



TEA MARKET REPORT

JOHN KEELLS PLC

SALE NO.13 – 30TH / 31ST MARCH 2021

ORDER OF SALE (SALE NO. 13 – 30TH / 31ST MARCH 2021)

| Main Sale Order – 1 (Leafy / Semi Leafy / Tippy / Premium / 1A) | Main Sale Order – 2 (H & M / Off Grade / Dust) | Ex-Estate |
|--|---|--------------------------------------|
| Mercantile Produce Brokers (Pvt) Ltd | Lanka Commodity Brokers Ltd | JOHN KEELLS PLC |
| F & W Tea Brokers (Pvt) Ltd | Bartleet Produce Marketing (Pvt) Ltd | Mercantile Produce Brokers (Pvt) Ltd |
| Asia Siyaka Commodities PLC. | F & W Tea Brokers (Pvt) Ltd | Asia Siyaka Commodities PLC. |
| Eastern Brokers. Ltd. | Mercantile Produce Brokers (Pvt) Ltd | Bartleet Produce Marketing (Pvt) Ltd |
| Ceylon Tea Brokers PLC | Asia Siyaka Commodities PLC. | F & W Tea Brokers (Pvt) Ltd |
| JOHN KEELLS PLC | JOHN KEELLS PLC | Eastern Brokers. Ltd. |
| Lanka Commodity Brokers Ltd | Eastern Brokers. Ltd. | Ceylon Tea Brokers PLC |
| Bartleet Produce Marketing (Pvt) Ltd | Ceylon Tea Brokers PLC | Lanka Commodity Brokers Ltd |



AUCTION DETAILS

| Auction No. | 13 | |
|-----------------------------|--|-----------|
| Dates | 30 th / 31 st March 2021 | |
| | No. of Lots | Qty – kg |
| Ex Estate | 914 | 1,036,822 |
| Main Sale Total | 10,692 | 5,524,589 |
| High & Medium | 1,613 | 797,738 |
| Low Grown - Leafy | 2,092 | 898,182 |
| Low Grown - Semi Leafy | 1,901 | 958,185 |
| Low Grown Tippy | 2,051 | 1,088,194 |
| Premium / Flowery | 356 | 56,038 |
| Off Grades | 2,152 | 1,182,478 |
| Dust | 527 | 543,774 |
| Grand Total | 11,606 | 6,561,411 |
| Reprints | 577 | 305,400 |
| | | |
| Total No. of Lots Offered | 11,606 | |
| Total Quantity Offered (kg) | 6,561,411 | |

PROMPT DATES

| Auction No. | Buyers | Sellers |
|-------------|------------|------------|
| 13 | 06/04/2021 | 07/04/2021 |



COMMENTS

The 1.0 Mkg of Ex Estate teas on offer met with lower demand. Select best Western High Grown BOPs were irregular following quality, the below best and plainer varieties declined. Select best Western High Grown BOPFs eased sharply from last week's levels, the below best and plainer varieties too were lower to a lesser extent. Nuwara Eliya BOP / BOPFs sold well. The Udupussellawa BOPs were irregularly lower, the BOPFs were firm on last levels. Uva BOPs gained selectively with most invoices declining in value, the BOPFs too were easier. Low Grown CTC BP1s were tending lower, the High and Medium sorts were barely steady. Low Grown PF1s were firm to a little easier at times, the High and Medium sorts were mostly lower.

The 2.9 Mkg of Low Grown teas which were on offer met with lower demand. Select best and best OP1s were lower to last. BOP1s followed a similar trend. Select best OP / OPAs were irregularly lower to last, others declined following quality. Well-made Bold Pekoes were firm, others declined several rupees. Except for well-made shotty Pekoe1s, others declined sharply. In the Small Leaf segment, select best BOP.SP / BOPF.SP and BOPFs were lower to last. Select best BOPs met with fair demand. Well-made FBOPs were firm, bolder varieties declined sharply. FBOPF1s were irregularly lower. FBOPF varieties met with lower demand. All Premium Flowery teas met with good demand.

Iran, Russia and the C.I.S. countries lent fair support, whilst Turkey was selective. Libya and Iraq were active.



MARKET DESCRIPTION

Western Teas

A few better BOPs were firm to dearer at times, however the balance were irregularly lower to last, below best types shed Rs.20/- to Rs.30/- and at times more, plainer sorts were firm. Best BOPFs were lower by Rs.30/- to Rs.50/- and at times more, the below best varieties were lower by Rs.20/- to Rs.30/-, whilst the plainer types shed Rs.10/- to Rs.20/-. Medium BOPs were lower by Rs.30/- to Rs.40/-, better BOPFs declined by Rs.20 and more for the poorer types.

Nuwara Eliya Teas

BOP / BOPFs continued to sell at attractive levels.

Uva Teas

A few BOPs advanced on account of special inquiry, however the balance declined by Rs.20/- to Rs.30/- and at times more. Better BOPFs shed Rs.30/- to Rs.40/-, whilst the balance declined Rs.10/- to Rs.20/-. Uda pussellawa BOPs met with irregular demand, BOPFs were firm.

CTC Teas

Low Grown BP1s met with irregular demand, PF1s declined by Rs.10/- to Rs.20/-. Medium Grown BP1s declined by Rs.10/- to Rs.20/-, PF1s met with irregular demand. High Grown BP1s declined by Rs.10/-, PF1s were lower by Rs.10/- to Rs.20/-.

QUOTATIONS

| | BOP – RS. | BOPF – RS. |
|---------------------|------------|------------|
| Good Westerns | 650 – 1850 | 670 – 830 |
| Average Westerns | 600 – 640 | 620 – 660 |
| Plainer Westerns | 550 – 590 | 600 – 610 |
| Western Mediums | 550 – 840 | 500 – 650 |
| Uva Teas | 540 – 730 | 510 – 650 |
| Nuwara Eliya Teas | 920 – 1140 | 870 – 960 |
| Uda Pussellawa Teas | 550 – 640 | 530 – 620 |
| CTC (BP1 and PF1) | 330 – 630 | 400 – 760 |





MARKET DESCRIPTION

Low Grown

Select best OP1s declined by Rs.10/- to Rs.20/-, best and below best OP1s declined substantially and a few invoices remained unsold with bids much lower than last week's closing levels, secondaries however sold at last levels. Well-made OPs along with the best and below best categories declined Rs.20/- and more at times. Well-made OPAs were firm to lower by Rs.10/ to Rs.20/-, poor secondaries however met with fair demand. Well-made BOP1s were generally firm, bolder types declined by Rs.20/- to Rs.30/-. Shotty Pekoes were firm to marginally easier, bold Pekoes declined from last levels, semi shotty invoices along with the reducers declined by Rs.20/- to Rs.30/-, Pekoe1s met with lower demand and was mostly sold at lower levels to last week.

Select best BOPs met with firm demand, best types were lower by a few rupees, below best and secondary types were firm. Select best and best BOP.SP and BOPF.SP were firm to lower by Rs.5/- to Rs.10/-, others were firm. BOPFs followed a similar trend. Select best FBOPF1s were lower to last by Rs.5/- to Rs.10/-, best and below best types too were lower by Rs.5/- to Rs.10/- and more following quality, secondaries were firm. Well-made FBOPs in the select best category were firm with good demand, best and below best types were lower to last by Rs.5/- to Rs.10/-, bold FBOP varieties were lower to last by Rs.10/- to Rs.15/-, secondary types were firm. FBOPF varieties met with fair demand. All Premium Flowery teas met with good demand.

Off Grades

Select best and best Fgs1s declined by Rs.20/- to Rs.30/-, below best and poorer types showed a similar trend. Select best BMs were firm, best, below best and poorer sorts declined by Rs.10/- to Rs.20/-. All BPs were lower by Rs.30/- to Rs.40/-. Select best BOP1As were irregularly lower whilst best and below best types shed by Rs.10/- to Rs.20/- and more at times.

Dust

Select best Dust1s were lower by Rs.10/- to Rs.20/-, best and below best types were lower by Rs.20/- to Rs.30/-, clean secondaries were lower by Rs.20/- to Rs.30/-, others were irregular. Best High & Medium CTCs were lower by Rs.10/- to Rs.20/-, others were irregular. Best Low Grown CTCs were lower by Rs.10/- to Rs.20/-, others were irregular. Best Low Grown Dust / Dust1s were lower by Rs.20/-, others were dearer by Rs.10/- to Rs.20/-.



QUOTATIONS

| | Select Best | Best | Below Best | Others |
|-----------------------|-------------------|-------------------|-------------------|-----------------|
| LIQUORING | | | | |
| DUST-1 | 680.00 - 830.00 | 610.00 - 670.00 | 540.00 - 600.00 | 440.00 - 530.00 |
| OFF GRADES | | | | |
| FGS1 | 580.00 - 630.00 | 520.00 - 570.00 | 450.00 - 510.00 | 350.00 - 430.00 |
| FGS | 490.00 - 510.00 | 440.00 - 470.00 | 380.00 - 410.00 | 320.00 - 370.00 |
| LOW GROWNS | | | | |
| FBOPF / FFSP / FFEXSP | 2000.00 - 2900.00 | 1200.00 - 1800.00 | 780.00 - 1000.00 | 600.00 - 710.00 |
| BOP | 900.00 - 980.00 | 710.00 - 860.00 | 600.00 - 700.00 | 480.00 - 580.00 |
| BOPSP | 770.00 - 980.00 | 630.00 - 740.00 | 550.00 - 590.00 | 420.00 - 510.00 |
| BOPF | 650.00 - 860.00 | 530.00 - 620.00 | 420.00 - 500.00 | 320.00 - 380.00 |
| FBOPF1 | 760.00 - 940.00 | 680.00 - 740.00 | 620.00 - 660.00 | 470.00 - 600.00 |
| FBOP | 840.00 - 1300.00 | 700.00 - 780.00 | 620.00 - 690.00 | 480.00 - 590.00 |
| BOP1 | 900.00 - 1450.00 | 880.00 - 900.00 | 750.00 - 880.00 | 600.00 - 640.00 |
| OP1 | 1450.00 - 2100.00 | 1420.00 - 1450.00 | 1070.00 - 1410.00 | 500.00 - 650.00 |
| OP | 770.00 - 1100.00 | 750.00 - 770.00 | 670.00 - 750.00 | 550.00 - 570.00 |
| OPA | 680.00 - 1200.00 | 640.00 - 670.00 | 560.00 - 620.00 | 500.00 - 540.00 |
| PEKOE | 840.00 - 1250.00 | 640.00 - 700.00 | 520.00 - 570.00 | 470.00 - 500.00 |
| PEKOE1 | 850.00 - 1300.00 | 700.00 - 730.00 | 580.00 - 620.00 | 450.00 - 510.00 |
| DUST / DUST1 | 480.00 - 540.00 | 420.00 - 470.00 | 380.00 - 410.00 | 330.00 - 360.00 |



- **Top Prices**
- **Colombo Auction Averages**
- **All Brokers Private Sale Figures**



TOP PRICES (SALE NO. 13 - 30TH / 31ST MARCH 2021)

| WESTERN HIGH | | | |
|--------------|---|----------------|---------------|
| BOP | | Great Western | 1850.00 |
| BOPSP | | Waltrim | 710.00 |
| BOPF/BOPFSP | | Wattegodde | 830.00 |
| FBOP/FBOP1 | | Torrington | 920.00 |
| FBOPF/FBOPF1 | | Inverness | 770.00 |
| BOP1 | | Glenloch | 760.00 |
| OP/OPA | | Torrington | 640.00 |
| OP1 | * | Venture | 720.00 |
| PEKOE/PEKOE1 | | Weddemulla | 880.00 |

| UVA HIGH | | | |
|--------------|---|----------------------|---------------|
| BOP | | Aislaby | 750.00 |
| BOPSP | * | Spring Valley | 700.00 |
| BOPF/BOPFSP | | Uvakellie | 660.00 |
| FBOP/FBOP1 | | Aislaby | 960.00 |
| FBOPF/FBOPF1 | | Aislaby | 760.00 |
| BOP1 | * | Uva Highlands | 850.00 |
| | | Glenanore | 850.00 |
| OP/OPA | | Glenanore | 640.00 |
| OP1 | | Glenanore | 860.00 |
| PEKOE/PEKOE1 | * | Glenanore | 850.00 |

| NUWARA ELIYA | | | |
|--------------|---|--------------------|----------------|
| BOP | * | Lovers Leap | 1140.00 |
| BOPF/BOPFSP | * | Lovers Leap | 960.00 |
| FBOP/FBOP1 | * | Lovers Leap | 1040.00 |
| OP/OPA | * | Kenmare | 580.00 |
| PEKOE/PEKOE1 | | Kenmare | 750.00 |
| | | Mahagastotte | 750.00 |

| WESTERN MEDIUM | | | |
|----------------|---|-------------------|----------------|
| BOP | * | Nayapane | 840.00 |
| BOPSP | | Doombagastalawa | 800.00 |
| BOPF/BOPFSP | | Vellai Oya | 650.00 |
| FBOP/FBOP1 | | Craighead | 980.00 |
| FBOPF/FBOPF1 | | Craighead | 840.00 |
| | | Dartry Valley | 840.00 |
| BOP1 | * | Kenilworth | 1500.00 |
| OP/OPA | | Harangalla | 760.00 |
| OP1 | | Cooroondoowatte | 750.00 |
| PEKOE/PEKOE1 | | New Rothschild | 960.00 |

| UVA MEDIUM | | | |
|--------------|---|-------------------------|---------------|
| BOP | * | Demodera "S" | 720.00 |
| BOPSP | * | Demodera "S" | 710.00 |
| | * | Sarnia Plaiderie | 710.00 |
| | | Halpewatte Uva | 710.00 |
| BOPF/BOPFSP | | Dickwella | 720.00 |
| FBOP/FBOP1 | | Dickwella | 850.00 |
| FBOPF/FBOPF1 | | Dickwella | 780.00 |
| BOP1 | * | Telbedde | 940.00 |
| OP/OPA | | Ury | 650.00 |
| OP1 | | Halpewatte Uva | 830.00 |
| PEKOE/PEKOE1 | | Aruna Passara | 920.00 |

| CTC LOW | | | |
|---------|----|-----------------------|---------------|
| PF1 | * | Hingalgoda CTC | 760.00 |
| BP1 | * | Ceciliyan CTC | 630.00 |
| BPS | | Ceciliyan CTC | 650.00 |
| OF | ** | Peakwatte CTC | 410.00 |

| UDA PUSSELLAWA | | | |
|----------------|---|----------------|---------------|
| BOP | * | Mooloya | 640.00 |
| BOPSP | | Kirklees | 580.00 |
| BOPF/BOPFSP | | Luckyland | 620.00 |
| FBOP/FBOP1 | | Delmar | 760.00 |
| FBOPF/FBOPF1 | | Gordon | 700.00 |
| BOP1 | | - | |
| OP/OPA | | Gordon | 620.00 |
| OP1 | | Gordon | 660.00 |
| PEKOE/PEKOE1 | | Gordon | 710.00 |

| CTC HIGH | | | |
|----------|---|----------------------|---------------|
| PF1 | * | Dunsinane CTC | 610.00 |
| BP1 | * | Dunsinane CTC | 570.00 |
| BPS | | Mount Vernon CTC | 480.00 |
| OF | | Mount Vernon CTC | 520.00 |

| CTC MEDIUM | | | |
|------------|---|-----------------------|---------------|
| PF1 | * | Delta CTC | 570.00 |
| | * | Rothschild CTC | 570.00 |
| BP1 | * | Delta CTC | 530.00 |
| BPS | | - | |
| OF | | - | |



TOP PRICES (SALE NO. 13 – 30TH / 31ST MARCH 2021)

| LOW | | | |
|--------|--|-----------------|---------|
| BOP | | Susantha | 980.00 |
| BOPSP | | Peak Paradise | 980.00 |
| BOPF | | Hidellana | 860.00 |
| BOPFSP | | Ihalapanapitiya | 840.00 |
| FBOP | | Gunawardane | 1300.00 |
| FBOP1 | | Hidellana | 960.00 |
| FBOPF | | Himara | 890.00 |
| FBOPF1 | | Yalta | 940.00 |
| BOP1 | | Pothotuwa | 1450.00 |
| OP1 | | Sithaka | 2100.00 |
| OP | | Makandura | 1100.00 |
| OPA | | Lumbini | 1200.00 |
| PEKOE | | Green House | 1250.00 |
| PEKOE1 | | Veddagala | 1300.00 |

| PREMIUM | | | |
|------------|---|------------------|----------------|
| FBOPFSP | | New Deniyaya | 2450.00 |
| | | Sapumalkanda | 2450.00 |
| | * | Berubeula | 2400.00 |
| FBOPFEXSP | | New Vithanakande | 2900.00 |
| FBOPFEXSP1 | | Yalta | 2000.00 |

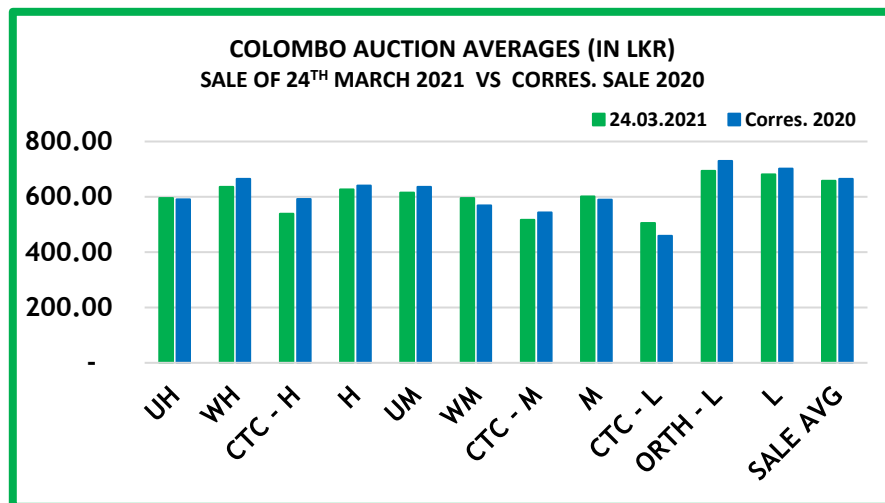
| DUST | | | |
|--------|---|-------------------|---------------|
| DUST1 | * | Mattakelle | 830.00 |
| P.DUST | * | Delta CTC | 660.00 |

| OFF GRADES | | | |
|------------|----|-----------------------|---------------|
| FNGS/FNGS1 | | Wanarajah | 630.00 |
| PFNGS | ** | Hingalgoda CTC | 630.00 |
| BM | | Dartry | 610.00 |
| BP | | Manigala | 660.00 |
| BOP1A | | Galaxy | 720.00 |

**** MORE THAN ONE TOP PRICE OBTAINED**
*** TEAS SOLD BY JOHN KEELLS PLC**
+ ALL TIME RECORD PRICE
++ ALL TIME RECORD PRICE EQUALED

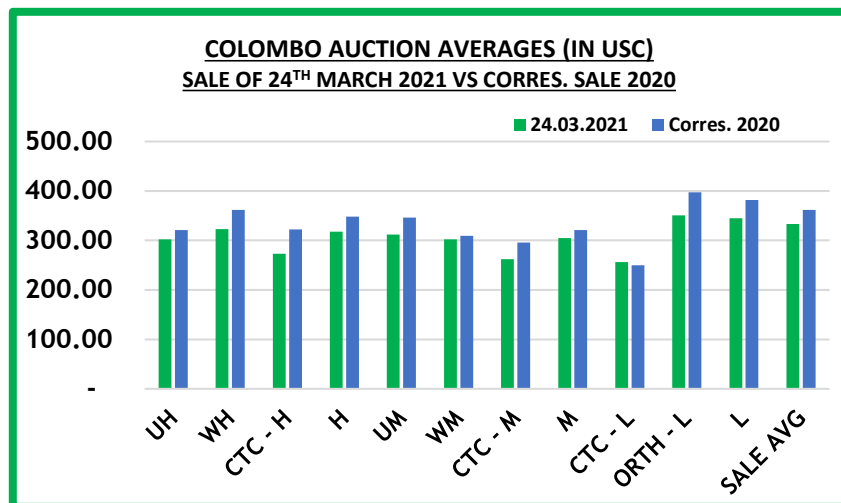


COLOMBO AUCTION AVERAGES



| | Sale of 17/03/2021In LKR | Sale of 24/03/2021 In LKR | Corres. 2020 In LKR |
|--------------------------------|--------------------------------|---------------------------------|---------------------------|
| Uva High Grown | 596.52 | 595.62 | 590.46 |
| Western High Grown | 644.88 | 636.37 | 664.47 |
| CTC High Grown | 550.80 | 539.25 | 591.58 |
| Summary of High Grown | 634.12 | 627.19 | 640.37 |
| Uva Medium Grown | 623.81 | 614.97 | 636.24 |
| Western Medium Grown | 595.12 | 595.72 | 568.84 |
| CTC Medium Grown | 533.12 | 516.70 | 543.66 |
| Summary of Medium Grown | 602.08 | 600.98 | 589.90 |
| CTC Low Grown | 510.20 | 505.71 | 459.54 |
| Orthodox Low Grown | 697.33 | 693.29 | 729.30 |
| Summary of Low Grown | 684.92 | 681.36 | 701.76 |
| TOTAL SALE AVERAGE | 661.10 | 657.42 | 664.89 |

COLOMBO AUCTION AVERAGES



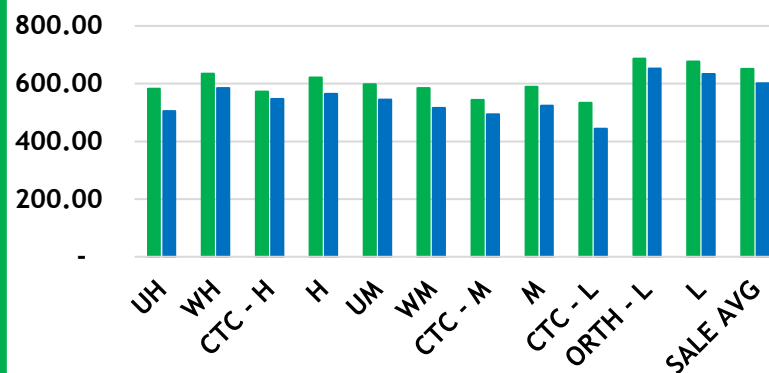
| | Sale of 17/03/2021 In USC | Sale of 24/03/2021 In USC | Corres. 2020 In USC |
|--------------------------------|---------------------------------|---------------------------------|---------------------------|
| Uva High Grown | 301 | 302 | 321 |
| Western High Grown | 325 | 323 | 362 |
| CTC High Grown | 278 | 273 | 322 |
| Summary of High Grown | 320 | 318 | 348 |
| Uva Medium Grown | 315 | 312 | 346 |
| Western Medium Grown | 300 | 302 | 309 |
| CTC Medium Grown | 269 | 262 | 296 |
| Summary of Medium Grown | 304 | 305 | 321 |
| CTC Low Grown | 257 | 256 | 250 |
| Orthodox Low Grown | 352 | 351 | 397 |
| Summary of Low Grown | 346 | 345 | 382 |
| TOTAL SALE AVERAGE | 334 | 333 | 362 |

COLOMBO AUCTION AVERAGES

COLOMBO AUCTION AVERAGES – TODATE

(IN LKR)

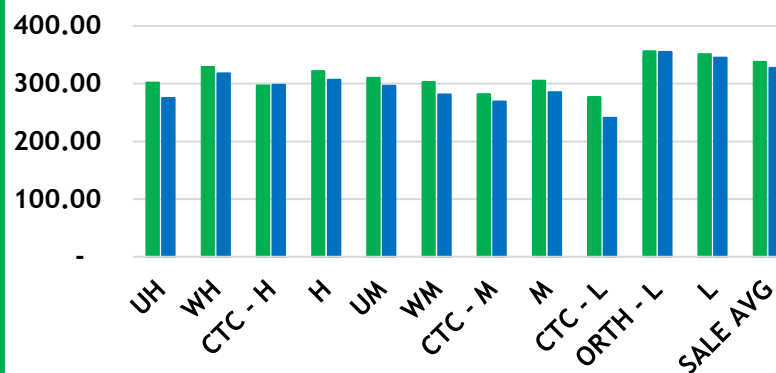
■ 2021 ■ 2020



COLOMBO AUCTION AVERAGES – TODATE

(IN USC)

■ 2021 ■ 2020



| January to Date (Sale No.12) | 2021 LKR | 2020 LKR | 2021 USC | 2020 USC |
|--------------------------------|---------------|---------------|-------------|-------------|
| Uva High Grown | 582.33 | 504.72 | 302 | 275 |
| Western High Grown | 634.40 | 584.63 | 329 | 318 |
| CTC High Grown | 572.30 | 546.81 | 297 | 298 |
| Summary of High Grown | 621.40 | 564.87 | 322 | 307 |
| Uva Medium Grown | 598.44 | 544.46 | 310 | 296 |
| Western Medium Grown | 584.91 | 516.10 | 303 | 281 |
| CTC Medium Grown | 543.38 | 493.75 | 282 | 269 |
| Summary of Medium Grown | 588.59 | 523.47 | 305 | 285 |
| CTC Low Grown | 534.04 | 443.68 | 277 | 241 |
| Orthodox Low Grown | 687.11 | 652.09 | 356 | 355 |
| Summary of Low Grown | 676.89 | 633.71 | 351 | 345 |
| TOTAL SALE AVERAGE | 651.60 | 601.67 | 338 | 327 |



COLOMBO AUCTION AVERAGES

| FROM 01 ST TO 24 TH MARCH 2021 | LKR |
|--|---------------|
| Uva High Grown | 596.65 |
| Western High Grown | 657.63 |
| Summary of High Grown | 644.03 |
| Uva Medium Grown | 615.98 |
| Western Medium Grown | 598.77 |
| Summary of Medium Grown | 602.98 |
| Summary of Low Grown | 681.01 |
| TOTAL SALE AVERAGE | 660.97 |



ALL BROKERS PRIVATE SALE FIGURES (FOR THE PERIOD – 22ND TO 27TH MARCH 2021)

| | WEEKLY | TODATE |
|--------------------|------------|--------------|
| High, Medium & Low | 75,105.00 | 776,226.00 |
| Green Tea | 32,580.00 | 403,186.00 |
| Organic Tea | 12,106.00 | 127,390.00 |
| BMF | 244,217.00 | 2,220,023.00 |
| Direct Sales | - | - |
| Forward Contract | 46,000.00 | 203,650.00 |





- **Crop and Weather**
- **Crop Figures**
- **Tea News**
- **Holiday Notices**

CROP AND WEATHER - FOR THE PERIOD OF 22ND TO 28TH MARCH 2021



Western

Dull weather conditions with heavy evening showers were experienced throughout the week.



Nuwara Eliya

Bright weather conditions were reported at the beginning of the week whilst scattered afternoon showers were experienced towards the latter part.



Uva

Bright weather conditions were reported at the beginning of the week whilst occasional evening showers were experienced towards the latter part.



Low Grown

Dull weather conditions with isolated heavy evening showers were recorded throughout Galle, Deniyaya and Ratnapura districts.



Crop

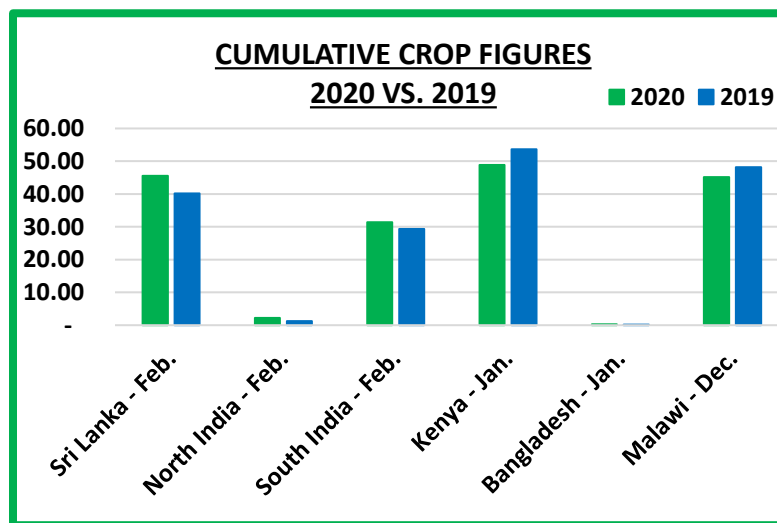
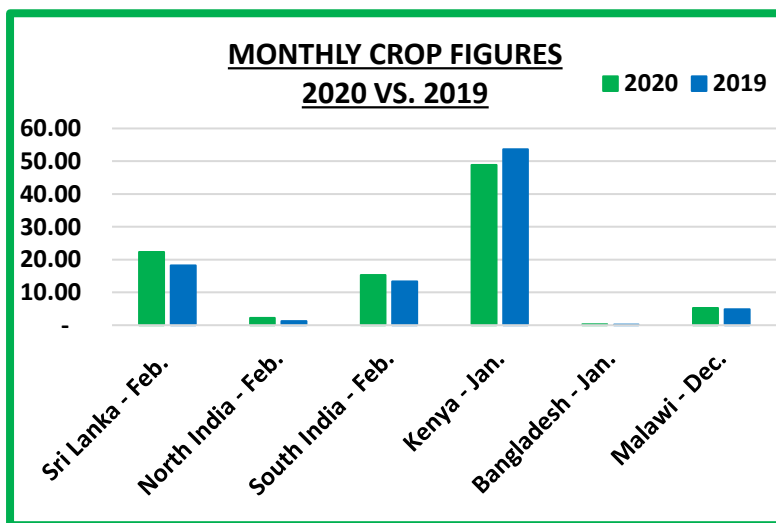
Crop intakes are moderate.



CROP FIGURES OF MAJOR PRODUCING & EXPORTING COUNTRIES

| Country | Month | 2020 * 2021 | 2019 * 2020 | Cumulative | 2020 * 2021 | 2019 * 2020 | Cumulative + Inc. / Dec. |
|-------------|----------|----------------|----------------|---------------|----------------|----------------|-----------------------------|
| Sri Lanka | February | * 22.37 | * 18.21 | Upto February | * 45.50 | * 40.15 | + 5.35 |
| North India | February | *2.18 (E) | * 1.24 | Upto February | *2.18 (E) | *1.28 | + 0.9 |
| South India | February | *15.30 (E) | * 13.30 | Upto February | * 31.35 (E) | * 29.32 | + 2.03 |
| Kenya | January | * 48.89 | * 53.63 | Upto January | * 48.89 | * 53.63 | - 4.74 |
| Bangladesh | January | * 0.28 | * 0.17 | Upto January | * 0.28 | * 0.17 | + 0.11 |
| Malawi | December | 5.2 | 4.9 | Upto December | 45.20 | 48.2 | - 3.0 |

(E) - Estimated



TEA NEWS AROUND THE GLOBE



MOMBASA MARKET

SALE NO. 12 – SALE OF 22ND / 23RD & 24TH MARCH 2021

There was fair demand for the 193,455 packages (12,742,027.50 kilos) on offer at irregular rates and 13.81% were unsold.

LEAF GRADES

Offerings: 98,382 packages (6,446,145.00 kilos). 11.06% remained unsold. Best BP1s in the market were irregular with improved lines gaining USC2 to USC17 but others were heavily discounted by up to USC89 with brighter varieties varying between steady to USC3 dearer to easier by up to USC8 while mediums saw better absorption at firm to USC14 dearer. Lower medium types met irregular support varying between firm to USC6 above last prices to easier by USC6 to USC8 with some invoices unsold while plainer descriptions were irregular and ranged between steady to USC10 dearer to easier by USC3 to USC9 below previous week's levels with a few lines remaining unsold and plainest were neglected.

Best PF1s available saw an irregular enquiry ranging between USC5 to USC14 above last rates following quality to easier by USC2 to USC3 while brighter sorts shed up to USC3 where sold. Medium varieties were irregular and varied between USC2 to USC4 dearer to easier by a similar rate; lower medium types met an irregular interest and ranged between USC2 USC12 dearer to easier by USC3 to USC8 with a few lines remaining unsold. Plainer categories met irregular activity and varied between USC4 to USC7 above last prices to easier by USC4 to USC10 and some invoices were unsold with plainest difficult of sale.

DUST GRADES

Offerings: 64,120 packages (4,736,761.00 kilos) with 17.22% remaining unsold. The best PDUSTs in the market met an irregular enquiry ranging between steady to USC12 above previous week's levels to easier by up to USC13 closely following quality with brighter varieties varying between firm to USC2 dearer to easier by a similar rate. Medium categories were irregular with quality and varied between firm to USC5 above last levels to easier by USC2 to USC6; lower mediums saw an irregular activity ranging between USC3 to USC6 dearer to easier by USC8 to USC13 with some lines remaining unsold. Plainer types shed USC2 to USC22 where sold and poorer lines were difficult of sale.

Best DUST1s on offer were irregular and varied between firm to USC6 dearer to easier by up to USC4 while brighter varieties eased by USC5 to USC11. Improved medium categories held steady to USC2 dearer while others were discounted by USC2 to USC11 with lower mediums varying between firm to USC2 above last rates to easier by USC4 to USC10 and some invoices were unsold. Plainer descriptions were irregular with improved invoices firm to USC6 dearer while others were a weak feature and shed USC3 to USC6 with many lines neglected.

SECONDARY GRADES

Offerings: 30,953 packages (1,559,122 kilos) and 15.48% remained unsold. In the secondary catalogues, BPs gained while PFs were steady. Clean well sorted coloury Fannings appreciated with similar DUSTs easier. Other Fannings held value while similar DUSTs were firm. BMFs were well absorbed.

MARKETS

There was strong enquiry from Egyptian Packers with more interest from Russia while Kazakhstan and other CIS states were active. Pakistan Packers, Sudan, Yemen and other Middle Eastern countries were active but at lower levels with Bazaar active but selective. UK showed less support with selective activity from Afghanistan with Iran outpriced. Local Packers showed good interest on account of price. Somalia were active at the lower end of the market.





TEA NEWS AROUND THE GLOBE

MOMBASA MARKET – Continued

| QUOTATIONS | BROKENS | FANNINGS |
|--------------|-----------|-----------|
| Best | 457 – 990 | 441 – 580 |
| Good | 438 – 639 | 434 – 487 |
| Good Medium | 418 – 568 | 424 – 493 |
| Medium | 355 – 485 | 386 – 436 |
| Lower Medium | 236 – 382 | 205 – 374 |
| Plain | 207 – 361 | 189 – 359 |

AUCTION AVERAGE PRICE

| AUCTION | KENYA 2020 \$ | KENYA 2021 \$ | TOTAL 2020 \$ | TOTAL 2021 \$ |
|---------|------------------|------------------|------------------|------------------|
| 10 | 2.02 | 2.02 | 1.93 | 1.96 |
| 11 | 1.97 | 1.96 | 1.90 | 1.90 |
| 12 | 1.93 | 1.96 | 1.87 | 1.89 |

SOURCE : AFRICA TEA BROKERS LTD.



UPCOMING AUCTION DETAILS

| Auction No. | 15 | | 14 | |
|-------------------------------------|--|-----------|--|-----------|
| Dates | 20 th / 21 st April 2021 | | 06 th / 07 th April 2021 | |
| | No. of Lots | Qty – kg | No. of Lots | Qty – kg |
| Ex-Estate | 917 | 1,069,419 | 839 | 956,615 |
| Main Sale Total | 10,997 | 5,770,120 | 10,873 | 5,618,799 |
| High & Medium | 1,806 | 908,983 | 1,736 | 855,812 |
| Low Grown – Leafy | 2,052 | 919,674 | 2,054 | 885,895 |
| Low Grown – Semi Leafy | 1,889 | 965,114 | 1,844 | 934,727 |
| Low Grown Tippy | 2,076 | 1,088,287 | 2,006 | 1,048,100 |
| Premium / Flowery | 290 | 49,656 | 290 | 51,436 |
| Off Grades | 2,289 | 1,248,121 | 2,354 | 1,259,882 |
| Dust | 595 | 590,285 | 589 | 582,947 |
| Grand Total | 11,914 | 6,839,539 | 11,712 | 6,575,414 |
| Reprints | 641 | 342,556 | 626 | 326,658 |
| | | | | |
| Total No. of Lots on Offer | 11,914 | | 11,712 | |
| Total Quantity on Offer (kg) | 6,839,539 | | 6,575,414 | |



SCHEDULED CLOSING DATES

| Auction No. | Date of Sale | Ex-Estate | Main Sale |
|-------------|--|------------|------------|
| 16 | 27 th / 28 th April 2021 | 01/04/2021 | 01/04/2021 |
| 17 | 04 th / 05 th May 2021 | 08/04/2021 | 08/04/2021 |
| 18 | 11 th / 12 th May 2021 | 22/04/2021 | 22/04/2021 |

PROMPT DATES

| Auction No. | Buyers | Sellers |
|-------------|------------|------------|
| 14 | 15/04/2021 | 16/04/2021 |
| 15 | 27/04/2021 | 28/04/2021 |
| 16 | 04/05/2021 | 05/05/2021 |



ORDER OF SALE (SALE NO. 14 – 06TH / 07TH APRIL 2021)

| Main Sale Order – 1 (Leafy / Semi Leafy / Tippy / Premium / 1A) | Main Sale Order – 2 (H & M / Off Grade / Dust) | Ex-Estate |
|--|---|--------------------------------------|
| F & W Tea Brokers (Pvt) Ltd | Bartleet Produce Marketing (Pvt) Ltd | Mercantile Produce Brokers (Pvt) Ltd |
| Asia Siyaka Commodities PLC | F & W Tea Brokers (Pvt) Ltd | Asia Siyaka Commodities PLC |
| Eastern Brokers. Ltd | Mercantile Produce Brokers (Pvt) Ltd | Bartleet Produce Marketing (Pvt) Ltd |
| Ceylon Tea Brokers PLC | Asia Siyaka Commodities PLC | F & W Tea Brokers (Pvt) Ltd |
| JOHN KEELLS PLC | JOHN KEELLS PLC | Eastern Brokers. Ltd |
| Lanka Commodity Brokers Ltd | Eastern Brokers. Ltd | Ceylon Tea Brokers PLC |
| Bartleet Produce Marketing (Pvt) Ltd | Ceylon Tea Brokers PLC | Lanka Commodity Brokers Ltd |
| Mercantile Produce Brokers (Pvt) Ltd | Lanka Commodity Brokers Ltd | JOHN KEELLS PLC |

[DB : SG]



HOLIDAY NOTICES



We wish to inform all our valued Clients that our Head Office, Sample Room and Stores will be closed for business on the following day.

02nd April 2021

Friday

Good Friday

* Warehouse and Sample Room will be opened.

Please note that MJF stores will be closed from 06th to 19th April 2021 due to New Year Holidays. The last date of deliveries accepted will be on 06th April 2021.





“

Success is not final; failure is not fatal: It is the courage to continue that counts.

— Winston S. Churchill

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