WEEKLY TEA MARKET REPORT SALE NO: 12 - 23RD/ 24TH MARCH 2021

ORDER OF SALE

<u>EXESTATE</u>	LG Large Leaf LG Small Leaf/BOPIA/Premium	High & Medium/Off Grade/Dust
Lanka Commodity Brokers (Pvt) Ltd	Bartleet Produce Marketing (Pvt) Ltd	Ceylon Tea Brokers PLC
2. John Keells PLC	Mercantile Produce Brokers (Pvt) Ltd	Lanka Commodity Brokers (Pvt) Ltd
3. Mercantile Produce Brokers (Pvt) Ltd	Forbes & Walker Tea Brokers (Pvt) Ltd	Bartleet Produce Marketing (Pvt) Ltd
4. Asia Siyaka Commodities PLC	Asia Siyaka Commodities PLC	Forbes & Walker Tea Brokers (Pvt) Ltd
5. Bartleet Produce Marketing (Pvt) Ltd	Eastern Brokers Ltd	Mercantile Produce Brokers (Pvt) Ltd
6. Forbes & Walker Tea Brokers (Pvt) Ltd	Ceylon Tea Brokers PLC	Asia Siyaka Commodities PLC
7. Eastern Brokers Ltd	John Keells PLC	John Keells PLC
8. Ceylon Tea Brokers PLC	Lanka Commodity Brokers (Pvt) Ltd	Eastern Brokers Ltd

At this week's sale 11,101 lots totalling 6,235,352 kgs were on offer. The breakdown is as follows:

	LOTS	QUANTITY
Ex Estate	882	1,006,766
Main Sale - High & Medium	1,526	722,157
Low Grown - Leafy	1,984	844,590
Low Grown - Semi Leafy	1,742	874,848
Low Grown - Tippy	1,984	1,051,253
Premium Flowery	343	55,386
Off Grades	2,087	1,130,740
Dust	553	549,612
TOTAL	11,101	6,235,352
Re - Prints	454	230,759

Buyers Prompt: 30/03/2021 Sellers Prompt: 31/03/2021

QUALITY

A fair selection of seasonal teas were on offer from the Western and Nuwara Eliya Planting Districts. Uva/Uda Pussellawa's were slightly lower to last, whilst the Low Growns were similar to last.

Page 2 Page 2

COMMENTS

Auction No. 12 concluded today had on offer 6.2 M/Kgs. There was fair general demand at firm to easier rates.

Ex-Estate offerings comprised of 1.0 M/Kgs. Quality of teas from the Western and Nuwara Eliya Planting Districts had on offer a fair selection of seasonal teas, whilst the Uva/Uda Pussellawa's were barely maintained.

Best Western BOP/BOPF's continued to sell at firm to dearer rates though prices tend to fluctuate following quality and line specific overseas bids, which resulted in sharp price fluctuations between consecutive invoices of the same estate. Often a common phenomenon during the quality season where buyers follow quality closely, resulting in substantial price premiums for these seasonal flavoury teas. Teas in the Below Best and Plainer categories often declined Rs. 20 per kg and more for select high priced teas of last week. Nuwara Eliya's too followed a similar trend and the limited invoices on offer secured premium prices. Teas from the Eastern sector were mostly easier and declined Rs. 20 per kg on average.

High and Mid Grown CTC teas continued to weaken further, whilst the corresponding Low Grown varieties were barely maintained.

Shippers to the UK, Japan and China together with the local trade competed strongly for the better liquoring teas, whilst shippers to the CIS continued to operate actively.

Low Growns comprised of 2.7 M/Kgs in the Leafy/Semi Leafy and Tippy catalogues. There was fair demand.

Few select Best OP1's maintained, whilst the balance together with the BOP1's declined. Well-made OP/OPA's were firm, whilst the balance were lower. However, teas at the bottom sold around last levels. Well-made PEK/PEK1's together with bolder PEK's maintained, whilst the balance were easier.

In the Tippy catalogues, FBOP's in general were firm, however, the bolder varieties declined. Select Best FF1's were firm to selectively dearer, whilst the balance together with the Best were easier, however, Below Best and teas at the bottom were fully firm.

In the Premium catalogues, very Tippy teas continued to attract good demand. Best and cleaner Below Best were firm on last, whilst the balance were irregular following quality. ********* FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 23RD/ 24TH MARCH 2021

Page 3

MARKET

Fair demand at lower levels.

HIGH GROWN TEAS

BOP Best Western's tend to fluctuate following spec

Best Western's tend to fluctuate following special inquiry and quality. In the Below Best category, a selection of brighter invoices were firm to marginally easier, whilst the others together with teas at the lower end declined Rs. 20 per kg and more. Nuwara Eliya's continued to sell well. Uva/Uda Pussellawa's declined Rs. 20-30 per kg and more as the sale progressed.

BOPFBest Western's - Select high priced teas of last week tend to fluctuate following quality/special

inquiry, whilst the others declined Rs. 20 per kg and more. In the Below Best category, brighter sorts were barely maintained, whilst the others together with teas at the lower end declined Rs. 20 per kg. Few select Nuwara Eliya's sold well, whilst the others were irregular and easier. Uda Pussellawa's declined Rs. 20-30 per kg, whilst Uva's were firm with select

invoices appreciating following special inquiry.

OP/OPA Well Made OP/OPA's were easier Rs. 10-20 per kg whilst others were firm on last.

PEKOE/PEKOE1 A limited selection of Flavory PEK's that were available were irregularly lower and mostly

unsellable. Well made Orthodox leafy PEK/PEK1's declined sharply whilst others too were easier Rs. 20 - 30 per kg and more at times. Rotovane PEK's - Few selected invoices were firm

following special inquiry whilst others declined Rs. 30 per kg.

FBOP/FBOPF1 A limited selection of Flavory FBOP's that were available were irregularly dearer. Well made

Orthodox FBOP's were easier Rs. 20 - 40 per kg whilst others were easier Rs. 10-20 per kg.

Well made FF1's were firm on last whilst others were firm to marginally dearer.

QUOTATIONS IN (Rs/kg)	<u>BOP</u>		<u>BC</u>	<u>PF</u>	PEKOE	/ FBOP	<u>OP</u>	
Sale Date	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR
Best Westerns	670 - 1250	660 - 1500	680 - 860	700 - 860	720 - 900	710 - 890	580 - 650	580 - 660
Below Best Westerns	630 - 660	600 - 650	650 - 670	650 - 690	640 - 700	630 - 700	540 - 560	530 - 570
Plainer Westerns	580 - 620	550 - 590	610 - 640	600 - 640	500 - 620	500 - 620	480 - 520	480 - 520
Nuwara Eliyas	940 - 1000	1000 - 1080	630 - 850	550 - 920	670 - 890	620 - 940	580 - 610	N/A
Brighter Udapussellawas	590 - 680	550 - 600	600 - 640	580 - 630	580 - 800	600 - 760	560 - 620	560 - 630
Other Udapussellawas	560 - 580	N/A	530 - 590	540 - 570	500 - 560	500 - 590	460 - 540	460 - 550
Best Uvas	680 - 700	620 - 690	640 - 690	660 - 690	700 - 900	700 - 890	580 - 660	580 - 670
Other Uvas	610 - 650	580 - 590	600 - 630	600 - 630	520 - 680	520 - 690	500 - 560	500 - 570

MEDIUM GROWN TEAS

BOP Rs. 20-30 per kg lower

BOPF Better sorts were Rs. 10-20 per kg lower, whilst the others declined up to Rs. 40 per kg.

OP/OPA Well made OP/OPA's were easier Rs. 10-20 per kg whilst others together with the teas at the

lower end were firm on last.

PEKOE/PEKOE1 Well made PEK's were firm on last whilst others were easier Rs. 10 - 20 per kg. PEK1's in

general were easier Rs. 20 - 40 per kg and more at times.

FBOP/FBOPF1 Well made FBOPs were irregularly easier whilst others too declined Rs. 10 - 20 per kg. Well

made FF1's were irregular whilst others were firm to marginally dearer.

QUOTATIONS IN (Rs/kg)	Be	<u>OP</u>	<u>BC</u>)PF	PEKOE / FBOP		<u>OP</u>	
Sale Date	16/17 MAR	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR
Good Mediums	740 - 830	740 - 850	600 - 650	600 - 640	720 - 1020	700 - 980	620 - 850	610 - 840
Other Mediums	600 - 630	580 j. 630	570 - 580	540 - 560	500 - 700	500 - 680	500 - 610	500 - 600

Contd...4

Page 4

UNORTHODOX TEAS

<u>HIGH GROWN</u> BP1s - Declined Rs. 20-30 per kg. PF1s - Better sorts were barely steady, whilst the others

declined Rs. 10-20 per kg.

LOW GROWN

MEDIUM GROWN BP1s - Declined Rs. 20-30 per kg. PF1s - Declined Rs. 20 per kg and more following quality.

BP1s - Best available were firm to marginally easier, whilst the others were irregular and difficult of sale. PF1s - Better sorts were firm, whilst the others were Rs. 10-20 per kg lower.

QUOTATIONS IN (Rs/kg) <u>BP 1</u> Sale Date 16/17 MAR 23/24 MAR 16/17 MAR 23/24 MAR High Grown 520 - 570 500 - 550 500 - 580 490 - 580 Medium Grown 520 - 570490 - 520 540 - 590 510 - 580 600 - 640 590 - 660 580 - 740 590 - 770 Low Grown

OFF GRADES

FGS1/FGS Best FGS/FGS1 were firm to selectively dearer Rs. 10-20 per kg. Below Best varieties were

firm on last levels. Poorer sorts were firm on last levels. Low Growns- Best varieties were firm on last levels, whilst Below Best and poorer sorts were firm to selectively dearer. CTC's

- Best and Below Best were firm to selectively dearer, whilst poorer sorts shed Rs. 10 per kg.

BROKENSBM's - Best varieties declined Rs. 20-30 per kg, whilst Below Best and poorer sorts were firm

on last. BP's in general were irregular.

BOP1A The Best varieties were mostly firm whilst selective invoices were irregularly low. The bolder varieties declined by Rs. 10-20 per kg whilst selective cleaner varieties gained demand. The

Below Best varieties remained irregular whilst the poorer sorts were firm to dearer by Rs.

10-20 per kg.

QUOTATIONS IN (Rs/kg)	<u>HI</u>	<u>GH</u>	MED	IUM	<u>LOW</u>		
Sale Date	16/17 MAR	23/24 MAR	<u>16/17 MAR</u>	23/24 MAR	<u>16/17 MAR</u>	23/24 MAR	
Better Fannings (Orthodox)	590 - 640	580 - 640	580 - 600	570	500 - 540	500 - 550	
Better Fannings (CTC)	580	530	550	580	650	660	
Other Fannings (Orthodox)	540 - 590	540 - 570	500 - 540	500 - 540	500	500 - 520	
Other Fannings (CTC)	450	N/A	430	N/A	400 - 450	400 - 430	
Good Brokens	500 - 650	550 - 620	600	620	700	660	
Other Brokens	490 - 540	480 - 550	480 - 540	480 - 600	490 - 600	500 - 610	
Better BOP1As	500 - 540	510 - 530	550 - 580	530 - 560	580 - 720	590 - 820	
Other BOP1As	450 - 490	470 - 500	460 - 530	470 - 520	460 - 560	460 - 580	

DUSTS

DUST1

Select Best primaries gained Rs. 10-20 per kg and more following quality. High Grown Dust1's in the Best category, where quality was improved, gained considerably. Balance firm to irregularly lower. Few Below Best varieties gained Rs. 10-20 per kg following quality. Balance along with the poorer sorts were firm to irregularly lower. Better Mediums sold at last levels. Others and poorer sorts were irregular and mostly lower. Select Best CTC's declined considerably. Best and Below Best declined Rs. 20 per kg and more with the exception of few invoices gaining by a similar margin following special inquiry. Others and poorer sorts declined considerably. Few Better Low Growns gained Rs. 20 per kg following special inquiry. Balance sold at last levels. Below Best firm to irregularly lower. Others and poorer sorts too followed a similar trend.

DUST

Few clean secondaries sold at last levels. Balance declined Rs.10-20 per kg. Below best firm to irregularly lower. Poorest on offer declined Rs. 10-20 per kg. CTC's declined Rs. 10-20 per kg and more. Better Low Growns sold at last levels. Others were firm to irregularly lower.

QUOTATIONS IN (Rs/kg)	<u>HI</u>	<u>GH</u>	MED	<u>IUM</u>	<u>LOW</u>		
Sale Date	<u>16/17 MAR</u>	23/24 MAR	<u>16/17 MAR</u>	23/24 MAR	16/17 MAR	23/24 MAR	
Better Primary Dust (Orthodox)	600 - 760	580 - 810	530 - 640	520 - 630	530 - 560	530 - 600	
Better Primary Dust (CTC) P. Dust	530 - 590	540 - 630	550 - 640	530 - 680	640 - 820	570 - 600	
Below Best Primary Dust (Orthodox)	520 - 580	500 - 570	470 - 540	450 - 510	460 - 540	460 - 510	
Other Primary Dust (CTC) P. Dust	500 - 520	490 - 520	510 - 540	490 - 520	560 - 680	530 - 550	
Other Primary Dust (Orthodox)	440 - 510	430 - 500	430 - 500	420 - 500	420 - 490	430 - 490	
Better Secondary Dust	520 - 600	500 - 600	450 - 530	430 - 530	450 - 520	450 - 520	
Other Secondary Dust	430 - 500	420 - 490	380 - 430	360 - 430	400 - 440	390 - 440	

* Note. High & Medium quotations are a combination of **HIGH GROWNS** (Western High and Uva High) **MEDIUM**

GROWNS (Western Medium and Uva Medium).

Contd...5

Page 5 Page 5

LOW GROWN TEAS

FBOP/FBOP1 Select Best FBOPs were to marginally easier. Best and cleaner Below Best sold around last levels.

However, balance together with bolder varieties declined. FBOP1's in general firm.

BOP Select Best and Best BOPs easier. Balance were firm on last.

BOP1 Select Best BOP1s declined substantially, while others too declined but to a lesser extent. Poorer

varieties maintained.

OP1 A selection of select Best OP1s maintained while all others declined substantially. A few clean/

Below Best varieties maintained, while others and poorer varieties were mostly irregular.

OP Select Best OPs maintained whilst others where quality did not maintain, prices were lower.

Improved Below Best varieties together with teas at the bottom end were fully firm.

OPA Select Best OPAs were irregular and mostly lower. Below Best varieties maintained. Teas at the

bottom end were fully firm.

PEKOE A Selection of select Best PEK1s and bolder PEKs maintained, while all others and PEK1s in

particular, declined substantially. Teas at the bottom end too were easier.

BOPF Few select Best BOPF were firm to dearer. Balance firm.

FBOPF/FBOPF1 Very Tippy teas continue to attract good demand. Best and cleaner Below Best sold around last

levels. Others irregular following quality. Few select Best FF1s were firm to selectively dearer. Balance together with Best were firm to marginally easier. Below Best and teas at the bottom,

firm on last.

QUOTATIONS IN (Rs/kg)	SELEC	T BEST	<u>BF</u>	ST	BELOV	V BEST	<u>OTH</u>	IERS
Sale Date	<u>16/17 MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR	<u>16/17</u> <u>MAR</u>	23/24 MAR
FBOP 1	800 - 820	800 - 820	670 - 700	670 - 700	560 - 600	560 - 610	530 - 550	530 - 550
FBOP	860 - 960	850 - 950	780 - 820	780 - 820	620 - 660	620 - 650	520 - 570	520 - 570
BOP 1	960-1900	930-1650	910 - 940	910 - 930	900 - 910	900 - 910	650 - 720	650 - 700
BOP	780 - 820	770 - 820	700 - 730	700 - 720	570 - 640	560 - 640	480 - 560	480 - 550
BOPF	650 - 680	640 - 670	500 - 550	500 - 540	470 - 480	470 - 480	450 - 460	450 - 460
FBOPF (TIPPY)/FBOPF SP	2000-2300	2100-2600	900-1100	900-1000	630 - 670	630 - 680	600 - 620	600 - 620
FBOPF 1	800 - 830	800 - 840	700 - 750	700 - 750	560 - 650	570 - 650	500 - 550	520 - 550
FBOPF	850 - 900	850 - 880	660 - 700	660 - 700	500 - 520	500 - 520	460 - 480	460 - 480
OP 1	1600-2400	1150 - 2400	1500-1600	1500-1550	1450-1500	1450-1500	650 - 750	650 - 750
OP	760 - 870	780 - 860	750 - 760	740 - 780	740 - 750	730 - 740	580 - 680	580 - 670
OPA	780-1180	780-1180	720 - 780	700 - 780	680 - 720	680 - 700	480 - 660	480 - 650
PEKOE	950-1120	900-1350	850 - 950	850 - 900	730 - 830	750 - 850	580 - 700	580 - 750
PEK 1	950-1300	900-1400	850 - 950	850 - 900	730 - 840	750 - 850	630 - 730	630 - 700

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 23RD/ 24TH MARCH 2021

Page 6 Page 6

TOP PR	ICES IN (RS	S/KG	SS) - SAI	LE OF 23RD/	24TH MAR	CH 2	021
WESTERN MEDIUM	r			UVA MEDIUM			
			950.00		BOP		760.00
Nayapane	BOP		850.00	Halpewatte Uva			
Craighead	BOP	@	820.00	Sarnia Plaiderie	BOPSp	@	710.00
Doombagastalawa	BOPSp	@	830.00	Halpewatte Uva	BOPSp		710.00
Vellai Oya	BOPF/BOPFSp	@	640.00	Shawlands	BOPSp	@	690.00
Craighead	BOP1	@	1,020.00	Telbedde	BOPSp		690.00
Craighead	FBOP/FBOP1	@	980.00	Dickwella	BOPF/BOPFSp	@	750.00
Dartry Valley	FBOP/FBOP1	@	960.00	Pettiagalla	BOP1		880.00
Harangalla	FBOP/FBOP1	@	960.00	Halpewatte Uva	FBOP/FBOP1		920.00
Harangalla	FBOPF/FBOPF1	@	880.00	Telbedde	FBOPF/FBOPF1	@	780.00
Kenilworth	FBOPF/FBOPF1		880.00	Dickwella	OP/OPA		680.00
Craighead	FBOPF/FBOPF1	<u>@</u>	870.00	Tinioya	OP1		770.00
Uplands	OP/OPA		840.00	Dickwella	OP1		770.00
Craighead	OP1	<u>a</u>	980.00	Sarnia Plaiderie	PEK/PEK1	<u>a</u>	880.00
New Rothschild	PEK/PEK1		980.00	ихи шен			
Imboolpittia	PEK/PEK1	<u>@</u>	960.00	UVA HIGH	DOD		740.00
Craighead	PEK/PEK1	æ,	960.00	Glenanore	BOP		740.00
_				Oodoowerre	BOPSp	_	680.00
WESTERN HIGH				Bandaraeliya	BOPF/BOPFSp	@	690.00
Wattegodde	BOP		1,500.00	Glenanore	BOP1	<u>@</u>	880.00
Somerset	BOPSp	<u>@</u>	** 980.00	Glenanore	FBOP/FBOP1	<u>a</u>	820.00
Waltrim	BOPF/BOPFSp	<u>a</u>	860.00	Oodoowerre	FBOPF/FBOPF1	-	770.00
Torrington	BOP1	<u>@</u>	830.00	Mount Uva	OP/OPA		670.00
Torrington	FBOP/FBOP1	<u>@</u>	890.00	Glenanore	OP/OPA	(a)	660.00
Torrington	FBOPF/FBOPF1	<u>a</u>	760.00	Oodoowerre	OP1	٠	780.00
Torrington	OP/OPA	<u>a</u>	660.00	Glenanore	PEK/PEK1	(a)	890.00
Queensberry	OP1	<u>a</u>	740.00			w	070.00
Glenloch	OP1	<i>a</i>	710.00	UNORTHODOX HIG	H		
			870.00	Dunsinane CTC	PF1	<u>@</u>	580.00
Somerset	PEK/PEK1	<u>@</u>	8 / 0.00	Dunsinane CTC	BP1	<u>a</u>	550.00
NUWARA ELIYAS				Mount Vernon CTC	BPS	(a)	490.00
Mahagastotte	BOP	<u>@</u>	1,080.00			•	
Court Lodge	BOPSp	<u>a</u>	690.00	UNORTHODOX ME			
Mahagastotte	BOPF/BOPFSp	<u>a</u>	920.00	Rothschild CTC	PF1		590.00
Court Lodge	FBOP/FBOP1		940.00	Strahdon CTC	BP1		520.00
Kenmare		@	820.00	UNODINODOVIO	X /		
	FBOP/FBOP1	@		UNORTHODOX LOV			770.00
Mahagastotte	PEK/PEK1	@	820.00	Hingalagoda CTC	PF1		770.00
Court Lodge	PEK/PEK1	@	770.00	Ceciliyan CTC	BP1	@	660.00
UDAPUSSELLAWAS				Ceciliyan CTC	BPS	@	620.00
Mooloya	BOP		600.00	PREMIUM FLOWER	RY		
Kirklees	BOPSp		600.00	Sachitha	FBOPFSp		2,100.00
Luckyland	BOPF/BOPFSp			Ivy Teas	FBOPFExSp		3,250.00
Blarilomond	BOPF/BOPFSp	@		Deerwood Super	FBOPFExSp1		1,850.00
Moolova	•	u	600.00	Lihiniyawa	FBOPFExSp1	@	1,800.00
-	BOPF/BOPFSp			Lillillyawa	гвогтехорг	@	1,000.00
Kirklees	BOPF/BOPFSp		600.00	DUSTS			
Delmar	FBOP/FBOP1		760.00	Mattakelle	DUST1		810.00
Gordon	FBOP/FBOP1	@	750.00	Hingalagoda CTC	PDUST		680.00
Gordon	FBOPF/FBOPF1	@	720.00	Delta	PDUST		680.00
Gordon	OP/OPA	@	630.00		12001		000.00
Gonapitiya	OP/OPA		630.00	OFF GRADES			
Delmar	OP/OPA		630.00	Glentilt	FGS/FGS1		640.00
Gordon	OP1	@	680.00	Ingestre	FGS/FGS1	<u>@</u>	630.00
Gonapitiya	OP1	<u>a</u>	630.00	Kotiyagalla	FGS/FGS1	<u>a</u>	630.00
Delmar	PEK/PEK1	_	710.00	Norwood	FGS/FGS1	-	630.00
				Forest Creek	FGS/FGS1		630.00
LOW GROWNS	DOD			Hingalagoda CTC	PFGS		660.00
Brombil	BOP		1,120.00	Ihalapanapitiya	BM		660.00
Geekiyanahena	BOPSp		1,300.00	Rilhena Special	BM	@	650.00
Pothotuwa	BOPF	@	700.00	Kumudu	BM	w	650.00
Chandrika Estate	BOPF	<u>a</u>	670.00				
Sithaka	BOPF	-	670.00	New J.S.P	BP		650.00
Winwood Garden	BOPF	<u>@</u>	660.00	Dartry	BP DOD1 A	@	650.00
Ihalapanapitiya	BOPFSp	\circ	880.00	Rilhena 'Special'	BOP1A	@	* 820.00
Pothotuwa	FBOP	@	1,180.00				
Kiruwanaganga	FBOP	9	1,180.00				
New Vithanakande	FBOP1		1,040.00				
Co-op Cola	FBOPF		980.00				
Pothotuwa	FBOPF1		900.00				
		@					
Sirimewana	FBOPF1		900.00				
Pothotuwa	BOP1	<u>@</u>	1,650.00				
New Vithanakande	OP1	_	2,400.00				
Pothotuwa	OP1	@	2,300.00				
Lickra	OP		860.00				
Sunrise	OPA		1,180.00				
Lakvinka	PEK		1,350.00				
Liyonta	PEK		1,350.00				
Makandura	PEK1		1,400.00				
		Broker		*All Time Record Pri	ice * Faugl All Time	Record	Price
							11110
FOR	BES & WALKER T	EA BR	OKERS (PV)	Γ) LTD SALE OF - 23	RD/ 24TH MARCH	I 2021	

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 23RD/24TH MARCH 2021

Page 7 Page 7

	<u>Q1</u> 2021	UANTITY SOLD DURING THE PERIOD 15TH - 20TH MARCH 2021		2020
WEEKLY	TODATE		WEEKLY	TODATE
		PRIVATE SALES		
150,350	187,011	·	252,794	1,069,651
		PUBLIC AUCTION		
5,485,345	64,489,715		4,352,829	59,586,862
		FORWARD CONTRACTS		
28,450	157,650		NIL	NIL
		DIRECT SALES		
NIL	NIL		NIL	319,930
		<u>TOTAL</u>		
5,664,145	65,834,376		4,605,623	60,976,443
232,709	1,975,806	BMF EXCLUDED FROM PRIVATE SALE	316,249	2,012,968

PUBLIC AUCTION / GROSS SALE AVERAGES

SALE NO: 11

SALE OF: 16TH/ 17TH MARCH 2021

		<u>2021</u>				<u>2020</u>				<u>2019</u>			
	WEEKLY TODATE		WEEKLY TODATE			ATE	WEEKLY		TOD	TODATE			
	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	
Uva High Grown	596.52	3.02	581.34	3.03	512.47	2.78	495.10	2.75	504.77	2.86	502.67	2.80	
Western High Grown	644.88	3.26	634.23	3.30	592.49	3.22	578.75	3.22	587.26	3.32	597.18	3.33	
CTC High Grown	550.80	2.79	575.06	3.00	540.06	2.93	541.90	3.01	503.76	2.85	516.81	2.88	
High Grown (Summary)	634.12	3.21	620.92	3.24	570.56	3.10	558.61	3.10	569.76	3.22	573.03	3.19	
Uva Medium Grown	623.81	3.16	596.99	3.11	552.10	3.00	534.45	2.97	539.82	3.05	526.00	2.93	
Western Medium Grown	595.12	3.01	583.96	3.04	511.88	2.78	511.76	2.84	496.45	2.81	502.34	2.80	
CTC Medium Grown	533.12	2.70	545.44	2.84	505.76	2.75	489.78	2.72	440.62	2.49	457.75	2.55	
Medium Grown (Summary)	602.08	3.05	587.50	3.06	523.78	2.84	517.55	2.88	507.20	2.87	508.24	2.83	
Orthodox Low Grown	697.33	3.53	686.58	3.58	644.30	3.50	647.28	3.60	626.22	3.54	620.24	3.45	
CTC Low Grown	510.20	2.58	536.77	2.80	417.96	2.27	442.45	2.46	414.13	2.34	432.67	2.41	
Low Grown(Summary)	684.92	3.47	676.52	3.52	624.20	3.39	629.38	3.50	610.17	3.45	607.62	3.38	
Total	661.10	3.35	651.11	3.39	592.80	3.22	597.15	3.32	585.37	3.31	584.72	3.26	

Source: Oanda Exchange Rates

Source: MSL - Averages

QUA:	QUANTITY SOLD AND THE AVERAGE PRICE PER AUCTION								
		<u>2021</u>			<u>2020</u>			<u>2019</u>	
SALE DATE	QTY <u>M/KG</u>	AV/PRICE RS	Approx US\$ Equivalent	QTY <u>M/KG</u>	AV/PRICE RS	Approx <u>US\$</u> <u>Equivalent</u>	QTY <u>M/KG</u>	AV/PRICE RS	Approx <u>US\$</u> Equivalent
10TH MAR 2021	5.38	668.11	3.44	5.03	605.00	3.35	5.45	580.48	3.28
17TH MAR 2021	5.48	661.10	3.35	4.35	592.80	3.22	5.58	585.37	3.31

Source: Central Bank of Sri Lanka / Buying Rates

$\underline{RATES\ OF\ EXCHANGE\ AS\ AT\ 24TH\ MARCH\ 2021}$

YEAR	US.DOL	STG.PD	YEN	EURO
2021	196.92	270.27	1.81	232.96
2020	193.35	235.60	1.76	207.88
2019	176.29	232.85	1.57	198.66

SRI LANKA RUPEE APPROX. PER UNIT OF CURRENCY

Source: Central Bank of Sri Lanka / Buying Rates

CROP AND WEATHER

For the period 15 - 21 March 2021

Western/Nuwara Eliya Regions

The Nuwara Eliya Region experienced bright weather throughout the week, whilst the Western Region reported bright mornings and evening showers. According to the Department of Meteorology, rain is expected in both regions in the week ahead.

Uva/Udapussellawa Regions

The Uva and Udapussellawa regions reported clear mornings and evening showers, whilst selective sub-districts in the Haputale and Kandapola regions experienced bright weather throughout the week. The Department of Meteorology expects heavy showers in the Uva Region in the week ahead.

Low Growns

Sunny mornings and occasional evening showers were reported in the Low Grown Region throughout the week. Heavy showers are expected in the Sabaragamuwa and Ruhuna regions in the week ahead by the Department of Meteorology.

Crop Intake

The Western, Nuwara Eliya and Low Grown regions maintained the crop intake, whilst an increase in the crop intake was reported in the Uva and Udapussellawa regions.

Page 8 Page 8

MALAWI AUCTION

SALE OF - 24TH MARCH 2021 (SALE NO. 12)

There was less and selective demand at irregular levels following quality.

BP1 - Few available were neglected on account of low quality.

PF1 met selective demand at irregular levels, better sorts were firm to dearer while mediums and lower quality tended easier where sold.

PF1SC - Few invoices sold firm to easier, balance were not supported.

PD were absorbed at lower levels following quality.

 $D1\ met\ less\ interest\ at\ lower\ levels.$

Secondary teas - Few lower end lines on offer were 3 to 5 Cents easier.

Courtesy - Tea Brokers Central Africa Limited.

KOLKATA AUCTION

SALE OF - 24TH MARCH 2021 (SALE NO. 12)

Good demand. Assams and Dooars are selling at irregular levels following quality. Western India Operating. Regional Packeteer Operating. Hindustan Unilever Operating. Local / Internal Operating.

Courtesy - Associated Brokers Pvt. Ltd., Kolkata.

JAKARTA AUCTION

SALE OF - 03RD MARCH 2021 (SALE NO. 09)

This week sale a total quantity was increased to 7,860 packages. There was fair general demand at irregular rates with some lots were withdrawals.

ORTHODOX TEA

A few best lines attracted good demand were sold dearer, whilst medium lines sold around last week levels with some lots remain unsold.

Secondary category met with a fair demand, sold well at firm to slightly easier rates with some lines fair unsold.

CTC TEA

There was good demand for improved liquoring lines which were about steady to occasionally dearer with competition although a little easier.

Medium lines continued to be difficult of sale with remain un-sold.

 $Courtesy-Sinar\ Maluku-Jakarta.$

COCHIN AUCTION

SALE OF - 23RD MARCH 2021 (SALE NO. 12)

CTC DUST

DEMAND: Better~(91%~sold)

MARKET: Opened Rs.2/- to 5/- lower and some times more as the sale progressed. PD grade strong feature and appreciated in value. However, bottom of the market was irregularly firm to dearer.

BUYING PATTERN: very strong demand was forth coming from Kerala state civil supplies. Avt less active compared to last week. Devagiri tea & produce, Encils global beverages, Indco serve and other major packeteers lent fair support. Improved enquiry noticed from Kerala and up country buyers. some export enquiry noticed at the bottom of the market.

ORTHODOX DUST

DEMAND: Fair (73% sold)

MARKET: Barely steady to tending easier.

BUYING PATTERN: Exporters and up country buyers absorbed the small quantity of orthodox dust sold.

Courtesy - Forbes, Ewart & Figgis Pvt. Ltd., Cochin

MOMBASA /BANGLADESH /GUWAHATI AUCTION

The above market report details were not available at the time of printing this publication.

Page 9

CROP STATISTICS IN (Mn/kgs)

					Todate	Todate	Todate	Difference +/-	
		2019	2020	2021	2019	2020	2021	2019 vs 2020	2020 vs 2021
Sri Lanka	Feb	21.7	18.2	22.3	45.0	40.1	45.5	-4.9	5.4
Bangladesh	Jan	0.495	0.175	0.286	0.495	0.175	0.286	-0.32	0.111
North India	Jan	0.00	0.04	0.00	0.00	0.04	0.00	0.04	-0.04
South India	Jan	14.22	16.02	16.05	14.22	16.02	16.05	1.8	0.03
Kenya	Jan	48.38	53.63	48.89	48.38	53.63	48.89	5.25	-4.74
Malawi	Jan	7.4	6.3	7.0	7.4	6.3	7.0	-1.1	0.7

<u>CATALOGUES</u>

SALE NO. 14 - SCHEDULED FOR 06TH/07TH APRIL 2021

The Ex Estate catalogue closed on 18 March 2021 excluding violations. The Main sale catalogues too closed on 18 March 2021 excluding violations.

SALE NO. 15 - SCHEDULED FOR 20TH/21ST APRIL 2021

The Ex Estate and Main sale catalogues are scheduled to close on 25 March 2021.

SALE NO. 16 - SCHEDULED FOR 27TH/28TH APRIL 2021

The Ex Estate and Main sale catalogues are scheduled to close on 1st April 2021.

The details of teas awaiting sale are given on the last page of this report.

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 23RD/ 24TH MARCH 2021

Page 10 Page 10

DETAILS OF TEAS AWAITING SALE

SALE NO: 13 SCHEDULED FOR 30TH/ 31ST MARCH 2021

	<u>LOT</u>	QUANTITY kgs	LOW GROWN (CATALOGU	<u>ES</u>		
Ex Estate	914	1,036,822	Leafy	Closed on	11/03/2021	Violations Excluded	
High & Medium	1,613	797,738	Semi Leafy	Closed on	11/03/2021	Violations Excluded	
Leafy	2,092	898,182	Tippy	Closed on	11/03/2021	Violations Excluded	
Semi Leafy	1,901	958,185					
Tippy	2,051	1,088,194	OTHER MAIN SALE CATALOGUES				
Premium Flowery	356	56,038	High & Medium	Closed on	11/03/2021	Violations Excluded	
		,	Dust	Closed on	11/03/2021	Violations Excluded	
Off Grades	2,152	1,182,478	Premium Flowery	Closed on	11/03/2021	Violations Excluded	
Dust	527	543,774	Off Grades	Closed on	11/03/2021	Violations Excluded	
TOTAL	11,606	6,561,411	BOP1A	Closed on	11/03/2021	Violations Excluded	
Re-print	577	305,400	Ex Estate	Closed on	11/03/2021	Violations Excluded	

No of Pkgs : 172,868

CTC : 12,410 Pkgs - 669,440 kgs

 SALE NO. 13 - SALE OF 16TH/17TH APRIL 2020
 BUYERS' PROMPT
 : 06/04/2021

 Lots
 : 7,427
 Re-print Lots
 : 584
 SELLERS' PROMPT
 : 07/04/2021

Quantity : 3,998,688 kgs **Re-print Quantity** : 369,959 kgs

SALE NO: 14 SCHEDULED FOR 06TH/ 07TH APRIL 2021

	<u>LOT</u>	QUANTITY kgs	LOW GROWN CATALOGUES			
Ex Estate	839	956,615	Leafy	Closed on 18/03/2021 Violations Excluded		
High & Medium	1,736	855,812	Semi Leafy	Closed on 18/03/2021 Violations Excluded		
Leafy	2,054	885,895	Tippy	Closed on 18/03/2021 Violations Excluded		
Semi Leafy	1,844	934,727				
Tippy	2,006	1.048.100	OTHER MAIN SALE CATALOGUES			
Premium Flowery	290	51,436	High & Medium	Closed on 18/03/2021 Violations Excluded		
,		,	Dust	Closed on 18/03/2021 Violations Excluded		
Off Grades	2,354	1,259,882	Premium Flowery	Closed on 18/03/2021 Violations Excluded		
Dust	589	582,947	Off Grades	Closed on 18/03/2021 Violations Excluded		
TOTAL	11,712	6,575,414	BOP1A			
_			201	Closed on 18/03/2021 Violations Excluded		
Re-print	626	326,658	Ex Estate	Closed on 18/03/2021 Violations Excluded		

No of Pkgs : 175,204

CTC : 11,270 Pkgs - 613,630 kgs

 SALE NO. 14 - SALE OF 18TH/ 19TH APRIL 2020
 BUYERS' PROMPT
 : 15/04/2021

 Lots
 : 5,273
 Re-print Lots
 : 685
 SELLERS' PROMPT
 : 16/04/2021

Quantity : 2,880,065 kgs **Re-print Quantity** : 389,772 kgs

SALE NO: 13 SCHEDULED FOR 30TH/ 31ST MARCH 2021

		Approximate Selling Time of F&W Catalogues			
EX ESTATE JK MB	LG Large Lea Leaf/BOPIA/P MB FW		High & Medium/Off Grade/Dust LC BC	30TH MARCH 2021 Main Sale - High & Medium Tippy Teas	10.00am 10.00am
AS BC FW EB	AS EB CTB JK		FW MB AS JK	Semi Leafy Teas Leafy Teas	10.00am 10.15am
CTB LC	LC BC		EB CTB	31ST MARCH 2021 Premium Flowery BOP1A	08.00am 08.00am
JK - John Keells PLC BC - Bartleet Produce Marketing (Pvt) Ltd		AS - Asia Siyaka Commodities PLC MB - Mercantile Produce Brokers (Pvt)Ltd LC - Lanka Commodity Brokers (Pvt) Ltd CTB - Ceylon Tea Brokers PLC		Off Grades Ex-Estate Dust	09.25am 10.15am 02.00pm

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 23RD/ 24TH MARCH 2021