drinks, snacks, dairy, bakery and more.”

Hard tea continues North American growth

Hard tea has emerged as one of the stronger-performing RTD sub-categories, particularly in North America.

According to IWSR, US hard tea volumes increased five per cent in 2025 and recorded a compound annual growth rate (CAGR) of 22 per cent between 2021 and 2025.

Canada, the world’s second-largest hard tea market, recorded volume growth of six per cent in 2025, matching its CAGR over the same four-year period.

Susie Goldspink, Head of RTD Insights at IWSR, said the category’s trajectory suggested potential for further international expansion, although its success may depend on existing consumer familiarity with iced tea.

“The recent trajectory of hard tea mirrors the way in which hard seltzer scaled – but tea is better understood in Europe than seltzers, suggesting that hard tea could have more potential for global growth,” Goldspink said.

“It is also possible that hard teas will only truly thrive in places where iced tea already performs well.”

Innovation moves beyond traditional tea

Tea is also appearing in a growing range of alcoholic beverages, including mate- and matcha-based RTDs, tea liqueurs, tea-flavoured wines and spirits, and gins using tea as a botanical.

IWSR’s RTD Innovation Catalogue found that three per cent of new RTD launches in 2025 contained tea-related ingredients, up from two per cent in 2021.

The research identified several examples of tea being used to create new drinking occasions. In Brazil, cocktails combining rum, yerba mate and guaraná have generated interest and prompted the development of similar RTDs, while yerba mate and vodka is an established nightclub serve in Switzerland and is gaining traction in Austria.

In China, green tea has become a popular mixer for Scotch whisky, with tea-flavoured spirits-based RTDs now common in the market. Meanwhile, tea-based liqueurs are emerging in Italy, and sparkling tea is gaining a foothold as an alternative to non-alcoholic sparkling wine for aperitif occasions.

WGSN identified China’s new-style tea movement as a trend with potential to influence international drinks innovation, particularly through its focus on premium ingredients, craft and cultural expression.

“China’s new-style tea movement reframes tea as a premium, low-sugar lifestyle beverage rooted in craft, wellness and cultural expression,” Creevy said.

“Rising Chinese soft power will accelerate its global spread, pushing flavours and rituals beyond tea and unlocking a new category scalable across RTDs and adjacent beverage formats.”

Goldspink said tea’s versatility could support premiumisation across several drinks categories, while opening up occasions that remain relatively underdeveloped for beverage alcohol.

“Tea is much more than a niche; it is a flavour architecture that can underpin premiumisation strategies across spirits, RTDs and no/low,” she said.

“There could be further potential for hard tea and other tea-based products where iced tea is already a well-established category, while the new-style Chinese tea movement is one that should be watched closely: its global spread will introduce new flavour codes – oolong, pu’er, cheese tea – that are not yet reflected in western innovation pipelines.”

Chinese matcha's rapid rise and the Hong Kong couple stirring up the UK tea scene

A mission to bring Chinese tea culture to Britain unexpectedly turned Hong Kong couple Raphael Chow and Joyce Ding into matcha entrepreneurs

A trip to Puer in China's Yunnan province changed the way Hongkongers Raphael Chow and his wife, Joyce Ding, thought about tea. Home of its namesake fermented brew, the city is widely regarded as the ancient birthplace of *Camellia sinensis* – the plant from which most of the world's tea is made.

The London-based couple not only fell in love with the region's teas, but also with its communal tea-drinking culture. Upon returning to the UK capital, they founded their own fine loose leaf tea company, Brut Tea, in 2024.

Despite their long histories, many of Britain's most-established tea brands continue to frame tea through a colonial narrative, Chow says. He recalls visiting the Twinings flagship store in London's West End, where he felt the only obvious reference to China was a pair of sculptures of Chinese sailors employed by the British Empire that sat above the entrance, while Chinese tea itself received little attention.

"You'll go in and see this very colonial display where they feature [India's] Assam and Darjeeling, which of course is where their [Twinings] plantations were," he says. "Then there will be a very small footnote when you reach the end of the shop saying, 'Oh, there's this little thing called Puer tea and we have some of that in the corner over there.'"

By sourcing their teas directly from Yunnan's oldest tea-growing regions, Chow and Ding set out to show a new generation of British tea drinkers the history behind their usual "cuppa".

At a time when Gen Z is beginning to embrace aspects of Chinese culture – a movement that has manifested as "[Chinamaxxing](#)" on social media – they also hoped to spark curiosity about tea's Chinese origins and complex preparation rituals such as *gong fu* tea.

But when they began approaching cafes across London, they were met with a different response. One conversation they kept having again and again was whether they could supply the cafes with matcha, the powdered green tea that has taken over social media.



Brut Tea's "Song" matcha is sourced from Jingshan mountain in Hangzhou, in China's Zhejiang province.
Photo: Brut Tea

The UK has become Europe's fastest-growing matcha market, valued at US\$40.1 million in 2025 and projected to rise to US\$77.5 million by 2033. From independent coffee shops to major cafe chains and even unassuming local fish and chip shops, a strawberry matcha latte is now as likely to appear on the menu as a flat white.

Between 2024 and 2025, the number of cafes in the UK serving matcha tripled from 365 to 1,096, according to data reported by the Financial Times. Britain's matcha mania has even begun eating into coffee's dominance, as sales growth of flat whites, cappuccinos and lattes all fell into negative territory for the first time in 2025, having last outpaced matcha's growth in 2022.

The shift has been fuelled in part by younger consumers, many of whom have embraced matcha through social media where, in addition to its pleasing aesthetics, it is being touted as a wellness drink for its slower-release caffeine and high antioxidant content. Growing interest in travel to Japan, combined with the nation's comparatively weak currency, has also introduced more British visitors to matcha first-hand.

This new-found thirst is only part of a growing global trend. Demand for Japanese matcha from around the world has tripled over the past decade, according to Japan's Ministry of Agriculture, placing unprecedented pressure on Japanese farmers and suppliers and resulting in a nationwide shortage.

"We're out of stock ... our suppliers can't get any to us ... they've tripled the price," Chow heard repeatedly from cafe owners across London. He realised Brut Tea needed to get in on the green rush if it was to succeed.



Unlike the delicate notes prized in premium Japanese matcha, designed to be served plain with hot water, Chow and Ding found that Chinese matcha samples retained their flavour when paired with milk and syrups. Photo: Brut Tea

But instead of looking to Japan, where they would have to compete with established brands for scarce supplies, they decided to return to China, where they were familiar with its loose-leaf “teascape” and curious about whispers of an emerging matcha industry.

“We used the same approach as we did with our loose leaf teas: [going back to the historical heart and soul of matcha](#),” Ding says, recounting the couple’s trip to Jingshan mountain in Zhejiang province. “We did that with Puer ... and we did it again with matcha.”

It was here, according to historical accounts, that some of the earliest forms of powdered green tea emerged during the Tang dynasty (618-907). Tea was pressed into bricks for easy transport, and pieces were broken off and ground before drinking.

This ritual flourished during the Song dynasty (960-1279), becoming high art. China was also where Japanese Buddhist monk Eisai is believed to have encountered powdered tea while studying Zen Buddhism. He later brought it back to Japan, where it was refined over centuries to become a core component of Japanese culture.

Although enlightened by their history lesson, the couple remained sceptical of China’s modern matcha industry. Japan had spent centuries refining the craft, while China had abandoned it almost 700 years ago in favour of loose leaf tea after China’s Ming dynasty authorities banned tea bricks in 1391.

But a deeper look into Zhejiang’s tea farms – and later the [Yun-Gui Plateau](#), an elevated tea-growing region spanning Yunnan and Guizhou provinces – changed their perspective entirely. A visit to Guizhou’s vast matcha production facilities was particularly eye-opening, as they were informed that one giant factory alone would soon have the capacity to produce around 10,000 tonnes (11,023 tons) of matcha powder annually – more than Japan’s total production of around 6,000 tonnes.

“After China gave up matcha centuries ago, they didn’t really know how to cultivate it, but in recent years, they’ve addressed it and fixed it,” Chow says. He points to China’s rapid investment in matcha production over the past decade, with expansion accelerating in recent years as provinces including Shandong, Hubei and Sichuan begin developing their own matcha industries.



Chow and Ding visit a matcha farm in China's Zhejiang province. Photo: Brut Tea

Chow and Ding were also able to track down skilled producers capable of crafting premium matcha powder across a diverse range of terroirs, with different cultivars producing new and exciting flavours. Many of these also possessed a bolder character that they felt was particularly well suited to British consumption habits.

Unlike the delicate notes prized in premium Japanese matcha, designed to be served plain with hot water, the Chinese samples were able to retain their flavour when paired with milk and syrups, making them especially suitable for the matcha lattes that dominate the UK's matcha scene.

But their discovery had them wondering why British suppliers and cafe owners, who had been involved in the matcha space for far longer than themselves, appeared unaware of China being the world's largest producer of matcha – especially as they struggled to secure supply from Japan.

Upon returning to the UK, they found that British wholesalers often stocked premium Japanese matcha powder alongside cheaper, lower-grade Chinese green tea blends, with nothing in between.

"It became clear that a lot of people had only experienced Chinese matcha through this low-quality category," Chow says. "They hadn't actually seen what China was capable of producing."

In 2025, Brut Tea introduced its own premium Chinese matcha sourced from farms they had visited in Guizhou and Zhejiang. They now supply 60 cafes across the UK and schedule regular pop-ups.

"Through Brut Tea," says Katy Soto, founder of London's Soto Coffee, "we were introduced to a Chinese matcha that tasted great, worked beautifully in the drinks we serve and gave us an opportunity to offer something a little less expected. We were also drawn to how passionate Joyce and Raphael are about Chinese tea and about giving the quality and history behind it the recognition it deserves."

Ding has since started hosting matcha workshops where she uses matcha to introduce customers to the wider history of tea, and invites them to try and compare matcha from China, Japan and Korea, while exploring its Chinese origins.

"I was happy to see that people were going on TikTok after attending our workshops to express their new-found knowledge that matcha originated from China," she says.



Ding leads a matcha workshop in London. Photo: Brut Tea

As the market matures, the couple expects consumers to move beyond novelty and develop a deeper interest in provenance, cultivation and flavour, similar to the evolution of coffee culture over the past 20 years. For Chow, this represents an exciting opportunity to explore an even wider range of flavours shaped by China's vast and diverse terroirs.

Although Brut Tea's matcha sales have eclipsed those of its original loose leaf teas, the couple remain committed to its identity as a fine tea brand. They see matcha as the viral gateway they never knew they needed to introduce British tea drinkers to the wider world of tea, and to fulfil the mission they had set out from the beginning.

"Matcha isn't going anywhere," Chow says. "But hopefully it can also help people discover where the story of tea really began."
