

### News Highlights.

- According to the data released by the Tea Board Of India, Indian output of tea increased by 6% to 19 million kg in January 2017 compared to the same corresponding period previous year. Production increased amid increase in plucking in the eastern state of West Bengal. Production of tea increased by 91 per cent to 4.47 million kg in January compared to the same period previous year.
- In January 2017, Indian tea exports declined by 6.62 per cent to 19.02 million kg compared to same corresonding period previous year according to the data released by the Tea Board of India. In terms of value, exports declined by 4.14 per cent to Rs.370.86 crore in January compared to Rs. 386.89 crore during the correspondingsame period previous year.
- According to the data available with the Tea Board Of India, tea prices at the auction centres of India increased by 7.92 per cent in the calendar year 2016 compared to 2015. Prices increased to Rs.134.34/kg in 2016 compared to Rs. 124.48 in 2015. In North India auction centers, prices increased by 2.99 per cent to an average price of Rs. 143.97 in 2016 compared to previous year. In South India auction centers, average price increased by 27.42 per cent to Rs.103.72/kg in 2016 amid lower production compared to 2015.
- The Tea Board Of India is planning an integrated tea park close to the Dhamra port in North Odisha. This site is proposed as an export –oriented unit, with facilities for warehousing, packaging, blending, testing and allied activities. Park is proposed as an export-oriented unit, with facilities for warehousing, packaging, blending, testing and allied activities. Proposed park is to be modelled on the DMCC Tea Centre at the Jebel Ali Free Zone, Dubai. Aim is to promote India as an investment destination and manufacturing hub for tea, attracting global brands to India and meeting their warehousing, blending, packaging and labelling requirements. Container services are expected to take off there in another six to 12 months. Container shipment from Dhamra would cut the transit time to Europe by almost 20 days.
- Global output of black tea increased to 2181.78 mkg in 2016 compared to 2104.87 mkg in 2015. Output increased following increase of 72.01 mkg in Kenya where production increased from 399.21 mkg to 471.22 mkg and Bangladesh recorded an increase of 16.34 mkg at 82.68 mkg. Indian production in 2016 increased by 30.49 mkg to reach 1239.15 mkg. This helped in offsetting lower production in Sri Lanka, Uganda and Tanzania.
- In 2016, total production of tea in Japan increased to 80,200 tonnes compared to 79,500 tonnes produced in 2015 according to as per official sources. Around 5% of the total tea production is being exported, which is gradually increasing during the recent times. The amount of area used for tea farming has declined in 2016 from 44,000 hectares in 2015 to 43,100 hectares in 2016.



#### **Domestic Trade Scenario:**

# **Indian Tea Auctions**

# Kolkata Tea Auction: Sale No: 09 (Price in Rs./kg)

Variety	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)	
CTC	-	-	-	
ORTHODOX	169.70	1,56,000	1,48,000	
DARJEELING	-	-	-	
DUST	-	-	-	

(Source: Parcon)

Prices noticed firm tone during the week. Quantity offered on sale increased during the week compared to previous week. There was good demand in the market for Orthodox variety. Prices increased in line with quality. Buying interest was noticed from Middle –East and CIS countries. Prices are likely to witness positive tone in the near –term.

# Guwahati Tea Auction: Sale No: 09 (Price in Rs./kg)

Guwahati	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC	105.88	9,96,000	7,63,000
Dust	107.32	4,38,000	3,73,000

(Source: Associated Brokers)

Prices witnessed easy tone during the week. Quantity offered on sale declined during the week compared to previous week. Good demand was noticed in the market around current levels. Buying interest was noticed from Hindustan Unilever Limited and Tata Global. Prices are likely to notice weak tone in the coming week.

# Siliguri Tea Auction: Sale No: 09 (Price in Rs./kg)

Variety	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)	
CTC Leaf	101.56	15,12,000	12,59,000	
CTC Dust	105.22	1,15,000	1,10,000	

(Source: Associated Brokers)

Prices noticed mixed tone during the week. Quantity offered on sale declined during the week compared to previous week. There was good demand for Leaf variety tea. Buying interest was noticed from blenders and internal buyers. Prices are likely to notice range –bound to weak tone in the coming days.



# Jalpaiguri Tea Auction: Sale No: 09 (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: 10 (Price in Rs./kg)

Cochin	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)
CTC Dust	137.02	662448.00	510879.60
CTC Leaf	105.38	46071.00	27027.00
Orthodox Dust	103.84	6262.00	5074.00
Orthodox Leaf	146.60	137781.00	105417.00

(Source: Paramount Marketing, Coimbatore)

Prices witnessed easy tone during the week. Quantity offered on sale declined during the week compared to previous week. Buying interest was noticed from Kerala State Civil Supplies. Prices are likely to notice range – bound to weak tone in the coming week.

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

Coimbatore	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)		
CTC Dust	118.43	187360.00	177503.00		
CTC Leaf	107.91	92233.00	74255.00		
Orthodox Dust	101.49	5060.00	3605.00		
Orthodox Leaf	115.61	4256.00	4256.00		

(Source: Paramount Marketing, Coimbatore)

Prices noticed range –bound to weak tone during the week. Quantity offered on sale declined during the week compared to previous week. There was some demand from the blenders and loose tea buyers. Prices are likely to witness easy tone in the coming days.

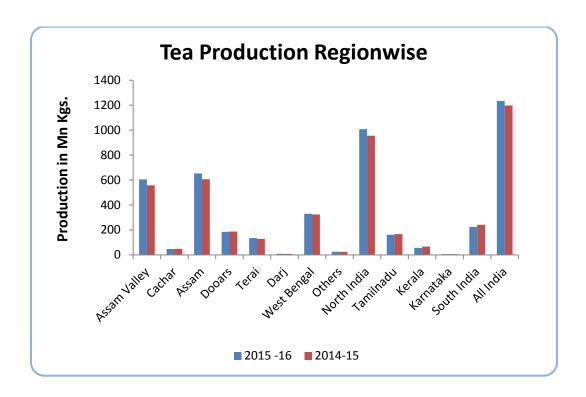
#### Coonoor Tea Auction: Sale No: 10 (Price in Rs./kg)

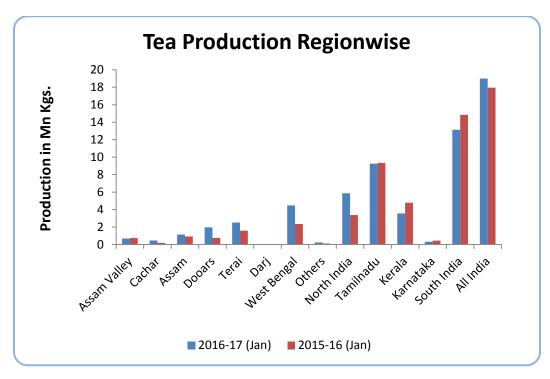
Coonoor	Avg. Price	Total Offerings (Kgs)	Total Sold (Kgs)	
CTC Dust	116.00	282258.00	228534.00	
CTC Leaf	105.94	556134.00	494437.00	
Orthodox Dust	110.71	30542.00	25085.00	
Orthodox Leaf	128.95	41913.20	33540.00	

(Source: Paramount Marketing, Coimbatore)

Prices noticed mixed tone during the week. Quantity offered on sale declined during the week compared to previous week. There was some demand from the exporters for Orthodox Leaf variety. Prices are likely to witness range –bound to weak tone in the near –term.







(Source: Tea Board)



The above graph shows region wise production comparison, between 2016-17 and 2015-16 during the last two years and in the month of January in comparison with to previous year. In the year 2015 (Jan –Dec), production declined by 1.3% to 1191.10 million kg mainly on account of lower in production in Assam. In the current year January 2017, production of tea in India increased by 6% to 19 million kg in comparison to the same corresponding period last year owing to good plucking in the eastern state of West Bengal.

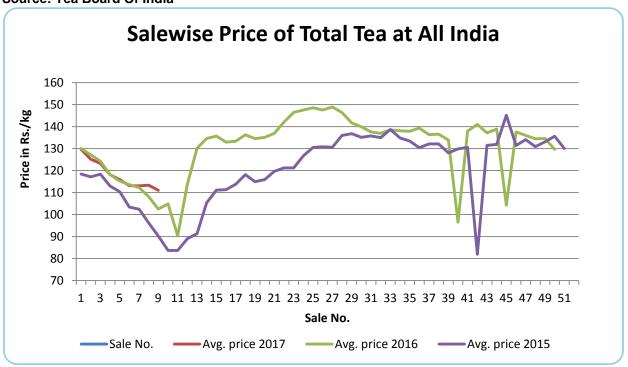
# **REGIONWISE QUARTERLY EXPORTS:**

(Qty In M.Kgs, Value in Rs. Crs, Unit Price in Rs./kg)

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		North India			South India		All India		
	Qty	Value	Unit Price	Qty	Value	Unit Price	Qty	Value	Unit Price
2016*	130.03	2955.00	227.26	86.76	1372.04	158.14	216.79	4327.04	199.60
2015	131.89	3039.14	230.43	96.77	1316.18	136.01	228.66	4355.32	190.47
Incr/decr in %	-1.41	-2.77	-1.38	-10.34	4.24	16.27	-5.19	-0.65	4.79
2016-17 (Apr- Dec)*	97.47	2273.40	233.24	63.94	1048.00	163.90	161.41	3321.40	205.77
2015-16 (Apr- Dec)	104.12	2469.83	237.21	73.42	1017.63	138.60	177.54	3487.46	196.43
Incr/decr in %	-6.39	-7.95	-1.67	-12.91	2.98	18.25	-9.09	-4.76	4.76

<sup>\*</sup>Provisional, subject to revision.

Source: Tea Board Of India



The above graph shows the All India price comparison of All Teas at All India in 2015, 2016 and 2017. Currently the average prices of all tea are higher compared to previous year amid lower crop arrival in the domestic



market. Prices have declined during the week compared to previous week amid lack of good demand in the domestic and export market.



# Weekly Average Prices at Indian Auction Centers for week ending 2017-03-04

Variety	Kolkata	Guwahati	Siliguri	Jalpaiguri	Cochin	Coonoor	Coimbatore	Tea Serve
CTC All Dust	108.12( NS)	106.32(NS)	101.86( 102.43)	NS(NS)	135.01( 109.51)	109.65(10 0.18)	114.44(97.86)	97.22(79. 83)
Total Tea	110.57( NS)	106.29(NS)	101.86( 102.43)	NS(NS)	136.62( 111.94)	110.44(10 0.50)	114.46(97.69)	97.22(79. 83)

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

Variety	North India	South India	All India	
CTC All Dust	106.37 (102.43)	118.95 (101.02)	109.36 (101.37)	
Total Tea	107.88 (102.43)	120.61 (102.49)	111.02 (102.48)	

(Source: Tea Board)

#### Tea - Technical Outlook **Total Tea -Kolkata Technical Commentary**: 180 9 Day -EMA Tea prices witnessed easy tone during the 175 Total Tea Koļķata (Rs./Kg) 170 week. Prices are likely to decline towards 165 100 levels in the coming days. MACD is 160 declining in the negative territory 155 150 supporting overall weak tone of the market 145 in the medium -term. Stochastic oscillator 140 is steady in the oversold territory denoting 135 130 some recovery in the coming days. 125 120 115 110 105 21 Day -EMA 100 The tea prices are likely to decline 95 towards 90-100 levels in the coming 90 days. Traders can wait for better RSI buying levels for their medium -term 70 requirement. 60 50 40 30 20 100 50 0 2015 2012 2013 2014 2016

Strategy:	Buy	On	Near	-Term	Weakness
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Weekly Supports & Resistances		S1	S2	PCP	R1	R2
Total Tea	Kolkata	100.00	80.00	110.57	150.00	180.00



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

ВОР	BOPF
650 - 1110	720 - 820
620 - 640	650 - 700
560 - 610	560 - 640
580 - 790	560 - 680
500 - 740	500 - 650
470 - 650	600 - 675
490 - 600	560 - 660
440 - 620	450 - 720
	650 - 1110 620 - 640 560 - 610 580 - 790 500 - 740 470 - 650 490 - 600

In this week's auction, 5.02 million kgs of tea was offered for sale compared to 4.76 million kgs of tea during the previous week. There was good demand for Select Best teas during the week. Better western BOP's and BOPF's witnessed positive tone. High Grown and Mid Grown CTC's witnessed positive tone and Low Grown CTC's noticed firm tone during the week. There was good 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 witnessed positive tone during the week. The below best and plainer variety noticed firm tone during the week. There was some demand from Russia, Syria, Turkey, Iran and Saudi buyers

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		12		11		10
AUCTION NO.						
	21 <sup>st</sup> / 22 <sup>r</sup>	<sup>nd</sup> Mar. 2017	14 <sup>th</sup> /15 <sup>th</sup>	<sup>n</sup> Mar. 2017	07 <sup>th</sup> / 08 <sup>t</sup>	<sup>h</sup> Mar. 2017
Dates	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs	No. of Lots	No. of Kgs
	865	855,114 kg	859	836,240 kg	678	677,508 kg
Ex Estate						
	8,696	4,489,933 kg	8,563	4,424,471 kg	8,503	4,346,621 kg
Main Sale Total						
High & Medium	916	460,571 kg	848	427,663 kg	792	386,667 kg
	3,137	1,319,750 kg	3,176	1,396,509 kg	3,129	1,396,925 kg
Low Growns Leafy	1,949	1,108,029 kg	1,847	1,050,014 kg	1,854	1,048,595 kg
Тірру						
	438	81,334 kg	444	83,783 kg	434	80,118 kg
Premium/Flowery						
Off Grades	1,767	963,587 kg	1,698	948,730 kg	1,792	977,628 kg
	489	476,662 kg	550	517,772 kg	502	456,688 kg
Dust Grand Total	9,561	5,345,047 kg	9,422	5,260,711 kg	9,181	5,024,129 kg
Reprints	272	142,510 kg	329	183,144 kg	287	172,019 kg
Scheduled to Close		02.03.17		23.02.17		16.02.17
(Ex)		03.03.17		24.02.17		17.02.17
Dates (Ms)						



Auction No. 11: 14<sup>th</sup>/15<sup>th</sup> March 2017

Ex Estate : 23.02.2017

Main Sale : 24.02.2017

Auction No. 12 : 21st/22nd March 2017

Ex Estate : 02.03.2017

Main Sale : 03.03.2017

Auction No. 13 : 28<sup>th</sup>/29<sup>th</sup> March 2017

Ex Estate : 09.03.2017

Main Sale : 10.03.2017

Auction No. 14: 04<sup>th</sup>/05<sup>th</sup> April 2017

Ex Estate : 16.03.2017

Main Sale : 17.03.2017

(Source: John Keells Tea Brokers)



#### **AUCTION AVERAGE PRICE**

AUCTION	KENYA	KENYA	TOTAL	TOTAL
	2016	2017	2016	2017
08	\$ 2.41	\$ 3.00	\$ 2.30	\$ 2.81
09	\$ 2.42	\$ 2.98	\$ 2.33	\$ 2.81
10	\$ 2.37	\$ 2.89	\$ 2.27	\$ 2.67

QUOTATIONS	BROKENS	FANNINGS
Best	430 – 546	530 – 597
Good	432 – 462	521 – 573
Good Medium	431 – 477	504 – 561
Medium	415 – 462	388 – 483
Lower Medium	262 – 406	261 – 391
Plain RUPEES)	299 – 403	216 – 340 (SL

During the week good demand was noticed for 6,845,830 kilos of tea on offer. Brighter DUSTs were USC5 to USC10 lower with mediums were firm to USC10 lower. Lower Mediums were firm to USC6 higher. Prices of Brighter BP1's were USC12 to USC26 lower. Other varieties like Brighter Pdusts, Lower Medium PF1's noticed mixed tone during the week.

In the secondary catalogues, BP's and PF's noticed firm tone during the week. Well sorted clean coloury Fannings witnessed positive tone and Dusts noticed steady tone during the week. Other Fannings and BMF's noticed firm tone. There was good demand from Pakistan packers, Afghanistan, and Egyptian packers. Buying interest was noticed from Russia, Kazakhstan, CIS countries and Sudan. There was some demand from Bazaar, U.K., Yemen and other Middle –East countries. Somalia was active around lower levels of the market.

(Source: Africa Tea Brokers)

Indonesia Tea Auction (Jakarta): Sale No: 46



ORTHODOX	OFFER	RED	SOLD	%	
PTPN	9.540	503.820 Kg	8.500	448.100 Kg	88.94
<b>ESTATE</b>					
PRIVATE		Kg		Kg	,
ESTATE					
TOTAL	9.540	503.820 Kg	8.500	448.100 Kg	88.94
C.T.C	OFFER		SOLD	%	
PTPN	2.200	120.760 Kg	2.020	112.060 Kg	92.80
ESTATE					
PRIVATE		Kg		Kg	,
ESTATE					
TOTAL	2.200	120.760 Kg	2.020	112.060 Kg	92.80
GRAND	11.740	624.580 Kg	10.520	560.160 Kg	89.69
TOTAL					

# (Prices in US cents/kg)

Orthodox First Grades						
BOP.I	ВОР	BOPF	PF	DUST	BT	BP
176-222	142-195	125-165	108-184	118-190	104-120	260

Orthodox Secondary Grades					
PF.II	DUST.II	BT.II	BP.II	DUST.III	
104-144	123-138	101-112	-	125-135	

CTC First and Secondary Grades						
BP.1	PF.1	PD	D.1	FANN	D.2	FNGS2
150-160	131-163	136-163	154-232	106-156	117-162	-

Market offerings declined to 11,740 paper sacks from 12,260 paper sacks. There was good demand in the market. Average price increased to USDcts 138.28 instead of USDcts 138.12 during last week's auction. Average price of Orthodox variety increased to USDcts 137.64 and average price of CTC declined to USDcts 141.26. Secondary variety and Fannings noticed mixed tone. Quantity sold increased to 89.69% during the period compared to 71.12% during last auction.



PRODUCER		Orthodox	C.T.C	
	30/11/16	7/12/16	30/11/16	7/12/16
PTPN. IV	520 S	840 S	-	-
PTPN. VI	200 S	160 S	300 S	200 S
PTPN. VII	700 S	760 S	200 S	400 S
PTPN. VIII	6.380 S	6.640 S	1.240 S	900 S
PTPN. IX	480 S	360 S	-	-
PTPN. XII	- S	- S	540 S	340 S
Total Estate	8.280 S	8.760 S	2.280 S	1.840 S
PP. London	- S	440 S	- S	- S
Sumatera				
Total Private	- S	440 S	- S	- S
<b>Grand Total</b>	8.280 S	9.200 S	2.280 S	1.840 S

(Source: TEH)



### (In Taka/kg)

QUOTATIONS	BROKENS		FANNINGS
Large/Bold	75-85	Best	190-210
Medium	85-110	Good	170-180
Small	90-115	Medium	100-110
Plain	70-80	Plain	70-80

Tea prices at Bangladesh tea auction noticed weak tone amid poor quality tea on offer. The average price of tea during this week's auction was around USD 1.60/kg. Around 1.90 million kg of tea was offered for sale and nearly 30.70 percent remained unsold.

There was good demand from blenders and loose buyers. 27,988 and 11 packages of CTC Leaf of previous season noticed good demand. 6,088 packages of CTC Dust noticed fair demand. In CTC Dust, good liquoring varieties noticed firm tone and medium levels witnessed easy tone. Good liquoring Broken varieties noticed withdrawals in the market. Good liquoring varieties in fannings noticed good demand during the week. Good liquoring Dusts noticed firm tone during the week.

(Source: National Brokers Limited)



<u>Country</u>	MONTH	2016- 2017*	2015- 2016*	CUMULATIVE	2016- 2017*	2015- 2016*	CUMULATIVE + INC./-DEC.
Sri Lanka	January*	21.25*	25.08*	Up to January*	21.25	25.08	- 3.83
North India	December	47.10 (E)	42.69	Up to December	1026.94(E)	981.09	+ 45.85
South India	December	15.64 (E)	14.60	Up to December	212.21(E)	227.57	- 15.36
Kenya	December	45.10	46.38	Up to December	473.01	399.21	+ 73.8
Bangladesh	December	5.1	4.8	Up to December	82.7	66.5	+ 16.2
Malawi	November	0.7	0.7	Up to November	37.5	35.6	+ 1.9

<sup>\*</sup> Estimated

(Source: John Keells Tea Brokers)

Global output of black tea increased to 1905.13 mkg in 2016 compared to 1853.52 mkg in 2015. Output increased following increase of 73.70 mkg in Kenya where production increased from 352.82 mkg to 426.12 mkg and Bangladesh recorded an increase of 15.01 mkg at 68.78 mkg. Indian production up to December 2016 increased by 2.51% to reach 1239.15 mkg. This helped in offsetting lower production in Sri Lanka, Uganda and Tanzania. In Sri Lanka, production of tea has declined by 3.83 million kgs. to 21.25 million kgs. up to January 2017 compared to same corresponding period in 2016. In North India, production has increased by nearly 4.68% and in South India has declined by 6.75% in 2016 respectively. Lack of sufficient rainfall has affected production in South India.

Currency	10-03-2017	03-03-2017
USD	66.59	66.70
Srilankan Rupee	0.4396	0.4410
Indonesian Rupiah	0.0050	0.0050
Kenyan Shilling	0.6490	0.6504
Bangladeshi Taka	0.8300	0.8333

**Overall Outlook and Recommendation:** 



In the domestic market, prices noticed range —bound to weak tone during the week. Quantity offered on sale declined during the week compared to previous week. Output of tea increased while exports declined in the month of January this according to the data released by the Tea Board Of India. New crop arrival is expected in North India in the coming days. There was some demand from loose tea buyers and exporters. In South India, arrivals are expected to pick up. Prices are likely to witness easy tone in the coming week.

In the global market, prices noticed range –bound to weak tone during the week. Quantity offered on sale increased during the week compared to previous week. In Bangladesh, volume of tea on offer increased. There is not much demand for inferior quality tea on offer. The future offering of tea is likely to increase at Sri Lankan tea auction in the coming week. Prices are likely to notice range –bound to weak tone in the near –term.

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