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Tea Market Report: Sale 30 of 25th - 27th July, 2022

Generally fair demand at irregular levels for the 180,695 packages (11.88m/kgs) in the market with 24.82% remaining unsold.

Leaf Grades M2)

97,599 packages (6.40m/kgs) – 30.82% unsold

BP1:

Best – Useful but irregular competition following quality ranging between steady to USC88 dearer to easier by up to USC30.

Brighter – Varied between firm to USC15 dearer to easier by up to USC10 with some teas neglected.

Mediums – KTDA mediums were steady to USC10 below last levels with many invoices remaining unsold while Plantation mediums saw improved activity and appreciated by up to USC28.

Lower Mediums – Were mostly easier by up to USC20 but some teas gained up to USC10.

Plainer – Ranged between firm to USC12 dearer to easier by a similar margin.

PF1:

Best – Shed up to USC20.

Brighter – Steady to USC10 below last prices.

Mediums – KTDA mediums ranged between firm to USC10 easier with plantation mediums los-

Current and Future Fresh Auction Offerings

Country	Sale 30 25 - 27 July'22		Sale 30 26 - 28 July'21		Sale 31 1 - 3 Aug'22		Sale 32 8 - 10 Aug'22	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	99,480	12,096	104,080	11,200	92,260	9,300	96,900	10,456
Uganda	15,399	10,020	15,880	9,080	14,760	10,500	15,240	8,640
Tanzania	1,880	1,060	1,000	640	640	180	280	260
Rwanda	6,440	960	6,000	1,180	5,300	940	5,120	920
Burundi	1,800	520	1,760	280	1,800	360	1,600	300
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	26,920	4,120	10,480	2,180	38,080	9,795	39,680	10,339
Total	124,999	24,656	128,720	22,380	114,760	21,280	119,140	20,576
	149,655		151,100		136,040		139,716	

ing up to USC12.

Lower Mediums – Met irregular interest and varied between firm to USC15 dearer to easier by up to USC20.

Plainer – Were irregular ranging between steady to USC13 dearer to easier by up to USC20.

DUST Grades (M1)

54,320 packages (4.03m/kgs) – 12.67% unsold

PDUST:

Best – Irregular demand varying between firm to USC9 dearer to easier by up to USC16.

Brighter – Advanced by up to USC10.



Mediums – KTDA mediums were steady to USC5 above previous levels with plantation mediums irregular ranging between firm to USC8 dearer to easier by up to USC7.

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Lower Medium – Varied between steady to USC8 dearer to easier by a similar margin.

Plainer – Met improved interest and gained up to USC16 but a few invoices lost up to USC5.

DUST1:

Best – Shed up to USC11 but selected invoices appreciated by USC4 to USC8.

Brighter – Were mainly steady to USC4 dearer but a few lines lost up to USC9.

Mediums – KTDA mediums were irregular varying between firm to USC3 dearer while most teas shed up to USC5; plantation mediums appreciated by up to USC6 but some select lines were discounted by up to USC14.

Lower Medium – Irregular ranging between steady to USC7 dearer to easier by up to USC14.

Plainer – Were irregular with some lines advancing by up to USC10 while others shed up to USC14.

Secondary Grades (S1)

28,776 packages (1.45m/kgs) – 27.38% unsold.

In the Secondary Catalogues, **BPs** held value with **PFs** barely steady. Clean well sorted coloury **Fannings** tended easier while **DUSTs** were irregular but on balance easier. **Other Fannings** appreciated with **similar DUSTs** discounted. **BMFs** were well absorbed.

Markets

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

Mombasa Auction Hammer Market Analysis—Sale No 30/2022

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	79%	2.77	3.22	2.7	4.02	2.68	2.9	2.77	3	2.72	2.98
2 Below Best	86%	2.62	3	2.55	3.4	2.57	2.86	2.66	2.94	2.6	2.78
3 Good	58%	2.2	2.57	2	2.62	2.07	2.6	2.2	2.76	2.2	2.57
4 Best Medium	86%	2.01	2.3	1.9	2.3	1.92	2.46	2	2.42	2.01	2.32
5 Medium	74%	1.71	2.18	1.48	2.02	1.66	2.15	1.76	2.26	1.71	2.2
6 Lower Medium	92%	1.18	1.8	1	1.34	1.4	1.78	1.56	1.8	1.5	1.94
7 Plain	80%	1.19	1.6	0.85	1.1	1.16	1.6	1.5	1.62	1.4	1.58
Totals	74%	1.18	3.22	0.85	4.02	1.16	2.9	1.5	3	1.4	2.98

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%	107,800	3.06	329,705	2.76	158,897	2.83	82,196	2.82	678,598	2.83
2 Below Best	26%	306,418	2.84	920,900	2.68	553,915	2.76	205,244	2.71	1,986,477	2.73
3 Good	28%	192,161	2.43	1,054,935	2.44	761,538	2.54	141,064	2.44	2,149,698	2.48
4 Best Medium	11%	76,440	2.06	272,348	2.1	426,588	2.26	44,960	2.24	820,336	2.19
5 Medium	14%	44,880	1.71	431,108	1.93	504,430	2.07	95,000	1.99	1,075,417	1.99
6 Lower Medium	8%	61,990	1.1	256,105	1.53	224,676	1.66	94,072	1.65	636,843	1.55
7 Plain	3%	44,320	0.97	86,348	1.36	76,080	1.56	40,112	1.52	246,860	1.38
Totals	100%	834,009	2.41	3,351,449	2.35	2,706,124	2.37	702,648	2.33	7,594,229	2.36

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	86,600	6,117,283	246	10,598	535,777	135	97,198	6,653,061	237	102,240	6,797,396	199
Uganda	15,199	937,333	155	9,500	461,352	114	24,699	1,398,685	142	21,240	1,239,094	104
Tanzania	1,200	69,797	152	920	39,958	105	2,120	109,755	135	1,580	82,348	104
Rwanda	6,280	437,244	279	740	49,108	213	7,020	486,352	273	7,720	529,068	259
Burundi	1,480	93,532	230	420	20,276	146	1,900	113,808	215	2,480	155,436	186
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Total	110,759	7,655,189	236	22,178	1,106,471	129	132,937	8,761,661	222	135,260	8,803,342	188

Sale Number	Previous Sale's Quantities and Prices									Tot+Q20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkg	Kgs	USC
Sale 29/22	107,561	7,440,890	236	23,520	1,170,390	129	131,081	8,611,281	221			
Sale 28/22	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 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

Average Auction Hammer Prices by Grade and Country

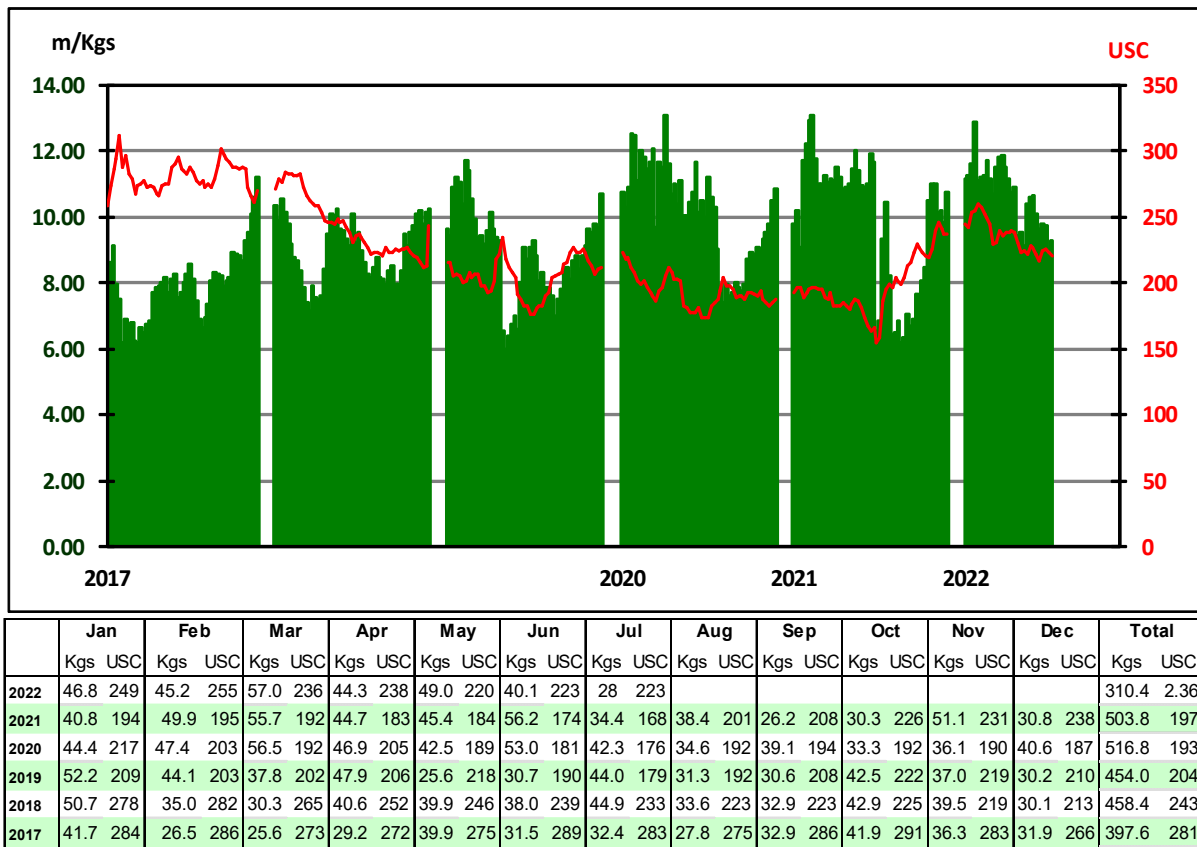
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	260	243	245	251	141	156	142	132	108	237	227	212	194	183	124	122	85	103	63	199
Uganda	115	152	169	167	95	138	131	121	84	142	111	120	117	110	89	100	81	85	59	104
Tanzania	103	154	161	143	-	131	121	109	85	135	99	118	119	108	92	96	75	71	64	104
Rwanda	302	267	281	269	236	230	204	163	-	273	348	240	227	224	197	-	167	141	70	259
Burundi	205	245	245	236	-	-	141	148	-	215	173	205	209	182	-	-	124	118	-	186
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	241	234	237	233	151	148	145	128	92	222	228	206	185	168	127	113	96	97	61	188

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 29/22	236	239	233	230	165	149	145	129	89	221	197	187	156	130	134	111	91	92	59	158
Sale 28/22	236	242	232	235	147	160	144	128	87	224	202	184	148	138	145	117	94	94	58	155
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

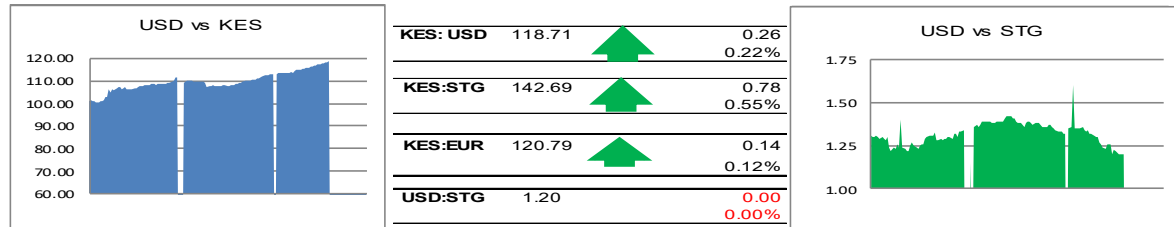
Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 29/22		Year To Date 2022		Last Year Sale 29/21		Year To Date 2021		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	6,990,125	235	245,486,571	253	4,393,933	170	253,483,704	192	-7,997,134	61
Uganda	1,500,984	142	42,020,581	131	1,629,216	104	41,695,004	117	325,577	14
Tanzania	74,401	130	3,845,533	122	121,114	94	2,980,400	99	865,133	23
Rwanda	561,920	270	15,130,061	282	552,303	242	15,278,653	255	-148,592	27
Burundi	131,213	226	3,910,747	231	138,534	180	4,073,123	196	-162,376	35
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	3,492	117	131,806	136	-107,967	12
Total	9,258,643	221	310,417,332	236	6,838,592	159	317,741,633	185	-7,324,302	51

Mombasa Weekly Average Auction Quantities and Prices 2017—2022



Exchange Rates (2020-2022)



During the week the Kenya Shilling traded between KES 118.30 -118.60 and reached 118.60 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 118.60 - 119.00 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 30/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	111,576	7,616,244	3,816,204	260,122,157	4,054,497	274,507,308	-238,293	-14,385,151
Uganda	25,419	1,443,091	762,120	43,731,774	752,422	43,571,118	9,698	160,656
Tanzania	2,940	155,328	75,120	4,011,106	63,259	3,198,532	11,861	812,574
Rwanda	7,400	535,148	226,100	15,623,828	226,360	15,493,945	-260	129,883
Burundi	2,320	136,270	67,858	4,130,079	65,080	4,052,991	2,778	77,088
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
Zimbabwe	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	149,655	9,886,081	4,948,922	327,707,671	5,166,498	341,087,195	-217,576	-13,379,524

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 30	S 31	S 32	S 30	S 31	S 32	S 30	S 31	S 32	S 30	S 31	S 32	S 30	S 31	S 32
KTDA	16240	22360	23760	43720	47160	46120	18360	15800	17400	6000	5440	4080	84320	90760	91360
Unilever Tea	680	600	300	120	120	200	280	360	560	80	60	60	1160	1140	1120
James Finlay	920	680	920	760	760	1360	1520	1500	1740	0	0	0	3200	2940	4020
Eastern Produce	560	600	560	2640	1980	2680	2040	1880	2440	400	680	600	5640	5140	6280
Others (K)	4000	3300	5040	12520	11180	13260	13680	12280	13580	2400	2040	1580	32600	28800	33460
Uganda	2920	3160	3000	6559	6600	6640	5520	5200	4680	2360	2120	2200	17359	17080	16520
Tanzania	510	270	310	1040	760	680	800	480	440	360	360	320	2710	1870	1750
Rwanda	2280	1720	1920	3160	2620	2520	1480	1320	1240	440	580	520	7360	6240	6200
Burundi	720	880	760	880	960	840	300	240	480	240	240	240	2140	2320	2320
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	28830	33570	36570	71479	72220	74380	44220	39300	42800	12280	11520	9600	156809	156610	163350

Buyer Purchases of Teas Offered by Grade (in Packages)

BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1 CARGILL KENYA LTD	13.99	25,280	1,440	17,280	6,080	480					
2 GLOBAL TEA & COMMODITIES KENYA LTD.	9.68	17,480	2,240	8,040	5,000	1,640			500	60	
3 JAMES FINLAY MOMBASA LIMITED	7.76	14,020	1,040	4,200	5,400	800		940	460	1,180	
4 LAB INTERNATIONAL KENYA LTD	6.42	11,600	200	2,040	7,440	1,920					
5 M.J. CLARKE LTD	3.75	6,780		1,320	4,200	760		20	100	380	
6 CHAI TRADING COMPANY LTD	3.73	6,739	1,680	3,919	160			240	40	700	
7 MOMBASA COFFEE LTD	2.75	4,960	80	240	2,960	1,600	80				
8 ABBAS TRADERS LTD	2.70	4,880	80	2,280	1,720	200	40	180	320	60	
9 MIZAJ AFRICA LTD	2.04	3,680	40	1,440	1,600	600					
10 VAN REES KENYA LIMITED	1.90	3,440	200	1,880	320			360		680	
11 COFFTEA AGENCIES LTD	1.89	3,420	1,400	720	280			40		980	
12 EMPIRE KENYA (EPZ) LTD	1.75	3,160	1,040	520					60	1,540	
13 SSOE (KENYA) LIMITED	1.70	3,080	560	1,080	240	520	20	160	460	40	
14 CUP OF JOE LTD	1.43	2,580		760	1,320		320	80		100	
15 GOLD CROWN FOODS (EPZ) LTD	1.35	2,438		200	120		20	400	120	1,118	460
16 SUMMER LINER CO. LTD	1.15	2,080	160	240		80	300	240	40	400	620
17 SHAKAB EXPORT & IMPORT CO. LTD	1.08	1,960	1,200	720	40						
18 INDO-AFRICAN TEA CO. (K) LTD.	0.94	1,700	40	1,240	200			80		140	
19 MAYMUN ENTERPRISES	0.70	1,260									1260
20 TRANS-ATLANTIC TRADING Co. LTD	0.65	1,180	200	160	80	120	80	100	320		120
21 CHAMU SUPPLIES LIMITED	0.55	1,000	200	240	40	80	100	200	100	40	
22 AIMCO ENTERPRISES LTD	0.52	940							40	440	460
23 STANSAND (A) LTD	0.45	820						320		500	
24 SARDIA INTERNATIONAL CO. LTD	0.44	800	120	480	80		120				
25 ALIBHAI RAMJI (MSA) LTD	0.43	780		240				260		260	20
26 GREEN LEAF TRADING CO. LTD	0.39	700								40	660
27 IMPERIAL TEAS (EPZ) LTD	0.39	700	520			80		20	80		
28 MCLEOD RUSSEL AFRICA LIMITED	0.33	600	400	120		80					
29 AL EMIR LIMITED	0.29	520	80	440							
30 TUSHA TEA LTD	0.29	520	520								
31 PWANI HAULIERS	0.25	460								40	420
32 LINDOP & COMPANY (KENYA) LTD	0.23	420		400					20		
33 GROVE UNIQUE LIMITED	0.20	360		360							
34 MAISHA COMMODITIES	0.18	320	120					40	40	120	
35 TROPICAL CROPS & COMMODITIES	0.18	320					20	80	20	60	140
36 AL KHALIFA ENTERPRISES LTD	0.17	300									300
37 JALEEL TRADING COMPANY	0.17	300					20				280
38 LULA TRADING COMPANY	0.15	280					20				260
39 KIRINDO TRADERS LIMITED	0.14	260					40		20	40	160
40 RANFER TEAS KENYA LTD	0.12	220	160							60	
41 DEVCHAND KESHAVJI (K) LTD	0.09	160		160							
42 AFRO TEAS LTD	0.04	80		40		40					
43 AXIS TEA & SERVICES LIMITED	0.04	80									80
44 NALA TEA COMPANY LTD	0.04	80						20		60	
45 TANZIIL TRADING LIMITED	0.04	80									80
46 LUTEX LIMITED	0.02	40					20	20			
47 TEAVANA TEA STORE LTD	0.02	40									40
48 CAPITAL TEA TRADERS	0.01	20									20
49 SWIFT COMMODITIES LIMITED	0.01	20					20				
Total Sold	73.59	132,937	13,720	50,759	37,280	9,000	1,220	3,800	2,740	9,038	5,380
Withdrawn	-	-	-	-	-	-	-	-	-	-	-
Unsold	26.41	47,718	13,360	19,680	5,860	2,280	300	920	460	4,698	160
% Unsold			49	28	14	20	20	19	14	34	3
Grand Total	100.00	180,655	27,080	70,439	43,140	11,280	1,520	4,720	3,200	13,736	5,540
Sale 29/22	68.62%	131,081	13,800	49,081	35,600	9,080	1,300	3,540	3,200	9,680	5,800
Sale 28/22	67.92%	128,893	13,460	49,380	33,883	10,400	1,580	3,500	3,240	8,390	5,060
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

Other Tea Auction Centres

Colombo: at Sale 28 held on the 19th and 20th July, 2022. The 0.56Mkg of Ex estate teas on offer met with strong demand. Select Best Western High Grown BOPs gained following quality and special inquiry, the below best and plainer varieties too were irregularly dearer. Select Best Western High Grown BOPs which were dearer at the commencement of the sale gained further as the sale progressed together with the below best and plainer varieties. Nuwara Eliya BOPs were firm, the BOPs appreciated from last week's levels. Uda Russellawa BOPs were irregular, the BOPF too were irregular following quality. UVA BOPs were mostly easier, the BOPs advanced from last week's levels. Low Grown CTC BOPs were firm on last levels, the High and Medium sorts met with irregular demand. The Low Grown CTC PF1s were dearer, the High and Medium sorts too improved from last levels. The 2.4Mkg of Low Grown teas which were on offer met with mixed interest. In the Leafy segment, OPs were lower to last. OPAs were irregularly lower. OP1s met with fair demand. In the Semi Leafy segment, BOP1s met with good demand. Pekoe varieties were lower to last, Pekoe1s were dearer. In the Small Leaf segment, well-made FBOPs were firm, others met with fair demand. FBOPF varieties were firm. Better FBOPF1s were firm on last, others met with good demand. BOPF.SP, BOPF, BOP.SP and BOPs sold at fair levels. All Premium Flowery teas met lower demand. Russia, Iran and the C.I.S countries lent fair support, Turkey was selective. Libya and Iraq were active.

Chittagong: at Sale 11 held on the 18th July, 2022, **CTC LEAF:** 46,452 packages of Current Season teas on offer met with a fairly good demand. **BROKENs:** Best Broken continued to meet with a good demand and were mostly firm on last. Good and Medium varieties once again met with a fairly good demand and were firm to slightly easier. Plainer sorts met with a fair demand at around last levels. BLF teas met with a little more demand at around last levels with a few withdrawals. **FANNINGS:** Best Fannings met with a fairly good market and were a little easier over last. Good Fannings were a fair market and eased slightly in line with quality. Medium and plainer types met

with a fair demand at around last levels. BLF teas met with a little more demand at around last levels with a few withdrawals. **CTC DUST:** 13,108 packages of Current Season teas on offer met with good demand. Good liquoring well made Dusts met with competition and sold around last levels. Mediums met with better demand and were firm to slightly dearer closely following quality. Plain and BLF Dusts were an easier market and witnessed a few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. **COMMENTS:** This sale took place after a fortnight owing to Eid-Ul-Azha holidays. Well made good liquoring types continued to be well sought after by all sections of the market. Blenders continued to be the mainstay of the market whilst Loose tea buyers showed a little more interest again for the best varieties. Dusts sold well.

Cochin: at Sale 28 held on 13th July, 2022, **CTC Leaf:** Good demand. All grades sold around last levels. **Buying pattern:** Up country buyers operated. **ORTHO-DOX Leaf:** Good demand. Whole leaf irregular, larger broken sold at fully firm to occasionally dearer levels. Smaller broken and fannings showed improved demand and appreciated in value. **Buying pattern:** CIS operating with support from ME. **Dust:** Fair Demand. Prices for the good liquoring popular varieties and better mediums sold at barely steady levels. Plainer sorts met with some export enquiry but eased in value. **Buying pattern:** Major blenders active. Internal buyers operated cautiously.

Auction Offerings

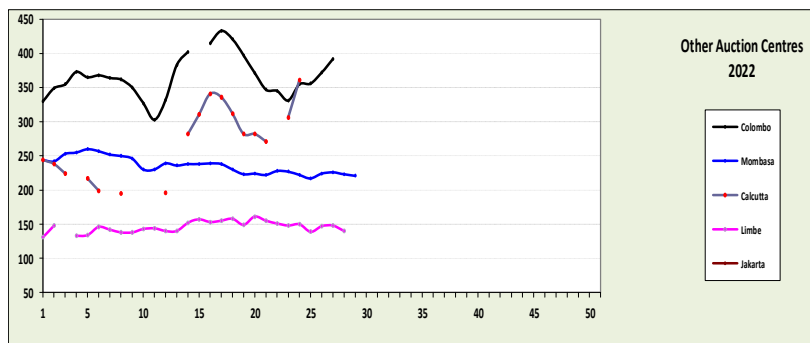
	Week 29	Week 30	Week 31	Week 32
Centre	19-Jul	26-Jul	02-Aug	10-Aug
Mombasa	190,840	180,695	183,915	189,735
Limbe	5,140	3,480	3,220	
Colombo	5.4m/kgs	5.1m/kgs	5.2m/kgs	
Jakarta	10,700	11,340	9,080	
Calcutta	143,008	142,838	143,686	
Guwahati	132,612	124,626	130,867	
Chittagong	59,560	67,230		
Total	531,160	530,209	470,768	189,735

Calcutta: at Sale 29 held on the 19th and 20th July, 2022, there were 160,879 packages on offer. **CTC:** There was good demand. Best and good Assams were barely steady overall. Well-made good medium and medium Assams met with better interest and were firm to at times dearer. The remainder was around last levels. Dooars on the whole were barely steady. **Dust:** There was good demand. Good liquoring Assams across all categories were steady, with brighter liquoring PD grades at times dearer. Other varieties were barely steady. M/s Hindustan Unilever operated on well-made medium sorts in the leaf market whilst they were active on good liquoring Assams in the dust market. M/s Tata Consumer Products was fairly active on medium and plainer sorts in the leaf market. They were very active on brighter liquoring Assam dusts, competing with the other major blender and Western India segments. Western India segments extended useful support on all good liquoring Assams in both markets. Export accounts showed limited interest on border broken. Local buyers operated on the Dooars.

Guwahati: at Sale 29 held on the 20th July, 2022, there were 148,759 packages on offer.

Market: CTC The market saw good demand with 76% sale this week. Good and best Assams were around last levels. Better medium and medium categories were steady to at times dearer with competition. Browner/fibrous varieties witnessed some withdrawals. **Buying Pattern:** Improved support from TCPL this week with good support forthcoming from HUL. Western India competed mainly on the bright liquoring teas. Internal segments lent useful support. Exporters operated mainly on the larger broken.

Market: DUST There was improved demand at around last levels. Select brighter liquoring teas met with strong demand and often appreciated in value. **Buying Pattern: DUST** Improved support from TCPL this week with good support forthcoming from HUL. Other internal segments were also fairly active.



News Articles of Interest



SATURDAY, 23 JULY 2022

ASSESSING THE PERFORMANCE OF TEA INDUSTRY OF INDIA – PART -III

Exports are essential to earn foreign exchange for the nation and Indian tea has traditionally been a major contributor in this regard. In the early 1980s, Indian tea exports accounted for around 40% of the domestic production. By the end of 1980s, the share fell to 30%. The decline continued till 1994 when exports accounted for only 20% of the domestic production of tea. Thereafter, the proportion of exports improved to around 24% of the domestic production during 2003. However, exports have again declined to 19% of production in 2007, and 21% in 2008. In 2016, exports as the proportion of production have declined to mere 17.55%. India's tea exports peaked at around 213 million kg in 1989 but declined to a low of 151 million kg in 1994. Exports subsequently increased to 210 million kg in 1998 before declining to 174 million kg in 2003. Exports reached 179 million kg in 2007 & in 2016, export of tea increased to 222 million kg.

LOSING THE LEADERSHIP POSITION

From a leadership position in the International Markets up to 1991, India has lost her market share in the International Market to Sri Lanka, Kenya, and China. A major loss of her market share occurred in the case of the former USSR, where India had occupied an almost monopolistic position from the 1960s to 1990.

Since the late 1990s, some recovery in the export volume has occurred, but generally tea exports from India have been on a declining trend over the last two decades. Kenya was the world's largest tea exporter with exports of 383 million kg during 2008, followed by Sri Lanka with exports of 299 million kg, China with exports of 297 million kg and India with exports of 203 million kg. The major destinations for Kenyan exports in 2008 included Egypt, Pakistan, UK, and Sudan. China's exports of 297 million kg in 2008 were primarily to Morocco, Uzbekistan, USA and Japan. Green tea dominated China's exports, with estimated exports of 230 million kg in 2008.

In spite of accounting for around 26% of world's tea production, India accounts for only 12% of World's Tea exports. Of late, India's international competitiveness in tea exports is seen to be on the decline with decline in her

share in world exports. From being a pre-eminent supplier of tea in the world, India has lost ground in virtually every export market.

VARIOUS REASONS THAT HAVE BEEN PUT FORTH FOR THE POOR PERFORMANCE OF EXPORT OF TEA BY INDIA INCLUDE:

- a) Lower production;
- b) Collapse of some major markets such as Iraq;
- c) Increase in production in some major competing countries such as Kenya and Turkey;
- d) Switchover of major buying countries back to their preferred supplier countries such as the UK and Pakistan from Kenya.

REASONS FOR INDIA LOSING IN FOREIGN MARKETS

a) Unfavourable age profile of significant proportion of India's tea gardens: This, it is pointed out, has resulted in lower productivity, and higher cost of production.

India's exports are dominated by CTC tea, where it is facing increased competition from Kenyan tea. Kenya's tea business is generally characterised by younger age profile of bushes, higher yields, lower cost of production, and lower prices.

b) Tariff and non-tariff measures: These have been imposed by some tea importing countries. Lower offtake by Russia due to change in consumer preferences, and lower production of orthodox teas, which have a larger demand worldwide, are cited as other causes for the decline. This has resulted in the emergence of Sri Lanka and Indonesia as major exporters, primarily because of their ability to supply good quality orthodox tea, it has been pointed out.

c) Changing consumer preferences: Traditionally, loose standard BT (Broken Tea) was the most common format of consumption and import. However, since the 1990s, changing consumer preferences in major importing countries such as the UK and Russia have resulted in higher growth for tea bags vis-a-vis loose tea. In Russia, tea bags are preferred by the working class, and consumption in this form has grown. This has favoured Sri Lankan tea in Russia.

d) Shift in India's production: The shift in production from orthodox to CTC tea is cited as another cause. By comparison, other competing countries have continued to produce their respective traditional types of tea, maintaining consistency of type of supplies to their export destinations.

e) Decline in quality: This, it is said, has been caused by mushrooming BLFs (Bought Leaf Factories) which produce cheap-quality tea by buying and processing green leaf from small growers. The growing share of poor quality of



Tea produced by these players, it is said, not only affects the domestic price levels, but also damages the quality perception of Indian tea in the export markets. Further, blending of Indian teas with cheaper varieties and export of the same as Indian tea, has also impaired the quality perception.

f) Spurious varieties: It is pointed out that lower quality of teas are often passed on as Darjeeling tea. Because of its proximity, some Darjeeling tea producers are bringing in green leaves from gardens in Nepal and selling them as 'Darjeeling tea', thereby jeopardising the geographical indication value of Darjeeling tea.

g) Lack of marketing initiatives: Lack of marketing initiatives is said to have led to the industry's failure to penetrate new markets and secure preferential duty treatment from countries. The lack of competition in the earlier days, remunerative prices in the domestic markets and buoyant export offtake from CIS, provided little incentive to the Indian tea industry to develop alternative export markets. In contrast, Sri Lanka has been aggressively marketing its produce and penetrating markets, in which it earlier had little presence.

India is the world's second-largest producer of tea after China. Eighty-five per cent of the tea produced domestically is consumed (1,145 million kg in FY2021) in the country itself. Tea worth \$704.36 million was exported overseas in FY21; Russia, Iran, UAE, the US and China are leading markets for export of Indian tea, where flavours like Assam, Darjeeling and Nilgiri among the finest in the world, which are recognised for their strong flavours and intense aromas, are popular. Despite this reputation, India has not been able to capitalise on its potential for tea export. It is the fourth-largest exporter (12 percent of global exports) after Kenya (28 per cent), China (19 per cent), and Sri Lanka (14 per cent). A variety of reasons such as, lack of access to capital, inefficient supply chains and non-adaptability to changing trends and technologies can be held responsible for this slide, according to observers. Source: <https://timesofindia.indiatimes.com/blogs/truth-lies-and-politics/assessing-the-performance-of-tea-industry-of-india-part-iv/>

Regional Weather Conditions and World Crop

Kenya: Muranga: There was 32mm of rainfall recorded over 6 wet days of the week. The highest and lowest temperatures were 22°C & 11°C respectively. Crop intake averaged 47.8 tonnes/day on a 5 day plucking cycle. Weather conditions were cold with sunny intervals during the day.



Nyeri: This week was cloudy with little rains with 10.1 mm of rainfall received during 4 wet days in the course of the week. The highest and lowest temperatures were 22°C & 11°C respectively. Crop intake averaged 16.1 tonnes/day on a four day plucking cycle.

Meru: The week was mostly sunny and warm with the exception of Saturday which was cloudy. No rainfall was recorded. The highest and lowest temperatures were 27°C & 13°C respectively. Crop intake averaged 23 tonnes/day on a five day plucking cycle.

Sotik: The week was cold with alternate sunshine in the mornings with scanty showers. The area received 1.5mm of rainfall in one wet day. The highest and lowest temperatures were 26°C & 13°C respectively. Factory utilization declined from last week's levels.

Kericho: The week was partly sunny followed by partly cloudy afternoons with light showers. Average rainfall of 42.8 mm was recorded. Average temperatures were highs of 21° Celsius and lows of 11° Celsius. Crop intake went down by 9% compared to previous

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.

week's levels due to more harvesting days. crop on offer is expected to maintain current low levels.

Uganda: There was some rainfall activity this week in some of the tea growing areas. Fort Portal received 4.5 mm while Hoima received 0.6 mm of rainfall. Bushenyi received no rains while Kibale region received 2.2mm of rainfall. Average temperatures were highs of 30° Celsius and lows of 17° Celsius. Crop levels have dropped.

DETAILED REGIONAL FORECAST FOR 26th JULY- 1st August 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): Morning rains are expected 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 06o C in Narok and as high as 21o C in Kisumu and 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 short sunny intervals. Occasional afternoon and night showers are expected over few places. Maximum (day-time) temperatures are likely to be as low as 17o C in Nyeri and as high as 27o C in Thika. Minimum (night-time) temperatures are expected to be as low as 05o C in Nyahuru and as high as 15o C in Meru.

Crop production Kenya: The rainfall received continues on the decline over the past week and the setting in of the cold season have both resulted in a decline in crop received when compared to previous levels in all regions in both the EoR and WoR.

Uganda: This past week there was some rainfall in some of the tea growing areas. The crop intake continues to drop despite the little rains receive.

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	79.9	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	773.3	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)	183.9	219.4
Sri Lanka	22.8	18.2	22.0	18.3	26.0	20.1	26.2	23.7	22.6	24.0	20.0	20.4	127.4	(32.3)	232.2	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)	342.3	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)	10.6	28.3
Tanzania	2.1	2.7	3.1	2.9	2.7	1.8	1.0	0.9	1.6	2.6	1.9	1.5	15.3	(1.4)	20.2	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	25.6	33.2
Malawi	4.8	7.0	7.1	7.1	4.5	1.9	1.8	2.1	4.0	2.9	1.4	5.3	32.4	(2.6)	42.4	45.2
Total	103.2	92.2	151.8	166.2	166.5	23.8	257.4	245.8	250.1	282.6	207.1	101.8	703.7	(3.0)	1,710.4	2,325.3
Variance	(2.5)	(5.4)	34.0	2.4	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	91.1			

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	44,266,348	2.38	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	8,896,491		2.23			
29	19-Jul-22	9,258,643		2.21			
30	26-Jul-22		27,906,362		2.23	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					2.08	1.94
39	27-Sep-22		-				
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						503,893,400 Kgs	516,802,891 Kgs
Year end Totals :						\$1.97	\$1.93

Summary : Sale Averages by Country					
Year : 2022			Year : 2021		
Sale Nos: 1 to 28 (7 months)			Sale Nos: 1 to 28 (7 months)		
Country :	Kilos ' 000	Av. Prc US\$	Country :	Kilos ' 000	Av. Prc US\$
Kenya	238,496	2.54	Kenya	249,090	1.93
Uganda	40,520	1.31	Uganda	40,066	1.17
Tanzania	3,771	1.22	Tanzania	2,859	1.00
Rwanda	14,568	2.82	Rwanda	14,726	2.55
Burundi	3,780	2.31	Burundi	3,935	1.97
Malawi	-	-	Malawi	-	-
Mozambique	-	-	Mozambique	-	-
D R Congo	-	-	D R Congo	-	-
Madagascar	-	-	Madagascar	99	1.01
Ethiopia	24	1.48	Ethiopia	128	1.36
Total :	301,159	2.37		310,903	1.85

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