

SALE NO: 01 - 05TH/06TH JANUARY 2016



**TEA MARKET REPORT
JOHN KEELLS PLC**

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COMMENTS

At the beginning of another year, our thoughts turn gratefully to all who made our progress possible. It is in this spirit that we at John Keells PLC wish all our readers a Happy New Year and all the best for 2016.

We are hopeful that 2016 will be an important year in our quest to enhance quality, productivity and sustainability of the Plantation Industry. Sri Lanka has had a rough time with tea prices falling well below production costs and seemingly out of sync with her past performances. The key markets such as Russia, Turkey, Iran, Egypt and Syria are yet in turmoil and going through a bad patch both politically and economically. There seems to be little or no respite in these markets, suggesting that it would be prudent to look to new markets and destination for Sri Lanka's exclusive range of orthodox teas.

Even though crop figures indicate a good year for tea production in 2015, the lack of predictability of monthly distribution had somewhat oscillating price structure during the year. This unpredictability, we believe, will be a key determinant throughout 2016 as the Western Quality Season sets in during the first quarter.

The first auction for the year comprising of 6.1 Mkgs met with good general demand. Ex-estate offerings comprised of 0.99 Mkgs met with enhanced demand for well-made teas. Best Western High Grown BOPs were dearer following quality, whilst the BOPFs too showed a similar trend. Nuwara Eliya BOPs were

There was good demand for the 2.7 Mkgs of Low Grown, after an absence of a tea auction of one week, due to the customary holiday period. In the Leafy category, Select best OP1s appreciated Rs.10/- to Rs.20/-, the balance remained firm. BOP1s moved up Rs.10/-. OPs maintained, whilst the OPAs shed Rs.10/- to Rs.20/-. Pekoes maintained, however the Pekoe1s eased Rs.10/- to Rs.20/-. In the Small leaf segment, Select best BOP/BOP.SP.s were lower by Rs.5/- to Rs.10/-. FBOPs declined Rs.10/- to Rs.15/-. FBOPF1s maintained. Select best Tippy varieties advanced, others were mainly firm.

There was good demand from the Russian buyers, whilst the Iranian and the other Middle Eastern Markets were fairly active.





Select best BOPs were substantially dearer following special inquiry, the below best and plainer sorts were dearer by Rs.10/- to Rs.20/-. Select best BOPFs gained Rs.10/- to Rs.20/- and more as the sale progressed, the below best and plainer varieties too were fully firm to dearer by Rs.5/- to Rs.10/-. Medium BOPs were irregularly dearer, whilst the BOPFs were dearer by Rs.5/- to Rs.10/-.

BOPs were irregularly dearer following quality, whilst the BOPFs too were substantially dearer on selected invoices following quality.

BOPs were firm, whilst the BOPFs were dearer by Rs.10/- to Rs.15/-. Uda Pussellawa BOPs were irregular following quality, whilst the BOPFs were firm to Rs.5/- to Rs.10/- dearer.

Select best Low Grown PF1s gained by Rs.20/- to Rs.30/- and more, whilst the BP1s were firm. High & Medium Grown PF1s were irregular following quality, whilst the corresponding BP1s were irregular.

Fair demand, however at lower levels. Select best OP1s appreciated Rs.10/- to Rs.20/-, whilst the balance were firm. Select best BOP1s gained Rs.10/- on average, best types along with below best varieties maintained last levels, poorer sorts were irregularly lower. Select best OPs were firm, whilst best types along with below best types were irregularly lower by Rs.5/- to Rs.10/-, poorer sorts appreciated Rs.5/- to Rs.10/-. Select best OPAs shed Rs.10/- to Rs.20/-, the balance too were lower by Rs.5/- to Rs.10/- and more following quality, poorer sorts gained Rs.5/- to Rs.10/-. Select best Pekoes were steady, bold Pekoe varieties were barely steady, flaky types were firm on last levels. Select best Pekoe1s along with other shotty Pekoe1s declined Rs.20/- to Rs.30/-, below best and poorer sorts were irregularly lower by Rs.5/- to Rs.10/-. Select best and best BOP/BOPSPs were irregularly lower to last by Rs.5/- to Rs.10/-, below best and poorer sorts declined by a similar margin. Select best and best FBOPs declined Rs.10/- to Rs.15/-, whilst others were barely steady. A few select FBOPF1s maintained last levels following quality, whilst the balance were irregularly lower Rs.5/- to Rs.10/-, below best and poorer sorts declined Rs.10/- to Rs.15/- and more at times. Select best Tippy varieties were lower to last, whilst the others were firm to dearer following quality.

Select best and best liquoring Fngs1s declined Rs.10/- to Rs.15/-, whilst below best and poorer sorts maintained last levels. Select best BMs were firm, whilst below best and poorer sorts appreciated Rs.5/-. All BPs were dearer by Rs.10/- to Rs.15/-. Select best BOP1As were lower by Rs.15/- to Rs.20/- and more at times, however Best BOP1As were firm to dearer by Rs.5/-. Below best and poorer sorts were mainly firm on last but lower at times following quality.

The 1st sale of the year started off with irregular demand with the High Grown Dust/Dust1s declining by Rs.10/- to Rs.15/- or more at times based on varieties in quality. The main reason being exporters showing very selective interest. Low Grown CTCs however continued to maintain at last levels, whilst the High & Medium CTCs increased by Rs.15/- to Rs.20/- on average due to increase demand from the local market. Low Grown Dust/Dust1s also continued in the same trend, where price levels remained firm to last, otherwise appreciated by Rs.15/- to Rs.20/- particularly on the Select best type category.

Average buying rate for the following currencies quoted by commercial banks for TT's

USD : 142.08

GBP : 208.26

EURO : 152.77

	BOP	BOPF
Good Westerns	450 - 540	460 - 520
Average Westerns	410 - 440	410 - 450
Plainer Westerns	390 - 400	350 - 400
Western Mediums	355 - 570	340 - 480
Uva Teas	320 - 420	310 - 490
Nuwara Eliya Teas	325 - 450	310 - 440
Udapussellawa Teas	320 - 425	360 - 435
CTC (BP1 and PF1)	310 - 420	310 - 480

	Select Best	Best	Below Best	Others
<u>LIQUORING</u>				
DUST-1	490.00-760.00	470.00-490.00	410.00-460.00	310.00-380.00
<u>OFF GRADES -</u>				
FGS1	380.00-430.00	360.00-370.00	330.00-340.00	300.00-305.00
FGS	320.00-410.00	280.00-290.00	250.00-260.00	230.00-240.00
<u>LOW GROWNS</u>				
FBOP	540.00-560.00	450.00-480.00	380.00-430.00	360.00-390.00
BOP1	540.00-620.00	510.00-530.00	480.00-500.00	360.00-430.00
BOP	500.00-540.00	440.00-470.00	370.00-420.00	340.00-370.00
BOP.SP	500.00-510.00	440.00-470.00	370.00-420.00	330.00-340.00
BOPF	470.00-500.00	410.00-440.00	350.00-390.00	330.00-340.00
FBOPF/FF.SP/EX SP.	1200.00-2100.00	620.00-780.00	400.00-500.00	350.00-380.00
FBOPF1	520.00-540.00	460.00-500.00	410.00-440.00	360.00-390.00
OP1	620.00-760.00	570.00-610.00	520.00-560.00	370.00-510.00
OP	460.00-490.00	445.00-450.00	420.00-440.00	290.00-380.00
OPA	440.00-530.00	400.00-430.00	370.00-390.00	280.00-360.00
PEKOE	530.00-680.00	480.00-530.00	420.00-470.00	330.00-400.00
PEKOE1	540.00-650.00	470.00-530.00	400.00-460.00	340.00-390.00
DUST/DUST1	420.00-460.00	320.00-370.00	260.00-320.00	190.00-250.00

WESTERN HIGH GROWN TEAS			
BOP		Waltrim	540.00
BOPSP		Glentilt	400.00
		Troup	400.00
BOPF/BOPFSP		Waltrim	520.00
FBOP/FBOP1		Queensberry	600.00
PEKOE/PEKOE1		Bearwell	535.00
OP1		St Clair	435.00
BOP1	*	Inverness	600.00
OP/OPA		Inverness	400.00
FF/FF1		Inverness	570.00

HIGH GROWN CTC TEAS			
PF1		Dunsinane CTC	445.00
BP1		Mount Vernon	395.00
OF		-	
BPS		Mount Vernon	360.00

MEDIUM GROWN CTC TEAS			
PF1	*	Delta CTC	460.00
		Strathdon	460.00
BP1	*	Delta CTC	405.00
OF		-	
BPS		Carolina	380.00

WESTERN MEDIUM TEAS			
BOP		Craighead	570.00
		Harangalla	570.00
BOPSP	*	Kenilworth	500.00
		Weralugolla	500.00
BOPF/BOPFSP		Vellaioya	480.00
FBOP/FBOP1	*	Kenilworth	700.00
PEKOE/PEKOE1		Craighead	540.00
OP1		Imboolpittia	540.00
BOP1		Craighead	650.00

OP/OPA		Harangalla	450.00
FF/FF1		Craighead	540.00
		Doombagastalawa	540.00

LOW GROWN CTC TEAS			
PF1		Ceciliyan CTC	480.00
		Cee Tee Hills	480.00
BP1	*	Suduwelipothahena CTC	420.00
OF	*	Hapugastenne CTC	360.00
BPS		Indigahahena	260.00

UVA HIGH GROWN TEAS			
BOP		Nayabedde	415.00
BOPSP		Mount Uva	365.00
BOPF/BOPFSP	*	Nayabedde	450.00
		Bandaraeliya	450.00
FBOP/FBOP1		Odoowerre	540.00
PEKOE/PEKOE1		Mount Uva	445.00
		Bandaraeliya	445.00
OP1	*	Spring Valley	430.00
BOP1		Odoowerre	470.00
OP/OPA		Non Pareil	405.00
		Battawatte	405.00
FBOPF/FBOPF1		Odoowerre	540.00

UDA PUSSELLAWA TEAS			
BOP		Blairtomond	425.00
BOPSP		Gordon	365.00
BOPF/BOPFSP		Kirklees	435.00
FBOP/FBOP1		Delmar	570.00
PEKOE/PEKOE1		Delmar	470.00
OP1		Delmar	470.00
BOP1		-	
OP/OPA		Delmar	385.00
FBOPF/FBOPF1		Gordon	500.00

UVA MEDIUM TEAS			
BOP		Aigburth	540.00
BOPSP	*	Sarnia Plaiderie	500.00
BOPF/BOPFSP	*	El Teb	490.00
FBOP/FBOP1		Dickwella	570.00
PEKOE/PEKOE1		Hillmark Uva	540.00
OP1		Pettiagalla	470.00
BOP1	*	Demodera 'S'	560.00
OP/OPA		Maratenne	440.00
FF/FF1		Dickwella	540.00

NUWARA ELIYA TEAS			
BOP		Mahagastotte	450.00
BOPF/BOPFSP	*	Lovers Leap	440.00
FBOP/FBOP1	*	Lovers Leap	610.00
PEKOE/PEKOE1	*	Lovers Leap	610.00
OP1		-	
OP/OPA		Mahagastotte	480.00
FF/FF1		Kenmare	290.00

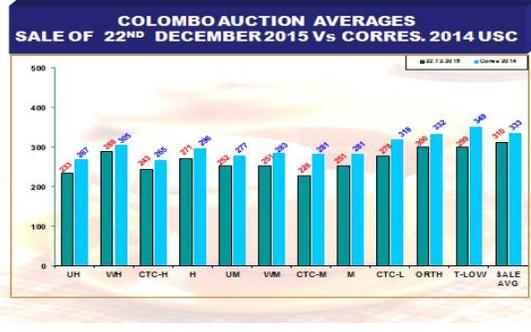
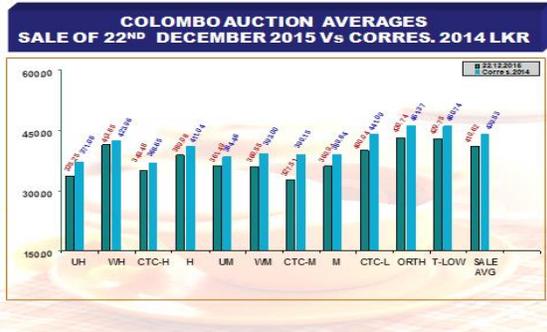
LOW GROWN TEAS			
BOP		New Hopewell	570.00
		New Mount Carmel	570.00
		New Panilkanda	570.00
	*	Suduwelipothahena Super	560.00
BOP.SP		Hidellana	590.00
BOPF		New J S P	570.00
BOPFSP		Kiruwanaaganga	550.00

	*	Broadlands S.H.	540.00
	*	Nawalakanda Super	540.00
OP1	*	Sithaka	760.00
		Karagoda	760.00
BOP1		Karagoda	620.00
OP		Himara	490.00
	*	Woodland Tea	470.00
OPA		Handugala	530.00
	*	Halwitigala S.H.	510.00
	*	Hiniduma S.H.	500.00
	*	Kunduppakanda	500.00
PEKOE		Liyonta	680.00
		New Batuwangala	680.00
PEKOE1	*	Nawalakanda Super	650.00
		Dishan Valley	650.00
		Andaradeniya Super	650.00
		Kuttapitiya Super	650.00
		New Batuwangala	650.00
FBOP	*	Suduwelipothahena Super	620.00
FBOP1		New J S P	720.00
FBOPF1	*	Nawalakanda Super	800.00
FBOPF	*	Nawalakanda Super	900.00

PREMIUM FLOWERY			
FBOPF SP		Ivy Teas	2050.00
		Iththagalla Super	2050.00
FFEXSP			2100.00
		B	2100.00
FFEXSP1	*	Derangala Hills	2350.00

OTHER			
DUST1	*		760.00
P.DUST		Ce	550.00
			550.00
FNGS/FNGS1			430.00
	*		420.00
PFNGS		Dar	420.00
BM	*	Wewelkandura Super	425.00
BOP1A		Glenross	395.00
BP		Aldora	395.00
	*	Nawalakanda Super	390.00

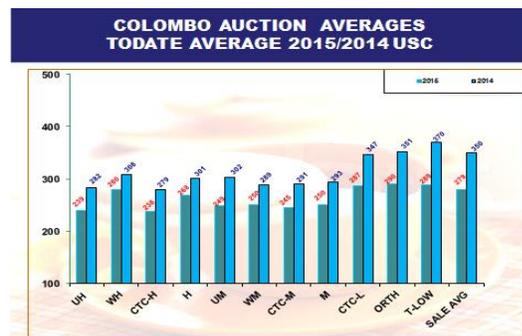
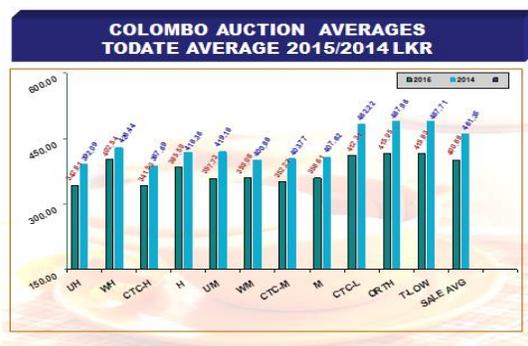
- ** MORE THAN ONE TOP PRICE OBTAINED FOR THE SIMILAR GRADE OF THE MARK
- * TEAS SOLD BY JOHN KEELLS PLC
- + ALL TIME RECORD PRICE
- ++ ALL TIME RECORD PRICE EQUALED



	Sale of 16/12/15 In LKR	Sale of 22/12/15 In LKR	Corres. 2014 In LKR
Uva High Growns	359.10	335.25	371.08
Western High Growns	436.43	413.85	423.96
CTC High Growns	389.48	349.48	368.65
Summary of High Growns	413.65	389.08	411.04
Uva Medium Growns	381.62	361.49	384.46
Western Medium Growns	372.80	360.55	393.00

CTC Medium Grows	339.36	327.51	390.15
Summary of Medium Grows	376.20	360.91	389.84
CTC Low Grows	399.97	400.04	441.09
Orthodox Low Grows	434.30	430.74	461.37
Summary of Low Grows	433.11	429.75	460.74
TOTAL SALE AVERAGE	420.15	410.62	439.53

	Sale of 16/12/15 In USC	Sale of 22/12/15 In USC	Corres. 2014 In USC
Uva High Grows	250	233	267
Western High Grows	304	288	305
CTC High Grows	271	243	265
Summary of High Grows	288	271	296
Uva Medium Grows	266	252	277
Western Medium Grows	260	251	283
CTC Medium Grows	237	228	281
Summary of Medium Grows	262	251	281
CTC Low Grows	279	278	318
Orthodox Low Grows	303	300	332
Summary of Low Grows	302	299	349
TOTAL SALE AVERAGE	317	310	333

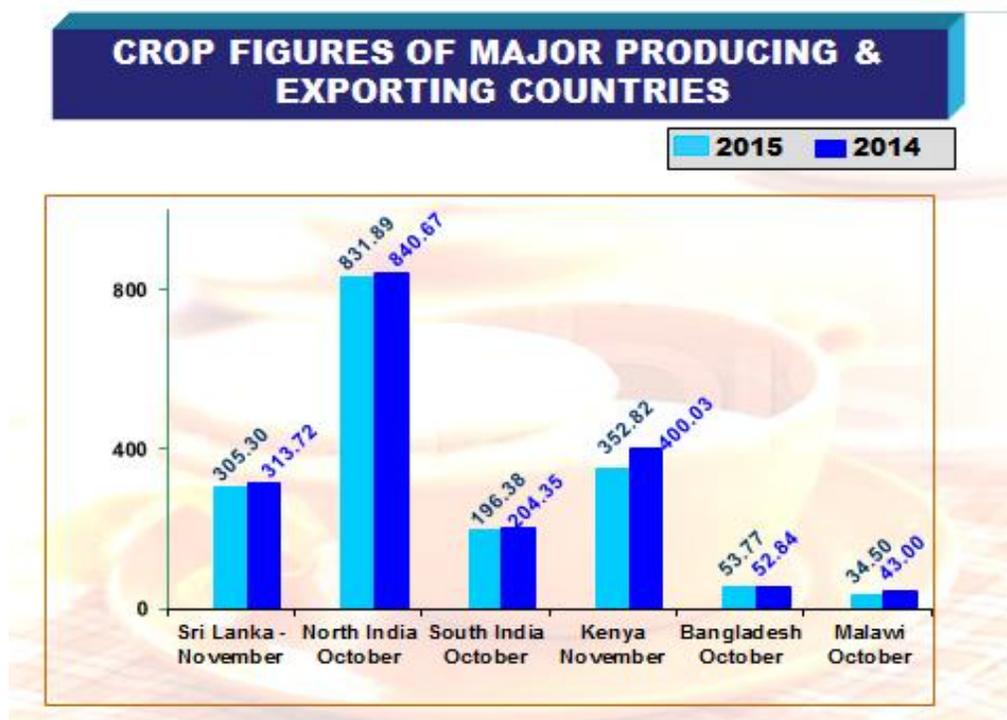


<i>From 01 January todate</i>	2015 In Rs.	2014 In Rs.	2015 In USC	2014 In USC
Uva High Grows	342.81	392.09	239	282
Western High Grows	402.54	428.44	280	308
CTC High Grows	341.53	387.69	238	279
Summary of High Grows	385.59	418.36	268	301
Uva Medium Grows	357.73	419.18	249	302

Western Medium Grows	359.08	400.88	250	289
CTC Medium Grows	352.27	403.77	245	291
Summary of Medium Grows	358.61	407.62	250	293
CTC Low Grows	412.31	482.22	287	347
Orthodox Low Grows	415.95	487.86	290	351
Summary of Low Grows	415.83	487.71	289	370
TOTAL SALE AVERAGE	400.88	461.35	279	350

MONTH - FROM 01ST TO 22ND DECEMBER 2015

	2015 In Rs.
Uva High Grows	353.60
Western High Grows	433.29
Summary of High Grows	409.21
Uva Medium Grows	374.07
Western Medium Grows	369.98
Summary of Medium Grows	371.43
Summary of Low Grows	429.19
TOTAL SALE AVERAGE	416.29



CROP FIGURES OF MAJOR PRODUCING AND EXPORTING COUNTRIES (IN MILLON KG)

Country	MONTH	2015	2014	CUMULATIVE	2015	2014	CUMULATIVE + INC./-DEC.
Sri Lanka	November	25.20	29.97	Up to November	305.30	313.72	- 8.42
North India	October	139.59(E)	144.64	Up to October	831.89 (E)	840.67	- 8.78
South India	October	18.47(E)	25.43	Up to October	196.38 (E)	204.35	- 7.97
Kenya	November	40.38	38.61	Up to November	352.82	400.03	- 47.21
Bangladesh	October	9.50(E)	9.74	Up to October	53.77	52.84	+ .93
Malawi	October	0.9(E)	2.3	Up to October	34.5	43.00	- 8.5



WESTERN'S

Bright weather was recorded in most areas. Occasional light showers late afternoons and evenings were experienced in Agarapatana area.



NUWARA ELIYA'S

Heavy showers with gloomy and overcast weather conditions were experienced in the region.

UVA'S

Showers along with misty conditions were reported in Passara, Lunugala and Badulla areas, whilst mixed weather of bright mornings and light showers in the afternoons and evenings were recorded in Bandarawela, Welimada and Haputale regions.

LOW GROWN'S



Bright mornings along with scattered afternoon and evening showers were reported in Ratnapura and Deniyaya areas. Sunny and dry weather conditions were experienced in Galle district.



CROP

Lower crop intakes were reported in all elevations.



	WEEKLY	TO-DATE
P/SALES	37,937.50	2,592,293.25

BMF	123,830.00	9,594,243.00
DIRECT SALES	9,000.00	2,027,048.47



MOMBASA MARKET
SALE NO.01- SALE OF 04TH/05TH JANUARY 2016

Fairly good demand for the 148,491 packages (9,738,454kilos) on offer at easier rates in the first auction of the year and more teas, 19.73% remained unsold.

Best BP1s in the market shed upto USC18 while brighter categories were about firm to USC14 below last week's levels with mediums USC6 to USC34 easier. Lower medium BP1s saw better interest gaining USC8 to USC16 but some lines were discounted at about similar levels while plainer sorts held about firm to USC20 dearer.

The best PF1s available eased by upto USC20 with brighter types a weak feature and were discounted by upto USC36 and more as the sale progressed. Mediums met less enquiry opening between USC20 to USC40 easier and were much lower by the close while lower mediums were irregular varying between firm rates to easier by USC4 to USC26 with plainer categories about firm to USC3 easier.

Best PDUSTs on offer appreciated by upto USC10 with brighter types ranging between firm levels to easier by USC8 to USC12 while mediums varied between USC8 dearer to easier by USC6 to USC18 and more as the sale progressed. Lower medium PDUSTs ranged between firm to USC8 dearer to easier by upto USC5 with plainer sorts steady to USC14 below last prices.

The best DUST1s available shed upto USC18 while brighter category held firm to USC10 below last rates with mediums varying between firm to USC4 dearer to easier by upto USC12. Lower mediums were firm to USC6 dearer with plainer descriptions firm to USC4 above last week's rates.

In the secondary catalogues BPs and PFs appreciated. Clean well sorted coloury FNGS and similar DUSTs gained. Other FNGS and DUSTs were dearer. BMFs were well absorbed.

Egyptian Packers and UK showed more activity while Kazakhstan and other CIS states were active. Yemen, other Middle Eastern countries, Afghanistan, Russia, Bazaar and Sudan maintained interest but at lower levels. There was less activity from Pakistan Packers and Iran was quiet. Somalia showed more interest at the lower end of the market.

QUOTATIONS	BROKENS	FANNINGS
Best	440 - 559	468 - 547
Good	426 - 483	454 - 485
Good Medium	429 - 478	426 - 488
Medium	400 - 460	383 - 468
Lower Medium	241 - 402	275 - 369
Plain	196 - 397	163 - 363 (SL RUPEES)

AUCTION AVERAGE PRICE

AUCTION	KENYA 2015	KENYA 2016	TOTAL 2015	TOTAL 2016
01	\$2.18	\$2.90	\$2.02	\$2.73

SOURCE : AFRICA TEA BROKERS LTD

CHITTAGONG MARKET
SALE NO.34 - SALE OF 05TH JANUARY 2016

CTC LEAF: 32,216 packages of teas on offer met with a fairly good demand at generally easier rates.

BROKENS: Good liquoring Brokens met with a strong demand and were generally firm to occasionally dearer and the rates ranged between Tk.195/- and Tk.198/-. Other varieties met with a selective demand and were mostly easier with fair withdrawals particularly the plain and end of season varieties.

FANNINGS: Good Fannings were a fairly strong market but prices were slightly easier and these could be quoted between Tk.194/- and Tk.197/-. Mediums were easier following quality whilst plain and end of season varieties shed in value with considerable withdrawals.

CTC DUST: 4,703 packages of teas on offer once again met with a strong demand. Good liquoring varieties were firm to slightly dearer following competition. Others sold at around last levels with the plainer varieties easing slightly with some withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers.

COMMENTS: There was much less competition in the room except for the best where prices maintained its value. For all others, rates eased especially for the poorer and end of season varieties. Blenders were again the mainstay of the market with some interest from the Loose Tea buyers.

Good liquoring Dusts were a strong feature of the sale.

Brokens	This Week	Last Week	Quotations - This Week - (In Taka)			Dust	This week	Last Week
			Fannings	This week	Last Week			
Large	185-188	185-188	Best	198-203	199-205	PD	180-211	180-204
Medium	186-192	188-194	Good	194-197	195-198	RD	185-213	185-217
Small	190-197	192-197	Medium	185-190	190-193	D	185-213	185-225
Plain	140-155	140-165	Plain	140-155	145-165	CD	185-222	185-220

EXCHANGE RATES 05 JANUARY, 2015 STERLING POUND: Tk 113.1691 DOLLAR : Tk.77.7182

SOURCE : NATIONAL BROKERS LTD

GUWAHATI MARKET
SALE NO.52 - SALE OF 29TH DECEMBER 2015

1. MARKET REPORT IN BRIEF:

- A. DEMAND: GOOD FOR LEAF, STRONG FOR DUST.
- B. MARKET: THOUGH LEVELS WERE RATHER IRREGULAR BECAUSE OF THE QUALITY ON OFFER, OFFTAKES WERE SATISFACTORY IN LEAF SECTIONS ,WHILST FOR DUST . IT WAS VIGOROUS.

2. TOTAL AUCTION WEIGHTED AVERAGE.(IN RS.)

CATEGORY	2015/2016			2014/2015			UPTO – SALE 52		
	SALE 52	SALE 51	+/-	SALE 52	SALE 51	+/-	2015	2014	2013
LEAF	124.00	134.88	-10.88	119.22	125.47	-6.25	142.06	142.74	131.69
DUST	129.63	136.20	-6.57	118.71	132.32	-13.61	150.95	149.27	139.77
TOTAL	126.01	135.26	-9.25	119.08	127.10	-8.02	144.84	144.79	134.47

SOURCE : PARCON INDIA PVT LTD.

KOLKATA ORTHODOX/CTC MARKET SALE NO. 52 - SALE OF 01ST JANUARY 2016

1. MARKET DESCRIPTION

- ORTHODOX:
- GOOD DEMAND.
 - WELL MADE WHOLE LEAF AND CLEAN BROKENS SOLD READILY AT FIRM RATES. LEAFY FANNINGS RULED AROUND LAST WHILST SMALLER SORTS WERE DISCOUNTED. REMAINDER WERE IRREGULAR AND LOWER WITH QUALITY.

	WHOLE LEAF	BROKENS		FANNINGS
		LARGER	SMALLER	
GOOD	260 – 280(+)	NQ	NQ	180(+)(N)
MEDIUM	230 - 250	240 - 250	220 – 230(+)	150 - 170
PLAIN	200 - 220	210 - 230	200 - 210	130 - 140

*N - Nominal

1. MARKET DESCRIPTION

- GOOD DEMAND
- GOOD LIQUORING ASSAMS WERE IRREGULAR FOLLOWING QUALITY. MEDIUM ASSAMS SOLD AROUND LAST. SELECT WELL MADE LARGER BROKENS WERE WELL COMPETED FOR.
- CACHARS AND DOOARS MAINTAINED LEVELS.

2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)

	2015/2016			2014/2015			UPTO SALE 52		
	SALE 52	SALE 51	+/-	SALE 52	SALE 51	+/-	2015	2014	2013
CTC	147.71	153.34	-5.63	147.45	154.56	-7.11	157.39	160.47	147.30
DUST	146.22	154.95	-8.73	151.17	155.03	-3.86	163.69	166.97	152.39
TOTAL	147.25	153.83	-6.58	148.47	154.70	-6.23	159.33	162.50	148.91

SOURCE : PARCON INDIA PVT LTD.

SILIGURI MARKET SALE NO. 52 - SALE OF 01ST JANUARY 2016

1. **MARKET DESCRIPTION**

- GOOD DEMAND.
- LEVELS WERE BARELY STEADY AROUND LAST WHICH HOWEVER ALSO EASED AT TIMES WITH DROP IN QUALITY.
- OVERALL AVERAGES EASED DUE TO HIGHER PERCENTAGE OF MEDIUM AND COMMON SORTS ON OFFER, MORE IN DUST.

2. **TOTAL AUCTION AVERAGE (`)**

	2015/2016			2014/2015			UPTO SALE 52		
	SALE 52	SALE 51	+/-	SALE 52	SALE 51	+/-	2015/16	2014/15	2013/14
LEAF	125.23	128.95	-3.72	122.28	124.78	-2.50	125.23	130.79	123.59
DUST	120.89	125.49	-4.60	115.29	112.13	+3.16	119.07	125.36	119.62
TOTAL	124.79	128.57	-3.78	121.53	123.58	-2.05	124.46	130.10	123.07

SOURCE : PARCON INDIA PVT LTD.

COCHIN - DUST / LEAF MARKET
SALE NO.02 - SALE OF 05TH/ 06TH JANUARY 2016

QUANTITY :	CTC10,24,500 KGS	ORX 15,500 KGS
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CTC DUST

DEMAND : GOOD (88%)

MARKET: HIGHPRICED TEAS IRREGULAR AND LOWER BY RS.3/- TO 5/- AND SOMETIMES MORE. MEDIUM BARELY STEADY. PLAINER VAIETIES APPRECIATED IN VALUE ESPECIALLY THE BLACKER VARIETIES.

ORTHODOX DUST

DEMAND FAIR

MARKET BARELY STEADY

QUANTITY :	ORX 175,500.0 Kgs	CTC::64,000.0 Kgs.
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ORTHODOX LEAF

DEMAND : GOOD

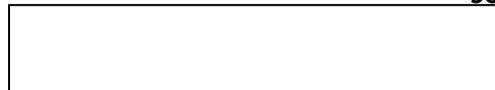
MARKET: SELECT BEST NILIGIRI BROKENS AND WHOLE LEAF FIRM TO DEARER. OTHERS IRREGULAR AND LOWER FOLLOWING QUALITY. RESPECTIVE FANNINGS LOWER AND WITNESSED SOME WITHDRAWALS. WELL MADE MEDIUM BROKENS, TIPPY GRADES AND WHOLE LEAF STEADY WHILE OTHERS, INCLUDING FANNINGS LOWER

CTC LEAF

DEMAND : GOOD

MARKET: ALL VARIETIES DEARER BY RS.2/- TO 3/- AND SOMETIMES MORE.

SOURCE : PARCON INDIA PVT LTD



AUCTION NO.	03		02		01	
Dates	19 th /20 th January 2016		11 th /12 th January 2016		05 th /06 th January 2016	
	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs
Ex Estate	1,043	1,262,031 kg	827	945,549 kg	859	992,348 kg
Main Sale Total	11,391	6,172,546 kg	9,669	5,025,371 kg	9,733	5,111,630 kg
High & Medium	1,174	589,631 kg	1,022	516,010 kg	1,064	544,772 kg
Low Growns Leafy	4,317	2,116,730 kg	3,720	1,741,633 kg	3,588	1,668,427 kg
Tippy	2,498	1,468,043 kg	1,997	1,118,351 kg	1,974	1,116,091 kg
Premium/Flowery	611	137,645 kg	555	112,127 kg	527	114,282 kg
Off Grades	2,151	1,201,072 kg	1,841	998,205 kg	2,006	1,095,900 kg
Dust	640	659,425 kg	534	539,045 kg	574	572,158 kg
Grand Total	12,434	7,434,577 kg	10,496	5,970,920 kg	10,592	6,103,978 kg
Reprints	824	467,978 kg	426	259,077 kg	307	181,910 kg
Scheduled to Close (Ex)		30.12.15		17.12.15		10.12.15
Dates (Ms)		31.12.15		18.12.15		11.12.15

Scheduled Closing Dates

Auction No. 02 : 11 th /12 th January 2016	Auction No. 04 : 26 th /27 th January 2016
Ex Estate : 17.12.2015	Ex Estate : 07.01.2016
Main Sale : 18.12.2015	Main Sale : 08.01.2016
Auction No. 03 : 19 th /20 th January 2016	Auction No. 05 : 01 st /02 nd February 2016
Ex Estate : 30.12.2015	Ex Estate : 14.01.2016
Main Sale : 31.12.2015	Main Sale : 14.01.2016

ORDER OF SALE (SALE NO: 02 - 11TH/12TH JANUARY 2016)

MAIN SALE ORDER-1

Mercantile Produce Brokers (Pvt) Limited
 Forbes & Walker Limited
 Bartleet Produce Marketing
 Eastern Brokers Limited
 Ceylon Tea Brokers PLC
JOHN KEELLS PLC
 Asia Siyaka Commodities (Pvt) Limited
 Lanka Commodity Brokers Limited

MAIN SALE ORDER-2 (H&M/OFF/DUST)

Eastern Brokers Limited
 Forbes & Walker Limited
 Mercantile Produce Brokers (Pvt) Limited
 Lanka Commodity Brokers Limited
 Asia Siyaka Commodities (Pvt) Limited
 Bartleet Produce Marketing
 Ceylon Tea Brokers PLC
JOHN KEELLS PLC

EX- ESTATE

Ceylon Tea Brokers PLC
 Mercantile Produce Brokers (Pvt) Limited
JOHN KEELLS PLC
 Asia Siyaka Commodities (Pvt) Limited
 Forbes & Walker Limited
 Eastern Brokers Limited
 Bartleet Produce Marketing
 Lanka Commodity Brokers Limited

SELLING TIMES OF OUR CATALOGUE

Ex-Estate	08.18 am	Off Grades	03.02 pm
High & Medium	12.20 pm	BOP1A	03.28 pm
Leafy	04.28 pm	Dust	02.44 pm
Low Tippy/Premium	03.11 pm		

PROMPT DATES : Buyers - 18.01.2016 Sellers - 19.01.2016 [KD : ne]

CIRCULAR NO: 01 OF, 2016

TO : ALL PRODUCERS

Cause for concern: Claims

With the increasing competitiveness within the global tea industry and the prevailing market condition, it is of utmost importance for all necessary measures to be adopted to ensure the high quality of tea and smooth running of all operations. As a firm aiming to bring about continuous improvement in our operations we have identified a year on year increase in the number of “ claims ” received, to be an important area of concern.

Claims are usually lodged by buyers due to quality (bag to bag or sample to bag) and quantity variances. Once a claim is lodged, if required samples are extracted from the consignment reviewed with the original sample and if a variance is identified the tea will be retrieved and the buyer will be settled for the appropriate amount. Settlement of a claim is a time consuming process and can be disadvantageous for a buyer serving a foreign market/clients. Despite the time taken to settle the claim, buyers may have to wait for the following week’s sale to replace the tea, as private sales are becoming less frequent.

In an industry operating largely on trust, frequent occurrence of such situations are likely to tarnish the trust between buyers and the garden marks causing certain marks to be delisted off the buyer’s purchase list.

In the future the CTTA has also expressed their plan to intervene in the case of frequent claims and reserve the right to restrict the particular marks from selling at the weekly auctions.

In order to prevent the occurrence of such situations, we would like to therefore direct your attention to ensuring that bags are appropriately packed and transported, bag to bag variances don’t occur and teas are cleaned, neat and true to type.

JOHN KEELLS PLC

