

Executive Summary

Domestic Coffee Market Summary

Steady tone featured in Karnataka physical market, as on 6th February 2016. However, roasters and traders are not very active in the market. New Arabica beans demand is very poor during this week.80% of Robusta coffee beans harvesting is finished as of now. Sunny weather is favorable for Robusta harvesting pace. As of now, traders are holding around 10% old stock around. Arabica coffee bean harvesting is finished for 2014/15 season. Farmers are increasing their coffee planted area slowly but every year.

As per the Coffee Board of India, provisional Indian green coffee exports from 1st January 2015 to 2nd February 2016 is registered higher by 30.66% at 17901 metric tons compared to 13700 metric tons exported during the corresponding period of previous year. India re-exports maximum Instant type of coffee, which is recorded higher by 5% at 1659 metric tons in this year during 1st January 2016 to 2nd February 2016 from preceding year instant coffee volume i.e.1580 metric tons. Total provisional exports of Arabica parchment, Robusta Parchment and Robusta Cherry is placed higher by 38.15% to 4533, 40.41% to 1070, 44.08% to 9567 metric tons respectively against last year exports volume of 3281 metric tons, 762 metric tons,6646 metric tonnes respectively in the corresponding period of time due to lower demand. However, Arabica cherry is placed lower at 1046 metric tonnes with a decline of 25.81%.

Recommendation:

Weekly Call -: Market participants are advised to stay away for the short period of time.

International Coffee Market Summary

As per Traders, coffee exports of Vietnam may decline to 90,000-100,000 tonnes (1.5 million to 1.67 million 60-kg bags) due to a long holiday. The shipment volume will drop as all markets in Vietnam are closed between Feb. 6 and 14 to mark the Lunar New Year festival, known as Tet.

While, Honduras, Central America's biggest producer exported higher coffee beans with 1.9% to 535628 60 kg bags in January 2016 compared to 525670 bags in the year earlier period. During the first four months of the current 2015/2016 season, Honduras shipped 958,678 bags, up 2.1 percent compared with the same four-month period during the previous 2014/2015 season. Honduras is likely to ship about 5.52 million bags during the 2015/2016 harvest with an increase of 10 percent compared to shipments during the previous cycle.

As per sources, Brazil's crop supply agency Conab plans to hold an auction for the sale of nearly 200,500 bags of green Arabica coffee held in government warehouses in the main growing belt.

According to Terra Forte, Brazil is likely to produce 54.17 million 60 kg bags in 2016/17 from the crop that will begin harvest in the coming months, higher by 14.6% from the 47.28 million bags last season. The forecast in the midrange of estimates gathered by Reuters so far, with several other estimates ranging widely from 48 million to 62 million bags.

As per Brazil's Trade Ministry, Brazil shipped total 2485113 60 kg bags in January 2016 lower by 17% against 2976727 60 kg bags in December 2015.Below table shows Brazil's Coffee Exports details:-

| | Brazil's Coffee Exports Details | | | | | | | | |
|-----------|---------------------------------|-----------|-----------|---------------------|--------------------|--|--|--|--|
| Commodity | Jan-16 | Dec-16 | Jan-15 | % change Last month | % change Last year | | | | |
| Coffee | 2,485,113 | 2,976,727 | 2,724,754 | -17 | -9 | | | | |

Source: Reuters

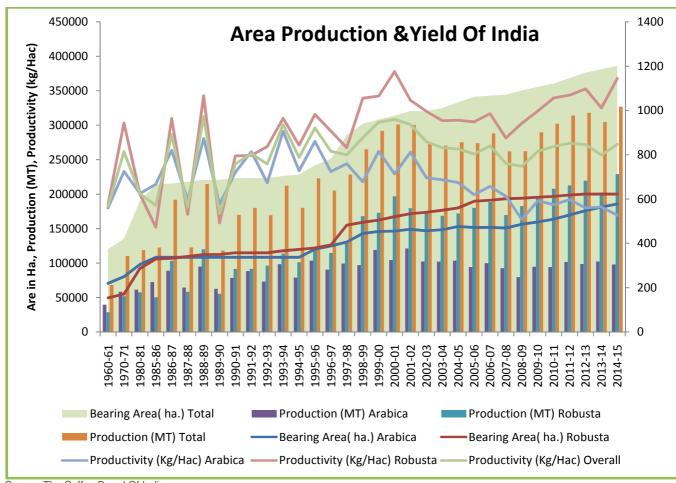


Domestic Exports And Imports Scenario -:

According to the recent release data by the Coffee Board Of India, India covered higher coffee crop area by 1.28% to 386195 hectares in 2014/15 followed by Arabica coffee area by 2.67% to 185978 hectares and Robusta coffee area by 0.02% to 200217 against previous year record i.e. 181129 hac. and 200175 hac. respectively. On the other hand, total coffee production of India is placed 7.38% up at 327000 MT for 2014/15 against 304500 MT in 2013/14 followed by Arabica coffee production i.e. 98000 MT and Robusta coffee production i.e. 229000 MT. Total productivity is estimated higher by 6% to 847 kg/hac for 2014/15 against 799 kg/hac of last season followed by

Total productivity is estimated higher by 6% to 847 kg/hac for 2014/15 against 799 kg/hac of last season followed by Robusta coffee yield i.e. 1144 kg/hac against 1011 kg/ hac in 2013/14. However, Arabica's productivity is recorded down by 6.56% to 527 kg/hac against 654 kg/hac in last year.

Below table shows Area Production and Yield details of India:-



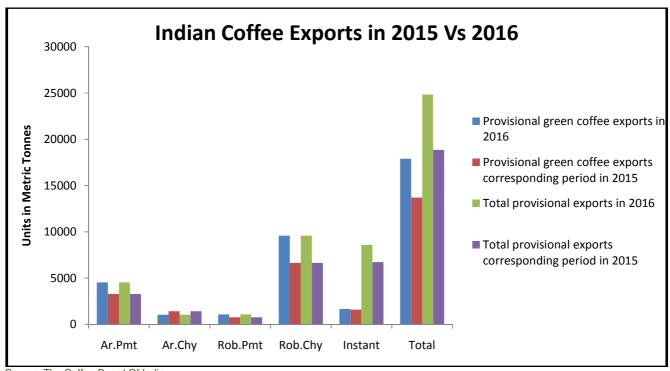
Source: The Coffee Board Of India



Domestic Coffee Exports And Imports details:

| | Export update: From 01 st January 2016 to 2nd February 2016 (in metric tonnes) | | | | | | | | |
|---|---|---------|--------|---------|---------|---------------|-------|---------|-------|
| | INDIAN COFFEE | Ar. Pmt | Ar.Chy | Rob.Pmt | Rob.Chy | Roasted seeds | R & G | Instant | Total |
| 1 | Provisional exports (Indian coffee) | 4533 | 1046 | 1070 | 9576 | 1 | 16 | 1659 | 17901 |
| 2 | Provisional exports corresponding period last year | 3281 | 1410 | 762 | 6646 | 4 | 17 | 1580 | 13700 |
| 3 | Provisional re- exports | 0 | 0 | 0 | 0 | 0 | 5 | 6920 | 6925 |
| 4 | Provisional re- exports corresponding period last year | 0 | 0 | 0 | 0 | 1 | 5 | 5157 | 5162 |
| 5 | Total provisional exports (1+3) | 4533 | 1046 | 1070 | 9576 | 1 | 20 | 8579 | 24825 |
| 6 | Total provisional exports corresponding period last year (2+4) | 3281 | 1410 | 762 | 6646 | 4 | 22 | 6737 | 18862 |

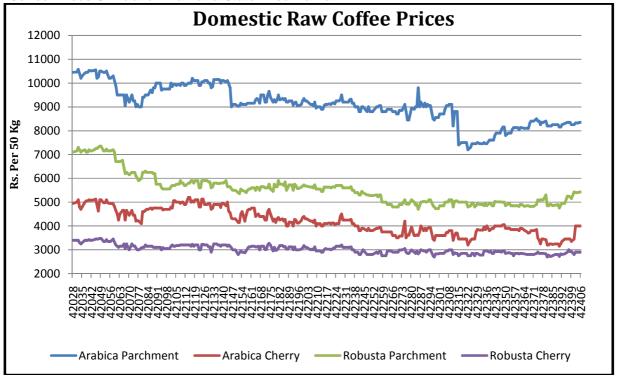
Source: The Coffee Board Of India

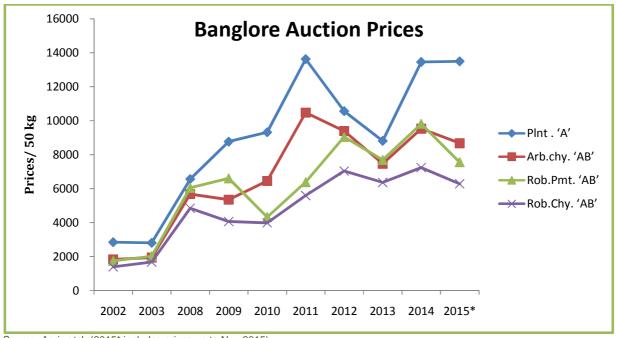


Source: The Coffee Board Of India



Coffee Prices Of Auction Market & State Wise Market





Source: Agriwatch (2015* includes prices up to Nov 2015)



Domestic Raw Coffee Prices (Karnataka):-

| Variety | 06.01.2016 | 30.01.2016 | Change |
|-------------------|------------|------------|--------|
| Arabica Parchment | 8350 | 8250 | 100 |
| Arabica Cherry | 4000 | 3350 | 650 |
| Robusta Parchment | 5425 | 4950 | 275 |
| Robusta Cherry | 2900 | 2800 | -25 |

^{*} Values in Rs. per 50 Kg

ICTA Auction Prices (Bangalore)(New Season(2015-2016) Crop

| | 05.02.2016 | 29.01.2016 | | 05.02.2016 | 29.01.2016 | |
|-------|-----------------------|--------------------|--------|-------------------|----------------|--------|
| Grade | Arabica Plantation | Arabica Plantation | Change | Arabica Cherry | Arabica Cherry | Change |
| MNEB | | | | | | - |
| AA | | 266 | | | | - |
| PB | | | | | | - |
| А | | | | 195 | 190 | 5 |
| AB | | 257.5 | | | | - |
| В | | 213 | | 173 | | - |
| С | | | | 136 | | - |
| BBB | | | | 138.5 | 132 | 6.5 |
| Grade | Robusta Parchment | Robusta Parchment | | Robusta Cherry | Robusta Cherry | |
| RKR | | | - | | | - |
| А | | | - | 141.46 | | |
| PB | | 158 | - | | 140 | |
| AA | 189.5 | | - | | 148 | - |
| AB | | | - | 136 | 141.5 | -5.5 |
| В | | | ı | | - | • |
| С | | | - | | 133.5 | - |
| BBB | | | - | 127 | 128 | -1 |

Values in Rs. per kg



Technical Analysis(Domestic Arabica Parchment Coffee At Karnataka Market)



Outlook -Prices show upside momentum during the week. We expect prices to trade upside momentum in next week.

- > Technical chart shows upside momentum of the market.
- > RSI is also moving up in neutral region at 47.73 in this week against 45.74, hinting further upside momentum in the next week.
- > Along with this, 18 days exponential moving average also supports steady to upside momentum of the market.
- > We expect further uptrend in the market in coming days.

Strategy: Market participants are advised to go long for the short period of time.

Arabica Parchment (Karnataka Spot Market Price)

| Support and Resistance | | | | | | | | | |
|------------------------|--|--|--|--|--|--|--|--|--|
| S2 | S2 S1 PCP R1 R2 | | | | | | | | |
| 7802 | 7802 8075 8350 8512 8858 | | | | | | | | |

Units in Rs./50 kg.



International Market Updates

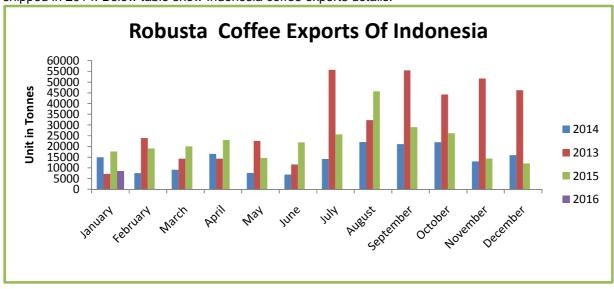
ICE coffee future prices closed at 123.20 cents/lb up by 3.40% against 119.15 cents/lb during this weekend. As per RTRS, ICE certified stocks went up by 1059 to 1591604 bags as on 4th Feb 2016 against 1590545 bags as on Feb 03. 2016.

Below table, shows certified Stocks details on the exchange:-

| COUNTRIES | ANTWERP | BARCEL ONA | HAMBURG/ BREMEN | HOUS TON | MIAMI | NEW ORLEAN S | NEW YORK | Total |
|---------------|---------|---------------|--------------------|-------------|-------|--------------------|-------------|---------|
| Burundi | 57519 | 0 | 45629 | 0 | 0 | 0 | 2137 | 105285 |
| Colombia | 106869 | 0 | 50244 | 8752 | 41528 | 825 | 199540 | 407758 |
| Coasta Rica | 250 | 0 | 0 | 0 | 0 | 0 | 0 | 250 |
| El Salvador | 425 | 0 | 25 | 0 | 0 | 0 | 1895 | 2345 |
| Guatemala | 1472 | 0 | 200 | 25 | 0 | 2200 | 6024 | 9921 |
| Honduras | 301018 | 0 | 14760 | 5234 | 6250 | 0 | 54648 | 372383 |
| India | 25176 | 0 | 1994 | 0 | 0 | 0 | 0 | 27170 |
| Mexico | 165643 | 0 | 2936 | 8155 | 0 | 0 | 49864 | 223983 |
| Nicaragua | 41824 | 0 | 0 | 550 | 0 | 550 | 3450 | 45834 |
| Peru | 140329 | 0 | 53568 | 2848 | 0 | 25 | 77525 | 271723 |
| Rwanda | 56995 | 0 | 15173 | 0 | 0 | 0 | 296 | 72168 |
| Tanzania | 70 | 0 | 227 | 0 | 0 | 0 | 578 | 875 |
| Uganda | 22196 | 295 | 29138 | 0 | 0 | 0 | 280 | 51909 |
| Total in Bags | 919786 | 295 | 213894 | 25564 | 47778 | 3600 | 396237 | 1591604 |

Source: Reuters

Indonesia:- According to the government data, Robusta coffee exports fell by 30% to 8418.8 tonnes in January 2016 as compared to 12046.3 tonnes of December 2015. Indonesia exported total 17653.3 tonnes of Robusta in January 2016. Indonesia's full-year exports for 2015 to 269,113.18 tonnes, up 22 percent from 221,242.55 tonnes shipped in 2014. Below table show Indonesia coffee exports details:-



Source: Reuters



Coffee Production Estimates Of The World:-

Below are estimates for Brazil's coffee output (in millions of 60-kg bags) for the 2015/16 and 2016/17 crops:-

| Source | Date Issued | Brazil Output 2015-16 | Brazil Output 2016- 17 | Brazil Robusta | Brazil Arabica | Global Output 2014-15 | Global Output 2015-16 | Supply/Demand 2014-15 | Supply/Demand 2015-16 |
|--|--------------------------|-----------------------------|---------------------------------|-------------------|-------------------|-----------------------------|--------------------------|--------------------------|--------------------------|
| Terra | 2-4 F-1- 201C | 47.20 | F4 47 | | | | | | |
| Forte | 3rd Feb 2016 | 47.28 | 54.17 49.1- | 11.4- | | | | | |
| Conab | 20th Jan 2016 | 43.2 | 51.9 | 12.1 | 37.7-39.9 | | | | |
| CNC | 14th Jan 2016 | - | 48-50 | - | - | - | - | - | |
| Intelligent Coffee Insights | 13th Jan 2016 | - | | 18.1 | - | - | - | - | |
| IBGE | 12th Jan 2016 | 43.8 | 49.7 | 11.4 | 38.3 | - | - | _ | |
| | 12(1)3(1)2010 | 13.5 | 13.7 | | 30.3 | | | | |
| Marex Spectrum | Jan 8th 2016 | 49.5 | 57.5-58 | 15.7- 16.2 | 41.8 | 144.8 | 148.3 | -4.7 | -3.4 |
| CNC | 7+1- D 2015 | | 47-49 | 11 | 27 | | | | - |
| CNC | 7th Dec 2015 18th Nov | - | 47-49 | 11 | 37 | - | - | - | - |
| Volcafe | 2015 | 48.3 | - | 15.7 | 32.6 | 144.6 | 150 | -5.1 | -2.3 |
| Cooxupe | 18th Nov 2015 | - | 50-55 | 12 | 38-43 | - | - | - | |
| Rabobank | 14th Nov 2015 | 48.4 | 58 | 16 | 42 | - | - | -6.1 | -2.7 |
| Olam | 13th Nov 2015 | - | 60-62 | - | - | - | 145.9 | -5 | -4.8 |
| Marex Spectrum | 12th Nov 2015 | 49 | - | - | - | 144.4 | 148.7 | -5.2 | -2.8 |
| Conab | 29th Sep 2015 | 42.15 | | 10.85 | 31.3 | | | | |
| Terra Forte | 13th Aug 2015 | 47.28 | - | 15.2 | 32.05 | - | - | - | - |
| Intelligent Coffee Insights Source: ICO | 13th Aug 2015 | 46.1 | | 16 | 30.1 | - | - | - | - |

Source: ICO



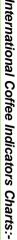
International Coffee Price Trend:-

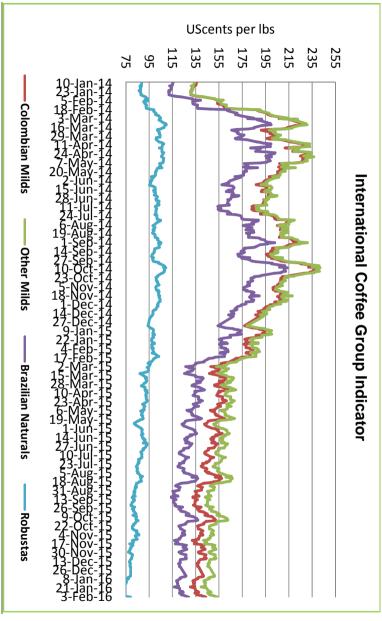
Germany Market – Hamburg and Bremen, France Market – (Le Havere and Marseilles) * Values

| | As on | Week Ago | Month Ago | Year Ago |
|-----------------------------|------------|------------|------------|------------|
| International Coffee Prices | 04.02.2016 | 28.01.2016 | 04.01.2016 | 04.02.2015 |
| ICO Composite Indicator | 117.65 | 112.27 | 116.30 | 124.19 |
| Colombian Milds | | | | |
| US | 144.25 | 137.25 | 141 | 153.25 |
| Europe | 143.04 | 137.97 | 142.64 | 151.26 |
| Group Indicator | 143.69 | 137.56 | 141.75 | 152.33 |
| Other Milds | | | | |
| US | 155.44 | 149.44 | 152.44 | 155.5 |
| Europe | 152.22 | 147.41 | 150.46 | 150.17 |
| Group Indicator | 153.54 | 148.25 | 151.27 | 152.20 |
| Brazilian Naturals | | | | |
| US | 115.25 | 110.25 | 112 | 124.25 |
| Europe | 133.68 | 129.29 | 131.98 | 135 |
| Group Indicator | 128.89 | 124.34 | 126.78 | 132.2 |
| Robusta | | | | |
| US | 83.25 | 80.50 | 86.58 | 96.33 |
| Europe | 78.36 | 71.81 | 77.67 | 90.66 |
| Group Indicator | 79.19 | 73.29 | 79.19 | 91.57 |

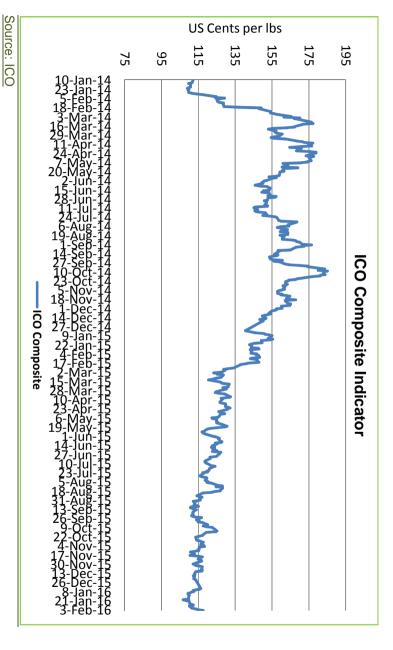
US cents/lb













International Future Market Prices :-

| | ICE Arabica Coffee Futures Prices | | | | | | | | |
|--------------------|-----------------------------------|-------------------------------|-------------------------------|----------------------|--|--|--|--|--|
| Contract Months | Today(04-February- 2016) | Week Ago(28-January- 2016) | Month Ago(4-January- 2016) | Weekly Change (%) | | | | | |
| 16-Mar | 116.35 | 114.40 | 119.15 | 3.40 | | | | | |
| 16-May | 118.50 | 116.60 | 121.40 | 3.17 | | | | | |
| 16-Jul | 120.25 | 118.65 | 123.45 | 3.17 | | | | | |

US cents/lb

| | Liffe Robusta Coffee Futures Prices | | | | | | | | |
|--------------------|-------------------------------------|-------------------------------|-------------------------------|----------------------|--|--|--|--|--|
| Contract Months | Today(04-February- 2016) | Week Ago(28-January- 2016) | Month Ago(4-January- 2015) | Weekly Change (%) | | | | | |
| 16-Mar | 1435 | 1402 | 1528 | 2.35 | | | | | |
| 16-May | 1462 | 1432 | 1556 | 2.09 | | | | | |
| 16-Jul | 1488 | 1460 | 1583 | 1.91 | | | | | |

USD/T

International Coffee Prices

| | 04.02.2016 | 28.01.2016 | 04.01.2016 | 04.01.2015 |
|--|------------|------------|------------|------------|
| Vietnam (Robusta Beans Spot) (Dong/Kg) | 30750 | 31150 | 33550 | 19600 |
| Vietnam FOB (2-5 pct)* (Saigon port) | 1445 | 1480 | 1557.50 | 1840 |
| Indonesian FOB (4-80 defects)** (Lampung Port) | 1615 | 1610 | 1640 | 1840 |

^{*}FOB Values are in USD/T

Weekly Auction Prices Of Kenya

| | Kenya Auction Prices | | | | | | | | |
|--------------|--|-------------------|--|--|--|--|--|--|--|
| Coffee Grade | Prices This Auction In (02/02/2016) | Average Prices In | Prices This Auction In (26/01/2016) | | | | | | |
| Arabica AA | 71-507 | 278.32 | 112-566 | | | | | | |
| Arabica AB | 64-360 | 225.67 | 112-365 | | | | | | |
| Arabica C | 77-224 | 166.14 | 88-236 | | | | | | |
| Arabica PB | 70-360 | 229.36 | 100-406 | | | | | | |
| Arabica T | 41-132 | 68.6 | 47-153 | | | | | | |
| Arabica TT | 130-231 | 181.37 | 32-229 | | | | | | |

Units-\$/50 kg bags



Technical Analysis Of Coffee Future Market (Mar'2016 Contract At ICE Future Market)(Units in USC/Ib)



Outlook -Prices show up side of the market during the week. We expect prices to trade sideways to up trend in the market.

- > Candlestick chart depicts uptrend in the market.
- ➤ 14 days EMI hints slight up momentum at 118.50 against 118.29 in the market.
- > Lower volume and higher prices indicates further short covering phase of the market.
- > RSI is also down at 48.29 compared to 44.19 of last week momentum indicating strong tone in the next week.

Strategy: Market participants are advised to go long for the short period of time.

Coffee Future Market(ICE Market)

| ſ | Support and Resistance | | | | | | | |
|---|------------------------|--------|--------|--------|--------|--|--|--|
| | S2 | S1 | PCP | R1 | R2 | | | |
| Ī | 109.10 | 111.33 | 120.40 | 128.10 | 138.15 | | | |



Technical Analysis Of Coffee Future Market (Jan'2016 Contract At LIFFE Future Market)



Outlook -Prices show upside momentum during the week. We expect prices to trade upside in next week.

- > Candlestick chart shows upward momentum in the market on buying interests.
- > Relatively, 14-days EMI is moving down at 1415 against last week records i.e.1428, indicating further steady to weak tone in the market.
- ➤ On the other hand, RSI is slight down at 30.79 in neutral region against 30.71 of last week hinting a further upward momentum of the market in upcoming week.

Strategy: Market participants are advised to sell in the short period of time.

Coffee Future Market(ICE Market)

| Support and Resistance | | | | | | | |
|------------------------|------|------|------|------|--|--|--|
| S2 | S1 | PCP | R1 | R2 | | | |
| 1250 | 1315 | 1427 | 1493 | 1544 | | | |

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