

News Highlights.

- Export of premium Indian orthodox tea to Iran is likely to double this year as both the countries have sorted out pesticide issue. Tea producers are expecting to export around 30 million kg of tea to Iran in 2015.
- According to Tea Board, Iran imported 12.20 million kg between April and December 2014. Both the countries have set up a joint working committee consisting representatives from both the countries to facilitate tea trade. In 2014, India was not able to produce sufficient quantity of orthodox teas as long spells of dry weather affected tea leaves.
- Tea factories in Kenya, the world's biggest exporter of the black variety of the leaves is planning to scale down operations amid decline in output. The drought in the country is likely to affect production and quantity on offer has declined during the week.
- In the 2013/14 (July-June) financial year, Kenya Tea Development Agency produced 1.1 billion kg of the green leaf, roughly the same level as the year before. About 4.4 kg of green leaves produce 1 kg of black tea.
- The Assam Government has decided to come up with comprehensive tea policy in the state budget 2015 -16 to ensure the quality of the state tea. Cold storage facility will be set up for small tea growers and an incentive of Rs. 10 lakh will be given for setting up of bought leaf factories by small growers self help groups. The budget increased VAT on private sale of tea in Guwahati tea auction centre from 1 per cent to 2 per cent.
- According to the state –run Tea Board, Srilanka's output of tea declined by 8.8 percent in January compared to the same period previous year. It declined by 0.6% to 338 million kg in 2014 compared to 2013.
- Srilanka's tea exports touched an all time high in 2014 both in volume and value recording 1.6 billion U.S. dollars. Exports were recorded at 327.87 million kgs. compared to 327.41 million kgs. in 2006.



Domestic Trade Scenario:

Indian Tea Auctions

Kolkata Tea Auction: Sale No: 10 (Price in Rs./kg)

Variety	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)	
CTC	-	-	-	
ORTHODOX	161.87	53000	53000	
DARJEELING	-	-	-	
DUST	-	-	-	

(Source: CTTA, Parcon India)

Prices noticed weak tone during the week. Quantity offered on sale declined during the week compared to previous week. There was good demand for Orthodox variety tea and exporters were active in the market. There was also demand from local and internal buyers in the market. Prices are likely to notice weak tone in the coming days.

Guwahati Tea Auction: Sale No: 10 (Price in Rs./kg)

Guwahati	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC	105.80	9,34,000	4,61,000
Dust	101.69	2,38,000	1,41,000

(Source: CTTA, Parcon India)

Prices noticed firm tone during the week. Quantity offered on sale increased during the week compared to previous week. There is less demand in the market around current levels. Withdrawals are noticed in the market. There was demand from internal buyers and selective demand from Hindustan Unilever Ltd. and Duncans. Prices are likely to notice range –bound to firm tone in the near –term.

Siliguri Tea Auction: Sale No: 10 (Price in Rs./kg)

Variety	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC Dust	72.67	2,83,000	2,42,000
CTC Leaf	77.74	19,10,000	16,08,000

(Source: CTTA)

Prices noticed mixed tone during the week. Quantity offered on sale declined during the week compared to previous week. There was good demand in the market around lower levels. Buying



interest was noticed from internal buyers. There was selective demand from exporters. Prices are likely to notice weak tone in the coming days.

Jalpaiguri Tea Auction: Sale No: 10 (Price in Rs./kg)

Variety	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC Dust	-	-	-
CTC Leaf	-	-	-

(Source: Jalpaiguri Tea Auction Committee)

There was no auction at Jalpaiguri during the week.

Cochin Tea Auction: Sale No: 11 (Price in Rs./kg)

Cochin	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC Dust	97.69	948154.20	774280.90
CTC Leaf	70.06	73274.00	50511.00
Orthodox Dust	64.91	5663.00	3984.00
Orthodox Leaf	138.16	72756.00	61254.00

(Source: Paramount Marketing, Coimbatore)

Prices noticed weak tone during the week except Orthodox Leaf variety. Quantity offered on sale declined during the week compared to previous week. Arrival is lower amid the onset of summer season and with this demand is also on the lower side. There was not much demand from blenders and loose tea buyers. Buying interest from AVT, Kerala State Civil Supplies and Tata Global lent some support to the market. There was demand for Orthodox Leaf variety from exporters. Prices are likely to notice weak tone in the coming days.

Coimbatore Tea Auction: Sale No: 11 (Price in Rs./kg)

Coimbatore	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC Dust	82.81	237978.00	183617.00
CTC Leaf	74.89	124403.00	99028.00
Orthodox Dust	66.84	26245.00	16211.00
Orthodox Leaf	82.52	5874.00	5679.00

(Source: Paramount Marketing, Coimbatore)

Prices noticed weak tone during the week. Quantity offered on sale increased during the week compared to previous week. There was steady demand for Select Best variety. There was not much demand for Select Best Nilgiri variety from exporters. Prices are likely to notice range – bound to weak tone in the near –term.

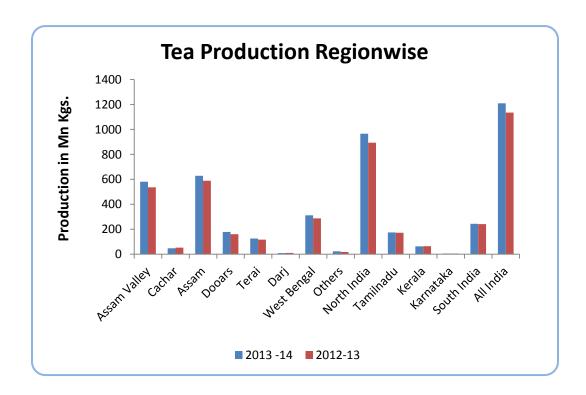


Coonoor Tea Auction: Sale No: 11 (Price in Rs./kg)

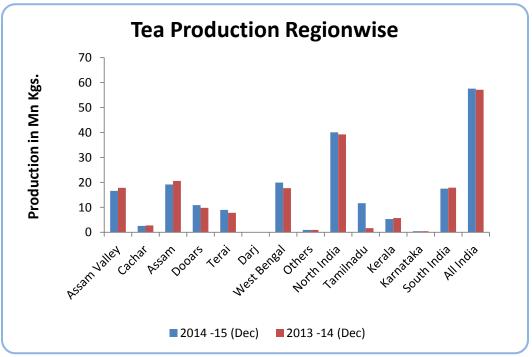
Coonoor	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC Dust	80.65	280392.80	247187.00
CTC Leaf	75.21	708956.00	476391.00
Orthodox Dust	92.66	48223.00	28892.00
Orthodox Leaf	90.67	42116.20	41168.00

(Source: Paramount Marketing, Coimbatore)

Prices noticed weak tone during the week. Quantity offered on sale increased during the week compared to previous week. Arrivals are likely to decline in the near —term amid onset of summer season. There was some buying interest from loose tea buyers. Prices are likely to notice weak tone in the coming days.







(Source: Tea Board)

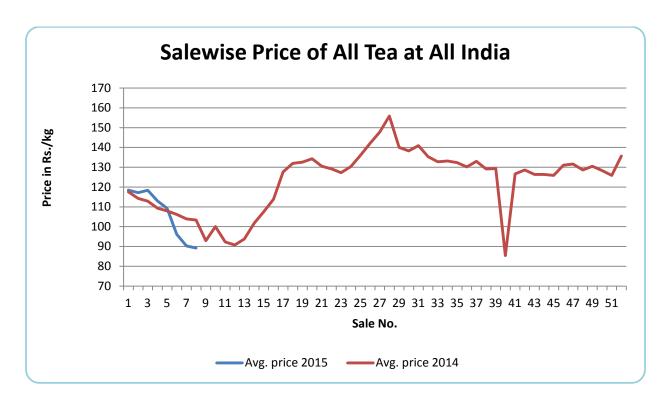
The above graph shows production comparison region wise during the last two years and in the month of May in comparison with previous year. In the year 2014 (Apr –Mar), production increased by 6.5% to 1208.78 million kgs mainly on account of increase in production in Assam. In the current year in the month of May, production of tea in India declined by 11.8% to 91.41 million kgs. in comparison with the same period last year following lack of suitable temperature and rainfall in north India.

REGIONWISE OUARTERLY EXPORTS (IN MILLION KGS.)

		North India			South India		All India		
			Unit			Unit			Unit
	Qty	Value	Price	Qty	Value	Price	Qty	Value	Price
Apr-Dec 2014									
(P)	80.42	1996.9	248.3	61.41	835.17	136	141.83	2832.02	199.68
Apr-Dec 2013	97.41	2424.9	248.93	68.95	987.32	143.19	166.36	3412.17	205.11
Inc/Dec in %	-17.44	-17.65	-0.25	-10.94	-15.41	-5.02	-14.75	-17	-2.65
Jan-Dec 2014									
(P)	116.29	2777.31	238.83	84.94	1151.63	135.58	201.23	3928.94	195.25
Jan-Dec 2013	128.08	3075.87	240.15	90.98	1279.36	140.62	219.06	4355.23	198.81
Inc/Dec in %	-9.21	-9.71	-0.55	-6.64	-9.98	-3.58	-8.14	-9.79	-1.79

Source: Tea Board Of India





The above graph shows the price comparison of All Tea at All India in 2014 and 2015. During the early part of the year (2014) in March and April, prices remained lower compared to previous year amid lack of export inquiry in the market and quality is not up to the mark at this time of the year. Currently the average prices of all tea are slightly lower compared to previous year amid lack of availability of good quality tea in the market. Prices have declined during the week compared to previous week.



Weekly Average Prices at Indian Auction Centers for week ending 2014-03-07

Varie ty	Kolkata	Guwahati	Siliguri	Jalpaiguri	Cochin	Coonoor	Coimbatore	Tea Serve
CTC All	86.73(109. 66)	100.93(109. 59)	NS(95.07)	NS(NS)	95.77(10 7.63)	79.32(82.2 5)	80.54(82.79)	65.12(75.4 9)
Dust								
Total	86.73(112.	109.92(109.	NS(95.07	NS(NS)	98.44(10	79.91(82.9	80.69(87.80)	65.12(75.4
Tea	86)	50))		8.92)	0)		9)

(Figure in brackets denote prices during the same corresponding period in the previous year)

Variety	North India	South India	All India
CTC	92.53(103.20)	84.19(91.37)	88.51(98.76)
All Dust			
Total	92.53(104.52)	85.80(92.43)	89.19(100.01)
Tea			

(Source: Tea Board)



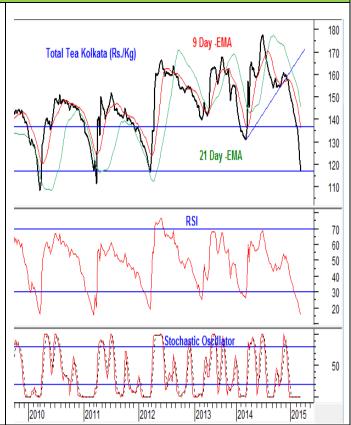
Tea – Technical Outlook

Total Tea -Kolkata

Technical Commentary:

Tea prices noticed weak tone during the week. MACD is declining in the negative territory supporting weak tone of the market in the medium –term. Stochastic oscillator is steady in the oversold region supporting some recovery in the near –term.

The tea prices are likely to continue weak tone in the coming days. Buyers can purchase on any near —term weakness towards 70 levels.



Strategy: Wait for Better Buying Levels

Weekly Supports & Resistances		S ₁	S2	PCP	R1	R2
Total Tea	Kolkata	75.10	60.00	86.73	100.00	150.10



International Trade Scenario:

Srilanka Tea Auction (Colombo): Sale No: 10 (Price in Srilankan Rs./kg)

	ВОР	BOPF
Good Westerns	450 - 610	440 - 580
Average Westerns	420 - 440	420 - 430
Plainer Westerns	340 - 410	370 - 410
Western Mediums	400 - 620	350 - 490
Uva Teas	320 - 420	330 - 460
Nuwara Eliya Teas	610 - 800	330 - 335
Udapussellawa Teas	330 - 420	340 - 420
CTC (BP1 and PF1)	380 - 430	330 - 530

In this week's auction, 7.27 million kgs of tea was offered for sale compared to 7.25 million kgs of tea during the previous week. There was good demand for Select Best teas during the week. Better western BOP's noticed firm tone and BOPF's noticed steady tone during the week. High Grown and Mid Grown CTC's noticed easy tone and Low Grown CTC's noticed easy tone during the week. There was fair demand for liquoring leafy teas.

In the leaf category, Better PEK/PEK1's and a few bolder types noticed firm tone. In the Tippy catalogues, better made FBOP and FF1's noticed firm tone during the week. The below best and plainer variety noticed firm tone during the week. There was good buying from Iran, some demand from Russia and CIS countries.



DETAILS OF TEAS AWAITING SALE

		12		11		10
AUCTION NO.						
	24 th /25 th	March 2015	17 th /18 th	March 2015	10 th /11 th /	March 2015
Dates	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs
	1,100	1,292,789 kg	1,106	1,285,263 kg	1,053	1,230,346 kg
Ex Estate						
	10,092	5,626,172 kg	10,513	5,878,771 kg	10,836	6,040,977 kg
Main Sale Total						
High & Medium	1,253	710,693 kg	1,475	819,798 kg	1,304	737,882 kg
	3,563	1,654,530 kg	3,620	1,712,010 kg	3,879	1,848,790 kg
Low Growns Leafy	2,364	1,445,340 kg	2,390	1,461,497 kg	2,545	1,585,471 kg
Тірру						
D : (5)	300	77,026 kg	283	66,259 kg	346	82,080 kg
Premium/Flowery	2,036	1,177,614 kg	2,134	1,213,204 kg	2,132	1,179,298 kg
Off Grades	2,030	1,177,014 Kg	2,134	1,213,204 kg	2,132	1,179,290 kg
Dust	576	560,969 kg	611	606,003 kg	630	607,456 kg
Grand Total	11,192	6,918,961 kg	11,619	7,164,034 kg	11,889	7,271,323 kg
Reprints	896	548,401 kg	912	507,685 kg	1,166	678,614 kg
Scheduled to Close		06.03.15		26.02.15		19.02.15
(Ex) Dates (Ms)		06.03.15		27.02.15		20.02.15
(///5)						





Scheduled Closing Dates

Auction No. 11: 17th/18th March 2015 Auction No. 13: 30th/31st March 2015

Main Sale : 27.02.2015 Main Sale : 13.03.2015

Auction No. 12 : $24^{th}/25^{th}$ March 2015 Auction No. 14 : $07^{th}/08^{st}$ April 2015

Main Sale : 06.03.2015 Main Sale : 20.03.2015

(Source: John Keells Tea Brokers)



Kenya Tea Auction (Mombasa): Sale No: 10

QUOTATIONS	BROKENS	FANNINGS
Best	356 - 519	471 - 479
Good	360 - 379	457 - 482
Good Medium	352 - 379	452 - 484
Medium	336 - 535	404 - 447
Lower Medium	166 - 379	181 - 371
Plain	94 - 157	105 - 312 (SL RUPEES)

During the week good demand noticed for 7,624,848 kilos of tea on offer. Brighter DUST1s were firm to USC2 lower with mediums higher up to USC42 and prices of lower mediums were up to USC20 lower during the week. Prices of Brighter BP1's noticed firm tone and were higher up to USC28, prices of mediums were up to USC26 lower and prices of lower mediums were higher up to USC26. Other varieties like Brighter Pdusts, Lower Medium PF1's noticed mixed tone during the week.

In the secondary catalogues, BPs noticed firm tone and PF's noticed firm tone during the week. Well sorted clean coloury Fannings noticed easy tone and Dusts prices noticed firm tone during the week. Other Fannings and BMF's noticed firm tone. There was good buying interest from Pakistan Packers, Afghanistan, Yemen and other middle –eastern countries. There was buying interest from Egyptian packers, Bazaar and Sudan. There was less demand from U.K., Russia, Kazakhstan, Russia and other CIS countries. There was not much demand from Iran. There was some buying support from Somalia around firm levels.

(Source: Africa Tea Brokers)



Indonesia Tea Auction (Jakarta): Sale No: 10

Orthodox	OFFERE	\mathbf{CD}	SOLI	D	%
PTPN ESTATE	8.540	442.520 Kg	6.460	331.880 Kg	75.00
PRIVATE ESTATE		Kg		Kg	,
TOTAL	8.540	442.520 Kg	6.460	331.880 Kg	75.00
C.T.C	OFFERE	ED	SOLI	D	%
PTPN ESTATE	1.160	66.180 Kg	1.060	60.840 Kg	91.93
PRIVATE ESTATE		Kg		Kg	,
TOTAL	1.160	66.180 Kg	1.060	60.840 Kg	91.93
TOTAL	9.700	508.700 Kg	7.520	392.720 Kg	77.20

(Prices in US cents/kg)

Orthodox First Grades						
BOP.I BOP BOPF PF DUST BT BP						
161-122 125-208 116-120 113-209 108-117 107-153 323						

Orthodox Secondary Grades					
PF.II DUST.II BT.II BP.II DUST.III					
100-204 111-130 100-126 282 102-115					

CTC First and Secondary Grades						
BP.1	PF.1	PD	D.1	FANN	D.2	D.3
143	176-181	166-210	168-245	104-192	150-169	

Market offerings declined to 9,700 paper sacks from 13,620 paper sacks. There was less demand in the market around current levels. Average price declined to USDcts 148.61 instead of USDcts 149.78 during last week's auction. Average price of Orthodox variety declined to USDcts 144.42 and average price of CTC declined to USDcts 168.95. Secondary variety and Fannings noticed easy tone. Quantity sold increased to 77.20% during the period compared to 72.44% during last auction.



OFFERING FOR THE NEXT AUCTION

PRODUCER	Orthodox	K	C.T.C	
PRODUCER	18/03/2015	25/03/2015	18/03/2015	25/03/2015
PTPN. IV	1.160 S	1.140 S	-	-
PTPN. VI	420 S	280 S	320 S	400 S
PTPN. VII	1.460 S	980 S	120 S	160 S
PTPN. VIII	7.780 S	6.540 S	640 S	380 S
PTPN. IX	380 S	200 S	-	-
PTPN. XII	- S	- S	340 S	420 S
Total Estate	11.200 S	9.140 S	1.420 S	1.360 S
Pagilaran	- S	- S	- S	- S
Total Private	- S	- S	- S	- S
Grand Total	11.200 S	9.140 S	1.420 S	1.360 S

(Source: TEH)



Bangladesh Tea Auction (Chittagong): Sale No: 42

(In Taka/kg)

BROKENS	QUOTATIONS	FANNINGS	QUOTATIONS
Large/Bold	NQTA	Best	200-220
Medium	140-170	Good	185-195
Small	160-180	Medium	150-160
Plain	90-130	Plain	90-130

Tea prices at Bangladesh tea auction declined during the week amid lower supply of tea in the market and political unrest in the country. The average price of tea during this week's auction was around USD 1.95/kg. Around 1.07 million kgs of tea was offered for sale and nearly 26 percent remained unsold.

There was good demand from loose tea buyers and some buying support from blenders. 16,604 packages of CTC Leaf noticed selective demand. 2,894 packages and 120 packages of old season on offer of CTC Dust noticed good buying interest. In CTC Dust, good liquoring varieties were firm and medium levels noticed steady tone. Good liquoring Broken varieties noticed demand around lower levels. Good liquoring varieties in fannings noticed firm tone during the week. Good liquoring Dusts noticed firm tone during the week.

(Source: National Brokers Limited)



WORLD CROP STATISTICS IN (Mn/kgs)

<u>Country</u>	MONTH	2014 2015*	2013 2014*	CUMULATIVE	2014 2015*	2013 2014*	CUMULATIVE + INC./-DEC.
Sri Lanka	Jan.*	23.2*	25.4*	Up to Jan.*	23.2*	25.4*	- 2.2
North India	Dec.	40.1(E)	39.3	Up to Dec.	943.6(E)	958.6	- 15.0
South India	Dec.	17.5(E)	17.9	Up to Dec.	241.2(E)	241.8	- 0.6
Kenya	Dec.	45.07	41.72	Up to Dec.	445.10	432.45	+ 12.65
Bangladesh	Dec.	3.8	5.3	Up to Dec.	64.5	66.3	- 1.8
Malawi	Dec.	1.8	4.0	Up to Dec.	45.9	46.5	+ 3.3

(Source: John Keells Tea Brokers)

World tea production has been increasing over the years. With more medicinal value of tea being highlighted, the consumption is set to increase in the coming years. However in the previous year, global black tea output declined to 2019.13 mkg compared to 2027.5 mkg in 2013. India's production declined by 16.06 mkg to 1127.21 mkg. According to Indian Tea Association, consumption of tea is increasing at an annual rate of 3 per cent. In the current financial year in India, production of tea is likely to be affected in the coming months following cold and frost weather conditions in the tea growing regions in the months of December and January.

Currency	14-03-2015	07-03-2015
USD	62.86	62.79
Srilankan		
Rupee	0.4697	0.4727
Indonesian		
Rupiah	0.0047	0.0048
Kenyan		
Shilling	0.6855	0.6892
Bangladeshi		
Taka	0.8076	0.8078



Overall Outlook and Recommendation:

In the domestic market, prices noticed range —bound to weak tone during the week. Quantity offered on sale increased during the week compared to previous week. Demand from exporters lends some support to the market. Quality of tea arriving in the market is not very good. In the next few weeks, the first flush of tea is expected in North India. Prices are likely to notice range —bound to weak tone in the near —term.

In the global market, prices noticed mixed tone during the week. Offerings at the auction centers are lower compared to previous week. Weather is mostly dry and warm in the tea growing regions. Future offering of tea is likely to decline in Srilanka and increase in Indonesia in the coming week. Prices are likely to notice range —bound to firm tone in the coming days.

Disclaimer

The information and opinions contained in the document have been compiled from sources believed to be reliable. The company does not warrant its accuracy, completeness and correctness. Use of data and information contained in this report is at your own risk. This document is not, and should not be construed as, an offer to sell or solicitation to buy any commodities. This document may not be reproduced, distributed or published, in whole or in part, by any recipient hereof for any purpose without prior permission from the Company. IASL and its affiliates and/or their officers, directors and employees may have positions in any commodities mentioned in this document (or in any related investment) and may from time to time add to or dispose of any such commodities (or investment). Please see the detailed disclaimer at http://www.agriwatch.com/Disclaimer.asp

© 2014 Indian Agribusiness Systems Pvt Ltd.