TEA BROKERS EAST AFRICA LIMITED

Telephone: +254 41 2221953 / 4
Fax: +254 41 231 4480
Mobile: +254 735 221953 / 729 403507
E-mail: mail@tbeal.co.ke
www.tbeal.net

Tea Trade Centre
Nyerere Avenue
PO Box 87296 - 80100

Tea Market Report: Sale 28 of 12th - 13th July, 2022

Maintained demand for the 191,005 packages (12,43m/kgs) on offer with prices closely following quality; 27.41% remained unsold.

Leaf Grades (M2)

Offerings: 106,640 packages (6,97m/kgs) –32.48% unsold.

BP1:

Best – Were irregular with selected teas advancing by up to USC27 but most invoices tended easier by up to USC18.

Brighter – Met irregular interest varying between firm to USC8 dearer with selected lines appreciating by up to USC16 to easier by USC11.

Mediums – KTDA mediums ranged between fully steady to USC6 dearer to easier by up to USC12 with some teas neglected while plantation mediums varied between firm to USC14 dearer to easier by up to USC26.

Lower Mediums – Were irregular ranging between steady to USC14 dearer to easier by up to USC16.

Plainer – Lost up to USC17.

PF1:

Best – Saw reduced competition and were irregularly easier by up to USC15.

Brighter – Were steady to easier by up to USC10 and a few invoices lost up to USC22.

Mediums – KTDA mediums varied between firm to USC5 dearer to easier by the same margin; plantation mediums shed up to USC11.

Current and Future Fresh Auction Offerings

Country	Sale 28 12 - 13 Jul'22 MG	Sale 28 12 - 13 Jul'22 SG	Sale 28 12 - 14 Jul'21 MG	Sale 28 12 - 14 Jul'21 SG	Sale 29 18 - 20 July'22 MG	Sale 29 18 - 20 July'22 SG	Sale 30 25 - 27 July'22 MG	Sale 30 25 - 27 July'22 SG
Kenya	88,340	10,120	123,340	11,180	96,160	12,220	99,480	12,096
Uganda	16,200	10,220	16,760	9,380	16,040	10,280	15,399	10,020
Tanzania	880	610	1,240	980	640	520	1,880	1,060
Rwanda	7,000	1,260	7,160	1,380	7,320	980	6,440	960
Burundi	1,480	459	1,000	380	1,881	420	1,800	520
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	43,760	10,636	25,720	3,137	33,840	10,539	26,920	4,120
Total	**113,900**	**22,669**	**149,500**	**23,300**	**122,041**	**24,420**	**124,999**	**24,656**
	136,569		**172,800**		**146,461**		**149,655**	

Lower Mediums – Were irregular at steady to USC14 dearer to USC20 below last prices.

Plainer – Met irregular interest with some teas dearer by up to USC16 but most invoices were easier by up to USC17.

DUST Grades M1)

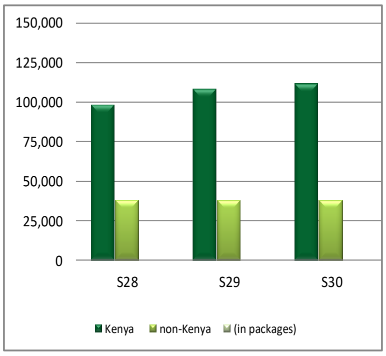
Offerings: 51,100 packages (3,80m/kgs) –13.07% unsold.

PDUST:

Best– Shed up to USC15.

Brighter –Saw selected teas advancing by USC2 to USC4 but were mostly firm to easier by up to USC13 and a few invoices lost up to USC22.

Mediums – KTDA mediums were steady at last levels, but some lines ranged between USC6 dearer to USC10 below last levels. Plantation mediums met irregular activity varying between firm to USC8 above previous prices to easier by up to USC4.



Cont……/ Page 2

continued ….

Lower Medium – Ranged between steady to USC12 dearer to easier by up to USC14.

Plainer – Were irregular varying between firm to USC11 dearer to USC12 below last rates.

DUST1:

Best – Were steady to USC5 below last prices.

Brighter– Saw irregular interest and ranged between firm to USC4 dearer to easier by a similar margin.

Mediums – KTDA mediums were steady to USC5 dearer but some lines were discounted by up to USC8 with plantation mediums firm to USC4 dearer to easier by up to USC6.

Lower Medium – Met irregular enquiry and were mainly dearer by up to USC17 with selected invoices shedding up to USC13.

Plainer – Were irregular varying between firm to USC10 dearer to easier by up to USC4.

Secondary Grades (S1)

Offerings: 33,265 packages (1,67m/kgs) –33.19% unsold.

In the Secondary Catalogues, best **BPs** eased while others held value with **PFs** irregular. Clean well sorted coloury **Fannings** held firm while **similar DUSTs** eased. **Other Fannings** were steady with **DUSTs** dearer. **BMFs** were readily absorbed at firm rates.

Markets

Egyptian Packers and **Afghanistan** lent more support with maintained activity from **Pakistan Packers, Bazaar, Yemen** and other **Middle Eastern countries. Kazakhstan,** other **CIS states** and **UK** showed good support but at lower levels with **Russia** and **Sudan** active but selective. **Iran** was subdued while **Local Packers** reduced enquiry**. Somalia** maintained support at the lower end of the market

Mombasa Auction Hammer Market Analysis—Sale No 28/2022

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	84%	2.83	3.08	2.7	3.3	2.77	3.06	2.81	2.92	2.78	3.08
2 Below Best	86%	2.66	2.98	2.6	3.24	2.6	2.85	2.62	2.98	2.62	2.84
3 Good	49%	2.24	2.63	2	2.66	2	2.68	2.26	2.84	2.24	2.6
4 Best Medium	89%	2.04	2.46	1.5	2.5	2	2.46	2.07	2.46	2.02	2.36
5 Medium	79%	1.69	2.18	1.59	2.16	1.68	2.26	1.6	2.24	1.65	2.3
6 Lower Medium	82%	1.04	1.78	0.92	1.65	1.34	1.74	1.5	1.84	1.46	1.92
7 Plain	90%	0.98	1.72	0.9	1.32	1.07	1.48	1.24	1.72	1.23	1.56
Totals	**70%**	**0.98**	**3.08**	**0.9**	**3.3**	**1.07**	**3.06**	**1.24**	**2.98**	**1.23**	**3.08**

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%	100,353	3.03	326,815	2.86	131,990	2.86	85,320	2.87	644,478	2.89
2 Below Best	24%	268,741	2.85	880,716	2.74	421,411	2.77	223,505	2.74	1,794,373	2.77
3 Good	29%	159,896	2.45	1,114,129	2.47	678,217	2.55	189,190	2.44	2,141,432	2.49
4 Best Medium	12%	67,872	2.15	331,070	2.22	431,200	2.26	44,840	2.26	874,982	2.23
5 Medium	15%	102,433	1.87	383,362	1.96	486,567	1.98	120,383	2.02	1,092,744	1.97
6 Lower Medium	8%	76,605	1.14	176,893	1.53	217,260	1.65	103,320	1.64	574,078	1.54
7 Plain	3%	35,468	1	79,810	1.32	81,339	1.52	37,080	1.49	233,697	1.37
Totals	100%	**811,368**	**2.37**	**3,292,795**	**2.42**	**2,447,984**	**2.33**	**803,638**	**2.35**	**7,355,784**	**2.38**

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	84,400	5,957,859	246	10,360	520,951	138	94,760	6,478,810	**238**	52,340	3,492,810	**159**
Uganda	13,563	850,944	155	9,360	454,358	111	22,923	1,305,302	139	23,677	1,391,842	**105**
Tanzania	880	49,798	149	750	36,645	103	1,630	86,443	**129**	2,120	116,348	**95**
Rwanda	6,920	478,576	279	960	63,924	213	7,880	542,500	271	9,880	689,300	**237**
Burundi	1,360	87,604	243	340	17,597	150	1,700	105,201	**227**	2,060	131,504	**183**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	240	14,047	**105**
Total	**107,123**	**7,424,781**	**237**	**21,770**	**1,093,475**	**130**	**128,893**	**8,518,256**	**224**	**90,317**	**5,835,851**	**155**

Sale Number	Previous Sale's Quantities and Prices									Tot+O20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 27/22	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 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**

Average Auction Hammer Prices by Grade and Country

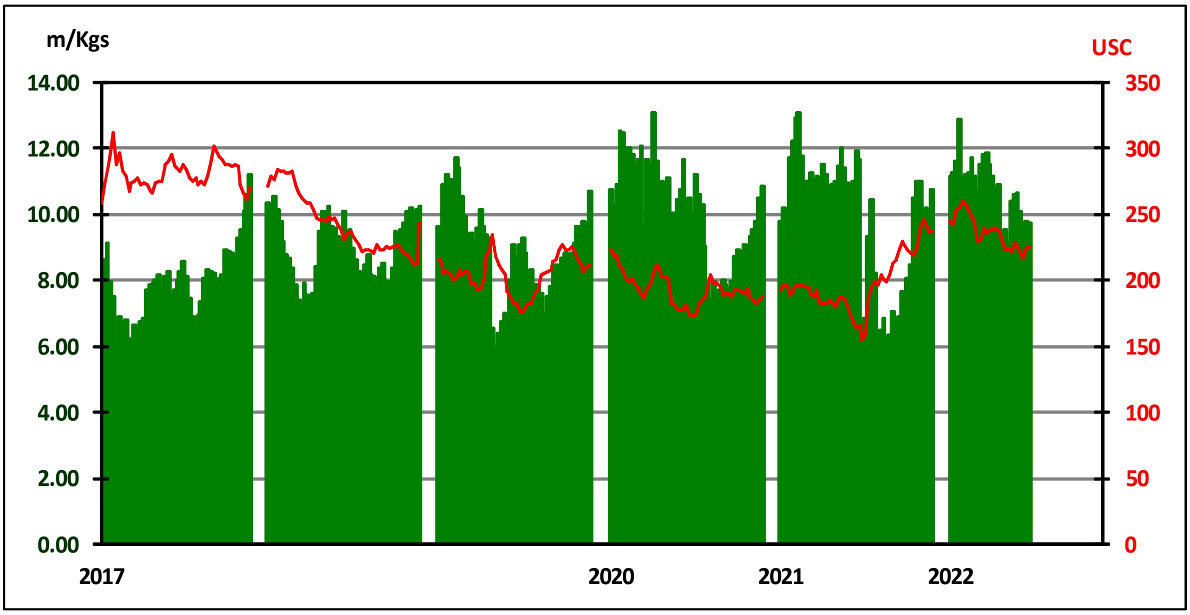
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	251	248	241	252	144	175	135	135	98	**238**	180	189	151	141	135	128	85	93	60	**159**
Uganda	118	149	166	166	95	136	135	118	81	**139**	122	124	111	100	99	104	79	93	57	**105**
Tanzania	102	154	162	123	86	-	112	105	81	**129**	109	109	115	92	106	100	70	73	64	**96**
Rwanda	298	270	281	273	249	234	212	166	86	**271**	317	230	218	207	197	175	153	148	68	**237**
Burundi	209	263	252	241	-	-	139	155	-	**227**	166	199	190	177	-	-	118	116	-	**183**
Zambia	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Malawi	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Mozambique	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Madagascar	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Zimbabwe	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
D R Congo	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Ethiopia	-	-	-	-	-	-	-	-	-	**-**	-	-	105	-	-	-	-	-	-	**105**
	236	**242**	**232**	**235**	**147**	**160**	**144**	**128**	**87**	**224**	**202**	**184**	**148**	**138**	**145**	**117**	**94**	**94**	**58**	**155**

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 27/22	238	245	235	234	153	159	145	129	88	**225**	188	184	159	158	144	113	89	99	**64**	**166**
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**

Average Auction Prices and Quantities by Country

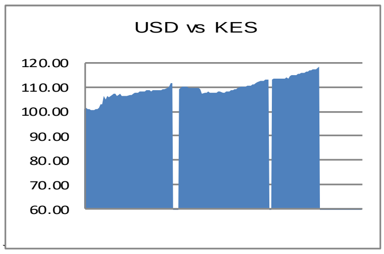
Country	Previous Sale Sale 27/22		Year To Date 2022		Last Year Sale 27/21		Year To Date 2021		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	7,393,404	240	231,734,028	254	9,274,014	172	245,083,651	193	-13,349,624	61
Uganda	1,532,175	141	39,156,125	131	1,503,201	104	38,500,376	118	655,749	13
Tanzania	97,773	126	3,696,024	121	103,660	90	2,745,858	100	950,166	21
Rwanda	567,064	275	13,984,017	283	647,364	223	14,028,754	256	-44,738	27
Burundi	160,812	223	3,668,165	231	139,688	167	3,784,289	198	-116,124	33
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	-	-	114,283	140	-90,444	8
Total	**9,751,228**	**225**	**292,262,197**	**237**	**11,667,927**	**166**	**304,356,154**	**186**	**-12,093,957**	**51**

Mombasa Weekly Average Auction Quantities and Prices 2017—2022

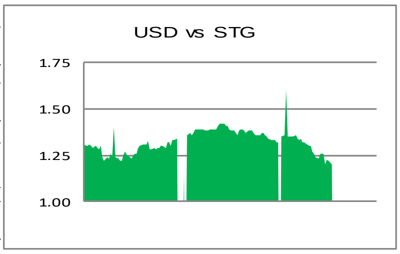


	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Total	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
2022	46.8	249	45.2	255	57.0	236	44.3	238	49.0	220	40.1	224	9.8	225											292.2	237
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	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	118.23	0.24	0.20%
KES:STG	140.54	1.32	0.93%
KES:EUR	118.86	3.23	2.64%
USD:STG	1.20	0.00	0.00%



During the week the Kenya Shilling traded between KES 117.80 -118.00 and reached 118.00 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 118.00 - 118.50 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 28/22 Packages	Kgs	Year To Date 2022 Packages	Kgs	Year To Date 2021 Packages	Kgs	Variance Year To Date Packages	Kgs
Kenya	98,460	6,733,287	3,596,248	245,120,187	3,814,377	258,232,659	-218,129	-13,112,472
Uganda	26,420	1,510,191	710,381	40,780,158	699,942	40,541,104	10,439	239,054
Tanzania	1,490	79,996	71,020	3,792,942	58,919	2,981,824	12,101	811,118
Rwanda	8,260	567,984	210,400	14,516,606	211,280	14,460,277	-880	56,329
Burundi	1,939	117,285	63,237	3,853,916	61,360	3,821,359	1,877	32,557
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	400	22,879	1,900	106,726	-1,500	-83,847
Total	**136,569**	**9,008,743**	**4,652,806**	**308,152,536**	**4,850,758**	**320,300,524**	**-197,952**	**-12,147,988**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 28	S 29	S 30	S 28	S 29	S 30	S 28	S 29	S 30	S 28	S 29	S 30	S 28	S 29	S 30
KTDA	21320	22160	16240	45760	41360	43720	14440	17440	18360	5360	5560	6000	86880	86520	84320
Unilever Tea	640	680	680	240	240	120	240	280	280	100	80	80	1220	1280	1160
James Finlay	720	720	920	640	1000	760	960	520	1520	0	0	0	2320	2240	3200
Eastern Produce	680	920	560	3880	3780	2640	2500	2140	2040	840	1080	400	7900	7920	5640
Others (K)	3020	3680	4000	12980	12300	12520	13880	13840	13680	2400	2040	2400	32280	31860	32600
Uganda	2840	3120	2920	5840	5820	6559	5563	5680	5520	2400	2480	2360	16643	17100	17359
Tanzania	350	350	510	600	600	1040	520	560	800	280	240	360	1750	1750	2710
Rwanda	2480	2680	2280	3520	3240	3160	1640	1720	1480	640	720	440	8280	8360	7360
Burundi	1000	760	720	720	841	880	360	560	300	280	240	240	2360	2401	2140
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	33050	35070	28830	74260	69261	71479	40343	42980	44220	12300	12440	12280	159953	159751	156809

Buyer Purchases of Teas Offered by Grade (in Packages)

	BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1	CARGILL KENYA LTD	11.07	21,000	2,080	13,760	4,160	1,000					
2	CHAI TRADING COMPANY LTD	8.40	15,940	2,820	8,980	1,980	1,400			500	260	
3	LAB INTERNATIONAL KENYA LTD	7.28	13,823	240	3,840	6,723	2,800		140	20	60	
4	JAMES FINLAY MOMBASA LIMITED	5.94	11,280	680	1,960	6,360	160		400	80	1300	340
5	GLOBAL TEA & COMMODITIES KENYA LTD.	5.62	10,660	1,440	4,720	2,480	1,440			560	20	
6	SSOE (KENYA) LIMITED	3.96	7,520	720	3,480	2,080	560		280	380	20	
7	MOMBASA COFFEE LTD	2.82	5,360	80	400	2,800	1,680	400				
8	ABBAS TRADERS LTD	2.45	4,640	480	1,480	1,760	120	140	240	340	80	
9	COFFTEA AGENCIES LTD	2.18	4,140	1,480	560	280			80		1,480	260
10	M J. CLARKE LTD	1.93	3,660	40	480	2,320	360		80	40	340	
11	VAN REES KENYA LIMITED	1.44	2,740	160	1,120	320			260	20	860	
12	STANSAND (A) LTD	1.38	2,620		960				780		880	
13	GOLD CROWN FOODS (EPZ) LTD	1.29	2,440		200	280	40	20	160	360	260	1,120
14	DEVCHAND KESHAVJI (K) LTD	1.24	2,360		2,360							
15	MIZAJ AFRICA LTD	1.17	2,220			1,900	320					
16	SUMMER LINER CO. LTD	1.13	2,150	360				280	40		810	660
17	EMPIRE KENYA (EPZ) LTD	0.99	1,880	640	520					80	640	
18	ALIBHAI RAMJI (MSA) LTD	0.67	1,280	40	1,000	40			80		120	
19	CHAMU SUPPLIES LIMITED	0.66	1,260	600	240		40	80	100		200	
20	SHAKAB EXPORT & IMPORT CO. LTD	0.65	1,240	360	800	40	40					
21	TUSHA TEA LTD	0.58	1,100	480	440				40	60	80	
22	IMPERIAL TEAS (EPZ) LTD	0.56	1,060		80	120	80	20	540	220		
23	INDO-AFRICAN TEA CO. (K) LTD.	0.46	880		760						120	
24	GREAT WHITE PACKERS LTD	0.39	740		320	40	160		140	80		
25	AIMCO ENTERPRISES LTD	0.38	720							40	180	500
26	AL KHALIFA ENTERPRISES LTD	0.31	580									580
27	PWANI HAULIERS	0.31	580									580
28	AL EMIR LIMITED	0.30	560		560							
29	MCLEOD RUSSEL AFRICA LIMITED	0.28	540	200		80	160		20	80		
30	TRANS-ATLANTIC TRADING Co. LTD	0.27	520	120	40			40	20	220	20	60
31	LULA TRADING COMPANY	0.25	480					80				400
32	MAISHA COMMODITIES	0.24	460	200				20	40		200	
33	SARDIA INTERNATIONAL CO. LTD	0.21	400	80	240			20	60			
34	RANFER TEAS KENYA LTD	0.19	360	120							240	
35	CUP OF JOE LTD	0.17	320					320				
36	LINDOP & COMPANY (KENYA) LTD	0.17	320		80	120				120		
37	AXIS TEA & SERVICES LIMITED	0.11	200							40		160
38	JALEEL TRADING COMPANY	0.11	200								60	140
39	KIRINDO TRADERS LIMITED	0.09	180					40			40	100
40	TROPICAL CROPS & COMMODITIES	0.08	160					60			60	40
41	AFRO TEAS LTD	0.07	140								20	120
42	NALA TEA COMPANY LTD	0.04	80				40				40	
43	RIOTANA TRADING LIMITED	0.03	60					60				
44	JAWAI TEA LIMITED	0.02	40	40								
	Total Sold	67.92	128,893	13,460	49,380	33,883	10,400	1,580	3,500	3,240	8,390	5,060
	Withdrawn	-										
	Unsold	32.08	60,875	18,760	23,800	5,860	1,080	240	520	420	10,075	120
	% Unsold			58	33	15	9	13	13	11	55	2
	Grand Total	**100.00**	**189,768**	**32,220**	**73,180**	**39,743**	**11,480**	**1,820**	**4,020**	**3,660**	**18,465**	**5,180**

	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
Sale 27/22	76.64%	141,640	15,680	52,681	38,980	10,140	1,700	3,540	3,240	9,119	6,560
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
Sale 23/22	68.87%	150,419	16,960	59,320	41,220	11,700	1,300	4,480	3,159	6,620	5,660
Sale 22/22	70.15%	146,630	18,420	55,480	42,500	10,960	960	3,000	2,670	7,040	5,560

Other Tea Auction Centres

Colombo: at Sale 26 held on the 5th and 6th July, 2022. The 0.56Mkg of Ex estate teas on offer met with good demand. Select Best Western High Grown BOPs gained, whilst the below best and plainer varieties appreciated from last week's levels. Select Best Western High Grown BOPFs were dearer, the below best and plainer sorts too, followed a similar trend and appreciated as the sale progressed. Nuwara Eliya BOPs appreciated, the BOPFs too were dearer. Uda Pussellawa BOPs were irregular, the BOPF were dearer. UVA BOPs gained substantially, the BOPFs too were mostly dearer. Low Grown CTC BP1s gained, the High and Medium sorts were irregular. The Low Grown PF1s too appreciated, the High and Medium sorts were irregularly dearer. The 2.1Mkg of Low Grown teas which were on offer met with good demand. In the Leafy segment, OPs sold at reasonable levels. Better OPAs were dearer, others were firm. OP1s met with good demand. In the Semi Leafy segment, BOP1s were firm. Pekoe varieties were firm to irregularly lower, Pekoe1s met with improved demand. In the Small Leaf segment, well-made FBOPs were dearer, others too met with good demand. FBOPF varieties attracted improved interest. Better FBOPF1s were dearer, others too met with good demand. BOPF.SP, BOPF, BOP.SP and BOPs sold at improved levels. All Premium Flowery teas were dearer. Turkey, Russia, Iran and the C.I.S countries lent fair support. Libya and Iraq were active.

Chittagong: at Sale 10 held on the 4th July, 2022, **CTC LEAF:** 40,880 packages of Current Season & 120 packages of Old Season teas on offer met with a good demand once again at irregular rates. **BROKENS:** Best Brokens met with slightly improved market and tended dearer following competition. Good Brokens met with a fairly good demand and were about steady. Medium and other varieties also met with a fairly good demand and were a little easier in line with quality. BLF teas met with a fair demand and sold at around last levels with a few withdrawals. **FANNINGS:** Best Fannings met with a good demand and mostly sold at around last levels. Good Fannings were a little easier market in line with quality. Medium and plainer types once again met with fair demand and were slightly easier. BLF teas met with a fair demand and sold at around last levels with a few withdrawals.

Auction Offerings

Centre	Week 27 05-Jul	Week 28 12-Jul	Week 29 19-Jul	Week 30 26-Jul
Mombasa	185,900	190,965	190,840	180,695
Limbe	7,600	5,140		
Colombo	5.1m/kgs	5.4m/kgs	5.4m/kgs	5.1m/kgs
Jakarta		9,720	10,700	
Calcutta	137,080	112,741	143,008	
Guwahati	145,820	191,632	132,612	
Chittagong	52,952			
Total	**529,352**	**510,198**	**477,160**	**180,695**

CTC DUST: 11,906 packages of Current Season & 40 packages of Old Season teas on offer met with good demand. Good liquoring Dusts sold at irregular prices with select lines selling at firm to slightly dearer rates. Their Mediums met with fairly good demand and were about firm on last. However, plain and BLF Dusts were an easier market and witnessed fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. **COMMENTS:** It was evident throughout the sale that buyers were closely following quality and all well made good liquoring types were well sought after and sold at dearer rates. Blenders continued to be the mainstay of the market whilst Loose tea buyers showed a little more interest particularly for the best varieties. Dusts sold well.

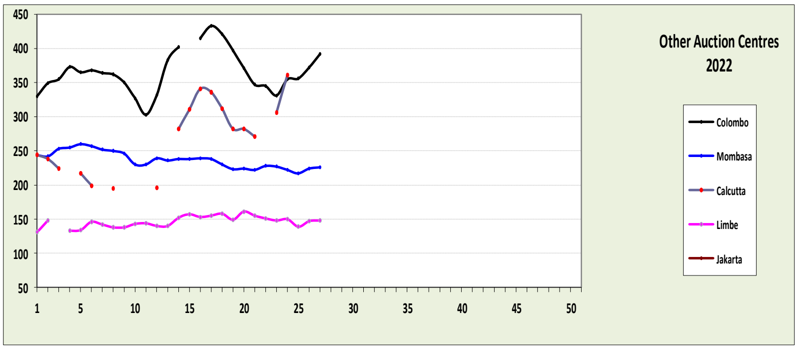
Cochin: at Sale 26 held on 29th June, 2022, **CTC Leaf**: Good demand. All grades sold around last levels. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. High grown, medium whole leaf and larger brokens fully firm to dearer. Secondary smaller brokens and fannnigs irregularly lower. **Buying pattern:** CIS operating with support from ME. **Dust:** Good demand. Prices for the popular and good liquoring teas dearer. Plainer types firm. **Buying pattern**: Major blenders active with support from Internal buyers.

Calcutta: at Sale 27 held on the 5th and 6th July, 2022, there were 155,675 packages on offer. **CTC:** There was good demand. Select best Assams met with competition and sold around last levels. The majority of the remainder were barely steady to irregularly easier due to interest at lower levels than last. Well-made medium categories were steady; others were easier. Better and well-made medium Dooars were steady. The remainder, including the plainer categories lost ground and were easier. **Dust:** There was good demand. Brighter liquoring dust and CD grades met with competition and sold at fully firm to dearer rates. However, similar quality PD grades met with lower interest and were barely steady to easier with the gap between the PD grade & the D/CD grades now widening. Other Assams varieties were irregular, closely following quality. M/s Hindustan Unilever was active in both markets and competed for brighter liquoring Assams. They continued to show strong interest on bright Assam dust & CD grades and competed with a premium regional packeteer in this category. Western India segments remained active on good liquoring varieties. M/s Tata Consumer Products showed limited interest on certain categories which included well-made medium varieties and plainest Dooars BLF. Export accounts showed limited interest on bolder brokens. Local buyers operated on the Dooars.

Guwahati: at Sale 27 held on the 6th July, 2022, there were 157,802 packages on offer.

Market: CTC There was good demand for the good and best Assams on offer at steady to easier levels following quality whilst remainder were irregularly easier. Plainer and browner sorts met with less enquiry and witnessed noticeable amount of withdrawals. **Buying Pattern:** HUL participated fairly actively. Western India buyers operated mostly on the brighter liquoring varieties. TCPL operated selectively, remaining internal segments lent fair support. Exporters were selective on the larger brokens.

Market: DUST There was good demand for select better liquoring Assams at around last while remainder met with fair demand at irregular levels following quality. The plainer/browner sorts were discounted and witnessed some withdrawals. **Buying Pattern: DUST** HUL/Western India buyers participated actively on the better liquoring varieties. There was fair enquiry from other segments of the trade.



News Articles of Interest

Friday, 08 July 2022

West of Rift Tea Factories Record 55pc Increase In Payments As KTDA Disburses Bonus

NAIROBI, Kenya, July 8 – Farmers affiliated with Kenya Tea Development Agency have started receiving Sh37.1 billion as the final payment (bonus) for the Financial Year ending 30th June 2022 with factories in the west of Rift having the highest improvement in payment with an average rate increase of more than 55 percent.

Overall, the earnings disbursed to farmers represented a significant increase over the Sh21 billion paid out in the previous financial year. Farmers have also been paid over half-a-billion shillings (Sh519 million) as dividends from KTDA Holdings subsidiaries within the same payment disbursement. KTDA has invested in profitable subsidiaries along the tea value chain, and their profits are shared out as dividends to the farmers. Farmers in different factories earn varying amounts in bonus payments depending on the performance of their individual factories. These rates are declared by the respective factory boards based on Accounts that shall be ultimately tabled in shareholders' AGM. Factories which recorded the highest increment in total payment (monthly and bonus) this year include Sanganyi which paid its farmers total payment of Sh48 for each kilo of green leaf compared to Sh24 in the previous financial year (2020/21). Disbursement of these payments to farmers marks the close of the financial year ending June 2022 that has seen a major recovery in growers' fortunes. The pay slips farmers will receive from their respective factory companies will show the actual dividend payments, June monthly
payments, final payment and other farmer specific transactions. "The performance in the just concluded financial year has been the best farmers have had in a number of years. As we continue to implement reforms, deploy technology and make our processes more efficient across the business, we expect to sustain this growth trajectory and put a smile on our farmers faces," KTDA Holdings chairman David Ichoho said. "The payments will come in handy as we take our children back to school and will help us easily handle the upcoming financial obligations." This is the first time the final payment is being made in July. Traditionally, the payment was made in October. The change is part of reforms to streamline farmers' payments to better respond to their financial needs.

Kiamokama had an 84 percent improvement with total payments to farmers jumping from Sh22 to Sh40.50. Kapsara recorded an improvement of 81% from Sh22 to Sh40. The improved earnings were a result of the reserve price introduced in July, better tea prices, and favourable exchange rates. Source: https://www.capitalfm.co.ke/business/2022/07/rift-tea-factories-record-55pc-increase-in-payments-as-ktda-disburses-bonus/

May 2022

Sri Lankans debate over a tea hub or not

Part 2: Open imports vs restricted imports

Last week, the Business Times (BT) looked at an important issue surrounding Sri Lanka's tea industry over calls to create a tea hub by some traders who want the laws of the country amended to allow imports of other origin teas. Those teas would then be blended and packaged in Sri Lanka and exported. While some producers and exporters argue that free imports of multi-origin teas either from Vietnam, Kenya, India and China amongst other countries will adversely affect the Ceylon Tea brand and millions of workers employed in the industry, others feel there is a huge potential for a tea hub which would bring in much needed foreign exchange into the country.

This week we take a look at more of the pros and cons of a tea hub:

Director of Dilmah Tea, Malik Fernando says that there is no consumer demand for multi-origin teas and that calls for a tea hub by private label packers and traders have wildly exaggerated the benefits to primarily lower their blend costs. Mr. Fernando said the private label packers and traders have not taken into consideration the major impact on growers due to the inevitable drop in demand and the damage to the image of Ceylon Tea resulting from foreign tea being exported with a label stating it was packed in Sri Lanka.

Cont……/ Page 2

News Articles of Interest continued ..

Mr. Fernando said a hub makes sense in apparel but not in tea where 10% of the population is dependent on growing a unique, high quality tea. "Dilmah would be one of the biggest beneficiaries if we could use cheap imported tea as our brand is well established but it would be short-sighted," he explained. "All this hub talk is a smokescreen for lack of proper marketing. Trading is confused with marketing."

Managing Director at George Steuart & Company Dai Pathmanadan told the Business Times that there is huge potential for Ceylon Tea if authorities make the country a tea hub. Mr. Pathmanadan explained that George Steuart is an exporter of packaged and bulk tea and that a tea hub would bring in much needed foreign exchange to country. He said that restrictions on tea exports should be removed to allow more imports for re-export to cater to the high demand of Sri Lankan tea overseas and beat the high import duty imposed by many foreign countries. George Steuart was the sole packer of the UK Beverages Colombo owned Riston brand sold in Russia until two years ago when packaging was shifted to beat the import duty.

While advocating the imports of tea for blending it with Sri Lankan tea for the export market, President of the Association of Small and Medium Tea Exporters' (ASMTE) M.C.M. Zarook stressed the need to protect the pure Ceylon Tea from corrupt dealers both here and overseas. Mr. Zarook, who is also the Chairman of Sindbad (Pvt) Ltd, noted that packaging of tea in Sri Lanka on a large scale should be allowed to curtail the practice of blending Sri Lankan tea with inferior quality teas and cheap teas overseas.

Speaking to Business Times from his sick bed at Asiri Hospital in Colombo, Mr. Zarook noted that the racket of blending Sri Lankan teas with inferior quality and cheap teas like Vietnamese teas and selling it in the European market is continuing unabated. He added that he is in possession of shipping documents to prove that a German importer of Sri Lankan tea is engaged in re-packaging blended commodities as Ceylon Tea and selling it in various parts of Germany, thereby undercutting genuine tea exporters.

Mr. Zarook said the Germans are using registration numbers given by the Tea Controller's Department to certify their inferior quality tea as Sri Lankan tea. He said this re-packaging has been carried out in Germany over the past few years and that the Sri Lankan authorities have failed to take any action so far. He said that if the authorities allow importing tea and blending it with Sri Lankan tea, these foreign rackets will not be able to survive. He noted that the blending should be done with a high percentage of Sri Lankan tea in order to preserve the 'Pure Ceylon Tea' tagline and protect the local tea industry, particularly the cultivators and workers.

Exporters: Need for standalone Free Trade Zone for tea

The majority of Sri Lankan tea exporters are advocating the creation of a standalone Free Trade Zone in Sri Lanka under the scrutiny of the Sri Lanka Tea Board which will allow exporters to import teas of other origins and blend within this zone only.

Speaking to the Business Times, Jayantha Keragala, Chairman of the Tea Exporters Association said that criteria could be laid down with a minimum percentage of Ceylon origin blended with other origins. "Such a requirement will create extra demand within the tea auction, especially from the lower priced teas, and this will be a boon to the local tea producers," he said.

He added that a standalone zone which is well monitored will also not damage the image of pure Ceylon Tea as all production will be done within this specific area.

Mr Keragala noted that making a hub for tea will see a significant multiplier effect within the economy as new opportunities arise for the ancillary industries such as packaging, banking, insurance, manufacturing and advertising and it will create more employment. In addition many of the larger global players will also be attracted to locate their facilities within Sri Lanka, he said.

He pointed out that if the possibility of blending with other origins of tea existed, then Sri Lankan brands have a greater incentive to continue production locally. Mr Keragala said exporters understand the concerns of producers and are sympathetic, as they themselves depend on tea cultivators for their exports.

"The price Sri Lankan teas fetch at the auction will decline and be in line with other auction centres if we fail to make Sri Lanka a hub for world tea and due to our higher cost of production, this will be the death knell of the tea growing industry in the island," he said. As more packers locate in foreign destinations, the export of value added teas will decline .and Sri Lanka will revert to a raw material supplier, he added. Source: https://www.sundaytimes.lk/100530/BusinessTimes/bt39.html

Regional Weather Conditions and World Crop

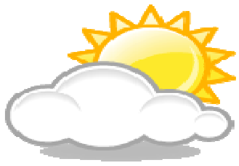
Kenya: Muranga: There was 11.5mm of rainfall recorded over 3 wet days of the week. The highest and lowest temperatures were 26˚c & 8˚c respectively**.** **Crop** intake averaged **45.3** tonnes/day on a **six** day plucking cycle. Weather conditions were cold with showers at night.

Nyeri: This week was cold and rainy with 19.6 mm of rainfall received during the course of the week. The highest and lowest temperatures were 22˚c & 13˚c respectively. Crop intake averaged 21.5 tonnes/day on a six day plucking cycle**.**

Meru: The week was mostly cold and cloudy with the exception of Tuesday and Wednesday which were warm. No rainfall was recorded. The highest and lowest temperatures were **24˚c & 13˚c** respectively. Crop intake averaged **19.4** tonnes/day on a five day plucking cycle.

Sotik: The week was cold with alternate sunshine in the mornings with scanty showers received. The area received 4.5mm of rainfall spread in two wet days. The highest and lowest temperatures were 24.5˚c & 12˚c respectively. Factory utilization declined from last week's levels.

Kericho:The week had cold and cloudy conditions, with occasional light rains. Average rainfall of 6.1 mm was recorded. Average temperatures were highs of 22° Celsius and lows of 10° Celsius. Crop intake went down by 4% compared to previous week's levels.Crop on offer has



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.

slightly declined and is expected to remain around these current levels in the coming days of this period as the cold weather continues.

Uganda: There was decreased rainfall activity experienced this week in most tea growing areas. Fort Portal received no rainfall 00mm (08 mm) of rainfall while Hoima regions received 03mm rainfall (07 mm last week) There was **no** rainfall (0mm) in Bushenyi region (**00mm)** and Kibale region as well 00mm (0**2mm).** Average temperatures were highs of **31° Celsius** and lows of **17° Celsius**. Crop levels have dropped.

Detailed Regional Forecast For 12th July-18th July 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, occasional rains may occur over few places. Afternoon as well as night showers and thunderstorms are expected over few places occasionally spreading to several places. Maximum (day-time) temperatures are likely to be as low as 19o C in Narok and as high as 29o C in Kisumu. Minimum (night-time) temperatures are expected to be as low as 07o C in Kabarak and Narok and as high as 20o C in Suba.

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 light rains over few places, giving way to sunny intervals. Occasional afternoon and night showers are expected over few places. Maximum (day-time) temperatures are likely to be as low as 14o C in Kangema and as high as 27o C in Laikipia.

Crop production Kenya: A further reduction in rainfall received over the past week and the setting in of the cold season resulted in a decrease in crop received when compared to previous levels in all regions in both the **EoR** and **WoR**.

Uganda: This past week the rainfall has continued to decline in all of the tea growing areas. The crop intake has continued to drop as a result of the decline in rainfall.

Malawi: Crop intake continues low.

World Production from Main Producing Countries over the Past Twelve Months															Production over calendar years	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	+ / - Variance	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	100.2	143.6	157.2	153.2	141.4	167.3	103.0	49.7	225.0	47.1	1,033.4	1,033.4
South India	15.9	14.6	16.3	20.6	26.9	25.9	21.8	16.4	22.4	21.3	16.6	14.8	94.3	(3.1)	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	41.2	45.3	43.5	34.7	33.6	43.4	49.0	50.7	54.4	177.0	(8.2)	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	0.0	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	163.3	159.3	259.7	257.4	245.8	250.1	282.6	207.1	101.8	669.8	2.7	2,325.3	2,325.3
Variance	(2.5)	(5.4)	34.0	(0.5)	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	88.2			

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	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: }					$2.38 282,510,969 Kgs	$1.87 292,688.228 Kgs	$1.97 290,761,896 Kgs
27	05-Jul-22	9,751,228		2.25			
28	12-Jul-22						
29	19-Jul-22						
30	26-Jul-22		9,751,228		2.25	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 26 (6 months) Kilos ' 000	Av. Prc US$	Country :	Year : 2021 Sale Nos: 1 to 26 (6 months) Kilos ' 000	Av. Prc US$
Kenya	224,341	2.55	Kenya	235,810	1.94
Uganda	37,624	1.30	Uganda	36,997	1.19
Tanzania	3,598	1.21	Tanzania	2,642	1.00
Rwanda	13,417	2.83	Rwanda	13,381	2.58
Burundi	3,507	2.31	Burundi	3,645	1.99
Malawi	-		Malawi	-	-
Mozambique	-		Mozambique	-	-
D R Congo	-		D R Congo	-	-
Madagascar	-		Madagascar	99	1.01
Ethiopia	24	1.48	Ethiopia	114	1.40
Total :	282,511	2.38		292,688	1.87

	Kilos ' 000	Av. Prc US$
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