

# TEA

## TEA BROKERS EAST AFRICA LIMITED

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### Tea Market Report: Sale 37 of 12th & 14th September, 2022

Good general demand at irregular levels for the 185,440 packages (12.19m/kgs) available; 32.05% were neglected.

#### **Leaf Grades (M2)**

113,640 packages (7.43m/kgs) – 40.76% unsold.

#### **BP1:**

**Best** – Were mostly easier as prices adjusted downwards by up to USC46; a few lines however were firm to USC12 above last levels.

**Brighter** – Met reduced competition at firm to USC26 below previous rates.

**Mediums** – KTDA mediums were irregularly easier by up to USC26 while plantation mediums lost up to USC19.

**Lower Mediums** – Steady to USC43 below last prices.

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

#### **PF1:**

**Best** – Varied between steady to USC14 dearer to easier by up to USC23.

**Brighter** – Lost up to USC8.

**Mediums** – KTDA mediums varied between steady to USC4 dearer to easier by up to USC6 while plantation mediums were firm to USC7 above last levels with selected in-

#### Current and Future Fresh Auction Offerings

Country	Sale 37 12 & 14 Sept'22		Sale 37 13-14 Sept'21		Sale 38 19 - 21 Sept'22		Sale 39 26 - 28 Sept'22	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	97,840	9,980	59,880	10,060	105,800	9,800	106,380	11,340
Uganda	12,480	7,820	10,940	6,838	12,160	7,100	10,600	5,960
Tanzania	1,680	1,340	480	460	480	350	640	460
Rwanda	4,680	700	3,640	800	4,520	740	3,880	520
Burundi	1,240	440	1,280	320	1,080	380	1,240	260
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	44,760	2,600	25,040	2,200	40,040	2,798	38,840	1,140
<b>Total</b>	<b>117,920</b>	<b>20,280</b>	<b>76,220</b>	<b>18,478</b>	<b>124,040</b>	<b>18,370</b>	<b>122,740</b>	<b>18,540</b>
	<b>138,200</b>		<b>94,698</b>		<b>142,410</b>		<b>141,280</b>	

voices advancing by up to USC20.

**Lower Mediums** – Were irregular with some teas appreciating by up to USC18 while others shed up to USC10.

**Plainer** – Saw irregular interest and ranged between firm to USC16 dearer to USC21 below previous rates.

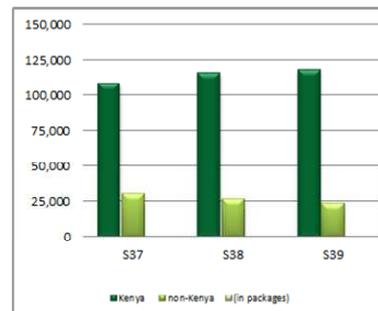
#### **DUST Grades (M1)**

49,040 packages (3.63m/kgs) – 20.43% unsold.

#### **PDUST:**

**Best** – Met more competition advancing by up to USC16 but a few invoices lost up to USC10.

**Brighter** – Appreciated by up to



USC18.

**Mediums** – KTDA mediums were firm to USC10 dearer with plantation mediums gaining up to USC26.

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continued ....

**Lower Medium** – Steady to irregularly dearer by up to USC32.

**Plainer** – Were firm to USC14 above previous levels.

#### **DUST1:**

**Best** – Advanced by up to USC23.

**Brighter** – Saw improved activity at firm to dearer by up to USC12.

**Mediums** – KTDA mediums appreciated by up to USC21 while plantation mediums were steady to USC22 dearer.

**Lower Medium** – Firm to USC24 above previous levels.

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

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

22,760 packages (1.13m/kgs) – 13.62% unsold.

In the Secondary Catalogues, **BPs** gained while **PFs** were firm. Clean well sorted coloury **Fannings** held value with **similar DUSTs** firm. **Other Fannings** were steady to dearer with **DUSTs** irregularly firm. **BMFs** were readily absorbed.

#### **Markets**

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

### Mombasa Auction Hammer Market Analysis—Sale No 37/2022

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	86%	2.81	3.29	2.5	5.28	2.55	3.18	2.72	3.1	2.6	3.18
2 Below Best	85%	2.64	2.9	2.5	3.62	2.5	2.97	2.6	3.04	2.58	2.96
3 Good	51%	2.17	2.61	1.64	2.94	1.86	2.76	1.9	2.84	2	2.68
4 Best Medium	86%	1.92	2.3	1.5	2.72	1.82	2.46	1.74	2.46	1.75	2.36
5 Medium	76%	1.66	2.07	1.04	2.28	1.44	2.26	1.44	2.28	1.5	2.3
6 Lower Medium	87%	1.21	1.78	0.86	1.73	1.3	1.84	1.32	1.86	1.31	1.94
7 Plain	89%	1.2	1.67	0.8	1.4	1.07	1.72	1.22	1.82	1.1	1.59
<b>Totals</b>	<b>70%</b>	<b>1.2</b>	<b>3.29</b>	<b>0.8</b>	<b>5.28</b>	<b>1.07</b>	<b>3.18</b>	<b>1.22</b>	<b>3.1</b>	<b>1.1</b>	<b>3.18</b>

Category (Band)	Percentage of Total Sold	Average Prices per grade		PF1		PD		DUST1		Kgs	Avg
				Kgs	Avg	Kgs	Avg	Kgs	Avg		
		Kgs	Avg	Kgs	Avg	Kgs	Avg	Kgs	Avg		
1 Best	9%	1102310	3.12	3533612	2.86	1610467	2.85	707914	2.86	6954303	2.9
2 Below Best	24%	2682761	2.82	8985960	2.75	4464140	2.77	1685381	2.75	17818242	2.76
3 Good	30%	2356233	2.47	11400622	2.47	6802567	2.5	1581690	2.43	22141112	2.47
4 Best Medium	11%	708532	2.11	2908214	2.14	3925736	2.17	420312	2.14	7962794	2.15
5 Medium	14%	999229	1.73	3928222	1.93	4727600	1.94	824904.8	1.92	10479956	1.92
6 Lower Medium	8%	661104	1.11	2024280	1.54	2004647	1.6	852093	1.6	5542124	1.52
7 Plain	3%	391712	1.01	774174	1.35	829589	1.49	389652	1.44	2385127	1.36
<b>Totals</b>	<b>100%</b>	<b>8901881</b>	<b>2.38</b>	<b>33555084</b>	<b>2.41</b>	<b>24364746</b>	<b>2.3</b>	<b>6461947</b>	<b>2.31</b>	<b>73283658</b>	<b>2.36</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	85,120	5,946,916	245	9,760	482,286	139	94,880	6,429,201	237	68,219	4,595,056	217
Uganda	11,860	734,767	152	7,740	372,780	119	19,600	1,107,547	141	15,560	895,564	114
Tanzania	1,500	89,684	140	1,120	50,056	106	2,620	139,740	128	1,220	61,834	105
Rwanda	4,080	283,156	290	680	45,316	241	4,760	328,472	283	3,980	273,332	306
Burundi	1,000	65,108	236	420	18,576	154	1,420	83,684	218	900	52,396	197
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-

<b>Total</b>	<b>103,560</b>	<b>7,119,631</b>	<b>236</b>	<b>19,720</b>	<b>969,014</b>	<b>135</b>	<b>123,280</b>	<b>8,088,644</b>	<b>224</b>	<b>89,879</b>	<b>5,878,182</b>	<b>204</b>
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Sale Number	Previous Sale's Quantities and Prices									Tot+O20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkgs	Kgs	USC
Sale 36/22	107,460	7,368,554	238	15,840	789,175	135	123,300	8,157,730	228	88,960	5,719,925	198
Sale 35/22	93,200	6,453,068	239	17,378	877,720	133	110,578	7,330,788	226	96,504	6,250,381	201
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

**Average Auction Hammer Prices by Grade and Country**

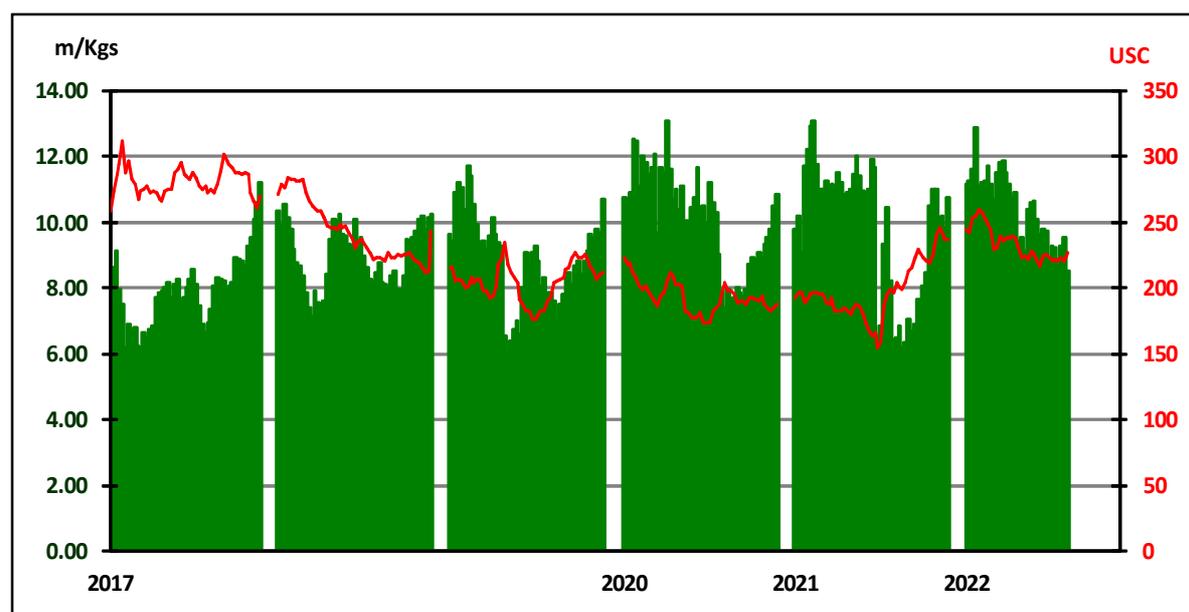
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	251	247	240	247	167	169	143	135	106	237	230	239	213	232	129	125	104	135	74	217
Uganda	119	155	156	163	115	143	137	116	95	141	130	133	115	108	115	112	96	100	72	114
Tanzania	111	152	149	143	103	115	121	122	95	128	128	124	102	99	97	119	78	108	72	105
Rwanda	327	278	284	279	288	239	213	160	-	283	456	289	289	252	211	227	155	171	-	306
Burundi	217	249	223	209	-	-	167	151	-	218	235	221	230	-	-	-	106	149	-	197
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>238</b>	<b>241</b>	<b>230</b>	<b>227</b>	<b>196</b>	<b>156</b>	<b>148</b>	<b>129</b>	<b>100</b>	<b>224</b>	<b>235</b>	<b>231</b>	<b>202</b>	<b>211</b>	<b>143</b>	<b>123</b>	<b>107</b>	<b>124</b>	<b>73</b>	<b>204</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 36/22	249	246	225	226	172	161	143	129	95	228	216	227	203	198	140	126	104	118	72	198
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	235	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

### Average Auction Prices and Quantities by Country

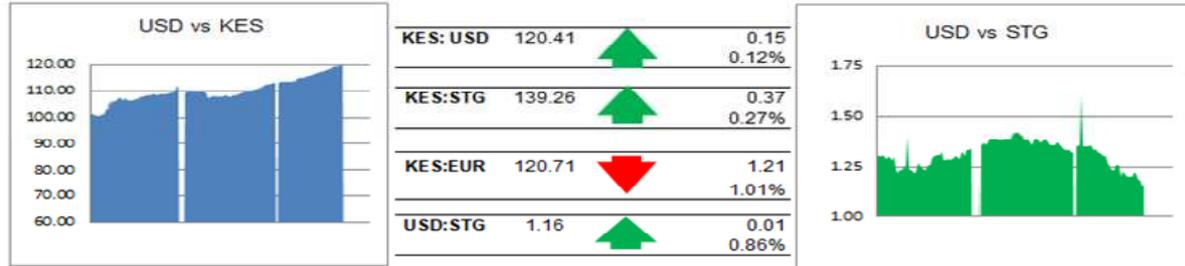
Country	Previous Sale Sale 36/22		Year To Date 2022		Last Year Sale 36/21		Year To Date 2021		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	6,959,444	238	294,048,419	250	4,619,281	214	293,747,562	195	300,857	55
Uganda	988,845	136	50,999,261	132	1,177,798	113	50,982,122	116	17,139	16
Tanzania	35,048	124	4,231,342	123	57,184	122	3,615,990	100	615,352	23
Rwanda	406,548	282	18,203,656	280	288,436	315	18,384,974	259	-181,318	21
Burundi	115,128	224	4,766,804	229	55,640	188	4,767,351	187	-547	42
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>8,505,013</b>	<b>227</b>	<b>372,273,321</b>	<b>234</b>	<b>6,198,339</b>	<b>199</b>	<b>371,728,748</b>	<b>186</b>	<b>544,573</b>	<b>48</b>

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



	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Total	
	Kgs	USC	Kgs	USC																						
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	8.5	227							372.2	234
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	26.2	208	30.3	226	51.1	231	30.8	238	503.8	197
2020	44.4	217	47.4	203	56.5	192	46.9	205	42.5	189	53.0	181	42.3	176	34.6	192	39.1	194	33.3	192	36.1	190	40.6	187	516.8	193
2019	52.2	209	44.1	203	37.8	202	47.9	206	25.6	218	30.7	190	44.0	179	31.3	192	30.6	208	42.5	222	37.0	219	30.2	210	454.0	204
2018	50.7	278	35.0	282	30.3	265	40.6	252	39.9	246	38.0	239	44.9	233	33.6	223	32.9	223	42.9	225	39.5	219	30.1	213	458.4	243
2017	41.7	284	26.5	286	25.6	273	29.2	272	39.9	275	31.5	289	32.4	283	27.8	275	32.9	286	41.9	291	36.3	283	31.9	266	397.6	281

## Exchange Rates (2020-2022)



During the week the Kenya Shilling traded between KES 120.40 -120.90 and reached 120.02 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 120.60 - 121.00 in the coming week.

(These figures are given as a guide and readers are advised not to use them as a basis for business transactions)

## Auction Quantities

Country Offerings	This Week Sale 37/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	107,820	7,341,556	4,559,730	310,601,514	4,510,256	304,923,993	49,474	5,677,521
Uganda	20,300	1,150,872	911,920	52,234,779	902,581	52,207,150	9,339	27,629
Tanzania	3,020	157,580	82,350	4,394,526	74,399	4,080,032	7,951	314,494
Rwanda	5,380	370,124	267,800	18,477,943	268,020	18,357,656	-220	120,287
Burundi	1,680	98,728	81,938	4,969,264	77,180	4,801,435	4,758	167,829
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
<b>Total</b>	<b>138,200</b>	<b>9,118,860</b>	<b>5,905,258</b>	<b>390,766,753</b>	<b>5,837,316</b>	<b>384,633,567</b>	<b>67,942</b>	<b>6,133,186</b>

## Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 37	S 38	S 39	S 37	S 38	S 39	S 37	S 38	S 39	S 37	S 38	S 39	S 37	S 38	S 39
KTDA	25920	28080	22400	56080	51320	57440	18600	21280	24680	3680	4360	3840	104280	105040	108360
Unilever Tea	120	640	480	200	160	160	120	140	240	100	100	80	540	1040	960
James Finlay	280	400	360	1200	800	440	880	1560	1160	0	0	0	2360	2760	1960
Eastern Produce	760	840	520	1560	1960	2520	1720	2160	2200	600	400	680	4640	5360	5920
Others (K)	3200	3900	3680	13240	12800	11800	13640	13900	12200	1860	1920	1720	31940	32520	29400
Uganda	1900	1920	1840	4800	4520	4000	4680	4280	3960	1880	2000	1920	13260	12720	11720
Tanzania	650	610	390	640	520	480	640	480	320	460	220	180	2390	1830	1370
Rwanda	1640	1560	1380	2200	1760	1640	1120	1280	1220	440	480	440	5400	5080	4680
Burundi	480	240	400	760	720	720	360	440	420	240	280	320	1840	1680	1860
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>34950</b>	<b>38190</b>	<b>31450</b>	<b>80760</b>	<b>74640</b>	<b>79280</b>	<b>42000</b>	<b>45760</b>	<b>46640</b>	<b>9260</b>	<b>9760</b>	<b>9180</b>	<b>166970</b>	<b>168350</b>	<b>166550</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.	9.17	17,080	3,520	8,960	3,760	440			380	20	
2 CARGILL KENYA LTD	6.06	11,280	1,400	9,320	480	80					
3 CHAI TRADING COMPANY LTD	5.97	11,120	880	8,440	1,400	200		120	80		
4 LAB INTERNATIONAL KENYA LTD	4.64	8,640	200	2,320	4,800	1,320					
5 CUP OF JOE LTD	4.56	8,500	240	2,840	4,440	440	260	160		120	
6 SSOE (KENYA) LIMITED	4.04	7,520	1,260	2,640	1,940	840	20	380	340	100	
7 MOMBASA COFFEE LTD	3.70	6,900	40	960	4,040	1,840	20				
8 JAMES FINLAY MOMBASA LIMITED	3.38	6,300	1,560	2,200	2,280	40	20	180		20	
9 M.J. CLARKE LTD	2.57	4,780		400	2,880	200		160	60	1,080	
10 COFFTEA AGENCIES LTD	2.27	4,220	1,920	600	440			100		1,160	
11 GOLD CROWN FOODS (EPZ) LTD	1.90	3,540		40			20	320	380	900	1,880
12 ABBAS TRADERS LTD	1.89	3,520	200	780	880	80	320	600	440	140	80
13 DEVCHAND KESHAVJI (K) LTD	1.70	3,160		3,160							
14 VAN REES KENYA LIMITED	1.58	2,940	320	1,480	360	40	40	140	20	540	
15 IMPERIAL TEAS (EPZ) LTD	1.45	2,700	40	320	1,560	440		60	180	100	
16 STANSAND (A) LTD	1.36	2,540	160	600				660		1,120	
17 AL EMIR LIMITED	0.93	1,740	80	1,600				60			
18 EMPIRE KENYA (EPZ) LTD	0.86	1,600	120	600	80	360			60	380	
19 MIZAJ AFRICA LTD	0.77	1,440	80		1,160	200					
20 CHAMU SUPPLIES LIMITED	0.66	1,220	600	360	160			80	20		
21 MCLEOD RUSSEL AFRICA LIMITED	0.64	1,200	760	360	40	40					
22 SHAKAB EXPORT & IMPORT CO. LTD	0.58	1,080		760	40	40	180	60			
23 AIMCO ENTERPRISES LTD	0.55	1,020								240	780
24 INDO-AFRICAN TEA CO. (K) LTD.	0.49	920	120	800							
25 ALIBHAI RAMJI (MSA) LTD	0.42	780	80	440				80	20	160	
26 RANFER TEAS KENYA LTD	0.41	760	760								
27 TRANS-ATLANTIC TRADING Co. LTD	0.39	720	40	60	140	200	20	160	60	40	
28 AL KHALIFA ENTERPRISES LTD	0.37	680									680
29 LINDOP & COMPANY (KENYA ) LTD	0.34	640		240	240	80			80		
30 SUMMER LINER CO. LTD	0.33	620	40		80		40		40	120	300
31 GREEN LEAF TRADING CO. LTD	0.25	460								260	200
32 MAISHA COMMODITIES	0.25	460						200	120	140	
33 PWANI HAULIERS	0.23	420									420
34 MOMBASA TEA TRADERS LTD	0.21	400			240	160					
35 DRINCO INTERNATIONAL LIMITED	0.15	280						100		180	
36 KIRINDO TRADERS LIMITED	0.15	280								80	200
37 JALEEL TRADING COMPANY	0.14	260								80	180
38 SARDIA INTERNATIONAL CO. LTD	0.14	260	20				100			20	120
39 SALIM MERCHANDISE COMPANY LTD	0.13	240			40	80			120		
40 TEAVANA TEA STORE LTD	0.10	180									180
41 TROPICAL CROPS & COMMODITIES	0.10	180						20		40	120
42 WILPALM TEA LIMITED	0.10	180								160	20
43 AFRIBRIDGE TRADE EXPORTERS LTD	0.09	160		160							
44 LULA TRADING COMPANY	0.08	140									140
45 AXIS TEA & SERVICES LIMITED	0.04	80									80
46 GREAT WHITE PACKERS LTD	0.04	80				80					
47 AFRO TEAS LTD	0.02	40								40	
48 RIOTANA TRADING LIMITED	0.01	20					20				
<b>Total Sold</b>	<b>66.21</b>	<b>123,280</b>	<b>14,440</b>	<b>50,440</b>	<b>31,480</b>	<b>7,200</b>	<b>1,060</b>	<b>3,640</b>	<b>2,400</b>	<b>7,240</b>	<b>5,380</b>
<b>Withdrawn</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Unsold</b>	<b>33.81</b>	<b>62,960</b>	<b>20,080</b>	<b>29,120</b>	<b>9,960</b>	<b>1,000</b>	<b>140</b>	<b>480</b>	<b>160</b>	<b>1,740</b>	<b>280</b>
<b>% Unsold</b>			<b>58</b>	<b>37</b>	<b>24</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>6</b>	<b>19</b>	<b>5</b>
<b>Grand Total</b>	<b>100.00</b>	<b>186,240</b>	<b>34,520</b>	<b>79,560</b>	<b>41,440</b>	<b>8,200</b>	<b>1,200</b>	<b>4,120</b>	<b>2,560</b>	<b>8,980</b>	<b>5,660</b>
Sale 36/22	72.56.355	123,300	18,200	51,220	31,220	6,820	1,380	2,920	2,040	5,900	3,600
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

## Other Tea Auction Centres

**C**olombo: at Sale 35 held on 6th and 7th September, 2022. The 0.51Mkg of Ex estate teas on offer met with good demand. Select Best Western High Grown BOPs maintained, the below best and plainer varieties appreciated marginally. Select Best Western High Grown BOPFs were firm, to a little dearer at times, the below best and plainer sorts too gained marginally from last week's levels. Nuwara Eliya BOPs were dearer following quality, the BOPFs were firm on last levels. Uda Pussellawa BOPs were marginally dearer, the BOPFs were firm to dearer at times. UVA BOPs were dearer, the BOPFs too gained from last week's levels. Low grown CTC BP1s were irregularly easier, the limited quantity of High and Medium BP1s were mostly easier. The Low Grown CTC PF1s were an easier feature once again this week, whilst the High and Medium sorts were firm to irregular at times. The 1.8Mkg of Low Grown teas which were on offer met with good demand. In the Leafy segment, OPs were firm to dearer. OPAs met with irregular demand and tendered low. OP1s shed a few rupees following quality. In the Semi-Leafy segment, BOP1s were lower. Pekoe varieties appreciated, Pekoe1s too gained a few rupees. In the Small Leaf segment, FBOPs were firm. FBOPF varieties met with improved interest. Best FBOPF1s held firm, others declined a few rupees following quality. BOPF.SP, BOPF, BOP.SP and BOPs met with good demand. Premium Flowery teas were firm. Russia, Iran, Turkey and the C.I.S countries lent fair support, Libya and Iraq were active.

**C**hittagong: at Sale 18 held on the 5th September, 2022. **CTC LEAF:** 43,453 packages of Current Season teas on offer met with a fairly strong demand. **BRO-KENS:** Best liquoring varieties met with a strong demand and were mostly firm to occasionally dearer following competition. Good Brokens were well supported at around last levels whilst Mediums witnessed quite a good demand but often eased slightly. Plain varieties met with fair interest at around last levels with some withdrawals. BLF teas met with less demand at slightly easier rates but there were more withdrawals. **FANNINGS:** Best Fannings continued to be a strong feature of the sale and were mostly firm to dearer following competition. Good and Mediums saw good demand and were generally firm. Plain Fannings witnessed a fair demand and were mostly steady. BLF teas met with less demand at slightly easier rates but

there were more withdrawals. **CTC DUST:** 7,739 packages of Current Season teas on offer met with a fairly good demand. Good liquoring Dusts sold well at a drop of Tk.10/- to Tk.12/-. Their Mediums were irregular around last levels. Plain and BLF Dusts were an easier market and saw more withdrawals compared to previous sale. Blenders lent good support with fair interest from the Loose tea buyers. **COMMENTS:** There was a larger weight of tea on offer which witnessed less competition particularly from the Loose tea buyers. Blenders continued to lend a fairly strong support at firm rates particularly for the brightest varieties. Dusts were an easier market.

**C**ochin: at Sale 35 held on 1st September, 2022, **CTC Leaf:** Good demand. All grades sold witnessed good demand and appreciated in values especially the smaller brokens and fannings. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. Well made whole leaf and tippy grades appreciated in value. The brokens and fanings witnessed drop in demand and faced withdrawals. **Buying pattern:** CIS operating with support from ME. **Dust:** Good Demand. Popular marks and better mediums teas sold at fully firm levels. Plainer sorts witnessed better enquiry and occasionally appreciated in prices by 1-2c. **Buying pattern:** Major blenders active. Internal buyers operated.

**C**alcutta: at Sale 36 held on the 6th and 7th September, 2022, there were 208,107 packages on offer. **CTC:** There was lower demand compared to the previous week. Bulk of the better Assam categories witnessed an easing of levels, closely following quality. Well-made medium descriptions were around last whilst brownish plainer liquoring sorts were easier. Clean, well-made Dooars across all categories were steady whilst the remainder was barely

### Auction Offerings

Centre	Week 35	Week 36	Week 37	Week 38
	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	
<b>Total</b>	<b>510,790</b>	<b>582,465</b>	<b>629,545</b>	<b>207,998</b>

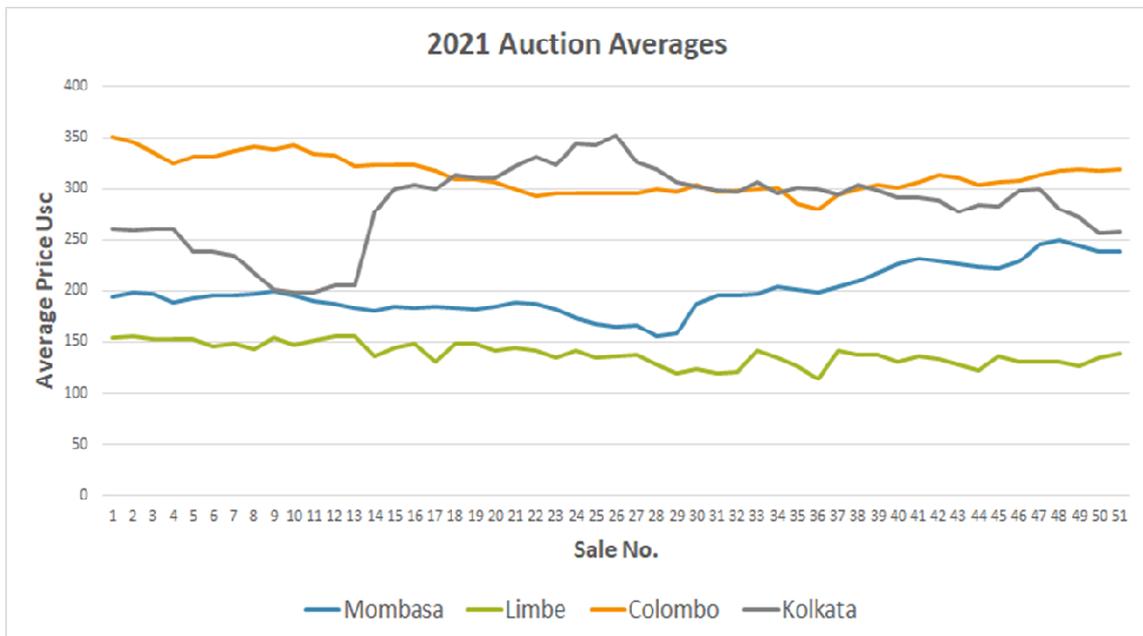
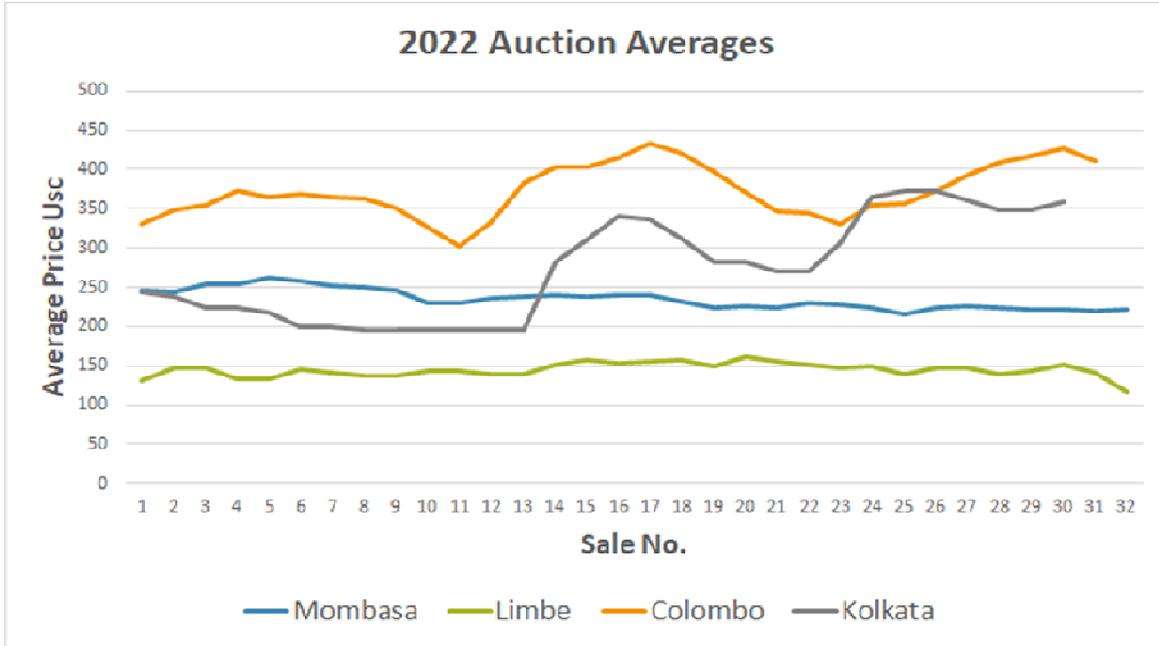
steady. **Dust:** There was good demand. Brighter liquoring Assams were barely steady to at times easier. The remainder was irregular closely following quality. M/s Tata Consumer Products operated on medium Assams and plainer Dooars in the leaf market. They were active on brighter liquoring and well-made medium Assams in the dust market. M/s Hindustan Unilever was selective in the leaf market with some interest on brighter liquoring dusts. The much reduced interest from the major blenders in the leaf market enabled the Western India segments to bid actively this week and they operated on the bulk of the brighter liquoring Assams in both markets. There was limited export interest. Local Buyers operated on the Dooars.

**G**uwahati: at Sale 36 held on the 7th September, 2022, there were 134,754 packages on offer.

**Market: CTC** The market witnessed good demand this week. Prices were generally steady to easier in line following quality. Plainer/browner categories were irregular and tended easier and saw some withdrawals. **Buying Pattern:** Major packeteers along with Western India and other internal buyers operated whilst exporters were selective this week.

**Market: DUST** There was good demand at irregular and at times easier levels following quality. **Buying Pattern: DUST** HUL/Western India buyers operated. TCPL was selective this week. Other internal segments lent fair support.

**Auction Prices Trends**



## Regional Weather Conditions and World Crop

**Kenya: Muranga:** received some rainfall, 41mm, and had partly sunny weather though a couple of days were very cold. The highest and lowest temperatures were **24°C & 10°C** respectively. Crop intake averaged **47** 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 was mainly cloudy and cold, and dry. The highest and lowest temperatures were **20°C & 15°C** respectively. Crop intake averaged **16** tonnes/day on a six day plucking cycle.

**Sotik:** experienced cloudy conditions accompanied by short durations of sunny intervals and scattered showers. We recorded a total of **54.3mm** of rainfall in **five** wet days. The lowest and highest temperatures were **12°C & 24°C** respectively. Factory utilization still remains low.

**Kericho:** The week was partly sunny intervals in the mornings followed cloudy and rainy after-



*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.*

noons. A total of 76.2mm rainfall was recorded with an estate reporting hail damages. Average temperatures were - Maximum 22° Celsius and Minimum 10° Celsius. Factory crop intake went down by 26% compared to previous week's levels. Crop on offer is on a downward trend due to previously reported hail storms.

**Uganda:** received fairly good rains – Kibale received 89mm, Fort Portal 64mm, Bushenyi 57mm and Hoima received 29mm of rainfall. The maximum temperatures came down to average 25°C while the minimum temperatures averaged 17°C. Crop levels are still low.

### DETAILED REGIONAL FORECAST FOR 13 – 19 SEPTEMBER 2022

Rainfall is forecasted over several places in the Highlands West of the Rift Valley, the Lake Victoria Basin, the Central and South Rift Valley, as well as over a few locations in the Highlands East of the Rift Valley, Coast and North-Western Kenya. Over some areas of the Highlands west of the Rift Valley, isolated storms and potential flooding may occur. Over the Highlands East of the Rift Valley, as well as some parts of the South-eastern lowlands, the Highlands West of the Rift Valley, and the Central and South Rift Valley, cold and cloudy conditions, at times accompanied by light rains, are expected

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

**Uganda:** Crop is still 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	+ / -	2021	2020
														Variance		
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
<b>Total</b>	<b>104.3</b>	<b>93.5</b>	<b>156.5</b>	<b>175.4</b>	<b>220.1</b>	<b>177.7</b>	<b>185.0</b>	<b>245.8</b>	<b>250.1</b>	<b>282.6</b>	<b>207.1</b>	<b>101.8</b>	<b>1,091.1</b>	<b>(61.8)</b>	1,710.4	2,325.3
<b>Variance</b>	<b>(2.5)</b>	<b>(5.4)</b>	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	Year : 2022	Year : 2021	Year : 2020
				Av.Price US\$ weekly	Av. Price US\$ monthly	Av. Price US\$ monthly	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			
			44,266,348		2.38	1.83	2.05
18	05-May-22	9,409,673		2.30			
19	10-May-22	9,537,586		2.23			
20	17-May-22	9,132,928		2.24			
21	24-May-22	10,373,511		2.22			
22	31-May-22	10,594,907		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
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
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		2.26	2.22	2.01	1.92
			44,113,201				
36	06-Sep-22	8,505,013		2.27			
37	13-Sep-22						
38	20-Sep-22						
39	27-Sep-22		8,505,013			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

Country :	Year : 2022		Country :	Year : 2021	
	Kilos ' 000	Av. Prc US\$		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
<b>Total :</b>	<b>363,768</b>	<b>2.34</b>		<b>365,631</b>	<b>1.86</b>

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