

Highlights of The Week

Weak tone were featured in Karnataka market during this week ended as on 16th March 2015. Due to the continuous drop in the international coffee price all sections of trade were less active, purchased quantities if price meets their expectation. Arabica Plantation PB of new season 2014/15 price were lower by Rs.50 to 250 per 50 Kgs when compared to last levels while A and B grade on offer remained unsold. Arabica Cherry AB and C grade on offer remained unsold as sellers price expectation were higher than the buyers interest. There was no new season Robusta Cherry coffees on offer. Total 231423 kgs was on offer including 127545 kgs of Arabica coffee and 103878 kgs of Robusta coffee where 53000 kgs was sold at the auction which is held on the 12th March 2015. All varieties of old season coffees received less enquiry than seen in the previous sale date.

Farm gate prices of Arabica in Karnataka came down by 20-22% and Robusta prices by 20% from the prevailing price trend in December 2014 and January 2015. This season coffee crop harvesting is about to finish in the major growing states of India. Domestic price trend is likely to move in steady to down zone after the news of better crop condition in Brazil on account of good rains in January and February 2015. The direction of prices may change the trend once Brazil starts its next season harvest i.e. in May/ June 2015. Post Monsoon crop estimates for 2014-15 stood up by 8.70% to 331,000 MT followed by total Robusta estimates at 231,400 MT with an increase of 14.38% and Arabica estimates at 99,600 MT with a decline of 2.54% compared to last year output.

According to the Coffee Exporters Association Cecafe, total green coffee exports of Brazil is amounted at 2.44 million bags in February 2015 down from 2.83 million bags in January 2015 however up from 2.66 million bags in February 2014 on improved demand.

Below table shows coffee exports details of Brazil in February 2015 Vs February 2014:-

| Exports Details of Brazil (Units in 60 kg bags) | | | | | | |
|---|---------|----------|----------|---------|----------|--------|
| | Robusta | Arabica | Green | Soluble | Total | \$ MLN |
| Feb-15 | 249,324 | 2.19 MLN | 2.44 MLN | 243,123 | 2.68 MLN | 524.5 |
| Feb-14 | 148,654 | 2.51 MLN | 2.66 MLN | 265,990 | 2.93 MLN | 411.9 |

Source:Reuter

According to the Country's coffee council CSC, coffee exports from Salvador increased by 52% to 86,233 60- kg bags in February 2015 against 56708 kg bags a year before in the same period of time supported by a recovery at plantations hit by the tree- killing fungus roya. On the other hand total exports in the first five months of the current 2014/15 season is registered up by 10.07% to 194,435 60- kg bags as compared to the same period of time of last year.

Weather Updates of India

Below Map shows weekly rainfall scenario of India:-

| 5-Day Rainfall Forecast (MORNING) | | | | | | |
|-----------------------------------|---------------------------|----------|----------|----------|----------|----------|
| DATED: 16-03-2015 | | | | | | |
| S.N | MET. SUB-DIVISION | Forecast | | | | |
| | | 16-03-15 | 17-03-15 | 18-03-15 | 19-03-15 | 20-03-15 |
| 1 | A & N Islands | DRY | DRY | ISOL | ISOL | ISOL |
| 2 | Arunachal Pradesh | SCT | ISOL | ISOL | ISOL | ISOL |
| 3 | Assam & Meghalaya | ISOL | ISOL | ISOL | ISOL | ISOL |
| 4 | Nag, Mani, Mizo & Tripura | ISOL | DRY | DRY | DRY | DRY |
| 5 | SHWB & Sikkim | FWS | SCT | DRY | DRY | DRY |
| 6 | Gangetic West Bengal | ISOL | ISOL | DRY | DRY | DRY |
| 7 | Odisha | ISOL | DRY | ISOL | ISOL | ISOL |
| 8 | Jharkhand | SCT | SCT | DRY | DRY | DRY |
| 9 | Bihar | SCT | SCT | DRY | DRY | DRY |
| 10 | East Uttar Pradesh | FWS | ISOL | ISOL | DRY | DRY |
| 11 | West Uttar Pradesh | FWS | SCT | DRY | DRY | DRY |
| 12 | Uttarakhand | FWS | ISOL | DRY | DRY | DRY |
| 13 | Haryana, Chd & Delhi | FWS | ISOL | DRY | DRY | DRY |
| 14 | Punjab | FWS | ISOL | ISOL | DRY | DRY |
| 15 | Himachal Pradesh | WS | SCT | ISOL | DRY | DRY |
| 16 | Jammu & Kashmir | WS | FWS | SCT | ISOL | DRY |
| 17 | West Rajasthan | ISOL | ISOL | DRY | DRY | DRY |
| 18 | East Rajasthan | SCT | ISOL | ISOL | DRY | DRY |
| 19 | West Madhya Pradesh | FWS | SCT | ISOL | DRY | DRY |
| 20 | East Madhya Pradesh | FWS | FWS | ISOL | DRY | DRY |
| 21 | Gujarat Region | ISOL | DRY | DRY | DRY | DRY |
| 22 | Saurashtra, Kutch & Diu | ISOL | DRY | DRY | DRY | DRY |
| 23 | Konkan & Goa | ISOL | DRY | DRY | DRY | DRY |
| 24 | Madhya Maharashtra | ISOL | ISOL | DRY | DRY | DRY |
| 25 | Marathawada | ISOL | ISOL | DRY | DRY | DRY |
| 26 | Vidarbha | SCT | ISOL | ISOL | DRY | DRY |
| 27 | Chhattisgarh | SCT | ISOL | ISOL | DRY | DRY |
| 28 | Coastal Andhra Pradesh | ISOL | ISOL | DRY | DRY | ISOL |
| 29 | Telangana | ISOL | ISOL | DRY | DRY | ISOL |
| 30 | Rayalaseema | ISOL | DRY | DRY | DRY | DRY |
| 31 | Tamilnadu & Puccd. | SCT | ISOL | ISOL | ISOL | DRY |
| 32 | Coastal Karnataka | SCT | SCT | ISOL | ISOL | DRY |
| 33 | N I Karnataka | ISOL | DRY | DRY | DRY | DRY |
| 34 | S I Karnataka | SCT | SCT | ISOL | DRY | DRY |
| 35 | Kerala | FWS | FWS | ISOL | ISOL | ISOL |
| 36 | Lakshadweep | FWS | FWS | SCT | ISOL | ISOL |

| % of stations reporting rainfall | | | |
|----------------------------------|-------------------------------------|------------|-----------------------------|
| % Stations | Category | % Stations | Category |
| 76-100 | Widespread/Most Places (WS) | 26-50 | Scattered/ few places (SCT) |
| 51-75 | Fairly Widespread/Many Places (FWS) | 1-25 | Isolated (ISOL) |
| No Rain | Dry | | |

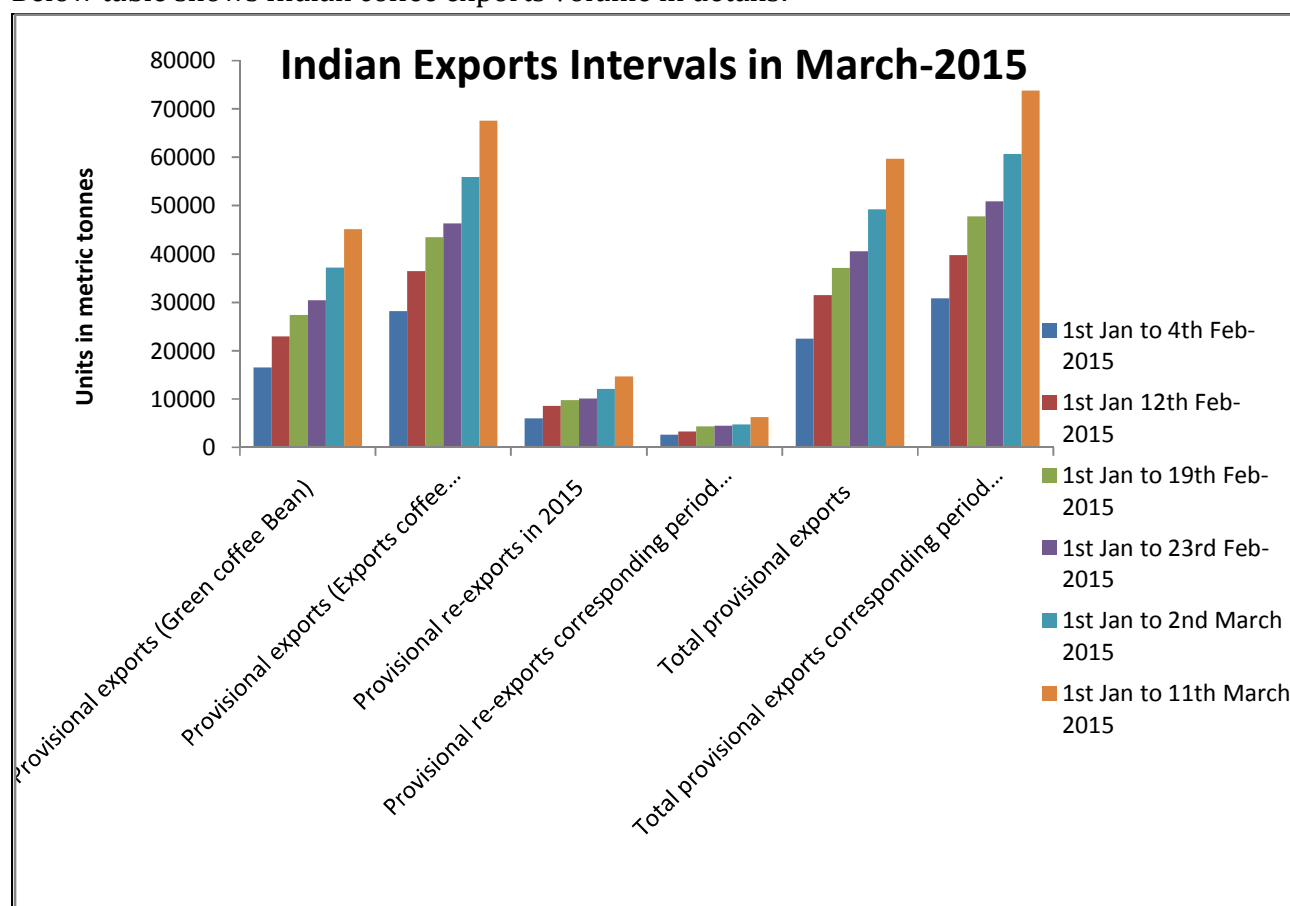
Source: IMD

- Rain/snow occurred at most places over Jammu & Kashmir, Himanchal Pradesh and Uttarakhand. Rain/thundershower occurred at most places over East Rajasthan and West Madhya Pradesh at many places over Delhi, Uttar Pradesh and East Madhya Pradesh at a few places over West Rajasthan at isolated places over Arunachal Pradesh Vidarbha, Tamilnadu, Kerala and Lakshadweep.
- Thunderstorms are likely to be accompanied with isolated hailstorm over Himachal Pradesh, Uttarakhand, Punjab, Haryana, Chandigarh & Delhi, Rajasthan, Uttar Pradesh, Madhya Pradesh, Vidarbha, Madhya Maharashtra and Marathawada during 13- 15 March.
- Last week's upper air cyclonic circulation over Comorin area and adjoining south Tamilnadu lay centred over Lakshadweep and adjoining Maldives area extending up to 0.9 km above mean sea level on 5th to 7th and became less marked on 8th.

Exports and Imports of India

Provisional Indian green coffee exports is registered down by 33.22% to 45105 metric tonnes from 1st January 2015 to 11th March 2015 as compared to 67549 metric tonnes of previous year exports during the same period of time. India re-exports maximum Instant type of coffee which is recorded at 14610 metric tonnes in this year during 1st January 2015 to 11th March 2015 significantly up from preceding year re-exports volume i.e. 6235 metric tonnes on higher demand due to its better quality. Total provisional exports of Arabica parchment, Arabica cherry, Robusta cherry is placed down by 47.45% to 9407, 30.02% to 3433 metric tonnes, 20.04% to 23008 metric tonnes respectively against last year exports volume i.e.17904 metric tonnes, 4903 metric tonnes, 28777 metric tonne respectively in the same period of time.

Below table shows Indian coffee exports volume in details:-



Source: The Coffee Board of India

Domestic Balance Sheet (USDA)

Balance Sheet Highlight:-

- Total availability of India may stand higher this season (Oct'14-Sep'15) due to higher production and opening stock estimates.
- Total consumption and exports is expected upside on increased demand of coffee from overseas during the season.
- However, ending stocks would be lower this season due to increased domestic consumption and exports volume. It is forecast to reach at 2077 thousands 60- kg bags in 2014/15 marketing year down against 2157 thousands-60 kg bags in 2013/14 marketing year.

Below chart shows domestic coffee balance sheet since 2011-12 to 2014-15:-

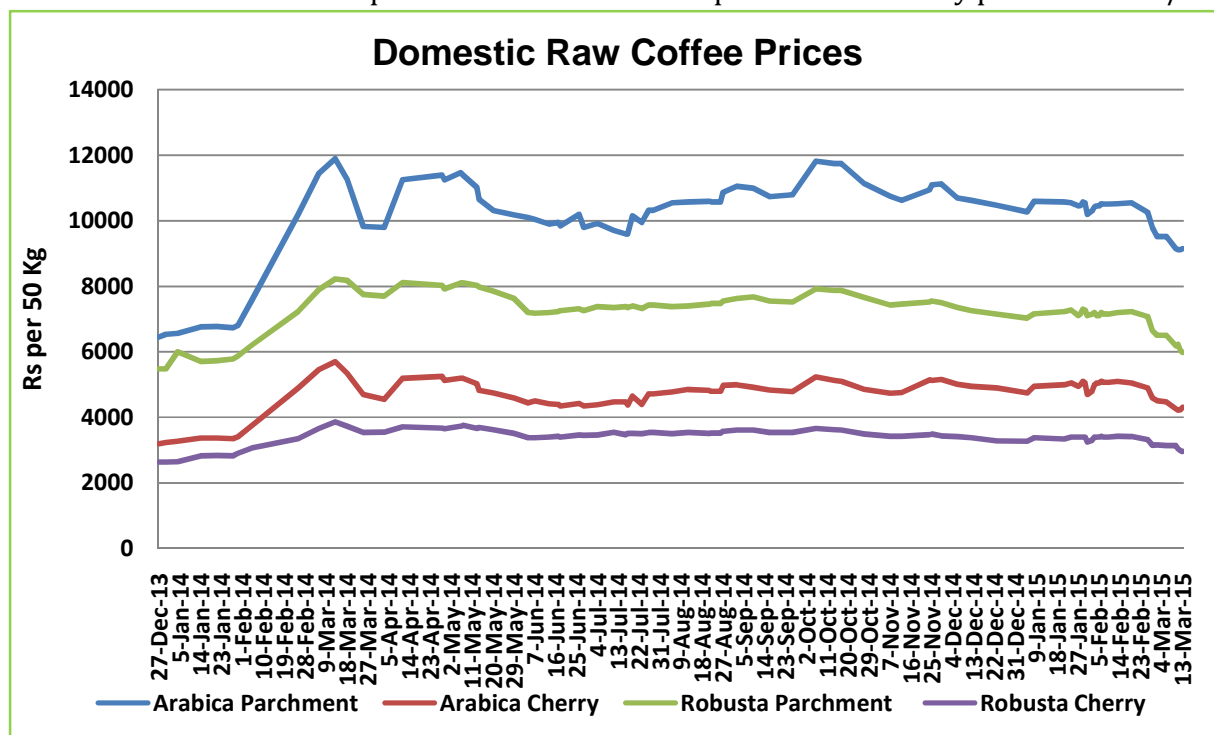
| All figures in Thousands-60 kg bags | | | | |
|-------------------------------------|----------|---------|---------|---------|
| Item | 2014-15* | 2013-14 | 2012-13 | 2011-12 |
| Supply | | | | |
| Opening Stock | 2157 | 1982 | 1473 | 1742 |
| Crop Size | 5100 | 5075 | 5303 | 5230 |
| Imports | 1045 | 1149 | 1164 | 892 |
| Availability | 8302 | 8206 | 7940 | 7864 |
| Demand | | | | |
| Soluble Domestic consumption | 430 | 430 | 350 | 380 |
| Roasted, Ground Dom. Consumption | 770 | 819 | 750 | 788 |
| Total consumption | 1200 | 1249 | 1100 | 1168 |
| Exports | 5025 | 4800 | 4858 | 5223 |
| Total Demand | 6225 | 6049 | 5958 | 6391 |

Source: USDA (* Estimate)

Coffee Prices of Auction Market & State-wise Market

Domestic coffee prices started falling from Feb month due to continue declining exporters demand. Prices are likely to improve in April month in expectation of fresh demand from foreigners.

Below mentioned charts depicts domestic raw coffee prices and monthly prices in 2014/15:-



Source: The Coffee Board Of India

Domestic Raw Coffee Prices (Karnataka):

| Variety | 16.3.2015 | 9.3.2015 | Change |
|-------------------|-----------|----------|--------|
| Arabica Parchment | 9000 | 9500 | -500 |
| Arabica Cherry | 4100 | 4650 | -550 |
| Robusta Parchment | 6000 | 6250 | -250 |
| Robusta Cherry | 3075 | 3250 | -175 |

* Values in Rs per 50 Kg

ICTA Auction Prices (Bangalore)(New Season(2014-2015) Crop

| Grade | 12.3.2015 | 5.3.2015 | Change | 12.3.2015 | 5.3.2015 | Change |
|-------|--------------------|--------------------|--------|----------------|----------------|--------|
| | Arabica Plantation | Arabica Plantation | | Arabica Cherry | Arabica Cherry | |
| MNEB | 13960 | -- | -- | -- | -- | -- |
| AA | 13300-13620 | 13600 | 20 | -- | -- | -- |
| PB | 12450-13100 | 12500-13000 | +100 | -- | -- | -- |
| A | -- | 12650-13250 | -- | -- | -- | -- |
| AB | -- | -- | -- | -- | -- | -- |
| B | -- | -- | -- | -- | -- | -- |
| C | 9350-9400 | 9750-10500 | -1100 | -- | -- | -- |
| BBB | 7100-7350 | 6500-7350 | -250 | -- | 6400 | -- |
| Grade | Robusta Parchment | Robusta Parchment | | Robusta Cherry | Robusta Cherry | |
| RKR | -- | -- | -- | -- | -- | -- |
| A | -- | -- | -- | -- | -- | -- |
| PB | 7600 | 9350 | -1750 | -- | -- | -- |
| AA | -- | -- | -- | -- | -- | -- |
| AB | 8160 | -- | -- | -- | -- | -- |
| B | -- | -- | -- | -- | -- | -- |
| C | -- | -- | -- | -- | -- | -- |
| BBB | -- | -- | -- | -- | -- | -- |

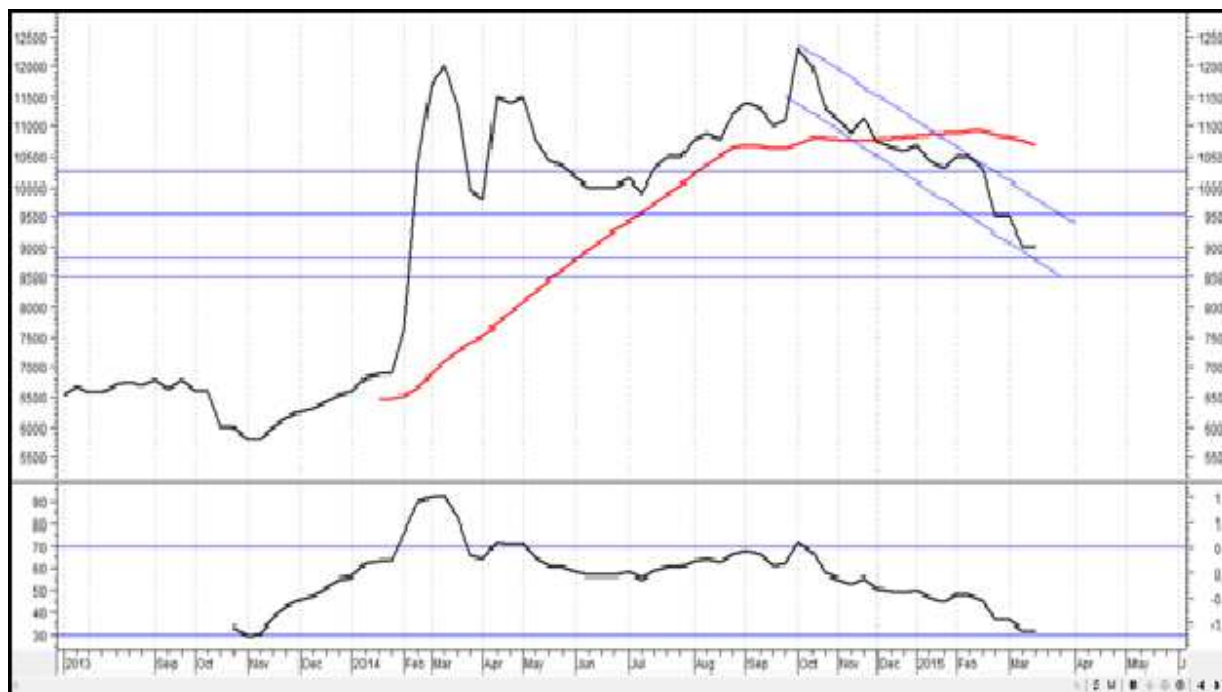
Values in Rs. per kg

ICTA Auction Prices (Bangalore)(Old Season(2013-2014) Crop

| Grade | 12.3.2015 | 5.3.2015 | %Change | 12.3.2015 | 5.3.2015 | %Change |
|-------|--------------------|--------------------|---------|----------------|----------------|---------|
| | Arabica Plantation | Arabica Plantation | | Arabica Cherry | Arabica Cherry | |
| MNEB | -- | -- | -- | -- | -- | -- |
| AA | -- | -- | -- | -- | -- | -- |
| PB | -- | -- | -- | -- | 9850 | -- |
| A | -- | 11105-13250 | -- | -- | 9400 | -- |
| AB | -- | -- | -- | -- | -- | -- |
| B | -- | -- | -- | -- | -- | -- |
| C | -- | -- | -- | -- | -- | -- |
| BBB | -- | -- | -- | -- | 5500 | -- |
| Grade | Robusta Parchment | Robusta Parchment | | Robusta Cherry | Robusta Cherry | |
| RKR | -- | -- | -- | -- | -- | -- |
| A | -- | -- | -- | -- | -- | -- |
| PB | -- | -- | -- | -- | 6550 | -- |
| AA | -- | -- | -- | -- | -- | -- |
| AB | -- | -- | -- | -- | 6625-6650 | -- |
| B | -- | -- | -- | 6400-6440 | -- | -- |
| C | -- | -- | -- | 6315 | 6300 | 15 |
| BBB | -- | -- | -- | 6240 | 5500-6150 | 90 |

Values in Rs. per 50kg.

Technical Analysis of Domestic Arabica Parchment Coffee at Karnataka Market



Weekly Technical Outlook:-

- Above chart shows steady to down trend in the market on the back of lower demand.
- RSI is moving down at 31.67 in this week against 36.26 of previous week indicates further steady to weak tone in the prices.
- Falling trend line shows further declining phase of the market.
- We expect prices to trade remain with steady to lower trend of the market.

Expected Price Range During Coming Week

| <u>Expected Trend</u> | <u>Expected Trading Band</u> |
|---|-------------------------------------|
| <u>Range-bound to Bearish Momentum</u> | 8850-9500 |

Units in Rs./50 kg.

Expected Support and Resistance

| S2 | S1 | PCP | R1 | R2 |
|-----------|-----------|------------|-----------|-----------|
| 8472 | 8805 | 9000 | 9549 | 10235 |

Units in Rs./50 kg.

International Market Updates:

Weekly Futures Review -

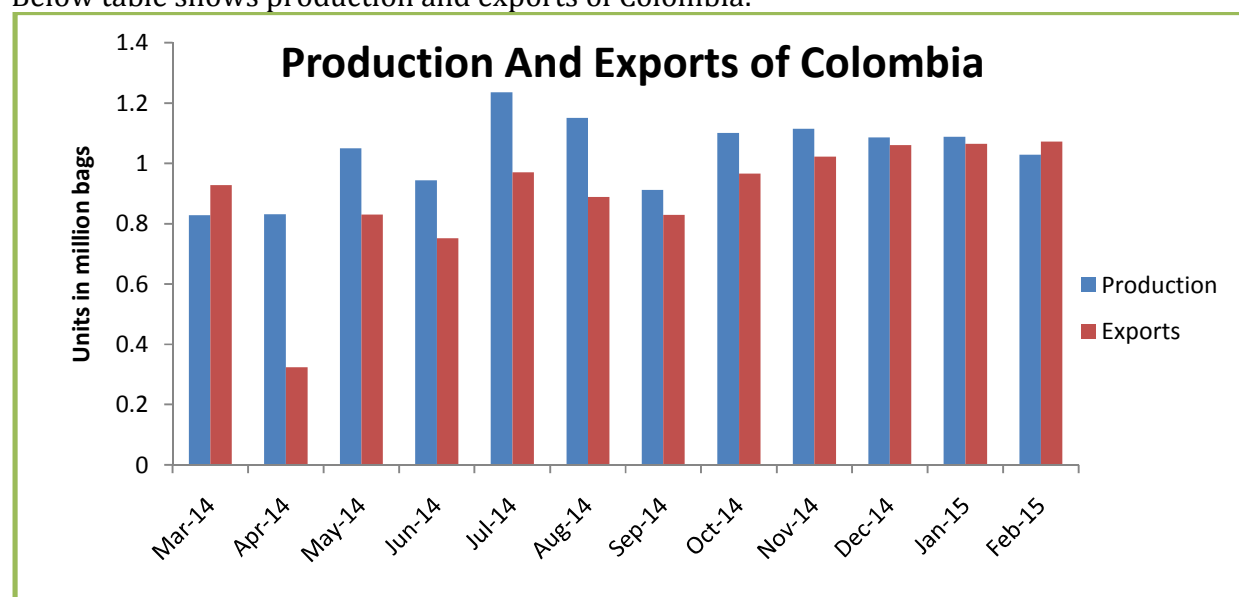
ICE Arabica coffee future prices of March contract slipped and quoting at 126.45 US cents/lb in the current period of time against 180 US cents/ lb in October 2014. Prices are continue falling on the news of higher crop size in Brazil. Arabica coffee prices went down by 30% in the last two month. While, Robusta coffee future prices declined by 8.79% at \$1686 in this week against \$1848 in the previous week on fund and technical selling.

Vietnam:- According to the Agriculture Ministry, Vietnam is planning to reduce the area under coffee plantation to 600,000 hectares (1.48 million acres) by 2020 down from 641,000 hectares under coffee plantation in 22 provinces. Vietnam produced 20% less coffee crop in 2014/15 from the previous season crop size i.e. 1.33 million tonnes (22.2 million bags).

Brazil:- As per sources, Brazil is likely to produce coffee crop at 40.3 million bags and 43.25 million bags in the next season 2015/16 after a fall by 4.6% to 11.1% from the last year's harvest of 45.34 million bags. Arabica beans output may stand at 30 million to 32.15 million bags while Robusta crop is expected to stand at 10.3 million bags to 11.1 million bags of the new crop. On the other hand, total coffee exports of Brazil may decline by 3-4% to 36.3 million bags in 2015 against previous year.

Others:- As per sources, Colombia's coffee production is kept down by 5.42% to 1.02 million bags as compared to previous month record i.e. 1.08 million bags however exports of this month is recorded up by 0.65% to 1.07 million bags in February 2015 against 1.06 million bags in the last month January 2015.

Below table shows production and exports of Colombia:-



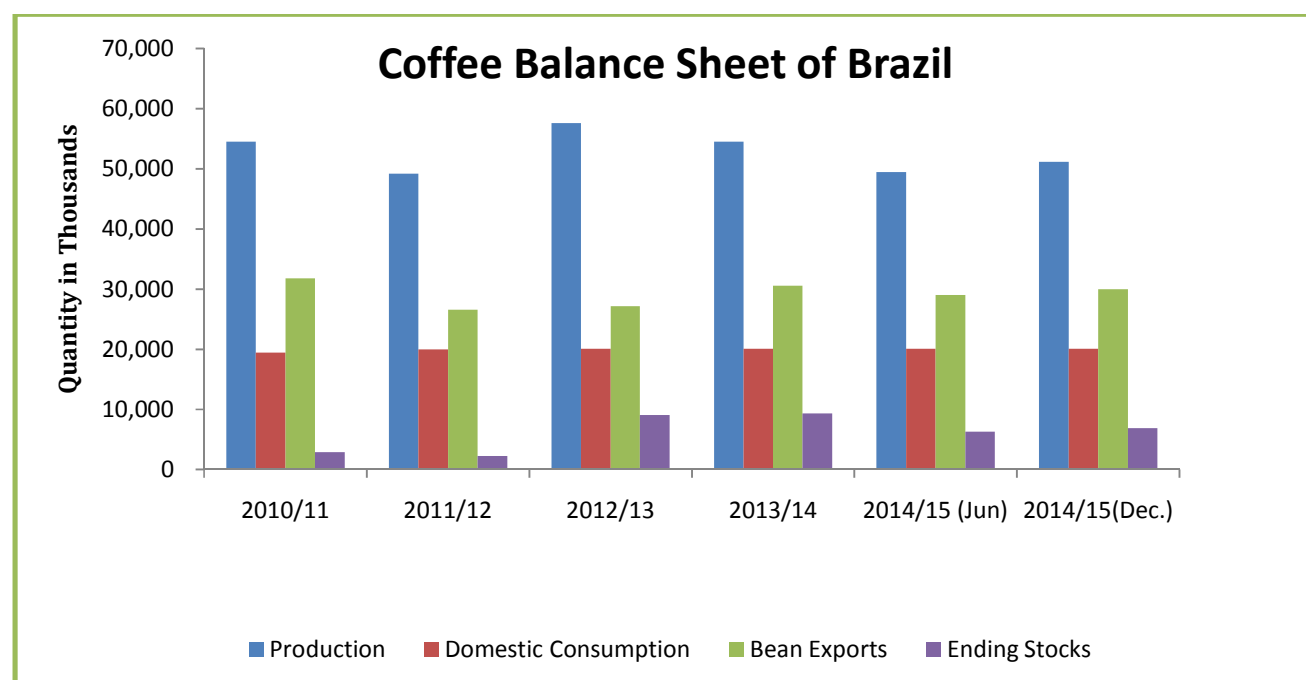
Source: Reuters

Coffee Exports Details Of The World
Coffee Balance Sheet of the World

According to USDA released data, the production of Brazil is estimated at 51.20 million bags for 2014/15 crop year down by 6.05% from last year output. On the other hand, the estimate of ending stocks is placed at 6.90 million bags with a significant decline by 26.02% against 2013/14 record i.e. 9.33 million bags.

Below chart depicts Coffee balance sheet of Brazil in 2014-2015:-

| | 2010/11 | 2011/12 | 2012/13 | 2013/14 | 2014/15 (June) | 2014/15 (Dec.) |
|----------------------|---------|---------|---------|---------|-------------------|-------------------|
| Production | 54,500 | 49,200 | 57,600 | 54,500 | 49,500 | 51,200 |
| Domestic Consumption | 19,420 | 20,025 | 20,110 | 20,100 | 20,100 | 20,100 |
| Bean Exports | 31,810 | 26,556 | 27,143 | 30,593 | 29,000 | 30,000 |
| Ending Stocks | 2,906 | 2,238 | 9,068 | 9,338 | 6,318 | 6,908 |



Source: ICO

International Coffee Price Trend

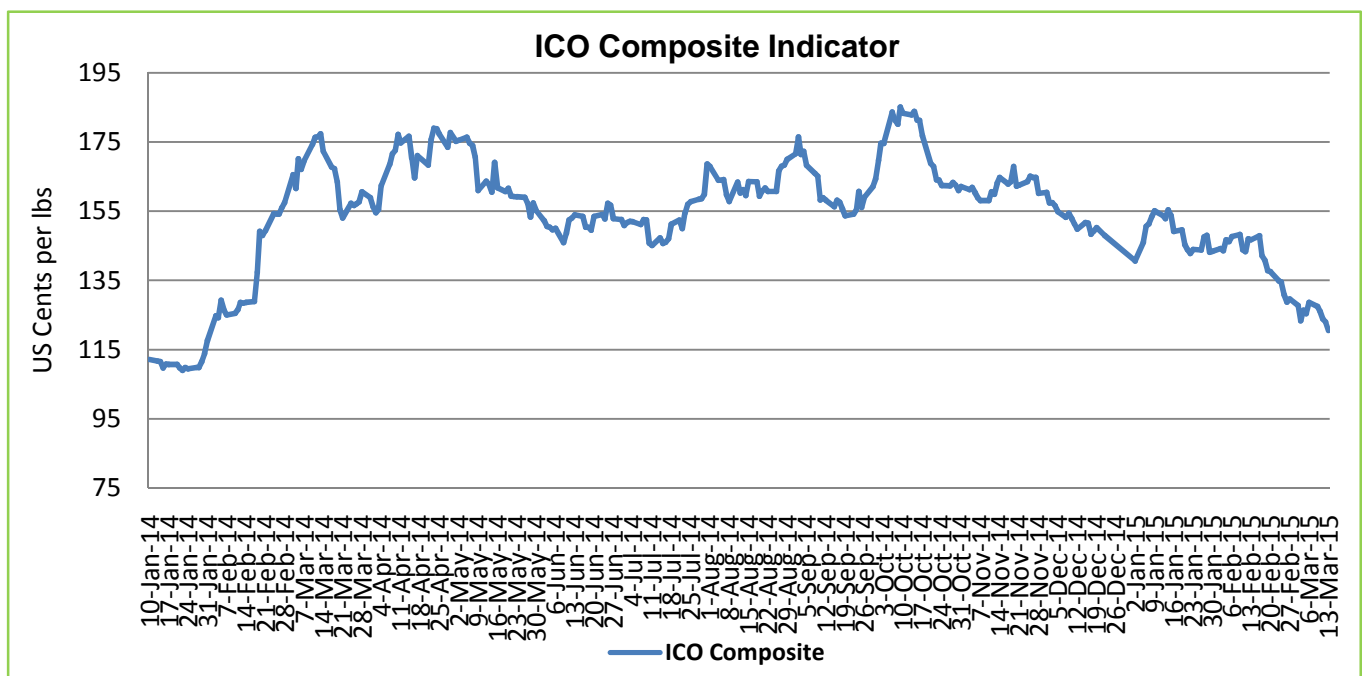
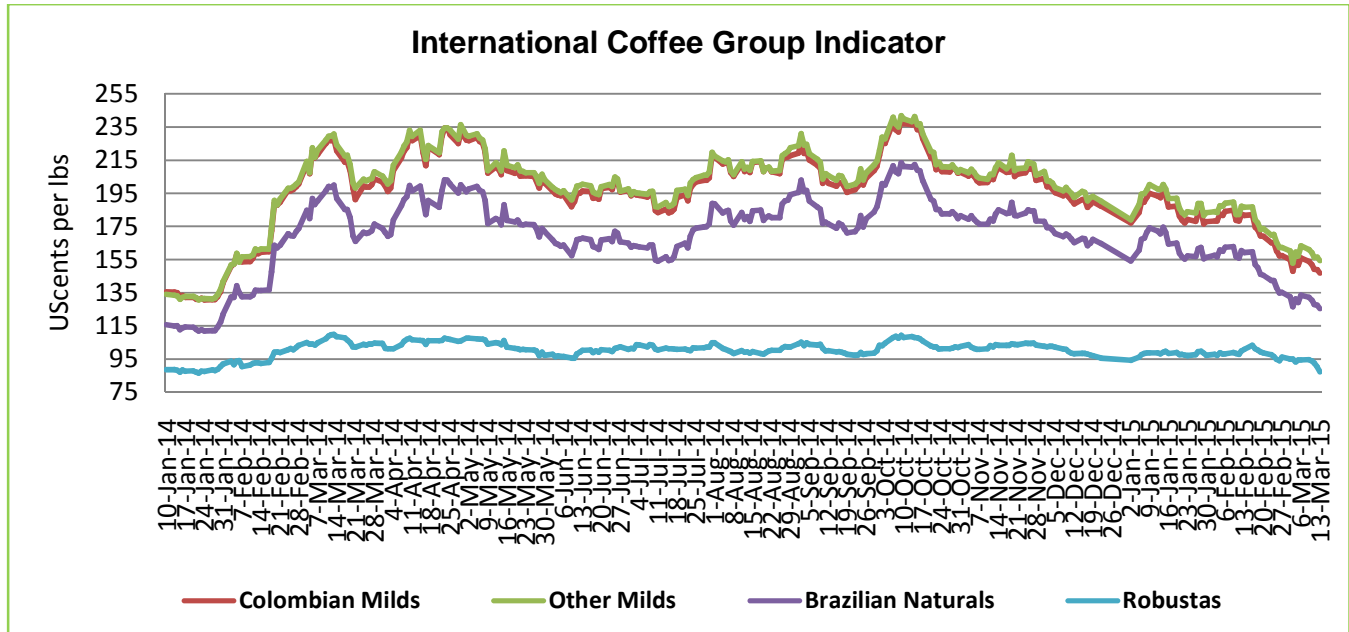
| | As on | Week Ago | Month Ago | Year Ago |
|--------------------------------|-----------|----------|-----------|-----------|
| International Coffee Prices | 13.3.2015 | 6.3.2015 | 13.2.2015 | 13.3.2014 |
| ICO Composite Indicator | 120.50 | 129.60 | 146.76 | 177.29 |
| Colombian Milds | | | | |
| US | 144.75 | 155.50 | 179.50 | 230.00 |
| Europe | 149.18 | 159.62 | 183.98 | 224.98 |
| Group Indicator | 146.79 | 157.39 | 181.56 | 227.69 |
| Other Milds | | | | |
| US | 153.19 | 162.94 | 188.44 | 232.75 |
| Europe | 155.08 | 161.79 | 185.27 | 229.33 |
| Group Indicator | 154.36 | 162.22 | 186.48 | 191.00 |
| Brazilian Naturals | | | | |
| US | 119.75 | 128.50 | 151.50 | 191.00 |
| Europe | 127.32 | 137.55 | 162.08 | 202.86 |
| Group Indicator | 125.35 | 135.20 | 159.33 | 199.77 |
| Robusta | | | | |
| US | 93.17 | 101.83 | 106.92 | 115.25 |
| Europe | 86.05 | 94.97 | 99.59 | 108.72 |
| Group Indicator | 87.19 | 96.07 | 100.76 | 109.77 |

Germany Market - Hamburg and Bremen, France Market - (Le Havre and Marseilles) * Values in US cents/lb

International Coffee Indicators Chart:-

The coffee market fell sharply in February followed by improved weather in Brazil contributed to heavy selling pressure. The daily price of the ICO composite dropped from a high of 148.25 cents/lb to a low of 126.45 cents, its lowest level since mid-February 2014.

Below Chart shows movements of ICO Indicators Prices in 2014:-



Source: ICO

International- Future Market Prices:-

| ICE Arabica Coffee Futures Prices | | | | |
|-----------------------------------|--------------------|---------------------|-----------------------|-------------------|
| Contract Months | Today(13-Mar-2015) | Week ago (6-Mar-15) | Month Ago (13-Feb-15) | Weekly Change (%) |
| Mar-15 | 126.45 | 136.50 | 163.20 | -7.36 |
| May-15 | 129.80 | 139.90 | 166.50 | -7.21 |
| Jul-15 | 133.15 | 143.00 | 169.15 | -6.88 |

| Liffe Robusta Coffee Futures Prices | | | | |
|-------------------------------------|--------------------|---------------------|-----------------------|-------------------|
| Contract Months | Today(13-Mar-2015) | Week ago (6-Mar-15) | Month Ago (13-Feb-15) | Weekly Change (%) |
| Mar-15 | 1686 | 1847 | 2009 | -8.71 |
| May-15 | 1708 | 1881 | 2036 | -9.19 |
| Jul-15 | 1735 | 1907 | 2057 | -9.01 |

USC/lb

USD/T

International Coffee Prices

| | 13.3.2015 | 6.3.2015 | 13.2.2015 | 13.3.2014 |
|--|-----------|----------|-----------|-----------|
| Vietnam (Robusta Beans Spot) (Dong/Kg) | 37750 | 38750 | 40050 | 41650 |
| Vietnam FOB (2-5 pct)* (Saigon port) | 1870 | 1851 | 1937 | 1973 |
| Indonesian FOB (4-80 defects)** (Lampung Port) | 1840 | 1910 | 2020 | 2160 |

*FOB Values are in USD/T

Weekly Auction Prices Of Kenya

| Coffee Grade | Prices This Auction In (10/03/2015) | Average Prices In | Prices Last Auction In (03/03/2015) |
|--------------|-------------------------------------|-------------------|-------------------------------------|
| Arabica AA | 150-390 | 283.59 | 177-388 |
| Arabica AB | 120-321 | 224.26 | 132-302 |
| Arabica C | 79-234 | 185.69 | 120-220 |
| Arabica PB | 124-314 | 213.52 | 144-305 |
| Arabica T | 71.187 | 116 | 81-153 |
| Arabica TT | 86-274 | 179.87 | 136-210 |

Units in \$ per 50 kg bags

Technical Analysis of Coffee Future (Dec'14Contract) at ICE Future



Weekly Technical Outlook:-

- Candlestick chart shows continue falling trend of the market on sellers interests.
- Falling 14 days EMI hints further bearish phase of the market.
- On the other hand, falling volume and prices shows further weak market tone.
- RSI is decreasing at 30.04 compared to last week movement at 33.46 indicating continue fall in the next week.
- Fibonacci retracement on down wave hints first resistance level at 140.15@ 23.60% and second support at 156.43@38.20% for the upcoming week.

Expected Price Range During Coming Week

| <u>Expected Trend</u> | <u>Expected Trading Band</u> |
|---|-------------------------------------|
| <u>Range-bound to Bearish Momentum</u> | 124-139 |

US cents/lb

Expected Support and Resistance

| S2 | S1 | PCP | R1 | R2 |
|-----------|-----------|------------|-----------|-----------|
| 116.45 | 122.04 | 126.45 | 140.15 | 156.43 |

US cents/lb

Technical Analysis of Coffee Future (Nov'14Contract) at LIFFE



Weekly Technical Outlook:-

- Candlestick chart depicts continue weak tone in the market.
- On the other hand, 14-days EMI is moving down at 1899 from 1932 of last week record indicating further a bearish phase in the market.
- Fibonacci projection level on upside wave shows second resistance level at 1938@61.80% for the week ahead.

Expected Price Range During Coming Week

| <u>Expected Trend</u> | <u>Expected Trading Band</u> |
|---|-------------------------------------|
| <u>Range-bound to Bearish Momentum</u> | 1620-1890 |

USD/T

Expected Support and Resistance

| S2 | S1 | PCP | R1 | R2 |
|-------------|-------------|-------------|-------------|-------------|
| 1550 | 1610 | 1686 | 1900 | 1938 |

USD/T

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