



## TEA BROKERS EAST AFRICA LIMITED

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### Tea Market Report: Sale 36 of 5th - 7th September, 2022

There was improved demand for the 170,000 packages (11.29m/kgs) on offer with 25.64% remaining unsold.

#### Leaf Grades: (M2)

101,760 packages (6.67m/kgs) – 30.74% unsold.

#### BP1:

**Best** – Were irregular ranging between firm to USC48 above previous levels to easier by a similar margin.

**Brighter** – Ranged between steady to between USC14 to USC18 dearer but a few selected tea prices adjusted downwards by USC32 and USC66.

**Mediums** – KTDA mediums were firm to dearer by USC11 but some invoices shed up to USC10 with plantation mediums varying between USC12 dearer to easier by up to USC20.

**Lower Mediums** – Varied between steady to USC24 dearer to USC16 below last rates.

**Plainer** – Advanced by up to USC18.

#### PF1:

**Best** – Appreciated by up to USC22 but a few lines shed up to USC10.

**Brighter** – Saw more competition and gained up to USC14.

**Mediums** – KTDA mediums were

#### Current and Future Fresh Auction Offerings

Country	Sale 36 5 - 7 Aug'22		Sale 36 6 - 7 Sept'21		Sale 37 12 - 14 Sept'22		Sale 38 19 - 21 Sept'22	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	98,000	8,820	55,840	9,580	97,840	9,980	105,800	9,800
Uganda	10,800	5,980	12,919	7,580	12,480	7,820	12,160	7,100
Tanzania	160	140	1,000	480	1,680	1,340	480	350
Rwanda	5,320	900	3,640	520	4,680	700	4,520	740
Burundi	1,560	460	1,200	380	1,240	440	1,080	380
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	35,600	2,260	32,620	2,920	44,760	2,600	40,040	2,798
<b>Total</b>	<b>115,840</b>	<b>16,300</b>	<b>74,599</b>	<b>18,540</b>	<b>117,920</b>	<b>20,280</b>	<b>124,040</b>	<b>18,370</b>
	<b>132,140</b>		<b>93,139</b>		<b>138,200</b>		<b>142,410</b>	

firm to USC5 above previous prices while plantation mediums were irregular ranging between steady to USC12 dearer to easier by up to USC8.

**Lower Mediums** – Varied between firm to USC16 dearer to easier by USC14.

**Plainer** – Steady to USC22 dearer to easier by up to USC8.

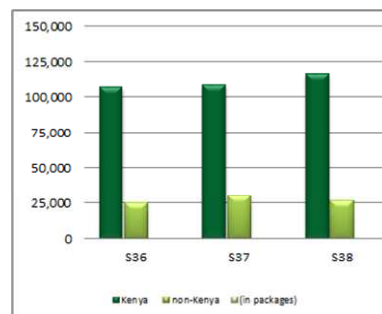
#### DUST Grades (M1)

49,680 packages (3.69m/kgs) – 20.21% unsold.

#### PDUST:

**Best** – Saw good enquiry at firm to USC14 above last levels.

**Brighter** – Were mostly steady



to USC18 dearer but a few lines shed up to USC4.

**Mediums** – KTDA mediums held value at last prices while plantation mediums advanced by up to USC13.

continued ....

**Lower Medium** – Were mainly firm to USC13 dearer but some lines shed up to USC14.

**Plainer** – Ranged between steady to USC9 dearer to easier by up to USC7.

#### **DUST1:**

**Best** – Appreciated by up to USC20.

**Brighter** – Gained up to USC12.

**Mediums** – KTDA mediums varied between firm to USC6 dearer to easier by a similar margin while plantation mediums advanced by up to USC12 but a few invoices shed up to USC4.

**Lower Medium** – Were irregular ranging between steady to USC8 dearer to easier by up to USC10.

**Plainer** – Met irregular activity and varied between firm to USC14 dearer to USC12 easier.

#### **Secondary Grades (S1)**

18,560 packages (932,924.00 kilos) – 12.18% unsold.

In the Secondary Catalogues, best **BPs** were dearer with others firm while **PFs** were irregular but on a balance dearer. Clean well sorted coloury **Fannings** tended easier with **similar DUSTs** irregularly discounted. **Other Fannings** held value with **DUSTs** firm. **BMFs** were well absorbed at dearer rates.

#### **Markets:**

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

### Mombasa Auction Hammer Market Analysis—Sale No 36/2022

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	94%	2.86	3.76	2.8	5.28	2.78	3.12	2.8	3.1	2.9	2.98
2 Below Best	94%	2.65	2.96	2.55	3.62	2.54	2.9	2.61	2.94	2.7	2.96
3 Good	48%	2.04	2.62	1.74	2.72	2	2.68	2.04	2.68	2.12	2.66
4 Best Medium	86%	1.75	2.21	1.92	2.7	1.9	2.32	1.74	2.2	1.88	2.1
5 Medium	76%	1.55	2.01	1.21	2.28	1.5	2.14	1.44	1.96	1.5	1.96
6 Lower Medium	89%	1.29	1.68	1.02	1.38	1.35	1.81	1.35	1.7	1.31	1.76
7 Plain	92%	1.11	1.6	0.91	1.16	1.14	1.51	1.22	1.6	1.32	1.5
<b>Totals</b>	<b>71%</b>	<b>1.11</b>	<b>3.76</b>	<b>0.91</b>	<b>5.28</b>	<b>1.14</b>	<b>3.12</b>	<b>1.22</b>	<b>3.1</b>	<b>1.31</b>	<b>2.98</b>
Category (Band)	Percentage of Total Sold	Average Prices per grade									
		BP1		PF1		PD		DUST1		Totals	
		Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg
1 Best	11%	130,012	3.16	411,322	2.91	182,980	2.87	47,400	2.94	771,714	2.95
2 Below Best	27%	355,579	2.8	977,514	2.81	487,508	2.81	126,215	2.87	1,946,816	2.81
3 Good	29%	384,026	2.52	1,092,392	2.49	525,998	2.45	132,272	2.41	2,134,688	2.48
4 Best Medium	11%	47,000	2.26	299,316	2.13	388,800	2.04	51,836	2.01	786,952	2.08
5 Medium	14%	111,410	1.7	413,359	1.85	414,630	1.75	58,601	1.73	998,000	1.79
6 Lower Medium	6%	48,951	1.17	158,679	1.54	187,650	1.52	73,036	1.5	468,316	1.48
7 Plain	3%	31,080	1.1	58,076	1.39	62,384	1.38	31,152	1.39	182,692	1.34
<b>Totals</b>	<b>100%</b>	<b>1,108,058</b>	<b>2.49</b>	<b>3,410,658</b>	<b>2.46</b>	<b>2,249,950</b>	<b>2.25</b>	<b>520,512</b>	<b>2.27</b>	<b>7,289,178</b>	<b>2.39</b>

## 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	90,200	6,274,058	245	8,320	422,283	140	98,520	6,696,342	239	63,620	4,234,833	216
Uganda	10,680	651,972	146	5,860	278,028	114	16,540	930,000	136	19,940	1,143,220	112
Tanzania	360	21,364	136	440	19,020	110	800	40,384	123	1,120	57,196	122
Rwanda	4,900	338,652	291	780	49,672	220	5,680	388,324	282	3,460	238,340	307
Burundi	1,320	82,508	241	440	20,172	145	1,760	102,680	222	820	46,336	184
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>107,460</b>	<b>7,368,554</b>	<b>238</b>	<b>15,840</b>	<b>789,175</b>	<b>135</b>	<b>123,300</b>	<b>8,157,730</b>	<b>228</b>	<b>88,960</b>	<b>5,719,925</b>	<b>198</b>

Sale Number	Previous Sale's Quantities and Prices									Tot+Q20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkg	Kgs	USC
Sale 35/22	93,200	6,453,068	239	17,378	877,720	133	110,578	7,330,788	226			
Sale 34/22	106,700	7,383,169	234	18,440	903,984	128	125,140	8,287,153	222	87,895	5,678,953	204
Sale 33/22	115,100	7,952,404	234	20,250	1,008,764	126	135,350	8,961,168	222	91,540	5,811,451	197
Sale 32/22	106,380	7,277,883	233	18,660	940,380	131	125,040	8,218,263	221	105,467	6,767,638	195
Sale 31/22	104,520	7,197,465	233	21,279	1,052,942	128	125,799	8,250,406	220	141,340	9,287,405	195
Sale 30/22	110,759	7,655,189	236	22,178	1,106,471	129	132,937	8,761,661	222	135,260	8,803,342	188

## Average Auction Hammer Prices by Grade and Country

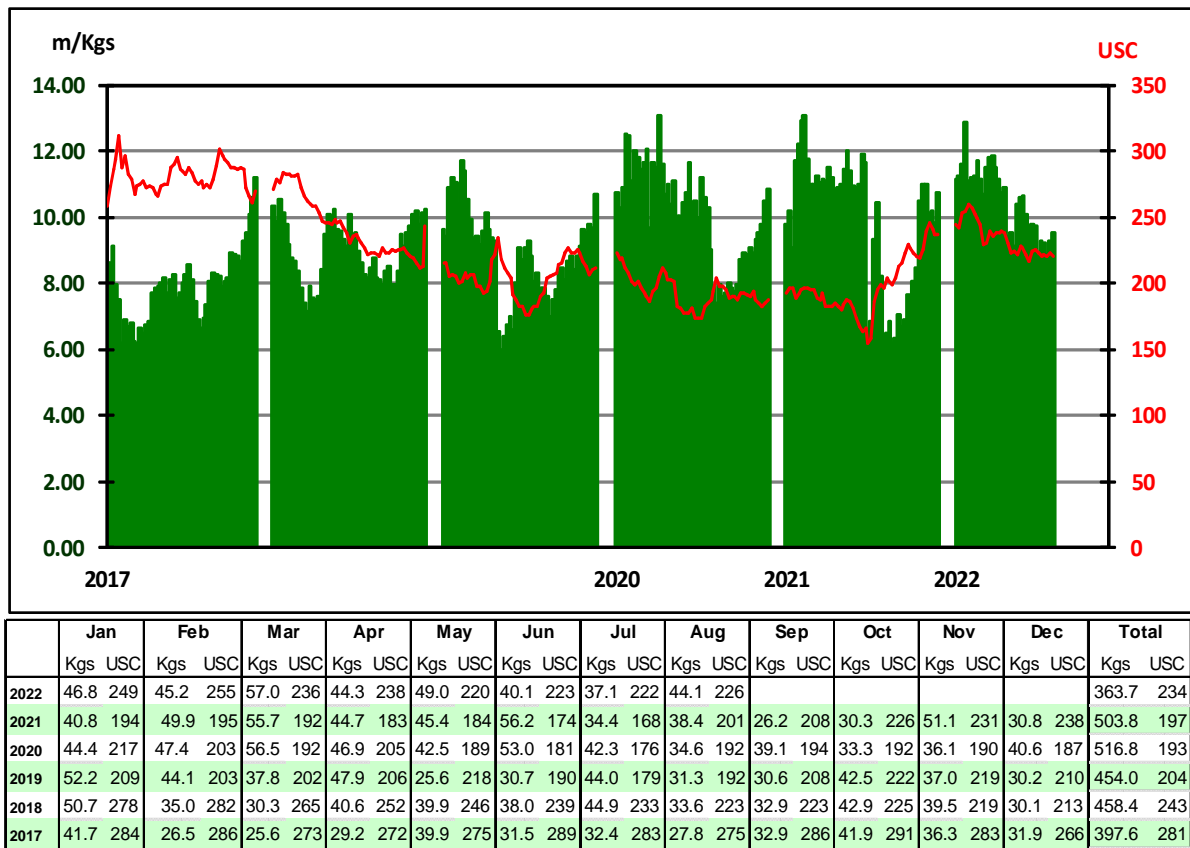
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	255	251	232	242	151	175	141	131	103	239	216	237	221	237	140	140	105	126	74	216
Uganda	116	152	150	149	113	137	133	116	90	136	131	129	115	107	108	114	84	102	71	112
Tanzania	-	139	134	133	-	125	126	120	92	123	120	133	131	-	112	114	80	91	89	122
Rwanda	334	276	287	280	277	203	217	166	125	282	458	277	278	258	206	216	173	168	80	307
Burundi	226	250	-	240	-	-	152	144	-	222	202	231	238	-	-	-	119	149	-	184
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>249</b>	<b>246</b>	<b>225</b>	<b>226</b>	<b>172</b>	<b>161</b>	<b>143</b>	<b>129</b>	<b>95</b>	<b>228</b>	<b>216</b>	<b>227</b>	<b>203</b>	<b>198</b>	<b>140</b>	<b>126</b>	<b>104</b>	<b>118</b>	<b>72</b>	<b>198</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 35/22	249	244	227	238	165	154	151	128	88	226	224	233	199	198	123	124	112	114	73	201
Sale 34/22	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

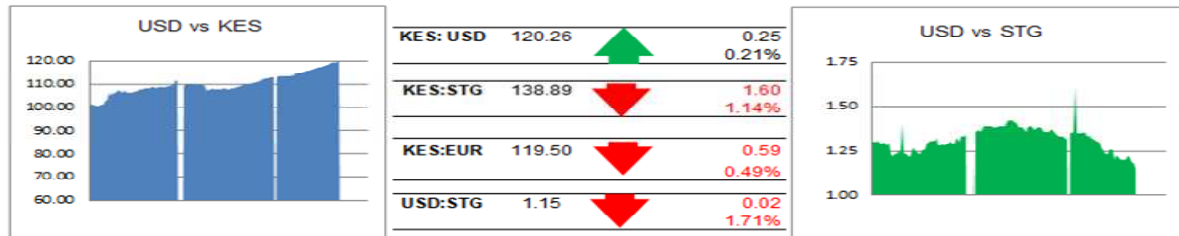
## Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 35/22		Year To Date 2022		Last Year Sale 35/21		Year To Date 2021		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	6,250,844	236	287,088,975	251	5,265,933	213	289,128,281	195	-2,039,306	56
Uganda	899,700	133	50,010,416	132	1,038,078	116	49,804,324	116	206,092	16
Tanzania	40,827	131	4,196,294	123	80,832	107	3,558,806	100	637,488	23
Rwanda	414,928	283	17,797,108	280	387,556	301	18,096,538	258	-299,430	22
Burundi	120,208	223	4,651,676	230	77,020	215	4,711,711	197	-60,035	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
<b>Total</b>	<b>7,726,507</b>	<b>226</b>	<b>363,768,308</b>	<b>234</b>	<b>6,849,419</b>	<b>202</b>	<b>365,530,409</b>	<b>186</b>	<b>-1,762,101</b>	<b>48</b>

## Mombasa Weekly Average Auction Quantities and Prices 2017—2022



## Exchange Rates (2020-2022)



During the week the Kenya Shilling traded between KES 120.02 -120.60 and reached 120.01 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 36/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	106,820	7,295,022	4,451,910	303,259,958	4,440,316	300,209,835	11,594	3,050,124
Uganda	16,780	947,828	891,620	51,083,907	884,803	51,184,188	6,817	-100,281
Tanzania	300	13,780	79,330	4,236,946	73,459	4,033,060	5,871	203,886
Rwanda	6,220	425,968	262,420	18,107,819	263,580	18,053,367	-1,160	54,452
Burundi	2,020	120,274	80,258	4,870,536	75,580	4,703,647	4,678	166,889
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	0	0	1,900	106,726	-1,900	-106,726
<b>Total</b>	<b>132,140</b>	<b>8,802,872</b>	<b>5,766,658</b>	<b>381,625,014</b>	<b>5,742,618</b>	<b>378,447,398</b>	<b>24,040</b>	<b>3,177,617</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	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
<b>Total</b>	<b>33190</b>	<b>30010</b>	<b>34950</b>	<b>61840</b>	<b>74080</b>	<b>80760</b>	<b>39280</b>	<b>42340</b>	<b>42000</b>	<b>9680</b>	<b>9460</b>	<b>9260</b>	<b>143990</b>	<b>155890</b>	<b>166970</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.	11.70	19,880	3,600	9,240	4,800	1,720			400	80	40
2 CARGILL KENYA LTD	7.25	12,320	400	11,000	680	240					
3 CUP OF JOE LTD	5.60	9,520	2,680	2,560	4,080		200				
4 MOMBASA COFFEE LTD	5.01	8,520		1,600	4,840	1,920	140			20	
5 LAB INTERNATIONAL KENYA LTD	4.45	7,560	240	1,480	4,920	800		120			
6 CHAI TRADING COMPANY LTD	3.98	6,760	840	3,600	1,640	180		60	80	360	
7 SSOE (KENYA) LIMITED	3.32	5,640	1,160	2,060	1,320	360	20	340	220	140	20
8 JAMES FINLAY MOMBASA LIMITED	3.23	5,480	1,360	1,080	2,840	40	100			60	
9 ABBAS TRADERS LTD	3.18	5,400	440	1,880	1,120	160	300	880	520	100	
10 DEVCHAND KESHAVJI (K) LTD	3.06	5,200		5,200							
11 VAN REES KENYA LIMITED	3.01	5,120	400	3,000	1,000	40	120	100	40	420	
12 COFFTEA AGENCIES LTD	2.95	5,020	2,840	1,000	480			40		660	
13 M.J. CLARKE LTD	1.53	2,600		600	1,200	40		80	140	520	20
14 STANSAND (A) LTD	1.24	2,100		480				700		920	
15 IMPERIAL TEAS (EPZ) LTD	1.09	1,860	480	360	320	160		120	60	360	
16 GOLD CROWN FOODS (EPZ) LTD	1.08	1,840		80			40	40	120	560	1,000
17 CHAMU SUPPLIES LIMITED	0.99	1,680	1,040	280	40	240	20			60	
18 EMPIRE KENYA (EPZ) LTD	0.97	1,640	320	520		560		140		100	
19 AL EMIR LIMITED	0.95	1,620	40	1,380	40	80		80			
20 MIZAJ AFRICA LTD	0.87	1,480	80		1280	120					
21 SHAKAB EXPORT & IMPORT CO. LTD	0.80	1,360	360	640	120		100	40	80	20	
22 INDO-AFRICAN TEA CO. (K) LTD.	0.66	1,120	200	920							
23 RANFER TEAS KENYA LTD	0.66	1,120	1,120								
24 ALIBHAI RAMJI (MSA) LTD	0.59	1,000		840		40			20	100	
25 DRINCO INTERNATIONAL LIMITED	0.58	980						80		340	560
26 AIMCO ENTERPRISES LTD	0.56	960							120	360	480
27 MCLEOD RUSSEL AFRICA LIMITED	0.41	700	160	400	80	40			20		
28 AL KHALIFA ENTERPRISES LTD	0.36	620	40								580
29 TRANS-ATLANTIC TRADING Co. LTD	0.35	600	80	200	40	40	20	60	100	60	
30 SUMMER LINER CO. LTD	0.29	500	40				140			200	120
31 SARDIA INTERNATIONAL CO. LTD	0.28	480		280	80				20	20	80
32 MAISHA COMMODITIES	0.26	440		180	60			40	40	120	
33 TROPICAL CROPS & COMMODITIES	0.21	360					120			140	100
34 KIRINDO TRADERS LIMITED	0.18	300	120				20			60	100
35 PWANI HAULIERS	0.15	260									260
36 GREAT WHITE PACKERS LTD	0.12	200		200							
37 MOMBASA TEA TRADERS LTD	0.12	200			160	40					
38 GREEN LEAF TRADING CO. LTD	0.09	160							20	100	40
39 LINDOP & COMPANY (KENYA ) LTD	0.07	120		120							
40 NALA TEA COMPANY LTD	0.07	120		120							
41 TEAVANA TEA STORE LTD	0.06	100									100
42 AFRIBRIDGE TRADE EXPORTERS LTD	0.05	80	80								
43 AXIS TEA & SERVICES LIMITED	0.05	80							40		40
44 DELSTA TEA LIMITED	0.02	40	40								
45 LULA TRADING COMPANY	0.02	40									40
46 RIOTANA TRADING LIMITED	0.02	40					40				
47 SALIM MERCHANDISE COMPANY LTD	0.02	40	40								
48 TANZIL TRADING LIMITED	0.01	20									20
49 WILPALM TEA LIMITED	0.01	20								20	
Total Sold	72.56	123,300	18,200	51,220	31,220	6,820	1,380	2,920	2,040	5,900	3,600
Withdrawn	-	-	-	-	-	-	-	-	-	-	-
Unsold	27.44	46,620	10,780	21,700	10,240	1,720	200	120	100	1,700	60
% Unsold			37	30	25	20	13	4	5	22	2
Grand Total	100.00	169,920	28,980	72,920	41,460	8,540	1,580	3,040	2,140	7,600	3,660
Sale 35/22	68.69%	110,578	14,400	43,000	29,140	6,660	1,200	2,800	2,418	7,360	3,600
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



## Other Tea Auction Centres

**C**olombo: at Sale 34 held on 30th and 31st August, 2022. The 0.52Mkg of Ex Estate teas on offer met with fair demand. Select Best Western High Grown BOPs were firm to irregularly dearer, the below best and plainer varieties too were firm to a little dearer at times. Select Best Western High Grown BOPFs were mostly firm, the below best and plainer sorts appreciated irregularly. Nuwara Eliya BOPs were firm, the BOPFs were barely steady. Uda Pussellawa BOPs were irregular following quality, the BOPFs were tending easier from last week's levels. Uva BOPs were mostly firm, the BOPFs too followed a similar trend. Low Grown CTC BP1s were irregularly easier, the High and Medium sorts were tending lower. The Low Grown CTC PF1s declined substantially, whilst the High and Medium CTC PF1s were mostly easier from last week's levels. The 2.0Mkg 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, Pekoe1s gained a few rupees. In the Small Leaf segment, FBOPs were firm. FBOPF varieties met with improved interest. Best FBOPF1s held firm, others appreciated following quality. BOPF.SP, BOPF, BOP.SP and BOPs met with good demand. Premium Flowery teas were irregularly lower. Russia, Iran and the C.I.S countries lent fair support, Turkey was selective. Libya and Iraq were active.

**C**hittagong: at Sale 17 held on the 29th August, 2022, **CTC LEAF:** 37,044 packages of Current Season teas on offer met with a stronger demand. **BROKENs:** All good liquoring Brokenes met with more competition and advanced by Tk.5/- to Tk.10/- over last. Medium and Plain types also saw better demand generally at higher rates particularly the former. Likewise, BLF teas sold well in line with quality but few were withdrawn without bids. There were some withdrawals. **FANNINGS:** Best Fannings were a strong feature of the sale and these advanced by Tk.10/- and more following competition. Good and Medium types also met with stronger demand and were mostly dearer by Tk.5/- and more. Plainer types were well absorbed generally at firm to slightly dearer rates. BLF teas sold well in line with quality but few were withdrawn with-

out bids. There were some withdrawals. **CTC DUST:** 13,301 packages of Current Season teas on offer met with strong demand. Well made good liquoring Dusts sold well at dearer rates following competition compared to last sale. Their Mediums also saw better demand and were dearer by Tk.8/- to Tk.10/- closely following quality. Plain and BLF Dusts sold at Brokers' valuation with a few withdrawals. Blenders lent strong support with quite fair interest from the Loose tea buyers. **COMMENTS:** A lesser weight of tea was on offer which attracted strong competition from all sections of the market. Blenders were very active as well as the Loose tea buyers particularly on the brightest teas on offer. As a result of much increased activity, the prices moved upwards. Dusts sold at higher price than last.

**C**ochin: at Sale 34 held on 28th August, 2022, **CTC Leaf:** Fair demand. All grades sold irregularly around last levels with some withdrawals. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. Well-made whole leaf appreciated in value whilst others were irregular and tended lower. Limited quantities of fannings sold at last levels. **Buying pattern:** CIS operating with support from ME. **Dust:** Good Demand. Prices for good liquoring popular varieties and better mediums sold at fully firm levels. The plainer sorts witnessed better enquiry and appreciated in value. **Buying pattern:** Major blenders active. Internal buyers operated.

**C**alcutta: at Sale 35 held on the 30th and 31st August, 2022, there were 171,088 packages on offer. **CTC:** There was good demand. Brighter liquoring Assam were barely steady to at times easier. Well-made & clean me-

## Auction Offerings

	Week 35	Week 36	Week 37	Week 38
Centre	31-Aug	07-Sep	14-Sep	21-Sep
Mombasa	161,336	170,000	185,560	185,248
Limbe	2,140	2,680	2,380	
Colombo	4.4m/kgs	4.2m/kgs	4.3m/kgs	
Jakarta	8,220	8,700	8,220	
Calcutta	153,967	199,909	203,883	22,750
Guwahati	146,858	149,984	180,537	
Chittagong	46,489	51,192	48,965	
Total	510,790	582,465	629,545	207,998

dium Assams were well received and were steady. Brownish & plainer sorts were irregularly easier. Better Dooars were barely steady. Other Dooars categories were irregular around last levels. **Dust:** There was good demand. Bulk of the Assams on offer sold at irregular levels around last. M/s Tata Consumer Products operated on brighter and well-made medium Assams and plainer Dooars in the leaf market. They were active on brighter liquoring 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 showed improved activity on larger brokenes. Local Buyers operated on the Dooars.

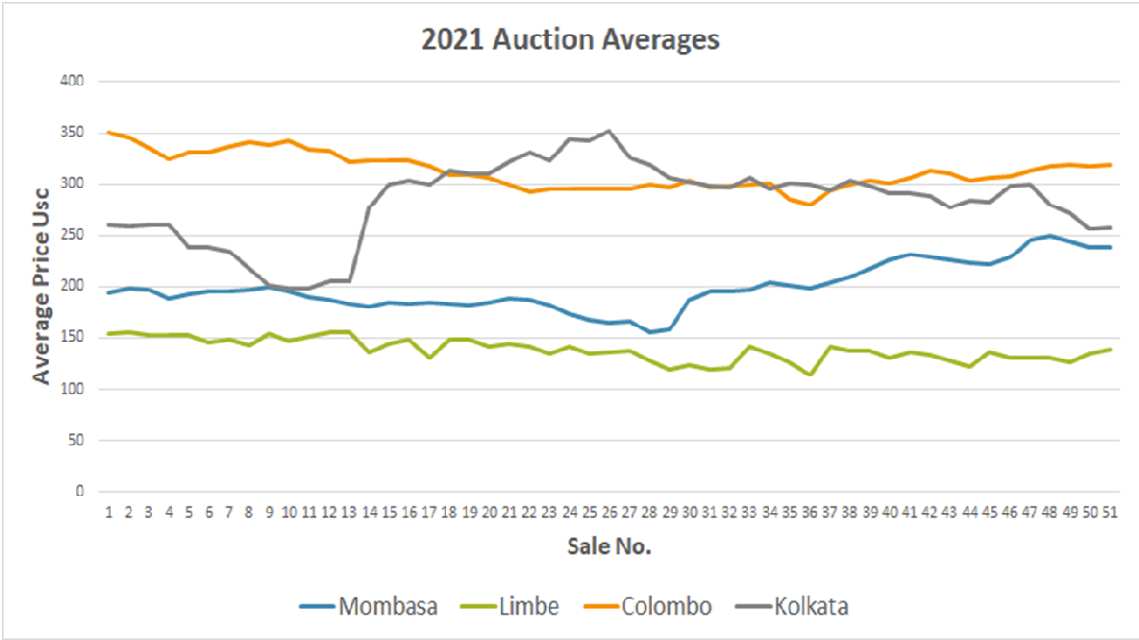
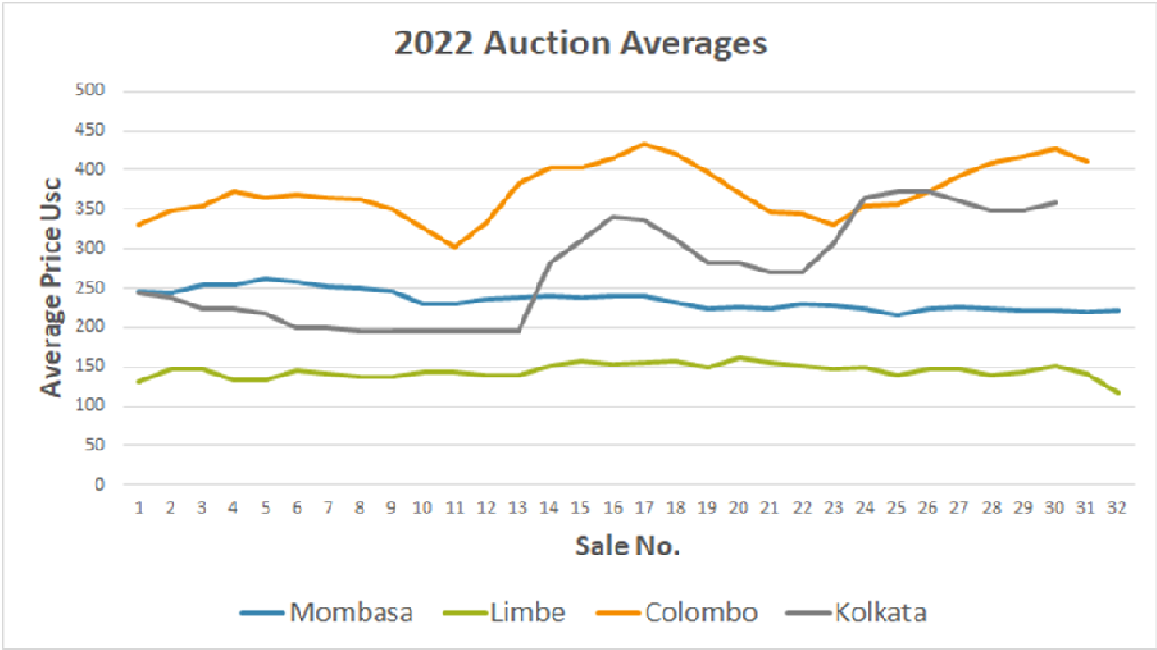
**G**uwahati: at Sale 35 held on the 31st August, 2022, there were 140,457 packages on offer.

**Market:** **CTC** There was good demand. The good and the best category teas were irregular around last. Medium/better medium varieties were barely steady. Remainder tended irregular following quality. **Buying Pattern:** There was fair support from HUL in better liquoring sorts while TCPL was more active on the medium to plainer teas. There was fair support from Western India and buyers from other destinations. There was very selective export enquiry this week.

**Market:** **DUST** There was good demand. Select better liquoring sorts were around last. The good and the medium category teas were irregular and at times easier. The plainer varieties were steady. **Buying Pattern:** **DUST** There was good support from HUL/TCPL and Western India buyers. There was fair enquiry from other destination buyers.

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Auction Prices Trends





## News Articles of Interest



THURSDAY, 01 SEPTEMBER 2022

### Egypt's biggest tea supplier warns stocks running out after currency curbs

Egypt's largest tea distributor has warned that stocks are dwindling and called on the government to ease exchange restrictions brought in to stem the flow of foreign currency out of the country. Shay El Arousa said stocks are running low and that, as things stand, the company would have to shut operations in the next month. The company said it has formally requested that the government gives it enough dollars to purchase tea on the global market. With tea being a staple drink of the masses, El Arousa's announcement on Monday sparked concern on social media. According to the United Nations' Comtrade database on international trade, Egypt imported \$531.35 million of tea, coffee and spices in 2021. Tea is not produced in Egypt, despite its popularity among its 103 million population. In response to growing anxiety and bad press regarding the country's struggling economy, Finance Minister Mohamed Maait announced at a news conference that some of the country's importers would get a reprieve from the austere measures placed on them by the government as part of its effort to curb the departure of foreign currency. The minister told El Hadath El Youm, a TV talk show on a private network; "There will be no issues with tea if God wills it. We are trying our best to solve the problem and will be taking action very soon because the nation's mood is very important to us." Dr Hoda El Mallah, director general of the International Centre for Economic Consultations and Feasibility Studies, told The National that the government might have been too restrictive on some imports earlier this year and is now realizing that some goods are simply too essential to restrict, especially in the absence of viable locally-produced alternatives. "Like many countries in the Middle East and Asia, Egypt relies heavily on importing the majority of its goods. Even the most strategic wares are often imported, such as tea and grains. I think these are the goods that will be allowed to enter the country under the expected easing of restrictions," Dr El Mallah

said. "I don't anticipate that the restrictions on importing cars, for instance, are going to be lifted any time soon, at least not until we get our foreign reserves in order," she added. After having its exchange rate fixed since 2016, when a currency flotation saw it reach an all-time high of 19.3 against the dollar, the Egyptian pound was in March allowed to trade more freely, resulting in a 14 per cent depreciation which is expected to increase further by the end of 2023. The latest devaluation was a bid to increase exports' competitiveness and better position the country for a new loan from the IMF. The decision divided the nation's economists. Some have said that devaluing the currency can boost exports while others fear the departure of direct foreign investors. Mr Maait said earlier this week that 10 billion Egyptian pounds (\$0.5bn) would be given to the country's exporters in incentives to bridge the country's current account deficit, which stands at \$20 billion and is expected to rise over the next financial year. The decision to boost exports is a good move as the country does not have many dependable sources of foreign currency right now, according to Dr El Mallah. Egypt has four main sources of foreign currency: exports, tourism, Suez Canal transit charges and remittances from Egyptians working abroad. "With what's happening to the country's tourism sector because of Russia's war in Ukraine, focusing on exports does seem to be the most logical strategy as the canal's revenue and remittances will unfortunately not be enough," she said. The Russia-Ukraine war has taken a heavy toll on the Egyptian economy, with the resulting high energy and food prices causing a spike in inflation — to about 14 per cent — and a drop in foreign reserves, which totaled \$32 billion this month, down from just over \$40 billion at the end of 2021, according to Trade Economics data. The two warring countries account for nearly 80 per cent of Egypt's wheat imports and more than 30 per cent of its tourists. "Operation costs for all businesses have skyrocketed, but exporters, in particular, are bearing a heavy burden right now, because there is now a pressing need for them to ramp up exports to help stabilize the currency, so I think an aid package from the finance ministry can help them do that faster," Dr El Mallah said. The Russia-Ukraine war has also underscored the importance of boosting local production, especially of essential goods like wheat, of which Egypt is the world's second-largest importer. "Boosting exports and curbing imports will work for a short period if we use this time to ramp up our local production, however, my only issue with this strategy is that, as it stands, there are few viable local alternatives for many of the goods that Egypt im-



ports and not just luxury goods," said Dr El Mallah. A number of goods, including several shipments of tea, have been held up at Egypt's ports for weeks awaiting the government's approval to enter. Each day the goods are held results in more costs for importers, who pay a fee to have their goods stored, which in turn will make them increase their prices. "It's important to speedily release shipments of the most consumed goods, like tea, because more price increases are going to be difficult to bear for the Egyptian citizen right now," Dr El Mallah said. Source: <https://www.egyptdailynews.com/detail/egypts-biggest-tea-supplier-warns-stocks-running-out-after-currency-curbs>

SATURDAY, 27 AUGUST 2022

### How Russia-Ukraine war hurts Kenya tea exports

At the beginning of the year, it cost a tea exporter about Sh357,000 (\$3,000) to ship a 40-foot container to Russia, Kenya's fifth biggest market for the beverage. Today, it is about Sh952,000 to the nation and other neighbouring regions around the Black Sea. Europe may be miles away from Kenya, but the impact of the ongoing Russia-Ukraine war is being felt by the local tea farmers. The sharp rise in cost has been occasioned by the longer distance that the ships have to navigate to reach their final destination following the closure of the Black Sea route. The war, which broke out towards the end of February, disrupted movement and cut demand for the beverage to several countries that used the Black Sea as their main shipping route. The waning demand has seen the price of the beverage remain low at the auction with a kilo on average fetching \$2.22 in the sale last week. When the war broke out in late February, a kilo of tea at the Mombasa auction had hit a high of \$2.53 and it has since been falling. "If there is a sector that has been hit the hardest, it is tea. We have never witnessed such a huge jump in shipping cost in my history of exporting the beverage," said Rodgers Lai, a Mombasa-based tea buyer. Mr Lai said high shipping costs have made Kenyan tea expensive in the world market, hence cannot sell competitively globally as enormous shipping costs have made the country's

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### News Articles of Interest continued ..

tea more expensive. The exorbitant cost has impacted negatively on Kenya's exports to that region, a move that has seen the demand for the commodity wane. The volumes of tea exported to Russia and other neighbouring countries such as Kazakhstan, Kyrgyzstan, Uzbekistan and Azerbaijan have significantly dwindled. The latest data from the Tea Board of Kenya, the sector regulator, shows the volume of tea exported to Russia declined by 15 percent between January and May, mainly attributed to the ongoing war. Russia is Kenya's fifth largest market in terms of exports, a market that the regulator says is key to Kenya's produce. The volumes exported to Kazakhstan, another of Kenya's key markets, dropped by 40 percent to 3.2 million kilogrammes from 5.5 million kilos with quantities shipped to Uzbekistan and Kyrgyzstan dropping by 72 percent (695,802) and 39 percent (69,778) respectively between January and May this year. Ralph Mwadime, a director with Cargill, said it now takes longer to ship tea to these countries and this could be one of the rea-

sons the shipping cost has skyrocketed. "Initially, it would take us 65 days to ship tea to Russia, now we are taking up to 90 days for the tea to reach its final destination," said Mr Mwadime. The board says the decline in exports is due to the Russia-Ukraine crisis that has reduced the spending power on Kenyan teas. The global recession occasioned by the Russia-Ukraine crisis saw Kenyan tea export destinations shrinking to 40 in the review period compared to 51 during the same period last year. "As a result of the crisis, most global economies are experiencing commodity shortages cutting on import quantities," said the Tea Board of Kenya. Since Moscow invaded Ukraine, it has been slapped with sanctions by European countries and the US. Some sanctions include the exclusion of Moscow from SWIFT – a payment system that allows banks to transact with other financial institutions. The US has also banned the Central Bank of Russia from trading in dollars, making it difficult for the country

to trade commodities with the world market as most global trade is conducted using the greenback. Tea Board of Kenya said the earnings from Russia declined by Sh598 million during that period as volumes dropped 74 percent to 686,072 from 2.6 million kilos that were achieved in the corresponding period last year. The lower earnings experienced at the auction currently will have an impact on farmers in the 2022/2023 financial year. Farmers allied to the Kenya Tea Development Agency Holdings (KTDA) saw their earnings rise 42.4 percent to Sh62.8 billion in the year ended June 2022 when the price of the commodity rose by double digits. The company had paid the farmers Sh44.15 billion a year earlier. The latest payout is the highest the growers have received in the past five

[years.gandae@ke.nationmedia.com](mailto:years.gandae@ke.nationmedia.com).

Source: <https://www.msn.com/en-xl/money/topstories/how-russia-ukraine-war-hurts-kenya-tea-exports/ar-AA11cLOD>

## Regional Weather Conditions and World Crop

**Kenya: Muranga:** very cold early in the morning, then sunny during the day. The highest and lowest temperatures were **24°C & 13°C** respectively. Crop intake averaged **37 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 warm and sunny weather. The weekend was quite cold. No rainfall was recorded. The highest and lowest temperatures were **22°C & 15°C** respectively. Crop intake held at an average of **20 tonnes/day** on a five day plucking cycle.

**Sotik:** experienced sunny intervals followed by irregular showers. Recorded a total of **19.6mm** of rainfall in **four** wet days. The highest and lowest temperatures were **24°C & 12°C** respectively. Factory utilization remains low.

**Kericho:** The week under review had sunny intervals in the mornings followed by showers in the afternoons. A total of **59.8mm** rainfall was recorded with most of the es-



*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.*

tates reporting hail damages. Average temperatures were - Maximum 21° Celsius and Minimum 10° Celsius. Factory crop intake went down by 24% compared to previous week's levels. Crop on offer is likely to remain low levels due to recent hail storms.

**Uganda:** Fort Portal area and Hoima received reduced rainfall, 25mm and 26mm respectively. While Bushenyi and Kibale reported improved rainfall activity, 44mm and 61mm respectively. Average temperatures were highs of 29° C and lows of 16° C. Crop levels are low.

#### DETAILED REGIONAL FORECAST FOR 06 – 12 SEPTEMBER 2022

Rainfall is expected over several parts of the Highlands West of the Rift Valley, the Lake Victoria Basin and the Central and South Rift Valley

as well as over a few areas in the Highlands East of the Rift Valley and Northwestern Kenya. Isolated storms and possible flooding may occur over some parts of the Highlands West of the Rift Valley and North-western Kenya. Average daytime (maximum) temperatures are likely not to exceed 30° C over most parts of the country. Average nighttime (minimum) temperatures are likely to be higher than 25° C over some parts of Northeastern and North-western Kenya. Occasional cold and cloudy conditions, at times accompanied by light rains, are expected over the Highlands East of the Rift Valley as well as over some parts of the South-eastern lowlands, the Highlands West of the Rift Valley and the Central and South Rift Valley.

**Crop production Kenya:** Crop volumes are quite low, but likely to gradually increase as the weather warms up.

**Uganda:** The past couple of weeks there was some rain showers. However, crop intake continues low.

**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	11.3	14.4	12.6	14.6	10.2	6.9	25.3	(1.7)	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	6.6	5.5	4.7	5.4	7.0	6.5	5.5	4.5	6.0	7.6	6.6	6.7	12.1	(4.0)	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	104.3	93.5	156.5	175.4	220.1	177.7	185.0	245.8	250.1	282.6	207.1	101.8	1,091.1	(61.8)	1,710.4	2,325.3
Variance	(2.5)	(5.4)	34.0	11.6	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	100.3			

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	46,847,700	2.55	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	9,237,776	37,144,138	2.22	2.23	1.68	1.76
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	7,726,507	44,113,201	2.26	2.22	2.01	1.92
36	06-Sep-22						
37	13-Sep-22						
38	20-Sep-22					2.08	1.94
39	27-Sep-22		-			\$1.88 391,770,296 Kgs	\$1.94 406,720,334 Kgs
9 mths Totals:							
			-			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 35 ( 8 months )				Sale Nos: 1 to 35 ( 8 months )			
Country :	Kilos ' 000	Av. Prc US\$		Country :	Kilos ' 000	Av. Prc US\$	
Kenya	287,089	2.51		Kenya	289,128	1.95	
Uganda	50,010	1.32		Uganda	49,804	1.16	
Tanzania	4,196	1.23		Tanzania	3,559	1.00	
Rwanda	17,797	2.80		Rwanda	18,097	2.58	
Burundi	4,652	2.30		Burundi	4,712	1.97	
Malawi	-	-		Malawi	-	-	
Mozambique	-	-		Mozambique	-	-	
D R Congo	-	-		D R Congo	-	-	
Madagascar	-	-		Madagascar	99	1.01	
Ethiopia	24	1.48		Ethiopia	132	1.36	
Total :	363,768	2.34			365,531	1.86	

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