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Tea Market Report: Sale 35 of 30th - 31st August, 2022

Fairly good demand prevailed for the 161,056 packages (10.67m/kgs) in the market but at irregular levels. 29.22% were neglected.

Leaf Grades (M2)

92,980 packages (6.07m/kgs) – 34.85% unsold

BP1:

Best – Met irregular activity with some lines appreciating by up to USC78 while others shed up to USC20.

Brighter – Varied between firm to USC28 dearer to easier by up to USC39.

Mediums – KTDA mediums were irregular ranging between steady to USC12 above last levels to USC16 easier while plantation mediums were well competed for gaining up to USC56.

Lower Mediums – Were mostly firm to USC43 dearer but some lines shed by up to USC22.

Plainer – Irregular ranging between steady to USC16 dearer to easier by up to USC24.

PF1:

Best – Steady to USC9 dearer to USC18 below previous prices.

Brighter – Varied between firm to USC3 dearer to easier by up to USC10.

Mediums – KTDA mediums ranged between steady to USC5

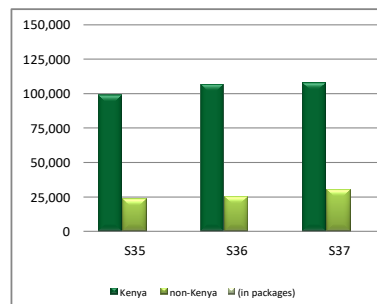
Current and Future Fresh Auction Offerings

Country	Sale 35 29 - 31 Aug'22		Sale 35 30 - 31 Aug'21		Sale 36 5 - 7 Aug'22		Sale 37 12 - 14 Sept'22	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	88,480	10,380	56,100	10,819	98,000	8,820	97,840	9,980
Uganda	8,560	6,420	10,560	7,520	10,800	5,980	12,480	7,820
Tanzania	520	240	680	800	160	140	1,680	1,340
Rwanda	4,720	800	4,900	1,040	5,320	900	4,680	700
Burundi	1,720	580	1,160	340	1,560	460	1,240	440
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	35,880	3,036	36,840	1,680	35,600	2,260	44,760	2,600
Total	104,000	18,420	73,400	20,519	115,840	16,300	117,920	20,280
	122,420		93,919		132,140		138,200	

dearer to easier by up to USC6. Plantation mediums varied between firm to USC8 dearer to easier by a similar level.

Lower Mediums – Irregular with some teas dearer by up to USC8 while others lost up to USC16.

Plainer – Ranged between firm to USC13 dearer to easier by USC16.



DUST Grades (M1)

46,700 packages (3,49m/kgs) – 23.81% unsold.

PDUST:

Best – Ranged between steady to USC8 dearer with selected teas appreciating by USC18 while others shed up to USC20.

Brighter – Advanced by up to USC12.

Mediums – KTDA mediums varied between firm to USC4 dearer to easier by a similar margin with plantation mediums irregular ranging between USC10 dearer to easier by the same rate.

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continued

Lower Medium – Lost up to USC18.

USC16 but a few lines gained up to USC8.

Plainer – Varied between steady to USC12 dearer to easier by USC9.

DUST1:

Best – Mostly firm to dealer by up to USC14 with a few invoices easier by USC5 to USC14.

Brighter – Steady to USC13 above last prices.

Mediums – KTDA mediums were firm to dealer by USC6 to easier by up to USC5 while plantation mediums varied between USC6 dearer to easier by a similar margin.

Lower Medium – Irregular with some teas appreciating by up to USC16 while others lost up to

Plainer – Ranged between firm to USC4 dearer to easier by up to USC9.

Secondary Grades (S1)

21,376 packages (1.09m/kgs) – 16.56% unsold.

In the Secondary Catalogues, **BPs** substantially appreciated while **PFs** were steady. Clean well sorted coloury **Fannings** were firm with **similar DUSTs** selling above previous rates. **Other Fannings** gained with **DUSTs** irregular but on a balance dearer. **BMFs** were well absorbed.

Markets

Kazakhstan, other CIS states, Yemen and other Middle Eastern countries showed improved interest with **Egyptian Packers** lending useful enquiry but at lower levels while **Pakistan Packers** and **Afghanistan** maintained activity. **Sudan** and **UK** lent more support while **Bazaar** reduced participation. **Russia** showed some interest while **Iran** were quiet. **Local Packers** were more active in line with price. **Somalia** were active at the lower end of the market.

Mombasa Auction Hammer Market Analysis—Sale No 35/2022

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	90%	2.83	4.12	2.5	5	2.77	3.12	2.8	3.1	2.85	3.18
2 Below Best	89%	2.62	3.45	2.55	3.5	2.5	2.84	2.6	3	2.62	2.94
3 Good	48%	2	2.65	1.86	2.84	1.91	2.65	2	2.68	2.06	2.6
4 Best Medium	84%	1.84	2.2	1.8	2.72	1.88	2.4	1.8	2.12	1.89	2.08
5 Medium	68%	1.46	2.04	1.2	2.14	1.46	2.08	1.44	1.98	1.55	2.06
6 Lower Medium	85%	1.04	1.79	1.02	1.24	1.3	1.84	1.4	1.71	1.38	1.84
7 Plain	90%	1.14	1.44	0.88	1.38	1.14	1.48	1.26	1.5	1.32	1.42
Totals	67%	1.04	4.12	0.88	5	1.14	3.12	1.26	3.1	1.32	3.18

	Category (Band)	Percentage of Total Sold	Average Prices per grade								Totals	
			BP1		PF1		PD		DUST1			
			Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg
1	Best	10%	95,872	3.45	307,732	2.88	143,992	2.87	53,756	2.93	601,352	2.97
2	Below Best	26%	264,298	2.85	847,136	2.75	389,279	2.8	161,100	2.81	1,661,813	2.78
3	Good	34%	260,264	2.53	1,000,360	2.47	723,917	2.45	154,672	2.41	2,139,213	2.47
4	Best Medium	10%	54,920	2.22	203,040	2.11	330,480	2	25,760	2.01	614,200	2.06
5	Medium	12%	94,260	1.73	281,831	1.89	355,664	1.77	50,440	1.72	782,195	1.8
6	Lower Medium	6%	53,680	1.09	136,284	1.54	112,556	1.53	47,280	1.52	349,800	1.46
7	Plain	2%	29,516	1.02	53,228	1.33	50,516	1.38	19,800	1.36	153,060	1.29
Totals		100%	852,810	2.48	2,829,611	2.45	2,106,404	2.28	512,808	2.38	6,301,633	2.39

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	77,860	5,472,502	245	8,958	458,694	137	86,818	5,931,196	237	71,265	4,775,430	213
Uganda	8,560	527,084	144	6,700	326,128	114	15,260	853,212	133	17,279	971,455	115
Tanzania	460	25,798	139	380	17,594	110	840	43,392	127	1,880	91,648	106
Rwanda	4,840	334,712	292	800	52,012	221	5,640	386,724	282	4,880	338,340	290
Burundi	1,480	92,972	243	540	23,292	146	2,020	116,264	223	1,200	73,508	214
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Total	93,200	6,453,068	239	17,378	877,720	133	110,578	7,330,788	226	96,504	6,250,381	201

Sale Number	Previous Sale's Quantities and Prices									Tot+Q20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkg	Kgs	USC
Sale 34/22	106,700	7,383,169	234	18,440	903,984	128	125,140	8,287,153	222			
Sale 33/22	115,100	7,952,404	234	20,250	1,008,764	126	135,350	8,961,168	222	87,895	5,678,953	204
Sale 32/22	106,380	7,277,883	233	18,660	940,380	131	125,040	8,218,263	221	91,540	5,811,451	197
Sale 31/22	104,520	7,197,465	233	21,279	1,052,942	128	125,799	8,250,406	220	105,467	6,767,638	195
Sale 30/22	110,759	7,655,189	236	22,178	1,106,471	129	132,937	8,761,661	222	141,340	9,287,405	195
Sale 29/22	107,561	7,440,890	236	23,520	1,170,390	129	131,081	8,611,281	221	135,260	8,803,342	188
										93,860	6,002,393	158

Average Auction Hammer Prices by Grade and Country

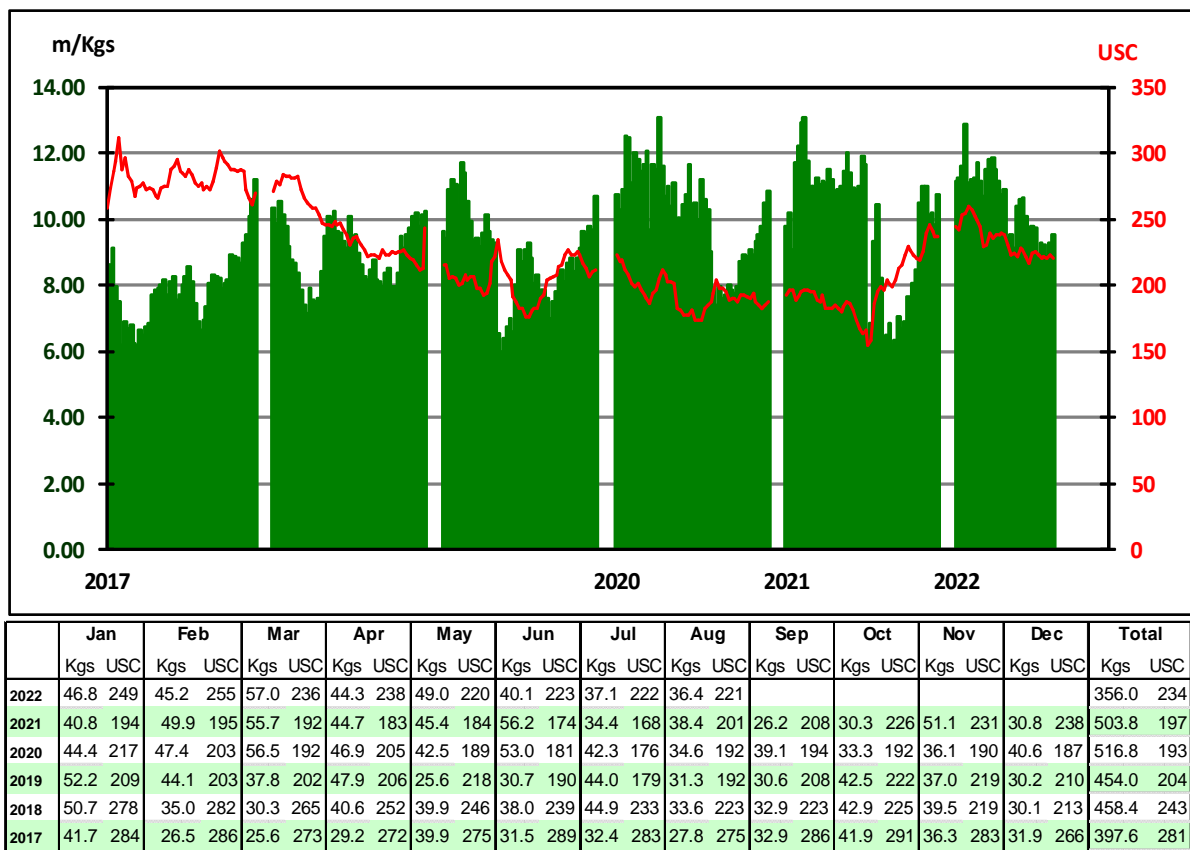
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	256	250	233	250	146	171	144	132	95	237	223	244	206	210	129	136	108	119	74	213
Uganda	113	151	153	150	107	134	137	116	82	133	133	134	122	111	97	108	92	100	72	115
Tanzania	104	144	138	-	-	123	118	115	88	127	119	122	120	105	93	108	78	102	71	106
Rwanda	344	264	275	281	262	225	230	170	113	282	467	274	282	264	200	224	155	151	-	290
Burundi	224	249	261	256	-	-	157	144	-	223	190	246	241	234	-	-	124	140	-	214
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	249	244	227	238	165	154	151	128	88	226	224	233	199	198	123	124	112	114	73	201

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 32/22	238	241	225	225	155	151	139	129	89	222	232	228	214	209	135	125	101	116	68	204
Sale 33/22	232	242	226	225	167	147	137	126	90	222	238	217	211	208	131	117	105	115	65	197
Sale 32/22	230	239	224	226	158	150	146	129	89	221	223	221	198	193	132	119	100	107	66	195
Sale 31/22	231	234	232	232	168	150	144	126	90	220	206	220	199	186	134	111	91	103	62	195
Sale 30/22	241	234	237	233	151	148	145	128	92	222	228	206	185	168	127	113	96	97	61	188
Sale 29/22	236	239	233	230	165	149	145	129	89	221	197	187	156	130	134	111	91	92	59	158

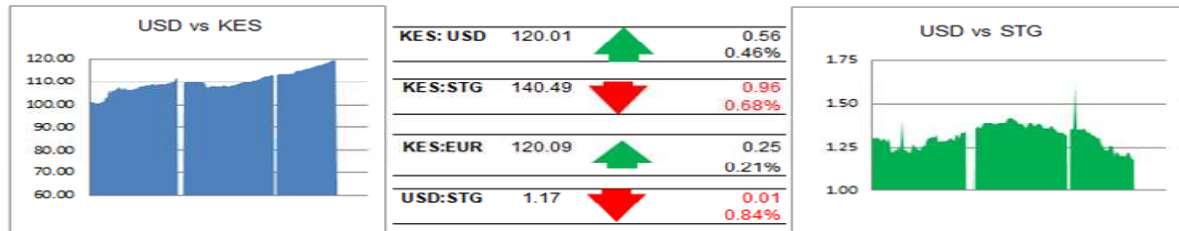
Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 34/22		Year To Date 2022		Last Year Sale 34/21		Year To Date 2021		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	6,797,418	236	280,838,131	251	4,609,789	220	283,862,348	194	-3,024,217	57
Uganda	1,333,037	132	49,110,716	132	1,221,366	115	48,766,246	116	344,470	16
Tanzania	56,600	136	4,155,467	123	72,300	115	3,477,974	100	677,493	23
Rwanda	434,904	266	17,382,180	280	459,828	296	17,708,982	257	-326,802	23
Burundi	113,709	266	4,531,468	230	107,892	218	4,634,691	197	-103,223	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	-	-	131,806	136	-107,967	12
Total	8,735,668	221	356,041,801	234	6,471,175	204	358,680,990	186	-2,639,189	48

Mombasa Weekly Average Auction Quantities and Prices 2017—2022



Exchange Rates (2020-2022)



During the week the Kenya Shilling traded between KES 119.90 -120.30 and reached 119.80 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 120.20 - 120.60 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 35/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	98,860	6,522,678	4,345,090	295,964,936	4,374,896	295,808,703	-29,806	156,234
Uganda	14,980	840,536	874,840	50,136,079	864,304	49,998,610	10,536	137,469
Tanzania	760	40,340	79,030	4,223,166	71,979	3,956,288	7,051	266,878
Rwanda	5,520	378,692	256,200	17,681,851	259,420	17,766,898	-3,220	-85,047
Burundi	2,300	135,172	78,238	4,750,262	74,000	4,607,463	4,238	142,799
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	122,420	7,917,418	5,634,918	372,845,021	5,649,479	372,401,263	-14,561	443,759

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 35	S 36	S 37	S 35	S 36	S 37	S 35	S 36	S 37	S 35	S 36	S 37	S 35	S 36	S 37
KTDA	22440	20280	25920	43960	51520	56080	17360	18400	18600	4640	3840	3680	88400	94040	104280
Unilever Tea	120	120	120	160	160	200	200	200	120	100	100	100	580	580	540
James Finlay	400	440	280	840	1040	1200	1240	1040	880	0	0	0	2480	2520	2360
Eastern Produce	1040	760	760	1400	1540	1560	3400	2320	1720	760	600	600	6600	5220	4640
Others (K)	3880	4080	3200	8280	11600	13240	12020	13380	13640	1640	2300	1860	25820	31360	31940
Uganda	2000	1760	1900	3320	4200	4800	3040	4560	4680	1520	1640	1880	9880	12160	13260
Tanzania	310	310	650	600	360	640	380	480	640	300	340	460	1590	1490	2390
Rwanda	2400	1700	1640	2320	2660	2200	1040	1380	1120	400	400	440	6160	6140	5400
Burundi	600	560	480	880	920	760	360	340	360	320	240	240	2160	2060	1840
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	33190	30010	34950	61840	74080	80760	39280	42340	42000	9680	9460	9260	143990	155890	166970

Buyer Purchases of Teas Offered by Grade (in Packages)

BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1 CARGILL KENYA LTD	9.79	15,760	760	10,000	4,760	240					
2 GLOBAL TEA & COMMODITIES KENYA LTD.	7.60	12,240	2,920	6,600	1,160	840		20	500	200	
3 CHAI TRADING COMPANY LTD	7.32	11,780	1,600	5,360	3,620	680		160	20	340	
4 MOMBASA COFFEE LTD	4.55	7,320	80	1,680	3,760	1,800					
5 JAMES FINLAY MOMBASA LIMITED	3.95	6,360	1,480	120	3,840	40	320	40		520	
6 COFFTEA AGENCIES LTD	3.93	6,320	2,120	1,560	760			60		1,540	280
7 LAB INTERNATIONAL KENYA LTD	3.26	5,240	240	2,400	1,640	960					
8 M.J. CLARKE LTD	3.23	5,200	80	880	3,400	400			60	340	40
9 SSOE (KENYA) LIMITED	3.08	4,958	760	1,700	1,600	480		100	178	140	
10 ABBAS TRADERS LTD	2.26	3,640	240	1,080	1,120	120	160	460	380	80	
11 MIZAJ AFRICA LTD	2.01	3,240	840		2,040	360					
12 VAN REES KENYA LIMITED	1.95	3,140	40	1,860	520			60	80	580	
13 DEVCHAND KESHAVJI (K) LTD	1.66	2,680		2,680							
14 ALIBHAI RAMJI (MSA) LTD	1.54	2,480	40	2,080		40		220		100	
15 GOLD CROWN FOODS (EPZ) LTD	1.47	2,360					20	120	300	1,000	920
16 EMPIRE KENYA (EPZ) LTD	1.25	2,020	1,160	600					80	180	
17 SUMMER LINER CO. LTD	1.24	2,000	280	160		200	280	160		340	580
18 STANSAND (A) LTD	1.21	1,940	40	640				500		760	
19 SHAKAB EXPORT & IMPORT CO. LTD	0.93	1,500	280	800	160		120	40	100		
20 IMPERIAL TEAS (EPZ) LTD	0.84	1,360		120	160	120		420	240	300	
21 INDO-AFRICAN TEA CO. (K) LTD.	0.83	1,340	80	960						300	
22 CHAMU SUPPLIES LIMITED	0.76	1,220	480	140	140	160	20	240		40	
23 MCLEOD RUSSEL AFRICA LIMITED	0.56	900	240	520	40	20			80		
24 TRANS-ATLANTIC TRADING Co. LTD	0.56	900	80	420	60	40			220	80	
25 MAISHA COMMODITIES	0.36	580				120		60	80	300	20
26 KIRINDO TRADERS LIMITED	0.26	420	40				20		20	20	320
27 GREEN LEAF TRADING CO. LTD	0.25	400								100	300
28 TROPICAL CROPS & COMMODITIES	0.24	380					160	20	40	20	140
29 LINDOP & COMPANY (KENYA) LTD	0.22	360		160	200						
30 PWANI HAULIERS	0.22	360									360
31 AL EMIR LIMITED	0.15	240		240							
32 DRINCO INTERNATIONAL LIMITED	0.15	240		240							
33 SALIM MERCHANDISE COMPANY LTD	0.15	240	240								
34 AFRO TEAS LTD	0.14	220				40		80		40	60
35 RANFER TEAS KENYA LTD	0.12	200	200								
36 NALA TEA COMPANY LTD	0.10	160			160						
37 AL KHALIFA ENTERPRISES LTD	0.09	140									140
38 AIMCO ENTERPRISES LTD	0.07	120							20		100
39 JALEEL TRADING COMPANY	0.07	120								40	80
40 CUP OF JOE LTD	0.06	100					100				
41 TEAVANA TEA STORE LTD	0.06	100									100
42 AEON TEA KENYA LIMITED	0.05	80	80								
43 SARDIA INTERNATIONAL CO. LTD	0.05	80						20	20		40
44 LULA TRADING COMPANY	0.04	60									60
45 FIRST CUP COFFEE LTD	0.02	40									40
46 AXIS TEA & SERVICES LIMITED	0.01	20						20			20
47 LUTEX LIMITED	0.01	20									
Total Sold	68.69	110,578	14,400	43,000	29,140	6,660	1,200	2,800	2,418	7,360	3,600
Withdrawn	0.02	40		40							
Unsold	31.28	50,358	18,120	17,480	9,420	1,920	20	220	220	2,938	20
% Unsold			56	29	24	22	2	7	8	29	1
Grand Total	100.00	160,976	32,520	60,520	38,560	8,580	1,220	3,020	2,638	10,298	3,620
Sale 34/22	66.56%	125,140	15,460	47,760	34,140	9,340	1,300	2,960	2,320	6,620	5,240
Sale 33/22	72.44%	135,350	15,680	56,460	35,460	7,500	1,400	3,630	2,680	6,920	5,620
Sale 32/22	65.99%	125,040	15,300	55,460	29,760	5,860	1,760	3,280	2,380	6,700	4,540
Sale 31/22	68.42%	125,799	12,960	51,280	31,460	8,820	1,480	3,200	2,700	8,299	5,600
Sale 30/22	73.59%	132,937	13,720	50,759	37,280	9,000	1,220	3,800	2,740	9,038	5,380

Other Tea Auction Centres

Colombo: at Sale 33 held on 23rd and 24th August, 2022. The 0.64Mkg of Ex estate teas on offer met with fair demand. Select Best Western High Grown BOPs were firm, the below best and plainer varieties gained marginally from last week's levels. Select Best Western High Grown BOPFs were firm to a little easier, the below best and plainer sorts were firm to a little dearer at times. Nuwara Eliya BOPs were firm on last levels, the BOPFs too followed a similar trend. Uda Pussellawa BOPs were firm to easier at times, the BOPFs were firm to dearer following quality. Seasonal UVA BOPs, declined from last week's levels the / BOPFs too followed a similar trend, other coloury BOPs declined marginally, the BOPFs were irregularly lower at times. Low grown CTC BP1s were firm, the High and Medium sorts were tending irregular. The Low Grown CTC PF1s declined from last week's levels, the High and Medium sorts were irregularly lower. The 2.1Mkg of Low Grown teas which were on offer met with fair demand. In the Leafy segment, OPs were firm to dearer, OPAs too followed a similar trend. OP1s met with lower demand. In the Semi Leafy segment, BOP1s were lower. Pekoe varieties were firm, select best Pekoe1s shed few rupees, others were firm. In the Small Leaf segment, FBOPs were firm. FBOPF varieties were lower. All FBOPF1s held firm. BOPF.SP, BOPF, BOP.SP and BOPs met with fair demand. All Premium Flowery teas met with lower demand. Russia, Iran and the C.I.S countries lent fair support, Turkey was selective. Libya and Iraq were active.

Chittagong: at Sale 16 held on the 22nd August, 2022, **CTC LEAF:** 53,700 packages of Current Season teas on offer met with a strong demand. **BROKENs:** Best Broken met with a strong demand and were firm to dearer and with the progress of sale, select few lines advanced further in price. Medium Broken were also a strong market and were generally fully firm to a touch dearer. Plain varieties were well supported with a few withdrawals. BLF teas were in more demand and generally sold at firm to dearer rates and there were few withdrawals. **FANNINGS:** Best Fannings were strongly competed for and advanced in prices often by Tk.5/- to Tk.10/- and sometimes more. Good Fannings were also in strong demand and were often dearer. Mediums

were generally firm. Plainer types saw a little more demand and were firm to a touch dearer. BLF teas were in more demand and generally sold at firm to dearer rates and there were few withdrawals. **CTC DUST:** 13,301 packages of Current Season teas on offer met with quite a good demand. Good liquoring well made Dusts sold well at slightly higher prices compared to last sale. Mediums were slightly dearer closely following quality. Plain and BLF Dusts were an easier market with a few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. **COMMENTS:** Market started off on a fairly strong note and gathered momentum as the sale progressed. As a result, a large weight of teas sold at dearer rates particularly the best varieties. Blenders operated in greater strength with more support from the Loose tea buyers. Dusts sold well at last level.

Cochin: at Sale 33 held on 17th August, 2022, **CTC Leaf:** Fair demand. All grades sold irregularly around last levels with some withdrawals. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Fair demand. Prices realized for all categories irregular and tending lower. **Buying pattern:** CIS operating with support from ME. **Dust:** Good demand. Fully firm to a dearer by 1-2c especially for good liquoring and popular varieties. Limited quantity of medium and plainer teas realized prices around last levels. **Buying pattern:** Major blenders active. Internal buyers operated.

Calcutta: at Sale 34 held on the 24th and 25th August, 2022, there were 159,288 packages on offer. **CTC:** There was good demand. Brighter liquoring Assam were barely steady to at

Auction Offerings

	Week 34	Week 35	Week 36	Week 37
Centre	24-Aug	31-Aug	07-Sep	
Mombasa	188,086	161,336	170,000	185,560
Limbe	3,020	2,140	2,680	
Colombo	4.8m/kgs	4.4m/kgs	4.2m/kgs	4.3mi/kgs
Jakarta	8,440	8,220	8,700	
Calcutta	149,298	153,967	199,909	
Guwahati	139,569	146,858	149,984	
Chittagong	67,001	46,489	N/A	
Total	546,974	519,010	531,273	185,560

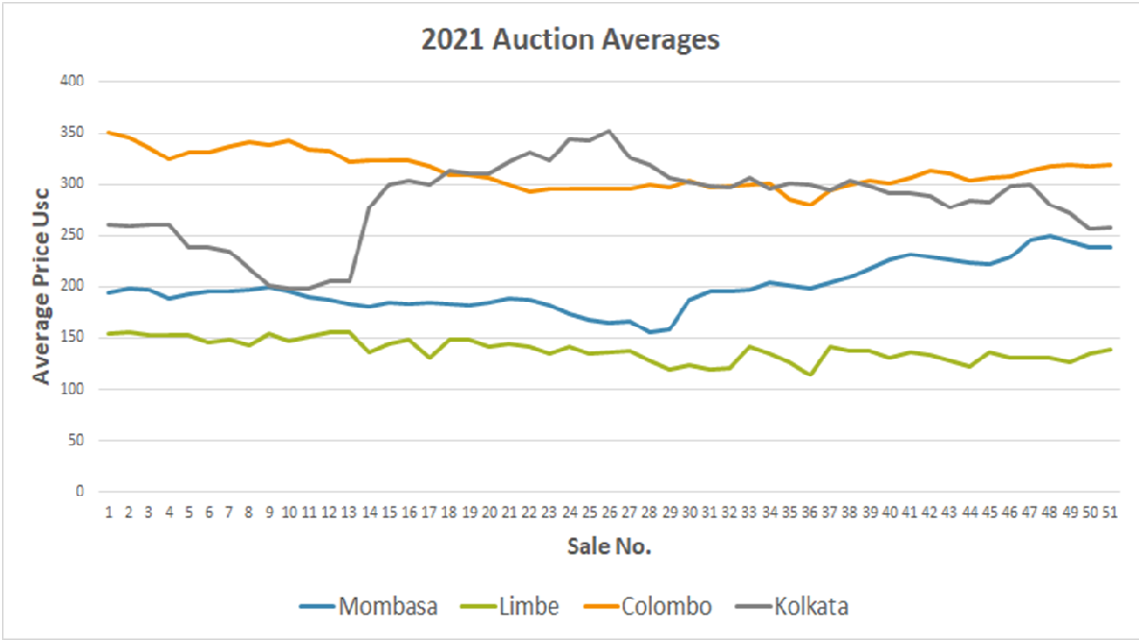
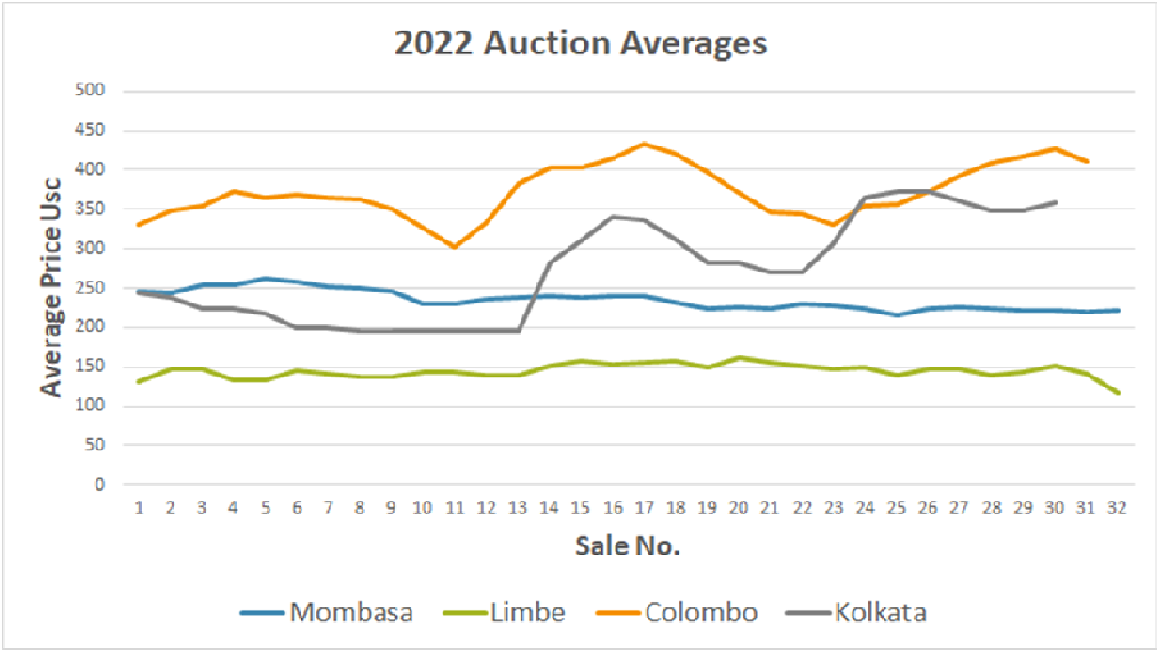
times easier. Well-made, medium descriptions were steady whilst brownish & plainer liquoring sorts lost ground. Better Dooars were barely steady. Other Dooars categories were irregular around last levels. **Dust:** There was good demand. Bulk of the Assams on offer were irregularly easier. M/s Tata Consumer Products operated on brighter Assams and plainer Dooars in the leaf market. They were active on brighter liquoring and well-made medium Assams in the dust market. M/s Hindustan Unilever operated on some brighter liquoring varieties in both markets. Western India buyers showed lower activity this week. Exporters were selective. Local Buyers operated on the Dooars.

Guwahati: at Sale 34 held on the 24th August, 2022, there were 132,339 packages on offer.

Market: **CTC** This week the market saw good demand in leaf with 80% sale. Good and best Assams were barely steady while the better medium categories were about firm. Medium and plainer teas were absorbed at irregular levels following quality. **Buying Pattern:** There was fair support from TCPL while HUL's intake was lower compared to last week. Western India buyers and buyers from other destinations operated fairly actively. Exporters operated selectively on the bolder broken.

Market: **DUST** The Dust market saw relatively better enquiry compared to leaf with 83% sale. All categories were around last levels. **Buying Pattern:** **DUST** TCPL/HUL operated actively. There was fair support from other destinations.

Auction Prices Trends



News Articles of Interest



SATURDAY, 27 AUGUST 2022

Boon for Kenya as Pakistanis defy tea consumption cut

Tea is arguably one of the most popular beverages in the world, consumed by about two-thirds of the global population. In mid-June, the Pakistan population was asked to reduce the amount of tea they drink to keep the country's economy afloat. It is one of the world's largest importer of tea, buying in more than \$600million (Sh71.9 billion) worth of the commodity last year. Sipping fewer cups a day would cut Pakistan's high import bills, senior minister Ahsan Iqbal had said, a time when the country was struggling with depleted foreign currency reserves. The South Asian country's foreign exchange reserves dropped from around \$16 billion (Sh1.9 trillion) in February, to less than \$10 billion (Sh1.2 trillion) in the first week of June, which was barely enough to cover the cost of two months of all its imports. "I appeal to the nation to cut down the consumption of tea by one to two cups because we import tea on loan," Iqbal was quoted by local media. The call was however not well received in Kenya as Pakistan is the biggest export market for her teas, sold through the weekly Mombasa Tea Auction. Last year, 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. This was up from Sh130.3 billion the previous year, the Economic Survey 2022 by the Kenya National Bureau of Statistics (KNBS) indicates, with tea remaining a major foreign exchange earner for Kenya. The higher earnings came despite exported volumes declining from 5.76 million metric tonnes in 2020 to 5.57 million metric tonnes in 2021, on account of reduced production.

Any consumption cuts by Pakistan is a headache for Kenya, as it means a reduction in exports and earnings. It accounts for 40 per cent of Kenya's tea exports. According to the East African Tea Trade Association (EATTA), 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. EATTA had warned that any reduction on exports to Pakistan would impact on auction prices. The association took to engagements with its Pakistan counterpart (Pakistan Tea Association), to avert any market disruption, noting Kenya is also a huge consumer of Pakistan rice. Last August, Kenya and Pakistan ended a long-standing tariff war that had hurt trade between the two countries, mainly Kenyan tea exports. The two countries agreed to remove 'Attestation Fee' that was charged by the Pakistan. Calculated at 0.5 per cent of the entire export volume for the tea exporters from Kenya, it made Kenyan tea costlier when it landed in Pakistan compared to other teas. Pakistan slapped the fee on Kenya tea when the latter taxed Pakistan rice at 75 per cent under the East African Community (EAC) protocol in 2007. "Removal of Non-Tariff Barriers will open a new era for Kenyan tea exporters and Pakistan importers," Pakistan High Commissioner Saqlain Syedah said during the event hosted by Trade CS Betty Maina. So far, Kenya is relieved that the call for Pakistanis to reduce tea consumption has not had any significant impact on export volumes. According to EATTA managing director Edward Mudibo, Pakistan continues to be the main consumer of Kenyan tea, standing at 38 percent of the current market share. "We were afraid that the move would have affected export of teas from Kenya to Pakistan but as of now, there hasn't been any significant indication that the purchases or the demand has gone down," Mudibo told the Star in Nairobi, on Thursday. "It is a process because the beverage is also treated as a food item and is part and parcel of their culture. They have gotten roped to the good Kenyan tea," he added. He spoke during a National Multi-stakeholder tea forum held in Nairobi. "Pakistan is the largest world tea importer and our tea export to Pakistan constitutes about 38 percent. This is above 200 million kilograms, which is about a kilo per every Pakistan. We are the dominating country exporting to the Asian Country with about 200 million kilos coming from Kenya," said Mudibo. He termed this as a "good business for the Kenyan tea fraternity", including smallholder farmers, tea plantations, independent tea producers and the entire value chain players. "We have been in liaison with the Pakistan Tea Association which is equivalent to EATTA and we have been discussing it to ensure that there will be no significant change," he said. On tea prices,



Mudibo said Kenya is currently doing above two dollars per kilo. Last year, the average price was between \$1.80 (Sh 215.28) and \$1.90 (Sh 227.24). "We are doing much better this year. This year we are relatively higher at above two dollars and at least the producers are able to meet their cost of production," he said. Source: <https://www.the-star.co.ke/business/kenya/2022-08-27-boon-for-kenya-as-pakistanis-defy-tea-consumption-cut/>

WEDNESDAY, 24 AUGUST 2022

Kenya tea industry performance highlights for May 2022 production

Tea production for the month of May 2022 was enhanced by 4.77 Million Kgs from 45.32 Million Kgs recorded in the same period of 2021 to 50 Million Kgs. Compared to the previous months, production for May was higher than 41.17 Million Kgs recorded in April and 46.32 Million Kgs in March. Higher production was attributed to good weather conditions characterized by warm temperatures and enhanced rainfall. Though the month of May usually marks the cessation of the "long rains" season over most parts of the country except for the Coastal region and Western Kenya, several parts of the country experienced slightly enhanced rainfall, which was above-average during the first half of the month and near-average during the second half of the month.

In tea-growing areas West of the Rift, Kericho experienced partly sunny mornings followed by downpours averaging 108-165mm daily in the first two weeks of the month. In other parts of the West of Rift, average daily precipitation was also high and ranged between 73-92mm in Nandi and 40-62 mm in Bomet, Kisii and Nyamira. Compared to the West of Rift, tea growing areas in the East of Rift recorded slightly lower precipitation averaging between 53-144 mm daily during the first half of the month. Consequently, output in the West of Rift recorded a significant increase of 3.07 Million Kgs from 29.58 Million Kgs registered during the corresponding month of 2021 to 32.65 Million Kgs. Similarly, in the East of Rift, an increase of 1.70 Million Kgs in output was recorded from 15.73 Million Kgs recorded during the corresponding month of 2021 to 17.43 Million Kgs. Due to good coverage of the Smallholder

Cont...../Page 10

News Articles of Interest continued ..

Sub-sector in tea growing areas that recorded favourable weather conditions both in the West and East of Rift, output within the sub-sector rose significantly by 2.91 Million Kgs from 24.88 Million Kgs to 27.79 Million Kgs. Similarly, the Plantation sub-sector recorded higher production of 1.87 Million Kgs from 20.43 Million Kgs recorded during the corresponding month of 2021 to 22.30 Million Kgs.

Despite higher output in the month of May, cumulative production for the first five months of the year was lower by 3.51 Million Kgs to stand at 227.09 Million Kgs against 230.60 Million Kgs recorded during the corresponding period of 2021. Notably, due to unfavourable weather conditions experienced during the first four months of the year, lower production trend to date is likely to continue throughout the rest of the year.

TEA SALES

AUCTION

During the month of May, auction sales volume for Kenyan tea stood at 38.85 Million Kgs which was lower compared to 45.84 Million Kgs recorded in the corresponding month of last year. It was also lower in comparison with 40.77 Million Kgs sold in the month of April and 45.29 Million Kgs sold in the month of March.

The average auction price for Kenyan tea during the month of May this year was slightly lower at 2.41 USD per Kg against 2.63 USD in April and 2.59 USD in March. However, it was higher compared to 1.91 USD and 1.98 USD recorded during the same period of 2021 and 2020, respectively. Lower prices compared to the previous months were due to less buying activity as several markets imported fewer quantities owing to the continued effect of the global economic shock caused by the impact of the Russia-Ukraine crisis. As a result of the crisis, most global economies are experiencing commodity shortages, rising fuel prices, scarcity of foreign exchange reserves and depreciation of local currencies leading to soaring inflation and slow economic growth. The crisis which started at the end of February this year came at a time when most economies were on the path to economic recovery after experiencing slow growth due to the effect of the Covid-19 Pandemic in 2020 and 2021.

Despite the global economic shock occasioned by the Russia-Ukraine crisis, the auction prices to date have remained buoyant after experiencing a declining trend to a seven-month low of 1.75 USD per Kg in July 2021. During the month of May 2022, tea offered for sale by the smallholder tea factories fetched an average price of 2.63 USD per Kg for the main grades compared to 2.05 USD in May 2021.

For all the teas offered for sale at the auction during the month, the "Best" category of CTC leaf grades fetched higher prices at between USD 2.60 to 3.72 per Kg for the BPIs and 2.55 to 3.31 for the PFIs while tea prices for a similar category of the dust grades ranged between USD 2.65 to 3.19 for PDust and USD 2.64 to 3.29 for Dust1. Notably, well-sorted grades and those with brighter liquors attracted more competitive bids and considerably higher prices while plainer categories across the grades attracted either less interest and thus lower prices or no bid by the buyers and consequently constituted the highest proportion of outlots. There were no Orthodox tea grades on offer at the auction during the month.

EXPORTS

The total export volume for the month of May 2022 was lower by 28% from 50.76 Million Kgs recorded in the same period of last year to 36.56 Million Kgs. It was also lower compared to export volumes of 39.56 Million Kgs in April and 44.43 Million Kgs in March. The decline in export volume was majorly due to the effect of the Russia-Ukraine crisis that continued to cause the global economic recession and thus negatively affected purchasing power in most markets.

The recession not only affected the export volume but also resulted in a reduced number of export destinations especially to emerging and new markets. During the month, Kenya tea was shipped to forty (40) export destinations compared to fifty one (51) for the same period of last year. The export markets were also less compared to forty five (45) export destinations in the month of April and forty seven (47) export destinations during the month of March.

Pakistan maintained the leading export destination for Kenyan tea having imported 13.84 Million Kgs compared to 16.22 Million Kgs imported during the previous month. Imports by Pakistan accounted for 38% of the total export volume. Other key export destinations for Kenyan tea were Egypt (5.31 Million Kgs); UAE (3.54 Million Kgs); UK (2.72 Million Kgs); Yemen (1.67 million Kgs); Russia (1.66 Million Kgs); Sudan (1.57 Million Kgs); Poland (0.95 million Kgs); Afghanistan (0.70 million Kgs); and Kazakhstan (0.61 million Kgs). The top ten export destinations, the majority of which are traditional markets for Kenyan tea accounted for 89% of Kenya's tea export volume. Apart from UAE, Sudan, Poland and Afghanistan, most of the other traditional markets recorded lower tea imports from Kenya compared to the same period of last year. The decline was also recorded in key emerging markets such as Nigeria, Jordan, China and Netherlands.

Despite the market access challenges occasioned by the Russia-Ukraine crisis, there was a gradual increase in exports to Russia from 1.61 Million Kgs recorded in April and 0.686 Million Kgs in March to 1.66 Million Kgs. However, export volume was lower compared to 2.55 million Kgs shipped during the corresponding month of last year. Notably, a few shipments were recorded in seasonal markets such as Nicaragua, Mali, Mexico, Singapore, Australia and Tanzania.

LOCAL TEA SALES

Local tea sales for May 2022 stood at 2.41 Million Kgs against 4.15 Million Kgs for the corresponding period of 2021 while cumulative tea sales for the five months period up to May 2022 were 12.45 Million Kgs against 15.44 Million Kgs for the same period of 2021. Lower sales during the month and the year to date were attributed to lower demand due to the continued effect of inflationary pressure on basic commodity prices occasioned by the global economic recession, weakening of the Kenya Shilling against the USD and increase in fuel prices. Overall inflation increased to 7.1 per cent in May compared to 6.5 per cent in April 2022, 5.6 per cent in March and 5.1 per cent in February. Source: <https://kilimonews.co.ke/general-news/kenya-tea-industry-performance-highlights-for-may-2022-production/>

Regional Weather Conditions and World Crop

Kenya: Muranga: Dry but cold weather was reported. The highest and lowest temperatures were **23°C & 12°C** respectively. Crop intake averaged **42 tonnes/day** on a **6** day plucking cycle.

Nyeri: The week was extremely cold and dry. The highest and lowest temperatures were **22°C & 11°C** respectively. Crop intake averaged **23 tonnes/day** on a **4** day plucking cycle.

Meru: The week had mostly cold and cloudy mornings, followed by partly sunny and slightly warm afternoons. No rainfall was recorded. The highest and lowest temperatures were **23°C & 13°C** respectively. Crop intake averaged **20 tonnes/day** on a five day plucking cycle.

Sotik: Cold mornings with short sunny intervals followed by cloudy and well spread showers in the afternoons. A total of **83.5mm** of rainfall was recorded in **four** wet days. The highest and lowest temperatures were **25°C & 12°C** respectively. Factory utilization remains low as last week's levels.

Kericho: The week under review had sunny intervals in the mornings followed cloudy and irregular showers in the afternoons. A total of **48.7mm** rainfall was recorded. Average temperatures were - Maximum **21°C** and Minimum **10°C**. Factory crop intake went up by **10%** compared to previous week's levels. Gradual crop improvement expected in the coming weeks. Overall,



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.

crop on offer is steady.

Uganda: Some areas reported some rainfall activity this week, while others reported light rain showers. Fort Portal area received **60mm** while Hoima received **44mm** of rainfall, Bushenyi received **16mm** of rainfall while Kibale area received **22mm** of rainfall. Average temperatures were highs of **30°C** and lows of **22°C**. Crop levels have dropped.

DETAILED REGIONAL FORECAST FOR 30 AUGUST – 05 SEPTEMBER 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 likely to be generally sunny, however occasional rains

may occur over few places. Afternoon showers and thunderstorms are likely to occur over several places. Occasional night showers are expected over few places.

The Highlands East of the Rift Valley (including Nairobi County) (Nyandarua, Laikipia, Nyeri, Kirinyaga, Murang'a, Kiambu, Meru, Embu, Tharaka-Nithi and Nairobi Counties): Intermittent cloudiness, at times accompanied by light rains, is expected in the morning. Occasional afternoon showers are likely to occur over few places. Nights are expected to be partly cloudy. Maximum (day-time) temperatures are likely not to exceed **26 °C** in Laikipia while in Kangema they may be as low as **14 °C**. Minimum (night-time) temperatures are expected to drop to **05 °C** in Nyahururu.

Crop production Kenya: There is likely to be a gradual crop increase as the weather warms up.

Uganda: This past week there was some good rainfall in most of the tea growing areas. The crop intake continues low despite the rains received.

Malawi: Crop intake slightly improving.

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	12.6	12.6	14.4	12.6	14.6	10.2	6.9	25.3	(0.4)	79.9	90.7
North India	-	1.8	51.8	71.2	100.2	117.0	133.3	153.2	141.4	167.3	103.0	49.7	475.3	(3.4)	773.3	1,033.4
South India	15.9	14.6	16.3	20.6	26.9	24.3	19.3	16.4	22.4	21.3	16.6	14.8	137.9	(7.2)	183.9	219.4
Sri Lanka	22.8	18.2	22.0	18.3	26.0	20.1	19.8	23.7	22.6	24.0	20.0	20.4	147.2	(38.7)	232.2	275.9
Kenya	48.7	40.8	46.3	41.2	50.0	43.5	34.7	33.6	43.4	49.0	50.7	54.4	227.0	(3.5)	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	3.8	3.6	3.3	2.1	1.5	2.1	3.5	3.3	3.2	17.3	0.7	25.6	33.2
Malawi	4.8	7.0	7.1	7.1	4.5	1.9	1.3	2.1	4.0	2.9	1.4	5.3	33.7	(2.6)	42.4	45.2
Total	103.2	92.2	151.8	170.0	220.1	177.7	173.7	245.8	250.1	282.6	207.1	101.8	1,088.7	(59.8)	1,710.4	2,325.3
Variance	(2.5)	(5.4)	34.0	6.2	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	94.9			

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		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		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	2.38	1.83	2.05
			44,266,348				
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		2.28	2.20	1.84	1.89
			49,048,605				
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		2.24	2.23	1.74	1.79
			40,147,447				
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	9,237,776		2.22	2.23	1.68	1.76
			37,144,138				
31	02-Aug-22	8,847,424		2.20			
32	08-Aug-22	9,252,926		2.23			
33	16-Aug-22	9,550,677		2.21			
34	23-Aug-22	8,735,668		2.21			
35	30-Aug-22				2.21	2.01	1.92
			36,386,694				
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						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 30 (7 months)				Sale Nos: 1 to 30 (7 months)		
	Country :	Kilos ' 000	Av. Prc US\$		Country :	Kilos ' 000	Av. Prc US\$
Kenya	252,486	2.53	Kenya	260,710	1.93		
Uganda	43,503	1.32	Uganda	43,050	1.17		
Tanzania	3,950	1.22	Tanzania	3,063	0.99		
Rwanda	15,658	2.81	Rwanda	15,812	2.55		
Burundi	4,034	2.30	Burundi	4,224	1.96		
Malawi	-	-	Malawi	-	-		
Mozambique	-	-	Mozambique	-	-		
D R Congo	-	-	D R Congo	-	-		
Madagascar	-	-	Madagascar	99	1.01		
Ethiopia	24	1.48	Ethiopia	132	1.36		
Total :	319,655	2.36		327,090	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