



## TEA BROKERS EAST AFRICA LIMITED

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### Tea Market Report: Sale 35 of 28th - 30th August 2023

Strong demand for the 208,059 packages (13.91m/kgs) available in the market at irregularly dearer levels; 36.70% remained unsold.

#### Leaf Grades (M2)

**Offerings:** 112,120 packages (7.33m/kgs) – 43.13% unsold.

#### BP1

**Best** – Met more but irregular enquiry ranging between steady to up to USC132 above previous rates to easier by up to USC66.

**Brighter** – Improved interest advancing by up to US36.

**Mediums** – KTDA mediums mostly sold firm but a few lines were USC10 above last rates; plantation mediums met irregular enquiry ranging between steady to USC2 dearer with select Invoices advancing by up to USC73 but a few lines shed up to USC20.

**Lower Medium** – Were firm to USC25 dearer but a few lines lost up to USC16.

**Plainer** – irregular interest at steady to USC10 below last levels.

#### PF1:

**Best** – Gained up to USC36 with select invoices up to USC10 easier.

**Brighter** – Advanced by up to USC24.

**Mediums** – KTDA mediums saw irregular interest varying between firm to USC12 above previous rates to easier

#### Current and Future Fresh Auction Offerings

Country	Sale 35 28 - 30 Aug'23		Sale 34 30 - 31 Aug'22		Sale 36 4 - 6 Sept'23		Sale 37 11 - 13 Sept' 23	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	101,240	12,540	88,480	10,380	108,180	10,640	107,080	11,120
Uganda	12,440	8,800	8,560	6,420	11,120	7,310	14,200	5,360
Tanzania	1,200	240	520	240	1,080	920	640	460
Rwanda	5,160	800	4,720	800	3,920	1,080	3,560	900
Burundi	640	40	1,720	580	840	0	440	40
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	62,520	2,439	35,880	3,036	65,160	2,900	33,280	3,060
<b>Total</b>	<b>120,680</b>	<b>22,420</b>	<b>104,000</b>	<b>18,420</b>	<b>125,140</b>	<b>19,950</b>	<b>125,920</b>	<b>17,880</b>
	<b>143,100</b>		<b>122,420</b>		<b>145,090</b>		<b>143,800</b>	

by up to USC8; plantation mediums were steady to USC4 easier.

**Lower Medium** – Ranged between firm to USC10 dearer to easier by a similar margin.

**Plainer** – Irregular enquiry at steady to USC10 below previous rates but a few lines gained up to USC4.

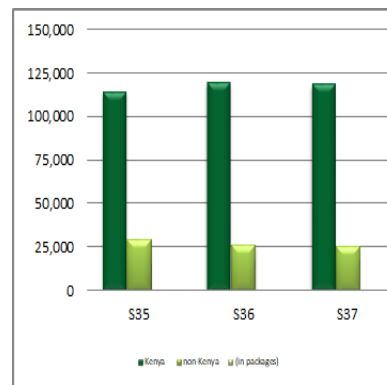
#### DUST Grades (M1)

**Offerings:** 71,080 packages (5.30m/kgs) – 30.98% unsold.

#### PDUST:

**Best** – Irregular ranging between mostly firm to USC12 dearer to easier by up to USC4.

**Brighter** – Appreciated by up to



USC18 with select invoices gaining USC26 and USC33.

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**Mediums** – KTDA mediums were steady to USC6 dearer but a few lines shed USC4 while plantation mediums saw irregular enquiry and ranged between USC12 above previous levels to easier by up to USC8.

**Lower Medium** – Firm to USC6 below previous rates.

**Plainer** – Irregular varying between steady to USC10 dearer to easier by up to USC12.

**DUST1:**

**Best** – Firm to up to USC15 dearer.

**Brighter** – Steady to USC12 above last rates but select invoices lost up to USC7.

**Mediums** – KTDA mediums met irregular interest ranging between firm to

USC10 dearer to easier by a similar margin with plantation mediums steady to USC3 above last rates to easier by USC5.

**Lower Medium** – Held value with some lines up to USC8 dearer to easier by a similar margin.

**Plainer** – Were irregular and ranged between firm to USC12 dearer to USC13 below last levels.

**Secondary Grades (\$1)**

**Offerings:** 24,859 packages (1.27m/kgs) – 25.10% unsold.

In the Secondary Catalogues, **BPs** were steady with **PFs** firm. Clean well

sorted coloury **Fannings** gained while **similar DUSTs** held value. **Other Fannings** were steady with **DUSTs** firm. **BMFs** were readily absorbed.

**Markets**

**Kazakhstan, other CIS states, Sudan, Pakistan Packers and Afghanistan** lent strong support while **UK and Egyptian Packers** maintained activity. **Yemen, other Middle Eastern countries** and **Russia** improved enquiry with **Bazaar** active. **Iran** were quiet while **Local Packers** maintained interest. **Somalia** were active at the lower end of the market.

## Mombasa Auction Hammer Market Analysis—Sale No 35/2023

Mombasa Auction Hammer Market Analysis, Sale Nos 10/2023											
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	94%	3.21	5.24	2.56	6.44	3.16	3.97	2.8	3.51	2.7	3.37
2 Below Best	72%	2.76	3.73	2.5	5.6	2.62	3.5	2.7	3.32	2.7	3.26
3 Good	44%	1.87	2.97	1.58	3.38	1.8	3.16	1.87	3.02	2.08	2.82
4 Best Medium	85%	1.3	2.11	1.44	1.96	1.58	2.06	1.2	2.2	1.3	2.28
5 Medium	64%	0.99	1.75	1.05	1.62	1	1.86	0.9	1.8	1.08	1.8
6 Lower Medium	84%	0.82	1.2	0.85	1.16	0.78	1.24	0.8	1.21	0.82	1.26
7 Plain	73%	0.72	1.09	0.94	1.15	0.74	1.08	0.7	1.06	0.72	1.2
Totals	62%	0.72	5.24	0.85	6.44	0.74	3.97	0.7	3.51	0.72	3.37
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%	70,368	4.08	370,903	3.5	191,849	3.23	107,511	3.15	740,631	3.43
2 Below Best	25%	213,410	2.87	997,581	3.23	486,957	3.11	192,206	2.99	1,890,154	3.13
3 Good	31%	219,330	2.5	1,196,683	2.5	715,843	2.51	244,447	2.47	2,376,303	2.5
4 Best Medium	12%	65,036	1.69	276,284	1.75	526,136	1.81	35,760	1.87	903,216	1.79
5 Medium	13%	104,856	1.33	408,662	1.49	404,540	1.35	72,990	1.54	991,048	1.42
6 Lower Medium	6%	57,582	1.07	152,138	1.03	162,361	0.98	91,080	0.99	463,161	1.01
7 Plain	3%	42,752	1.07	43,056	0.88	59,164	0.88	51,356	0.98	196,328	0.95
Totals	100%	773,334	2.33	3,445,307	2.55	2,546,850	2.21	795,350	2.31	7,560,841	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	95,840	6,745,640	245	10,620	552,035	117	106,460	7,297,675	235	86,818	5,931,196	237
Uganda	10,440	663,340	104	6,600	310,554	83	17,040	973,894	97	15,260	853,212	133
Tanzania	1,200	67,681	98	300	13,180	80	1,500	80,861	95	840	43,392	127
Rwanda	5,360	374,732	337	620	40,060	219	5,980	414,792	325	5,640	386,724	282
Burundi	680	44,492	205	40	1,892	160	720	46,384	203	2,020	116,264	223
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>113,520</b>	<b>7,895,885</b>	<b>236</b>	<b>18,180</b>	<b>917,721</b>	<b>109</b>	<b>131,700</b>	<b>8,813,606</b>	<b>223</b>	<b>110,578</b>	<b>7,330,788</b>	<b>226</b>

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkg	Kgs	USC
Sale 34/23	111,580	7,770,421	228	22,080	1,109,795	109	133,660	8,880,215	213			
Sale 33/23	121,860	8,469,530	230	22,959	1,137,427	110	144,819	9,606,956	216	125,140	8,287,153	222
Sale 32/23	119,259	8,244,151	229	23,567	1,168,876	113	142,826	9,413,027	214	135,350	8,961,168	222
Sale 31/23	97,000	6,725,322	224	17,960	898,717	113	114,960	7,624,038	211	125,040	8,218,263	221
Sale 30/23	110,799	7,644,431	217	27,790	1,372,687	101	138,589	9,017,118	200	125,799	8,250,406	220
Sale 29/23	121,037	8,330,674	213	27,568	1,375,559	98	148,605	9,706,233	197	132,937	8,761,661	222
										131,081	8,611,281	221

## 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	232	261	226	249	118	111	126	124	82	235	256	250	233	250	146	171	144	132	95	237
Uganda	112	107	99	106	105	94	90	85	70	97	113	151	153	150	107	134	137	116	82	133
Tanzania	93	98	103	110	-	-	82	87	78	95	104	144	138	-	-	123	118	115	88	127
Rwanda	521	310	321	309	206	242	243	201	-	325	344	264	275	281	262	225	230	170	113	282
Burundi	124	211	208	234	-	-	-	160	-	203	224	249	261	256	-	-	157	144	-	223
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>232</b>	<b>252</b>	<b>218</b>	<b>230</b>	<b>134</b>	<b>107</b>	<b>128</b>	<b>115</b>	<b>75</b>	<b>223</b>	<b>249</b>	<b>244</b>	<b>227</b>	<b>238</b>	<b>165</b>	<b>154</b>	<b>151</b>	<b>128</b>	<b>88</b>	<b>226</b>

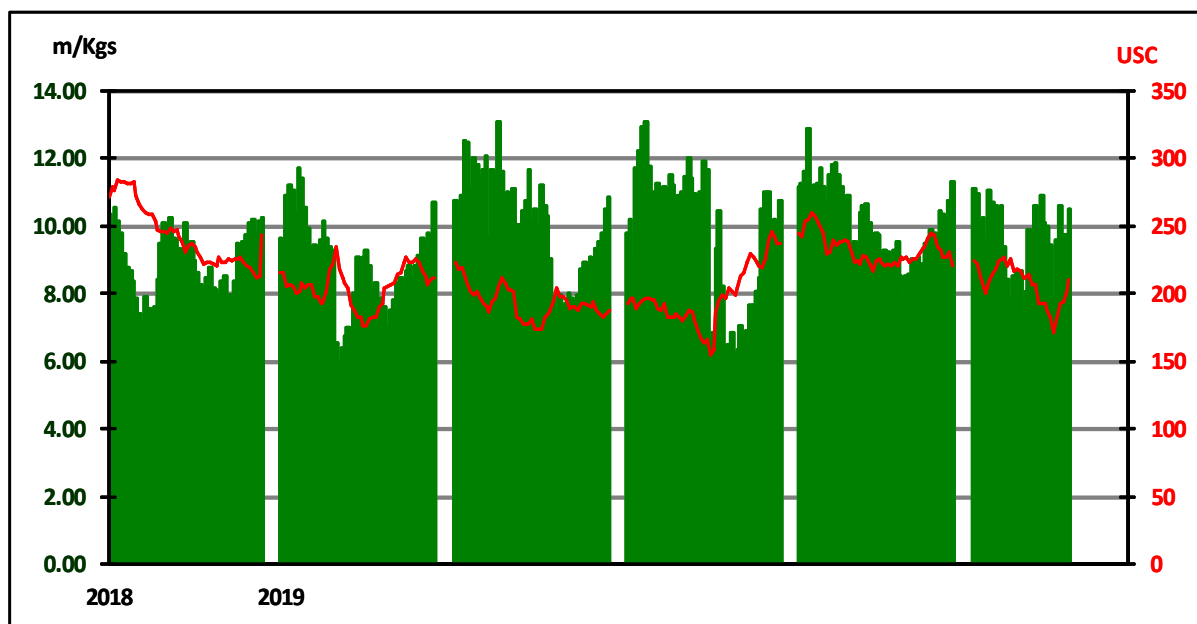
  

Sale Number	Previous Sale's Prices per Grade										Corresponding Prices per Grade for Previous Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Sale 34/23	228	241	213	218	149	117	120	113	74	213	238	241	225	225	155	151	139	129	89	222
Sale 33/23	223	246	217	211	144	110	128	115	77	216	232	242	226	225	167	147	137	126	90	222
Sale 32/23	229	242	216	208	137	116	125	121	76	214	230	239	224	226	158	150	146	129	89	221
Sale 31/23	210	235	216	219	147	115	127	119	77	211	231	234	232	232	168	150	144	126	90	220
Sale 30/23	173	229	213	218	136	114	108	102	70	200	241	234	237	233	151	148	145	128	92	222
Sale 29/23	169	219	218	217	135	106	115	100	60	197	236	239	233	230	165	149	145	129	89	221

## Average Auction Prices and Quantities by Country

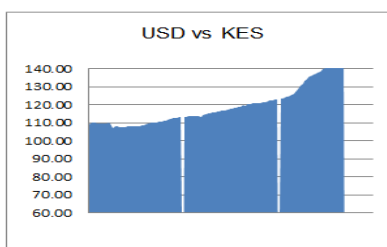
Country	Previous Sale Sale 34/23		Year To Date 2023		Last Year Sale 34/22		Year To Date 2022		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	7,297,604	222	247,291,852	226	6,797,418	236	280,838,131	251	(33,546,279)	(25)
Uganda	1,306,339	95	51,939,395	110	1,333,037	132	49,110,716	132	2,828,679	(22)
Tanzania	77,197	93	5,434,773	104	56,600	136	4,155,467	123	1,279,306	(19)
Rwanda	568,719	294	21,394,042	260	434,904	266	17,382,180	280	4,011,862	(20)
Burundi	52,268	210	2,908,849	197	113,709	266	4,531,468	230	(1,622,619)	(33)
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	118,154	66	-	-	-	-	118,154	66
Madagascar	-	-	-	-	-	-	-	-	0	0
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	24,868	158	-	-	23,839	148	1,029	10
<b>Total</b>	<b>9,302,127</b>	<b>208</b>	<b>329,111,933</b>	<b>207</b>	<b>8,735,668</b>	<b>221</b>	<b>356,041,801</b>	<b>234</b>	<b>(26,929,868)</b>	<b>(27)</b>

## Mombasa Weekly Average Auction Quantities and Prices 2018—2023

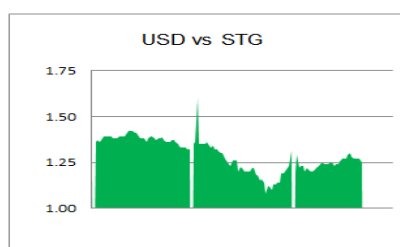


	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Total	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
2023	51.9	216	42.9	216	36.2	223	33.2	216	47.8	198	40.4	189	47.5	202	20.7	202									319.0	207
2022	46.8	249	45.2	255	57.0	236	44.3	238	49.0	220	40.1	223	37.1	222	44.1	226	34.6	226	35.6	235	50.1	236	32.3	226	516.3	233
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

## Exchange Rates (2021-2023)



KES: USD	145.26	0.71	0.49%
KES: STG	182.71	1.61	0.87%
KES: EUR	156.84	0.32	0.20%
USD: STG	1.25	0.02	1.16%



During the week the Kenya Shilling traded between KES 144.50–145.00 and reached 144.50 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 145.00 - 145.50 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 35/23		Year To Date 2023		Year To Date 2022		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	113,780	7,790,619	4,096,724	279,044,887	4,345,090	295,964,936	(248,366)	(16,920,049)
Uganda	21,240	1,203,628	942,670	53,725,999	874,840	50,136,079	67,830	3,589,920
Tanzania	1,440	78,220	108,457	5,610,850	79,030	4,223,166	29,427	1,387,684
Rwanda	5,960	409,992	318,568	21,727,197	256,200	17,681,851	62,368	4,045,346
Burundi	680	44,608	51,039	3,091,864	78,238	4,750,262	(27,199)	(1,658,398)
Zambia	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	1,120	65,848	(1,120)	(65,848)
Mozambique	0	0	4,640	115,706	0	0	4,640	115,706
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
Ethiopia	0	0	400	24,872	400	22,879	0	1,993
<b>Total</b>	<b>143,100</b>	<b>9,527,067</b>	<b>5,522,498</b>	<b>363,341,375</b>	<b>5,634,918</b>	<b>372,845,021</b>	<b>(112,420)</b>	<b>(9,503,646)</b>

## 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	31040	30120	13560	71480	67200	50320	30080	30240	25480	16800	13520	6680	149400	141080	96040
Unilever Tea	700	700	700	1040	1040	1040	380	380	380	160	160	160	2280	2280	2280
James Finlay	560	640	720	1980	2160	860	2279	1760	2100	0	0	0	4819	4560	3680
Eastern Produce	1360	1360	1680	3800	5520	6520	3800	4600	4360	880	1160	880	9840	12640	13440
Others (K)	4680	3640	3700	18440	19800	17900	25340	25640	22040	3080	2740	3140	51540	51820	46780
Uganda	3520	2320	3040	7500	6400	7440	8420	8220	8860	3040	3240	2920	22480	20180	22260
Tanzania	880	880	880	2780	2660	2560	1050	1010	1010	530	530	490	5240	5080	4940
Rwanda	3560	3600	3720	7480	6480	5640	4000	3480	2760	1100	1140	1080	16140	14700	13200
Burundi	600	600	560	720	720	480	480	400	280	320	320	280	2120	2040	1600
DR Congo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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	100	100	100	60	60	60	0	0	0	160	160	160
<b>Total</b>	<b>46900</b>	<b>43860</b>	<b>28560</b>	<b>115320</b>	<b>112080</b>	<b>92860</b>	<b>75889</b>	<b>75790</b>	<b>67330</b>	<b>25910</b>	<b>22810</b>	<b>15630</b>	<b>264019</b>	<b>254540</b>	<b>204380</b>

### Buyer Purchases of Teas Offered by Grade (in Packages)

BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1 GLOBAL TEA & COMMODITIES KENYA LTD.	8.66	18,020	1,160	7,240	5,540	1,520		480	1,080	680	320
2 CARGILL KENYA LTD	7.88	16,400	3,360	9,880	2,760	400					
3 CHAI TRADING COMPANY LTD	6.80	14,160	1,280	10,460	1,660	480		80	200		
4 L.A.B. INTERNATIONAL KENYA LTD	6.25	13,000	80	3,280	7,580	2,040			20		
5 SSOE (KENYA) LIMITED	4.38	9,120	1,120	3,940	1,040	1,460	20	580	900	60	
6 MOMBASA COFFEE LTD	3.70	7,700	160	1,200	4,040	2,160	140				
7 JAMES FINLAY MOMBASA LIMITED	3.51	7,300	920	320	5,520	40	280	220			
8 DEVCHAND KESHAVJI (K) LTD	2.96	6,160		5,880	200	80					
9 SUMMER LINER CO. LTD	2.05	4,260	560	440	100	80	320	320		1,040	1400
10 M.J. CLARKE LTD	1.60	3,340		560	1,300	160		120		1,200	
11 ABBAS TRADERS LTD	1.53	3,180	280	860	1,400	200	20	160	260		
12 MIZAJ AFRICA LTD	1.32	2,740	120	240	2,340	40					
13 ALIBHAI RAMJI (MSA) LTD	1.31	2,720		1,560	120	560		140	80	260	
14 AL-EMIR LIMITED	1.23	2,560	320	2,080	80	80					
15 SHAKAB IMPORTS EXPORTS CO. LTD	1.10	2,280	80	1,620		240	40	60	160	80	
16 IMPERIAL TEAS (EPZ) LTD	0.94	1,960	40	80	1,200	440			200		
17 COFFTEA AGENCIES LTD	0.92	1,920	1,880	40							
18 VAN REES KENYA LIMITED	0.83	1,720		1,000	120					600	
19 TRANS-ATLANTIC TRADING Co. LTD	0.62	1,300		160	560	480			100		
20 TROPICAL CROPS & COMMODITIES	0.48	1,000	40	140	120		20	120		440	120
21 FIRST CUP COFFEE LTD	0.38	800			20			200	120	240	220
22 AFRO TEAS LTD	0.37	780	640	80				20		40	
23 WILPALM TEA LIMITED	0.35	720		40				100		100	480
24 STANSAND (A) LTD	0.26	540	40	240				220		40	
25 TUSHA TEA LTD	0.25	520	160	280	40	40					
26 BLACK GOLD AFRICA TRADERS LTD	0.24	500		160	80			80	160	20	
27 PWANI HAULIERS	0.22	460								380	80
28 AL KHALIFA ENTERPRISES LTD	0.21	440									440
29 DRINCO INTERNATIONAL LIMITED	0.21	440						240		80	120
30 HANBAL TEA TRADING LIMITED	0.21	440									440
31 DELSTA TEA LIMITED	0.19	400		400							
32 INDO-AFRICAN TEA CO. (K) LTD.	0.19	400	200	200							
33 CUP OF JOE LTD	0.17	360					20			40	300
34 SARDIA INTERNATIONAL CO. LTD	0.17	360		360							
35 KIRINDO TRADERS LIMITED	0.15	320		100			120			60	40
36 LINDOP & COMPANY (KENYA ) LTD	0.15	320	80	200	40						
37 LULA TRADING COMPANY	0.15	320	40	120	80		20	20			40
38 SWAFI FOODS LIMITED	0.15	320	80				20	120		100	
39 AIMCO ENTERPRISES LTD	0.14	300								120	180
40 EMPIRE KENYA (EPZ) LTD	0.13	280	160		40			20	20	40	
41 GREAT WHITE PACKERS LTD	0.13	280			240	40					
42 GREEN LEAF TRADING CO. LTD	0.13	280							20		260
43 JAWAI TEA LIMITED	0.13	280	280								
44 JALEEL TRADING COMPANY	0.09	180						20		20	140
45 NALA TEA COMPANY LTD	0.08	160			160						
46 MAISHA COMMODITIES	0.06	120		40	80						
47 MOMBASA TEA TRADERS LTD	0.06	120			120						
48 CAPITAL TEA TRADERS	0.05	100									100
49 TEAVANA TEA STORE LTD	0.05	100									100
50 RANFER TEAS KENYA LTD	0.04	80							80		
51 RIOTANA TRADING LIMITED	0.03	60	40				20				
52 AFRIBRIDGE TRADE EXPORTERS LTD	0.02	40		40							
53 LUTEX LIMITED	0.02	40	40								
Total Sold	63.28	131,700	13,160	53,240	36,580	10,540	1,040	3,320	3,400	5,640	4,780
Unsold	36.70	76,379	19,760	26,240	16,959	7,160	1,060	1,900	700	2,060	540
% Unsold											
Grand Total	100.00	208,079	32,920	79,480	53,539	17,700	2,100	5,220	4,100	7,700	5,320
Sale 34/23	62.10%	477,158	72,000	177,400	125,078	40,040	5,220	12,620	9,400	20,300	15,100

## Other Tea Auction Centres

**Colombo:** at Sale 33 of 22nd and 23rd August, 2023 there were 5.3 m/kgs on offer. The 0.74Mkg of Ex-Estate teas on offer met with improved demand. Select Best Western High Grown BOPs gained, however the below best and plainer sorts were mostly firm to irregular. Select Best Western High Grown BOPFs appreciated from last levels together with the below best and plainer sorts. Nuwara Eliya BOP/BOPF were tending irregular following quality. Well-made Uda Pussellawa BOPs appreciated, the others were firm, well-made Uda Pussellawa BOPFs together with the below best and poorer sorts gained from last levels. Seasonal Uva BOPs continued to meet with good demand, the BOPFs too maintained last levels, coloury BOPs were firm to dearer, whilst the BOPFs followed a similar trend. All CTC BP1s were irregularly dearer. Low Grown CTC PF1s were firm, the High and Medium sorts appreciated substantially. The 2.3Mkg of Low Grown teas on offer met with improved demand. In the Leafy segment, OP/OPA's were dearer. OP1s met with fair demand. BOP1s were firm. Well-made PEKs were dearer, PEK1s maintained last levels. In the Small Leaf segment, well-made FBOPs were dearer. Well-made FF1s declined a few rupees, others too followed a similar trend. FF varieties showed improved interest. BOPF.SP, BOPF, BOP.SP and BOP grades met with good demand. Premium flowery teas were dearer. Turkey, Russia and the C.I.S countries lent fair support. Iran showed improved interest. Libya and Iraq were active.

**Chittagong:** at Sale 17 of 21st August, 2023, CTC LEAF: 62,068 packages of teas on offer met with less demand with prices easing further. BROKENS: All Broken grades met with less demand and prices eased further in line with quality. There were heavy withdrawals. BLF teas met with fair interest but there were heavy withdrawals. FANNINGS: There were only a few bright Fannings which were well supported at much easier rates often dropping by Tk.5/- and more. All other varieties met with only a fair demand and prices eased further with more withdrawals. BLF teas met with fair interest but there were heavy withdrawals. CTC DUST: 14,025 packages of teas on offer met with fair demand. Good liquoring Dusts were irregular and sold at easier levels. Mediums were also easier by Tk.5/- to Tk.10/- closely following quality. Plain and BLF Dusts met with a limited demand and again saw heavy withdrawals. Blenders lent good support with fair interest from the Loose tea buyers. COMMENTS: Offerings were the highest so far this season and in the face of reduced competition,

### Auction Offerings

	Week 34	Week 35	Week 36	Week 37
Centre	21-Aug	28-Aug	04-Sep	11-Sep
Mombasa	223,460	208,059	213,150	180,140
Limbe	2,120			
Colombo	5.4m/kgs	5.0m/kgs	5.1m/kgs	5.0m/kgs
Calcutta	157,000			
Guwahati	62,068			
Chittagong				
<b>Total</b>	<b>444,648</b>	<b>208,059</b>	<b>213,150</b>	<b>180,140</b>

price declined further with many more withdrawals. Blenders were operating in fair strength but were holding lower limits. Loose tea buyers lent some support. Dusts were an easier market.

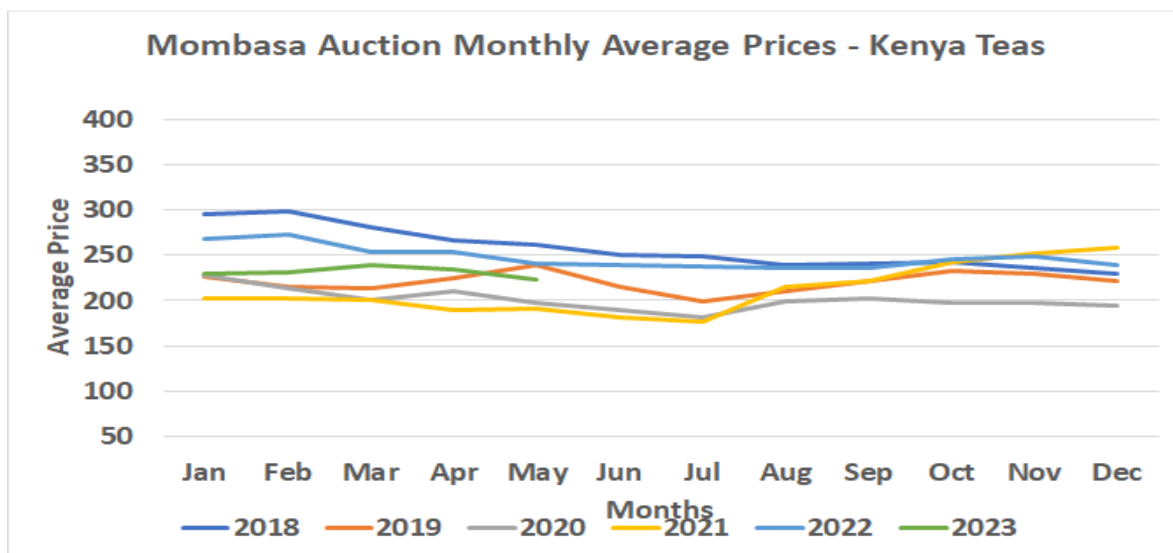
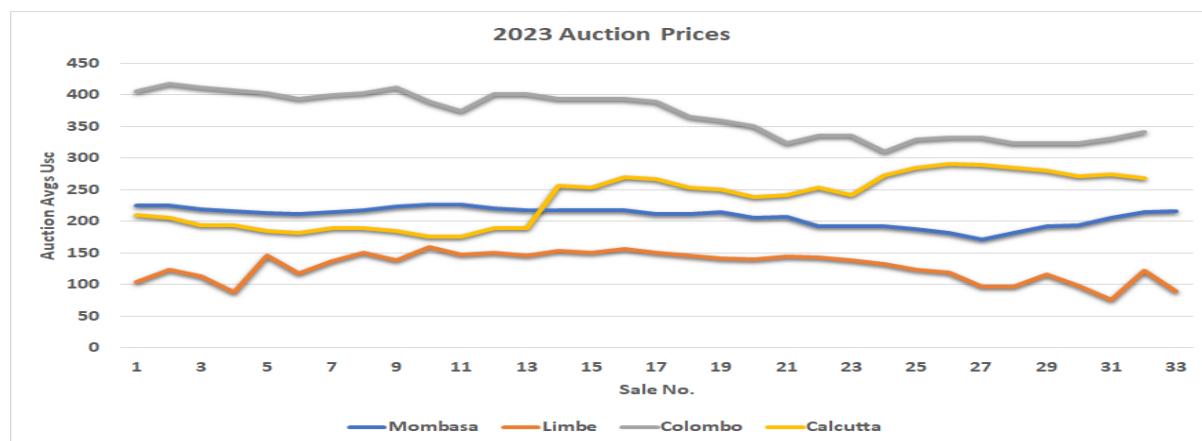
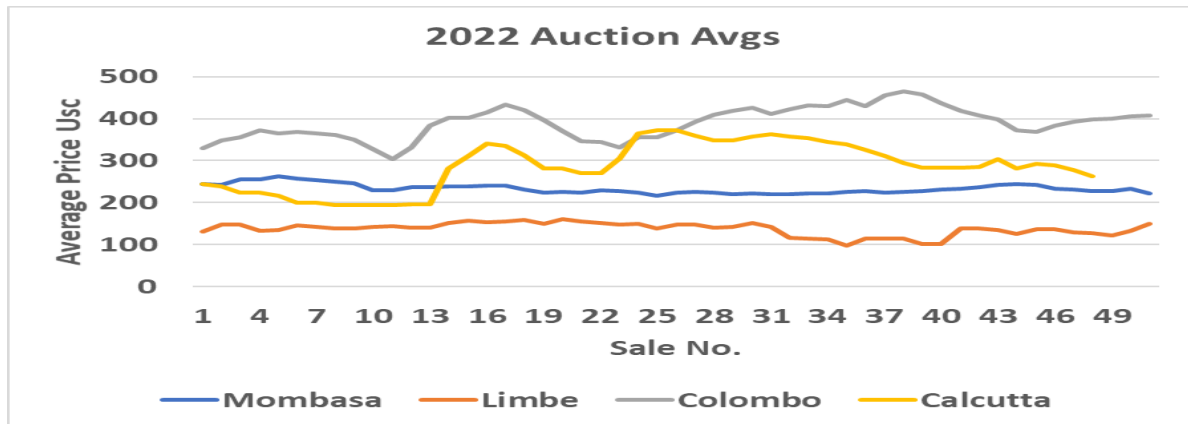
**Cochin:** at Sale 33 of 16th August, 2023, CTC Leaf: Good demand. All grades sold at steady levels. Buying pattern: Up country buyers operated. ORTHODOX Leaf: Fair demand. Clean black whole leaf sold at barely steady levels, remaining sorts sold easier 2-3c and at times more particularly on the broken with heavy withdrawals. Buying pattern: CIS and Middle East buyers operated. Dust: Good demand. Popular marks and better mediums sold fully firm to dearer by 1-2c. Mediums and plainer sorts sold irregularly around last levels. Buying pattern: Major packeteers and Internal buyers operated.

**Calcutta:** at Sale 34 of 22nd, 23rd and 24th August, 2023, there were 194,242 packages on offer. CTC: There was good demand but at lower levels than the previous week. All categories met with an easier market, with good & better-medium category Assams losing the most ground. All Dooars varieties were irregularly easier. DUST: There was good demand at irregularly easier levels following quality. Western India segments were active. M/s Tata Consumer Products operated on better medium & medium categories in the leaf and dust segment. M/s Hindustan Unilever operated on good and better medium Assams in the leaf and dust market. Local buyers operated on clean, well-made varieties. Exporters limited interest on larger broken.

**Guwahati:** at Sale 34 of 22nd August, 2023, there were 157,000 packages on offer. Market: CTC: There was fair demand. The good and best categories were barely steady. Remainder were irregular and easier following quality. Plain-er/Browner sorts witnessed some withdrawals. Buying Pattern: HUL / TCPL / HUL/TCPL fairly active. There was fair support from Western India destination with participation from other internal segments. Exporters operated mostly on the larger broken. Market: DUST: There was fair demand only. Prices were irregular and easier commensurate with quality and with noticeable withdrawals. Buying Pattern: DUST: There was fair support from HUL/TCPL. Western India along with other internal segments operated.

**Limbe:** at Sale 34 of 23rd August, 2023, 2120 tea packages were offered and 1040 were sold. Less demand continued this week at firm rates for the small quantity on offer of 2120 packages. BP1 –N/A PF1 were firm to 1USC up on last where sold. PF1SC /PD were neglected. D1 – N/A Secondaries – Few on offer were firm on last.

### Market Graphs



## Regional Weather Conditions and World Crop

**Kenya: Muranga:** The weather was sunny throughout the week. No rainfall was experienced in the area. Cool temperatures were recorded, maximum 22°C and minimum 10°C. Crop intake was an average of 62.6 tonnes/day on a six day plucking cycle.

**Nyeri:** The week was generally sunny. There was no rainfall recorded throughout the week. The highest and lowest temperatures were 22°C & 12°C respectively. Crop intake averaged 32.6 tonnes/day on a six day plucking cycle.

**Meru:** The weather was warm and sunny throughout the week. There was no rainfall received throughout the week. The average temperatures recorded were 27°C & 11°C. Crop intake averaged 40 tonnes/day on a six day plucking cycle.

**Sotik:** The week experienced sunny and dry weather conditions with reduced showers. The rainfall received in one day was 3.5mm. The highest and lowest temperatures were 27°C & 11°C respectively. Factory utilization remained at last week's levels.

**Kericho:** Warmer week with reduced precipitations. Average rainfall of 2.4mm was recorded. Average temperatures were highs of 24° Celsius and lows of 10° Celsius.

Crop intake went up by 1% compared to previous week's levels→

**Uganda:** Some good rains were reported across most tea growing regions. Fort portal recieved **99mm** while Hoima recieved **17mm**. Bushenyi recieved some **4mm** while Kibale recieved **42mm** of rainfall. Average temperatures were highs of 30° Celsius



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

and lows of 17°Celsius. Crop levels have reduced.

**Malawi:** Dry with cold nights was the weather pattern. Green leaf intakes continues low.

### The Climate Outlook for July, August and September 2023.

The forecast for the next three months indicates that several parts of the country are expected to experience dry weather conditions. However, the Highlands West of the Rift Valley, the Lake Victoria Basin, Central and parts of the South Rift Valley are expected to receive rainfall. The Highlands East of the Rift Valley, including Nairobi county and parts of the South-eastern low lands are expected to experience cool and cloudy conditions in July and August and the first half of September. The rest of the country is expected to remain generally sunny and dry. Temperatures are expected to be warmer than usual over the whole country. (source: [www.meteo.go.ke](http://www.meteo.go.ke))

### Seven-Day weather Forecast valid from 29th August to 3rd September 2023.

#### The Highlands West of the Rift Valley.

Mornings are likely to be generally sunny though a few areas may receive rains. Afternoon as well as night showers and thunderstorms are expected over few places occasionally spreading to several places.

#### The Highlands East of the Rift Valley.

Occasional cloudiness and light rains are expected in the morning. Afternoon and night showers are expected over few places.

**Kenya:** The crop is fair with the ongoing rains in most tea estates and the crop prospects in most of the areas is likely to appreciate slightly. Most areas which had embarked on pruning are slowly on the recovery path.

**Uganda:** Crop levels have continued to decline from last week's levels.

**Malawi:** Crop continues to decline.

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	2022	2021
Bangladesh	-	0.1	2.1	5.1	8.2	10.7	11.3	10.8	14.7	11.4	10.8	7.8	0.1	1.0	92.1	97.0
North India	-	3.1	63.4	63.7	102.1	109.7	133.3	166.4	166.8	141.9	111.6	48.0	66.5	0.0	1,110.0	1,093.0
South India	13.4	13.2	13.8	19.1	25.7	28.2	19.3	14.3	23.3	18.8	21.2	14.4	40.4	(5.0)	230.0	237.0
Sri Lanka	19.1	18.7	21.3	24.7	26.5	23.0	19.8	18.2	21.0	18.8	20.2	19.5	59.1	1.0	252.0	297.0
Kenya	54.9	32.7	30.5	49.5	57.9	48.1	33.9	35.9	38.2	50.4	49.2	55.3	273.6	3.0	533.2	537.0
Uganda	6.6	5.2	4.7	5.4	7.0	6.5	5.5	4.5	6.0	7.6	6.6	6.7	21.9	0.0	71.0	82.0
Tanzania	2.7	2.7	3.1	2.8	3.2	2.1	0.9	0.9	1.4	2.5	2.2	2.0	8.5	1.0	25.2	26.0
Rwanda	3.9	3.3	3.8	3.6	4.4	3.9	2.3	2.1	2.8	3.8	3.7	3.3	22.9	3.0	38.3	36.0
Malawi	6.4	6.2	6.5	5.9	3.9	1.6	1.3	2.0	3.6	2.1	1.7	4.6	30.5	(2.0)	48.0	52.0
<b>Total</b>	<b>100.4</b>	<b>80.0</b>	<b>144.5</b>	<b>174.4</b>	<b>231.9</b>	<b>227.4</b>	<b>222.1</b>	<b>250.6</b>	<b>271.8</b>	<b>249.7</b>	<b>220.6</b>	<b>154.9</b>	<b>501.6</b>			
<b>Variance</b>	<b>(2.7)</b>	<b>(8.0)</b>	<b>(9.4)</b>	<b>(5.6)</b>	<b>5.1</b>	<b>30.4</b>	<b>16.9</b>	<b>10.2</b>	<b>-21.4</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>36.9</b>	<b>2</b>	<b>2,399.8</b>	<b>2,457.0</b>

Monthly figures in "BLACK" are for 2023 whilst figures in "BLUE" are for 2022

### Mombasa Auction—Weekly Sale Average Prices (All teas) 2023

Sale Nos.	Sale Date	Kilos sold Weekly	Kilos Sold monthly	Year : 2023 Av.Price US\$ weekly	Year : 2023 Av. Price US\$ monthly	Year : 2022 Av. Price US\$ monthly	Year : 2021 Av. Price US\$ monthly
1	04-Jan-23	11,079,287		2.24			
2	09-Jan-23	10,974,235		2.22			
3	18-Jan-23	10,099,878		2.12			
4	23-Jan-23	10,259,213		2.04			
5	30-Jan-23	9,463,433	51,876,045	2.00	2.16	2.49	1.94
6	06-Feb-23	11,045,362		2.09			
7	13-Feb-23	10,672,023		2.14			
8	20-Feb-23	10,616,548		2.18			
9	27-Feb-23	10,559,552	42,893,484	2.24	2.16	2.55	1.95
10	06-Mar-23	10,589,692		2.26			
11	13-Mar-23	9,374,593		2.27			
12	12-Mar-23	8,411,204		2.21			
13	27-Mar-23	7,863,301	36,238,790	2.18	2.23	2.36	1.92
3 mths Totals:					\$2.17 131,008,319 Kgs	\$2.45 149,048,570 Kgs	\$1.94 146,474,310 Kgs
14	03-Apr-23	8,506,626		2.17			
15	11-Apr-23	8,584,924		2.18			
16	17-Apr-23	8,681,476		2.17			
17	24-Apr-23	7,384,591	33,157,617	2.11	2.16	2.38	1.83
18	02-May-23	8,034,434		2.11			
19	08-May-23	9,863,655		2.14			
20	15-May-23	9,456,589		2.06			
21	22-May-23	10,599,011		2.07			
22	29-May-23	9,858,011	47,811,700	1.93	1.98	2.20	1.84
23	05-Jun-23	10,924,818		1.92			
24	12-Jun-23	10,087,646		1.93			
25	19-Jun-23	9,992,595		1.88			
26	26-Jun-23	9,439,892	40,444,951	1.82	1.89	2.23	1.74
6 mths Totals:					\$2.11 252,422,587	\$2.38 282,510,969 Kgs	\$1.87 292,688,228 Kgs
27	03-Jul-23	7,814,140		1.71			
28	10-Jul-23	9,605,227		1.82			
29	17-Jul-23	10,613,318		1.92			
30	24-Jul-23	9,731,159		1.94			
31	31-Jul-23	8,893,720	46,657,564	2.02	1.89	2.23	1.68
32	07-Aug-23	10,224,616		2.09			
33	14-Aug-23	10,505,039		2.10			
34	21-Aug-23	9,302,127	30,031,782	2.08		2.22	2.01
35							
36							
37							
38							
39			-			2.27	2.08
9 mths Totals:						\$2.33 398,330,210.5	\$1.88 391,770,296 Kgs
40							
41							
42							
43			-			2.35	2.26
44							
45							
46							
47							
48			-			2.36	2.31
49							
50							
51			-			2.26	2.38
Sale Nos. 1 to 51						516,337,800.7 KGS	503,893,400 Kgs
Year end Totals :						\$2.33	\$1.97

Summary : Sale Averages by Country							
Country :	Year : 2023			Country :	Year : 2022		
	Sale Nos: 1 to 30				Sale Nos: 1 to 30		
	(7 months)				(7 months)		
	Kilos ' 000	Av. Prc	US\$		Kilos ' 000	Av. Prc	US\$
Kenya	224,125,489	2.26		Kenya	259,244,895	2.62	
Uganda	47,422,779	1.11		Uganda	44,975,257	1.32	
Tanzania	5,152,234	1.05		Tanzania	4,006,374	1.22	
Rwanda	19,436,048	2.57		Rwanda	16,082,569	2.81	
Burundi	2,700,579	1.97		Burundi	4,169,597	2.30	
Malawi	-			Malawi	-		
Mozambique	118,154	0.66		Mozambique	-		
D R Congo	-			D R Congo	-		
Madagascar	-			Madagascar	-		
Ethiopia	24,868	1.58		Ethiopia	23,839	1.48	
Total :	298,980,151	2.07			328,502,531	2.35	

Year 2022 : 12M	516,338	2.33
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

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