



TEA MARKET REPORT

MERCANTILE PRODUCE BROKERS (PVT) LTD

SALE NO.05
03RD / 04TH FEBRUARY
2025

ORDER OF SALE

SALE NO : 05

SALE DATE :03-February-2025 & 05-February-2025

| EX - ESTATE | | LOW GROWN LARGE LEAF / SEMI LEAFY / TIPPY & SMALL LEAF / PREMIUM LEAF & BOP1A | HIGH & MEDIUM / OFF GRADES / DUSTS |
|-------------|---------------------------------------|--|---------------------------------------|
| Sale No | 05 | Sale No 05 | Sale No 05 |
| 1 | EASTERN BROKERS LTD | MERCANTILE PRODUCE BROKERS (PVT) LTD | LANKA COMMODITY BROKERS LTD |
| 2 | CEYLON TEA BROKERS PLC | BARTLEET PRODUCE MARKETING (PVT) LTD | ASIA SIYAKA COMMODITIES PLC |
| 3 | LANKA COMMODITY BROKERS LTD | FORBES & WALKER TEA BROKERS (PVT) LTD | BARTLEET PRODUCE MARKETING (PVT) LTD |
| 4 | JOHN KEELLS PLC | CEYLON TEA BROKERS PLC | CEYLON TEA BROKERS PLC |
| 5 | MERCANTILE PRODUCE BROKERS (PVT) LTD | EASTERN BROKERS LTD | JOHN KEELLS PLC |
| 6 | ASIA SIYAKA COMMODITIES PLC | ASIA SIYAKA COMMODITIES PLC | EASTERN BROKERS LTD |
| 7 | BARTLEET PRODUCE MARKETING (PVT) LTD | JOHN KEELLS PLC | FORBES & WALKER TEA BROKERS (PVT) LTD |
| 8 | FORBES & WALKER TEA BROKERS (PVT) LTD | LANKA COMMODITY BROKERS LTD | MERCANTILE PRODUCE BROKERS (PVT) LTD |

AUCTION DETAILS

SALE NO : 005
SALE DATE : 03RD / 04TH FEBRUARY 2025
TOTAL LOTS : 12,610
OFFERED KGs : 6,467,059



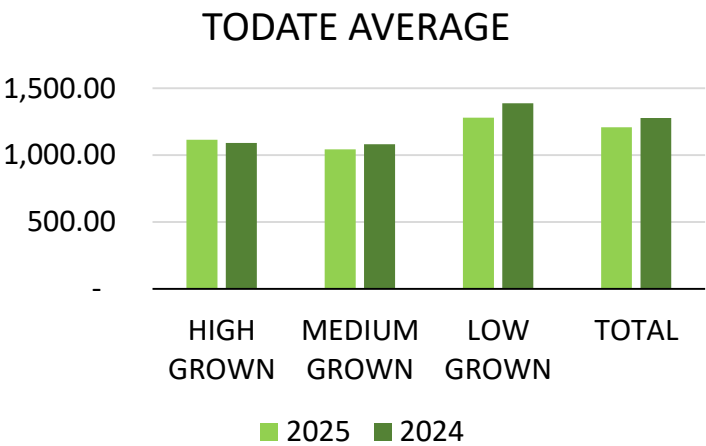
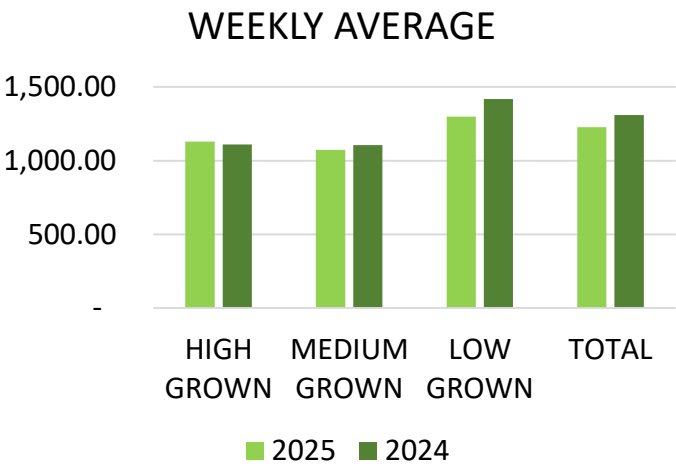
| CATEGORY | NO. OF LOTS | QTY (KGs) |
|------------------------|---------------|------------------|
| EX ESTATE | 904 | 897,522 |
| HIGH & MEDIUM | 1,606 | 702,381 |
| LOW GROWN – LEAFY | 2,151 | 840,431 |
| LOW GROWN – SEMI LEAFY | 1,911 | 861,376 |
| LOW GROWN – TIPPY | 2,348 | 1,166,069 |
| PREMIUM / FLOWERY | 442 | 69,971 |
| OFF GRADES | 2,545 | 1,299,549 |
| DUST | 703 | 629,760 |
| GRAND TOTAL | 12,610 | 6,467,059 |
| REPRINTS | 622 | 307,514 |

PREVIOUS SALE **AVERAGE TEA PRICES**

SALE NO : 004

SALE DATE : 28TH / 29TH JANUARY 2025

| CATEGORY | WEEKLY | | TODATE | |
|-------------------------------|----------------|----------------|----------------|----------------|
| | 2025 | 2024 | 2025 | 2024 |
| UVA HIGH GROWN | 1063.68 | 1035.79 | 1051.14 | 1028.49 |
| WESTERN HIGH GROWN | 1160.74 | 1134.12 | 1150.25 | 1116.84 |
| CTC HIGH GROWN (WESTERN HIGH) | 1118.92 | 1132.02 | 1102.02 | 1102.72 |
| HIGH GROWN | 1129.37 | 1109.46 | 1116.37 | 1091.25 |
| UVA MEDIUM | 1073.99 | 1117.43 | 1069.24 | 1094.51 |
| WESTERN MEDIUM | 1071.39 | 1100.12 | 1029.82 | 1075.83 |
| CTC MEDIUM | 1022.10 | 935.95 | 966.57 | 914.82 |
| MEDIUM GROWN | 1072.25 | 1104.38 | 1043.97 | 1081.43 |
| CTC LOW GROWN | 1016.31 | 1058.36 | 950.31 | 1089.12 |
| ORTHODOX LOW GROWN | 1311.26 | 1445.36 | 1294.04 | 1407.35 |
| LOW GROWN | 1299.41 | 1417.14 | 1279.99 | 1387.01 |
| TOTAL | 1226.61 | 1308.91 | 1208.07 | 1277.12 |



WEEKLY TEA SALE PRICE AVERAGE VS USD RATE FLUCTUATION



QUALITY WEATHER AND CROP



QUALITY

There was a fair selection of improved teas from the Western Planting Region, whilst the balance on offer were irregular. Teas from the Nuwara-Eliya, Uva and Udapussellawa did not show any significant changes in quality. Leaf appearance of the Low Grown showed a declined.



WEATHER

Mostly bright weather conditions have been reported from the Western, Nuwara-Eliya, Uva and Udapussellawa regions. Occasional evening showers were reported from the Low Grown planting sector.



CROP

Low crops have been reported from the Western, Nuwara-Eliya, Uva and Udapussellawa regions, whilst Low Grown planting region reported increase crops.

TEA MARKET DESCRIPTION

LOW GROWN TEAS (Met with fair general demand)

| GRADE | DESCRIPTION |
|---------------|---|
| BOP1 | Select Best and Best maintained on last week levels. Best and Below Best declined by Rs.100/- to Rs.150/- per kg. |
| OP1 | Well-made selected wiry OP1s were fully firm on last week levels, whilst the Best varieties too followed the similar market trend. Bold cleaner OP1s appreciated Rs.100/- per kg. Below Best types too advanced Rs.50/- to Rs.100/-. Stalky invoices met with good demand. |
| OP | Select Best OPs maintained on last week levels, whilst the Best varieties were lower by Rs.50/- to Rs.100/- per kg more towards the latter part of the sale, whilst the Below Best types appreciated Rs.20/- to Rs.40/- per kg. Short OPs were firm. Teas at the bottom met with good demand. |
| OPA | Well-twisted OPAs firm on last week levels. Best varieties shed Rs.50/- to Rs.100/- per kg. Below Best types were firm to dearer Rs.20/- to Rs.40/- per kg. Teas at the bottom met with good demand. |
| PEKOE | Select Best maintained on last week levels. Best and Below Best irregularly lower. |
| PEKOE1 | Select Best were firm to dearer. Best and Below Best irregularly lower. Bottom types met with less demand. |

TEA MARKET DESCRIPTION

LOW GROWN TEAS (Met with fair general demand)

| GRADE | DESCRIPTION |
|-----------------------------------|---|
| BOP/BOPsp | Select Best teas were lower by Rs.40/- to Rs.50/- per kg. Best, Below Best and others were irregularly lower by Rs.50/- to Rs.75/- per kg. |
| BOPF / BOPFsp | Except for one or two invoices Select Best teas were irregularly lower by Rs.40/- to Rs.50/-. Best teas and others were followed in similar trend. |
| FBOP/FBOP1 | Select Best teas declined by Rs.25/- to Rs.50/- per kg, whilst the others were lower by Rs.25/- to Rs.50/- per kg. |
| FBOPF1 | Except for one or two invoices overall market were declined by Rs.50/- to Rs.75/- per kg. Below Best and others were lower by Rs.75/- to Rs.100/- per kg. |
| FBOPF | Overall market sold irregularly lower compared to last week. |
| Leafy Tippy Invoices | Select Best teas declined by Rs.55/- to Rs.75/- per kg. Best, Below Best and others irregularly lower. |
| Small Leafy Tippy Invoices | Select Best teas irregular lower. Best and Below Best teas held firm. |
| CTC Teas (Low Grown) | |
| PF1 | Best teas on offer declined Rs.50/- to Rs.60/- per kg even at times more. Teas in the Below Best category and the balance too tended easier. |
| BP1s/BPs | Best teas on offer declined Rs.30/- to Rs.50/- per kg and more, whilst the balance on offer declined further. |

TEA MARKET DESCRIPTION

LOW GROWN TEAS (Met with fair general demand)

| GRADESSSS | SELECT BEST | BEST | BELOW | OTHERS |
|------------------|-------------|-----------|-----------|-----------|
| BOP1 | 2600-3400 | 1750-2400 | 1250-1600 | 900-1200 |
| OP1 | 3000-3750 | 2000-2900 | 1500-1900 | 1100-1450 |
| OP | 1550-1700 | 1400-1500 | 1200-1380 | 850-1150 |
| OPA | 1650-1900 | 1400-1600 | 1200-1380 | 850-1150 |
| PEK | 1950-2500 | 1550-1750 | 1350-1450 | 950-1250 |
| PEK1 | 2150-2350 | 1550-1950 | 1250-1450 | 950-1200 |
| BOP/BOPsp | 1450-2050 | 1350-1500 | 1100-1300 | 700-1050 |
| BOPF/BOPFsp | 1300-2350 | 1200-1400 | 900-1000 | 700-750 |
| FBOP/FBOP1 | 2200-2700 | 1700-1800 | 1000-1300 | 900-1000 |
| FBOPF/FBOPF1 | 1600-1900 | 1300-1450 | 1000-1200 | 800-900 |
| FBOPFsp/FBOPFxSp | 3500-4900 | 2400-3400 | 1500-2100 | 1000-1400 |
| PF1 | 1300-1440 | 1050-1290 | 900-1040 | 750-890 |
| BP1/BPs | 1080-1160 | 980-1070 | 900-970 | 750-890 |

TEA MARKET DESCRIPTION

HIGH GROWN TEAS (Met with fair general demand)

| GRADE | DESCRIPTION |
|-------------|--|
| BOP | Only a small selection of better western BOPs were sold at firm rates, whilst the other high price teas often declined Rs.30/- to Rs.50/- per kg. A few select teas in the Below Best category gained Rs.50/- to Rs.80/- per kg and more following special inquiry, whilst the balance on offer were mostly lower. Teas at the lower declined fairly sharply. Limited selection of Nuwara-Eliya which were on offer were mostly firm. Uva and udapussellawas often declined Rs.50/- to Rs.80/- per kg even at times more. |
| BOPF | Small selection of better western BOPFs were sold at firm to dearer levels, whilst the others declined Rs.50/- to Rs.100/- per kg. fair selection of teas in the Below Best category were sold at firm to dearer levels, whilst the balance were irregular and often declined Rs.30/- to Rs.50/- per kg even at times more. Plainer Sorts shed Rs.30/- to Rs.50/- per kg and more as the sale progress. Nuwara-Eliyas were generally firm. Teas from the Uva and Udapussellaws often declined Rs.50/- to Rs.70/- per kg even at timed more and resulted in many withdrawals. |

| GRADES | BOP | BOPF |
|------------------------|-----------|-----------|
| BEST WESTERN | 1200-1420 | 1360-1600 |
| BELOW BEST | 1040-1190 | 1140-1350 |
| PLAINER WESTERN | 940-1030 | 900-1130 |
| NUWARA ELIYA'S | 1280-1300 | 1200-1240 |
| UDAPUSSELLAWA'S | 940-960 | 940-1120 |
| BEST UVA'S | 1000-1040 | 1100-1180 |
| OTHER UVA'S | 920-990 | 1000-1090 |

TEA MARKET DESCRIPTION

MEDIUM GROWN TEAS

| GRADE | DESCRIPTION |
|-------------------|--|
| BOP | Larger BOPs were mostly irregular, whilst the others declined Rs.30/- to Rs.50/- per kg. |
| BOPF | Best teas on offer declined Rs.50/- to Rs.70/- per kg and more, whilst the balance declined Rs.20/- to Rs.40/- per kg. |
| PEK / PEK1 | Most teas declined Rs.20/- to Rs.30/- per kg. |

| GRADES | BOP | BOPF | PEK |
|----------------------|-----------|-----------|-----------|
| GOOD MEDIUMS | 1100-1550 | 1000-1180 | 1180-1450 |
| OTHER MEDIUMS | 800-1090 | 740-990 | 1000-1170 |

TEA MARKET DESCRIPTION

OFF GRADES
(Met with fair general demand)

| GRADE | DESCRIPTION |
|----------------------|--|
| OFF GRADE | |
| HIGH & MEDIUM GROWNS | Clean leaf bright liquoring FGSs were maintaining on last week levels, whilst the Below Best and Poor Sorts increased by Rs.20/- to Rs.50/- per kg. Select Best BMs increased by Rs.10/- to Rs.20/- per kg, whilst Best and Below Best types had a fair demand. |
| LOW GROWNS | Clean leaf bright liquoring FGSs were irregularly lower, whilst the Best and Below Best increased by Rs.20/- to Rs.40/- per kg. Select Best BMs were irregularly lower, whilst the Best and Below Best were dearer by Rs.20/- to Rs.40/- per kg. Select Best BPs maintained on last levels, whilst the Best and Below Best BPs were irregularly lower. |
| BOP1A | |
| HIGH & MEDIUM GROWNS | Select Best, Best and Below Best BOP1As were lower by Rs.50/- to Rs.60/-. |
| LOW GROWNS | Select Best were lower by Rs.50/- to Rs.60/- per kg. Best and Below Best BOP1As were irregularly lower, whilst the others Poor Sorts were firm to dearer. |
| DUST/DUST1 | |
| HIGH GROWN | Select Best bright liquoring DUST1 invoices were lower by Rs.40/- to Rs.50/- per kg and at times more. Clean Below Best teas were sold Rs.10/- to Rs.30/- per kg below last week levels. Clean DUSTS and Poorer Sorts were firm by Rs.10/- to Rs.20/- per kg. |
| LOW GROWN | Clean leaf Select Best low grown DUST1 invoices were lower by Rs.50/- to Rs.60/- per kg. Best teas were firm to dearer. Clean leaf low Grown DUSTS were lower by Rs.70/- to Rs.80/- per kg. |
| CTC | Best teas were firm by Rs.20/- to Rs.30/- per kg. Other invoices met with a higher demand. |

TEA MARKET DESCRIPTION

OFF GRADES (Met with fair general demand)

| GRADES | | HIGH | MEDIUM | LOW |
|-------------------|----------------|-----------|---------|-----------|
| FGS | GOOD | 800-860 | 800-860 | 800-880 |
| | OTHERS | 650-790 | 650-790 | 650-790 |
| BP/BM | GOOD | 760-940 | 760-940 | 800-1440 |
| | OTHERS | 660-750 | 680-750 | 680-790 |
| BOP1A | GOOD | - | 800-940 | 1100-1260 |
| | OTHERS | - | 550-740 | 850-1080 |
| DUST/DUST1 | BETTER PRIMARY | 1140-1550 | 800-850 | 780-820 |
| | OTHER PRIMARY | 900-1100 | 650-780 | 700-770 |

TOP PRICES

HIGH AND MEDIUM GROWN

DENOTES MPBL

ALL TIME RECORD PRICE

EQUAL ALL TIME RECORD PRICE

: ❖
: +
: =+

WESTERN MEDIUM

| | | | |
|---|-----------------------|-------------------|----------------|
| | Hatale | BOP | 1,550/- |
| | Uplands | BOPsp | 1,500/- |
| | Harangalla | BOPF/BOPFsp | 1,180/- |
| | Vellai Oya | BOPF/BOPFsp | 1,180/- |
| | Craighead | BOP1 | 1,850/- |
| | Harangalla | OP/OPA | 1,400/- |
| | New Rothschild | OP1 | 1,800/- |
| | Inguruwatte | PEK/PEK1 | 1,700/- |
| | Craighead | FBOP/FBOP1 | 2,350/- |
| | Doombagastalawa | FBOP/FBOP1 | 2,300/- |
| ❖ | New Rothschild | FBOP/FBOP1 | 1,850/- |
| | Imboolpitiya | FBOPF/FBOPF1 | 1,550/- |

UVA MEDIUM

| | | | |
|---|--------------------------|-----------------|----------------|
| | Demodera 'S' | BOP | 1,480/- |
| | Demodera 'S' | BOPsp | 1,320/- |
| | Halpewatte Uva | BOPsp | 1,140/- |
| ❖ | Cecilton | BOPsp | 1,120/- |
| | Dickwella | BOPF/BOPFsp | 1,480/- |
| | Roseland Uva | BOP1 | 1,650/- |
| | Dickwella | OP/OPA | 1,360/- |
| ❖ | High Spring | OP/OPA | 1,340/- |
| | Pettiagallla | OP/OPA | 1,340/- |
| | Dickwella | OP/OPA | 1,340/- |
| | Ury | OP/OPA | 1,340/- |
| | Roseland Uva | OP1 | 1,550/- |
| | Glen Alpin | OP1 | 1,500/- |
| | Dickwella | OP1 | 1,500/- |
| | Hindagala | OP1 | 1,500/- |
| ❖ | Tinioya | OP1 | 1,480/- |
| | Sarnia P. | OP1 | 1,480/- |
| | Aruna Passara | OP1 | 1,480/- |
| | Dickwella | PEK/PEK1 | 1,550/- |
| ❖ | Aruna Keppetipola | PEK/PEK1 | 1,520/- |
| ❖ | Aruna Keppetipola | PEK/PEK1 | 1,500/- |
| | Aruna Passara | PEK/PEK1 | 1,500/- |
| | Dickwella | FBOP/FBOP1 | 1,700/- |
| | Sarnia P. | FBOPF/FBOPF1 | 1,440/- |

WESTERN HIGH GROWN

| | | | |
|---|--------------------|---------------------|----------------|
| | Holyrood | BOP | 1,420/- |
| | Somerset | BOPsp | 1,550/- |
| | Robgill | BOPF/BOPFsp | 1,600/- |
| | Venture | BOP1 | 1,550/- |
| | Venture | OP/OPA | 1,420/- |
| | Glenloch | OP1 | 1,600/- |
| | Great Western | PEK/PEK1 | 1,650/- |
| | St. Andrews | FBOP/FBOP1 | 1,650/- |
| | St. Andrews | FBOPF/FBOPF1 | 1,400/- |
| | Bogahawatte | FBOPF/FBOPF1 | 1,360/- |
| ❖ | Bambrakelly | FBOPF/FBOPF1 | 1,320/- |
| | Fairlawn | FBOPF/FBOPF1 | 1,320/- |
| | Cymru | FBOPF/FBOPF1 | 1,320/- |

TOP PRICES

HIGH AND MEDIUM GROWN

DENOTES MPBL

ALL TIME RECORD PRICE

EQUAL ALL TIME RECORD PRICE

: ❖

: +

: =+

NUWARA-ELIYA

| | | | |
|--|--------------|--------------|---------|
| | Lovers Leap | BOP | 1,300/- |
| | Mahagastotte | BOP | 1,300/- |
| | Kenmare | BOPF/BOPFsp | 940/- |
| | Court Lodge | OP/OPA | 1,200/- |
| | Court Lodge | OP1 | 1,600/- |
| | Lovers Leap | PEK/PEK1 | 1,320/- |
| | Kenmare | FBOP/FBOP1 | 1,420/- |
| | Kenmare | FBOPF/FBOPF1 | 1,260/- |

UDAPUSSELLAWA

| | | | |
|--|------------|--------------|---------|
| | Alma | BOP | 1,340/- |
| | Lucky Land | BOPF/BOPFsp | 1,120/- |
| | Alma | OP/OPA | 1,400/- |
| | Alma | OP1 | 1,440/- |
| | Alma | PEK/PEK1 | 1,650/- |
| | Alma | FBOP/FBOP1 | 1,400/- |
| | Alma | FBOPF/FBOPF1 | 1,440/- |

UVA HIGH

| | | | |
|--|---------------|--------------|---------|
| | Glenanore | BOP | 1,320/- |
| | Ranaya | BOPsp | 1,280/- |
| | Nayabedde | BOPF/BOPFsp | 1,180/- |
| | Craig | BOP1 | 1,500/- |
| | Ellathota Uva | OP/OPA | 1,320/- |
| | Ampitikande | OP/OPA | 1,320/- |
| | Craig | OP/OPA | 1,320/- |
| | Ranaya | OP/OPA | 1,320/- |
| | Craig | OP1 | 1,550/- |
| | Craig | PEK/PEK1 | 1,550/- |
| | Ellathota Uva | FBOP/FBOP1 | 1,500/- |
| | Ranaya | FBOP/FBOP1 | 1,500/- |
| | Uva Highlands | FBOPF/FBOPF1 | 1,420/- |

UNORTHODOX HIGH

| | | | |
|--|---------------|-----|---------|
| | Dunsinane CTC | PF1 | 1,220/- |
|--|---------------|-----|---------|

UNORTHODOX MEDIUM

| | | | |
|---|-----------------|------------|--------------|
| | New Peacock CTC | PF1 | 1,200/- |
| | Delta CTC | BP1 | 1,120/- |
| ❖ | Donside | BPS | 760/- |

UNORTHODOX LOW

| | | | |
|---|-----------------------|------------|--------------|
| | Kalubowitiyana CTC | PF1 | 1,440/- |
| | Ceciliyan CTC | BP1 | 1,160/- |
| ❖ | Nelunwatta CTC | BP1 | 900/- |
| | Ross Feld CTC | BPS | 770/- |

TOP PRICES

LOW GROWN

| LOW | | | |
|-----|--------------------------|---------------|----------------|
| | Pothotuwa | BOP1 | 3,400/- |
| ❖ | Kolonna Super | BOP1 | 2,900/- |
| | Pothotuwa | OP1 | 3,650/- |
| | Miriswatta | OP | 1,700/- |
| ❖ | Andaradeniya | OP | 1,650/- |
| ❖ | Stream Line | OP | 1,600/- |
| ❖ | Dampahala | OPA | 1,900/- |
| | Liyonta | PEK | 2,500/- |
| | Galatara | PEK1 | 2,350/- |
| | Mulatiyana Hills | BOP | 2,050/- |
| ❖ | Stream Line | BOPsp | 1,650/- |
| | Rajjuruwatta Super | BOPsp | 1,550/- |
| ❖ | Lellopitiya Super | BOPsp | 1,500/- |
| | Kings Brue | BOPsp | 1,500/- |
| | Sithaka | BOPF | 1,550/- |
| | Rajjuruwatta Super | BOPFsp | 2,350/- |
| ❖ | Stream Line | BOPFsp | 1,360/- |
| ❖ | Lellopitiya Super | BOPFsp | 1,340/- |
| | Suduwelipothahena Super | BOPFsp | 1,340/- |
| | Sithaka | FBOP | 2,700/- |
| ❖ | Galatara | FBOP | 2,250/- |
| ❖ | Ceciliyan | FBOP1 | 2,000/- |
| | Wattahena | FBOP1 | 2,000/- |
| | New Laksaknda | FBOPF | 1,900/- |

DENOTES MPBL :

ALL TIME RECORD PRICE :

EQUAL ALL TIME RECORD PRICE :

❖

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| LOW | | | |
|-----|--------------------|---------------|----------------|
| ❖ | Stream Line | FBOPF1 | 1,550/- |
| | Pothotuwa | FBOPF1 | 1,500/- |
| | Makandura | FBOPF1 | 1,500/- |
| ❖ | Dampahala | FBOPF1 | 1,480/- |
| | Adams View | FBOPF1 | 1,480/- |

| PREMIUM FLOWERY | | | |
|-----------------|-----------------------|-------------------|----------------|
| | Pasgoda Small Holders | FBOPFSp | 3,500/- |
| | Golden Garden | FBOPFExSp | 4,900/- |
| | New Falcon Lanka | FBOPFExSp | 4,250/- |
| ❖ | Navinda | FBOPFExSp | 3,800/- |
| ❖ | Galatara | FBOPFExSp1 | 4,550/- |

| OFF GRADE | | | |
|-----------|----------------------|-----------|--------------|
| | Wanarajah | FGS/FGS1 | 1,220/- |
| | Bogoda | BM | 1,060/- |
| | Suwishka | BP | 1,440/- |
| | Strathdon CTC | PF | 880/- |
| | Liyonta CTC | PF | 860/- |
| ❖ | Ceciliyan CTC | PF | 840/- |

| BOP1A | | | |
|-------|------------------|-------|---------|
| | Chandrika Estate | BOP1A | 1,260/- |

| DUST | | | |
|------|----------------------|------------|----------------|
| | Mattakelle | DUST/DUST1 | 1,550/- |
| | Great Western | DUST/DUST1 | 1,550/- |
| | Hingalgoda CTC | PD | 1,380/- |
| | Kalubowitiyana CTC | PD | 1,380/- |
| | Kalubowitiyana CTC | PD | 1,360/- |
| ❖ | Ceciliyan CTC | PD | 1,320/- |

PRIVATE SALES

27TH JANUARY TO 01ST FEBRUARY 2025

| | WEEKLY | TO-DATE |
|--------------|------------|------------|
| PRIVATE SALE | 202,993.60 | 931,701.60 |
| BMF | 18,600.00 | 260,453.00 |
| DIRECT SALES | - | - |



India concerns over tea imports from Kenya

Tea imports from Kenya to India jumped by more than 288 percent in 2024, sparking concerns that the cheap and lower-quality African tea is used for blending and even re-exported under the brand of Indian tea.

Between January and October, 2024, Kenya exported 13.71 million kg of tea to India, which was already grappling with oversupply issues. Tea imports from Kenya in the previous year were 3.53 million kg during the same period. The average price of these imported teas is around Ind. Rs 156.73 per kg compared to Ind. Rs 252.83 fetched by Assam tea in auctions up to October last year. Tea production in India (up to November) was down by over 50 million kg in 2024, and Assam alone accounted for a crop loss of over 20 million kg. The slight dip in production saw the prices go up by Ind. Rs 52 in 2024.

Industry sources added that imports from Kenya in the last four months have been "alarming," amidst oversupply in India, which was keeping the Indian tea prices depressed. "Very cheap and substandard teas from Iran and Vietnam are also being imported into India and are being re-exported as Indian teas, thereby ruining the image of Indian teas. Earlier, there was a North Indian Tea Council under the aegis of the Tea Board, which monitored the quality and MRL compliance of teas entering India, but since this was abolished, it has become free for all," they said.

While some teas are being imported in EOU's (export oriented units) and against advance licenses for re-export to Iran, Iraq, and Russia, there are serious apprehensions that some teas could also slip into the domestic market as there are no strict checks and balances.

What is even more worrying is that Kenya had over 100 million kg of substandard unsold tea after the minimum price policy was enforced in 2021 in that country. Industry sources have not ruled out the possibility of those old teas being pushed into India. "This trend threatens the prospects of Assam Orthodox and Brand India, as most teas exported are foreign teas being camouflaged as Indian teas and are being shipped using Indian certificates of origin and health certificates. The government and Tea Board need to act swiftly by banning any duty-free imports of teas by merchant exporters. If this is not done immediately, there will be permanent damage to the image and reputation of Brand India," sources said.



Indian Tea Exporters' Association (ITEA) chairman Anshuman Kanoria admitted that the large quantum of tea imports from Kenya is a matter of concern and said it is important to get the correct customs import figures for tea from all origins to get an accurate picture of imports and net exports. "Uncontrolled imports and their export as Indian tea bring serious negative consequences for the image, demand, and price of Indian tea. It also creates an uneven playing field for exporters promoting genuine Indian tea vis-à-vis those passing off imported tea as Indian tea.

(The Assam Tribune)

Kenya tea exports up by 20% in 2024

Kenya's tea export volumes surged 20.8 percent in the first ten months of 2024, boosted by increased demand in destination markets, the Tea Board of Kenya (TBK) said recently.

The TBK said export volumes stood at 500.8 million kg, an increase from 414.5 million kg recorded in the same period of 2023.

The East African nation earned 155 billion Kenyan shillings (about 1.19 billion U.S. dollars) from exports during the first 10 months, a rise from 1.09 billion dollars in a similar period in 2023, said the TBK in a report released in the Kenyan capital of Nairobi.

"The export earnings were higher on account of higher export volumes and a stable exchange rate," the TBK said.

The Kenyan shilling exchanged at an average of 129 to the U.S. dollar during the period.

With the country earning an average of 199 million dollars per month from tea, earnings in 2024 are expected to surpass the 1.39 billion dollars earned in 2023, according to the TBK.

Meanwhile, tea production also surged 7 percent in the first 10 months of 2024, boosted by favorable weather conditions. Pakistan, Egypt, the United Arab Emirates, Russia and Sudan remained the main markets that shipped more tea from Kenya during the period.

Kenya is expanding its market, especially in Asia, with the government recently opening a tea trade center in Fujian Province of China to facilitate distribution in the country.

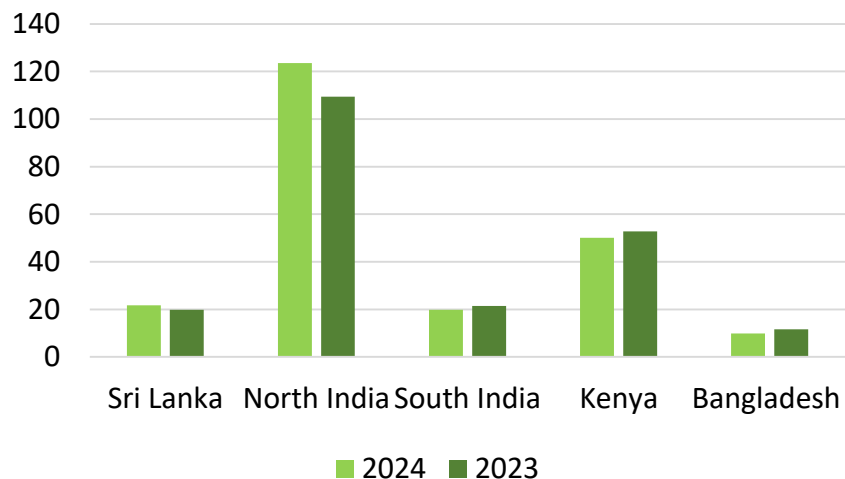
(Xinhua/ Africa Business News)



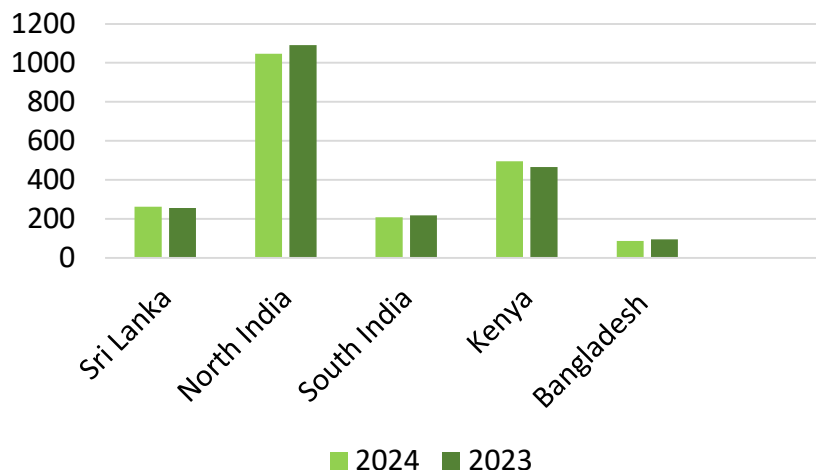
CROP FIGURES OF MAJOR PRODUCING COUNTRIES (MKg)

| COUNTRY | MONTH | 2024 | 2023 | MONTH | 2024 | 2023 | CUMULATIVE +INC / DEC. |
|--------------------|----------|-------|-------|----------|---------|--------|---------------------------|
| | | | | | TO DATE | | |
| Sri Lanka | December | 21.7 | 19.8 | December | 262.1 | 256.1 | 6 |
| North India | November | 123.5 | 109.4 | November | 1046.9 | 1090.7 | -43.8 |
| South India | November | 19.8 | 21.4 | November | 208.5 | 218.6 | -10.1 |
| Kenya | October | 50.1 | 52.8 | October | 495.2 | 465 | 30.2 |
| Bangladesh | November | 9.9 | 11.6 | November | 86.6 | 95.1 | -8.5 |

CROP FIGURE (MONTHLY)



CROP FIGURE (CUMULATIVE)



GLOBAL TEA NEWS AND UPDATES

Bangladesh Auction of 03rd February 2025

CTC LEAF: 64,051 packages of tea on offer met with a fair demand.

BROKENS: Good liquoring Brokens were a fairly good market particularly the GBOPs which were mostly firm but their BOPs were a little easier. All other sorts met with less demand and eased in value with quite fair withdrawals. Plainer types were again an easier market with more withdrawals. BLF teas were again a very selective market with heavy withdrawals.

FANNINGS: Good liquoring Fannings were in good demand and were fully firm to occasionally dearer following competition. Medium and plainer varieties were an easier market and withdrawals were quite heavy in this category. BLF teas were again a very selective market with heavy withdrawals.

DUST: 11,869 packages of tea on offer met with quite a good demand. Good liquoring Dusts met with good demand and were dearer by Tk.3/- to Tk.5/- than last levels. Their Mediums also sold well around Tk.3/- to Tk.5/- less than last levels closely following quality. Plain and BLF Dusts again were a fair market with less withdrawals than last. Blenders lent some support with fair interest from the Loose tea buyers. Withdrawals were heavy with a further decline in price.

COMMENTS: There were a heavier percentage of reprinted teas offered this week which were mostly neglected. Good liquoring varieties continued to be well supported. Blenders were active whilst Loose tea buyers continued to be selective. Good liquoring Dusts sold well.

Guwahati Auction 28th of January 2025

Market: CTC

There was good general demand. All categories tended irregular and sold in line commensurate with quality.

Buying Pattern: CTC

There was fair enquiry from HUL/TCPL. Internal buyers were the mainstay of the market. Exporters were subdued.

Market: DUST

There was fair demand. Levels tended irregular and easier in line following quality.

Buying Pattern: DUST

Internal buyers were the mainstay. Other blenders operated selectively.

UPCOMING SALE DETAILS



SALE NO : 006
SALE DATE : 10TH / 11TH February 2025
TOTAL LOTS : 11,619
OFFERED KGs : 5,896,636
CATALOGUES CLOSED ON : 23RD JANUARY 2025

| CATEGORY | NO. OF LOTS | QTY (KGs) |
|------------------------|---------------|------------------|
| EX ESTATE | 910 | 907,796 |
| HIGH & MEDIUM | 1,432 | 627,106 |
| LOW GROWN – LEAFY | 2,005 | 765,287 |
| LOW GROWN – SEMI LEAFY | 1,740 | 755,501 |
| LOW GROWN – TIPPY | 2,225 | 1,087,403 |
| PREMIUM / FLOWERY | 415 | 64,532 |
| OFF GRADES | 2,303 | 1,148,891 |
| DUST | 589 | 540,120 |
| GRAND TOTAL | 11,619 | 5,896,636 |
| REPRINTS | 1,030 | 552,027 |

UPCOMING SALE DETAILS

SALE NO : 007
SALE DATE : 18TH/ 19TH FEBRUARY 2025
TOTAL LOTS : 11,574
OFFERED KGs : 5,863,259
CATALOGUES CLOSED ON : 30TH JANUARY 2025



| CATEGORY | NO. OF LOTS | QTY (KGs) |
|------------------------|---------------|------------------|
| EX ESTATE | 895 | 905,175 |
| HIGH & MEDIUM | 1,477 | 647,600 |
| LOW GROWN – LEAFY | 2,023 | 773,284 |
| LOW GROWN – SEMI LEAFY | 1,688 | 721,268 |
| LOW GROWN – TIPPY | 2,199 | 1,080,240 |
| PREMIUM / FLOWERY | 489 | 76,073 |
| OFF GRADES | 2,174 | 1,085,081 |
| DUST | 629 | 574,538 |
| GRAND TOTAL | 11,574 | 5,863,259 |
| REPRINTS | 983 | 494,039 |



ORDER OF NEXT SALE

SALE NO : 06

SALE DATE : 11-February-2025

| ORDER | EX - ESTATE | LOW GROWN LARGE LEAF / SEMI LEAFY / TIPPY & SMALL LEAF / PREMIUM LEAF & BOP1A | HIGH & MEDIUM/ OFF GRADES/ DUSTS |
|-------|-------------|--|---|
| | Sale No 06 | Sale No 06 | Sale No 06 |
| 1 | CT | BC | AS |
| 2 | LC | FW | BC |
| 3 | JK | CT | CT |
| 4 | MB | AS | JK |
| 5 | AS | JK | EB |
| 6 | BC | EB | FW |
| 7 | FW | LC | MB |
| 8 | EB | MB | LC |

MB : MERCANTILE PRODUCE BROKERS (PVT) LTD

AS : ASIA SIYAKA COMMODITIES (PVT) LTD

BC : BARTLEET PRODUCE MARKETING (PVT) LTD

CT : CEYLON TEA BROKERS PLC

EB : EASTERN BROKERS LTD

FW : F & W TEA BROKERS (PVT) LTD

JK : JOHN KEELLS LTD

LC : LANKA COMMODITY BROKERS (PVT) LTD



UPCOMING SALE/CATALOGUES DATES



| | DATE | EX ESTATE MAIN SALE (CATALOGUE SCHEDULED CLOSING DATES) |
|---------------------|---|--|
| SALE NO : 06 | 10th February 2025 & 11th February 2025 | 23rd January 2025 |
| SALE NO : 07 | 18th February 2025 & 19th February 2025 | 30th January 2025 |
| SALE NO : 08 | 25th February 2025 & 26th February 2025 | 06th February 2025 |
| SALE NO : 09 | 04th March 2025 & 05th March 2025 | 13th February 2025 |

HOLIDAY NOTICE

Head Office, Sample Room and Stores

12th February 2025 – Full Moon Poya Day





MERCANTILE PRODUCE BROKERS (PVT) LTD



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