TEA

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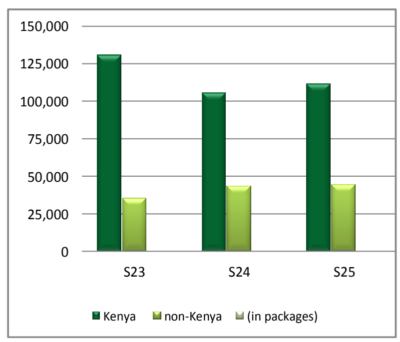
Tea Market Report: Sale 23 of 6th - 8th June, 2022

There was fairly good demand for the 218,258 packages (14,315,646.00 kilos) in the market with 29.52% neglected.

Current and Future Fresh Auction Offerings

Country	Sale 23 6 - 8 Jun'22 MG	SG	Sale 23 7 - 9 Jun'21 MG	SG	Sale 24 13 - 15 Jun'22 MG	SG	Sale 25 20 - 22 Jun'22 MG	SG
Kenya	117,600	13,180	127,780	13,680	96,080	9,640	98,900	12,680
Uganda	15,680	9,479	16,518	9,066	18,720	11,620	17,560	12,258
Tanzania	880	880	1,840	980	1,640	1,870	2,440	2,000
Rwanda	6,080	740	6,840	1,100	7,060	980	7,120	940
Burundi	1,320	380	1,280	400	1,400	440	1,760	480
Zambia	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	0	0	0	0
Reprints	43,680	8,339	9,440	1,560	46,116	5,543	38,680	9,095
Total	**141,560**	**24,659**	**154,258**	**25,226**	**124,900**	**24,550**	**127,780**	**28,358**
	166,219		**179,484**		**149,450**		**156,138**	



Leaf Grades (M2)

Offerings: 123,300 packages (8.06m/kgs) –37.00% unsold

BP1:

Were irregular and varied between steady to USC31 dearer to easier by up to USC30 with several teas remaining unsold.

Brighter – Ranged between firm to USC4 dearer to easier by up to USC7 and many lines remained without bids.

Mediums – KTDA mediums were fully firm while plantation mediums were dearer by up to USC13, but a few invoices lost up to USC6.

Lower Mediums – Met improved but irregular enquiry at firm to USC33 above previous levels and only a few lines lost up to USC6.

Plainer – Were irregular ranging between steady to USC10 dearer to easier by up to USC14.

PF1:

Best – Saw irregular interest and varied between firm to USC4 dearer to easier by up to USC5.

Brighter – Were steady at last levels.

Mediums – KTDA mediums were fully firm at previous rates while plantation mediums were irregular ranging between steady to USC8 dearer to easier by up to USC6.

Lower Mediums – Met useful interest and mostly appreciated by up to USC20 but some lines were discounted by up to USC14.

Plainer – Advanced by up to USC22 but a few teas shed up to USC14.

DUST Grades (M1)

Offerings: 61,940 packages (4.61m/kgs) –11.75% unsold.

PDUST:

Best – Varied between steady to USC6 dearer to easier by a similar margin.

Brighter – Saw irregular interest ranging between firm to USC10 dearer to USC8 below previous levels.

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Mediums – KTDA mediums were steady to USC4 easier but a few selected invoices advanced by up to USC7 while plantation mediums met reduced competition and shed up to USC17.

Lower Medium – Irregular varying between firm to USC6 dearer to easier by up to USC14.

Plainer – Steady to USC7 dearer with some improved lines appreciating by up to USC17 but a few invoices lost up to USC15.

DUST1:

Best – Met Irregular enquiry and ranged between firm to USC8 dearer to easier by up to USC5.

Brighter – Were steady to USC8 above last rates.

Mediums – KTDA mediums were fully firm to USC8 dearer but some lines lost up to USC4 while plantation mediums saw irregular activity varying between steady to USC4 dearer to easier by USC11.

Lower Medium – Ranged between firm to USC13 dearer to easier by up to USC17.

Plainer – Good but irregular interest varying between steady to USC10 dearer but a few invoices lost up to USC16.

Secondary Grades (S1)

33,018 packages (1.65m/kgs) – 34.95% unsold.

In the Secondary Catalogues, **BPs** gained with **PFs** advancing. Clean well sorted coloury **Fannings** were steady with **DUSTs** easier. **Other Fannings** were irregular but on a balance dearer with **similar DUSTs** gaining. **BMFs** were well absorbed.

Markets

Bazaar lent more support while **Pakistan Packers** maintained useful activity with **Egyptian Packers** active but at lower levels. There was more enquiry from **Sudan** and **Afghanistan** while **Yemen, other Middle Eastern countries**, **UK, Kazakhstan** and **other CIS nations** showed reduced interest. **Iran** were quiet with **Russia** absent. **Local Packers'** interest was based on price. **Somalia** maintained support at the lower end of the market.

Mombasa Auction Hammer Market Analysis—Sale No 23/2022

	Category (Band)	Percentage volume sold	Average Price ranges (for the marks within the category)		Min-Max Prices per grade							
					BP1		PF1		PD		DUST1	
			Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
1	Best	73%	2.75	3.19	2.67	3.55	2.69	3.22	2.71	2.95	2.78	3.24
2	Below Best	76%	2.62	2.99	2.3	3.29	2.6	3.06	2.64	3.02	2.52	3
3	Good	54%	2.23	2.67	2	2.63	2.32	2.64	2.2	2.82	2.3	2.69
4	Best Medium	92%	1.95	2.36	1.75	2.36	1.94	2.48	2.03	2.47	2	2.52
5	Medium	86%	1.64	2.13	1.5	2.14	1.62	2.2	1.47	2.18	1.68	2.28
6	Lower Medium	94%	1.3	1.72	0.92	1.32	1.28	1.76	1.41	1.92	1.47	1.81
7	Plain	87%	1.1	1.46	0.98	1.32	1	1.55	1.09	1.64	1.24	1.69
	Totals	**71%**	**1.1**	**3.19**	**0.92**	**3.55**	**1**	**3.22**	**1.09**	**3.02**	**1.24**	**3.24**

	Category (Band)	Percentage of Total Sold	Average Prices per grade								Totals	
			BP1		PF1		PD		DUST1			
			Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg
1	Best	10%	109,681	2.88	424,699	2.9	204,007	2.83	142,274	2.92	880,661	2.88
2	Below Best	28%	351,564	2.6	1,167,860	2.71	686,091	2.73	287,356	2.75	2,492,871	2.7
3	Good	29%	197,806	2.52	1,357,933	2.5	830,923	2.57	223,362	2.48	2,610,024	2.52
4	Best Medium	10%	82,800	2.15	342,196	2.22	447,000	2.22	45,200	2.22	917,196	2.21
5	Medium	12%	133,380	1.84	358,705	1.98	495,326	1.95	83,600	2.01	1,071,011	1.95
6	Lower Medium	7%	76,900	1.11	230,072	1.55	242,836	1.58	80,000	1.59	629,808	1.51
7	Plain	3%	64,328	1.11	85,672	1.27	93,775	1.39	55,552	1.46	299,327	1.31
	Totals	100%	**1,016,459**	**2.27**	**3,967,137**	**2.45**	**2,999,958**	**2.35**	**917,344**	**2.44**	**8,900,897**	**2.4**

Average Auction Hammer Quantities and Prices by Country

Country of Origin	Main			Secondary			Total			Total for Corresponding Sale for Last Year		
	Pkgs	Kgs	USC	Pkgs	Kgs	USC	Pkgs	Kgs	USC	Pkgs	Kgs	USC
Kenya	105,920	7,444,484	250	10,020	501,400	129	115,940	7,945,884	**242**	126,240	8,520,196	**189**
Uganda	15,480	976,081	151	9,099	448,752	105	24,579	1,424,833	137	22,987	1,337,587	**119**
Tanzania	960	54,996	154	920	37,017	88	1,880	92,013	**127**	2,640	131,552	**103**
Rwanda	5,640	395,012	274	800	54,304	212	6,440	449,316	267	6,840	472,212	**245**
Burundi	1,200	81,040	244	380	16,625	157	1,580	97,665	**229**	2,020	128,280	**178**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Total	**129,200**	**8,951,613**	**239**	**21,219**	**1,058,098**	**122**	**150,419**	**10,009,711**	**227**	**160,727**	**10,589,827**	**182**

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 22/22	127,400	8,830,509	**241**	19,230	950,652	**116**	146,630	9,781,162	**229**	168,759	11,170,537	**187**
Sale 21/22	123,729	8,579,085	**234**	18,138	908,222	**119**	141,867	9,487,306	**223**	173,300	11,465,952	**189**
Sale 20/22	108,820	7,571,514	**236**	16,200	808,408	**121**	125,020	8,379,923	**225**	166,920	11,044,918	**184**
Sale 19/22	110,644	7,669,649	**237**	19,640	989,442	**121**	130,284	8,659,091	**224**	156,180	10,341,254	**182**
Sale 18/22	114,330	7,939,179	**244**	17,958	888,161	**121**	132,288	8,827,340	**232**	157,019	10,389,432	**183**
Sale 17/22	135,420	9,344,624	**253**	20,780	1,032,731	**122**	156,200	10,377,355	**240**	156,420	10,291,518	**185**

Average Auction Hammer Prices by Grade and Country

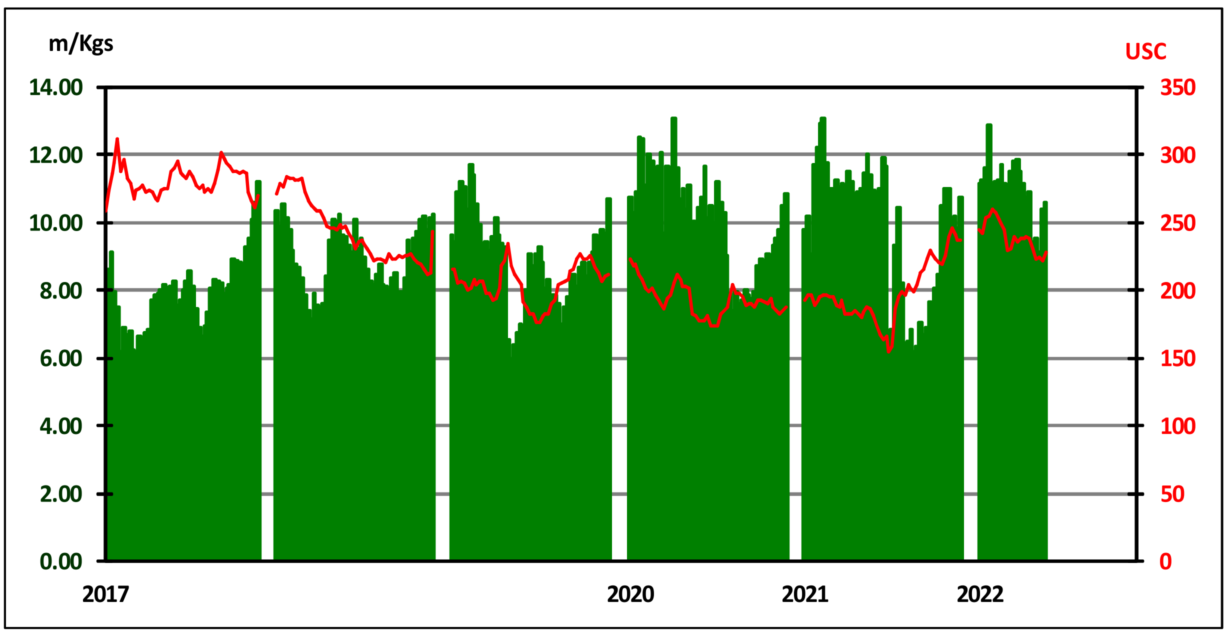
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	240	254	245	258	137	163	127	125	89	**242**	210	195	194	180	141	134	97	119	72	**189**
Uganda	120	154	158	157	90	130	123	100	81	**137**	142	127	136	114	126	112	86	96	70	**119**
Tanzania	94	164	152	124	-	-	83	116	81	**127**	111	115	113	84	109	103	73	84	75	**103**
Rwanda	278	269	277	280	236	-	211	172	103	**267**	322	240	231	221	209	185	164	153	80	**245**
Burundi	201	242	252	253	-	-	150	163	92	**229**	179	196	189	182	-	-	111	129	-	**178**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	226	**245**	**235**	**244**	**156**	**146**	**135**	**116**	**84**	**227**	**208**	**191**	**188**	**172**	**155**	**125**	**98**	**112**	**71**	**182**

Sale Number	Previous Sale's Prices per Grade										Corresponding Prices per Grade for Previous Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Sale 22/22	237	244	238	239	155	137	133	113	83	**229**	210	198	193	172	167	123	104	114	71	**187**
Sale 21/22	223	236	233	237	151	138	130	118	**85**	**223**	216	198	196	176	164	125	104	112	**72**	**189**
Sale 20/22	220	238	236	241	150	143	123	122	85	**225**	201	198	191	171	144	119	99	102	76	**184**
Sale 19/22	226	239	239	233	154	138	128	125	**84**	**224**	200	194	189	172	158	121	96	104	**71**	**182**
Sale 18/22	236	244	245	251	130	147	125	131	86	**232**	207	198	189	170	166	117	96	100	72	**183**
Sale 17/22	242	251	259	261	143	145	136	126	**87**	**240**	207	201	190	173	170	116	100	101	**73**	**185**

Average Auction Prices and Quantities by Country

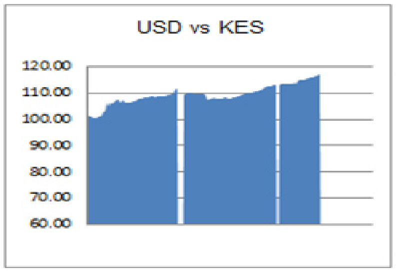
Country	Previous Sale Sale 22/22 Kgs	Previous Sale Sale 22/22 USC	Year To Date 2022 Kgs	Year To Date 2022 USC	Last Year Sale 22/21 Kgs	Last Year Sale 22/21 USC	Year To Date 2021 Kgs	Year To Date 2021 USC	Variance Year To Date Kgs	Variance Year To Date USC
Kenya	8,303,379	245	194,081,239	257	9,033,542	194	200,214,345	197	-6,133,106	60
Uganda	1,491,808	133	31,141,086	128	1,447,675	122	30,826,290	120	314,796	8
Tanzania	171,018	116	2,947,258	120	152,154	106	2,115,101	99	832,157	21
Rwanda	514,188	278	11,215,662	285	571,868	249	11,433,893	262	-218,231	23
Burundi	114,514	216	2,954,438	233	202,256	184	3,139,930	204	-185,492	29
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	-	-	0	0
Madagascar	-	-	-	-	-	-	98,943	101	-98,943	-101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	23,839	148	-	-	108,333	141	-84,494	7
Total	**10,594,907**	**228**	**242,363,522**	**240**	**11,407,495**	**186**	**247,936,835**	**189**	**-5,573,313**	**51**

Mombasa Weekly Average Auction Quantities and Prices 2017—2022

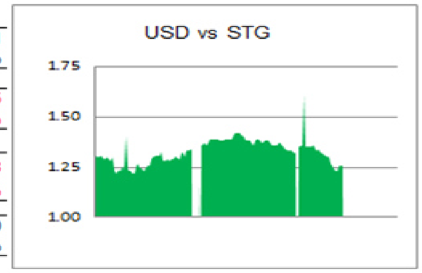


	Jan Kgs	Jan USC	Feb Kgs	Feb USC	Mar Kgs	Mar USC	Apr Kgs	Apr USC	May Kgs	May USC	Jun Kgs	Jun USC	Jul Kgs	Jul USC	Aug Kgs	Aug USC	Sep Kgs	Sep USC	Oct Kgs	Oct USC	Nov Kgs	Nov USC	Dec Kgs	Dec USC	Total Kgs	Total USC
2022	46.8	249	45.2	255	57.0	236	44.3	238	49.0	220															242.3	240
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	26.2	208	30.3	226	51.1	231	30.8	238	503.8	197
2020	44.4	217	47.4	203	56.5	192	46.9	205	42.5	189	53.0	181	42.3	176	34.6	192	39.1	194	33.3	192	36.1	190	40.6	187	516.8	193
2019	52.2	209	44.1	203	37.8	202	47.9	206	25.6	218	30.7	190	44.0	179	31.3	192	30.6	208	42.5	222	37.0	219	30.2	210	454.0	204
2018	50.7	278	35.0	282	30.3	265	40.6	252	39.9	246	38.0	239	44.9	233	33.6	223	32.9	223	42.9	225	39.5	219	30.1	213	458.4	243
2017	41.7	284	26.5	286	25.6	273	29.2	272	39.9	275	31.5	289	32.4	283	27.8	275	32.9	286	41.9	291	36.3	283	31.9	266	397.6	281

Exchange Rates (2020-2022)



KES: USD	116.95	0.21 0.18%
KES:STG	146.50	0.95 0.64%
KES:EUR	124.92	0.68 0.54%
USD:STG	1.26	0.00 0.00%



During the week the Kenya Shilling traded between KES 116.75 -116.95 and reached 116.95 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 116.50 - 117.00 in the coming week.

(*These figures are given as a guide and readers are advised not to use them as a basis for business transactions*)

Auction Quantities

Country Offerings	This Week Sale 23/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	130,780	8,899,679	3,075,608	209,506,312	3,129,989	211,636,714	-54,381	-2,130,402
Uganda	25,159	1,453,467	566,188	32,519,332	564,270	32,669,140	1,918	-149,808
Tanzania	1,760	83,212	57,000	3,048,884	45,819	2,329,081	11,181	719,803
Rwanda	6,820	474,552	169,240	11,679,290	171,840	11,752,209	-2,600	-72,919
Burundi	1,700	104,733	53,218	3,239,952	51,600	3,209,970	1,618	29,982
Zambia	0	0	0	0	0	0	0	0
Malawi	0	0	1,120	65,848	0	0	1,120	65,848
Mozambique	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	2,020	99,835	-2,020	-99,835
Zimbambwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Ethiopia	0	0	400	22,879	1,500	83,233	-1,100	-60,354
Total	**166,219**	**11,015,643**	**3,922,774**	**260,082,497**	**3,967,038**	**261,780,182**	**-44,264**	**-1,697,685**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 23	S 24	S 25	S 23	S 24	S 25	S 23	S 24	S 25	S 23	S 24	S 25	S 23	S 24	S 25
KTDA	28480	19819	21800	59360	51560	45200	24160	21800	17760	7120	6680	6320	119120	99859	91080
Unilever Tea	640	560	680	240	460	240	720	400	480	80	120	120	1680	1540	1520
James Finlay	460	460	760	400	280	320	1240	1720	1940	0	0	0	2100	2460	3020
Eastern Produce	400	640	600	2820	2120	2200	1920	2780	2880	600	800	880	5740	6340	6560
Others (K)	3780	3560	3580	11000	12880	12040	13840	14260	15740	2100	1600	2280	30720	32300	33640
Uganda	2880	3200	3240	6200	5600	6360	5840	6220	6960	2200	2500	2600	17120	17520	19160
Tanzania	550	1030	550	1160	1040	1080	580	420	720	420	420	900	2710	2910	3250
Rwanda	2320	2760	2420	3120	3860	3240	1200	1360	1560	880	800	680	7520	8780	7900
Burundi	880	1040	1000	920	1000	1000	400	400	380	280	240	320	2480	2680	2700
DR Congo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Malawi	0	0	0	80	80	80	80	80	80	0	0	0	160	160	160
Zimbabwe	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Zambia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	0	0	160	160	160	0	0	0	160	160	160
Total	40390	33069	34630	85300	78880	71760	50140	49600	48660	13680	13160	14100	189510	174709	169150

Buyer Purchases of Teas Offered by Grade (in Packages)

	BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1	CARGILL KENYA LTD	12.18	26,600	4,320	16,200	5,600	480					
2	GLOBAL TEA & COMMODITIES KENYA LTD.	7.15	15,620	1,800	5,640	5,840	1,800			500	40	
3	LAB INTERNATIONAL KENYA LTD	6.98	15,240	320	5,440	6,160	2,640		320	20	340	
4	JAMES FINLAY MOMBASA LIMITED	5.13	11,200	560	2,340	7,140	240		580	40	220	80
5	CHAI TRADING COMPANY LTD	5.08	11,100	1040	5,960	2,960	760		140	20	220	
6	SSOE (KENYA) LIMITED	4.17	9,100	1,900	3,680	1,280	1,040	40	480	320	340	20
7	DEVCHAND KESHAVJI (K) LTD	4.01	8,760		8,760							
8	COFFTEA AGENCIES LTD	2.49	5,440	1,600	1,740	280			180		1,400	240
9	VAN REES KENYA LIMITED	2.29	5,000	2,160	840	720	40		560		680	
10	MIZAJ AFRICA LTD	1.90	4,160		760	3,160	240					
11	MOMBASA COFFEE LTD	1.83	4,000			2,600	1,360	40				
12	GOLD CROWN FOODS (EPZ) LTD	1.76	3,840	160	320	1,520	320	60	260	80	400	720
13	ABBAS TRADERS LTD	1.58	3,440	40	1,000	840	480	320	260	360	140	
14	SHAKAB EXPORT & IMPORT CO. LTD	1.29	2,820	580	1,200	80	180	20	220	400	120	20
15	CHAMU SUPPLIES LIMITED	1.11	2,420	1,040	160	40	400	240	300	200	40	
16	ALIBHAI RAMJI (MSA) LTD	1.05	2,300	80	840	320	720		40	120	180	
17	M J. CLARKE LTD	0.88	1,920	120	640	880	200			80		
18	AL EMIR LIMITED	0.82	1,780	80	1,520	80			80	20		
19	SUMMER LINER CO. LTD	0.79	1,720					120	80	40	600	880
20	INDO-AFRICAN TEA CO. (K) LTD.	0.66	1,440		760	600			80			
21	CUP OF JOE LTD	0.57	1,240		280	480	120	200	80		80	
22	RANFER TEAS KENYA LTD	0.56	1,220	600	240	120	80			60	120	
23	STANSAND (A) LTD	0.40	880	40	40				360		440	
24	PWANI HAULIERS	0.38	820								340	480
25	GREEN LEAF TRADING CO. LTD	0.37	800								40	760
26	IMPERIAL TEAS (EPZ) LTD	0.34	740		320		160		120	140		
27	EMPIRE KENYA (EPZ) LTD	0.30	660		160				220		280	
28	AFRO TEAS LTD	0.27	600								60	540
29	AL KHALIFA ENTERPRISES LTD	0.26	560									560
30	TRANS-ATLANTIC TRADING Co. LTD	0.26	560				160	20		360		20
31	TROPICAL CROPS & COMMODITIES	0.26	560	280	40			80		80	40	40
32	MAISHA COMMODITIES	0.23	500	80					120	140	160	
33	KIRINDO TRADERS LIMITED	0.21	460	160				120		40	60	80
34	AIMCO ENTERPRISES LTD	0.20	440			40	80			20		300
35	DRINCO INTERNATIONAL LIMITED	0.19	420								100	320
36	LULA TRADING COMPANY	0.17	380									380
37	MCLEOD RUSSEL AFRICA LIMITED	0.17	379		80	80	120			99		
38	LINDOP & COMPANY (KENYA) LTD	0.15	320		120	200						
39	TUSHA TEA LTD	0.10	220			120					100	
40	JALEEL TRADING COMPANY	0.09	200					20			80	100
41	MOMBASA TEA TRADERS LTD	0.07	160			80	80					
42	SARDIA INTERNATIONAL CO. LTD	0.07	160		160							
43	AXIS TEA & SERVICES LIMITED	0.05	120							20		100
44	GREAT WHITE PACKERS LTD	0.04	80		80							
45	GOLDEN CUP (K) LTD	0.01	20									20
46	RIOTANA TRADING LIMITED	0.01	20					20				
	Total Sold	68.87	150,419	16,960	59,320	41,220	11,700	1,300	4,480	3,159	6,620	5,660
	Withdrawn	-										
	Unsold	31.13	67,979	22,760	24,460	8,060	1,040	400	200	260	10,679	120
	% Unsold			57	29	16	8	24	4	8	62	2
	Grand Total	**100.00**	**218,398**	**39,720**	**83,780**	**49,280**	**12,740**	**1,700**	**4,680**	**3,419**	**17,299**	**5,780**

Sale 22/22	70.15%	146,630	18,420	55,480	42,500	10,960	960	3,000	2,670	7,040	5,560
Sale 21/22	67.99%	141,867	14,480	56,760	41,939	10,550	1,380	3,220	2,660	5,820	5,058
Sale 20/22	65.99%	125,020	12,040	54,280	33,300	9,200	1,340	2,720	2,600	5,480	4,060
Sale 19/22	65.39%	130,284	13,480	52,100	36,184	8,880	1,100	2,860	2,800	8,260	4,620
Sale 18/22	68.67%	132,328	11,780	57,990	34,260	10,340	960	2,940	2,718	5,880	5,460

Other Tea Auction Centres

Auction Offerings

Centre	Week 22 30-May	Week 23 06-Jun	Week 24 13-Jun	Week 25 20-Jun
Mombasa	208,866	218,238	201,109	203,913
Limbe	8,220	8,000	9,000	
Colombo	6.7m/kgs			6.8m/kgs
Jakarta	8,960	7,720		
Calcutta	63,657	64,679	103,392	112,435
Guwahati	44,635	77,452	85,956	
Chittagong	44,635	38,534		
Total	**370,013**	**414,623**	**399,457**	**316,348**

Colombo: at Sale 21 held on the 31st May and 1st June, 2022. The 1.0Mkg of Ex-Estate teas on offer met fair demand. Select best Western High Grown BOPs gained substantially, the below best and plainer varieties too commenced dearer and appreciated as the sale progressed. Select best Western High Grown BOPFs maintained, the below best and plainer varieties were firm to a little easier following quality. Nuwara Eliya BOPs gained substantially, however the BOPFs were firm to irregularly lower. Udapusellawa BOPs gained, however the BOPFs eased from last week's levels following quality. Uva BOPs too were dearer, the BOPF were firm to a little lower following quality. Low Grown CTC BP1s declined, the High and Medium sorts were easier. The Low Grown PF1s were dearer and gained as the sale progressed, however the High and Medium sorts declined. The 2.7Mkg of Low Grown teas which were on offer met with good demand. In the Leafy segment, OP varieties were firm. OPAs followed a similar trend. Better OP1s were lower, others met with fair demand. In the Semi Leafy segment, BOP1s were firm. Pekoe varieties were lower, Pekoe1s met with improved demand. In the Small Leaf segment, Well-made FBOPs were firm, others met with lower demand, FBOPF varieties attracted fair interest. Better FBOPF1s were firm to dearer, others met with fair interest. BOPF.SP, BOPF and BOP.SP met with reasonable demand whilst BOPs too maintained last levels. Premium Flowery teas met with improved demand. Russia, Iran and the C.I.S countries lent fair support whilst Turkey was selective. Libya and Iraq were selective.

Chittagong: at Sale 05 held on the 30th May, 2022, **CTC LEAF:** 34,588 packages of Current Season teas on offer met with a fair demand. BROKENS: Good liquoring Brokens were well competed for and were mostly firm with a few lots advancing on competition. Other Brokens met with only a fair demand and mostly declined by Tk.5/- to Tk.8/- with fair withdrawals. Plain types declined further following less enquiry and there were heavy withdrawals in this section. BLF teas witnessed only a limited demand and were sold again recorded a drop in price. There were several withdrawals. FANNINGS: Only a handful of good liquoring Fannings were well sought after, and these were mostly about steady to easier. However, other varieties witnessed much less interest and prices eased by up to Tk.10/-. There were more withdrawals in this category. Plain types particularly suffered a decline in price with a lot of withdrawals. BLF teas witnessed some demand but again prices declined with heavy withdrawals. **CTC DUST:** 10,277 packages of Current Season teas on offer met with good demand. A few well-made good liquoring Dusts were firm to slightly dearer with competition. Medium Dusts sold well at a drop of Tk.8/- to Tk.10/- following quality. Plain and BLF Dusts met with a little demand and prices were lower. There were fair withdrawals in this category. Blenders lent good support with fair interest from the Loose tea buyers. **COMMENTS**: The market trend was similar to last week whereby a handful of brighter teas were well sought after whilst all others met with much less enquiry and prices declined further for these varieties. Blenders were fairly active along with a little more interest from the Internal buyers. Dusts sold well.

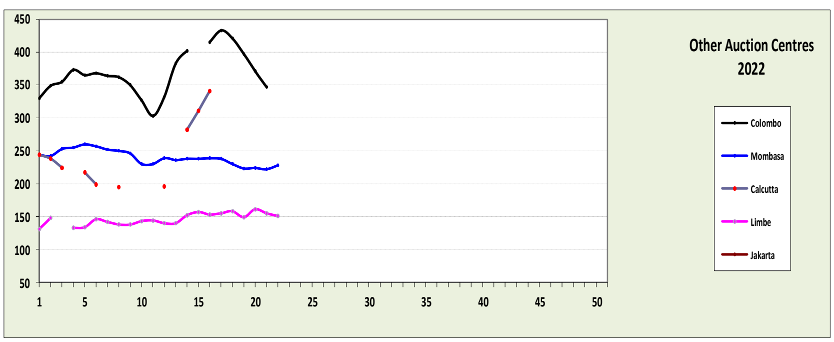
Cochin: at Sale 21 held on the 25th May, 2022. **CTC Leaf**: Fair demand. Market at easier levels. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. High grown, medium whole leaf and brokens selling at fully firm levels. Fannings witnessed subdued demand and sold at irregular levels. **Buying pattern:** CIS operating with support from ME. **Dust:** Less Demand. Popular marks and better mediums eased by 2-3c. Plainer sorts met with less enquiry and met with an easier market. **Buying pattern**: Major blenders active with useful support from packeters and Internal buyers. Upcountry buyers operated.

Calcutta: at Sale 22 held on the 31st May and 1st June, 2022, there were 86,678 packages on offer. **CTC:** There was improved demand. Improved liquoring Assams met with fair competition and sold well in line with quality. The remainder met with fair enquiry at barely steady and irregular rates closely following quality with browner and plainer liquoring sorts discounted. Good Dooars met with good demand and were steady. Other well-made sorts followed a similar trend. Plainer Dooars met with better enquiry and were irregular around last levels. **Dust:** There was improved demand. Improved liquoring Assams sold as per quality. The remainder was barely steady whilst browner, plainer liquoring descriptions were easier. M/s Hindustan Unilever and the Western India segmentsoperated on improved liquoring and brighter Assams.The former also operated on some plainer Dooars. There was select interest on these categories from M/s Tata Consumer Products who also operated selectively on plainer Dooars. There was some export interest on larger brokens.Local traders were active on the Dooars.

Guwahati: at Sale 22 held on the 1st June, 2022, there were 88,075 packages on offer.

Market: CTC There was improved demand for the improved liquoring Assams which were well competed and sold at firm to dearer rates. Remainder teas sold at irregular levels following quality. The browner/plainer sorts were easier and witnessed some withdrawals. **Buying Pattern:** HUL/Western India buyers operated actively on the improved teas. TCPL participated very selectively on the plainer sorts. There was fair enquiry from the exporters, mostly on the larger brokens.

Market: DUST There was improved demand in the dust segment as well for the improved teas however the remainder sold at irregular levels closely following quality. The browner/plainer sorts continued to sell at easier rates and with significant amount of withdrawals. **Buying Pattern: DUST** HUL and Western India buyers were the mainstay of the market. TCPL operated very selectively on the plainer varieties. Internal lent fair support.



News Articles of Interest

Monday, 06 June 2022

Sri Lanka's January-April tea exports decline 18%

According to the latest statistics, the tea production for the first four-month period up to end-April 2022 was 86 million/kgs, which is approximately a drop of 18 percent compared to the corresponding period of last year and the drought during the period and the shortage of fertiliser may be the main factors for the drop in production. The export volume of the first four months of the year 2022 is 82 million/kgs, which is approximately 5 percent lower than the same period last year. The shortage of tea and other international factors such as the war between Russia and Ukraine may have resulted in the slight drop in export volumes but the gap can be bridged during the coming period. The Colombo Tea Auction has reported an excellent demand and recorded attractive prices for the producers and leaf suppliers. The weakening of the rupee is also complementary to the increasing prices and benefiting the entire value chain, including the smallholders. It is noteworthy to see the trickle-down effect spreading throughout the entire supply chain. The e-trade (E-Auction) has created an easy buying and selling environment for the tea trade in Sri Lanka and it helps the continuous functioning of the tea industry without experiencing any delays in exports to overseas markets. The shortage of fuel has created some disturbances to the logistics. However, the Regional Plantation Companies and smallholders are able to continue the harvesting of green leaf and arrange deliveries regularly. The producers and exporters are also making their maximum effort to meet the international demand while facing local and international challenges. According to the Sri Lanka Tea Board, the tea industry is showing remarkable resilience to bounce back rapidly during the national crisis. The tea industry in Sri Lanka is almost 155 years old and the industry has faced several challenges especially in the last five decades, i.e. youth unrest in 1971, 30 years conflict from 1983, again 88/89 youth unrest, tsunami in 2004 and the COVID pandemic from 2020. However, with the strong brand image of Ceylon Tea in international markets, strong smallholder sector, which accounts for 73 percent of the supply and commitment of other stakeholders, the industry has been able to secure its market share. Source: https://www.dailymirror.lk/other/Sri-Lankas-January-April-tea-exports-decline-18/117-238482

Sunday, 05 June 2022

KTDA finds bigger market for orthodox tea in Iran

Kenya exports 6.3 million kilos of tea to Iran.

Kenya Tea Development Agency has found a market for its tea, especially orthodox, in Iran. Iranian Ambassador Jafar Barmaki said though his country produces about 25 to 30 per cent of tea for its own consumption, it is not enough, hence the need to import more. He said Iranians have been changing their taste, shifting from the other sides of the world to Kenya. "This is why you will have bigger market in Iran. But you should also not look at Iran as the only consumer market. You can look at it as a corridor of transit for your tea to the 14 countries neighbouring Iran," Barmaki said. Iran has started tea business where investors buy tea from Kenya, process, package and send it to neighbouring countries. The ambassador visited Chinga and Gitugi tea factories in Nyeri on Friday to promote trade relationship between the two countries. KTDA company secretary Patrick Ngunjiri said during their last visit to Iran, the country said it was in a position to absorb all orthodox tea produced in Kenya. "What we are asking you is if you are doing 56 per cent of our teas presently, next year, please buy 100 per cent of what we produce," he urged Iran. Gitugi Tea Factory chairperson Elizabeth Waithanji said the factory processes about 20 to 25 per cent of its tea to orthodox. Gitugi factory has 5,990 growers producing between 10 million and 15 million kilos of green leaf annually. KTDA general manager for marketing Francis Muthamia said Iran imports about 93 million kilos of tea annually, making it the seventh-biggest importing country. The biggest exporter of tea to Iran is India followed by Sri Lanka, United Arabs Emirates and Kenya. Kenya exports 6.3 million kilos of tea to Iran. Muthamia said they are also negotiating with Iranian buyers to buy more CTC (cut, tear and curl) teas as well. For the last one year, Muthamia said, tea export from Kenya to Iran has grown from 19 per cent of total orthodox tea export to 53 per cent. "The per capita consumption of tea in Iran is one of the highest in the world at 1.53 kilos per person per year," he said. Kenya's consumption per capita is 500 grammes, while the global average is 0.33 kilos. Kanja Thuku, working for KTDA management services, urged farmers to improve the quality and quantity of their tea and be consistent now that there is market for the produce. Caroline Gichuki, the economic and trade adviser to the Iranian ambassador, expressed optimism that the magic used to push the market from 19 per cent to 53 per cent for Kenyan tea export to Iran can also be applied to push the market to 98 or 100 per cent. "We need to partner with them because we can also take our tea there for blending and value addition to be supplied to the other countries neighbouring Iran. This will result in more income to the farmer," she said. Mr. Maina Gachie, the chairman Chinga Tea Factory, said they had no market for orthodox tea and had therefore stopped producing it. The factory will now resume production, he said. Chinga has more than 8,000 farmers who produce approximately 18 million kilos of green tea annually. Orthodox fetches better prices in the market compared to CTC, with the buyer promising to buy orthodox

at Sh400 a kilo compared to Sh300 for CTC. The difference between orthodox and CTC teas is that during processing of orthodox, the leaf is rolled ensuring that it is not cut but remains whole throughout the process. On the other hand, CTC involves cutting, tearing and curling as the name suggests. Source: https://www.the-star.co.ke/counties/central/2022-06-05-ktda-finds-bigger-market-for-orthodox-tea-in-iran/

Sunday, 05 June 2022

Traders in Kenya feel pain of dollar shortage

Relentless depreciation of the Kenyan shilling is raising concern among importers and business-people who are experiencing first-hand the pain of a dollar shortage that has seen them part with up to Ksh120 per dollar against the quoted rate of Ksh116. The Kenya Association of Manufacturers on May 30 expressed worries over the dollar shortage, claiming members, who mainly rely on imported raw materials, cannot access dollars at the official market rates. Already, rising inflation has heightened the cost of living, and the depreciating currency is only exacerbating the pain as manufacturers complain of rising production costs due to the persistent dollar shortage. In the past year, the shilling has fallen by $0.0007 from about $0.0093 to $0.0086, meaning that what Kenyans could buy at $100 previously now costs at least $8 more, without factoring in inflation. During the same period, other currencies in the region have remained relatively stable, only decreasing by a small margin, even though most of the shocks that cased currency depreciation, such as Covid-19 and the Ukraine crisis, cutting across. The Ugandan shilling depreciated by $0.00002, Tanzanian shilling by $0.00001, while the Rwandan franc has fallen by $0.00003.

Possible contributors

Kenyan economist Kwame Owino told *The East African* that the higher depreciation rate of the shilling could be due to internal policies and regulations constricting the inter-bank forex market. "The little clarity in the price signals of Kenya's inter-bank foreign exchange, and growing negative trade balance are the greatest possible contributors to the high depreciation rate," Owino said. Although Kenya's foreign currency reserve has remained well above the country's and East African Community's statutory requirements, the dollar shortage problem is disconcerting, seeing that Malawi recently devalued its currency by 25 percent to deal with a similar problem. Central Bank of Kenya Governor, Dr Patrick Njoroge, has since refuted claims of a dollar shortage, saying that although there was rising demand for dollars about two months ago, the situation has normalized. Source: https://www.theeastafrican.co.ke/tea/business/traders-in-kenya-feel-pain-of-dollar-shortage-3837802

Regional Weather Conditions and World Crop

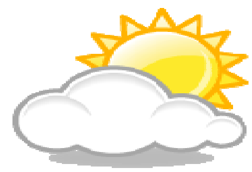
Kenya: Muranga: there was 1.5 mm of rainfall recorded over 1 wet day of the week. The highest and lowest temperatures were 28˚c & 11˚c respectively. Crop intake averaged 106.5 tonnes/day on a five day plucking cycle. Weather conditions were sunny during the day with light showers at night.

Nyeri: this week was sunny with no rainfall recieved during the course of the week. The highest and lowest temperatures were 22˚c & 13˚c respectively. Crop intake averaged **52.4** tonnes/day on a six day plucking cycle.

Meru: The week was generally warm and sunny. There was **no** rainfall recorded through the week. The highest and lowest temperatures were **29˚c** & **17˚c** respectively. Crop intake averaged **55.5** tonnes/day on a **five** day plucking cycle.

Sotik: The week was cold and cloudy accompanied by some showers throughout the week. The area received 50mm of rainfall spread in two wet days. The highest and lowest temperatures were 26˚c & 13˚c respectively. Factory utilization remained at week's levels.

Kericho:.The week was mostly sunny intervals in the mornings followed by partly cloudy afternoons with reduced precipitations. Average rainfall of 37.6mm was recorded. Average temperatures were highs of 22° Celsius and lows of 10° Celsius. Crop intake went down by 17% compared to previous week's levels due to less working days(June 1st was a public holiday).Crop on offer may maintain previous week's levels.



The trouble with weather forecasting is that it is right too often for us to ignore it and wrong too often for us to rely on it.

Uganda: There was good rainfall activity experienced this week in some tea growing areas. Fort Portal received 137mm (**102** mm) of rainfall while Hoima regions received 95mm of (**118 mm)** rainfall.

There was reduced rainfall in Bushenyi region 15mm**(64mm)** while Kibale region increased to 41mm (**4mm).** Average temperatures were highs of **29° Celsius** and lows of **16° Celsius**. Crop levels slightly improved.

Weather forecast for 7th June to 13th June 2022

The Highlands West of the Rift Valley, the Lake Victoria Basin and the Central and South Rift Valley (Kisii, Nyamira, Trans-Nzoia, Uasin-Gishu, Elgeyo-Marakwet, Nandi, Kericho, Bomet, Kakamega, Vihiga, Bungoma, West-Pokot, Siaya, Kisumu, Homabay, Busia, Migori, Baringo, Nakuru and Narok Counties): Mornings are expected to be sunny; however, light rains may occur over few places. Afternoon showers and thunderstorms are expected over several places during the first half of the forecast period and over few places thereafter. Night showers are likely to occur over few places during the first half of the forecast period. Maximum (day-time) temperatures are likely to range from 20o C to 28o C while minimum (night-time) temperatures are expected to be between 07o C and 18o C.

The Highlands East of the Rift Valley (including Nairobi County) (Nyandarua, Laikipia, Nyeri, Kirinyaga, Murang'a, Kiambu, Meru, Embu, Tharaka-Nithi and Nairobi Counties): Mornings are likely to be cloudy, with occasional rains, giving way to sunny intervals. Afternoon showers are expected over few places during the first half of the forecast period. Nights are likely to be partly cloudy with occasional showers over few places. Maximum (day-time) temperatures are likely to range from 20o C to 27o C while minimum (night-time) temperatures are expected to be between 03 oC and 16 oC.

Crop production Kenya: A reduction in rainfall received over the past week as well as the number of plucking days(one public holiday) resulted in a decrease in crop received in contrast to previous levels in all regions in both the **EoR** and **WoR**.

Uganda: This past week the rainfall activity recorded in most of the tea growing areas generally evened out and maintained the same level as the previous week. Crop intake slightly improved owing to favorable conditions.

Malawi: Crop intake continues low.

World Production from Main Producing Countries over the Past Twelve Months	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	+ / - Variance	Production over calendar years 2021	2020
Bangladesh	-	1.2	1.7	3.9	6.3	13.5	12.6	14.4	12.6	14.6	10.2	6.9	96.7	(0.3)	90.7	90.7
North India	-	1.8	51.8	71.2	77.4	143.6	157.2	153.2	141.4	167.3	103.0	49.7	124.8	24.3	1,033.4	1,033.4
South India	15.9	14.6	16.3	20.6	24.4	25.9	21.8	16.4	22.4	21.3	16.6	14.8	67.4	(5.6)	219.4	219.4
Sri Lanka	22.8	18.2	22.0	18.3	30.4	25.9	26.2	23.7	22.6	24.0	20.0	20.4	81.3	(10.8)	275.9	275.9
Kenya	48.7	40.8	48.7	44.3	45.3	43.5	34.7	33.6	43.4	49.0	50.7	54.4	89.5	(2.7)	570.6	570.6
Uganda	5.5	4.2	6.4	6.9	7.0	6.5	5.5	4.5	6.0	7.6	6.6	6.7	9.7	(3.3)	28.3	28.3
Tanzania	2.1	2.7	3.1	2.9	2.5	1.9	1.0	0.9	1.6	2.6	1.9	1.5	7.9	(1.5)	28.6	28.6
Rwanda	3.4	2.9	3.6	3.3	3.7	3.3	2.1	1.5	2.1	3.5	3.3	3.2	9.9	0.3	33.2	33.2
Malawi	4.8	7.0	7.1	7.1	3.8	2.1	1.8	2.1	4.0	2.9	1.4	5.3	26.0	(3.3)	45.2	45.2
Total	103.2	92.2	103.9	117.2	193.8	259.7	257.4	245.8	250.1	282.6	207.1	101.8	416.5	(2.9)	2,325.3	2,325.3
Variance	(2.5)	(5.4)	34.0	(46.6)	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	42.1			

*Monthly figures in **"BLACK"** are for 2022 whilst figures in **"BLUE"** are for 2021*

Mombasa Auction—Weekly Sale Average Prices (All teas) 2022

Sale Nos.	Sale Date	Kilos sold Weekly	Kilos Sold monthly	Year : 2022 Av.Price US$ weekly	Year : 2022 Av. Price US$ monthly	Year : 2021 Av. Price US$ monthly	Year : 2020 Av. Price US$ monthly
1	04-Jan-22	11,166,757		2.44			
2	11-Jan-22	11,233,007		2.42			
3	18-Jan-22	11,588,410		2.53			
4	25-Jan-22	12,859,526		2.55			
			46,847,700		2.49	1.94	2.17
5	01-Feb-22	11,075,868		2.60			
6	08-Feb-22	11,184,062		2.57			
7	15-Feb-22	11,247,057		2.52			
8	22-Feb-22	11,683,128	45,190,115	2.50	2.55	1.95	2.03
9	01-Mar-22	11,147,057		2.44			
10	08-Mar-22	10,723,858		2.29			
11	15-Mar-22	11,492,906		2.30			
12	22-Mar-22	11,803,557		2.39			
13	29-Mar-22	11,843,379	57,010,756	2.36	2.36	1.92	1.92
3 mths Totals:					$2.45 149,048,570 Kgs	$1.94 146,474,310 Kgs	$2.03 148,359,082 Kgs
14	05-Apr-22	11,483,104		2.38			
15	10-Apr-22	11,133,534		2.38			
16	20-Apr-22	10,758,738		2.39			
17	26-Apr-22	10,890,972		2.38			
			44,266,348		2.38	1.83	2.05
18	05-May-22	9,409,673		2.30			
19	10-May-22	9,537,586		2.23			
20	17-May-22	9,132,928		2.24			
21	24-May-22	10,373,511		2.22			
22	31-May-22	10,594,907	49,048,605	2.28	2.20	1.84	1.89
23	07-Jun-22						
24	14-Jun-22						
25	21-Jun-22						
26	28-Jun-22		-			1.74	1.79
6 mths Totals:						$1.87 292,688,228 Kgs	$1.97 290,761,896 Kgs
			-			1.68	1.76
			-			2.01	1.92
			-			2.08	1.94
9 mths Totals:						$1.88 391,770,296 Kgs	$1.94 406,720,334 Kgs
			-			2.26	1.90
			-			2.31	1.90
			-			2.38	2.10
Sale Nos. 1 to 51 Year end Totals :						503,893,400 Kgs $1.97	516,802,891 Kgs $1.93

Summary : Sale Averages by Country

	Year : 2022			Year : 2021	
	Sale Nos: 1 to 22 (5 months)			Sale Nos: 1 to 22 (5 months)	
Country :	Kilos '000	Av. Prc US$	Country :	Kilos '000	Av. Prc US$
Kenya	194,081	2.57	Kenya	200,215	1.97
Uganda	31,141	1.28	Uganda	30,826	1.20
Tanzania	2,947	1.20	Tanzania	2,115	0.99
Rwanda	11,216	2.85	Rwanda	11,434	2.62
Burundi	2,955	2.33	Burundi	3,140	2.04
Malawi	-		Malawi	-	-
Mozambique	-		Mozambique	-	-
D R Congo	-		D R Congo	-	-
Madagascar	-		Madagascar	99	1.01
Ethiopia	24	1.48	Ethiopia	108	1.41
Total :	242,364	2.40		247,937	1.91

Year 2021 : 12M	503,893	1.97
Year 2020 : 12M	516,803	1.93
Year 2019 : 12M	454,013	2.04
Year 2018 : 12M	458,361	2.43
Year 2017 : 12M	397,646	2.81
Year 2016 : 12M	407,989	2.29
Year 2015 : 12M	358,639	2.73

Compiled by : Tea Brokers East Africa Ltd