

KALUBOWITIYANA TEA FACTORY LIMITED

ANNUAL REPORT 2002/03

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CORPORATE INFORMATION

Name of Company	Kalubowitiyana Tea Factory Limited
Registered Office	349, Galle Road, Colombo 03
Legal Form	A Public Company with Limited Liability
Head office	155/15, Castle Street, Borella
Company Registration Number	N (PBS) 371
E-mail Adress	ktfl@slnet.lk
Web Site	www.xasia.lk/kalubowitiyana
Directors	Mr. S. Imbuldeniya (Chairman) Mr. P. Jayamanna Mrs.W.A.I. Sugathadasa
Secretaries / Lawyers	Coperate Services Limited Associate of Messrs F.J.& G.De Saram 216, De Saram Place,Colombo 10
Bankers	People's Bank Bank of Ceylon
Senior Management	Chairman Mr.S.Imbuldeniya Managing Director Mr.Padmasiri Jayamanne Manager Finance Mr.P. Jayasekara Manager Audit & Information Miss. H.N. Sooriyaarachchi Actg.Manager Administration & Human Resources

Mr. S.P. Kariyawasam

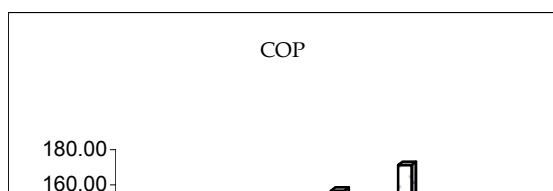
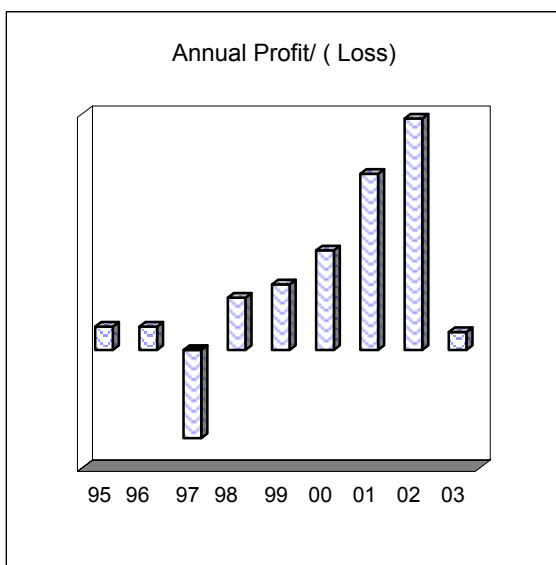
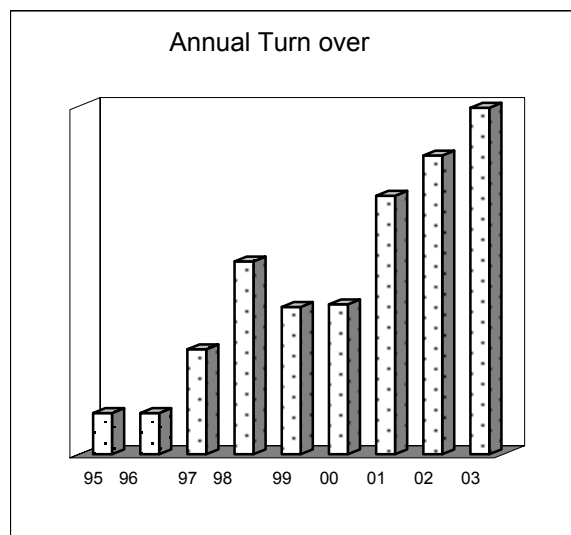
Superintendent- Kalubowitiyana Factory

Mr. Basil De Simon

Superintendent – Derangala Factory

Mr.H. Gamage

FINANCIAL HIGHLIGHTS



Trading Results

	2003 Rs.000	2002 Rs.000
Net Turnover	<u>298.56</u>	<u>257.43</u>
Gross Profit	7.60	8.16
Other Income	9.49	8.77
Profit/(Loss) for the year	1.52	4.67
Prior Year Retained Profit	19.61	14.93
Retained Profit for the Year	68.02	19.62

Capital & Reserves

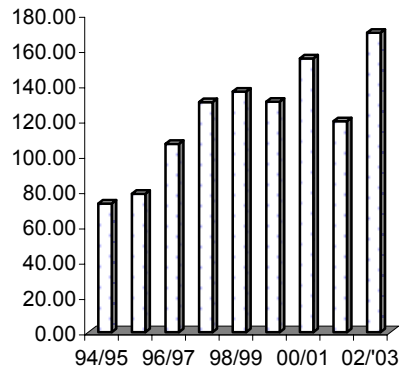
Share Capital	46.38	46.38
Grants & Subsidies	23.23	80.65
Retained Profit	<u>68.02</u>	<u>19.62</u>
	<u><u>137.63</u></u>	<u><u>146.64</u></u>

Assets less Liabilites

Current Assets	45.13	40.10
Current Liabilites	<u>17.80</u>	<u>20.91</u>
Net Current Assets	27.33	19.19
Long term liabilities	14.20	18.71
Net Fixed Assets	120.69	142.51
Investments & WIP Projects	<u>0.11</u>	<u>3.65</u>
	<u><u>133.93</u></u>	<u><u>146.64</u></u>

Ratios & statistics

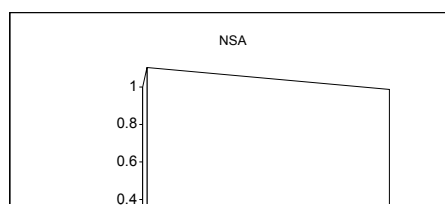
Earning per Share	0.33	1.01
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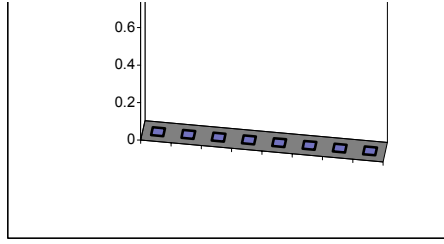


Net Asset per share	28.85	31.62
Annual Turnover Growth %	34.02	15.56
Current Ratio	2.53	1.92
Gross Profit Margin %	2.55	3.17
Net Profit margin	0.51	1.82
Net assets Growth %	(6.14)	(2.34)

146.64

8.14 42.45





Workings

Earning per Share	Net Profit	1,521,172.22	
	Sahres	4,637,507	
		0.328015078	
Net Asset per share	FA	120,694,559.25	
	CA	45,129,588.20	
	TA	165,824,147.45	
	CL		17,804,724.37
	LTL		14,208,333.48
			32,013,057.85
	NET F A	133,811,089.60	
	Sahres	4637507	
		28.85409976	

Annual Turnover Growth %	TT '02	222,771,035.31
	TT '03	298,565,317.15
	Increase	75,794,281.84
	%	34.02
Current Ratio	CA	45,129,588.20
	CL	17,804,724.37
		2.53
Gross Profit Margin %	Gross Profit	7,599,394.10
	sales	298,565,317.15
		2.55
Net Profit margin	Net Profit	1,521,172.22
	Sales	298,565,317.15
		0.51
Net assets Growth %	NA '02	146,638,882.58
	NA '03	137,633,902.60
		(9,004,979.98)
		(6.14)

CHAIRMAN'S REVIEW

On behalf of the Board of Director, I have pleasure in presenting the

Annual Report of Kalubowitiyana Tea Factory Ltd for the year ended 31st March 2002.

Kalubowitiyana Tea Factory Ltd (KTFL) was incorporated on the 30th of September 1992 as a public company fully owned by the Government. It began commercial operations with the commencement of manufacture at the newly built CTC Tea Factory at Kalubowitiyana on 01st August 1994. This state of the art CTC Tea Factory was built with the assistance of the Indian Line of credit, replacing the old factory burnt & destroyed during 1988 - 89 insurrection.

The similarly destroyed Derangala Tea Factory was re-built, again with the assistance of the Indian Line of Credit, and commenced manufacture of orthodox teas in March 2000. Under the expansion programme of the company, a blending & packeting plant was set up in August 2000 at Meewanapalana, Horana & another packeting plant at Gampola in January '03

The company has been operating on a self-financing basis since 1995. Kalubowitiyana CTC Tea Factory soon established itself as the best CTC manufacturer in the Island, maintained it's position in the year under review as well.

For green leaf supplies, the company is entirely dependant on the smallholder sector. In the year under review, KTFL has paid Rs. 198.85 M in total, to 1,646 suppliers, in Kalubowitiyana and 856 in Derangala, at an average rate of Rs 21.03 per kg.

S.C IMBULDENIYA

CHAIRMAN

KALUBOWITIYANA TEA FACTORY LIMITED
PROFIT & LOSS ACCOUNT
FOR THE YEAR ENDED 31ST MARCH 2003

	Notes	2003 Rs.	2002 Rs.
Net Sales	1	298,565,317.15	257,425,240.03
Cost of Sales	2	<u>(290,965,923.05)</u>	<u>(249,260,911.51)</u>
Gross Profit		7,599,394.10	8,164,328.52
Other Income	3	<u>9,496,652.84</u>	<u>8,773,730.06</u>
Total Income + Gross Profit		17,096,046.94	16,938,058.58
Expenses			
Finance	4	(496,420.29)	(553,182.55)
Administration	5	(14,298,799.35)	(10,169,795.32)
Marketing Expenses	6	(206,119.13)	(1,498,041.18)
Projects	7	(573,535.95)	-
Provision for Bad debts		<u>-</u>	<u>(44,321.98)</u>
Profit/(Loss) for the year		1,521,172.22 #	4,672,717.55
Prior year Adjustments	8	46,892,033.80	12,780.00
Profit/(Loss) Balance B/F		<u>19,616,626.58</u>	<u>14,931,129.03</u>
Balance C/F		<u><u>68,029,832.60</u></u>	<u><u>19,616,626.58</u></u>

KALUBOWITIYANA TEA FACTORY LIMITED
BALANCE SHEET AS AT 31 ST MARCH 2003

	Notes	2003 Rs.	2002 Rs.
Fixed Assets	9	120,694,559.25	142,507,295.49
W.I.P. - Projects	9-a	112,813.00	
Investments	10	3,710,000.00	3,650,000.00
		124,517,372.25	146,157,295.49
<u>Current Assets</u>			
Stocks	11	26,356,548.17	30,279,982.58
Debtors	12	16,184,392.90	8,755,631.33
Bank Balance & Cash	13	2,588,647.13	1,060,664.13
		45,129,588.20	40,096,278.04
<u>Current Liabilities</u>			
Creditors	14	17,804,724.37	20,907,989.50
Net Current Assets		27,324,863.83	19,188,288.54
Long Term Liabilities	15	14,208,333.48	18,706,701.45
Net Assets		137,633,902.60	146,638,882.58
<u>Capital & Reserves</u>			
Share Capital	16	46,375,070.00	46,375,070.00
Factory Development Subsidy		-	57,418,186.00
Grant - General Treasury		23,229,000.00	23,229,000.00
Accumulated Profit/Loss		68,029,832.60	19,616,626.58

137,633,902.60

146,638,882.58

KALUBOWITIYANA TEA FACTORY LTD
CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH 2003

	2003	2002
	Rs.	Rs.
Cash Flows from operational activities		
Profit / (Loss) For the Period	1,521,172.22	4,672,717.55
Adjustments for :		
Depreciation	23,820,252.67	20,575,907.08
Deferred Expenditure / (Income)	(8,202,598.00)	(8,202,598.00)
Interest Income	(285,710.87)	(185,503.41)
Prior year Adjustments	223,946.09	12,780.00
Operating profit before working capital changes	17,077,062.11	16,873,303.22
(Increase) / Decrease in Receivables	(7,143,050.70)	1,228,729.89
(Increase) / Decrease in Stocks	3,923,434.41	1,182,813.93
Increase / (Decrease) in Creditors	(3,103,265.13)	(4,786,615.41)
Cash generated from operations	10,754,180.69	14,498,231.63
Cash Flows from Investing Activities		
Payment of dividends- treasury	(2,000,000.00)	-
Purchase of Fixed Assets	(2,555,016.42)	(8,947,145.12)
Work- in- Progress	(112,813.00)	-
Net cash used in Investment Activities	(4,667,829.42)	(8,947,145.12)
Cash Flows from Financing Activities		
People's Leasing Liability	(205,312.50)	(273,750.00)
Bank Loan	(4,293,055.47)	(5,499,999.96)
Net Cash Used in Financing Activities	(4,498,367.97)	(5,773,749.96)
Net incr. / (Decr.) in Cash & Cash Equivalents	1,587,983.30	(222,663.45)
Cash & Cash Equivalents at the end of the year	6,298,647.43	4,710,664.13
Cash & Cash Equts. at the beginning of the year	(4,710,664.13)	(4,933,327.58)
	1,587,983.30	(222,663.45)

Cash & Cash Equivalents

Cash at Bank - Head Office	2,495,062.48	721,001.39
Cash at Bank - Factory	84,293.82	246,973.08
Cash in hand & Stamps	9,291.13	92,689.66
Fixed Deposits	3,710,000.00	3,650,000.00
	<u>6,298,647.43</u>	<u>4,710,664.13</u>

CASH FLOW

Cash Flows From Operati
Profit / (Loss) For the F

Adjisment for :

Depreciation

Interest Income

Prior year Adjustments

Operating profit before

(Increase) / Decrease in

(increase) / Decrease in

Increase / (Decrease) in

Cash generated from op

Interes Paid

Net cash from operating

Cash Flows from Investin

Interest Received

Purchase of Fixed Asst:

Working - in- Progress

Net cash used in Investin.

Cash Flows from Financi

People's Leasing Liabil

Net inxcrase / (Decrease)

Cash & Cash Equivalents

Cash & Cash Equivalents

Note: Cash & Cash Equ

Cash at Bank - He

Cash at Bank - Fa

Treasury Bills

KALUBOWITIYANA TEA FACTORY LTD
STATEMENT FOR THE YEAR ENDED 31st MARCH 2000

	1999	1998
	Rs.	Rs.
ing Activities		
	1,124,772.69	14,861,728.73
	13,091,973.29	12,985,233.27
	(3,878,898.32)	(1,374,474.02)
	3,562,712.46	
	<hr/>	
	13,900,560.12	26,472,487.98
	(11,854,768.62)	2,726,011.73
	9,219,766.74	(6,496,825.80)
	(5,580,387.00)	2,584,324.18
	<hr/>	
	5,685,171.24	25,285,998.09
	(963,840.64)	(2,207,105.55)
	<hr/>	
	4,721,330.60	23,078,892.54
ng Activities		
	3,493,375.13	925,698.95
	(6,395,566.73)	(2,075,498.32)
	(1,234,250.80)	
	<hr/>	
	(4,136,442.40)	(1,149,799.37)
ing Activities		
	(1,616,112.00)	-
		-
in Cash & Cash Equivale		-
	29,433,745.55	30,464,969.35
	(30,464,969.35)	(8,535,876.18)
	<hr/>	
	(1,031,223.80)	21,929,093.17
	<hr/> <hr/>	

ivalents

3,043,106.36	4,430,809.33
306,860.08	580,078.16
<u>26,079,127.00</u>	<u>20,390,746.91</u>
<u><u>29,429,093.44</u></u>	<u><u>25,401,634.40</u></u>

Notes To The Accounts

	2003	2002
1 Sales	(Rs)	(Rs)
Gross Sales	300,292,564.00	253,644,903.00
Less: Sales Expenses	<u>(4,920,318.66)</u>	<u>4,488,185.98</u>
	295,372,245.34	249,156,717.02
Add: Local Sales	<u>3,193,071.81</u>	<u>8,268,523.01</u>
	<u><u>298,565,317.15</u></u>	<u><u>257,425,240.03</u></u>
2 Cost of Sales		
<u>Factories</u>		
Bought leaf	198,307,065.02	170,755,785.47
Manufacturing Cost	85,848,812.49	70,810,136.27
Add: Opening Stock	27,226,369.64	27,725,407.39
Less: Closing Stock	<u>(23,260,336.00)</u>	<u>(27,226,369.64)</u>
	<u>288,121,911.15</u>	<u>242,064,959.49</u>
<u>Meewanapalana Blending & Packeting Centre</u>		
Tea Purchases	724,580.55	4,209,291.60
Production & General Charges	<u>1,818,034.68</u>	<u>2,090,034.74</u>
	2,542,615.23	6,299,326.34
Add : Opening Stock	335,587.35	<u>1,217,451.65</u>
	2,878,202.58	7,516,777.99
Less : Closing Stock	<u>(401,435.09)</u>	<u>(335,587.35)</u>
	2,476,767.49	7,181,190.64
Add : Depreciation	<u>367,244.41</u>	<u>14,761.38</u>
Total	<u>2,844,011.90</u>	<u>7,195,952.02</u>
Total Cost of Production	<u><u>290,965,923.05</u></u>	<u><u>249,260,911.51</u></u>
3 Other Income		
Sundry Income	971,470.91	385,628.65
Profit On Treasury Bills / Fixed Deposits	285,710.97	185,503.41

Tran.of Deferred Income (Mach. Subsidy)	8,202,598.00	8,202,598.00
Interest On Staff Loan	24,872.96	6,646.67
Non Refunderable Tender fees	<u>12,000.00</u>	<u>-</u>
	<u>9,496,652.84</u>	<u>8,780,376.73</u>

Kalubowitiyana Tea Factory Ltd
#REF!

4 Finance Expenses

Interest on Loan	211,971.70	448,861.82
Bank Interest O.D. & Loan	137,969.45	35,133.13
Defence Levy on Bank Loan & O,D	4,325.80	2,527.65
Bank Charges	58,489.10	66,659.95
Debit Tax	83,664.24	-
	<u>496,420.29</u>	<u>553,182.55</u>

5 Administration Expenses

Personnel Costs	5,379,062.10	3,920,445.47
Travelling & Subsistance	203,132.65	173,466.25
Maintenance	591,100.03	417,857.19
Professional Charges	621,194.36	376,340.93
Depreciation	2,315,340.96	1,923,145.65
Transportation	1,797,262.45	1,033,559.72
Utility & Other Services	1,651,708.19	1,548,650.78
Supply & Requisites	148,305.27	93,896.46
Contingencies	468,314.26	60,210.94
Staff Welfare	865,791.43	622,221.93
Circuit banglow Expenses	257,587.65	
	<u>14,298,799.35</u>	<u>10,169,795.32</u>

6 Marketing Expenses

Trade Fairs	10,000.00	-
Exhibitions		79,262.32
Publicity (Advertisement etc.)	55,975.00	103,411.89
Registration Fees	13,590.00	20,777.50
Promotional Expenses	8,908.95	
Others	29,306.00	53,747.23
Vehicle Hire Charges		1,160,842.24
Donation	44,950.00	80,000.00
Bad Debts	43,389.18	-
	<u>206,119.13</u>	<u>1,498,041.18</u>

7 Project Expenses

Gampola Project	573,535.95	-
	<u>573,535.95</u>	

8 Prior Year Adjustments

5 % Provision was made for bad &
doubtful Debts on Local Sales debtors

Local Sales Debtors	867,783.65	886,439.65
Less - Provision for bad debts	(87,711.16)	(44,321.98)
Net Local Sales Debtors	<u>780,072.49</u>	<u>842,117.67</u>

09 Fixed Assets

Assets	Cost As At 01.04.2002 Rs	Additions Rs	Cost As at 31.03.2003 Rs	Value for Dep. Rs	Accu. Dpr. 01.04.2002 Rs	Rate %
Production Kalubowitiyana						
Land	1,950,621.30		1,950,621.30	1,950,621.30		
Buildings	48,369,637.63	543,841.60	48,913,479.23	48,369,637.63	16,560,512.86	5.0%
Water & Electricity	2,312,919.71		2,312,919.71	2,312,919.71	1,981,066.11	12.5%
Factory Equipment	109,380.25	101,865.00	211,245.25	109,380.25	76,572.06	12.5%
Plant & Machinery	82,087,906.37	1,095,945.45	83,183,851.82	82,087,906.37	70,102,720.37	12.5%
Tools	185,752.00	2,355.00	188,107.00	185,752.00	138,761.00	12.5%
Sub Total	135,016,217.26	1,744,007.05	136,760,224.31	135,016,217.26	88,859,632.40	
Production Derangala						
Buildings	49,716,638.69		49,716,638.69	49,716,638.69		5.0%
Water & Electricity	888,245.70	60,978.05	949,223.75	888,245.70	222,061.42	12.5%
Plant & Machinery	44,214,373.83		44,214,373.83	44,214,373.83	10,189,610.09	12.5%
Factory Equipment		31,901.00	31,901.00	-		12.5%
Tools	68,250.00		68,250.00	68,250.00	4,731.25	12.5%
Sub Total	94,887,508.22	92,879.05	94,980,387.27	94,887,508.22	10,416,402.76	
Production Horana						
Buildings	6,940,045.90	(242,435.32)	6,697,610.58	6,940,045.90		5.0%
Office Equipments	24,375.00		24,375.00	24,375.00		12.5%
Other Equipments	137,561.90		137,561.90	137,561.90	14,761.36	12.5%
Sub Total	7,101,982.80	(242,435.32)	6,859,547.48	7,101,982.80	14,761.36	
Administrative						
Computers & Accessories	1,176,761.63	631,584.30	1,808,345.93	1,176,761.63	416,796.93	12.5%
Office Equipment	610,372.51	40,845.00	651,217.51	610,372.51	215,392.89	12.5%

Furniture & Fittings	1,270,750.69	239,234.01	1,509,984.70	1,270,750.69	622,810.33	12.5%
Vehicles	7,640,441.44		7,640,441.44	7,640,441.44	5,280,068.05	25.0%
Miscellaneous Items	183,960.00	48,902.33	232,862.33	183,960.00	102,334.33	12.5%
sub Total	10,882,286.27	960,565.64	11,842,851.91	10,882,286.27	6,637,402.53	
Total	247,887,994.55	2,555,016.42	250,443,010.97	247,887,994.55	105,928,199.05	

9-a New Head Office

112,813.00

Buildings
 Motor Vehicles
 Machinery
 Equipment
 Furniture & Fittings

Depreciation For 2002/03 Rs	Accu. Dpr. 31.03.2003 Rs	Written DV As At 31.03.2003 Rs
-		1,950,621.30
2,418,481.88	18,978,994.74	29,934,484.49
289,114.96	2,270,181.07	42,738.64
13,672.53	90,244.59	121,000.66
10,260,988.30	80,363,708.67	2,820,143.15
23,219.00	161,980.00	26,127.00
<u>13,005,476.67</u>	<u>101,865,109.07</u>	<u>34,895,115.24</u>
2,485,831.93	2,485,831.93	47,230,806.76
111,030.71	333,092.13	616,131.62
5,526,796.73	15,716,406.82	28,497,967.01
-		31,901.00
8,531.25	13,262.50	54,987.50
<u>8,132,190.63</u>	<u>18,548,593.39</u>	<u>76,431,793.88</u>
347,002.30	347,002.30	6,350,608.29
3,046.88	3,046.88	21,328.13
17,195.24	31,956.60	105,605.30
<u>367,244.41</u>	<u>382,005.77</u>	<u>6,477,541.71</u>
147,095.20	563,892.13	1,244,453.80
76,296.56	291,689.45	359,528.06

158,843.84	781,654.17	728,330.53
1,910,110.36	7,190,178.41	450,263.03
<u>22,995.00</u>	<u>125,329.33</u>	<u>107,533.00</u>
<u>2,315,340.96</u>	<u>8,952,743.49</u>	<u>2,890,108.42</u>
23,820,252.67	129,748,451.72	120,694,559.25

Straight Line 5%
 Straight Line 25%
 Straight Line 12.5%
 Straight Line 12.5%
 Straight Line 12.5%

	2003	2002
	<u>Rs.</u>	<u>Rs.</u>
10 <u>Investments</u>		
Fixed Deposit	3,500,000.00	3,500,000.00
Investment Savings A/C	210,000.00	150,000.00
	<u>3,710,000.00</u>	<u>3,650,000.00</u>
11 <u>Stocks</u>		
Made Tea	23,649,435.45	27,561,956.99
Stationery	87,021.35	129,809.35
Tools & Consumables	2,586,511.60	2,550,315.38
H.O Stocks	33,579.77	37,900.86
	<u>26,356,548.17</u>	<u>30,279,982.58</u>
12 <u>Debtors</u>		
Head Office	13,981,176.37	6,983,596.66
Kalubowitiyana Factory	1,419,609.98	838,728.94
Derangala Factory	783,606.55	933,305.73
	<u>16,184,392.90</u>	<u>8,755,631.33</u>
13 <u>Cash & Bank Balances</u>		
Bank Current Accounts	2,579,356.30	967,974.47
Cash In Hand & Stamps	9,290.83	92,689.66
	<u>2,588,647.13</u>	<u>1,060,664.13</u>
14 <u>Creditors</u>		
Head Office	2,611,363.65	3,057,226.17
Kalubowitiyana Factory	9,726,553.16	9,556,628.48
Derangala Factory	5,466,807.56	8,294,134.85
	<u>17,804,724.37</u>	<u>20,907,989.50</u>
15 <u>Long Term Liabilities</u>		
People's Leasing Company	-	205,312.50
Bank Loan -People's Bank	14,208,333.48	18,501,388.95
	<u>14,208,333.48</u>	<u>18,706,701.45</u>

16 **Share Capital**

Authorized

5,000,000 Ordinary Shares of Rs 10/-each 50,000,000.00 50,000,000.00

Issued

4,637,507 Ordinary Shares of Rs 10/- each 46,375,070.00 46,375,070.00

ANNUAL MADE TEA PRODUCTION OF THE COMPANY - FACTORY WISE

Kalubowitiyana Factory

Month	94/95 kg	95/96 kg	96/97 kg	97/98 kg	98/99 kg	99/00 kg	00/01 kg
April '02		87,671	101,606	107,496	120,094	66,168	66,458
May		91,379	80,257	94,773	99,966	64,731	70,428
June		81,450	72,274	96,203	87,848	79,224	72,560
July	14,221	89,782	81,642	100,385	67,531	78,326	67,223
August	39,832	84,502	73,892	86,545	50,539	82,828	82,911
September	55,276	87,600	78,902	97,066	19,906	90,350	76,764
October	58,514	99,336	94,167	93,021	42,701	70,796	85,622
November	64,183	94,011	82,192	81,851	55,373	68,366	72,306
December	73,032	84,362	116,412	94,909	63,487	83,020	79,225
January '03	78,777	81,624	89,741	108,139	62,623	66,102	80,119
February	70,444	73,092	89,482	98,324	59,185	61,805	69,800
March	82,501	86,930	122,406	135,706	80,488	72,481	91,017
Total	536,780	1,041,739	1,082,973	1,194,418	809,741	884,197	914,433

Derangala Factory

						99/00 kg	00/01 kg
April '02							20,047
May							28,026
June							33,198
July							37,816
August							53,095
September							40,679
October							50,339
November							41,220
December							45,472
January '03							49,286
February						452	42,881

March						14,132	52,835
Total						14,584	494,894

Total Production of the Company	536,780	1,041,739	1,082,973	1,194,418	809,741	898,781	1,409,327
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01/02 kg	02/03 kg
88,166	77,977
87,610	80,935
70,840	69,145
74,660	71,912
77,267	88,417
73,698	99,119
93,187	113,619
76,588	91,003
84,369	104,382
78,262	83,998
65,563	78,409
84,695	80,531
954,905	1,039,447

01/02 kg	02/03 kg
53,583	47,896
56,117	63,167
48,078	63,978
44,434	55,091
38,186	61,808
25,255	60,624
47,087	64,189
36,445	45,260
42,999	48,677
44,208	42,658
41,059	35,830

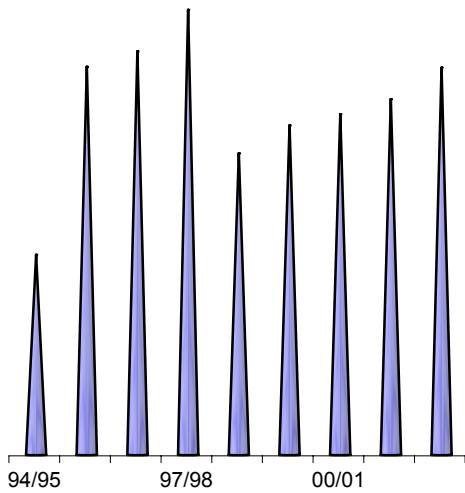
62,616	47,584
540,067	636,762

1,494,972	1,676,209
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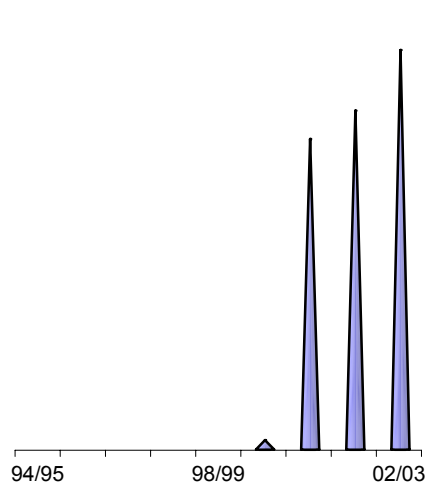
ANNUAL PRODUCTION OF MADE TEA

Year	Kalubowitiyana Factory Kg	Derangala Factory Kg	Total Kg
94/95	536,780		536,780
95/96	1,041,739		1,041,739
96/97	1,082,973		1,082,973
97/98	1,194,418		1,194,418
98/99	809,741		809,741
99/00	884,197	14,584	898,781
00/01	914,433	494,894	1,409,327
01/02	954,905	540,067	1,494,972
02/03	1,039,447	636,762	1,676,209
Total	8,458,633	1,686,307	10,144,940

Kalubowitiyana Factory

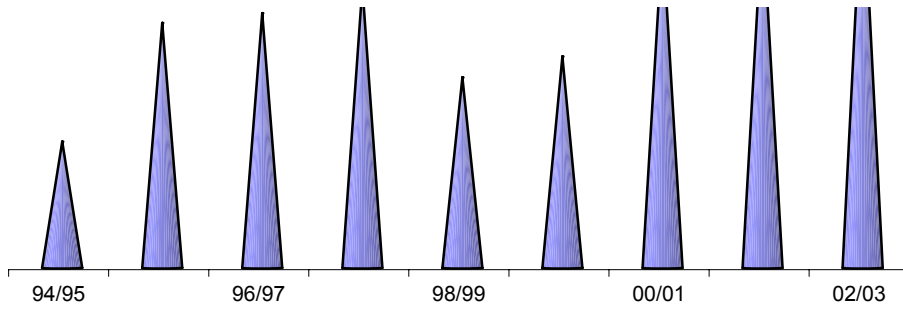


Derangala Factory



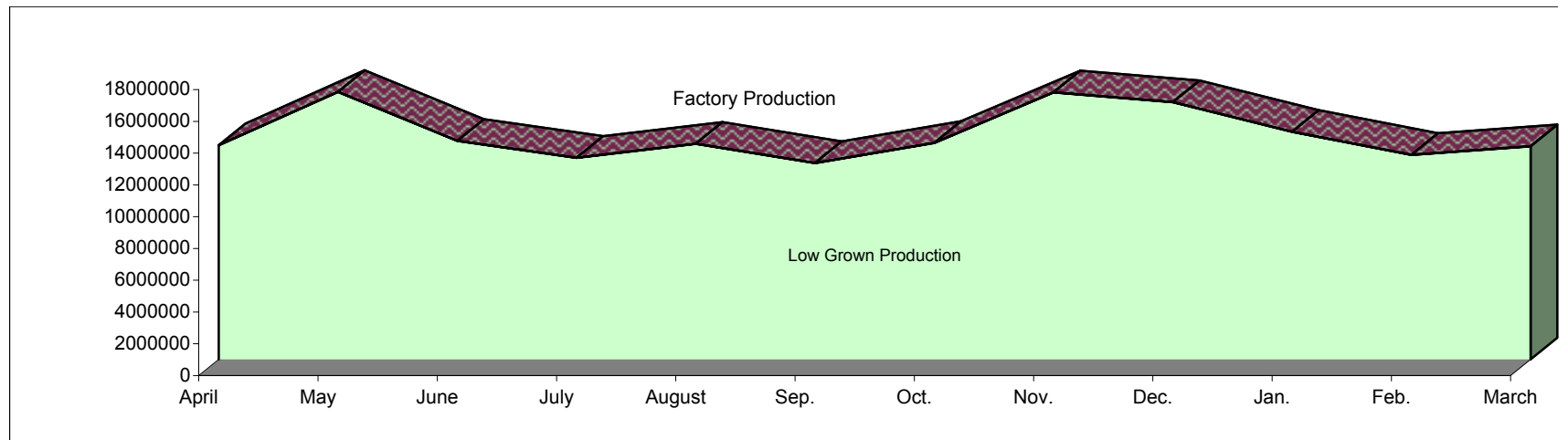
Made Tea Production of Each Year

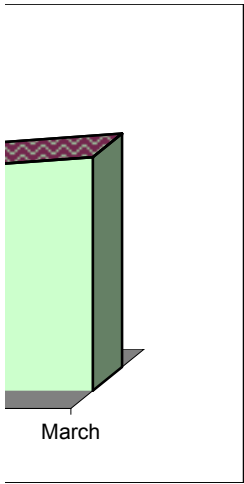




COMPARISON OF COMPANY'S PRODUCTION WITH LOW GROWN PRODUCTION

	Low Grown Production	Company's Production	%
April '02	13,476,565	125,873	0.93
May	16,831,351	144,102	0.86
June	13,753,072	133,123	0.97
July	12,690,490	127,003	1.00
August	13,572,214	150,225	1.11
September	12,360,006	159,743	1.29
October	13,624,687	177,808	1.31
November	16,806,762	136,263	0.81
December	16,189,263	153,059	0.95
January '03	14,323,211	126,656	0.88
February	12,867,332	114,239	0.89
March	13,410,586	128,115	0.96
Total	169,905,539	1,676,209	0.99

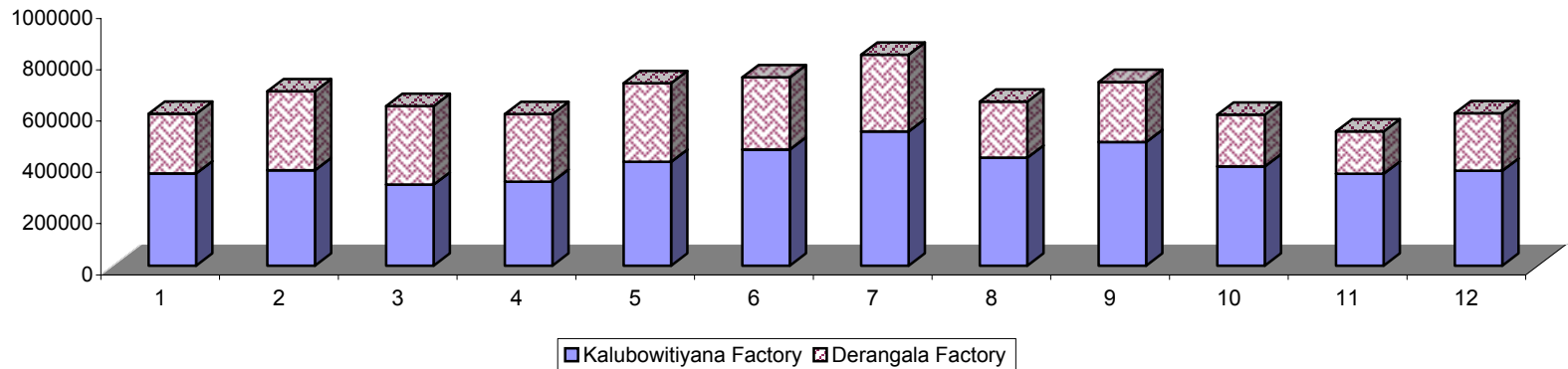




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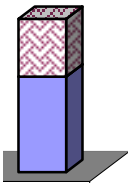
GREEN LEAF SUPPLY DETAILS 2002/'03

Month	Kalubowitiyana Factory			Derangala Factory			Quantity kg
	Quantity kg	Rate Rs.	Amount Paid Rs.	Quantity kg	Rate Rs.	Amount Paid Rs.	
April '02	360,167	25.90	9,328,325.30	232,732	24.52	5,706,588.64	592,899
May	372,689	24.84	9,257,594.76	307,956	23.64	7,280,079.84	680,645
June	316,665	25.74	8,150,957.10	306,277	23.47	7,212,957.67	622,942
July	327,405	27.65	9,052,748.25	264,112	22.06	5,826,310.72	591,517
August	405,099	30.23	12,246,142.77	307,208	22.80	7,004,342.40	712,307
September	453,005	29.92	13,553,909.60	281,812	23.33	6,574,673.96	734,817
October	523,829	30.11	15,740,780.87	299,558	22.21	6,653,183.18	823,387
November	421,377	26.07	10,985,298.39	218,546	23.08	5,044,041.68	639,923
December	482,319	24.79	11,956,688.01	234,467	22.50	5,275,507.50	716,786
January '03	387,494	25.51	9,884,971.94	201,413	24.16	4,330,394.72	588,907
February	358,887	25.10	9,008,063.70	164,892	21.60	3,561,667.20	523,779
March	370,645	27.40	10,155,673.00	223,905	20.17	4,516,163.85	594,550
Total	4,779,581		129,321,153.69	3,042,878		68,985,911.36	7,822,459



Total
Amount Paid Rs.
15,034,913.94
16,537,674.60
15,363,914.77
14,879,058.97
19,250,485.17
20,128,583.56
22,393,964.05
16,029,340.07
17,232,195.51
14,215,366.66
12,569,730.90
14,671,836.85
198,307,065.05

Month	Kalubowitiyana Factory
April '01	408,948
May	405,941
June	326,756
July	344,449
August	352,662
September	336,549
October	436,741
November	355,420
December	390,832
January '02	360,513
February	299,236
March	388,502
Total	4,406,549



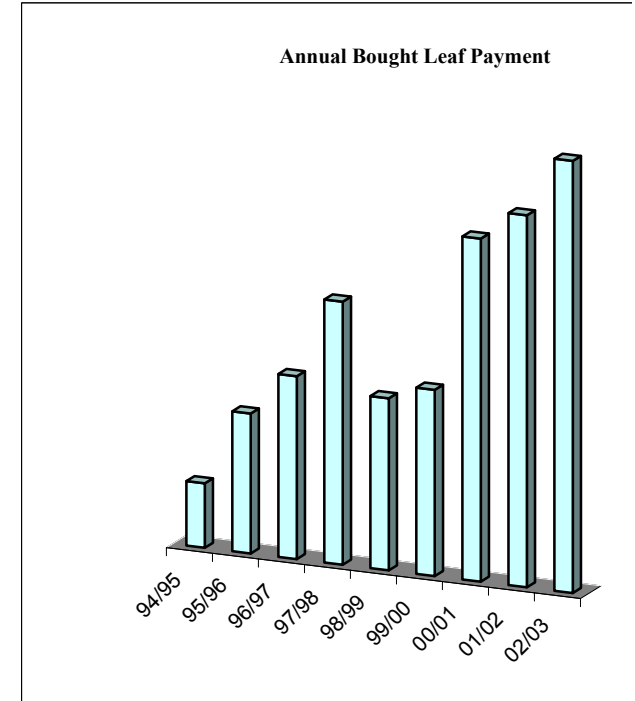
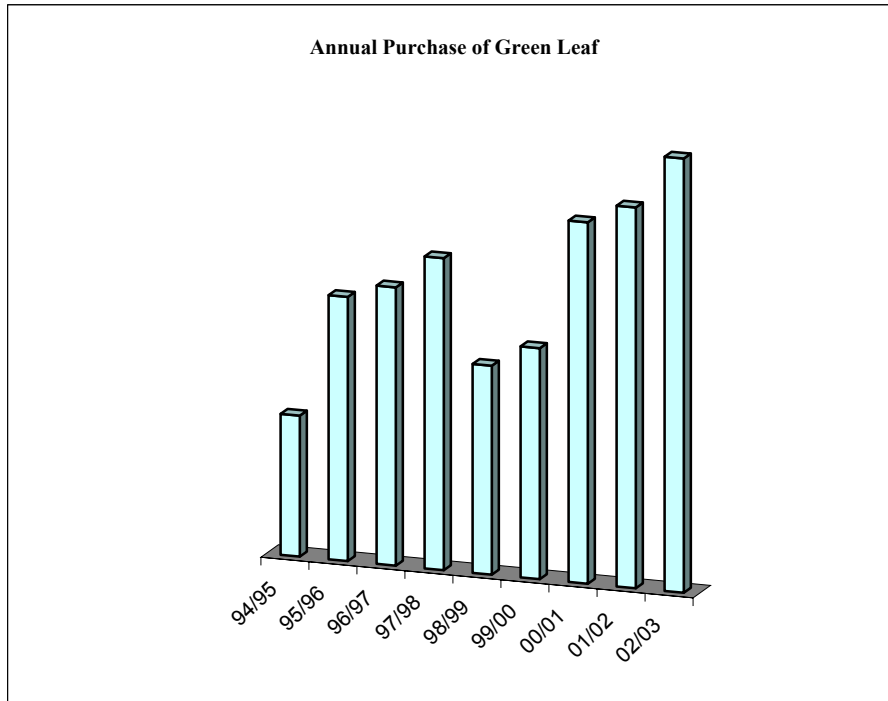
Derangala Factory
246,743
252,266
222,439
206,681
175,326
112,842
208,949
163,771
196,186
200,517
185,256
281,211
2,452,187

GREEN LEAF SUPPLIERS DETAILS 2002/'03

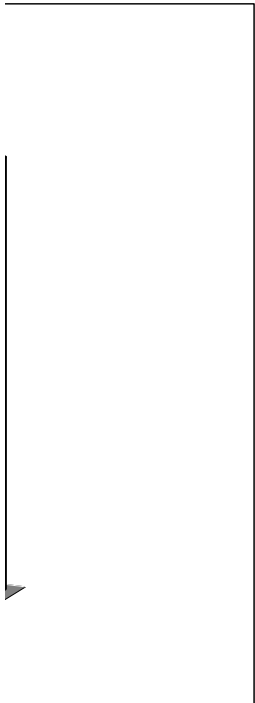
Month	Kalubowitiyana Factory		Derangala Factory		Total	
	No. of Suppliers	Quantity supplied kg	No. of Suppliers	Quantity supplied kg	No. of Suppliers	Quantity supplied kg
April '02	1,447	360,167	790	232,732	2,237	592,899
May	1,441	372,689	836	307,956	2,277	680,645
June	1,431	316,665	846	306,277	2,277	622,942
July	1,472	327,405	839	264,112	2,311	591,517
August	1,539	405,099	868	307,208	2,407	712,307
September	1,699	453,005	898	281,812	2,597	734,817
October	1,810	523,829	904	299,558	2,714	823,387
November	1,794	421,377	888	218,546	2,682	639,923
December	1,823	482,319	863	234,467	2,686	716,786
January '03	1,784	387,494	842	201,413	2,626	588,907
February	1,771	358,887	851	164,892	2,622	523,779
March	1,740	370,645	848	223,905	2,588	594,550
		4,779,581		3,042,878	-	7,822,459

ANNUAL GREEN LEAF SUPPLY DETAILS

Month	Kalubowitiyana Factory			Derangala Factory			Quantity kg
	Quantity kg	Rate Rs.	Amount Paid Rs.	Quantity kg	Rate Rs.	Amount Paid Rs.	
94/95	2,539,080	11.65	29,587,982.13				2,539,080
95/96	4,758,850	13.50	64,251,776.63				4,758,850
96/97	5,011,298	16.75	83,946,849.41				5,011,298
97/98	5,619,161	21.49	120,746,103.55				5,619,161
98/99	3,764,498	20.99	79,009,251.87				3,764,498
99/00	4,092,958	20.54	84,059,716.54	68,377	21.00	1,435,917.00	4,161,335
00/01	4,225,019	24.73	104,493,119.37	2,283,999	23.21	53,001,315.79	6,509,018
01/02	4,406,549	25.76	113,531,489.13	2,452,187	23.33	57,224,296.34	6,858,736
02/03	4,779,581	27.06	129,321,153.66	3,042,878	22.67	68,985,911.36	7,822,459
Total	39,196,994		808,947,442.29	7,847,441		180,647,440.49	47,044,435



Total
Amount Paid
Rs.
29,587,982.13
64,251,776.63
83,946,849.41
120,746,103.55
79,009,251.87
85,495,633.54
157,494,435.16
170,755,785.47
198,307,065.02
989,594,882.78



TOP PRICES

Sale Date	Top Price					
	Grade					
	BP 1 RS.	PF 1 RS.	PD RS.	D RS.	PFGS RS.	FGS1 RS.
April '17		192 *	182		184	
April '29/30	168 *	179 *	164			
May '28/29		189 *	154		166	
June '18/19	156	222 *	190		181	
June '25/26	160	204 *	196			
July '09/10		255				
July '22/24	179 177 *	200 *	180			
August '06/07					199	
August '13/14		275				
August '20/21	230	275				
August '27/28		255			200	
September '03/04	270		176		182	
September '10/11	235	275				
September '17/18		271	218		190	
September '24/25	224	240*			192	
October '01/02	190	224*				
October '08/09	185*	255*	227		193	
October '15/16	190*	270*	214		200	
October '22/23		242*				
October '29/30	180	275*			199	
November '12/13		212*			187	
December '03/04					170	
December '16/17	186*	186*				
December '23	177	180*			178	
January '07/08	178*	191*				
January '13/14		202				
January '21/22	175	198*				
January '28/29	160	206 190*			171	
February '03/04	160*				159	
February '11/12	169*	195*				
February '18/19	172					
February '25/26	174*	220*				
March '04/05	172	222				
March '11/12		270				
March '17/19	183*	240*				
March '25/26	170*	295*				

Second Highest

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