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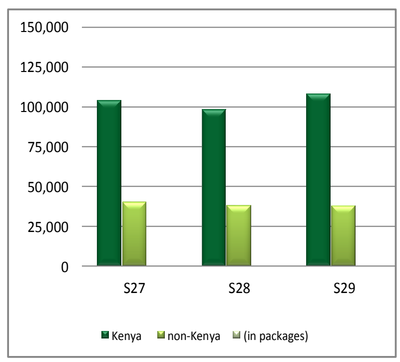
Tea Market Report: Sale 27 of 4th - 6th July, 2022

Fairly good demand at irregular levels following quality for the 185,900 packages (12.21m/kgs) in the market; 19.19% were neglected.

Current and Future Fresh Auction Offerings

Country	Sale 27 4 - 6 July'22 MG	Sale 27 4 - 6 July'22 SG	Sale 27 5 - 7 July'21 MG	Sale 27 5 - 7 July'21 SG	Sale 28 13 - 15 Jul'22 MG	Sale 28 13 - 15 Jul'22 SG	Sale 29 18 - 20 July'22 MG	Sale 29 18 - 20 July'22 SG
Kenya	93,260	10,800	123,300	12,874	88,340	10,120	96,160	12,220
Uganda	17,560	10,300	15,960	9,480	16,200	10,220	16,040	10,280
Tanzania	1,440	1,180	1,280	1,320	880	610	640	520
Rwanda	6,840	1,040	7,440	1,320	7,000	1,260	7,320	980
Burundi	1,521	479	1,560	360	1,480	459	1,881	420
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	35,760	5,720	15,960	2,200	43,760	10,636	33,840	10,539
Total	**120,621**	**23,799**	**149,540**	**25,354**	**113,900**	**22,669**	**122,041**	**24,420**
	144,420		**174,894**		**136,569**		**146,461**	



Leaf Grades (M2)

100,381 packages (6.57m/kgs) – 08.93% unsold.

BP1:

Best –Met improved but irregular interest and varied between mainly steady to USC16 above last rates to easier by USC3 to USC10 and a few teas shed up to USC28.

Brighter – Saw more competition and advanced by up to USC19.

Mediums – KTDA mediums were firm at last levels with many invoices remaining unsold. Plantation mediums were irregular varying between steady to USC14 dearer to easier by up to USC18.

Lower Mediums – Ranged between firm to USC15 dearer with others discounted by up to USC14.

Plainer – Met good but irregular enquiry varying between steady to USC14 dearer with a few selected lines appreciating by up to USC55 to easier by USC18.

PF1:

Best – Were firm to USC13 dearer to easier by up to USC6 but a few invoices lost USC17 to USC32.

Brighter – Appreciated by up to USC15.

Mediums – KTDA mediums held value while plantation mediums ranged between steady to USC6 dearer to USC15 below last levels.

Lower Mediums – Saw irregular activity at firm to USC21 dearer to easier by USC19.

Plainer – Varied between steady to dearer by USC17 to easier by USC12.

Dust Grades (M1)

56,000 packages (4.16m/kgs) – 25.38% unsold.

PDUST:

Best– Met irregular activity varying between steady to USC7 dearer to easier by up to USC8.

Brighter – Ranged between firm to USC16 dearer to easier by up to USC17.

Mediums – KTDA mediums although mostly steady at last levels, a few teas varied between USC4 to USC9 dearer to easier by a similar margin. Plantation mediums were firm to USC4 below previous prices.

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continued ….

Lower Medium – Saw good but irregular interest ranging between steady to USC26 dearer to easier by up to USC21.

Plainer – Were firm to USC10 above last levels but a few invoices lost up to USC4.

DUST1:

Best – Ranged between steady to USC4 dearer to easier by the same margin.

Brighter –Irregular varying between firm to USC4 dearer to easier by up to USC5.

Mediums – KTDA mediums were irregular with some invoices appreciating by up to USC8 while others were steady to USC3 below previous rates. Plantation mediums ranged between firm to USC4 dearer to easier by a similar level.

Lower Medium – Were generally firm to easier by up to USC20 but a few lines gained up to USC4 with selected invoices dearer to USC16.

Plainer –Steady to easier by up to USC7.

Secondary Grades (S1)

29,519 packages (1.48m/kgs) – 17.62.% unsold

In the Secondary Catalogues, **BPs** were easier while **PFs** generally held value with best types dearer. Clean well sorted coloury **Fannings** were steady with **DUSTs** irregular but on a balance dearer. **Other Fannings** appreciated while **similar DUSTs** were firm. **BMFs** were well absorbed

Markets

Egyptian Packers, Pakistan Packers, Yemen and **other Middle Eastern countries** maintained useful interest while **Sudan, Kazakhstan** and **other CIS states** showed more activitywith **Bazaar** and **UK** active. **Afghanistan** and **Russia** showed some support with less enquiry from **Iran. Local Packers** were less active**.** Somalia were more active at the lower end of the market.

Mombasa Auction Hammer Market Analysis—Sale No 27/2022

	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	89%	2.87	3.04	2.6	3.47	2.76	3.12	2.82	3.04	2.78	3.09
2	Below Best	89%	2.67	2.95	2.54	3.08	2.64	2.98	2.66	3.03	2.58	2.88
3	Good	60%	2.19	2.69	1.9	2.68	2.2	2.65	2.3	2.8	2.3	2.68
4	Best Medium	90%	1.96	2.3	1.68	2.44	2.04	2.41	1.95	2.43	1.97	2.32
5	Medium	82%	1.71	2.2	1.5	2.19	1.68	2.24	1.68	2.26	1.6	2.26
6	Lower Medium	84%	1.39	1.85	1.02	1.73	1.44	1.79	1.54	1.86	1.47	1.88
7	Plain	97%	1.04	1.71	1.02	1.2	1.25	1.72	1.39	1.71	1.35	1.54
	Totals	**76%**	**1.04**	**3.04**	**1.02**	**3.47**	**1.25**	**3.12**	**1.39**	**3.04**	**1.35**	**3.09**

	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	9%	125,858	3.04	324,051	2.92	152,902	2.92	88,472	2.88	691,283	2.94
2	Below Best	24%	274,848	2.83	936,911	2.76	523,958	2.78	189,447	2.74	1,925,164	2.78
3	Good	32%	221,785	2.46	1,260,276	2.49	905,504	2.53	218,629	2.45	2,606,194	2.5
4	Best Medium	11%	93,680	2.19	341,076	2.22	431,072	2.25	51,996	2.25	917,824	2.23
5	Medium	13%	116,116	1.86	393,180	2.01	468,197	2	84,748	2.02	1,062,241	1.99
6	Lower Medium	7%	76,238	1.18	167,847	1.6	239,391	1.65	115,525	1.65	599,001	1.58
7	Plain	3%	41,360	1.05	95,904	1.38	99,908	1.54	40,440	1.46	277,612	1.4
	Totals	100%	**949,885**	**2.38**	**3,519,245**	**2.45**	**2,820,932**	**2.36**	**789,257**	**2.34**	**8,079,319**	**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	92,480	6,531,076	249	11,520	567,736	138	104,000	7,098,812	**240**	128,300	8,692,629	**173**
Uganda	15,240	956,352	157	9,980	481,834	110	25,220	1,438,186	141	22,877	1,339,875	**106**
Tanzania	840	48,395	153	1,220	59,790	105	2,060	108,185	**127**	2,060	106,184	**91**
Rwanda	7,040	487,904	281	920	61,216	226	7,960	549,120	275	8,740	596,652	**223**
Burundi	1,881	114,912	239	499	24,804	151	2,380	139,716	**223**	2,080	129,236	**168**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Total	**117,481**	**8,138,639**	**240**	**24,139**	**1,195,380**	**130**	**141,620**	**9,334,019**	**225**	**164,057**	**10,864,576**	**166**

Sale Number	Previous Sale's Quantities and Prices									Tot+O20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 26/22	115,076	7,939,463	**239**	24,899	1,262,320	**130**	139,975	9,201,784	**224**	168,056	11,149,127	**165**
Sale 25/22	110,279	7,631,794	**231**	25,098	1,256,055	**126**	135,377	8,887,849	**216**	157,356	10,341,937	**168**
Sale 24/22	120,323	8,358,291	**237**	22,910	1,150,277	**125**	132,353	9,508,568	**223**	158,739	10,441,436	**174**
Sale 23/22	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 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**

Average Auction Hammer Prices by Grade and Country

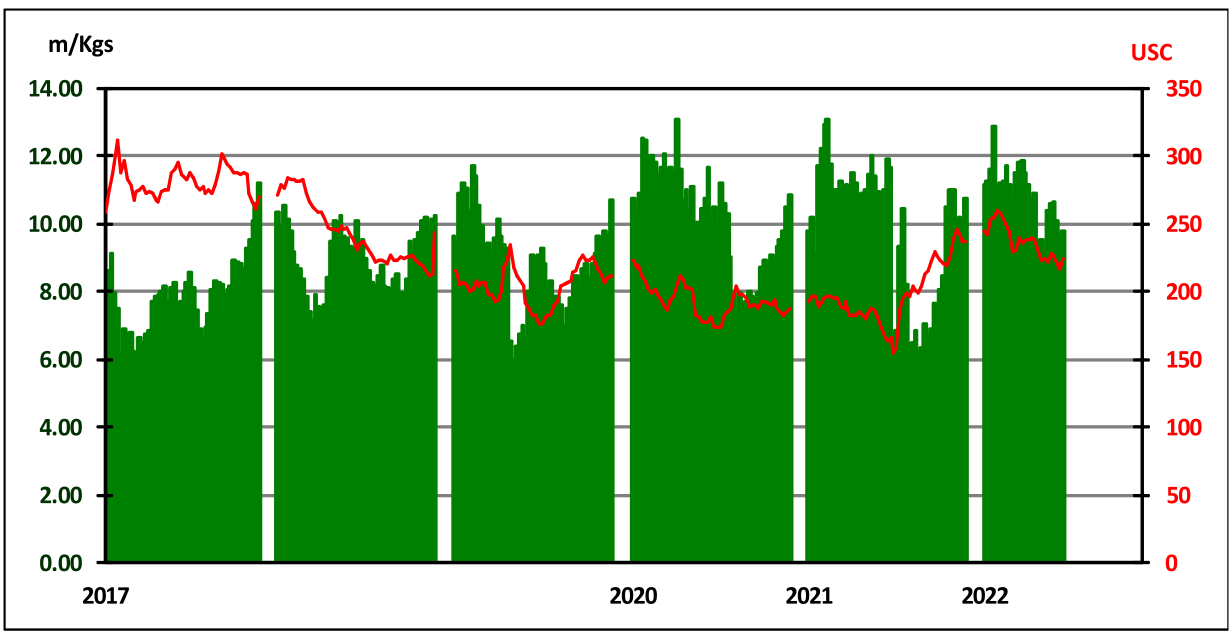
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	254	252	244	252	149	171	140	137	98	**240**	184	188	165	166	136	123	89	106	65	**173**
Uganda	126	158	166	163	91	142	132	117	81	**141**	124	121	109	99	107	105	75	86	63	**106**
Tanzania	120	152	164	156	94	-	114	109	82	**127**	105	117	104	95	-	89	62	73	70	**91**
Rwanda	291	270	288	275	268	252	221	179	102	**275**	312	213	201	195	178	-	127	132	-	**223**
Burundi	213	253	255	249	-	-	138	156	-	**223**	166	185	182	175	-	-	97	120	-	**168**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	238	**245**	**235**	**234**	**153**	**159**	**145**	**129**	**88**	**225**	**188**	**184**	**159**	**158**	**144**	**113**	**89**	**99**	**64**	**166**

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 26/22	237	245	234	235	146	155	148	132	84	**224**	192	180	159	153	140	120	88	99	66	**165**
Sale 25/22	224	236	228	230	163	154	139	125	85	**216**	198	183	165	155	136	126	91	100	**69**	**168**
Sale 24/22	220	241	234	242	158	147	138	123	85	**223**	**202**	**186**	**176**	**163**	**146**	**123**	**100**	**107**	**70**	**174**
Sale 23/22	226	245	235	244	156	146	135	116	84	**227**	208	191	188	172	155	125	98	112	**71**	**182**
Sale 22/22	237	244	238	239	155	137	133	113	83	**229**	210	198	193	172	157	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**

Average Auction Prices and Quantities by Country

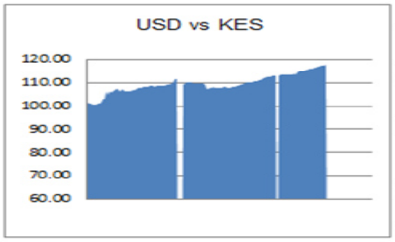
Country	Previous Sale Sale 26/22 Kgs	USC	Year To Date 2022 Kgs	USC	Last Year Sale 26/21 Kgs	USC	Year To Date 2021 Kgs	USC	Variance Year To Date Kgs	USC
Kenya	7,277,422	241	224,340,624	255	9,445,692	172	235,809,638	194	-11,469,015	61
Uganda	1,624,130	138	37,623,950	130	1,640,264	104	36,997,175	119	626,775	11
Tanzania	87,497	138	3,598,251	121	76,668	91	2,642,198	100	956,053	21
Rwanda	604,687	269	13,416,953	283	575,288	221	13,381,390	258	35,563	25
Burundi	171,724	225	3,507,353	231	166,236	172	3,644,601	199	-137,248	32
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	5,950	120	114,283	140	-90,444	8
Total	**9,765,460**	**224**	**282,510,969**	**238**	**11,910,098**	**164**	**292,688,228**	**187**	**-10,177,259**	**51**

Mombasa Weekly Average Auction Quantities and Prices 2017—2022

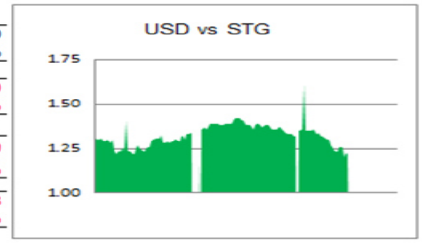


	Jan Kgs	Jan USC	Feb Kgs	Feb USC	Mar Kgs	Mar USC	Apr Kgs	Apr USC	May Kgs	May USC	Jun Kgs	Jun USC	Jul Kgs	Jul USC	Aug Kgs	Aug USC	Sep Kgs	Sep USC	Oct Kgs	Oct USC	Nov Kgs	Nov USC	Dec Kgs	Dec USC	Total Kgs	Total USC
2022	46.8	249	45.2	255	57.0	236	44.3	238	49.0	220	40.1	224													282.5	238
2021	40.8	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	117.99	0.20	0.17%
KES:STG	141.86	2.50	1.73%
KES:EUR	121.91	2.69	2.16%
USD:STG	1.20	0.03	2.42%



During the week the Kenya Shilling traded between KES 117.50 -117.90 and reached 117.90 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 117.80 - 118.10 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 27/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	104,060	7,116,496	3,497,788	238,386,900	3,679,857	249,092,220	-182,069	-10,705,320
Uganda	27,860	1,596,505	683,961	39,269,967	673,802	39,032,368	10,159	237,599
Tanzania	2,620	140,941	69,530	3,712,946	56,699	2,864,916	12,831	848,030
Rwanda	7,880	544,612	202,140	13,948,622	202,740	13,871,322	-600	77,300
Burundi	2,000	121,056	61,298	3,736,631	59,980	3,736,685	1,318	-54
Zambia	0	0	0	0	960	56,740	-960	-56,740
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	0	0	1,900	106,726	-1,900	-106,726
Total	**144,420**	**9,519,610**	**4,515,837**	**299,120,914**	**4,677,958**	**308,860,812**	**-162,121**	**-9,739,898**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 27	S 28	S 29	S 27	S 28	S 29	S 27	S 28	S 29	S 27	S 28	S 29	S 27	S 28	S 29
KTDA	14360	21320	22160	47440	45760	41360	18440	14440	17440	5120	5360	5560	85360	86880	86520
Unilever Tea	320	640	680	200	240	240	280	240	280	100	100	80	900	1220	1280
James Finlay	1000	720	720	560	640	1000	760	960	520	0	0	0	2320	2320	2240
Eastern Produce	680	680	920	2560	3880	3780	3600	2500	2140	800	840	1080	7640	7900	7920
Others (K)	3960	3020	3680	12680	12980	12300	13980	13880	13840	2040	2400	2040	32660	32280	31860
Uganda	3040	2840	3120	6280	5840	5820	6000	5563	5680	2560	2400	2480	17880	16643	17100
Tanzania	270	350	350	640	600	600	420	520	560	300	280	240	1630	1750	1750
Rwanda	2680	2480	2680	3320	3520	3240	1520	1640	1720	600	640	720	8120	8280	8360
Burundi	1040	1000	760	921	720	841	320	360	560	240	280	240	2521	2360	2401
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	27350	33050	35070	74681	74260	69261	45560	40343	42980	11760	12300	12440	159351	159953	159751

Buyer Purchases of Teas Offered by Grade (in Packages)

	BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1	CARGILL KENYA LTD	11.45	21,160	1,440	13,640	5,560	520					
2	GLOBAL TEA & COMMODITIES KENYA LTD.	9.32	17,220	1,840	8,600	3,960	1,600		340	580	300	
3	LAB INTERNATIONAL KENYA LTD	7.94	14,680	1,000	4,000	6,760	2,240	20	400	160	100	
4	JAMES FINLAY MOMBASA LIMITED	6.71	12,400	1,160	1,400	6,640	720		320	140	1320	700
5	CHAI TRADING COMPANY LTD	6.00	11,080	280	7,440	1,780	1,200		80	40	260	
6	M J. CLARKE LTD	3.56	6,580	120	720	3,960	560		160	180	820	60
7	SSOE (KENYA) LIMITED	3.38	6,240	1,960	2,340	440	840	80	220	280	60	20
8	DEVCHAND KESHAVJI (K) LTD	2.97	5,480	80	5,400							
9	MOMBASA COFFEE LTD	2.78	5,140	80	160	3,160	1,600	140				
10	COFFTEA AGENCIES LTD	2.60	4,800	1,960	760	280			100		1,500	200
11	MIZAJ AFRICA LTD	1.77	3,280		880	2,080	320					
12	ABBAS TRADERS LTD	1.69	3,120		1,160	1,320	40	60	180	340	20	
13	VAN REES KENYA LIMITED	1.40	2,581	720	721	600	40		40		460	
14	STANSAND (A) LTD	1.31	2,420	280	320				760		1,060	
15	GOLD CROWN FOODS (EPZ) LTD	1.26	2,320		280			20	80	300	380	1,260
16	CUP OF JOE LTD	1.06	1,960	560	160	520	40	520	100		60	
17	INDO-AFRICAN TEA CO. (K) LTD.	1.05	1,940	240	400	720	40		80	100	360	
18	SHAKAB EXPORT & IMPORT CO. LTD	1.00	1,840	560	960	240	40			20	20	
19	AL EMIR LIMITED	0.98	1,820	80	1,380	160	40		60	100		
20	EMPIRE KENYA (EPZ) LTD	0.92	1,700		640	480				40	540	
21	RANFER TEAS KENYA LTD	0.77	1,420	1,240							180	
22	SUMMER LINER CO. LTD	0.74	1,360	160				220	60		300	620
23	ALIBHAI RAMJI (MSA) LTD	0.61	1,120	320	400		80		60	160	100	
24	CHAMU SUPPLIES LIMITED	0.60	1,100	440	40		80		80	140	320	
25	AIMCO ENTERPRISES LTD	0.49	900							20	280	600
26	LULA TRADING COMPANY	0.43	800					20			40	740
27	MCLEOD RUSSEL AFRICA LIMITED	0.39	720	520	200							
28	TUSHA TEA LTD	0.37	680			120			120	160	280	
29	AFRO TEAS LTD	0.31	580		80						20	480
30	KIRINDO TRADERS LIMITED	0.29	540					60		20	100	360
31	MAISHA COMMODITIES	0.29	540	120				180	120	20	100	
32	AL KHALIFA ENTERPRISES LTD	0.25	460									460
33	TRANS-ATLANTIC TRADING Co. LTD	0.25	459	160	40			40	60	100	19	40
34	TROPICAL CROPS & COMMODITIES	0.24	440					40		20	100	280
35	IMPERIAL TEAS (EPZ) LTD	0.23	420		40	80	40	40		220		
36	SARDIA INTERNATIONAL CO. LTD	0.22	400	160				180	60			
37	DRINCO INTERNATIONAL LIMITED	0.15	280		280							
38	GREAT WHITE PACKERS LTD	0.15	280		200		20		60			
39	LUTEX LIMITED	0.14	260	200				60				
40	JALEEL TRADING COMPANY	0.12	220									220
41	PWANI HAULIERS	0.12	220									220
42	LINDOP & COMPANY (KENYA) LTD	0.10	180		40		40			100		
43	GOKAL TRADING KENYA LTD	0.09	160			120	40					
44	TANZIIL TRADING LIMITED	0.08	140									140
45	TEAVANA TEA STORE LTD	0.08	140									140
46	AXIS TEA & SERVICES LIMITED	0.01	20									20
47	NALA TEA COMPANY LTD	0.01	20								20	
48	TRUST TEA TRADERS EAST AFRICA LTD	0.01	20					20				
	Total Sold	76.64	141,640	15,680	52,681	38,980	10,140	1,700	3,540	3,240	9,119	6,560
	Withdrawn	0.02	40							40		
	Unsold	23.34	43,140	10,400	20,760	5,840	800	340	260	300	4,380	60
	% Unsold			40	28	13	7	17	7	8	32	1
	Grand Total	**100.00**	**184,820**	**26,080**	**73,441**	**44,820**	**10,940**	**2,040**	**3,800**	**3,580**	**13,499**	**6,620**

Sale 26/22	69.82%	139,975	16,060	51,440	37,116	10,460	2,320	4,300	2,920	8,999	6,360
Sale 25/22	66.46%	135,377	14,820	43,399	39,900	12,160	1,440	4,360	3,760	8,377	7,161
Sale 24/22	71.30%	143,233	13,823	52,300	42,540	11,620	1,440	4,020	3,140	8,260	6,050

Other Tea Auction Centres

Auction Offerings

Centre	Week 26 27-Jun	Week 27 05-Jul	Week 28 12-Jul	Week 29 19-Jul
Mombasa	200,354	185,900	190,965	190,840
Limbe	7,440	7,600		
Colombo	5.5m/kgs	5.1m/kgs	5.4m/kgs	
Jakarta	9,220			
Calcutta	140,590	137,080	112,741	143,008
Guwahati		145,820		
Chittagong	54,586	52,952		
Total	**402,970**	**529,352**	**303,706**	**333,848**

Colombo: at Sale 25 held on the 28th and 29th June, 2022. The 0.67Mkg of Ex Estate teas on offer met with good demand. Select Best Western High Grown BOPs were firm to a little dearer, the below best and plainer varieties too appreciated from last week's levels. Select Best Western High Grown BOPFs were dearer, the below best and plainer sorts too, gained. Nuwara Eliya BOPs continued to sell well, the BOPFs too gained marginally. Uva / Uda Pussellawa BOPs declined, the BOPFs were mostly dearer following quality. Low Grown CTC BP1s were dearer, the High and Medium sorts were firm. The Low Grown PF1s gained as the sale progressed, the High and Medium sorts were mostly dearer. The 2.3Mkg of Low Grown teas which were on offer met with good demand. In the Leafy segment, well-made OPs sold at reasonable levels, others were lower. Better OPAs were firm, others were substantially lower. OP1s met with good 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 dearer, others met with fair demand. FBOPF varieties attracted improved interest. Better FBOPF1s were dearer, others too met with good demand. BOPF.SP, BOPF, BOP.SP and BOPs met with good demand. All Premium Flowery teas met with good demand. Russia, Iran and the C.I.S countries lent fair support whilst Turkey was selective. Libya and Iraq were selective.

Chittagong: at Sale 09 held on the 27th June, 2022, **CTC LEAF:** 43,300 packages of Current Season teas on offer met with quite a good demand at irregular rates. BROKENS: Best Brokens met with a good demand but were a little easier following quality. Good Brokens continued to meet with a fairly good demand but prices were often easier than last. Medium and other varieties met with a fairly good demand and were mostly steady particularly better liquoring types. Plain and BLF varieties saw fair demand but were often easier with some withdrawals. FANNINGS: Best Fannings met with a fairly good demand and were about firm to touch dearer. Good Fannings were a fairly firm market and sold well in line with quality. Medium and plainer types met with fair demand and mostly sold at slightly easier rates with a few withdrawals. Plain and BLF varieties saw fair demand but were often easier with some withdrawals. CTC DUST: 11,268 packages of Current Season teas on offer met good demand. Good liquoring varieties sold well at around last levels. Their Mediums met with competition and sold at firm to slightly dearer rates closely following quality. Plain and BLF Dusts were an easier market and saw more withdrawals compared to last. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: A larger weight of tea was on offer which met with a good demand from the Blenders who were the mainstay of the market. Bright liquoring teas sold well in line with quality whilst others barely maintained last levels especially plain varieties. Dusts sold well.

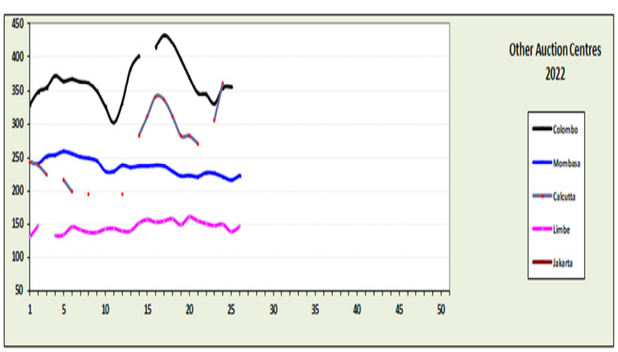
Cochin: at Sale 25 held on 22nd June, 2022, **CTC Leaf**: Fair demand. All grades sold around last levels. Buying pattern: Up country buyers operated. **ORTHODOX Leaf:** Good demand. High grown, medium whole leaf and larger brokens selling at fully firm level. Smaller brokens and fannings irregular with some withdrawals. **Buying pattern:** CIS operating with support from ME. **Dust:** Better demand. Prices for the good liquoring popular varieties fully firm to dearer. The plainer sorts met with some export enquiry and realized prices around last levels. **Buying pattern:** Major blenders active with support from Internal buyers .

Calcutta: at Sale 26 held on the 28th and 29th June, 2022, there were 154,343 packages on offer. **CTC:** There was good demand. Select best Assam varieties sold at irregular levels around last whilst the remainder, were irregularly easier, especially medium Assams which declined further. Larger brokens lost ground on the face of reduced interest. Better Dooars and other well-made sorts sold around last rates. Plainer Dooars met with fair demand and were irregularly easier. **Dust:** There was good demand for brighter liquoring Assams which were however irregularly easier. The remainder followed a similar trend and were easier. M/s Hindustan Unilever was active in both markets on brighter liquoring Assams and was especially active on brighter liquoring dust grades. Western India segments were active on brighter liquoring Assams in both markets. Export accounts showed reduced interest on larger brokens. M/s Tata Consumer Products showed very limited interest primarily on medium and plainer categories. Local buyers were active on the Dooars.

Guwahati: at Sale 26 held on the 28th June, 2022, there were 153,083 packages on offer.

Market: CTC Best Assams on offer this week met with good demand and sold around last levels while good and better medium Assams were barely steady to easier in line following quality. Medium and plainer varieties were generally easier and saw some withdrawals. **Buying Pattern:** HUL/Western India operated fairly actively. TCPL selective. Internal sections lent fair support. Exporters were selective on larger brokens.

Market: DUST There was fair demand. Select better liquoring sorts were irregular around last. Remainder were generally easier. Plainer sorts met with some resistance and witnessed withdrawals. **Buying Pattern: DUST** HUL operated with improved support forthcoming from TCPL this week. Western India operated mainly on the liquoring sorts. Internal lent fair support.



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	1.6	4.9	6.2	13.5	12.6	14.4	12.6	14.6	10.2	6.9	12.7	0.5	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	26.0	25.9	26.2	23.7	22.6	24.0	20.0	20.4	107.3	(26.5)	275.9	275.9
Kenya	48.7	40.8	46.3	0.0	45.3	43.5	34.7	33.6	43.4	49.0	50.7	54.4	135.8	(5.1)	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	(2.6)	45.2	45.2
Total	103.2	92.2	151.8	122.1	32.2	259.7	257.4	245.8	250.1	282.6	207.1	101.8	501.5	(19.5)	2,325.3	2,325.3
Variance	(2.5)	(5.4)	34.0	(41.7)	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	47.0			

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

News Articles of Interest

Monday, 04 July 2022

Tea farmers earn record bonuses but must contend with high living cost

Central, Eastern regions earn more per kilo.

Tea farmers in Kenya are set for a higher final payment on bonuses this year which comes as a relief in the wake of rising cost of living. Most of them are small scale farmers affiliated to the Kenya Tea Development Agency. Inflation, a measure of the cost of living, rose to a five-year high in June (7.9%), compared to 6.3 per cent in June 2021 with the prices of farm inputs, transport and food skyrocketing. The tight school calendar has also kept parents on their toes with school fees being a major spending. Kenya Tea Development Agency (KTDA) this week moves to pay a final bonus of Sh37.11 billion. This is in addition to the monthly payments totaling Sh25.78 billion, taking the total payout for the financial year 2021/22 to Sh62.89 billion, the highest ever paid to farmers in a year. It is an increase of Sh18.7 billion or 42.4 per cent from Sh44.15 billion paid last year. Payment was Sh51.94 billion in 2020, Sh46.45 billion in 2019 and Sh62.36 in 2018. This year's high earnings comes with increased average payment per kilo of green leaf which averaged Sh50.18 compared to Sh34.71 last year. Farmers in Kiambu, Muranga, Nyeri, Kirinyaga, Embu and Meru earned more per kilo compared to their peers in Kericho, Bomet, Kisii, Nyamira, Vigiga, Kakamega and Nandi, official data shows. The highest paid are those from Gitugi in Murang'a, Rukuriri (Kirinyaga/Embu) and Imenti in Meru where farmers will get Sh62 per kilo. In Western and Nandi, farmers are getting a lower pay of an average Sh40 per kilo. The weak shilling against the US dollar partly played in pushing up the farmers earnings as exporters usually paid in foreign currency benefited. The shilling has been loosing since the first half of the year with Central Bank of Kenya quoting it at a mean of 117.89 yesterday. During the same month last year, it averaged 107.93 per dollar. A kilo of KTDA teas averaged $2.76 (Sh325.54) this year to June, compared to $2.18 (Sh257.13) last year. The payments are expected to hit farmers' accounts this week. Agriculture CS Peter Munya attributed the high earnings to the minimum reserve price introduced by government in July last year, of $2.43, which helped mitigate falling auction prices. This adds to the favourable exchange rates, improved management of tea factories, reduction in production costs through efficiencies in production and improvement in the quality of tea.

"This year's bonus is the highest to be paid to tea farmers across the tea growing counties since 2016," Munya said. Unlike in previous years where the farmers were paid their final bonus in the month of October, this year, they will receive it in the month of July. The current financial year which started last Friday however poses a challenge to the industry, mainly on global factors. For instance, there are no exports to Russia according to the the East African Tea Trade Association (EATTA),which runs the region's auction in Mombasa. "As we speak, we are not exporting to Russia," EATTA managing director Edward Mudibo told the Star on telephone. Pakistan, Kenya's leading export market, also signaled a reduction in consumption with its Senior Minister Ahsan Iqbal rallying the population to reduce the quantity of tea they drink to help cut on the import bill. The South Asian state is struggling with low foreign currency reserves, currently reported to be only enough for less than two months of all imports. Pakistan is the world's largest importer of tea, with tea imports taking up more than $600 million (Sh70.4 billion) last year. It accounts for 40 per cent of Kenya's tea exports and a reduction in consumption will affect export volumes. Pakistan is the biggest buyer at the Mombasa Tea Auction, taking up 38 per cent of the total weekly sales. It is followed by Egypt (18%), the UK(9%), UAE, Russia and Sudan each five percent, Yemen (3%) while Afghanistan and Poland each take up two per cent share of the exports. Iran is at the lower end with one per cent with the rest of the world taking up the remaining. The Economic Survey 2022 indicates exported tea declined from 5.76 million metric tonnes in 2020 to 5.57 million metric tonnes in 2021, on account of reduced tea production. The commodity accounted for 19.6 per cent of the total domestic exports, valued at Sh130.9 billion, in 2021, the second highest export earner after domestic exports of horticultural products which were valued at Sh165.7 billion. Source: https://www.the-star.co.ke/business/kenya/2022-07-04-tea-farmers-earn-record-bonuses-but-must-contend-with-high-living-cost/

Saturday, 02 July 2022

President Kenyatta urges KTDA to facilitate increased value addition to Kenyan tea

President Uhuru Kenyatta has challenged the Kenya Tea Development Agency Holdings (KTDA) to initiate an elaborate plan that will ensure value addition to 90 percent of the tea grown in the country before it is exported. The President emphasized that tea farmers will reap maximum benefit from their labour if there is increased value addition to the tea they produce instead of selling it raw. "The real future for tea is value adding 90 percent of our tea and finding direct markets from the farm to the one consuming the tea in a cup. That will be the long-term solution and that solution lies with you to set the foundation," President Kenyatta said. Apart from increasing the income of tea farmers, President Kenyatta said value addition will also help to create more jobs for the country's youth. The Head of State spoke on Saturday when he addressed directors of the smallholder tea sub-sector where also announced that this year the tea industry registered its best performance in the last five years. He pointed out that the earnings of smallholder tea farmers

increased by 42.4% from Kshs 44 billion in 2021 to Kshs 63 billion in 2022 following the reforms initiated by the Government. "This is approximately an additional Kshs 18.74 billion that will be paid to tea farmers courtesy of the interventions we, as a Government, made to revitalize this sub-sector. The President said the additional revenue, which will be paid to tea farmers, has risen by 44.6% from average earnings of Kshs 34.71 per Kg of green leaf in 2021 to an average of Kshs 50.18 in 2022. "With this performance, the average bonus payment per kilogram of green leaf in 2022 will rise by 76% from Kshs 21.07 earned last year to Kshs 37.11 in 2022," President Kenyatta said. Noting that the rise of 76% is an average, the President emphasized that each tea factory will pay specific rates based on its performance with some of the factories paying more than others. President Kenyatta expressed optimism that the improved performance of the tea sub-sector this year will boost the hope of the over 650,000 smallholder tea farmers and the approximately 30% of Kenyans who are employed in the wider agricultural sector. "I am confident that once the ongoing reforms are fully implemented, the tea industry will be fully revitalized for the benefit of the tea farmers and the country," President Kenyatta said. The President highlighted several key interventions that contributed to the increased earnings for the tea sub-sector including setting up of the minimum reserve price at the Mombasa tea auction in July 2021 that led to an increase in tea export earnings from Kshs 120 billion in 2020 to Kshs 136 billion in 2022. "Monthly payments to tea farmers are also being done by the 1st week (by 5th of every month) as opposed to the 3rd week," President Kenyatta said. To further boost the tea farmers income, President Kenyatta directed Agriculture Cabinet Secretary Peter Munya to ensure fertilizer subsidy is increased from Kshs 1 billion to 3 billion. Speaking during the occasion, CS Munya said the Government in collaboration with KTDA is implementing many other programs to enhance the competitiveness of the tea sub-sector and improve the livelihood of tea farmers in Kenya. Tea Board of Kenya Chairman Dr. David Kiarie Mburu thanked the Government for mitigating against the impact of the global economic recession on the Kenyan tea sector by stabilizing fuel prices and lowering electricity tariffs. "Going forward, the Board will continue working closely with other relevant agencies to ensure sustainability of tea farming as a meaningful source of livelihood to tea growers in the country," Dr. Mburu said. KTDA national Chairman David Muni Ichoho also spoke during the meeting that was also attended by the Head of Public Service. Source: https://www.kbc.co.ke/president-kenyatta-urges-ktda-to-facilitate-increased-value-addition-to-kenyan-tea/

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	10,632,772		2.27			
24	14-Jun-22	10,105,643		2.22			
25	21-Jun-22	9,643,573		2.17			
26	28-Jun-22	9,765,460	40,147,447	2.24	2.23	1.74	1.79
6 mths Totals:						$1.87 292,688,228 Kgs	$1.97 290,761,896 Kgs
27	05-Jul-22						
28	12-Jul-22						
29	19-Jul-22						
30	26-Jul-22		-			1.68	1.76
31	02-Aug-22						
32	08-Aug-22						
33	16-Aug-22						
34	23-Aug-22						
35	30-Aug-22		-			2.01	1.92
36	06-Sep-22						
37	13-Sep-22						
38	20-Sep-22						
39	27-Sep-22		-			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

Country :	Year : 2022 Sale Nos: 1 to 22 (5 months) Kilos '000	Av. Prc US$	Country :	Year : 2021 Sale Nos: 1 to 22 (5 months) 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