WEEKLY TEA MARKET REPORT SALE NO: 1 - 05TH/ 06TH JANUARY 2021

ORDER OF SALE

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

At this week's sale 11,414 lots totalling 6,405,744 kgs were on offer. The breakdown is as follows:

	LOTS	QUANTITY
Ex Estate	844	943,040
Main Sale - High & Medium	1,601	782,752
Low Grown - Leafy	2,216	971,860
Low Grown - Semi Leafy	1,810	912,865
Low Grown - Tippy	1,852	998,565
Premium Flowery	409	75,694
Off Grades	2,059	1,076,262
Dust	623	644,706
TOTAL	11,414	6,405,744
Re - Prints	461	222,609

Buyers Prompt: 12/01/2021 Sellers Prompt: 13/01/2021

QUALITY

Westerns were irregular, whilst Nuwara Eliya's were barely maintained. Uva/Uda Pussellawa's showed no significant change, whilst Low Growns were lower to last.

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COMMENTS

The first sale of the year concluded today had on offer a total of 6.4 M/Kgs. There was fair general demand.

Ex-Estate offerings were maintained around approximately 1 M/Kgs, whilst the quality of offerings particularly from the Western sector were irregular.

Best Western BOP's - Few select invoices were firm and dearer following special inquiry, whilst the others were irregular and easier. Corresponding BOPF's declined Rs. 20-30 per kg. In the Below Best category, BOP's declined Rs. 20-30 per kg, whilst the corresponding BOPF's were barely steady with the exception of the brighter sorts which declined by Rs. 20-30 per kg. At the lower end, BOP's declined Rs. 10-20 per kg, whilst the corresponding BOPF's were generally firm. Nuwara Eliya BOP/BOPF's declined Rs. 50 per kg and more. Uda Pussellawa BOP's were Rs. 10 per kg easier, whilst the Uva BOP's declined Rs. 10-20 per kg. Corresponding BOPF's sold around last auction (Sale No. 50 of 2019) levels. Once again, improved demand for teas at the lower end, whilst the better teas tend to decline and fluctuate following quality.

High and Medium Grown CTC teas continued to witness good demand with the exception of poorer Low Grown types which were neglected.

Low Growns comprised of approximately 2.8 M/Kgs in the Leafy/Semi Leafy and Tippy catalogues. There was fair demand. BOP1/OP1's were irregularly lower. A selection of well-made OP/OPA's maintained. Balance declined substantially. However, teas at the bottom sold around last levels. PEK/PEK1's, in general, were fully firm to dearer. In the Tippy catalogue, FBOP/FBOP1's in general were fully firm to dearer. In the Premium catalogue, well-made teas were fully firm, whilst the balance too maintained. However, the leafier varieties, in general, were easier.

NATIONAL TEA SALE AVERAGES - JANUARY-DECEMBER 2020

National average for 2020 of Rs. 628.21 - Highest Ever!

January-December 2020 cumulative average of Rs. 628.21 (USD 3.42) vis-à-vis Rs. 544.54 (USD 3.06) of January-December 2019 shows a substantial gain of Rs. 83.67, thus establishing the highest ever average for a calendar year in rupee terms. This improves on the previous best cumulative average realised during January-December 2017, where it recorded Rs. 618.14 (USD 4.11).

High Growns for the period January-December 2020 of Rs. 580.90 (USD 3.16) have shown an increase of Rs. 72.27 vis-à-vis Rs. 508.63 (USD 2.86) of January-December 2019. Mediums too averaging Rs. 553.94 (USD 3.01) have shown an increase of Rs. 84.98 vis-à-vis Rs. 468.96 (USD 2.64) of January-December 2019. Meanwhile, Low Growns totalling Rs. 666.32 (USD 3.63) for January-December 2020 have shown the highest increase of Rs. 89.71 vis-à-vis Rs. 576.61 (USD 3.24) of January-December 2019, thus establishing the highest ever average for a calendar year in SLR improving on the previous best realised during January-December 2017, where it recorded Rs. 637.40 (USD 4.23).

A comparison of Auction Averages for 2019/2020 vs. 2017, which was the previous all-time in SLR/USD terms

	2020 TODATE 2019 TODATE		VARIANCE 20	2020 - 2019 20		DDATE	VARIANCE 2020 - 2017			
	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD
HIGH GROWN (Summary)	580.90	3.16	508.63	2.86	72.27	0.30	600.93	3.99	-20.03	-0.83
MEDIUM GROWN (Summary)	553.94	3.01	468.96	2.64	84.98	0.37	563.54	3.74	-9.6	-0.73
LOW GROWN (Summary)	666.32	3.63	576.61	3.24	89.71	0.39	637.40	4.23	28.92	-0.60
TOTAL	628.21	3.42	544.54	3.06	83.67	0.36	618.14	4.11	10.07	-0.69
USD Conversion	102 7	70	177	0.5			150	40		
USD Conversion	183.7	79	177.	95			150.	40		

Source: SLTB/ Oanda Exchange Rates

(See more details on Page No. 08)

NOTE

Next week's Auction is scheduled on Monday, 11 and Tuesday, 12 January 2021.

Wishing all our clients and readers a new year blessed with good health, prosperity and success!

The Tea Industry's Performance Review for 2020 and the Outlook for 2021 is annexed.

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MARKET

Fair general demand.

HIGH GROWN TEAS

BOP Best Westerns - Few select invoices were firm and dearer following special inquiry, whilst the

others were irregular and easier. Teas in the Below Best category were Rs. 20-30 per kg lower, whilst teas at the lower end were Rs. 10-20 per kg lower. Nuwara Eliyas declined Rs. 50 per kg and more. Uda Pussellawas were Rs. 10 per kg easier. Uvas were Rs. 10-20 per kg lower.

BOPF Best Westerns together with the brighter Below Best sorts declined Rs. 20-30 per kg, whilst

the others and teas at the lower end were generally firm. Nuwara Eliyas were substantially

easier. Uva/Uda Pussellawas sold around last auction (Sale No. 50 of 2019) levels.

OP/OPA Well made OP/OPA's were easier Rs. 10-20 per kg and more at times. Teas at the lower end

firm on last.

<u>PEKOE/FBOP</u> A limited selection of liquoring PEK's that were available were substantially dearer. Well

made Orthodox leafy PEK/PEK1's in general were dearer whilst others were firm to easier. Well made Rotovane PEK's appreciated whilst below best sorts were irregularly easier. Teas at

the lower end gained Rs. 10-20 per kg.

FBOP/FBOPF1 A limited selection of liquoring FBOPs that were available were substantially dearer.

Orthodox Leafy FBOP/FF1's in general were firm to dearer.

QUOTATIONS IN (Rs/kg)	<u>BOP</u>		<u>BC</u>	BOPF I		PEKOE / FBOP		<u>OP</u>	
Sale Date	21/22 DEC	05/06 JAN	21/22 DEC	05/06 JAN	21/22 DEC	<u>05/06 JAN</u>	21/22 DEC	<u>05/06 JAN</u>	
Best Westerns	680 - 780	670 - 830	670 - 730	670 - 720	700 - 900	720 - 920	570 - 650	580 - 680	
Below Best Westerns	650 - 670	630 - 650	650 - 660	640 - 660	600 - 690	620 - 700	500 - 560	500 - 570	
Plainer Westerns	610 - 640	580 - 620	610 - 640	610 - 630	460 - 590	470 - 600	440 - 490	450 - 490	
Nuwara Eliyas	590 - 900	520 - 820	860 - 900	530 - 760	550 - 850	600 - 940	600 - 640	-	
Brighter Udapussellawas	600 - 660	600 - 610	630 - 660	600 - 640	620 - 730	630 - 760	540 - 620	550 - 600	
Other Udapussellawas	580	570 - 590	580 - 610	560 - 580	460 - 600	470 - 620	440 - 530	450 - 540	
Best Uvas	600 - 660	600 - 630	620 - 640	640 - 670	710 - 870	720 - 880	600 - 670	590 - 630	
Other Uvas	N/A	570 - 590	580 - 600	600 - 630	460 - 700	470 - 710	440 - 590	450 - 580	

MEDIUM GROWN TEAS

BOP Irregular.

BOPF Rs. 10-20 per kg lower.

OP/OPA Well-made OP/OPA's were easier Rs. 10-20 per kg and more at times. Teas at the lower end

were firm on last.

PEKOE/FBOP Well made PEK/PEK1's were dearer whilst others were easier Rs. 10-20 per kg.

FBOP/FBOPF1 FBOPs in general were dearer Rs. 10-20 per kg and more at times. Well made FF1s were firm

whilst others were firm to marginally dearer.

QUOTATIONS IN (Rs/kg)	<u>BOP</u>		<u>BC</u>	BOPF		PEKOE / FBOP		<u>OP</u>	
Sale Date	21/22 DEC	05/06 JAN	21/22 DEC	05/06 JAN	21/22 DEC	05/06 JAN	21/22 DEC	<u>05/06 JAN</u>	
Good Mediums	670 - 780	720 - 780	600 - 650	620 - 650	680 - 960	700 - 980	600 - 710	600 - 700	
Other Mediums	650	590 - 640	550 - 570	530 - 550	440 - 670	450 - 680	440 - 590	450 - 590	

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UNORTHODOX TEAS

<u>HIGH GROWN</u> BP1s - Sold around last. PF1s - Best available were firm and Rs. 10-20 per kg dearer, whilst

the others sold around last auction (Sale No. 50 of 2019) levels.

<u>MEDIUM GROWN</u> BP1s - Select invoices were Rs. 20 per kg dearer, whilst the others sold around last auction

(Sale No. 50 of 2019) levels. PF1s - Generally firm with price fluctuations following quality.

LOW GROWN BP1s - Tended easier. PF1s - Best available were firm, whilst the others were irregular and

easier with the poorest on offer being difficult of sale.

QUOTATIONS IN (Rs/kg)	<u>B</u> 1	<u>P 1</u>	<u>PF 1</u>			
Sale Date	21/22 DEC	<u>05/06 JAN</u>	21/22 DEC	<u>05/06 JAN</u>		
High Grown	510 - 580	520 - 610	580 - 620	570 - 670		
Medium Grown	550 - 580	540 - 600	570 - 640	570 - 660		
Low Grown	630 - 650	610 - 680	680 - 840	650 - 860		

OFF GRADES

FGS1/FGS Best FGS/FGS1 were firm to dearer Rs. 10-20 per kg, whilst Below Best and poorer sorts

were selectively dearer. Low Growns were firm to dearer, whilst Below Best and poorer sorts were irregular. CTC's - Best and Below Best were irregularly lower, whilst poorer sorts were

firm on last.

BROKENS BM's In general were firm to dearer. BP's in general were dearer.

BOP1A The Best varieties and poorer sorts remained firm on last, whilst the Below Best varieties

were irregularly easier by Rs. 20-30 per kg with less demand.

QUOTATIONS IN (Rs/kg)	HI	<u>GH</u>	MED	<u> IUM</u>	<u>LOW</u>	
Sale Date	21/22 DEC	05/06 JAN	21/22 DEC	<u>05/06 JAN</u>	21/22 DEC	05/06 JAN
Better Fannings (Orthodox)	600 - 670	600 - 640	560 - 600	570 - 600	500 - 560	510 - 540
Better Fannings (CTC)	490 - 590	570	410 - 590	420 - 550	490 - 700	430 - 680
Other Fannings (Orthodox)	380 - 580	400 - 580	430 - 510	450 - 500	380 - 480	390 - 500
Other Fannings (CTC)	N/A	N/A	410	390 - 410	390 - 700	400 - 680
Good Brokens	500 - 540	490 - 560	530 - 650	510 - 670	600 - 730	620 - 710
Other Brokens	400 - 540	420 - 560	400 - 570	420 - 580	410 - 590	410 - 610
Better BOP1As	490 - 640	470 - 530	570 - 700	550 - 640	650 - 790	620 - 770
Other BOP1As	430 - 470	420 - 450	390 - 540	380 - 530	390 - 620	400 - 600

DUSTS

DUST1

Select Best primaries declined considerably. High Grown Dust1's in the Best category too followed a similar trend. Below Best declined to a lesser extent. Others and poorer sorts were firm to irregularly lower. Better Mediums declined Rs. 20-30 per kg and more. Others and poorer sorts declined to a lesser extent. Select Best CTC's declined Rs. 10-20 per kg and more. Best and Below Best declined to a lesser extent. Poorest on offer sold around last weeks closing levels. Best Low Growns sold around last levels. Below Best firm to irregularly lower. Poorer sorts were firm.

DUST

Clean secondaries sold at last levels. Below Best too followed a similar tread. Poorest on offer gained Rs. 10-20 per kg. CTC's firm to irregularly lower. Low Growns sold around last weeks closing levels.

QUOTATIONS IN (Rs/kg)	<u>HI</u>	<u>GH</u>	MED	<u>IUM</u>	<u>LOW</u>	
Sale Date	21/22 DEC	05/06 JAN	21/22 DEC	<u>05/06 JAN</u>	21/22 DEC	<u>05/06 JAN</u>
Better Primary Dust (Orthodox)	640 - 820	640 - 770	600 - 690	580 - 660	580 - 670	580 - 680
Better Primary Dust (CTC) P. Dust	580 - 650	560 - 660	580 - 700	580 - 680	640 - 790	650 - 780
Below Best Primary Dust (Orthodox)	570 - 640	560 - 630	520 - 590	520 - 570	480 - 590	480 - 570
Other Primary Dust (CTC) P. Dust	500 - 570	500 - 550	450 - 510	450 - 570	500 - 630	500 - 640
Other Primary Dust (Orthodox)	500 - 560	500 - 550	470 - 510	470 - 510	380 - 470	380 - 470
Better Secondary Dust	580 - 640	560 - 630	500 - 580	510 - 580	530 - 640	500 - 600
Other Secondary Dust	420 - 570	430 - 550	420 - 490	430 - 500	450 - 520	450 - 490

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

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LOW GROWN TEAS

FBOP/FBOP1 Few Select Best FBOP's maintained. Balance were easier. Best and Below Best together with

cleaner teas at the bottom were firm to dearer. Balance were irregular following quality.

Well-made FBOP1's together with cleaner Below Best maintained. Others were easier.

BOP Few Select Best BOP's maintained. Balance were easier. Best, together with cleaner Below Best

firm to selectively dearer. Others firm on last.

BOP1 Select Best BOP1's declined, whilst teas in the Below Best category too were irregular and mostly

lower.

OP1 Select Best OP1's were barely steady, whilst others too declined by Rs.10-20 per kg. Poorer

varieties were fully firm.

OP A few select Best OPs maintained, whilst others were lower by Rs.10-20 per kg and declined

further towards the close of the sale. Teas at the bottom end maintained.

OPA A few select Best OPAs were fully firm to selectively dearer, whilst all others declined Rs. 20-30

per kg. Teas at the bottom end were fully firm to dearer.

PEKOE Well-made PEK/PEK1's were fully firm to dearer, whilst others and teas at the bottom end

maintained.

BOPF Well-made BOPF were firm to dearer. Others sold around last levels.

FBOPF/FBOPF1 Very Tippy teas together with the well-made teas firm to dearer. Best and cleaner Below Best too

were firm on last. Balance were irregular following quality. However, the leafier varieties were easier. Select Best FF1's were firm to selectively dearer. Best together with cleaner Below Best too

were firm to dearer. Others sold around last levels.

QUOTATIONS IN (Rs/kg)	SELEC	T BEST	BF	<u>est</u>	BELOV	V BEST	OTE	<u>IERS</u>
Sale Date	21/22 DEC	05/06 JAN	21/22 DEC	05/06 JAN	21/22 DEC	<u>05/06</u> <u>JAN</u>	21/22 DEC	05/06 JAN
FBOP 1	800 - 840	800 - 830	720 - 740	720 - 740	670 - 700	660 - 680	650 - 670	640 - 650
FBOP	950-1000	950-1000	780 - 840	790 - 840	700 - 720	700 - 730	640 - 670	640 - 660
BOP 1	1350-1600	1300-1450	1300-1350	1250-1300	1250-1300	1200-1250	650 - 700	650 - 700
BOP	850 - 900	830 - 880	720 - 750	720 - 760	600 - 640	600 - 650	450 - 500	450 - 500
BOPF	670 - 700	680 - 700	550 - 600	560 - 620	450 - 500	450 - 500	420 - 440	420 - 470
FBOPF (TIPPY)/FBOPF SP	1600-2200	1800-2300	900-1100	900 - 1100	650 - 700	650 - 680	600 - 620	600 - 620
FBOPF 1	820 - 850	820 - 860	710 - 750	720 - 760	560 - 630	570 - 640	470 - 550	470 - 550
FBOPF	850 - 900	900 - 950	700 - 750	700 - 750	600 - 640	600 - 650	520 - 540	500 - 550
OP 1	1800-2350	1800-2500	1750-1800	1750-1800	1700-1750	1700-1750	650 - 700	650 - 700
OP	820 - 860	820 - 830	810 - 820	810 - 820	800 - 810	800 - 810	600 - 650	600 - 650
OPA	850 - 920	850 - 890	750 - 800	800 - 850	700 - 750	700 - 750	450 - 650	450 - 650
PEKOE	900-1250	900-1060	850 - 900	850 - 900	800 - 850	800 - 850	600 - 720	600 - 730
PEK 1	950-1400	950-1100	850 - 950	900 - 950	750 - 850	850 - 900	700 - 750	700 - 800

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 05TH/06TH JANUARY 2021

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TOP PRICES IN (RS/KGS) - SALE OF 05TH/ 06TH JANUARY 2021 WESTERN MEDIUM UVA MEDIUM BOP 850.00 BOP 730.00 Dartry Valley Demodera 'S' BOP 840.00 BOPSp 750.00 Craighead (a) Telbedde BOP 840.00 BOPF/BOPFSp 670.00 Harangalla El Teb **BOPSp** (a) 840.00 Dickwella BOP1 860.00 Doombagastalawa (a) Craighead BOPF/BOPFSp 660.00 Aruna Passara FBOP/FBOP1 800.00 (a) Vellai Oya BOPF/BOPFSp 650.00 Shawlands FBOP/FBOP1 790.00 (a) (a) Craighead BOP1 1,250.00 Sarnia Plaiderie FBOP/FBOP1 790.00 (a) Doombagastalawa BOP1 1,120.00 Halpewatte Uva FBOP/FBOP1 790.00 (a) FBOP/FBOP1 980.00 Pettiagalla FBOPF/FBOPF1 760.00 Craighead (a) Doombagastalawa FBOPF/FBOPF1 (a) 840.00 Halpewatte Uva FBOPF/FBOPF1 760.00 Craighead FBOPF/FBOPF1 830.00 Glen Alpin OP/OPA 670.00 (a) Doombagastalawa OP/OPA 700.00 Demodera 'S' OP/OPA 660.00 (a) (a) Harangalla OP/OPA 700.00 Dickwella OP1 800.00 PEK/PEK1 Craighead OP/OPA <u>a</u> 690.00 Aruna Passara 900.00 Nayapane OP/OPA 690.00 UVA HIGH (a) Craighead OP1 1.060.00 Glenanore BOP 690.00 PEK/PEK1 Craighead 940.00 (a) Ranaya BOP 690.00 Doombagastalawa PEK/PEK1 (a) 940.00 Bandaraeliya BOP 630.00 (a) PEK/PEK1 Nayapane 940.00 Uva Highlands BOPSp 670.00 WESTERN HIGH BOPF/BOPFSp 670.00 Bandaraeliya (a) BOP 830.00 BOPF/BOPFSp 650.00 Somerset Mahadowa (a) 700.00 800.00 Bearwell **BOPSp** Uva Highlands BOP1 Mattakelle BOPF/BOPFSp 720.00 FBOP/FBOP1 (a) 780.00 Uva Highlands BOPF/BOPFSp 710.00 FBOP/FBOP1 770.00 Tillvrie Spring Valley (a) Bearwell BOPF/BOPFSp 710.00 FBOPF/FBOPF1 730.00 (a) Uva Highlands (a) Strathspey BOPF/BOPFSp 710.00 Oodoowerre FBOPF/FBOPF1 730.00 BOPF/BOPFSp (a) 700.00 Glenanore OP/OPA (a) 630.00 Somerset Great Western BOPF/BOPFSp 700.00 Uvakellie OP/OPA 630.00 (a) Tillyrie BOPF/BOPFSp 700.00 Uva Highlands OP/OPA (a) 620.00 (a) Inverness BOP1 900.00 Glenanore OP1 730.00 Inverness FBOP/FBOP1 920.00 Uva Highlands OP1 730.00 FBOPF/FBOPF1 Inverness 900.00 Uva Highlands PEK/PEK1 880.00 Venture OP/OPA 680.00 UNORTHODOX HIGH OP1 Oueensberry (a) 780.00 670.00 Dunsinane CTC (a). PEK/PEK1 Inverness 850.00 Dunsinane CTC 610.00 BP1 (a) Torrington PEK/PEK1 (a) 840.00 Mount Vernon CTC 540.00 PEK/PEK1 (a) 780.00 Somerset UNORTHODOX MEDIUM NUWARA ELIYAS 660 00 Strathdon CTC PF1 (a) BOP Lovers Leap 820.00 Strathdon CTC BP1 (a) 600.00 800.00 Mahagastotte BOP (a) Court Lodge BOPF/BOPFSp 760.00 UNORTHODOX LOW (a) FBOP/FBOP1 940.00 PF1 860.00 Court Lodge (a) Hingalgoda CTC FBOP/FBOP1 Kenmare <u>a</u> 890.00 Ceciliyan BP1 (a) 680.00 PEK/PEK1 Court Lodge (a) 920.00 Ranwin CTC 360.00 UDAPUSSELLAWAS PREMIUM FLOWERY BOP 610.00 FBOPFSp 2,700.00 Kirklees Sherwood Super BOPSp 600.00 FBOPFExSp 2,800.00 Kirklees Lickra BOPF/BOPFSp 650.00 K.D.U Super FBOPFExSp1 2.800.00 Kirklees FBOP/FBOP1 760.00 (a) Gonapitiva DUSTS FBOP/FBOP1 710.00 Gordon (a) Great Western DUST1 (a) 770.00 FBOPF/FBOPF1 700.00 Gonapitiva (a) Ceciliyan CTC **PDUST** 780.00 FBOPF/FBOPF1 650.00 Gordon (a) OP/OPA 600.00 OFF GRADES Gonapitiva Gordon OP/OPA 590.00 FGS/FGS1 640.00 (a) Waltrim (a) OP1 660.00 Hingalgoda CTC **PFGS** 680.00 Gonapitiva (a), PEK/PEK1 Gampaha 790.00 Ihalapanapitiya ВМ 710.00 New J.S.P BP 680.00 LOW GROWNS BOP1A Garden Leaf 770.00 980.00 Kelani BOP (a) Kiruwanaganga BOP1A (a) 750.00 980.00 Sithaka ROP BOPSp Geekivanahena 1 200 00 780.00 Pothotuwa ROPF (a) BOPFSp Berubeula 940.00 1 140 00 Sithaka FBOP FBOP1 Sithaka 900.00 1,100.00 FBOPF Andaradeniva FBOPF 1,080.00 Gunawardane FBOPF 960.00 Ceventa (a) FBOPF1 1,040.00 Yalta BOP1 1,450.00 Pothotuwa (a) OP1 2,500.00 Sithaka Pothotuwa OP1 2,300.00 (a) OP 830.00 Lions OPA 890.00 Karagoda Green House 1,060.00 PEK K.D.U Super PEK 1 1.100.00 @ Sold by Forbes & Walker Tea Brokers (Pvt) Ltd/ **All Time Record Price * Equal All Time Record Price

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 05TH/06TH JANUARY 2021

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	QUANTITY SOLD DURING THE PERIOD										
	<u>2020</u>	<u> 21ST - 31ST DECEMBER 2020</u>		<u>2019</u>							
WEEKLY	TODATE		WEEKLY	TODATE							
		PRIVATE SALES									
123,496	4,727,301		85,988	5,410,516							
5 655 165	257 250 520	PUBLIC AUCTION	5 400 170	207 070 252							
5,655,165	257,350,530	FORWARD CONTRACTS	5,498,179	287,070,353							
13,400	249,820	TORWARD CONTRACTS	NIL	496,280							
,	,,	DIRECT SALES		., , , , , , ,							
NIL	319,931		41,708	1,876,295							
		<u>TOTAL</u>									
5,792,061	262,647,582		5,625,875	294,853,444							
377,272	9,838,748	BMF EXCLUDED FROM PRIVATE SALE	204,044	10,493,961							

QUANTITY SOLD AND THE AVERAGE PRICE PER AUCTION									
		<u>2020</u>			<u>2019</u>			<u>2018</u>	
SALE DATE	QTY <u>M/KG</u>	AV/PRICE RS	Approx <u>US\$</u> <u>Equivalent</u>	QTY <u>M/KG</u>	AV/PRICE RS	Approx US\$ Equivalent	QTY <u>M/KG</u>	AV/PRICE RS	Approx <u>US\$</u> Equivalent
16TH DEC 2020	5.68	645.51	3.49	4.76	579.33	3.23	6.12	572.19	3.23
22ND DEC 2020	5.65	647.49	3.48	5.49	579.20	3.23	5.82	570.13	3.21

Source: Central Bank of Sri Lanka / Buying Rates

RATES OF EXCHANGE AS AT 06TH JANUARY 2021

YEAR	US.DOL	STG.PD	YEN	EURO
2021	187.60	256.14	1.82	229.10
2020	179.38	235.16	1.64	199.48
2019	180.57	228.86	1.63	205.41

SRI LANKA RUPEE APPROX. PER UNIT OF CURRENCY

Source: Central Bank of Sri Lanka / Buying Rates

CROP AND WEATHER

For the period 28 December 2020 - 03 January 2021

Western/Nuwara Eliya Regions

Both regions reported clear mornings and evening showers. The Department of Meteorology expects heavy showers in the Western Region in the week ahead.

Uva/Udapussellawa Regions

Both regions reported dull and rainy weather throughout the week. Heavy showers are expected in the Uva Region in the week ahead according to the Department of Meteorology.

Low Growns

The Low Grown Region reported bright mornings and overcast evenings with occasional showers, whilst a few sub-districts in the Ruhuna Region experienced dull weather throughout the week. Heavy showers are forecast in the Sabaragamuwa Region in the week ahead by the Department of Meteorology.

Crop Intake

The Western, Nuwara Eliya and Udapussellawa Regions maintained the crop intake, whilst the Uva Region reported a decrease. The Low Grown Region reported a slight increase in crop, whilst certain estates in the Matara Division reported a slight decrease.

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 05TH/06TH JANUARY 2021

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PUBLIC AUCTION / GROSS SALE AVERAGES

SALE NO: 50

SALE OF: 21ST/ 22ND DECEMBER 2020

	<u>2020</u>				<u>2019</u>				2018				
	WEE	WEEKLY		TODATE		WEEKLY		TODATE		WEEKLY		TODATE	
	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	
Uva High Grown	575.99	3.10	549.12	2.99	463.39	2.59	462.21	2.60	467.03	2.63	520.63	3.22	
Western High Grown	644.42	3.47	602.59	3.28	554.76	3.10	524.56	2.95	596.43	3.36	589.82	3.65	
CTC High Grown	602.54	3.24	554.40	3.02	534.54	2.98	470.80	2.65	507.66	2.86	537.78	3.33	
High Grown (Summary)	627.72	3.38	586.03	3.19	531.21	2.96	507.21	2.85	559.14	3.15	570.84	3.53	
Uva Medium Grown	590.04	3.17	582.67	3.17	475.44	2.65	491.63	2.77	510.52	2.87	527.05	3.26	
Western Medium Grown	590.60	3.18	538.27	2.93	488.89	2.73	455.13	2.56	492.56	2.77	512.90	3.17	
CTC Medium Grown	585.12	3.15	511.63	2.79	456.80	2.55	430.23	2.42	462.81	2.60	497.37	3.08	
Medium Grown (Summary)	590.45	3.18	551.98	3.00	484.89	2.71	465.18	2.62	497.86	2.80	517.27	3.20	
Orthodox Low Grown	682.75	3.67	682.60	3.72	639.81	3.57	587.33	3.30	605.92	3.41	609.08	3.77	
CTC Low Grown	539.06	2.90	488.62	2.66	453.82	2.53	434.08	2.44	436.21	2.45	500.04	3.09	
Low Grown(Summary)	670.87	3.61	668.32	3.64	624.65	3.49	576.39	3.24	591.52	3.33	601.38	3.72	
Total	647.49	3.48	631.56	3.44	579.31	3.23	544.63	3.06	570.22	3.21	581.93	3.60	

Source: Oanda Exchange Rates

Source: MSL - Averages

DECEMBER 2020 TOGETHER WITH THE CORRESPONDING AVERAGES FOR 2019 & 2018

		<u>2020</u>			<u>2019</u>				<u>2018</u>				
	MON	HT	TOD	TODATE		MONTH		TODATE		MONTH		TODATE	
	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	
Uva High Grown	580.66	3.13	552.59	3.01	482.87	2.69	468.16	2.63	492.72	2.74	530.21	3.27	
Western High Grown	670.32	3.61	607.60	3.31	561.05	3.13	527.78	2.97	595.61	3.31	592.88	3.66	
CTC High Grown	633.08	3.41	551.33	3.00	538.06	3.00	465.97	2.62	509.25	2.83	532.60	3.29	
High Grown (Summary)	636.76	3.43	580.90	3.16	536.42	2.99	508.63	2.86	565.31	3.14	571.51	3.53	
Uva Medium Grown	576.59	3.10	581.06	3.16	481.11	2.68	493.26	2.77	523.86	2.91	527.93	3.26	
Western Medium Grown	585.19	3.15	537.60	2.93	479.75	2.67	455.89	2.56	496.44	2.76	516.24	3.18	
CTC Medium Grown	596.96	3.21	511.01	2.78	459.30	2.56	430.68	2.42	458.49	2.55	498.25	3.07	
Medium Grown (Summary)	589.59	3.17	553.94	3.01	488.24	2.72	468.96	2.64	506.75	2.82	521.86	3.22	
Orthodox Low Grown	672.18	3.62	682.69	3.71	637.29	3.55	588.06	3.31	606.07	3.37	608.86	3.76	
CTC Low Grown	551.45	2.97	488.79	2.66	462.08	2.58	434.54	2.44	446.50	2.48	501.48	3.09	
Low Grown(Summary)	661.77	3.56	666.32	3.63	619.78	3.45	576.61	3.24	592.85	3.30	600.79	3.71	
Total	644.07	3.47	628.21	3.42	576.32	3.21	544.54	3.06	572.64	3.18	581.91	3.59	

Source: SLTB / Oanda Exchange Rates

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 05TH/06TH JANUARY 2021

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BANGLADESH AUCTION

SALE OF - 04TH JANUARY 2021 (SALE NO.37)

CTC LEAF: 39,317 packages of Current Season teas on offer met with a good general demand.

BROKENS: All good liquoring Brokens met with a strong demand and were generally firm to occasionally dearer following competition. All other Brokens saw a better demand and were mostly firm. Plain and BLF types witnessed some interest and sold at around last levels.

FANNINGS: Good liquoring Fannings met with a better demand and sold readily at around last levels and were often slightly dearer following competition. Medium and others were about firm. Plain and BLF teas sold fairly well although there were a few withdrawals.

CTC DUST: 9,438 packages of Current Season teas on offer met with a fairly strong demand. Good liquoring teas sold well at around last levels. Their Mediums were fully firm to slightly dearer following quality. Plain and BLF Dusts met with less demand with a few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: Market started off with a better demand than last and with the progress of sale it improved further particularly for the brighter teas. Blenders were more active and also there was fair interest from the Loose tea buyers. Dusts were a dearer market.

Our catalogue (Sale 32): Avg: Tk 201.05, Sold 90.1% & (Sale 31) Avg: Tk 202.89, sold 87.6%.

QUOTATIONS	BROKENS		FANNINGS
Large	2.09-2.15	Best	2.42-2.48
Medium	2.11-2.17	Good	2.31-2.37
Small	2.17-2.45	Medium	2.18-2.24
Plain	1.97-2.03	Plain	1.97-2.03
BLF	1.85-1.97	BLF	1.85-1.97

Courtesy - National Brokers Limited

KOLKATA AUCTION

SALE OF - SALE OF 05TH/ 06TH JANUARY 2021 (SALE NO. 01)

Good Demand at firm to dearer levels for Assams sold so far. Dooars yet to sell.Western India active. Hindustan Unilever operating. Tata Consumer Products some enquiry. Exporters some enquiry.

Courtesy - Associated Brokers Private Limited, Kolkata.

JAKARTA AUCTION

SALE OF - SALE OF 06TH JANUARY 2021 (SALE NO.01)

The 1st sale of the year got off to a good start with a firm to dearer trend in prices. A total 8,380 packages came under the hammer.

ORTHODOX TEA

Best sorted lines were well competed for and were mostly dearer. Medium lines were sold about steady. Poor types continued to meet with a discriminating market and there were several volumes remaining unsold in this category

CTC TEA

Met with a fair demand and were mostly sold at around last levels in line with quality with some volumes remain withdrawals.

Courtesy - Sinar Malulu - Jakarta

GUWAHATI AUCTION

SALE OF - 06TH JANUARY 2021 (SALE NO. 01)

Strong demand for all categories of teas at firm to dearer rates. HUL/TCPL operating. Internal active. Exporters very selective.

Courtesy - Associated Brokers (Pvt) Ltd., Guwahati.

COCHIN AUCTION

SALE OF - SALE OF 05TH JANUARY 2021 (SALE NO. 01)

CTC DUST

DEMAND: Good~(86%~sold)

MARKET: Opened steady to firm and sometimes dearer by rs.2/- to 3/-. As the sale progressed, high priced teas witnessed some resistance and was irregular and lower following quality and noticed some withdrawal.

BUYING PATTERN: Avt continued to be active. Kerala state civil supplies and Encils global beverages lent useful support. Devagiri tea & produce did not operate. Improved demand noticed from Kerala loose tea traders and up country buyers. Exporters operated at bottom of the market and covered more quantity compared to last week.

ORTHODOX DUST

DEMAND : Good (81% sold)

MARKET: Primary teas steady, while others irregular and lower.

 $BUYING\ PATTERN\ : Exporters\ were\ the\ major\ stake\ holder\ for\ the\ small\ quantity\ of\ orthodox\ dust\ sold.$

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

MOMBASA /MALAWI AUCTION

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

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CROP STATISTICS IN (Mn/kgs)

					Todate	Todate	Todate	Difference +/-	
		2018	2019	2020	2018	2019	2020	201 8 vs 201 9	2019 vs 2020
Sri Lanka	Nov	24.9	24.0	24.8	277.63	278.2	249.9	0.57	-28.3
Bangladesh	Nov	9.1	10.30	10.50	75.9	89.65	79.43	13.75	-10.22
North India	Nov	101.5	117.7	127.6	1078.0	1122.9	980.5	44.9	-142.4
South India	Nov	19.6	21.8	21.4	205.1	200.9	201.2	-4.2	0.3
Кепуа	Oct	49.2	46.3	48.2	395.5	363.1	467.4	-32.4	104.3
Malawi	Oct	2.2	2.3	2.1	42.8	42.1	38.5	-0.7	-3.6

<u>CATALOGUES</u>

SALE NO. 03 - SCHEDULED FOR 19TH/20TH JANUARY 2021

The Ex Estate catalogue closed on 28 December 2020 excluding violations and two days ahead of the schedule date. The Off Grade catalogue closed on 24 December 2020 excluding violations and six days ahead of the schedule date. The other Main sale catalogues closed on 28 December 2020 excluding violations and two days ahead of the schedule date.

SALE NO. 04 - SCHEDULED FOR 25TH/26TH JANUARY 2021

The Ex Estate and Main sale catalogues are scheduled to close on 7 January 2021.

<u>SALE NO. 05 - SCHEDULED FOR 1ST/2ND FEBRUARY 2021</u>

The Ex Estate and Main sale catalogues are scheduled to close on 15 January 2021.

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

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 05TH/06TH JANUARY 2021

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DETAILS OF TEAS AWAITING SALE

SALE NO: 2 SCHEDULED FOR 11TH/ 12TH JANUARY 2021

	LOT	QUANTITY kgs	LOW GROWN CATALOGUES			
Ex Estate	876	981,607	Leafy	Closed on	17/12/2020	Violations Excluded
High & Medium	1,673	852,476	Semi Leafy	Closed on	17/12/2020	Violations Excluded
Leafy	2,343	1,072,706	Tippy	Closed on	17/12/2020	Violations Excluded
Semi Leafy	1,797	944,662				
Tippy	2,005	1,102,562	OTHER MAIN S	ALE CATA	<u>LOGUES</u>	
Premium Flowery	390	73,185	High & Medium	Closed on	17/12/2020	Violations Excluded
Off Grades	2,049	1,064,627	Dust	Closed on	17/12/2020	Violations Excluded
Dust	617	641,588	Premium Flowery	Closed on	17/12/2020	Violations Excluded
-	11,750	6,733,413	Off Grades	Closed on	17/12/2020	Violations Excluded
TOTAL	11,730	0,733,413	BOP1A	Closed on	17/12/2020	Violations Excluded
Re-print	591	289,054	Ex Estate	Closed on	17/12/2020	Violations Excluded

No of Pkgs : 179,522

CTC : 11,265 Pkgs - 606,717 kgs

 SALE NO. 2 - SALE OF 13TH/14TH JANUARY 2020
 BUYERS' PROMPT
 : 18/01/2021

 Lots
 : 11,078
 Re-print Lots
 : 573
 SELLERS' PROMPT
 : 19/01/2021

Quantity : 6,373,538 kgs **Re-print Quantity** : 348,645 kgs

SALE NO: 3 SCHEDULED FOR 19TH/20TH JANUARY 2021

	<u>LOT</u>	QUANTITY kgs	LOW GROWN CATALOGUES		
Ex Estate	1,007	1,179,121	Leafy	Closed on 28/12/2020 Violations Excluded	
High & Medium	1,843	1,019,800	Semi Leafy	Closed on 28/12/2020 Violations Excluded	
Leafy	2,339	1,176,403	Tippy	Closed on 28/12/2020 Violations Excluded	
Semi Leafy	2,021	1,185,428			
Tippy	2,278	1,366,952	OTHER MAIN SA	<u>LE CATALOGUES</u>	
* * * *	415	80.130	High & Medium	Closed on 28/12/2020 Violations Excluded	
Premium Flowery		,	Dust	Closed on 28/12/2020 Violations Excluded	
Off Grades	1,896	1,057,819	Premium Flowery	Closed on 28/12/2020 Violations Excluded	
Dust	694	744,848	,		
TOTAL	12,493	7,810,501	Off Grades	Closed on 24/12/2020 Violations Excluded	
IOIAL	12,493	7,010,301	BOP1A	Closed on 28/12/2020 Violations Excluded	
Re-print	22	11,825	Ex Estate	Closed on 28/12/2020 Violations Excluded	

No of Pkgs : 207,576

CTC : 13,625 Pkgs - 737,935 kgs

 SALE NO. 3 - SALE OF
 21ST/22ND JANUARY 2020
 BUYERS' PROMPT
 : 26/01/2021

 Lots
 : 12,586
 Re-print Lots
 : 307
 SELLERS' PROMPT
 : 27/01/2021

Quantity : 7,628,732 kgs **Re-print Quantity** : 181,989 kgs

SALE NO: 2 SCHEDULED FOR 11TH/ 12TH JANUARY 2021

	ORDER OF SALE	Approximate Selling Time of F&W Catalogues			
EX ESTATE LC BC EB FW AS	LG Large Lea Leaf/BOPIA/P JK AS CTB FW EB		11TH JANUARY 2021 Main Sale - High & Medium Semi Leafy Teas Tippy Teas Leafy Teas	09.00am 02.00pm 03.30pm 05.30pm	
JK MB CTB	BC MB LC	BC CTB JK	12TH JANUARY 2021 Ex-Estate Off Grades	09.30am 11.45am	
JK - John Keells P	duce 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	Dust Premium Flowery BOP1A	02.45pm 03.30pm 05.30pm	

FORBES & WALKER TEA BROKERS (PVT) LTD SALE OF - 05TH/06TH JANUARY 2021