



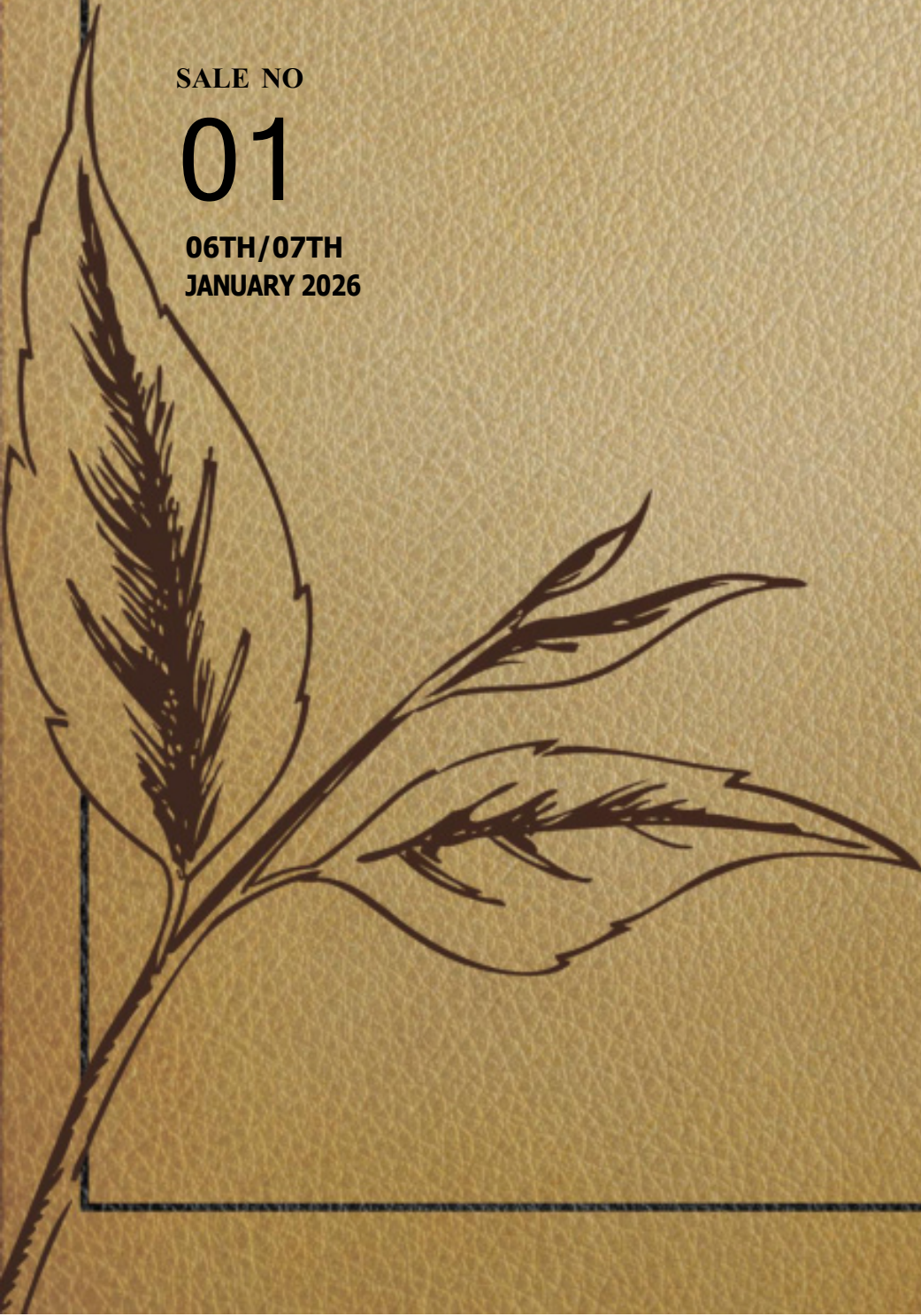
FORBES & WALKER TEA BROKERS PVT LTD

WEEKLY TEA MARKET REPORT

SALE NO

01

**06TH/07TH
JANUARY 2026**



Overall Market

	QTY (M/KGS)	DEMAND
Ex Estate	0.73	Fair
High & Medium	0.63	Fair
Leafy	0.85	Fair
Semi Leafy	0.70	Fair
Tippy/Small Leaf	0.96	Fair
Premium Flowery	0.05	Fair
Off Grade	1.45	Less
Dust	0.42	Less
Total	5.79	Fair general

ORDER OF SALE

SALE NO : 1

06TH/07TH JANUARY 2026

EX-ESTATE

Lanka Commodity Brokers Ltd
 Ceylon Tea Brokers PLC
 BPML Produce Marketing (Pvt) Ltd
 John Keells PLC
 Mercantile Produce Brokers (Pvt) Ltd
 Eastern Brokers Ltd
 Asia Siyaka Commodities PLC
Forbes & Walker Tea Brokers (Pvt) Ltd

LG LARGE LEAF LG SMALL LEAF/BOP1A/ PREMIUM

Forbes & Walker Tea Brokers (Pvt) Ltd
 BPML Produce Marketing (Pvt) Ltd
 Eastern Brokers Ltd
 Ceylon Tea Brokers PLC
 John Keells PLC
 Asia Siyaka Commodities PLC
 Lanka Commodity Brokers Ltd
 Mercantile Produce Brokers (Pvt) Ltd

HIGH & MEDIUM/OFF GRADE /DUST

John Keells PLC
 Eastern Brokers Ltd
Forbes & Walker Tea Brokers (Pvt) Ltd
 Mercantile Produce Brokers (Pvt) Ltd
 Lanka Commodity Brokers Ltd
 Asia Siyaka Commodities PLC
 BPML Produce Marketing (Pvt) Ltd
 Ceylon Tea Brokers PLC

AUCTION DETAILS

AT THIS WEEK'S SALE 11,915 LOTS TOTALLING 5,794,884 KGS WERE ON OFFER. THE BREAKDOWN IS AS FOLLOWS:

	LOTS	QUANTITY
Ex Estate	756	726,992
High & Medium	1,488	635,247
Low Grown - Leafy	2,229	847,656
Low Grown - Semi Leafy	1,679	699,651
Low Grown - Tippy	2,114	960,328
Premium Flowery	380	52,489
Off Grades	2,780	1,451,497
Dust	489	421,024
Total	11,915	5,794,884
Re - Prints	741	345,468

SETTLEMENT DATES

09/01/2026 13/01/2026 14/01/2026

10% Payment Buyers Prompt Sellers Prompt

Quality

High & Mid Grown were irregular and barely maintained, whilst the Low Grown were similar to last.

COMMENTS

The first sale of the year 2026 had on offer 5.8 M/Kgs. An irregular trend in prices was witnessed and overall, in general, a bearish market sentiment.

Ex-Estate offerings comprised of 0.73 M/Kgs. Overall quality of offerings were irregular and barely maintained.

Best Western BOP's were Rs. 20-40 per kg easier. Corresponding BOPF's with the exception of a few select invoices appreciated by up to Rs. 50 per kg and more, the others in general declined by Rs. 20-40 per kg. In the Below Best category, BOP's were generally firm, whilst the corresponding BOPF's declined by Rs. 20-40 per kg. At the lower end of the market, BOP's were irregular and easier, whilst the corresponding BOPF's declined by Rs. 20-40 per kg. Nuwara Eliya BOP/BOPF's were firm and easier. Uda Pussellawa BOP/BOPF's were lower by Rs. 50 per kg and Rs. 20-40 per kg respectively. Uva BOP/BOPF's declined by Rs. 20-40 per kg and Rs. 20 per kg respectively.

CTC teas - BP1's had hardly any offerings. High & Medium Grown PF1's - Better teas were Rs. 20-40 per kg easier, whilst the others were generally firm. Low Grown types were firm to marginally easier.

Selective interest from shippers to the UK, the continent and South Africa, whilst there was fair activity from shippers to Japan, China and the Middle East.

Low Grown's totalled approximately 2.51 M/Kgs with all categories witnessing fair demand. Shippers to Türkiye and Iran were active, whilst shippers to Russia operated at lower levels.

In the Leafy and Semi-Leafy catalogues, BOP1's together with the high-priced OP1's were firm whilst the balance appreciated. OP/OPA's, in general, declined. Select Best and Best PEK's were firm, whilst the Below Best together with the mixed/open varieties were easier. Teas at the lower end sold at last levels. High-priced PEK1's maintained, whilst the balance were lower.

In the Tippy catalogue, a selection of high-priced FBOP's and FF1's were firm, whilst the balance were easier.

In the Premium catalogue, Very Tippy teas were firm, whilst the balance appreciated. Teas at the bottom sold at last levels. However, the leafier types in general declined.



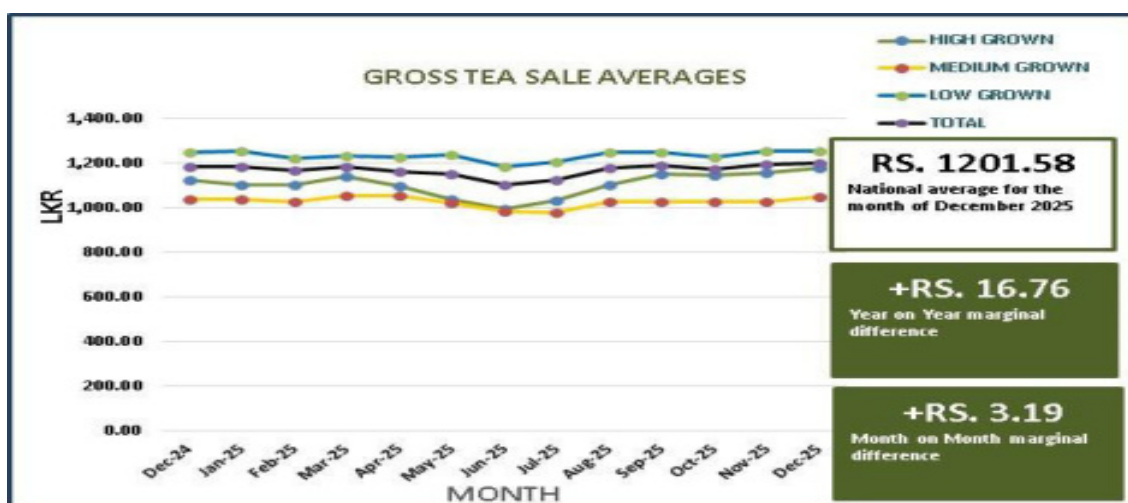
NOTE

Next week's Auction (Sale No. 2) is scheduled for Monday, 12 January and Tuesday, 13 January 2026

The Tea Industry's Performance for 2025 and Outlook for 2026 is annexed together with this report.

NATIONAL TEA SALES AVERAGES

(DECEMBER 2025)



Key Highlights:

- Overall average in December appreciated by Rs. 3.19 (decline of USD 0.02) in comparison to the previous month
- High & Mid Grown elevations recorded positive variances both in LKR and USD terms in comparison with the previous month, whilst the Low Grown recorded a marginal decline
- All elevations gained in LKR terms, whilst a decline is witnessed in USD terms against the corresponding month in the year 2024
- All regions recorded negative variances during the period January-December 2025 in comparison to the cumulative corresponding period of 2024 in both LKR and USD terms

In Sri Lankan Rupees								
	25-Dec	25-Nov	MOM Variance	24-Dec	YOY Variance	To date 2025	To date 2024	YOY Variance
High Grown	1,178.25	1,157.52	20.73	1,128.16	50.09	1,100.86	1,141.63	-40.77
Medium Grown	1,048.89	1,030.24	18.65	1,037.77	11.12	1,025.82	1,064.48	-38.66
Low Grown	1,258.25	1,258.93	-0.68	1,253.76	4.49	1,235.26	1,304.38	-69.12
Total	1,201.58	1,198.39	3.19	1,184.82	16.76	1,167.72	1,225.17	-57.45
In U.S. Dollars								
	25-Dec	25-Nov	MOM Variance	24-Nov	YOY Variance	To date 2025	To date 2024	YOY Variance
High Grown	3.81	3.78	0.03	3.87	(0.06)	3.66	3.78	-0.12
Medium Grown	3.39	3.36	0.03	3.56	(0.17)	3.41	3.52	-0.11
Low Grown	4.07	4.11	-0.04	4.30	(0.23)	4.10	4.32	-0.21
Total	3.89	3.91	-0.02	4.06	(0.17)	3.88	4.06	-0.18

Source - Sri Lanka Tea Board (For statistical purposes only)

* National Tea Sale average for the month of December 2025 recorded Rs. 1,201.58 (USD 3.89), recording an increase of Rs. 3.19 and decline of USD 0.02 in comparison with the previous month's average of Rs. 1,198.39 (USD 3.91).

* In comparison to the December 2024 average of Rs. 1,184.82 (USD 4.06), shows an increase of Rs. 16.76 and USD 0.17 decline YOY.

* Total National Sale Average for the year 2025 (to date) was recorded at Rs. 1,167.72 (USD 3.88), a decline of Rs. 57.45 (USD 0.18) against the corresponding year's average of Rs. 1,225.17 (USD 4.06).

Elevation-Wise Analysis - December 2025:

* High Grown average for the month recorded an increase of Rs. 20.73 and USD 0.03 month on month, whilst an increase of Rs. 50.09 and a decrease of USD 0.06 was witnessed against the corresponding month in 2024.

* Medium Grown average for the month recorded a positive variance of Rs. 18.65 and USD 0.03 month on month. In comparison to the corresponding monthly average last year, shows an increase of Rs. 11.12 and decrease of USD 0.17.

* Low Grown average for the month recorded a slight decline of Rs. 0.68 and USD 0.04 month on month, whilst the against corresponding average of December 2024, shows a positive variance of Rs. 4.49 and a decline of USD 0.23.

* All regions recorded negative variances during the period January-December 2025 in comparison to the cumulative corresponding period of 2024 in both LKR and USD terms.

(Refer statistical details on Page No. 13)



World Tea News

Warm weather extends Turkish tea harvesting

Tea producers in Turkey's northeastern province of Rize are continuing to harvest tea well into December, a rare occurrence attributed to above-average temperatures. Typically, the tea harvest in the Black Sea region concludes by the end of October. However, this year's mild weather has allowed farmers to carry out a fourth harvest during the final month of the year.

Global climate change has brought various challenges to the region, such as floods, landslides, and other natural disasters, but it has also created an advantage in terms of the tea production period.

Source: Bianet News (Extracts), Courtesy: Tea Exporters' Association Sri Lanka

CROP AND WEATHER

FOR THE PERIOD 31 December 2025 - 06 January 2026

Western/Nuwara Eliya Regions



The Western and Nuwara Eliya regions reported bright weather throughout the week. Intermittent showers are expected in both regions in the week ahead according to the Department of Meteorology.

Uva/Udapussellawa Regions



Both regions reported sunny mornings and evening showers throughout the week. According to the Department of Meteorology, showers are expected in the Uva and Uda Pussellawa regions in the week ahead.

Low Grown



The Low Grown Region reported bright weather and occasional evening showers throughout the week. Misty conditions are expected in the Low Grown Region in the week ahead according to the Department of Meteorology.

Crop

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

HIGH GROWN TEAS

■ Incline from last week
■ Decline from last week
■ Static Market

BOP

Best Western's were mostly firm and Rs. 20-40 per kg easier. Teas in the Below Best category were barely maintained, whilst the Plainer sorts declined by Rs. 50 per kg. Nuwara Eliya's - A few select invoices were firm and dearer, whilst the others were irregular and easier. Uda Pussellawa's were up to Rs. 50 per kg easier. Uva's were Rs. 20-40 per kg easier.

BOPF

Best Western's - A few select invoices appreciated by Rs. 50 per kg and more following special inquiry, whilst the others were irregular and easier. Teas in the Below Best and Plainer categories declined by Rs. 20-40 per kg. Nuwara Eliya's were barely maintained. Uda Pussellawa's were Rs. 20-40 per kg easier. Uva's were firm and Rs. 20 per kg easier.

OP/OPA

Well-made varieties were easier by Rs. 20-40 per kg. Below Best types were lower by Rs. 30-50 per kg, whilst the poorer sorts were firm to dearer by Rs. 20-40 per kg.

PEKOE/PEKOE1

Flavoury PEK/PEK1's were irregularly lower by Rs. 50-70 per kg, whilst the Orthodox Leafy Best PEK/PEK1's were firm to dearer by Rs. 20-40 per kg. Below Best and the others were lower by Rs. 40-60 per kg. Best Rotovane PEK's were firm to dearer by Rs. 40-50 per kg on special inquiry, whilst the others were mostly firm. Below Best too followed a similar trend, whilst the poorer sorts declined by Rs. 20-40 per kg.

FBOP/FBOPF1

Flavoury FBOP/FBOPF1's were firm to dearer by Rs. 20-40 per kg. Better Orthodox FBOP/FBOPF1's were easier by Rs. 30-50 per kg, whilst the others and teas at the lower end were irregularly easier by Rs. 20-40 per kg.

QUOTATIONS LKR

SALE DTE	BOP		BOPF		PEKOE/FBOP		OP	
	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan
Best Westerns	1260-1360	1280 - 1400	1260-1320	1260 - 1400	1240-1550	1280 - 1600	1080-1160	1060 - 1200
Below Best Westerns	1200-1240	1220 - 1260	1220-1240	1220 - 1240	1120-1220	1120 - 1260	1020-1060	1000 - 1020
Plainer Westerns	1100-1180	1140 - 1200	1120-1200	1160 - 1200	1080	880 - 1020	960	850 - 920
Nuwara Eliyas	N/A	1200 -	N/A	N/A	1100-1240	870 - 1300	N/A	900 - 940
Brighter UdaPussellawas	1120-1140	1120 - 1140	1160-1200	1160 - 1200	1340-1800	1240 - 1460	1060	1000 - 1040
Other UdaPussellawas	1100	1020 - 1080	1100-1140	1100 - 1140	1140	860 - 1180	1000	920 - 960
Best Uvas	1160-1220	1100 - 1220	1160-1220	1160 - 1260	1260-1550	1280 - 1650	1040-1240	1020 - 1120
Other Uvas	N/A	N/A	980-1000	900 - 920	860-1240	710 - 1260	770-1020	700 - 980

MEDIUM GROWN TEAS

■ Incline from last week
■ Decline from last week
■ Static Market

BOP	Large Leaf teas declined by Rs. 50 per kg and more, whilst the others were generally firm.
BOPF	Better sorts were Rs. 20 per kg easier, whilst the others were neglected.
OP/OPA	Well-made teas were easier by Rs. 40-60 and more at time, whilst the Below Best types were lower by Rs. 20-40 per kg. Teas at the lower end were firm to dearer by Rs. 30-50 per kg.
PEKOE/PEKOE1	Select Best and Best PEK/PEK1's were firm to easier by Rs. 30-50 per kg, whilst the Below Best and others were lower by Rs. 40-60 per kg.
FBOP/FBOPF1	Select Best FBOP/FBOPF1's declined by Rs. 80-100 per kg and more at times. Best and Below Best FBOP/FBOPF1's were lower by Rs. 40-60 per kg, whilst the FBOP/FBOPF1's at the bottom end were firm to easier by Rs. 20-40 per kg and more at times.

QUOTATIONS LKR SALE DTE	BOP		BOPF		PEKOE/FBOP		OP	
	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan
Good Mediums	1240-1440	1200 - 1900	1160-1220	1240 - 1260	1300-2000	1300 - 1750	1100-1300	1080 - 1240
Other Mediums	1140	790 - 860	850-1120	820 - 1020	700-1280	750 - 1280	720-1080	610 - 1060

UNORTHODOX / CTC TEAS

HIGH GROWN	BP1s - Hardly any offerings. PF1s - Better sorts were Rs. 20-40 per kg easier, whilst the others were generally firm.
MEDIUM GROWN	BP1s - Irregular. PF1s - Better sorts were Rs. 20-40 per kg easier, whilst the others were generally firm.
LOW GROWN	BP1s - Firm. PF1s - Firm and marginally easier.

QUOTATIONS LKR SALE DTE	BP1		PF1	
	30 Dec	06/07 Jan	30 Dec	06/07 Jan
High Grown	N/A	N/A	1080-1140	1040 - 1200
Medium Grown	N/A	N/A	1080-1140	1080 - 1140
Low Grown	1360	1340 - 1360	1180-1400	1200 - 1400

OFF GRADES

■ Incline from last week
■ Decline from last week
■ Static Market

FGS1/FGS

Select Best varieties were easier by Rs. 20-40 per kg, whilst the Best varieties together with the Below Best sort were easier by Rs. 30-50 per kg and more following quality. Teas at the lower end of the market were irregular. Low Grown - Clean leaf varieties maintained, whilst the Below Best sorts were irregularly lower by Rs. 20-40 per kg. At the commencement of the sale poorer sorts were irregular and declined sharply as the sale progressed. CTC - In general were firm to dearer following quality.

BROKENS

Reducer varieties in the Best category maintained. Clean leaf varieties appreciated by Rs. 20-40 per kg, whilst the cleaner Below Best sorts which commenced firm to dearer by Rs. 20-40 per kg, declined sharply as the sale progressed due to a lack of demand. Poorer sorts declined sharply due to lack of suitable bids.

BOP1A

Main Grade reducer varieties were firm, whilst select invoices gained following quality. Below Best varieties which commenced easier by Rs. 20-30 per kg, declined by Rs. 30-40 per kg and more as the sale progressed, whilst the poorer sorts in general were easier.

QUOTATIONS LKR

SALE DTE	HIGH		MEDIUM		LOW	
	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan
Better Fannings (Orthodox)	850-1220	850 - 1200	920	840 - 1120	850-940	850 - - 940
Better Fannings (CTC)	N/A	N/A	N/A	810 - 860	850-1100	800 - 1180
Other Fannings (Orthodox)	600-840	680 - 840	610-820	550 - 830	530-830	520 - - 840
Other Fannings (CTC)	N/A	N/A	680-750	640 - 770	600-680	620 - 690
Good Brokens	780-1060	740 - 1040	780-1140	730 - 1220	780-1420	750 - 1360
Other Brokens	600-720	600 - 730	500-730	510 - 720	450-730	450 - - 740
Better BOP1As	760-900	750 - 880	750-1080	750 - 1140	770-1400	760 - - 1500
Other BOP1As	650-750	650 - 740	650-730	650 - 730	620-750	550 - 740

DUSTS

DUST1

Except for a few selected invoices in the Select Best category which remained firm, the others declined by Rs. 50 per kg following quality. Teas in the Best category followed a similar trend. The Below Best varieties were easier by Rs. 40 per kg, whilst the poorer sorts were firm to easier by Rs. 20-40 per kg. Low Grown remained firm. High and Medium Grown CTC's together with the Low Grown CTC's sold around last week's price levels.

DUST

Clean leaf secondaries together with the poorer sorts declined by Rs. 30-40 per kg, whilst the Low Grown varieties remained firm.

QUOTATIONS LKR

SALE DTE	HIGH		MEDIUM		LOW	
	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan
Better Primary Dust (Orthodox)	1260-1700	1220 - 1850	1140-1260	1120 - 1200	980-1000	940 - 960
Better Primary Dust (CTC) P. Dust	1140	1180 - 1220	1140-1240	1150 - 1220	1150-1460	1160 - 1480
Below Best Primary Dust (Orthodox)	1060-1240	1120 - 1200	890-1120	860 - 1100	770-960	760 - 920
Other Primary Dust (CTC) P. Dust	N/A	N/A	750-1120	1000 - 1150	810-1140	860 - 1140
Other Primary Dust (Orthodox)	820-1040	1080 - 1100	810-880	690 - 850	630-760	630 - 750
Better Secondary Dust	1100-1300	1060 - 1200	1000-1120	N/A	1000-1100	960 - 980
Other Secondary Dust	820-1080	680 - 1040	570-980	530 - 880	600-980	590 - 940

LOW GROWN TEAS

■ Incline from last week
■ Decline from last week
■ Static Market

FBOP/FBOP1	A few well-made FBOP's were firm, whilst the balance together with the FBOP1's were easier.
BOP	BOP's, in general, were easier.
BOP1	BOP1's, in general, were firm.
OP1	High-priced OP1's were firm, whilst the Best, Below Best and teas at the bottom appreciated.
OP	OP's, in general, were lower.
OPA	OPA's, in general, declined.
PEKOE	Select Best and Best PEK's were firm, whilst the Below Best together with the mixed/open varieties were easier. Teas at the bottom sold at last levels. High-priced PEK1's maintained, whilst the balance were easier.
BOPF	Well-made BOPF's together with the cleaner Below Best were firm, whilst the balance were irregular following quality.
FBOPF/FBOPF1	Very Tippy teas were firm, whilst the balance appreciated. Teas at the bottom sold at last levels, whilst the leafier types in general declined. A few high-price FF1's were firm on special inquiry, whilst the balance were easier.

QUOTATIONS LKR SALE DTE	SELECT BEST		BEST		BELOW BEST		OTHERS	
	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan	30 Dec	06/07 Jan
FBOP 1	1700-1900	1600 - 1900	1450-1500	1450 - 1500	1250-1300	1200 - 1300	950-1000	950 - 1000
FBOP	1800-2500	1700 - 2400	1550-1600	1500 - 1550	1300-1350	1300 - 1350	1000-1100	1000 - 1100
BOP 1	2400-3000	2400 - 3000	1800-2300	1800 - 2300	1360-1600	1360 - 1600	900-1300	900 - 1300
BOP	1800-2100	1700 - 2100	1500-1550	1450 - 1500	1250-1300	1200 - 1300	950-1050	900 - 1000
BOPF	1400-1700	1300 - 1700	950-1000	900 - 1000	850-900	850 - 880	800-850	800 - 850
FBOPF (TIPPY)/FBOPF SP	5200-6200	5200 - 6200	3550-4500	3550 - 4500	2750-3000	2750 - 3000	1000-1100	1000 - 1100
FBOPF 1	1650-1850	1600 - 1800	1500-1550	1500 - 1550	1300-1350	1300 - 1350	1000-1100	1000 - 1100
FBOPF	1700-1900	1700 - 1900	1450-1550	1450 - 1500	1250-1300	1200 - 1300	900-950	900 - 950
OP 1	2950-3600	2950 - 3600	2600-2900	2600 - 2900	1650-2550	1650 - 2550	900-1600	900 - 1600
OP	1500-1750	1480 - 1650	1400-1480	1380 - 1460	1220-1380	1200 - 1360	850-1200	850 - 1180
OPA	1440-2100	1420 - 2000	1300-1420	1280 - 1400	1200-1280	1180 - 1260	850-1180	850 - 1160
PEKOE	1460-2700	1480 - 2700	1300-1440	1300 - 1440	1200-1280	1200 - 1280	850-1180	850 - 1180
PEK 1	1800-2400	1750 - 2400	1500-1750	1500 - 1700	1300-1480	1300 - 1460	900-1280	900 - 1280

TOP PRICE

WESTERN MEDIUM			
Hatale	BOP		1900
Windsorforest	BOPSp	@	1500
Vellai Oya	BOPF		1260
Ancoombra	BOPFSp		870
Dartry Valley	BOP1	@	1950
Harangalla	FBOP	@	1750
Dartry Valley	FBOP	@	1750
Doombagastalawa	FBOP	@	1700
New Rothschild	FBOP1		1320
Levallon	FBOPF		980
Craighead	FBOPF1	@	1550
Dartry Valley	FBOPF1	@	1550
Ancoombra	FBOPF1		1550
Doombagastalawa	FBOPF1	@	1500
Hatale	FBOPF1		1500
Hansagiri Kothmale	OP		1240
Dartry Valley	OP	@	1220
Hatale	OP		1220
Harangalla	OP	@	1200
New Rothschild	OP		1200
Hansagiri Kothmale	OPA		1240
Dartry Valley	OPA	@	1200
Harangalla	OPA	@	1180
Meezan	OPA		1180
Madulkelle	OPA	@	1160
Hansagiri Kothmale	OPA		1160
Meezan	OPA		1160
Harangalla	OP1	@	1500
Dartry Valley	OP1	@	1500
Madulkelle	OP1	@	1460
BTS Super	PEK		1600
Dartry Valley	PEK	@	1420
Harangalla	PEK		1420
Galgewatta	PEK1		1950
Craighead	PEK1	@	1900
Doombagastalawa	PEK1	@	1900
Harangalla	PEK1	@	1850
Dartry Valley	PEK1	@	1850
New Rothschild	PEK1		1850
WESTERN HIGH			
Annfield	BOP	@	1400
Somerset	BOPSp	@	1500
Ingestre	BOPSp		1500
Dessford	BOPSp		1500
Bogawantalawa	BOPSp	@	1440
Norwood	BOPSp	@	1440
Tillyrie	BOPSp	@	1420
Robgill	BOPSp	@	1420
Norwood	BOPF	@	1400
Somerset	BOPF	@	1380
Dessford	BOPF	@	1380

WESTERN HIGH			
Robgill	BOPF	@	1320
Gouravilla	BOPF	@	1320
Clydesdale	BOPF	@	1320
Mattakelle	BOPF		1320
Talawakelle	BOPF		1320
Inverness	BOP1		1650
Torrington	BOP1	@	1500
Bambrakelly	FBOP		1600
Torrington	FBOP1	@	1300
Cymru	FBOPF1		1460
Venture	OP		1200
Torrington	OP	@	1140
Kirkoswald	OP		1140
Venture	OPA		1200
Inverness	OP1		1500
Dessford	PEK	@	1650
Ingestre	PEK	@	1550
Somerset	PEK	@	1500
Frotoft Super	PEK1		1750
New Meddecombra	PEK1		1750
NUWARA ELIYAS			
Mahagastotte	BOP	@	1300
Court Lodge	BOP		1160
Mahagastotte	BOPF	@	1200
Kenmare	FBOP	@	1300
Court Lodge	FBOP1		900
Kenmare	FBOPF	@	1040
Court Lodge	FBOPF	@	1020
Court Lodge	FBOPF1	@	1160
Court Lodge	OP		940
Kenmare	OPA		960
Lovers Leap	PEK		920
UDAPUSSELLAWAS			
Mooloya	BOP		1140
Mooloya	BOPSp		1100
Mooloya	BOPF		1220
Delmar	FBOP		1460
Maha Uva	FBOP	@	1440
Blairlomond	FBOPF1		1480
Delmar	FBOPF1	@	1400
Maha Uva	FBOPF1	@	1380
Maha Uva	OP	@	1180
Blairlomond	OPA		1100
Delmar	OPA	@	1000
Maha Uva	OPA	@	980
Maha Uva	OP1	@	1480
Delmar	OP1	@	1460
Blairlomond	OP1	@	1040
Maha Uva	PEK	@	1340
Maha Uva	PEK1	@	1700
Blairlomond	PEK1		1700
Delmar	PEK1	@	1600

LOW GROWNS			
New Batuwangala	BOP		2250
Elaine Super	BOPSp		2150
Navinda	BOPA		2150
Rajjuruwatta Super	BOPF		2000
H P P Tea	BOPFSp		2000
Galatara	FBOP		2450
Sithaka	FBOP		2400
Pothotuwa	FBOP	@	2250
Adams View	FBOP	@	2250
New Vithanakande	FBOP1		1900
Sithaka	FBOP1		1900
Dullie Ella	FBOP1	@	1800
Athukorala Group Super	FBOP1		1800
Tea Bank	FBOP1		1800
Aruna	FBOP1		1800
Morawakkorale	FBOPF	@	2250
Rajjuruwatta Super	FBOPF1		1800
Lumbini	FBOPF1		1800
Pothotuwa	FBOPF1	@	1650
Adams View	FBOPF1	@	1650
Devagiri	FBOPF1	@	1600
Dullie Ella	FBOPF1	@	1600
New Rekadahena	FBOPF1		1600
Lakvinka	FBOPF1		1600
Nilgiri	FBOPF1		1600
Lickra	FBOPF1		1600
Lions	FBOPF1		1600
Aruna	FBOPF1		1600
Galatara	FBOPF1		1600
Dampahala	FBOPF1		1600
Susantha	BOP1		3000
Pothotuwa	BOP1	@	2900
Susantha	OP1		3600
Pothotuwa	OP1	@	3500
Miriswatta	OP		1650
Galahitiya	OP		1650
Green Lanka	OP		1650
Berubeula	OP		1650
Wattahena	OP		1650
Liyonta	OPA		2000
Lumbini	PEK		2700
Liyonta	PEK		2700
Hidellana	PEK		2400
New Batuwangala	PEK1		2400
Dampahala	PEK1		2400
Galatara	PEK1		2400
Mulatiyana Hills	PEK1		2400
UVA MEDIUM			
Dickwella	BOP	@	1460
Demodera 'S'	BOP	@	1440
Halpewatta Uva	BOPSp		1550
El Teb	BOPF		1200
Dickwella	BOPFSp	@	1480
Dickwella	BOP1	@	1550
Aruna Passara	BOP1		1550
Misty-Uva	BOP1	@	1500
Demodera 'S'	BOP1		1500
Gonakelle	FBOP		1500
Dickwella	FBOP1	@	1440
Dickwella	FBOPF		1040
Sarnia Plaiderie	FBOPF1	@	1500
Pettiagalla	OP		1140

UVA MEDIUM			
Sarnia Plaiderie	OPA		1140
Aruna Passara	OP1		1500
Pettiagalla	PEK		1550
Misty-Uva	PEK1	@	1850
UVA HIGH			
Pitaratmalie	BOP		1220
Ranaya	BOPSp		1400
Bandaraeliya	BOPF	@	1260
Pitaratmalie	BOPF		1260
Uva Highlands	BOPFSp		980
Uva Highlands	BOP1		1550
Aislaby	BOP1	@	1460
Gonamotawa	FBOP	@	1650
Spring Valley	FBOP1	@	1360
Aislaby	FBOPF1		1460
Glenanore	FBOPF1	@	1420
Gonamotawa	FBOPF1	@	1420
Ampittiakande	OP		1120
Graig	OP		1120
Mahadowa	OP	@	1080
Aislaby	OP		1080
Gonamotawa	OP	@	1060
Aislaby	OPA		1120
Uva Highlands	OP1	@	1460
Gonamotawa	OP1	@	1440
Aislaby	OP1		1440
Aislaby	PEK		1480
Needwood Super	PEK1		1800
UNORTHODOX HIGH			
Dunsinane CTC	PF1	@	1200
UNORTHODOX MEDIUM			
New Peacock	PF1		1140
Rothschild CTC	PF1		1140
Aultmore CTC	BP1	@	1000
UNORTHODOX LOW			
Liyonta CTC	PF1		1400
Ceciliyan CTC	BP1	@	1360
PREMIUM FLOWERY			
Enselwatta	FBOPFSp		6000
Green Lanka	FBOPFExSp		6000
New Deniyaya	FBOPFExSp1	@	4250
Kamarangapitiya	FBOPFExSp1	@	3900
DUSTS			
Mattakelle	DUST1		1850
Ceciliyan CTC	PD	@	1480
Wattegodde	Dust		1200
OFF GRADES			
Fetteresso	FGS1		1200
Adisham	FGS1		1200
Bogawantalawa	FGS1		1200
Wanarajah	FGS1		1200
Wattegodde	FGS1		1200
Clydesdale	FGS1	@	1180
Holyrood	FGS1		1180
Bambarawana Hills	FGS		940
Walpola	FGS	@	920
Renukanda	FGS		920
Wewelkandura	FGS		920
Wattahena	FGS		920
Lellopitiya	FGS		920
Ceciliyan CTC	PF	@	1180
Falcon Lanka	BM		1140
Gunawardana	BM	@	1120
Laksakanda	BP		1360
Liyonta	BOP1A		1500
Aldora	BOP1A		1400
Narangala Super	BOP1A	@	1340
Chandrika Estate	BOP1A		1340

QUANTITY SOLD

DURING THE PERIOD 24TH-30TH DECEMBER 2025	WEEKLY (KGS)		TODATE (KGS)	
	2026	2025	2026	2025
PRIVATE SALES	277,579	161,148	10,853,408	6,685,057
PUBLIC AUCTION	3,509,490	4,865,410	242,834,413	239,352,323
FORWARD CONTRACTS	82,000	116,760	2,440,939	2,693,516
DIRECT SALES	NIL	NIL	NIL	NIL
TOTAL	3,869,069	5,143,318	256,128,760	248,730,896
BMF EXCLUDED FROM PRIVATE SALE	36,300	59,812	1,898,461	2,177,133

(QUANTITY SOLD AND THE AVERAGE PRICE PER AUCTION)

	Quantity (M/kgs)			AVG Price (LKR)			Avg Price (USD)		
	2025	2024	2023	2025	2024	2023	2025	2024	2023
23RD DECEMBER 2025	4.88	5.36	4.49	1224.69	1218.13	1198.39	4.01	4.26	3.72
30TH DECEMBER 2025	3.51	4.86	4.50	1207.29	1188.02	1214.89	3.95	4.15	3.77

Source: Central Bank of Sri Lanka / Buying Rates

RATES OF EXCHANGE

SRI LANKA RUPEE APPROX PER UNIT OF CURRENCY

YEAR	2026	2025	2024
USD	306.23	291.32	321.94
STG.PD	413.65	363.13	407
EURO	358	300.65	349.48
YEN	1.95	1.83	2.25

Source: Central Bank of Sri Lanka / Buying Rates

PUBLIC AUCTION/GROSS SALES AVERAGE

SALE NO 0 30TH DECEMBER 2025	WEEKLY(LKR)			TODATE (LKR)			WEEKLY(USD)			TODATE(USD)		
	2025	2024	2023	2025	2024	2023	2025	2024	2023	2025	2024	2023
Uva High Grown	1065.25	1071.37	1014.93	1049.51	1097.36	982.21	3.48	3.74	3.15	3.51	3.65	3.01
Western High Grown	1193.81	1146.15	1085.72	1130.82	1184.20	1114.70	3.90	4.00	3.37	3.78	3.94	3.41
CTC High Grown	1170.79	1037.94	1033.89	1094.41	1089.14	1001.28	3.83	3.62	3.21	3.66	3.63	3.07
High Grown (Summary)	1146.98	1124.35	1064.00	1104.67	1156.34	1072.86	3.75	3.93	3.30	3.69	3.85	3.28
Uva Medium Grown	1013.70	1059.92	1064.98	1071.50	1120.88	1028.12	3.31	3.70	3.31	3.58	3.73	3.15
Western Medium Grown	1046.74	985.29	995.84	1009.48	1046.14	988.43	3.42	3.44	3.09	3.37	3.48	3.03
CTC Medium Grown	962.34	934.79	906.32	951.13	965.31	913.59	3.15	3.26	2.82	3.18	3.22	2.80
Medium Grown (Summary)	1032.27	1012.79	1020.86	1029.17	1070.85	1000.97	3.37	3.54	3.17	3.44	3.57	3.06
Orthodox Low Grown	1305.80	1284.11	1349.51	1269.17	1345.34	1278.53	4.27	4.48	4.19	4.24	4.48	3.91
CTC Low Grown	943.65	919.69	959.18	977.83	981.17	973.81	3.09	3.21	2.98	3.27	3.27	2.98
Low Grown(Summary)	1278.14	1264.58	1331.32	1252.16	1322.94	1261.15	4.18	4.41	4.14	4.19	4.41	3.86
Total	1207.29	1188.02	1214.89	1184.15	1245.54	1177.68	3.95	4.15	3.77	3.96	4.15	3.61

Source: Oanda Exchange Rates

Source: MSL - Averages

NATIONAL TEA SALE AVERAGES MONTH OF DECEMBER 2025

	MONTH(LKR)			TODATE (LKR)			MONTH(USD)			TODATE(USD)		
	2025	2024	2023	2025	2024	2023	2025	2024	2023	2025	2024	2023
Uva High Grown	1115.10	1084.37	1025.41	1058.21	1100.55	992.66	3.61	3.72	3.14	3.52	3.64	3.03
Western High Grown	1228.36	1165.57	1103.23	1140.62	1189.14	1123.01	3.97	4.00	3.38	3.79	3.94	3.43
CTC High Grown	1147.20	1071.50	1046.71	1094.32	1090.20	1002.89	3.71	3.67	3.20	3.64	3.61	3.06
High Grown (Summary)	1178.25	1128.16	1071.97	1100.86	1141.63	1072.48	3.81	3.87	3.28	3.66	3.78	3.27
Uva Medium Grown	1087.78	1081.59	1065.10	1072.37	1116.14	1024.70	3.52	3.71	3.26	3.56	3.69	3.13
Western Medium Grown	1042.95	1010.31	993.12	1013.63	1048.11	988.76	3.37	3.46	3.04	3.37	3.47	3.02
CTC Medium Grown	1004.77	959.81	903.25	950.57	962.42	909.77	3.25	3.29	2.76	3.16	3.19	2.78
Medium Grown (Summary)	1048.89	1037.77	1019.03	1025.82	1064.48	1012.35	3.39	3.56	3.12	3.41	3.52	3.09
Orthodox Low Grown	1303.02	1293.43	1311.05	1271.87	1348.20	1281.26	4.21	4.43	4.01	4.23	4.46	3.91
CTC Low Grown	957.76	936.40	961.82	978.28	980.89	970.76	3.10	3.21	2.94	3.25	3.25	2.96
Low Grown(Summary)	1258.25	1253.76	1278.08	1235.26	1304.38	1252.15	4.07	4.30	3.91	4.10	4.32	3.82
Total	1201.58	1184.82	1186.41	1167.72	1225.17	1171.29	3.89	4.06	3.63	3.88	4.06	3.58

Source: Oanda Exchange Rates

Source: SLTB

WORLD TEA PRODUCTION (M/KGS)

	YTD			TODATE			DIFFERENCE +/-	
	2023	2024	2025	2023	2024	2025	2023 vs 2024	2024 vs 2025
Nov								
Sri Lanka	19.8	22.7	21.4	216.1	240.4	242.8	4.8	1.7
North India	109.4	128.4	104.7	1090.7	1064.4	1074.8	26.3	10.4
South India	21.4	19.9	19.5	218.6	208.5	215.8	10.1	7.3

				TODATE			DIFFERENCE +/-	
	2023	2024	2025	2023	2024	2025	2023 vs 2024	2024 vs 2025
Oct								
Bangladesh	14.6	14.9	14.6	83.6	76.7	75.5	6.9	1.2
Kenya	52.8	50.1	49.7	405	495.2	451.4	30.2	43.8
Malawi	2.1	2.6	2.2	106.2	41.5	108.4	-4.8	-1.1

DETAILS OF AWAITING SALE

SALE NO : 2

Scheduled for 12TH/13TH JANUARY 2026

	LOTS	QUANTITY
ExEstate	773	737,144
High & Medium	1,581	667,214
Leafy	2,117	794,803
Semi Leafy	1,561	646,957
Tippy	2,016	929,335
Premium Flowery	402	55,080
OffGrades	2,409	1,261,546
Dust	545	462,576
Total	11,404	5,554,655
RePrint	879	426,348

19/01/2026

Buyers Prompt

20/01/2026

Sellers Prompt

**This sale last year
Sale No. 2 | 15TH JANUARY 2025**

Lots :8,445
Re-print Lots :051
Quantity :4,153,078 kgs
Re-print Quantity :31,187 kgs

LOW GROWN CATALOGUES

Violations Excluded

22/12/2025

LEAFY

Closed

SEMI-LEAFY

Closed

TIPPY

Closed

OTHER MAIN SALE CATALOGUES

22/12/2025

**HIGH &
MEDIUM**

Closed

**PREMIUM
FLOWERY**

Closed

**OFF
GRADES**

Closed

NO .OF PKGS

150,400

CTC

9,795 Pkgs - 514,674 kgs

ORDER OF SALE

**Approx Selling time of
F&W Catalogues**

12TH

JANUARY 2026

Ex-Estate	LG Large Leaf//Semi Leafy/LG Small Leaf/BOP1A/ Premium	High & Medium/Off Grade /Dust
CTB	CTB	EB
BC	AS	FW
JK	JK	MB
MB	LC	LC
EB	FW	AS
AS	EB	BC
FW	MB	CTB
LC	BC	JK

9.30am	Main Sale - High & Medium
12.30pm	Semi - Leafy Teas
1.30pm	Low Grown - Leafy Teas
2.00pm	Low Grown - Tippy Teas
5.00pm	BOP1A
5.00pm	Off Grade

13TH

JANUARY 2026

9.30am	Premium Flowery
10.30am	Ex-Estate
12.30pm	Dust

BC - BPML Produce Marketing (Pvt) Ltd	FW - Forbes & Walker Tea Brokers (Pvt) Ltd
LC - Lanka Commodity Brokers Ltd	AS - Asia Siyaka Commodities PLC
EB - Eastern Brokers Ltd	JK - John Keells PLC
CTB - Ceylon Tea Brokers PLC	MB - Mercantile Produce Brokers (Pvt)Ltd

DETAILS OF AWAITING SALE

SALE NO : 3

Scheduled for 20TH/21ST JANUARY 2026

	LOTS	QUANTITY
ExEstate	860	822,654
High & Medium	1,625	701,393
Leafy	2,207	903,311
Semi Leafy	1,865	843,481
Tippy	2,277	1,123,548
Premium Flowery	453	63,785
OffGrades	2,567	1,330,190
Dust	618	561,246
Total	12,472	6,349,608
RePrint	480	229,010

27/01/2026

Buyers Prompt

28/01/2026

Sellers Prompt

**This sale last year
Sale No. 1 | 21ST/ 22ND JANUARY 2025**

Lots :12,643
Re-print Lots :879
Quantity :6,830,987 kgs
Re-print Quantity :438,289 kgs

LOW GROWN CATALOGUES

Violations Excluded

02/01/2026

LEAFY
Closed

SEMI-LEAFY
Closed

TIPPY
Closed

OTHER MAIN SALE CATALOGUES

02/01/2026

HIGH & MEDIUM
Closed

PREMIUM FLOWERY
Closed

OFF GRADES
Closed

NO .OF PKGS
170,765

CTC
10,830 Pkgs - 574,893 kgs

CATALOGUE CLOSURE DETAILS

20/21

JANUARY 2026

Sale No. 3

The Ex-Estate catalogue closed on 02nd January 2026, excluding violations. The Main Sale catalogues too closed on 02nd January 2026, excluding violations.

27/28

JANUARY 2026

Sale No. 4

The Ex-Estate and Main Sale catalogues are scheduled to close on 08th January 2026.

02/03

FEBRUARY 2026

Sale No. 5

The Ex-Estate and Main Sale catalogues are scheduled to close on 16th January 2026.

TEA MARKETS AROUND THE WORLD

MOMBASA AUCTION

05TH AND 6TH JANUARY 2026 (SALE NO.01)

Fair general demand at easier rates in the first auction of 2026 for the 143,239 packages (9,565,173.00 kilos) on offer with 24.25% unsold.

MARKETS

Pakistan Packers and Bazaar showed less support with Yemen and other Middle Eastern countries active at lower levels. There were declined interest from Kazakhstan, other CIS states and Afghanistan while Egyptian Packers maintained activity but at easier rates. UK and Russia were selective while South Sudan showed some enquiry. Sudan and Local Packers were quiet with Somalia active at the lower end of the market.

OFFERINGS

Leaf Grades - 73,760 packages (4,854,023.00 kilos) - 32.16% unsold.

Dust Grades - 50,081 packages (3,722,361.00 kilos) - 19.17% unsold.

Secondary Grades - 19,398 packages (988,789.00 kilos) - 7.32% unsold.

LEAF GRADES (M2 & M3)

BP1:

Best - Saw irregular enquiry ranging between USC32 dearer to easier by up to USC26.

Brighter - Were steady to mostly dearer by up to USC23 to easier by up to USC18.

Mediums - KTDA mediums shed by up to USC25 with plantation mediums irregular varying between USC6 dearer to easier by a similar margin.

Lower Medium - Were discounted by up to USC11.

Plainer - Were firm to USC32 above previous levels while some invoices shed by up to USC4.

PF1:

Best - Were discounted by up to USC28.

Brighter - Were easier by up to USC28.

Mediums - KTDA mediums were irregularly easier by up to USC48 with plantation mediums irregular ranging between firm to USC10 dearer to USC11 below previous levels.

Lower Medium - Were steady to USC12 dearer for some teas while others were discounted by up to USC10.

Plainer - Were easier by up to USC11.

CTC QUOTATIONS	BP1 - USC	PF1 - USC
Best	250 - 464	300 - 390
Good	262 - 332	324 - 349
Good Medium	220 - 278	322 - 339
Medium (KTDA)	165 - 220	249 - 300
Medium (Plantations)	170 - 260	202 - 235
Lower Medium	132 - 179	145 - 210
Plainer	088 - 115	100 - 167

DUST GRADES (M1)

PDUST:

Best - Discounted by up to USC45 however few select invoices were up to USC6 above previous rates.

Brighter - Irregularly lost up to USC50.

Mediums - KTDA mediums were easier by up to USC20 with a few lines USC14 dearer. Plantation mediums were steady to USC8 dearer to easier by up to USC3.

Lower Medium - Mostly shed by up to USC9 with select teas up to USC8 above last rates.

Plainer - Were firm to USC10 dearer to easier by up to USC6.

DUST1:

Best - Were irregularly easier by up to USC34.

Brighter - Shed by up to USC40.

Mediums - KTDA mediums were mostly discounted by up to USC35 but few lines gained up to USC12 while plantation mediums were steady to USC16 easier.

Lower Medium - Were easier by up to USC10.

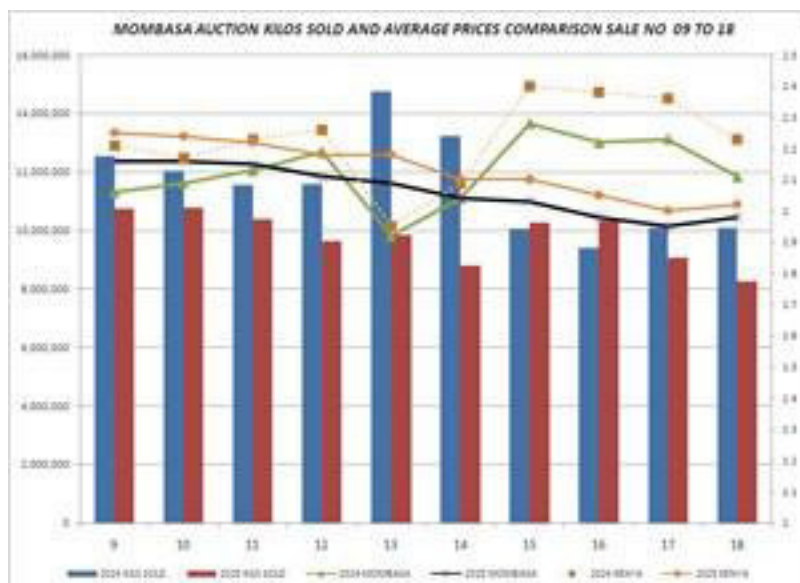
Plainer - Shed up to USC7 but some lines were dearer by up to USC6

CTC QUOTATIONS	PDUST - USC	DUST1 - USC
Best	315 - 359	310 - 364
Good	304 - 362	290 - 354
Good Medium	250 - 358	280 - 339
Medium (KTDA)	170 - 232	170 - 284
Medium (Plantations)	180 - 214	160 - 212
Lower Medium	134 - 189	141 - 161
Plainer	090 - 132	090 - 132

SECONDARY GRADES (S1)

In the Secondary Catalogues, BPs were firm to irregularly dearer with PFs steady. Clean well sorted coloury Fannings held value with similar DUSTs dearer. Other Fannings were firm while DUSTs sold slightly above last levels. BMFs were readily absorbed.

SECONDARY QUOTATIONS (USC)	BP / BP2	PT / PT2	FNGS1 / FNGS	DUST / DUST2	BMF
Best / Good	230 - 375	215 - 243	158 - 242	134 - 263	-
Good Medium / Medium	-	-	144 - 192	126 - 192	-
Lower Medium	120 - 164	117 - 151	106 - 148	090 - 148	004 - 115
Plainer	088 - 129	090 - 130	088 - 110	085 - 117	086 - 106



Courtesy - Africa Tea Brokers Limited.

BANGLADESH AUCTION

05TH JANUARY 2026 (SALE NO.35)

CTC LEAF: 49,156 packages of tea on offer met with a good demand.

BROKEN: Few lines of well made good liquoring smaller Broken continued to meet with a strong demand and were mostly firm. Larger varieties met with a fairly good demand but at slightly easier rates. Medium varieties met with a fairly good demand and sold at around last levels easing in line with quality. Plainer types again met with a little less demand at easier rates and witnessed more withdrawals. BLF teas met with good demand at steady rates.

FANNINGS: Well made good liquoring Fannings continued to meet with a strong demand and were mostly firm in line with quality. Medium varieties met with a good demand at firm to slightly easier rates. Plainer types met with a little less demand at easier rates with more withdrawals. BLF teas met with good demand at steady rates.

DUST: 10,511 packages of tea on offer met with quite a fair demand. Good liquoring Dusts sold well at around last levels. Their Mediums were little easier by Tk.5/- to Tk.8/- closely following quality. Plain/BLF Dusts met with less demand and had more withdrawals than last. Blenders lent good support with fair interest from the Loose tea buyers.

COMMENTS: Blenders lent fairly strong support for all good liquoring varieties. Loose tea buyers showed a little more interest this week. It was noticeable that Fannings met with a stronger demand and fetched higher prices compared to its corresponding Broken grades. CDs met with less demand.

Our Catalogue: (Sale 35) Avg : Tk 266.15 , Sold 76.29% , (Sale 34) Avg : Tk 264.89, Sold 76.20% .

QUOTATIONS	BROKENS	QUOTATIONS	FANNINGS
Best	2.20-2.26	Best	2.24-2.32
Good	2.14-2.18	Good	2.15-2.22
Medium	2.07-2.11	Medium	2.08-2.12
Plain	2.01-2.05	Plain	2.01-2.04
BLF	2.01-2.08	BLF	2.01-2.05

Courtesy - National Brokers Limited.

TEA MARKETS AROUND THE WORLD

COONOR AUCTION

03RD JANUARY 2026 (SALE NO.01)

CTC LEAF

DEMAND: - Good Demand.

MARKET: - The opening week of 2026 saw a sale percentage of 86.01. Best liquoring teas had a very limited offering and prices were irregular and dearer in line with quality. Good teas were generally easier barring few select invoices in the larger and smaller broken which sold dearer. Better medium teas were barely steady at the lower end whilst the high-end teas were easier with some withdrawals. Medium C plainer teas were barely steady to easier.

BUYING PATTERN: Major blenders were fairly active C picked up 56.02% of the total CTC leaf sold. On the better medium category teas, they were selective and more price sensitive. Regional packers, local C up-country buyers were selective. CIS, Russia, Iraq and the middle east were fairly active.

ORTHODOX LEAF

DEMAND: - Good improved demand.

MARKET: - Whole leaf grades in both high grown C others though saw a price decline of up to Rs 5 the offtake was better compared to the previous weeks. Broken sold firm to dearer C fanning in the high grown and medium category sold at irregular levels.

BUYING PATTERN: - CIS, ME C Russia were fairly active. Upcountry buyers were subdued. Internal buyers operated selectively on the fanning.

CTC DUST

DEMAND: - Good demand.

MARKET: - CTC dust offer this week was at 343236.58Kgs of which 26647.16kgs were sold (86.51%). Best C good category teas sold at irregular price levels in line with quality. Better Medium C medium dust sold around last levels with finer dust appreciating in line with competition. Plainer teas sold at firm prices.

BUYING PATTERN: - Major blenders were fairly active especially on finer dust. The up- country buyers too were active on good and better medium teas. Exporters to CIS C Russia continued to be active on the medium C plainer blacker sorts.

ORTHODOX DUST

DEMAND: - Good demand.

MARKET: - High grown primary sold at irregular levels with sale percentage being better than last week. Secondaries dust sold at firm prices.

BUYING PATTERN: - Internal C regional packers were fairly active with slight improvement in the offtake of primary dust grades. Exporters were choosy on the secondary dust.

Courtesy - J.Thomas & Co. Pvt. Ltd

TEA MARKETS AROUND THE WORLD

KOLKATA AUCTION

07TH JANUARY 2026 (SALE NO.01)

	2025	2024	DIFFERENCE
CTC	1,02,092	1,14,372	-12,280
ORTHODOX	69,927	53,922	16,005
DUST	37,436	37,854	-418

KOLKATA SALE CTC MARKET

MARKET REPORT:

Market opened to good demand. All sorts tending easier following quality.
Doors not seen as yet.

BUYING PATTERN:

HUL: Fair enquiry
WB: Selective
Other local/Internal : Operating
Exporters : Selective

KOLKATA SALE ORTHODOX MARKET

MARKET REPORT:

Market opened to good demand. Nominal quantity of clean black teas selling at irregular rates. Remainder Whole Leaf and Brokenes tending irregularly lower and seeing some withdrawals. Cleaner Secondaries and Fannings irregular around last levels. Browner stalkier Secondaries and Fannings tending lower.

BUYING PATTERN:

Middle East : Active
CIS: Good Support
HUL : Operating

KOLKATA SALE DUST MARKET

MARKET REPORT:

Market opened to good demand. Selected liquoring Assams selling well.
Remainer easier following quality, particularly browner and fibrous sorts

BUYING PATTERN:

HUL: Mainstay
Western India: Active
Local and Internal: Operating
TCPL: Very Selective

Courtesy -J Thomas & Company Private Limited

COCHIN AUCTION

29TH DECEMBER 2025 (SALE NO.53)

	2025 kgs
ORX DUST	8420
CTC DUST	653781
TOTAL	662201

COCHIN DUST

DEMAND: Overall strong enquiry.

MARKET: Popular marks and good liquoring sorts sold dearer by Rs.2/- to 4/- and at times more. Mediums and plainer types followed the upward trend of the market and appreciated in value substantially as the sale progressed.

BUYERS: AVT lent active support on liquoring sorts and good enquiry from Devgiri on SRD/SFD grades. HUL continued active operation on Medium and Plainer types. Fair demand from KSCSC and TCPL. Local bazaar operated on some popular marks. Exporters showed interest at lower levels.

Courtesy - J.T. COCHIN

TEA MARKETS AROUND THE WORLD

SILIGURI AUCTION

7th JANUARY 2026

	2025-2026	2024-2025	DIFFERENCE
CTC	160,270	153,679	6,591
PARTITION	-	-	-
GREEN	-	-	-
DUST	12,293	13,379	-1,086
TOTAL	172,563	167,058	5,505

CTC LEAF MARKET REPORT STAC OFFERINGS IN PACKAGES (SALE NO 2)

DEMAND / MARKET DETAILS: Market opened to good demand. Good and best firm around last. Medium and plainer sorts irregular following quality. BUYING PATTERN: Internal / Local Packteers: Mainstay . W.I: Operating. HUL/ TCPL / Duncans: Operating.

Courtesy - J. THOMAS & CO. PVT. LTD, SILIGURI

MALAWI AUCTION

07TH JANUARY 2026 (SALE NO.01)

There was less and selective interest for the 3000 packages on offer.

BP1 - Few on offer were well competed for and sold 2 to 7USC above valuation.

PF1/PD were 5USC below valuation where sold.

D1 - N/A.

PF1SC were neglected.

Secondaries fetched 4-7USC easier on last where sold.

Courtesy - TEA BROKERS CENTRAL AFRICA LIMITED

GUWAHATI AUCTION

01ST JANUARY 2026 (SALE NO.01)

Final Market Report

Market: CTC

There was good demand for the cleaner, better liquoring sorts at around last levels. Demand was fair for the remainder at easier rates following quality. Bottom of the market was firm.

Buying Pattern: CTC.

Western India, North India and other domestic destinations were the mainstay of the market. HUL lent fair support. There was very little export enquiry.

Market: DUST

The dust market witnessed a trend similar to the leaf segment.

Buying Pattern: DUST

There was fair enquiry from HUL, Western India, North India and other domestic destinations.

Courtesy - ASSOCIATED BROKERS PVT. LTD

TEA INDUSTRY PERFORMANCE IN 2025 & OUTLOOK FOR 2026





INDEX

	Page Nos.
1. Overview	1
2. Provisional Tea Industry Performance in Summary 2025	1
3. Colombo Auction Prices 2023 to 2025	2
4. World Auction Prices in USD 2015 to 2025	2
5. Quarter-wise Tea Industry Performance 2025	3-4
6. Sri Lanka Monthly Auction Price Movement 2019 to 2025 (SLR/USD)	5
7. Weekly Colombo Auction Averages 2022 to November 2025	5
8. Comparison of the Percentage Share of World Tea Production (2015 vs. 2024)	6
9. Comparison of the Percentage Share of World Tea Exports (2015 vs. 2024)	6
10. Sri Lanka Macro-Economic Update 2025	7-9
11. Prospects for the Year 2026	10-12



OVERVIEW

National Economy

- ❖ Sri Lankan economy demonstrated robust recovery from the 2022 financial crisis.
- ❖ GDP growth, lower inflation, declining unemployment, a manageable fiscal deficit and a significant current account surplus.
- ❖ Improved external inflows.
- ❖ Strong growth driven by industry, services and tourism.
- ❖ The US tariff issue which was listed as a challenge at the beginning of the year, turned out better than anticipated with the competitive advantage vis-à-vis exports from other origins.

Tea Industry

The tea industry entered the first half of 2025 facing numerous opportunities and challenges. A significant increase in tea production was observed during March and April 2025, which resulted in a proportionate increase in Plainer quality teas commencing in the latter part of March. This phenomenon coincided with a stronger-than-anticipated Sri Lankan Rupee, exerting downward pressure on auction prices compared to the same period in 2024.

From a global perspective, the African Region entered the year with approximately 150 M/Kgs of unsold teas, primarily of plainer to poor quality following the introduction of a minimum price. Combined with Sri Lanka's production patterns, this has led to a global surplus of average to plain quality teas, further intensifying price pressures.

Kenya experienced a production decline of around 20% during the first quarter, resulting in reduced availability of brighter teas. Ceylon's Western Quality Season was also relatively short, contributing to a limited supply of good quality teas.

From June to the latter part of the year, a steady increase of prices was witnessed despite promise shown in the early part of the year in terms of increased production where fairly similar levels of crop intake was witnessed thereby resulting in the upward movement of tea prices, particularly for the Fair Average Quality teas, whilst the best teas continued to attract a premium. Demand, however, on the teas in the mid-range category remained firm or somewhat un-even.

Provisional Tea Industry Performance in Summary 2025



Production – An increase of 0.42-0.50 M/Kgs (approximately 0.16%) year-on-year. Once the December production data is compiled, we estimate annual tea production to be around 262.5 M/Kgs.



Tea exports volume – Increase by approximately 10 to 15 M/Kgs (5% to 6%) year-on-year.



Tea export earnings are likely to show a gain of Rs. 15 to 20 billion - (5% increase) year-on year.

ACTUAL:



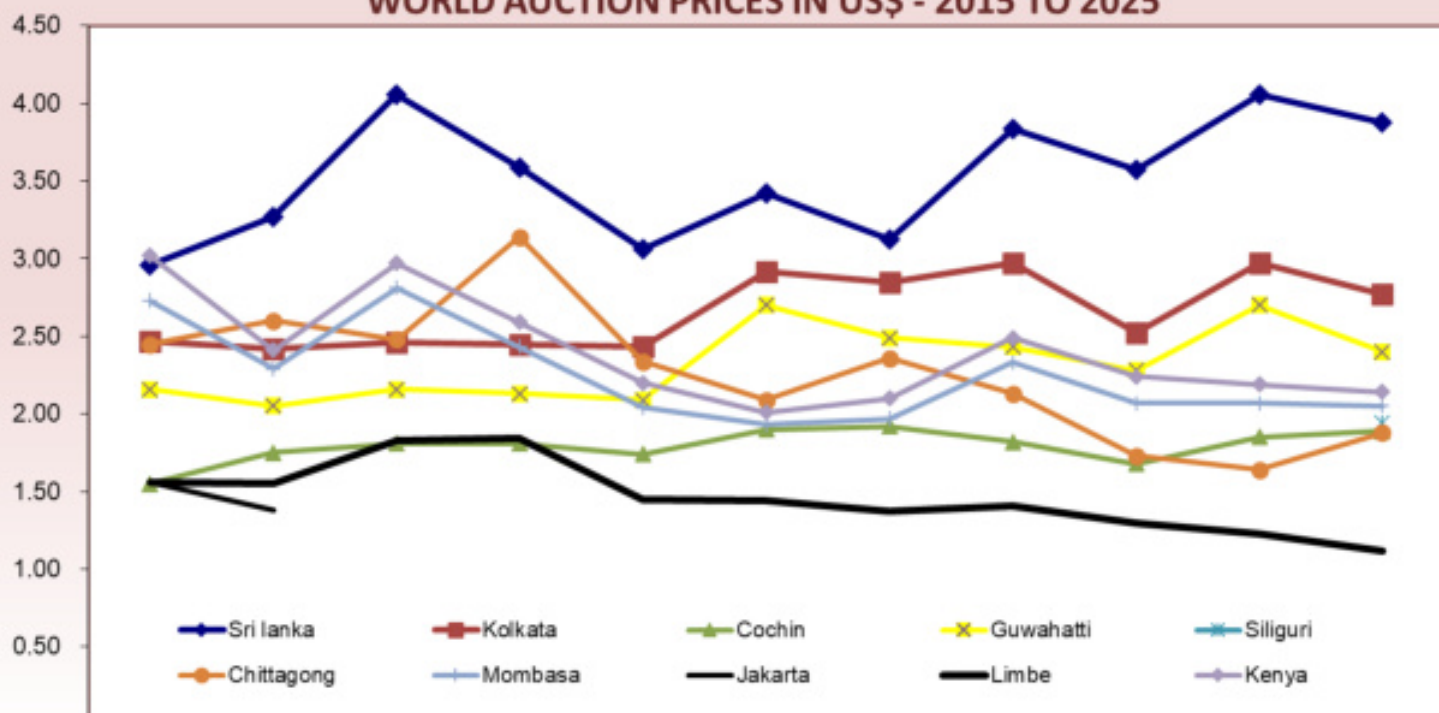
Auction averages/prices – The overall average price across all elevations decreased from Rs. 1,225.17 (USD 4.06) in 2024 to Rs. 1,167.72 (USD 3.88) in 2025, showing an overall decline of Rs. 57.45 and USD 0.18.

Elevation	2024		2025		2025-2024 Variance	
	Rs.	USD	Rs.	USD	Rs.	USD
High	1,141.63	3.78	1,100.86	3.66	-40.77	-0.12
Medium	1,064.48	3.52	1,025.82	3.41	-38.66	-0.11
Low	1,304.38	4.32	1,235.26	4.10	-69.12	-0.21
Total	1,225.17	4.06	1,167.72	3.88	-57.45	-0.18

COLOMBO AUCTION PRICES - 2023 TO 2025

	Jan to Dec 2025		Jan to Dec 2024		VARIANCE 2025 - 2024		Jan to Dec 2024		Jan to Dec 2023		VARIANCE 2024 - 2023	
	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD	SLR	USD
High Grown (Summary)	1100.86	3.66	1141.63	3.78	-40.77	-0.12	1141.63	3.78	1072.48	3.28	69.15	0.50
Medium Grown (Summary)	1025.82	3.41	1064.48	3.52	-38.66	-0.11	1064.48	3.52	1012.35	3.10	52.13	0.42
Low Grown (Summary)	1235.26	4.10	1304.38	4.32	-69.12	-0.21	1304.38	4.32	1252.15	3.83	52.23	0.48
TOTAL	1167.72	3.88	1225.17	4.06	-57.45	-0.18	1225.17	4.06	1171.29	3.59	53.88	0.47
USD Conversion	300.94		302.11				302.11		326.63			

WORLD AUCTION PRICES IN US\$ - 2015 TO 2025



	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025-NOV
Sri Lanka	2.96	3.27	4.05	3.59	3.06	3.42	3.13	3.83	3.58	4.06	3.88
Kolkata	2.47	2.42	2.46	2.45	2.43	2.92	2.85	2.97	2.52	2.97	2.77
Cochin	1.55	1.75	1.81	1.81	1.74	1.90	1.92	1.82	1.68	1.85	1.89
Guwahatti	2.16	2.05	2.16	2.13	2.09	2.70	2.49	2.43	2.28	2.70	2.40
Siliguri											1.94
Chittagong	2.45	2.60	2.48	3.14	2.34	2.09	2.36	2.13	1.73	1.64	1.88
Mombasa	2.73	2.29	2.81	2.43	2.04	1.93	1.97	2.33	2.07	2.07	2.05
Jakarta	1.56	1.38									
Limbe	1.56	1.55	1.83	1.84	1.45	1.44	1.37	1.41	1.30	1.23	1.12
Kenya	3.02	2.41	2.97	2.59	2.20	2.01	2.10	2.49	2.24	2.19	2.14

QUARTER-WISE TEA INDUSTRY PERFORMANCE – 2025

QUARTER 01

Q1	Production - Kg			Auction Price – Rs/US\$			Export Revenue – Rs/US\$			FOB Price – Rs/US\$		
	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance
	58.47 M	61.78 M	↑ 3.31	1286.99 4.14	1179.32 4.01	↓ (107.67) (0.13)	110.91 B 354.19 M	109.90 B 370.93 M	↓ (-1.01) ↑ 16.74	1779.43 5.68	1738.80 5.87	↓ (40.63) ↑ 0.19

Production

Q1 production for the year 2025 saw an increase of 3.31 M/Kgs with production for January-March 2025 recorded at 61.78 M/Kgs vis-à-vis 58.47 M/Kgs recorded for January-March 2024.

Auction Averages

National Sale Averages for the period stood at Rs. 1,179.32, a decline of Rs. 107.67 vis-à-vis Rs. 1,286.99 recorded for the corresponding period of 2024.

Exports

USD value on Export earnings increased by USD 16.74 Mn, with export earnings recorded at USD 370.93 Mn vis-à-vis USD 354.19 Mn earned in the previous year, despite a marginal decline of LKR 1.01 Bn in January-March 2025.

FOB Value

For the first quarter of the year, FOB value stood at Rs. 1,738.80, a decline of Rs. 40.63 vis-à-vis Rs. 1,779.43 recorded for the period January-March 2024. USD Value, however, gained by USD 0.19 with the FOB value at USD 5.87 vis-à-vis USD 5.68 for the corresponding period

QUARTER 02

Q2	Production - Kg			Auction Price – Rs/US\$			Export Revenue – Rs/US\$			FOB Price – Rs/US\$		
	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance
	69.48 M	73.96 M	↑ 4.48	1243.53 4.13	1139.55 3.81	↓ (103.98) (0.32)	100.04 B 332.19 M	111.39 B 372.46 M	↑ 11.35 ↑ 40.27	1761.84 5.85	1758.52 5.88	↓ (3.32) ↑ 0.03

JAN - JUN

PRODUCTION - Kg			AUCTION PRICE Rs.			REVENUE - Rs.			FOB PRICE - Rs.		
FY 2024	FY 2025	VARIANCE	FY 2024	FY 2025	VARIANCE	FY 2024	FY 2025	VARIANCE	FY 2024	FY 2025	VARIANCE
127.96 Million	135.76 Million	↑ 7.80	1265.67 US\$ 4.12	1158.54 3.89	↓ (107.13) (0.23)	210.95 Billion US\$ 687.03 Million	221.29 Billion 743.14 Million	↑ 10.34 ↑ 56.11	1,771.05 US\$ 5.77	1,745.10 5.86	↓ (25.95) ↑ 0.09

Production

Total production recorded an increase of 4.48 M/Kgs with production for the period at 73.96 m/Kgs vis-à-vis 69.48 M/Kgs during April-June 2024.

Auction Averages

Auction Average for Q2 was recorded at Rs. 1,139.55, a decline of Rs. 103.98 against the corresponding year's Rs. 1,243.53 recorded in the same period.

Exports:

Earnings on Export saw an increase for the period April-June 2025, of Rs. 11.35 Bn, whilst USD earnings improved by USD 40.27 Mn vis-à-vis USD 332.19 Mn recorded in Q2 of the year 2024.

FOB Value

FOB value for Q2 was recorded at Rs. 1,758.52, a decline of Rs. 3.32 vis-à-vis Rs. 1,761.84 recorded for the period April-June 2024. USD Value increased by USD 0.03 with the FOB value for Q2 2025 recorded at USD 5.88 vis-à-vis USD 5.85 in the corresponding period of the year 2024.

QUARTER 03

Q3	Production - Kg			Auction Price - Rs/US\$			Export Revenue - Rs/US\$			FOB Price - Rs/US\$		
	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance
	68.92 M	63.35 M	↓ (5.57)	1207.94 4.00	1164.21 3.87	↓ (43.73) (0.13)	112.38 B 372.28 M	126.66 B 419.97 M	↑ 14.28 47.69	1776.85 5.89	1771.05 5.87	↓ (5.80) (0.02)

JAN - SEP	PRODUCTION - Kg			AUCTION PRICE Rs.			EXPORT REVENUE- Rs.			FOB PRICE - Rs.		
	FY 2024	FY 2025	VARIANCE	FY 2024	FY 2025	VARIANCE	FY 2024	FY 2025	VARIANCE	FY 2024	FY 2025	VARIANCE
	196.87 Million	199.19 Million	↑ 2.32	1245.66 US\$ 4.10	1160.56 3.87	↓ (85.10) (0.23)	323.33 Billion US\$ 1058.99 Million	347.95 Billion 1163.50 Million	↑ 24.62 104.51	1,773.06 US\$ 5.81	1,754.46 5.87	↓ (18.60) 0.06

Production

Q3 production for the year 2025 saw a decrease of 5.57 M/Kgs with production for June-September 2025 recorded at 63.35 M/Kgs vis-à-vis 68.92 M/Kgs recorded for June-September 2024.

Auction Averages

Auction Average for Q3 was recorded at Rs. 1,164.20, a decline of Rs. 43.73 against the corresponding year's Rs. 1,207.94 recorded in the same period.

Exports:

Earnings on Export saw an increase for the period June-September 2025 of Rs. 14.28 Bn, whilst USD earnings improved by USD 47.69 Mn vis-à-vis USD 372.28 Mn recorded in Q2 of the year 2024.

FOB Value

FOB value for Q3 was recorded at Rs. 1,771.05, a decline of Rs. 5.80 vis-à-vis Rs. 1,776.85 recorded for the period in June-September 2024. USD Value decreased by USD 0.02 with the FOB value for Q3 2025 recorded at USD 5.87 vis-a-vis USD 5.89 in the corresponding period of the year 2024.

QUARTER 04 (Oct - Nov)

Q4	Production - Kg			Auction Price - Rs/US\$			Export Revenue - Rs/US\$			FOB Price - Rs/US\$		
	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance	FY 2024	FY 2025	Variance
	44.01 M	43.48 M	↓ (0.53)	1156.87 3.95	1187.89 3.90	↑ 31.02 (0.05)	71.76 B 244.97 M	72.60 B 238.18 M	↑ 0.84 ↓ (6.79)	1755.97 6.00	1760.24 5.78	↑ 4.27 ↓ (0.22)

Production

Production for Q4 (upto November 2025) recorded 44.01 M/Kgs, a decrease of 0.53 M/Kgs vis-à-vis 43.48 M/Kgs recorded for the corresponding period of 2024.

Auction Averages

Q4 Average of 2025 saw a positive variance of Rs. 31.02, with the total average at Rs. 1,187.89 against the previous year's Rs. 1,156, whilst in USD terms saw a decline of USD 0.05 against the previous year.

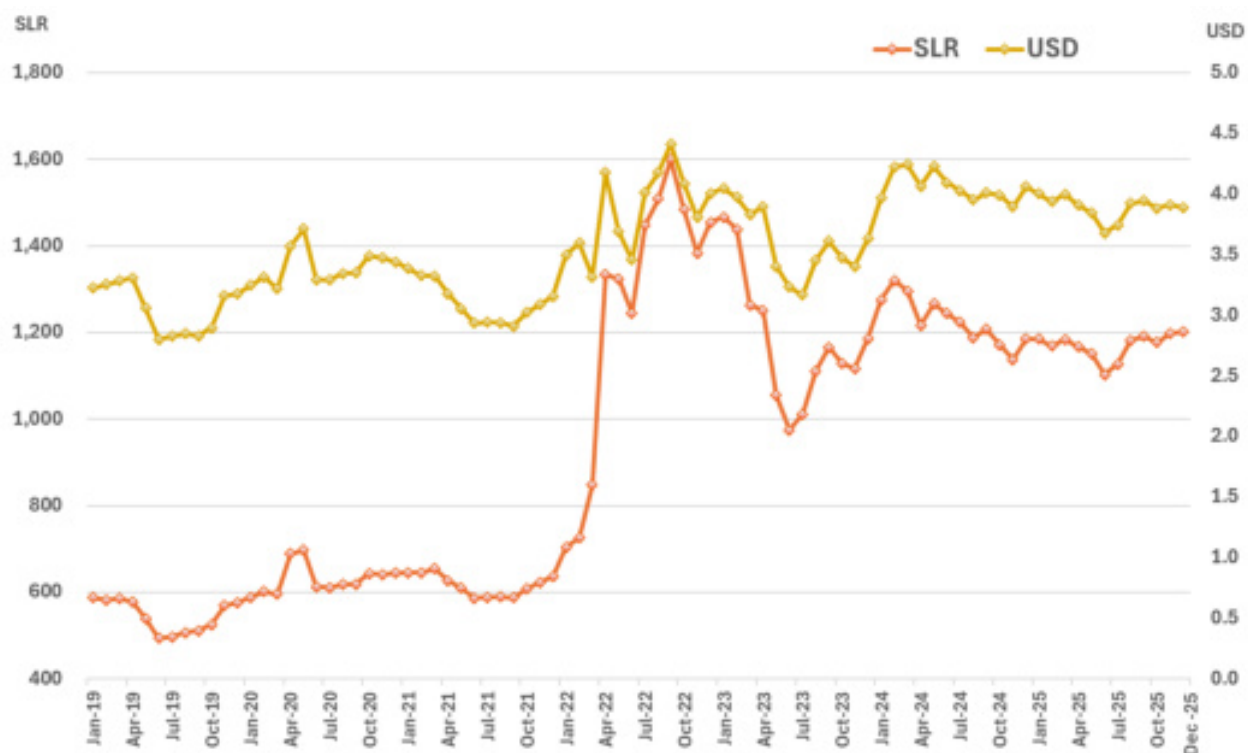
Exports:

Revenue recorded for Q4 stood at Rs. 72.60 Bn, witnessing an increase of Rs. 0.84 Bn against the 2024 Q4 figure of Rs. 71.76 Bn. USD earnings for the same period recorded a decline of USD 6.79 Mn.

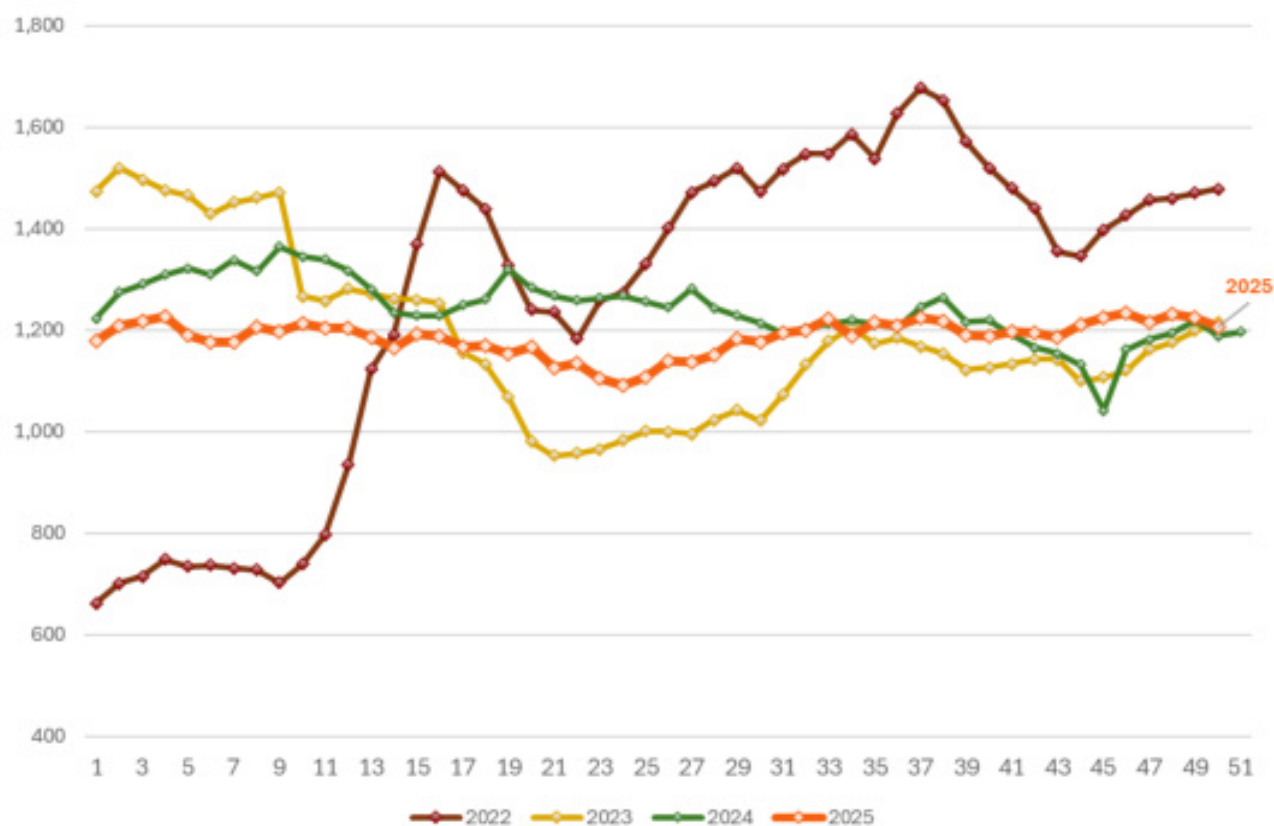
FOB Value

Increase of Rs. 4.27 for the period September-November 2025 was recorded with the FOB value recorded at Rs. 1,760.24 (USD 5.78) vis-à-vis Rs. 1,755.97 (USD 6.00) in the year 2024 for Q4.

SRI LANKA MONTHLY AUCTION PRICE MOVEMENT: 2019 TO DEC 2025 SLR/USD

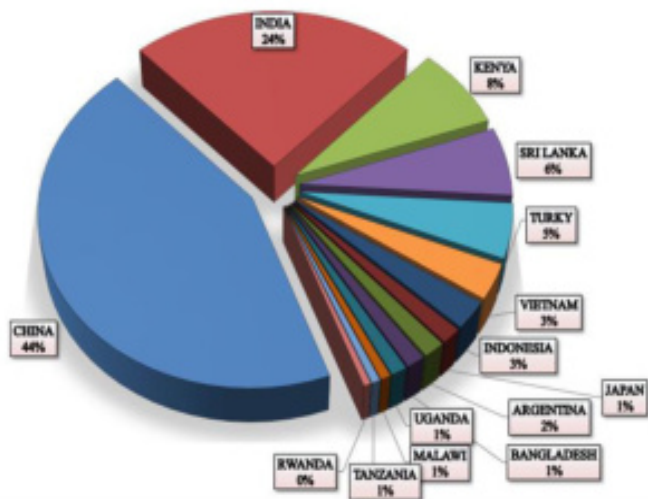


WEEKLY COLOMBO AUCTION AVERAGES :2022 TO DECEMBER 2025

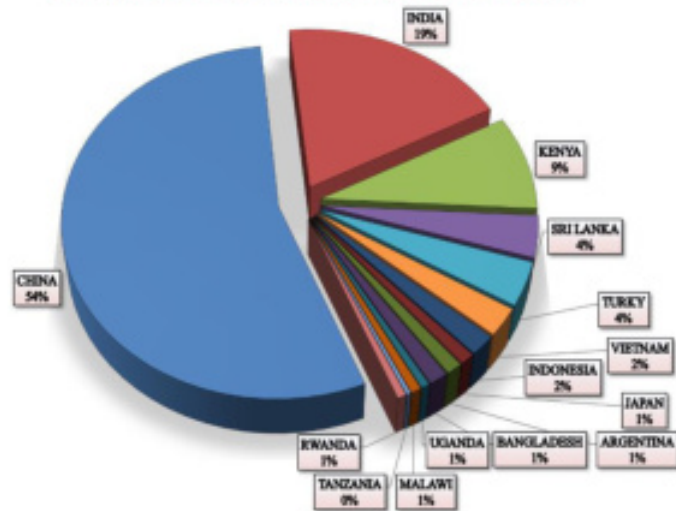


COMPARISON OF THE PERCENTAGE SHARE OF WORLD TEA PRODUCTION (2015 VS. 2024)

PERCENTAGE SHARE OF WORLD PRODUCTION OF TEA - 2015

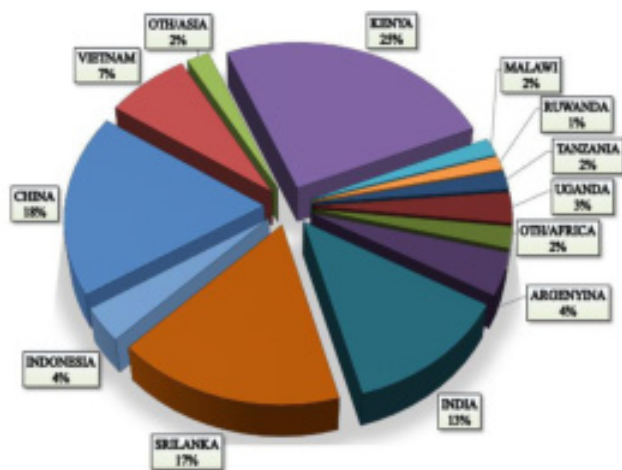


PERCENTAGE SHARE OF WORLD PRODUCTION OF TEA - 2024

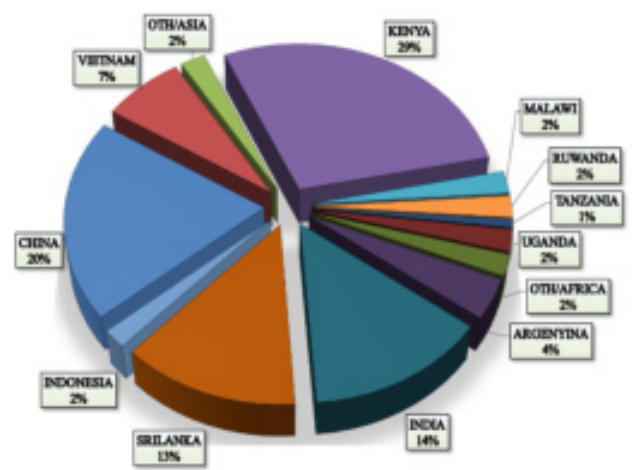


COMPARISON OF THE PERCENTAGE SHARE OF WORLD TEA EXPORTS (2015 VS. 2024)

WORLD EXPORTS OF TEA - 2015



WORLD EXPORTS OF TEA - 2024



SRI LANKA MACRO-ECONOMIC UPDATE 2025

The Sri Lankan economy demonstrated a robust recovery from the 2022 financial crisis, characterised by strong GDP growth, low inflation, declining unemployment, a manageable fiscal deficit and a significant current account surplus. This progress was supported by structural reforms under the IMF's Extended Fund Facility, debt restructuring agreements, and improved external inflows. Key indicators reflect a stabilising economy, with growth driven by industry, services and tourism. The US tariff issue which was listed as a challenge at the beginning of the year turned out to be somewhat of a blessing with many of our competitor exporters to the USA being similar or worse off than us. However, one of the biggest challenges faced by the country in 2025 was the disaster resulting from cyclone Ditwah. The cyclone which struck the country in the last week of November has resulted in severe damage to the infrastructure and the economic impact on the country has not been fully established or documented at the time of writing this report. Judging by the supplementary budget estimate of Rs. 500 billion passed in Parliament and the possibility of another Rs. 500 billion being required, this effectively wipes out most of the reserves generated with great cost to tax payers over the past 3 years.

Tabulated below are Key Economic Indicators published as at the time of reporting

Indicator	Beginning of 2025		End of 2025	
Gross Domestic Product (LKR. Trillion)	12.4	2024	9.68	September 2025
Total Reserves (USD Billions)	11.2	31 Dec 2024	11.6	30 Sep 2025
Gross Official Reserves (USD Billions)	6.1	31 Dec 2024	6.2	30 Sep 2025
National Debt (LKR Trillions)	28.7	31 Dec 2024	29.6	30 Jun 2025
AWPLR	8.82	End of Dec 2024	8.94	26 Dec 2025
AWDR	7.53	Month of Dec 2024	6.79	Month of Oct 2025
NCPI based inflation	(0.2%)	Month of Dec 2024	2.7%	October 2025
Government Tax Income (LKR. Trillion)	3.7	Jan - Dec 2024	4.0	Jan - Oct 2025

Source -Department of Census and Statistics/Central Bank of Sri Lanka

Economic Growth

Sri Lanka achieved a near stable 5% growth in the Gross Domestic Product (GDP) throughout the year. The contribution to achieve this growth made by the increase in taxes is noteworthy. However, the ability to continue this growth momentum throughout 2026 and beyond is uncertain given the slowdown in vehicle imports and related customs duty collections already and the uncertainty over increasing the income tax collections. The benefit with the implementation of VAT on the tea industry as well as all other export industries with the removal of the SVAT scheme would also begin to wear off with refunds having to be made to the exporters within the 45-day window.

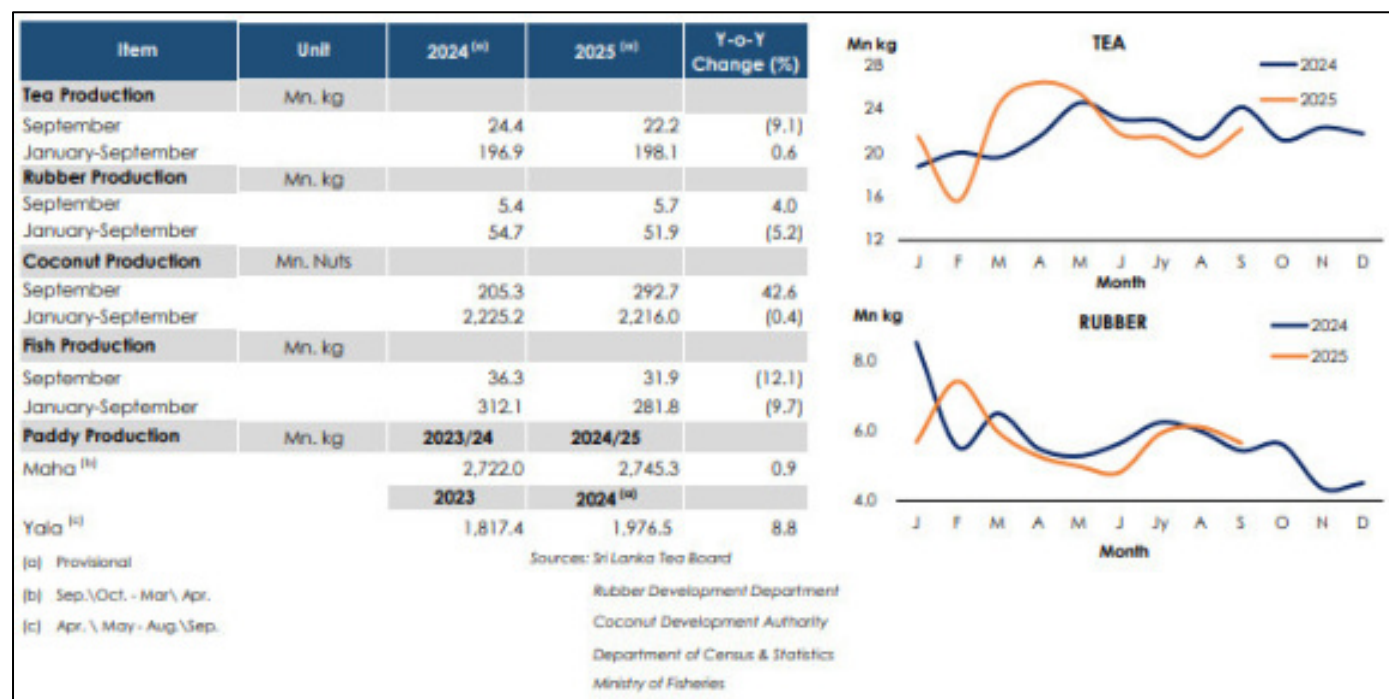
Tabulated below are the historic and quarterly growth figures

	Annual				2024 - H2		2025 Quarterly		
	2021	2022	2023	2024	Q3 - 2024	Q4 - 2024	Q1 - 2025	Q2 - 2025	Q3 - 2025
Agriculture	2.5	(4.6)	2.6	1.2	3.0	(2.2)	(0.7)	2.0	3.6
Industry	5.6	(16.0)	(9.2)	11.0	10.8	13.1	9.7	5.8	8.1
Services	3.3	(2.0)	(0.2)	2.4	2.6	2.5	2.8	3.9	3.5
Taxes less subsidies on products	(5.2)	(27.1)	2.8	10.6	13.3	15.7	8.3	13.5	13.9
Total	3.3	(7.8)	(2.3)	5.0	5.5	5.4	4.8	4.9	5.4

Source -Department of Census and Statistics/Central Bank of Sri Lanka

Agriculture Sector Performance

The sector commenced the year on a poor note with a YoY contraction in the 1st quarter. However, the other 2 quarters where results have been published showed sufficient recovery. Q4 could be predicted to be badly impacted given the flood damage to crops, prawn and fisheries industries in November. Analysing Agricultural Production up to September 2025, it is observed that YOY Tea and Paddy production has increased, however Rubber, coconut and fish production has declined compared to the last.



Interest Rates

Interest rates were stable in 2025 and not much of a change to 2024. The downward trend initially was positive on the borrowing side. However, the impact from the aforementioned cyclone Ditwah could be seen in the latest published AWPLR figure.

	2025	Year Ago	% Change
91-day Treasury bill rate - % (26th Dec)	7.55	8.69	-13.1%
AWPLR (26th Dec)	8.94	8.82	1.3%
AWDR (Oct)	6.79	7.61	-10%

Source - Central Bank of Sri Lanka

Exchange Rates

The Sri Lanka Rupee (LKR) was stable during the 1st half of the year. A gradual devaluation was seen from mid Q3 and ended the year depreciated against all major currencies and most tea importing currencies excluding the Turkish Lira. From the tea industry point of view where an estimated 90% of the production is exported, we could see this as a positive development although the impact on general cost of living would be felt by the broader population.

Currency	31st December 2024	29th December 2025	% Appreciation /(Depreciation)
USD	292.5833	309.7101	5.8%
Euro	304.5646	364.7766	19.7%
Sterling Pound	367.3822	418.2325	13.8%
Russian Rouble	2.6478	4.0102	51.4%
Iranian Riyal	0.0070	0.0074	5.7%
Turkish Lira	8.2899	7.1805	-13.3%
Ukraine Hryvnia	6.95	7.2911	4.9%
Japanese Yen	1.8702	1.9795	5.8%
Chinese Yuan (Renminbi)	40.0928	44.1541	10.1%
Saudi Riyal	77.9079	82.5717	5.9%

Source - Central Bank of Sri Lanka Weighted average Rates/ [Oanda.com](https://www.oanda.com)

PROSPECTS FOR THE YEAR 2026: A VISION OF RESILIENCE

The year 2026 emerges as a period of significant hope and expectation, both for the tea industry and the nation at large, following the unprecedented disruptions caused by Cyclone Ditwah in late 2025. While the storm inflicted severe damage on the High and Mid Grown sectors impacting infrastructure and worker engagement, the industry has demonstrated its characteristic resilience. Efficient evacuation and rapid restoration of logistical aspects are already underway, ensuring that the backbone of the Ceylon Tea supply chain remains operational.

The tea sector continues to serve as a stabilising force for the national economy, fueled by a unique combination of fertile land and a dedicated workforce. Despite past challenges, this sector remains the primary vehicle for projecting Sri Lanka's 'goodwill' to the global market through its superior tea supply.

Global Supply and Demand

In analysing global tea production statistics, it is evident that the African Region which continued to record steady increases in production over the past several years, shows a year-on-year deficit of approximately 40 M/Kgs (2024 vs. 2025).

Other notable declines year-on-year would be from Bangladesh and Malawi, whilst Sri Lanka and India are likely to record marginal increases.


Based on tea production statistics available up to October/November 2025, show a global deficit of around 45 M/Kgs year-on-year. It would be relevant to note that this shortfall comprises of mainly teas of CTC origin and therefore, would have a minimal impact on the Sri Lankan tea industry.

Expectations of Sri Lanka's tea crop recording a 280 M/Kgs in 2025 failed to be a reality, primarily following unfavourable weather conditions and is most likely to end the year around the 262/263 M/Kgs in keeping with tea production in the year 2024.

As you would observe from statistics set out below, Sri Lankan tea production was well in excess of 300 M/Kgs for 2 decades prior to 2020.

Sri Lanka Tea Production – 10-Year Average

2000-2009



	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	AVG
HIGH	83,488,933	75,117,250	86,987,038	81,597,786	74,557,535	80,359,246	74,720,434	72,524,834	84,407,202	72,963,048	78,672,331
MED	56,208,061	53,775,032	53,879,002	53,965,991	49,666,072	55,053,964	51,515,989	54,417,518	49,013,458	44,844,250	52,233,934
LOW	166,146,767	166,200,967	169,165,907	167,665,148	183,865,446	181,782,539	184,585,372	177,670,913	185,276,803	173,324,695	175,568,456
TOTAL	305,843,761	295,093,249	310,031,947	303,228,925	308,089,053	317,195,749	310,821,795	304,613,265	318,697,463	291,131,993	306,474,720

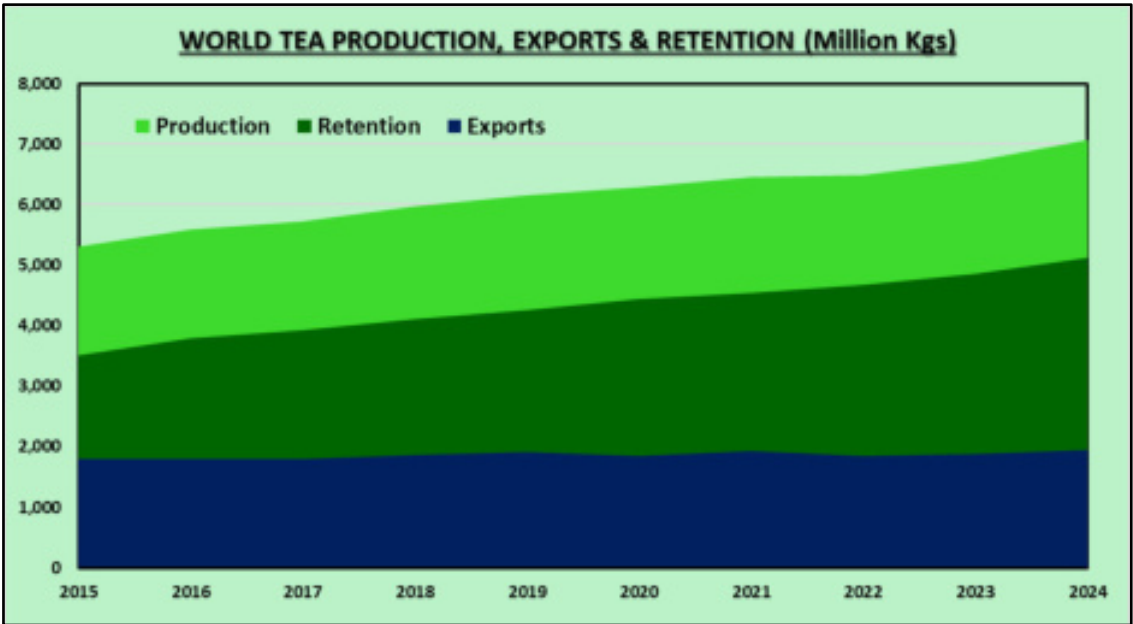
2010-2019

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	AVG
HIGH	79,128,872	78,219,788	73,642,587	75,776,810	78,874,198	75,426,285	64,424,744	64,643,599	64,969,945	63,046,708	71,815,354
MED	56,130,563	52,590,795	52,633,129	56,127,362	49,205,262	50,965,837	44,510,199	45,654,593	47,130,979	47,172,071	50,212,079
LOW	196,166,853	196,721,320	202,121,318	208,122,315	209,952,124	202,378,944	183,638,643	197,421,617	191,843,310	189,901,893	197,826,834
TOTAL	331,426,287	327,531,903	328,397,034	340,026,487	338,031,582	328,771,065	292,573,587	307,719,805	303,944,235	300,120,670	319,854,265

2020-2024

	2020	2021	2022	2023	2024						AVG
HIGH	62,242,494	65,326,570	56,953,328	58,639,861	55,702,004						59,772,851
MED	46,732,256	50,985,716	39,723,385	42,337,895	47,379,165						45,431,683
LOW	169,877,014	183,176,134	155,162,283	155,110,890	159,612,660						164,587,796
TOTAL	278,851,765	299,488,420	251,838,996	256,088,646	262,693,829						269,792,331

Amidst this declining trend in production of Ceylon Tea, global tea production interestingly, recorded a 1 B/Kgs increase in a 5-year period ending 2024. As you would observe from the graph below, a greater percentage of the production has been absorbed by the producer countries itself. Thereby, teas available for exports from producer countries have more or less remained flat.



As a prime supplier of Orthodox tea to the world market, the lack of availability in recent times has driven prices well above other origins and to some extent making Ceylon Tea expensive and uncompetitive. Capitalising on this shortfall producer countries in the African Region, in particular, in recent times are making significant inroads in converting their CTC factories into an Orthodox tea manufacturing process.

The important question and the unknown factor would be whether Ceylon Tea will lose its price premium hitherto enjoyed over other origins over a period of time.

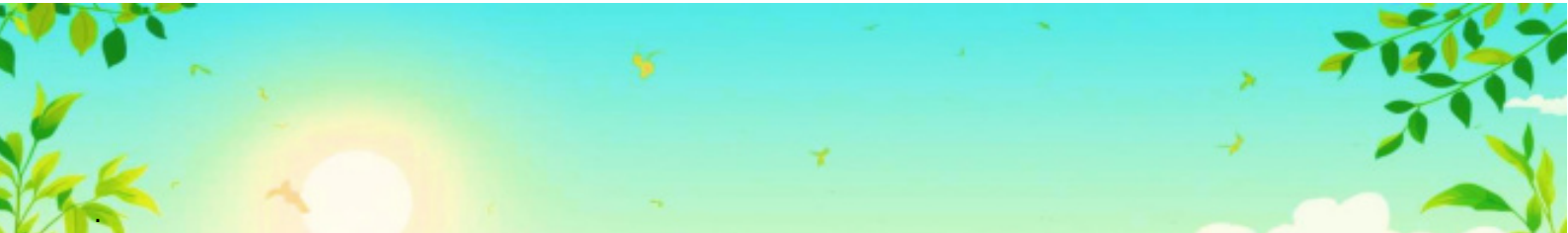
In order to mitigate any adverse consequences, it’s important that the industry sets out clear directions and guidelines in improving the overall quality of Ceylon Tea both in terms of qualitative and purity aspects re-establishing Ceylon Tea as a premium product and equally importantly, as the cleanest tea in the world.

Innovation and Modern Consumption Trends

Sri Lanka is strategically positioned to lead the premium extraction market, leveraging unique aromatic profiles that competitors cannot replicate. Rising demand for **‘Cold Extraction’** technology – which preserves delicate floral notes – is a key trend for 2026.

The Bubble Tea Surge: Global franchises are increasingly adopting Ceylon Tea as a ‘premium’ base, utilising its heritage as a marketing tool to distinguish their products from generic alternatives in a market projected to grow significantly through 2026.

From a Sri Lankan perspective, as a prime supplier of Orthodox tea and considering the short supply situation over a period of time and the overall improvement in the quality of teas from the Western Slopes experiencing its traditional quality season, is likely to experience a buoyant market in January/March 2026.



On a cautiously optimistic note, we do not expect a dramatic change in tea prices until around mid-2026, whilst we could expect a correction based on improvement in the supply position which is likely to emerge commencing April-May 2026.

Other factors for due consideration would be the likely weakening of the Sri Lankan Rupee having a positive impact on rupee tea prices and a steady continuation of tea purchases by Iran for 'Tea for Oil' barter agreement.

Amidst a positive outlook for tea prices from a sustainability perspective, the industry continues to be challenged with 'climate change,' labour shortages, escalating costs and low productivity, which would continue to undermine the competitiveness due to the higher average production cost compared to other larger producer/exporter countries. In our view, the industry as a matter of urgency needs to adopt and mitigate the adverse effects of 'climate change.' Rehabilitating and improving the water retention capacity of the soil should be a priority followed by a systematic in-filling programme carried out in the short term. In the medium term, a structured re-planting programme should be pursued in a manner in which a high degree of mechanisation can be achieved in agricultural practices, particularly the harvesting function. Therefore, the global competitiveness of 'Ceylon Tea' in the short to medium term will depend on how quickly the industry addresses these vital issues.

As we have reiterated in our previous reports and in summary, whilst economic challenges and weather uncertainties could impact the overall market dynamics, differentiation would be a key factor for the future of Ceylon Tea. The industry needs to capitalise on the strengths whilst continuing to be a global leader in a premium and sustainable tea.

Compiled by Forbes & Walker

(E & OE)

