



TEA BROKERS EAST AFRICA LIMITED

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Tea Market Report: Sale 39 of 26th - 28th September, 2022

There was reduced demand with prices showing easier tendencies for the 181,340 packages (12.08m/kgs) available with 24.02% neglected.

Leaf Grades (M2)

Offerings: 107,920 packages (7.10m/kgs) – 25.87% unsold.

BP1:

Best – Were a weak feature shedding up to USC50 but a few select invoices advanced by USC14 and USC28.

Brighter – Met less competition and were discounted by up to USC40.

Mediums – KTDA mediums were irregular at firm to USC16 above previous rates for some lines with more teas easier by a similar margin; plantation mediums varied between steady to USC20 dearer to easier by up to USC4.

Lower Mediums – Were irregular ranging between firm to USC7 dearer to easier by up to USC16.

Plainer – Reduced and irregular interest at steady to USC12 dearer for a few teas to easier by up to USC26.

PF1:

Best – Were irregular varying between firm to USC12 dearer to USC23 below last prices.

Brighter – Steady to easier by

Current and Future Fresh Auction Offerings

Country	Sale 39 26 - 28 Sept'22		Sale 39 27 - 28 Sept'21		Sale 40 4 - 6 Oct'22		Sale 41 11 - 12 Oct'22	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	106,380	11,340	62,700	9,320	97,240	8,760	114,040	8,720
Uganda	10,600	5,960	9,240	6,180	10,440	5,320	11,960	6,380
Tanzania	640	460	920	800	560	680	1,280	440
Rwanda	3,880	520	3,320	620	3,560	660	4,120	600
Burundi	1,240	260	640	160	920	340	640	400
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	38,840	1,140	29,839	2,140	52,720	2,220	30,480	1,700
Total	122,740	18,540	76,820	17,080	112,720	15,760	132,040	16,540
		141,280		93,900		128,480		148,580

USC9.

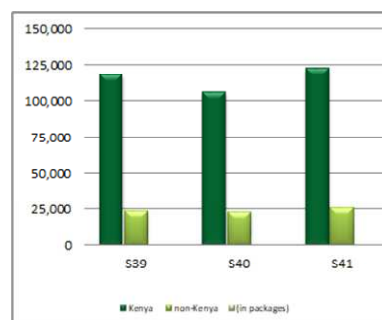
Mediums – KTDA mediums held value at previous levels with selected invoices gaining USC14 while plantation mediums ranged between firm to USC6 dearer to easier by up to USC10.

Lower Mediums – Varied between steady to USC17 dearer to easier by the same margin.

Plainer – Irregular with some lines at firm to USC10 dearer while others shed up to USC16.

DUST Grades (M1)

53,600 packages (3.99m/kgs) – 25.82% unsold.



PDUST:

Best – Were mostly easier by up to USC19 but a few invoices were steady to USC7 dearer.

Brighter – Irregularly easier by up to USC32.

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continued

Mediums – KTDA mediums held firm at last prices, however selected previously improved invoices shed up to USC20. Plantation mediums also showed easier tendencies and eased up to USC8.

Lower Medium – Met reduced competition and were discounted by up to USC19 with only a few teas steady to USC7 above last levels.

Plainer – Shed up to USC19.

DUST1:

Best – Lost by up to USC24.

Brighter – Saw less enquiry and shed up to USC26.

Mediums – KTDA mediums were mostly steady to USC10 dearer with only a few select invoices easier by up to USC22; plantation me-

dioms were irregular ranging between firm to USC11 dearer to easier by up to USC16.

Lower Medium – Shed up to USC13 with only a few lines appreciating by up to USC11.

Plainer – Were easier by up to USC16.

Secondary Grades (S1)

19,780 packages (991,950.00 kilos) –9% unsold.

In the Secondary Catalogues, **BP**s were irregular with best discounted while **PF**s were firm. Clean well sorted coloury **Fannings** held value with **similar DUSTs** steady. **Other Fannings** were steady to dearer with **DUSTs** irregularly firm to above last levels. **BMFs** were readily absorbed.

Markets

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

Mombasa Auction Hammer Market Analysis—Sale No 39/2022

Memoranda Auction Hammer Market Analysis - Sale No 69/2022												
	Category (Band)	Percentage volume sold	Average Price ranges (for the marks within the category)		Min-Max Prices per grade							
					BP1		PF1		PD		DUST1	
			Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
1	Best	90%	2.79	3.75	2.7	4.58	2.72	3.1	2.74	3.16	2.8	3.19
2	Below Best	87%	2.54	2.87	2.59	3.61	2.62	2.9	2.5	2.89	2.6	3.09
3	Good	43%	1.85	2.61	2.06	2.74	2.04	2.66	1.85	2.66	2.02	2.74
4	Best Medium	78%	1.7	2.22	1.68	2.38	1.7	2.28	1.66	2.12	1.73	2.19
5	Medium	71%	1.52	2.1	1.14	2.1	1.5	2.16	1.42	2	1.55	1.94
6	Lower Medium	87%	1.26	1.73	1	1.28	1.32	1.84	1.34	1.72	1.35	1.8
7	Plain	90%	1.23	1.58	1.03	1.1	1.1	1.7	1.3	1.48	1.3	1.55
	Totals	63%	1.23	3.75	1	4.58	1.1	3.1	1.3	3.16	1.3	3.19
	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	11%	124,816	3.07	408,446	2.89	176,984	2.82	50,556	2.99	760,802	2.91
2	Below Best	26%	310,391	2.76	949,320	2.78	476,088	2.72	100,941	2.84	1,836,740	2.76
3	Good	33%	422,965	2.51	1,092,899	2.47	610,633	2.43	147,818	2.4	2,274,315	2.46
4	Best Medium	10%	59,312	2.13	292,676	2.16	281,400	1.95	35,840	1.98	669,228	2.06
5	Medium	13%	96,139	1.65	350,619	1.92	371,808	1.73	80,456	1.77	899,022	1.8
6	Lower Medium	5%	32,760	1.1	117,072	1.53	131,520	1.52	67,832	1.54	349,184	1.49
7	Plain	3%	27,120	1.06	60,620	1.39	70,160	1.38	45,960	1.41	203,860	1.35
	Totals	100%	1,073,503	2.47	3,271,652	2.47	2,118,593	2.25	529,403	2.22	6,993,151	2.38

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	88,220	6,137,590	246	10,520	529,675	143	98,740	6,667,265	238	72,720	4,935,908	234
Uganda	9,840	614,937	150	5,680	269,228	118	15,520	884,165	141	15,760	894,976	115
Tanzania	640	36,172	138	340	15,640	115	980	51,812	131	1,400	72,852	110
Rwanda	3,140	219,546	267	480	30,708	239	3,620	250,254	281	3,820	264,020	318
Burundi	1,340	86,466	238	280	12,038	145	1,620	98,504	227	1,620	100,712	214
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-

Total	103,180	7,094,711	238	17,300	857,289	138	120,480	7,952,000	227	95,320	6,268,468	218
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Sale Number	Previous Sale's Quantities and Prices									Tot+O20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 38/22	109,680	7,487,363	236	17,748	872,550	134	127,428	8,359,913	225	94,532	6,159,143	210
Sale 37/22	103,560	7,119,631	236	19,720	969,014	135	123,280	8,088,644	224	89,879	5,878,182	204
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

Average Auction Hammer Prices by Grade and Country

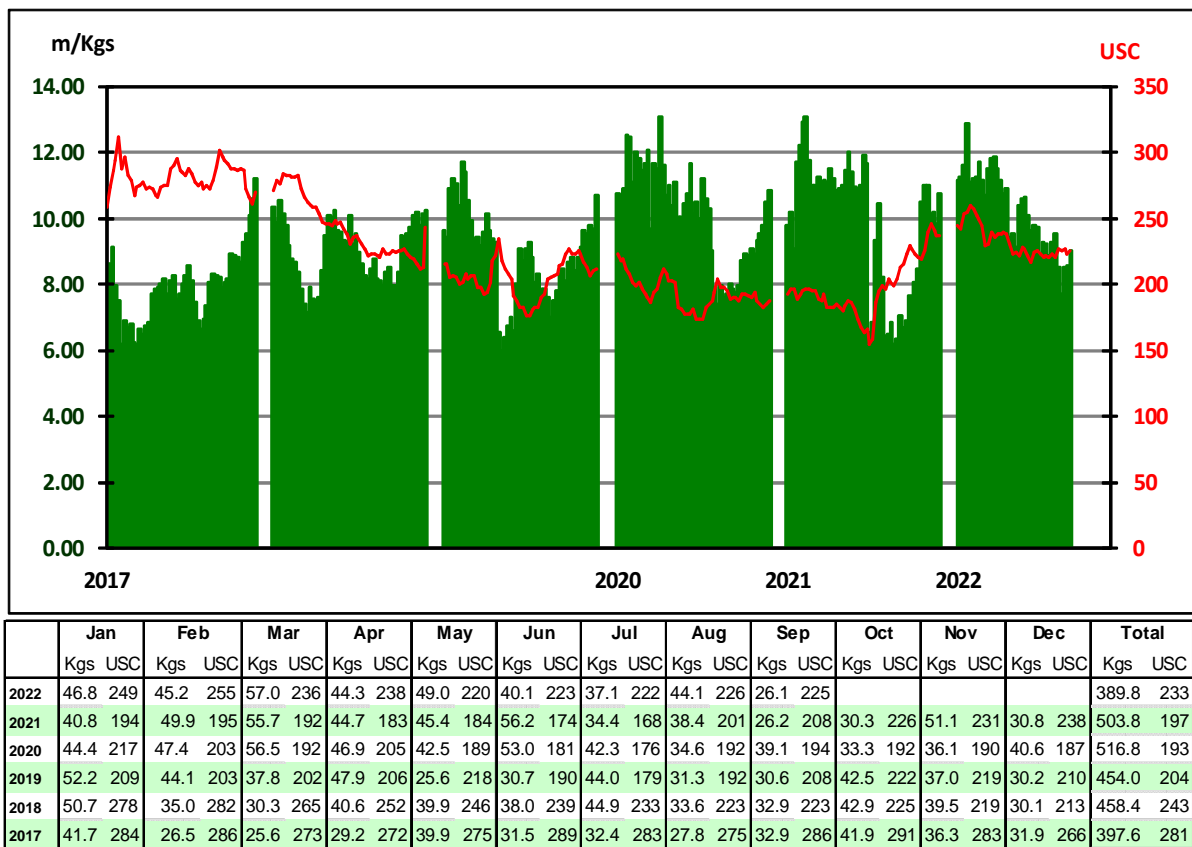
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	254	252	232	242	147	166	150	143	104	238	241	255	228	237	123	145	105	138	76	234
Uganda	122	158	150	155	120	132	152	120	97	141	124	139	116	110	110	108	100	102	73	115
Tanzania	104	141	152	144	105	132	140	126	94	131	118	138	111	117	104	114	87	102	74	110
Rwanda	332	279	265	270	276	236	243	178	-	281	457	314	300	284	222	230	162	164	80	318
Burundi	215	257	224	231	-	-	129	146	-	227	214	233	213	210	-	-	137	147	-	214
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	247	247	225	222	170	154	154	136	101	227	235	247	215	222	137	127	108	125	74	218

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 38/22	248	243	221	227	181	157	150	130	98	225	216	242	213	214	138	130	104	123	74	210
Sale 37/22	238	241	230	227	196	156	148	129	100	224	235	231	202	211	143	123	107	124	73	204
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	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

Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 38/22		Year To Date 2022		Last Year Sale 38/21		Year To Date 2021		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	7,435,278	234	308,282,995	250	5,696,535	224	304,354,445	196	3,928,550	54
Uganda	1,085,217	142	53,265,534	133	914,642	113	52,866,392	116	399,142	17
Tanzania	32,840	135	4,408,698	123	37,376	104	3,706,226	101	702,472	22
Rwanda	353,972	282	18,902,140	280	294,880	313	18,990,382	261	-88,242	19
Burundi	96,044	223	4,945,748	229	88,856	208	4,923,957	197	21,791	32
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	-	-	0	0
Madagascar	-	-	-	-	-	-	98,943	101	-98,943	-101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	23,839	148	-	-	131,806	136	-107,967	12
Total	9,003,351	225	389,828,954	234	7,032,289	213	385,072,151	187	4,756,803	47

Mombasa Weekly Average Auction Quantities and Prices 2017—2022



Exchange Rates (2020-2022)



During the week the Kenya Shilling traded between KES 120.50 -121.00 and reached 120.50 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 39/22		Year To Date 2022		Year To Date 2021		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	117,720	7,989,136	4,793,050	326,443,679	4,659,296	314,965,676	133,754	11,478,003
Uganda	16,560	1,304,096	947,740	54,626,531	934,961	54,112,378	12,779	514,153
Tanzania	1,100	57,376	84,280	4,497,458	77,339	4,237,348	6,941	260,110
Rwanda	4,400	303,472	277,460	19,144,433	275,840	18,895,040	1,620	249,393
Burundi	1,500	91,784	84,898	5,149,664	79,660	4,950,324	5,238	199,340
Zambia					960	56,740	-960	-56,740
Malawi			1,120	65,848			1,120	65,848
Mozambique							0	0
Madagascar					2,020	99,835	-2,020	-99,835
Zimbabwe							0	0
D R Congo							0	0
Ethiopia			400	22,879	1,900	106,726	-1,500	-83,847
Total	141,280	9,745,864	6,188,948	409,950,492	6,031,976	397,424,067	156,972	12,526,425

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 39	S 40	S 41	S 39	S 40	S 41	S 39	S 40	S 41	S 39	S 40	S 41	S 39	S 40	S 41
KTDA	22400	29480	18640	57440	61680	55160	24680	23920	29880	3840	3680	4400	108360	118760	108080
Unilever Tea	480	380	120	160	160	160	240	240	260	80	80	80	960	860	620
James Finlay	360	440	400	440	480	400	1160	400	280	0	0	0	1960	1320	1080
Eastern Produce	520	520	640	2520	2660	2680	2200	1700	1920	680	480	560	5920	5360	5800
Others (K)	3680	3140	3580	11800	9760	13060	12200	10080	11140	1720	1440	2180	29400	24420	29960
Uganda	1840	1840	1880	4000	3640	4400	3960	3360	4600	1920	2000	1960	11720	10840	12840
Tanzania	390	390	390	480	400	760	320	360	520	180	300	220	1370	1450	1890
Rwanda	1380	1600	1480	1640	1600	1740	1220	920	1280	440	320	480	4680	4440	4980
Burundi	400	440	240	720	560	320	420	440	400	320	240	240	1860	1680	1200
DR Congo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Malawi	0	0	0	80	80	80	80	80	80	0	0	0	160	160	160
Zimbabwe	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Zambia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	0	0	160	160	160	0	0	0	160	160	160
Total	31450	38230	27370	79280	81020	78760	46640	41660	50520	9180	8540	10120	166550	169450	166770

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.	9.76	17,720	3,400	8,720	4,440	680			460		20
2 CHAI TRADING COMPANY LTD	8.16	14,820	760	7,520	5,320	1,000		180	20	20	
3 CARGILL KENYA LTD	6.87	12,480	2,040	10,080	360						
4 CUP OF JOE LTD	4.24	7,700	3,080	2,240	2,280		80	20			
5 SSOE (KENYA) LIMITED	3.59	6,520	1,560	1,520	2,280	600	60	300	180	20	
6 LAB INTERNATIONAL KENYA LTD	3.29	5,980	120	680	4,360	800		20			
7 MOMBASA COFFEE LTD	3.18	5,780		480	3,560	1,720	20				
8 COFFTEA AGENCIES LTD	3.16	5,740	2,600	1,000	520			80	20	1,520	
9 M.J. CLARKE LTD	3.12	5,660	200	920	2,080	280		680	240	1,260	
10 DEVCHAND KESHAVJI (K) LTD	2.86	5,200		5,120	80						
11 GOLD CROWN FOODS (EPZ) LTD	2.04	3,700			400	320		120	280	960	1,620
12 JAMES FINLAY MOMBASA LIMITED	2.02	3,660	1,080	2,320	80			20		160	
13 VAN REES KENYA LIMITED	1.66	3,020	560	1,540	720	40		80		80	
14 ALIBHAI RAMJI (MSA) LTD	1.58	2,860	40	1,960	320	160		40	100	240	
15 ABBAS TRADERS LTD	1.05	1,900	80	440	600	60	220	280	160	60	
16 STANSAND (A) LTD	0.96	1,740		280				680		780	
17 SHAKAB EXPORT & IMPORT CO. LTD	0.89	1,620		960	240		220	20	140	20	20
18 CHAMU SUPPLIES LIMITED	0.82	1,480	80	200	560	520	40	20	40	20	
19 IMPERIAL TEAS (EPZ) LTD	0.75	1,360	280	120	680	160			60	60	
20 EMPIRE KENYA (EPZ) LTD	0.69	1,260		840	80	120				220	
21 AL EMIR LIMITED	0.68	1,240	160	960	40			60	20		
22 AIMCO ENTERPRISES LTD	0.59	1,080						180		340	560
23 INDO-AFRICAN TEA CO. (K) LTD.	0.51	920	160	720	40						
24 SUMMER LINER CO. LTD	0.43	780	40				200	60		340	140
25 DELSTA TEA LIMITED	0.40	720	720								
26 RANFER TEAS KENYA LTD	0.40	720	400		120	200					
27 GREEN LEAF TRADING CO. LTD	0.36	660							60	140	460
28 TRANS-ATLANTIC TRADING Co. LTD	0.33	600	60	40	40	40	120	60	100	140	
29 MAISHA COMMODITIES	0.21	380	240				20	60	40	20	
30 PWANI HAULIERS	0.21	380									380
31 LINDOP & COMPANY (KENYA) LTD	0.20	360		120		120			120		
32 TUSHA TEA LTD	0.17	300						40		260	
33 SARDIA INTERNATIONAL CO. LTD	0.15	280	40					20			220
34 TROPICAL CROPS & COMMODITIES	0.14	260		20			40			80	120
35 KIRINDO TRADERS LIMITED	0.13	240		20			80			80	60
36 DRINCO INTERNATIONAL LIMITED	0.11	200		200							
37 LULA TRADING COMPANY	0.10	180									180
38 AFRO TEAS LTD	0.09	160		80	80						
39 SALIM MERCHANDISE COMPANY LTD	0.09	160							160		
40 GREAT WHITE PACKERS LTD	0.07	120				120					
41 AXIS TEA & SERVICES LIMITED	0.06	100									100
42 CAPITAL TEA TRADERS	0.04	80									80
43 MCLEOD RUSSEL AFRICA LIMITED	0.04	80		40	40						
44 TEAVANA TEA STORE LTD	0.04	80									80
45 RIOTANA TRADING LIMITED	0.03	60	40							20	
46 SUWAD ENTERPRISE LIMITED	0.03	60					60				
47 JALEEL TRADING COMPANY	0.02	40							20		20
48 NALA TEA COMPANY LTD	0.02	40			40						
Total Sold	66.34	120,480	17,740	49,140	29,360	6,940	1,160	3,020	2,220	6,840	4,060
Withdrawn	0.42	760	160	600							
Unsold	33.22	60,320	12,200	28,220	16,520	1,540	240	320	140	860	280
% Unsold			41	36	36	18	17	10	6	11	6
Grand Total	100.00	181,560	30,100	77,960	45,880	8,480	1,400	3,340	2,360	7,700	4,340
Sale 38/22	68.73%	127,428	21,800	50,720	30,220	6,940	1,200	2,940	2,000	6,788	4,820
Sale 37/22	66.21%	123,280	14,440	50,440	31,480	7,200	1,060	3,640	2,400	7,240	5,380
Sale 36/22	72.56%	123,300	18,200	51,220	31,220	6,820	1,380	2,920	2,040	5,900	3,600

Other Tea Auction Centres

Colombo: at Sale 37 held on 20th and 21st September, 2022. The 0.57Mkg of Ex estate teas on offer met with fair demand. Select Best Western High Grown BOPs were firm, the below best and plainer varieties too followed a similar trend. Select Best Western High Grown BOPFs were firm, however the below best and plainer sorts were firm to marginally dearer at times. Nuwara Eliya BOPs were irregular, the BOPFs were firm. Uda Pussellawa BOPs were irregularly lower, the BOPFs too declined from last week's levels. UVA BOPs were firm to a little lower, the BOPFs too were firm, with a few invoices appreciating from last week's levels. Low grown CTC BP1s were firm to a little easier, the High and Medium sorts were tending irregular. Low Grown CTC PF1s were easier, the high and medium sorts were tending irregular. The 2.3Mkg of Low Grown teas which were on offer met with lower interest. In the Leafy segment, OP/OPA shed a few rupees. OP1s met with lower demand. In the Semi Leafy segment, BOP1s were lower. Pekoe varieties were firm to irregularly lower, Pekoe1s were firm. In the Small Leaf segment, well-made FBOPs were lower, others met with mixed interest. FBOPF varieties were lower to last. FBOPF1s declined as the sale progressed. BOPF.SP, BOPF, BOP.SP and BOPs met with irregular demand. All Premium Flowery teas were lower. Russia, Iran and the C.I.S countries lent fair support, Turkey was selective. Libya and Iraq were active.

Chittagong: at Sale 20 held on the 19th September, 2022. **CTC LEAF:** 43,236 packages of Current Season teas on offer met with a stronger demand. **BROKENs:** Best Broken were keenly competed for and were dearer by Tk.5/- and more following competition. Good Broken were also a strong market and were mostly dearer. Medium and Plainer varieties sold well at mostly firm rates. BLF teas met with more demand and were generally firm with some withdrawals. **FANNINGS:** Best Fannings were a strong feature of the sale and were dearer by Tk.5/- and more following competition. Good and Medium varieties also met with a little more demand at firm to slightly dearer rates. Plainer varieties were again a good market and were generally firm. BLF teas met with more demand and were generally firm with some withdrawals. **CTC DUST:** 8,473 packages of Cur-

rent Season teas on offer met with a good demand. Good liquoring well made Dusts met with a fairly strong demand selling at firm to dearer rates. Their Mediums sold well at around last levels closely following quality. Plain and BLF Dusts witnessed some demand but again prices declined with fair withdrawals. Blenders lent good support with fair interest from the Loose tea buyers. **COMMENTS:** A slightly larger weight of tea on offer continued to meet with a strong demand from Blenders. Best liquoring teas on offer were a bright feature of the sale and these were again a dearer market. Loose tea buyer lent a little more support but were selective. BLF teas met with a little more demand. Good liquoring Dusts were a strong feature of the sale.

Cochin: at Sale 37 held on the 15th September, 2022. **CTC Leaf:** Good demand, appreciated in value especially smaller broken and fannings. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. Well-made whole leaf and tippy grades appreciated in value; broken witnessed a drop in demand with some withdrawals. Prices realized were irregular around last levels. **Buying pattern:** CIS operating with support from ME. **Dust:** Fair Demand. Popular marks and better mediums sold irregular and lower 1-2c. Plainer sorts sold around last levels. **Buying pattern:** Major blenders active. Internal buyers operated.

Calcutta: at Sale 38 held on the 20th, 21st and 22nd September, 2022, there were 236,271 packages on offer. **CTC:** There was lower overall demand this week. Better Assams met with lesser enquiry and sold at easier levels. The trend was similar for medium Assam categories except for se-

Auction Offerings

	Week 39	Week 40	Week 41	Week 42
Centre	28-Sep	05-Oct	12-Oct	19-Oct
Mombasa	181,780	183,420	180,760	
Limbe				
Colombo	4.9m/kgs	4.7m/kgs		
Jakarta				
Calcutta	220,695	-	172,989	180,451
Guwahati	202,018	-	160,956	161,161
Chittagong	60,789	60,794		
Total	665,282	244,214	514,705	341,612

lect clean well-made descriptions which met with good demand and were barely steady. Better Dooars were steady and sold around last levels. Plainer Dooars were barely steady. **Dust:** There was lower demand with good liquoring Assams losing ground and selling at easier rates. Other categories too were irregularly easier. M/s Tata Consumer Products operated primarily on medium Assams and plainer Dooars in the leaf market. They were active on better liquoring Assams in the dust market. M/s Hindustan Unilever operated on better liquoring Assams at reduced levels in both the leaf and dust markets. Western India buyers operated on better Assams. Exporters operated primarily on larger broken. Local Buyers operated on the Dooars.

Guwahati: at Sale 38 held on the 21st September, 2022, there were 176,487 packages on offer.

Market: CTC There was good demand. All categories sold at irregular and at times easier levels commensurate with quality. **Buying Pattern:** TCPL/HUL operated actively. Western India buyers participated mostly on the better liquoring sorts. Buyers from other destinations operated. There was selective export enquiry on larger broken.

Market: DUST There was good demand for the dusts and witnessed a better enquiry compared to the leaf sale. Select better liquoring sorts were barely steady. Remainder was irregular and easier in line with quality. **Buying Pattern: DUST** TCPL/HUL operated actively. There was fair enquiry from Western India and buyers from other destinations.

News Articles of Interest



MONDAY, 26 SEPTEMBER 2022

Tea Board chief urges planters not to get blindsided by higher auction prices

Sri Lanka Tea Board (SLTB) Chairman last week urged the country's tea planters to not to be blindsided by recent surge in auction prices as Ceylon tea industry is coming under severe threat emerging from a well-organised drive from India and Kenya. "We are happy that (tea) prices are high, but our crop is low, therefore the availability of different teas that suit those countries with a better affording is diminishing. Because it's small in quantity, Sri Lankan exporters can pay higher prices to buy. So, we are happy with the higher prices, but importers are not happy with higher prices," SLTB Chairman Niraj De Mel said. He cautioned the planters that importers could source identical teas US\$ 2-3 cheaper to Sri Lanka from India and Kenya. De Mel made these remarks addressing the 168th Annual General Meeting (AGM) of the Planters' Association (PA) held in Colombo last Friday. Having identified a market opportunity to compete with Ceylon tea exports in lucrative Middle Eastern countries, De Mel noted that Kenya and India have launched a campaign to capture these vital markets, which could potentially trigger a crisis in the Ceylon tea industry. "Kenya and India are very well organised. They are not only knocking doors in Middle-Eastern countries, they are also meeting right people, specially in better economies in the region. They are coming up with packages of various types of tea," he added. He stressed that the only solution is to focus on a good leaf that would increase production with a better-quality range which would allow Ceylon tea to regain its former glory.

"... best try is to go for better leaf. If you get a good leaf, you will have better production with a better-quality range," he stressed. Since 1990's, he pointed out that Ceylon has been losing some of its strongest varieties while its market share in global trade fell below five percent. Further, he urged the planters to explore collaborations and partnerships with others in the value chain to increase value-additions, which currently remains slightly below 40 percent. Source: <https://www.dailymirror.lk/business/Tea-Board-chief-urges-planters-not-to-get-blindsided-by-higher-auction-prices/215-245584>

THURSDAY, 22 SEPTEMBER 2022

Kenya counts on global tea forum to expand export market

KTDA is marketing brands at the International Tea Trade Workshop in London.

Kenya is keen to expand its tea export market with a keen eye on Europe, after a drop in shipments last year. Kenya Tea Development Agency (KTDA) is leading the country in marketing brands at the International Tea Trade Workshop in London. The agency is banking on the forum, which attracts leading tea retailers, traders and packers from across the UK and Europe, to tap new buyers and strengthen relationships with existing markets. UK is the third largest market for KTDA, according to chairman David Ichoho. The agency is meeting renowned brands Marks and Spencer, Taylors of Harrogate, Ringtons, Thomson Lloyd TLE and Global Tea who market Kericho Gold, in an effort to strengthen marketing campaigns for Kenyan produces. "Our main markets are in Egypt and Pakistan but the UK is our most stable and reliable market," Ichoho said, during a courtesy call to the Kenya's High Commissioner to the UK, Ambassador Manoah Esipisu. KTDA is owned by 650,000 small scale Kenyan farmers and it exports over 300million kilos of tea annually, predominantly black CTC tea. "We are now exporting more and more speciality teas like purple, white, green and orthodox teas which fetch a higher premium in the global



market," Ichoho added, "This new tea lines are part of our vision to diversify our product offering to the globe." Last year, the quantities of exported tea declined to 5.5 million metric tonnes from 5.7 million tonnes in 2020, the Economic Survey by the Kenya National Bureau of Statistics indicates, on account of reduced tea production. It accounted for 19.6 per cent of export volumes and was valued at Sh130.9 billion. Pakistan remains the biggest export destination for Kenya, taking up 38 per cent of the total weekly sales. It is followed by Egypt (18%), the UK(9%), UAE, Russia and Sudan each five percent, Yemen (3%) while Afghanistan and Poland each take up two per cent share of the exports. Iran is at the lower end with one per cent with the rest of the world taking up the remaining. Source: <https://www.the-star.co.ke/business/kenya/2022-09-22-kenya-counts-on-global-tea-forum-to-expand-export-market/>

AUGUST 2022

Orthodox tea production gets boost from rising exports, prices

Orthodox tea, much preferred for exports, currently accounts for around 10 per cent of the country's total tea production that stood at 1,343 million kg in 2021.

India's tea industry is churning out more Orthodox tea to meet rising demand in the global market as supply has shrunk following the economic crisis in Sri Lanka, a prominent grower. The increased demand has lifted Orthodox tea prices even as the price of the dominant CTC (crush, tear, curl) variety remained flat. Orthodox tea, much preferred for exports, currently accounts for around 10 per cent of the country's total tea production

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News Articles of Interest continued ..

that stood at 1,343 million kg in 2021. India's huge domestic consumption is oriented towards the CTC variety, which accounts for the bulk of the output. The economic turmoil in Sri Lanka has changed the dynamics of the market as the country is a large supplier of Orthodox tea in the world market. Its weakened presence has allowed India to export more and explore new markets. "The industry is trying to produce more Orthodox tea. The total production of the variety may move up by 10-15 percent this year," said Ajay Jalan, president of the Tea Association of India, a body representing producers. He reckons that the economic problems in the island nation may take one or two years to get resolved and by that time India could establish its presence in the markets traditionally supplied by Sri Lanka. "Once the consumers get used to Indian tea, it will not be easy for them to change once Sri Lanka resumes normal supply. Also, our Orthodox tea from Assam is superior in quality than the one from Sri Lanka," he said. Harrison's Malayalam Ltd, a leading tea producer in South India, is running its Orthodox tea units at full capacity. Orthodox tea currently comprises 50 percent of its total output. "Unlike CTC, there is a good de-

mand for Orthodox tea. It will not be easy for tea producers to set up new facilities for Orthodox tea in a short time as it has to meet stringent export norms and needs several certifications," said Anil George Joseph, vice-president of the company's tea division. India has been receiving a lot of feelers from Sri Lanka's traditional buyers. "Apart from Iran, which has increased its offtake from India, we have enquiries from Saudi Arabia, Iraq and Turkey," said Anshuman Kanoria, chairman of Indian Tea Exporters Association. For the five months from January to May 2022, Indian tea exports have risen 7 percent year-on-year to 78.64 million kg. The growth is expected to be better in the second half of the year. In 2021, by comparison, Indian tea exports fell to a low of 196.54 million kg, an over 6 percent drop from the previous year. This was after the pandemic-impacted 2020 saw exports fall by nearly 17 percent to 209.72 million kg. Kanoria expects exports to reach 225 million kg in 2022. Export figures from the Tea Board show the UAE as a major buyer. But Kanoria points out that the bloc is mainly a transit point for supply to Iran. Exports to Russia,

which is the largest buyer of Indian tea, is back to normal after the initial setback following the onset of war with Ukraine. However, a shortage of containers and other problems continue to dog supply to Russia. "The rupee payment system has not taken off and the majority of the supply is still in dollars," Kanoria said. As a result of the rising demand for Orthodox tea, prices for the variety in North India have moved up by 30-50 percent, lifting overall tea prices, though CTC tea prices have not shown as marked an improvement. North Indian tea prices up to July in 2022 are up by around Rs 6 from last year to Rs 199.24 per kg. On the other hand, South Indian tea prices have fallen by Rs 20 to Rs 107.96 per kg during the period. Heavy rains in the last couple of months have hit production in South India, leading to weak supply to the auction houses. According to Appu Kurian, former chairman of the Tea Trade Association of Cochin, the inflow to auctions is down by 3-6 lakh kg to 6 lakh kg a week. As in the case of the last two years, production in South India is expected to pick up in the second half of the year provided late rains don't upset the calculations. Source: <https://www.moneycontrol.com/news/business/economy/orthodox-tea-production-gets-boost-from-rising-exports-prices-9107311.html>

	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	10.8	12.6	14.6	10.2	6.9	47.4	(5.3)	79.9	90.7
North India	-	1.8	51.8	71.2	100.2	117.0	133.3	166.4	141.4	167.3	103.0	49.7	641.7	9.8	773.3	1,033.4
South India	15.9	14.6	16.3	20.6	26.9	24.3	19.3	14.3	22.4	21.3	16.6	14.8	152.2	(9.3)	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	22.2	(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	191.5	250.1	282.6	207.1	101.8	1,304.0	(54.3)	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		2.55			
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	8,505,013		2.27			
37	13-Sep-22	8,552,282		2.23			
38	20-Sep-22	9,003,351		2.25			
39	27-Sep-22		26,060,646		2.25	2.08	1.94
9 mths Totals:						\$1.88 391,770,296 Kgs	\$1.94 406,720,334 Kgs
Sale Nos. 1 to 51							
Year end Totals :						503,893,400 Kgs \$1.97	516,802,891 Kgs \$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