TEA BROKERS EAST AFRICA LIMITED

Telephone: +254 41 2221953 / 4
Fax: +254 41 231 4480
Mobile: +254 735 221953 / 729 403507
E-mail: mail@tbeal.co.ke
www.tbeal.net

Tea Trade Centre
Nyerere Avenue
PO Box 87296 - 80100

Tea Market Report: Sale 40 of 3rd - 5th October, 2022

Current and Future Fresh Auction Offerings

Country	Sale 40 3 - 5 Oct'22 MG	Sale 40 3 - 5 Oct'22 SG	Sale 40 4 - 6 Oct'21 MG	Sale 40 4 - 6 Oct'21 SG	Sale 41 11 - 12 Oct'22 MG	Sale 41 11 - 12 Oct'22 SG	Sale 42 17 - 19 Oct'22 MG	Sale 42 17 - 19 Oct'22 SG
Kenya	97,240	8,760	72,100	10,900	114,040	8,720	110,880	9,080
Uganda	10,440	5,320	8,760	5,701	11,960	6,380	11,280	6,940
Tanzania	560	680	480	520	1,280	440	280	320
Rwanda	3,560	660	3,760	660	4,120	600	4,120	680
Burundi	920	340	680	160	640	400	840	320
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	52,720	2,220	21,440	1,938	30,480	1,700	38,200	1,080
Total	**112,720**	**15,760**	**85,780**	**17,941**	**132,040**	**16,540**	**127,400**	**17,340**
	128,480		**103,721**		**148,580**		**144,740**	

Fairly good demand following quality for the 183,420 packages (12.18m/kgs) in the market; 24.27% remained unsold.

Leaf Grades (M2)

Offerings: 117,280 packages (7.68m/kgs) – 25.61% unsold.

BP1:

Best – Saw more enquiry at firm to USC26 dearer with selected lines gaining by USC38 and USC53.

Brighter – Were mostly steady to USC14 dearer but some teas shed up to USC4.

Mediums – KTDA mediums ranged between firm to USC18 dearer to easier by up to USC20 while plantation mediums appreciated by up to USC20.

Lower Mediums – Met improved competition at steady to USC30 above previous prices.

Plainer – Were irregularly dearer by up to USC20.

PF1:

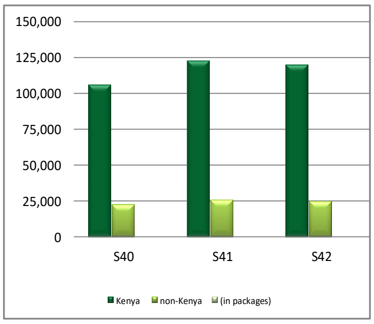
Best – Steady to USC9 above last levels.

Brighter – Were firm to dearer by up to USC9.

Mediums – Most KTDA mediums held value at last prices with only a few lines irregular varying between USC5 dearer to easier by up to USC8. Plantation mediums were steady to USC8 dearer but selected invoices shed USC21.

Lower Mediums – Irregular ranging between firm to USC18 dearer to easier by up to USC10.

Plainer – Varied between USC10 dearer to easier by a similar margin.



DUST Grades (M1)

Offerings: 48,160 packages (3.58m/kgs – 25.42% unsold.

PDUST:

Best – Were irregular varying between steady to USC19 dearer to up to USC15 below previous prices.

Brighter – Ranged between firm to USC10 dearer to easier by up to USC13.

Mediums – KTDA mediums were steady to USC4 dearer to easier by up to USC8 with plantation mediums shedding up to USC13.

Cont……./ Page 2

continued ….

Lower Medium – Showed easier tendencies and lost up to USC22 but a few selected invoices appreciated by up to USC27.

Plainer – Irregular and varied between firm to USC12 dearer to USC5 below last levels.

DUST1:

Best – Improved competition and advanced by up to USC41.

Brighter – Were a strong feature at steady to USC40 above previous rates.

Mediums – KTDA mediums varied between firm to USC12 dearer with selected invoices gaining up to USC32, to easier by up to USC19 while plantation mediums advanced by up to USC36.

Lower Medium – Irregular ranging between firm to USC12 dearer to easier by a similar margin.

Plainer – Were mostly easier by up to USC8 but a few teas advanced by up to USC16.

Secondary Grades (S1)

Offerings: 17,980 packages (915,190.00 kilos) – 12.46% unsold.

In the Secondary Catalogues, best **BPs** gained while others held value with **PFs** steady to dearer. Clean well sorted coloury **Fannings** appreciated with **similar DUSTs** firm to dearer. **Other Fannings** tended easier while **DUSTs** were firm but some invoices irregularly advanced. **BMFs** were well absorbed at dearer rates.

Markets

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

Mombasa Auction Hammer Market Analysis—Sale No 40/2022

	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	95%	2.84	4.07	2.72	4.7	2.82	3.13	2.73	3.05	3.12	3.3
2	Below Best	94%	2.7	2.95	2.55	4.14	2.67	2.95	2.6	2.86	2.69	3.32
3	Good	36%	1.81	2.63	2.1	2.77	2	2.68	1.81	2.64	1.97	2.74
4	Best Medium	78%	1.65	2.27	1.8	2.58	1.96	2.32	1.6	2.06	1.9	2.16
5	Medium	77%	1.53	2.07	1.41	2.26	1.48	2.17	1.4	1.97	1.46	2.04
6	Lower Medium	95%	1.31	1.73	1.12	1.45	1.35	1.89	1.42	1.69	1.39	1.83
7	Plain	90%	1.07	1.54	1.06	1.5	1.16	1.71	1.24	1.5	1.32	1.5
	Totals	**59%**	**1.07**	**4.07**	**1.06**	**4.7**	**1.16**	**3.13**	**1.24**	**3.05**	**1.32**	**3.32**

	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%	115,136	3.11	367,840	2.93	176,969	2.82	53,720	3.23	713,665	2.95
2	Below Best	27%	345,680	2.79	827,732	2.8	481,749	2.73	129,293	3.07	1,784,454	2.8
3	Good	33%	392,884	2.52	1,180,903	2.47	492,382	2.41	131,517	2.45	2,197,686	2.47
4	Best Medium	8%	57,316	2.21	229,120	2.19	221,360	1.94	13,000	2.04	520,796	2.08
5	Medium	12%	87,872	1.76	334,500	1.97	320,827	1.71	63,164	1.77	806,364	1.83
6	Lower Medium	6%	64,400	1.28	122,828	1.62	112,908	1.53	70,948	1.55	371,084	1.52
7	Plain	3%	38,284	1.12	57,200	1.39	52,716	1.39	42,672	1.44	190,872	1.35
	Totals	100%	**1,101,572**	**2.47**	**3,120,123**	**2.49**	**1,858,911**	**2.27**	**504,314**	**2.38**	**6,584,921**	**2.42**

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	83,340	5,778,349	249	6,820	350,389	144	90,160	6,128,738	**243**	75,000	5,042,191	**239**
Uganda	9,800	612,829	152	4,760	229,604	122	14,560	842,433	**144**	13,701	782,944	**116**
Tanzania	600	34,020	139	820	37,152	113	1,420	71,172	**125**	800	43,596	**104**
Rwanda	3,560	246,548	287	380	24,968	237	3,940	271,516	**282**	3,840	266,124	**325**
Burundi	1,080	71,296	235	300	13,340	146	1,380	84,636	**221**	2,160	132,789	**215**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Total	**98,380**	**6,743,042**	**241**	**13,080**	**655,453**	**138**	**111,460**	**7,398,495**	**232**	**95,501**	**6,267,644**	**226**

Sale Number	Previous Sale's Quantities and Prices									Tot+O20:Q23al for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 39/22	103,180	7,094,711	**238**	17,300	857,289	**138**	120,480	7,952,000	**227**	95,320	6,268,468	**218**
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**

Average Auction Hammer Prices by Grade and Country

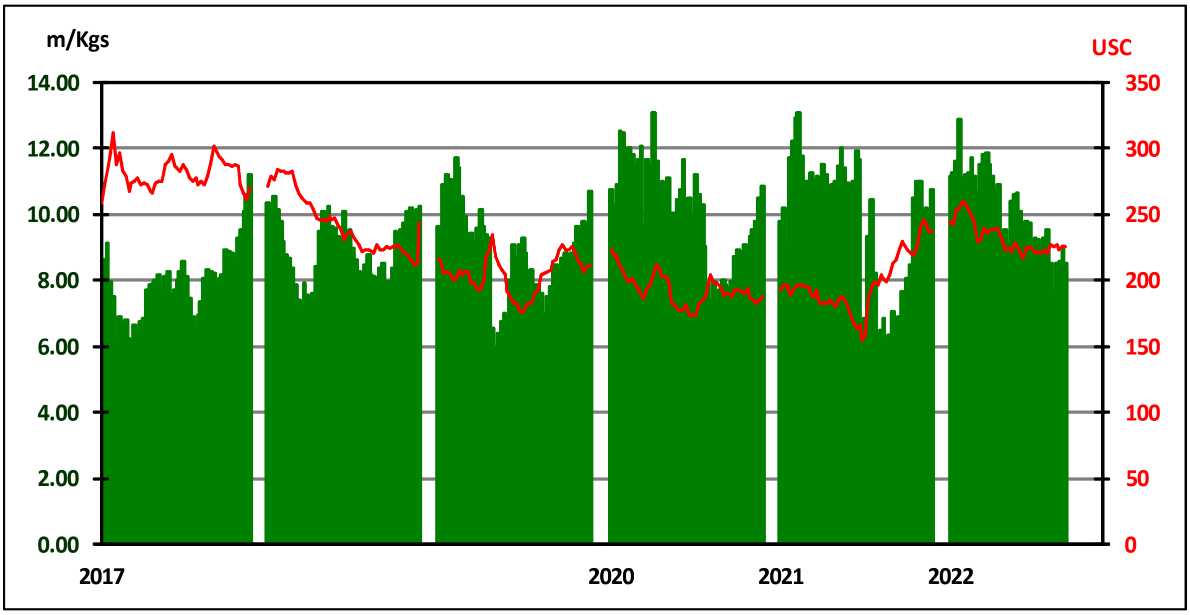
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	256	254	233	263	148	167	157	139	110	**243**	231	267	240	245	122	154	107	134	76	**239**
Uganda	128	160	152	155	122	136	148	121	101	**144**	125	138	122	113	112	117	105	97	72	**116**
Tanzania	108	157	151	154	-	124	136	115	99	**125**	109	114	95	91	102	115	87	101	73	**104**
Rwanda	312	280	272	272	282	243	223	161	-	**282**	429	330	319	297	208	218	183	157	89	**325**
Burundi	220	252	225	232	-	-	150	145	-	**221**	221	235	220	219	-	-	141	153	-	**215**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	247	**248**	**226**	**236**	**177**	**149**	**159**	**133**	**104**	**232**	**228**	**259**	**231**	**225**	**132**	**135**	**120**	**127**	**74**	**226**

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 39/22	247	247	225	222	170	154	154	136	101	**227**	235	247	215	222	137	127	108	125	**74**	**218**
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**

Average Auction Prices and Quantities by Country

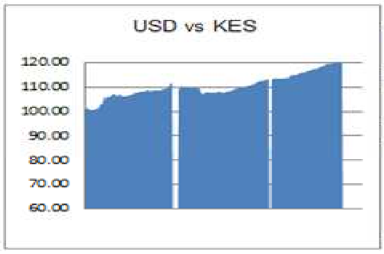
	Previous Sale Sale 39/22		Year To Date 2022		Last Year Sale 39/21		Year To Date 2021		Variance Year To Date	
Country	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	7,113,115	236	315,396,110	249	5,216,191	232	309,570,636	197	5,825,474	52
Uganda	960,959	140	54,226,493	133	989,928	114	53,856,320	116	370,173	17
Tanzania	44,316	132	4,453,014	123	87,042	110	3,793,268	101	659,746	22
Rwanda	274,703	280	19,176,843	280	288,520	324	19,278,902	262	-102,060	18
Burundi	108,164	227	5,053,912	229	116,464	215	5,040,421	198	13,491	31
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	-	-	0	0
Madagascar	-	-	-	-	-	-	98,942	101	-98,942	-101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	23,839	148	-	-	131,806	136	-107,967	12
Total	**8,501,257**	**226**	**398,330,211**	**233**	**6,698,145**	**216**	**391,770,295**	**188**	**6,559,916**	**45**

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	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	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	34.6	272							398.3	233
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	26.2	208	30.3	226	51.1	231	30.8	238	503.8	197
2020	44.4	217	47.4	203	56.5	192	46.9	205	42.5	189	53.0	181	42.3	176	34.6	192	39.1	194	33.3	192	36.1	190	40.6	187	516.8	193
2019	52.2	209	44.1	203	37.8	202	47.9	206	25.6	218	30.7	190	44.0	179	31.3	192	30.6	208	42.5	222	37.0	219	30.2	210	454.0	204
2018	50.7	278	35.0	282	30.3	265	40.6	252	39.9	246	38.0	239	44.9	233	33.6	223	32.9	223	42.9	225	39.5	219	30.1	213	458.4	243
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)



KES: USD	120.80	0.11	0.09%
KES:STG	136.46	5.99	1.59%
KES:EUR	119.03	2.65	2.27%
USD:STG	1.29	0.06	5.26%

During the week the Kenya Shilling traded between KES 120.70 -121.20 and reached 120.75 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 120.80 - 121.20 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 40/22 Packages	Kgs	Year To Date 2022 Packages	Kgs	Year To Date 2021 Packages	Kgs	Variance Year To Date Packages	Kgs
Kenya	106,000	7,227,853	4,899,050	333,671,532	4,742,296	320,534,130	156,754	13,137,402
Uganda	15,760	910,632	963,500	55,537,163	949,422	54,935,046	14,078	602,117
Tanzania	1,240	63,836	85,520	4,561,294	78,339	4,290,440	7,181	270,854
Rwanda	4,220	290,616	281,680	19,435,049	280,260	19,202,820	1,420	232,229
Burundi	1,260	75,240	86,158	5,224,904	80,500	5,001,336	5,658	223,568
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
Zimbambwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Ethiopia	0	0	400	22,879	1,900	106,726	-1,500	-83,847
Total	**128,480**	**8,568,177**	**6,317,428**	**418,518,669**	**6,135,697**	**404,227,073**	**181,731**	**14,291,596**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1 S 40	BP 1 S 41	BP 1 S 42	PF 1 S 40	PF 1 S 41	PF 1 S 42	PD S 40	PD S 41	PD S 42	D 1 S 40	D 1 S 41	D 1 S 42	Total S 40	Total S 41	Total S 42
KTDA	29480	18640	19400	61680	55160	53720	23920	29880	30960	3680	4400	3920	118760	108080	108000
Unilever Tea	380	120	760	160	160	160	240	260	160	80	80	80	860	620	1160
James Finlay	440	400	360	480	400	360	400	280	320	0	0	0	1320	1080	1040
Eastern Produce	520	640	1080	2660	2680	3280	1700	1920	600	480	560	800	5360	5800	5760
Others (K)	3140	3580	3640	9760	13060	13880	10080	11140	14080	1440	2180	2080	24420	29960	33680
Uganda	1840	1880	1680	3640	4400	4360	3360	4600	4160	2000	1960	1720	10840	12840	11920
Tanzania	390	390	390	400	760	760	360	520	560	300	220	220	1450	1890	1930
Rwanda	1600	1480	1640	1600	1740	1660	920	1280	1180	320	480	480	4440	4980	4960
Burundi	440	240	320	560	320	280	440	400	280	240	240	240	1680	1200	1120
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	38230	27370	29270	81020	78760	78540	41660	50520	52540	8540	10120	9540	169450	166770	169890

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.	10.56	19,340	3,160	10,160	5,000	400		40	400	180	
2	CHAI TRADING COMPANY LTD	7.46	13,660	400	7,880	4,680	580	20	20	60	20	
3	CARGILL KENYA LTD	5.42	9,920	360	7,760	1,800						
4	LAB INTERNATIONAL KENYA LTD	4.34	7,940	720	2,960	2,400	1,840		20			
5	CUP OF JOE LTD	4.00	7,320	3,880	2,760	680						
6	MOMBASA COFFEE LTD	3.18	5,820		480	3,640	1,680	20				
7	COFFTEA AGENCIES LTD	3.10	5,680	3,400	880	320					1,080	
8	SSOE (KENYA) LIMITED	2.80	5,120	1,040	1,240	1,700	520	100	220	300		
9	JAMES FINLAY MOMBASA LIMITED	2.16	3,960	1,760	1,480	400			20		220	80
10	DEVCHAND KESHAVJI (K) LTD	2.03	3,720		3,720							
11	GOLD CROWN FOODS (EPZ) LTD	1.83	3,360		200	80			340	280	1,680	780
12	M J. CLARKE LTD	1.58	2,900	160	80	1,620	440		180	40	380	
13	ABBAS TRADERS LTD	1.31	2,400	360	500	1,040	100	140	160	60	40	
14	TUSHA TEA LTD	1.17	2,140		520	1,000	160		20		440	
15	VAN REES KENYA LIMITED	0.98	1,800	240	560	500	80		180	20	220	
16	SHAKAB EXPORT & IMPORT CO. LTD	0.83	1,520		840	320	80	120	120	40		
17	ALIBHAI RAMJI (MSA) LTD	0.82	1,500	120	1,080	80	40		100	60	20	
18	INDO-AFRICAN TEA CO. (K) LTD.	0.79	1,440	240	880	80	40		40		160	
19	SWAFI FOODS LIMITED	0.75	1,380	520	120	220	160	40	160	100	60	
20	AL EMIR LIMITED	0.68	1,240		1,120		80		40			
21	SUMMER LINER CO. LTD	0.48	880	560				60	20		80	160
22	AIMCO ENTERPRISES LTD	0.47	860						180		460	220
23	LINDOP & COMPANY (KENYA) LTD	0.40	740		160	240	160			180		
24	EMPIRE KENYA (EPZ) LTD	0.35	640	360	240		40					
25	STANSAND (A) LTD	0.31	560		560							
26	IMPERIAL TEAS (EPZ) LTD	0.24	440	80	160	120			20	60		
27	AL KHALIFA ENTERPRISES LTD	0.22	400									400
28	SARDIA INTERNATIONAL CO. LTD	0.22	400		120				20		40	220
29	AFRO TEAS LTD	0.21	380	40	120		120				100	
30	MCLEOD RUSSEL AFRICA LIMITED	0.21	380	320						40	20	
31	TRANS-ATLANTIC TRADING Co. LTD	0.21	380					20	140	220		
32	DRINCO INTERNATIONAL LIMITED	0.15	280		280							
33	LULA TRADING COMPANY	0.14	260									260
34	MAISHA COMMODITIES	0.14	260	120					40	40	60	
35	PWANI HAULIERS	0.14	260									260
36	GOKAL TRADING KENYA LTD	0.13	240	40		80	120					
37	TROPICAL CROPS & COMMODITIES	0.13	240	120				20				100
38	TEAVANA TEA STORE LTD	0.11	200									200
39	GREEN LEAF TRADING CO. LTD	0.10	180								140	40
40	RANFER TEAS KENYA LTD	0.09	160	160								
41	KIRINDO TRADERS LIMITED	0.08	140			40		60				40
42	SUWAD ENTERPRISE LIMITED	0.08	140	40				100				
43	AXIS TEA & SERVICES LIMITED	0.07	120									120
44	DELSTA TEA LIMITED	0.07	120	120								
45	JALEEL TRADING COMPANY	0.05	100					20				80
46	NALA TEA COMPANY LTD	0.04	80			80						
47	GREAT WHITE PACKERS LTD	0.02	40				40					
48	RIOTANA TRADING LIMITED	0.01	20					20				
	Total Sold	60.64	111,060	18,320	46,860	26,120	6,680	740	2,080	1,900	5,400	2,960
	Withdrawn	0.97	1,780	880	880				20			
	Unsold	38.39	70,320	18,480	31,960	14,540	1,160	300	940	580	1,740	620
	% Unsold			49	40	36	15	29	31	23	24	17
	Grand Total	**100.00**	**183,160**	**37,680**	**79,700**	**40,660**	**7,840**	**1,040**	**3,040**	**2,480**	**7,140**	**3,580**

	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
Sale 39/22	66.34%	120,480	17,740	49,140	29,360	6,940	1,160	3,020	2,220	6,840	4,060
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

Other Tea Auction Centres

Auction Offerings

Centre	Week 40 05-Oct	Week 41 12-Oct	Week 42 19-Oct	Week 43 26-Oct
Mombasa	183,420	180,760	184,020	
Limbe	4,640			
Colombo	5	5		
Jakarta	7,680	8,740		
Calcutta	N/A	172,989	180,451	161,733
Guwahati	N/A	160,956	161,161	200,525
Chittagong	60,794	73,517		
Total	**248,854**	**596,962**	**525,632**	**362,258**

Colombo: at Sale 38 held on 27th and 28th September, 2022. The 0.54Mkg of Ex estate teas on offer met with fair demand. Select Best Western High Grown BOPs were firm to a little dearer, the below best and plainer varieties too followed a similar trend. Select Best Western High Grown BOPFs were firm to a little dearer at times, the below best and plainer sorts were firm to marginally dearer at times. Nuwara Eliya BOPs were dearer, there were hardly any BOPF on offer . Uda Pussellawa BOPs were irregularly lower, the BOPFs too mostly declined. UVA BOPs were firm to a little lower at times, the BOPFs declined. Low grown CTC BP1s were firm to a little easier, the High and Medium sorts were tending irregular. Low Grown CTC PF1s were firm, the high and medium sorts were tending irregular. The 2.2Mkg of Low Grown teas which were on offer met with mixed interest. In the Leafy segment, OP/OPA shed a few rupees. Select best OP1s were firm, others met with irregular demand. In the Semi Leafy segment, BOP1s were lower. Pekoe varieties were firm to lower, Pekoe1s were mainly firm. In the Small Leaf segment, FBOPs were lower to last. FBOPF varieties continued to attract lower demand. Better FBOPF1s declined a few rupees, others were firm. BOPF.SP, BOPF, BOP.SP and BOPs were firm. 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 21 held on the 26th September, 2022, **CTC LEAF:** 50,275 packages of Current Season teas on offer continued to meet with a strong demand. **BROKENS**: Best Brokens met with more competition and were a dearer market appreciating by upto Tk.5/- and sometimes more. Good varieties also sold well and were fully firm to slightly dearer following quality. Medium varieties sold at around last levels but a fair weight of brown, plain varieties met with selective enquiry and were mostly easier with fair withdrawals. BLFs met with less demand at around last levels with more withdrawals. **FANNINGS**: Best liquoring Fannings met with a stronger demand and were dearer by Tk.5/- and more following competition. Good varieties were also a strong market and were fully firm to slightly dearer. Medium types sold at around last levels, but Plain varieties met with less demand and were easier. BLFs met with less demand at around last levels with more withdrawals. **CTC DUST**: Good liquoring varieties were fully firm to slightly dearer closely following quality. Mediums sold well at around last levels. Plain/BLF Dusts were an easier market and saw fair withdrawals. Blenders lent good support with fair interest from the Loose tea buyers. **COMMENTS**: Best liquoring varieties were again a strong feature of the sale and were dearer following more competition from all sections of the market. There was a fair weight of brown, plain varieties on offer which met with limited interest and witnessed heavy withdrawals. Blenders lent stronger support with more interest from the Loose tea buyers. Dusts sold well.

Cochin: at Sale 38 held on the 22nd September, 2022. **CTC Leaf:** Good demand, All grades sold irregular around last levels. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. Well-made whole leaf and larger brokens sold irregular. Smaller brokens and fannings showed an improved demand and appreciated in value. **Buying pattern:** CIS operating with support from ME. **Dust:** Good demand. Popular marks and better mediums sold irregular and sometimes lower by 2-3c. Plainer sorts sold around last levels. **Buying pattern**: Major blenders active. Internal buyers operated cautiously.

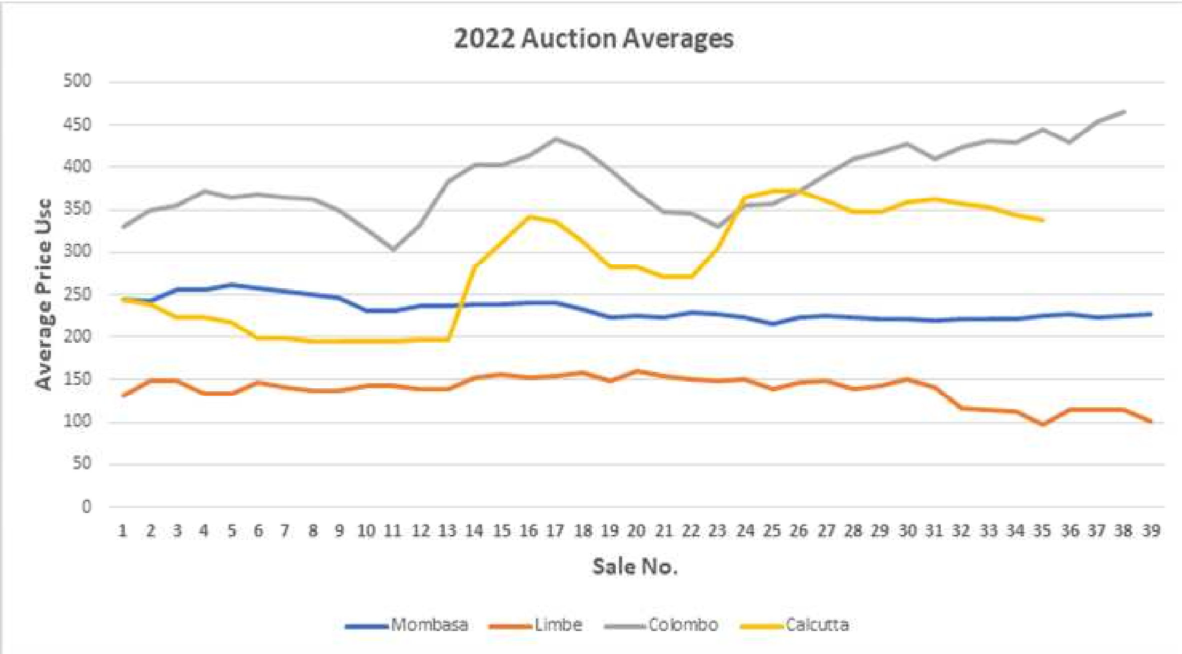
Calcutta: at Sale 39 held on the 27th and 29th September, 2022, there were 249,973 packages on offer. **CTC:** There was good general demand. Better Assams witnessed a further decline in levels, except for clean well-made & good liquoring descriptions which were barely steady. Cleaner, well-made medium Assams met with good demand and sold at irregular levels around last whilst other medium descriptions were easier. Better Dooars were steady and sold around last levels. Plainer Dooars were barely steady. **Dust:** There was good demand. Better liquoring Assams were barely steady whilst the remainder was irregularly easier. M/s Tata Consumer Products operated on cleaner, well-made teas in both markets with useful support on plainer Dooars. M/s Hindustan Unilever was active in both markets with useful support on brighter liquoring dust grades. Western India buyers operated on better Assams along with useful activity from a regional packeteer on good liquoring Assams in the dust market. Exporters showed limited interest on larger brokens. Local buyers operated on the Dooars & other clean, well-made descriptions.

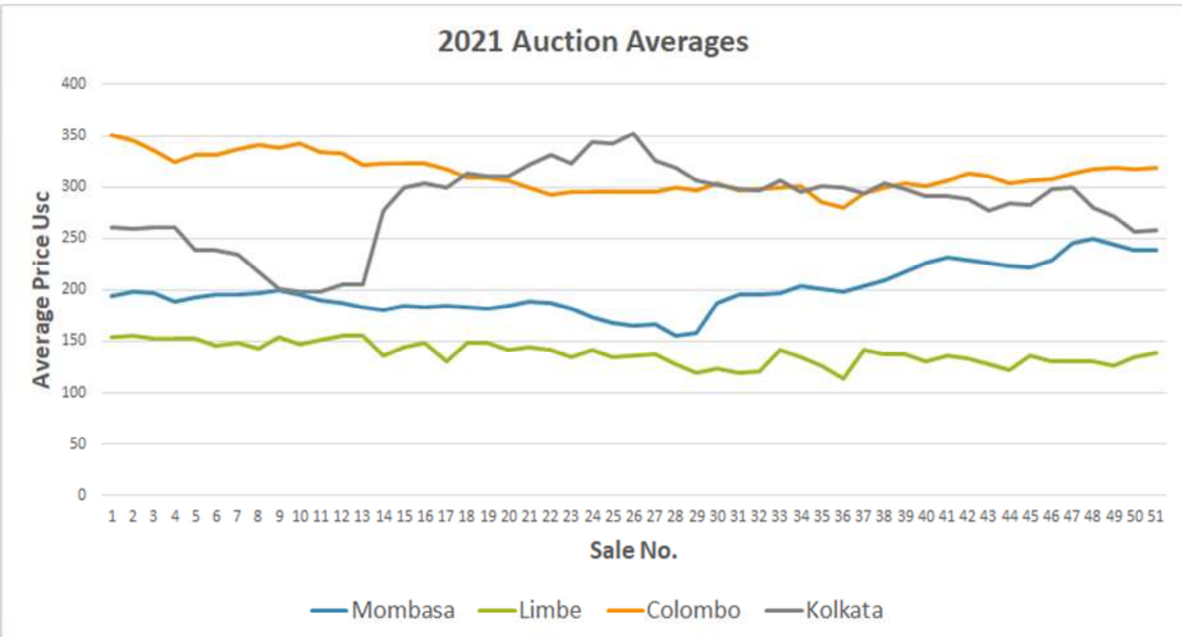
Guwahati: at Sale 39 held on the 27th September, 2022, there were 200,101 packages on offer.

Market: CTC The market this week saw only fair demand witnessing noticeable amount of withdrawals. The demand further slackened with the progress of the sale and levels were overall easier following quality. **Buying Pattern:** There was fair support from HUL and TCPL. Western India buyers operated selectively on the better liquoring teas. Buyers from other destinations were selective. Exporters this week were subdued.

Market: DUST market saw relatively better enquiry compared to leaf. Select better liquoring sorts were barely steady while remainder tended irregular and easier following quality. **Buying Pattern: DUST** HUL operated mostly on the medium to better liquoring teas while TCPL was more active on the plainer to medium varieties. There was fair support from Western India and buyers from other destinations.

Auction Prices Trends





News Articles of Interest

WEDNESDAY, 05 OCTOBER 2022

Colombo Tea Auction sales average reaches all-time high

The Colombo Tea Auction saw sales average reaching an all-time high in September, recording Rs. 1,599.40 (US$ 4.46) per kilo surpassing the previous best of Rs.1,508.21 (US$ 4.21) that was recorded a month ago in August. When compared with the September 2021 average of Rs.587.66, September 2022 shows a significant increase of Rs. 1,011.83 year-on-year (YoY), gaining 1.5 in US dollar terms as well. "It would be noteworthy that in US$ terms, September 2022 average of US$ 4.46 records an increase of US$ 0.25 when compared to August 2022 average of US$ 4.21," said Forbes and Walker Research in their latest auction update. September also saw all elevations recording highest ever sales averages. High-Grown tea recorded the highest average of Rs. 1,448.14, which is an increase of Rs. 59.88 when compared with August 2022. In comparison to September 2021 average of Rs.557.39, the September 2022 sales average recorded a significant increase of Rs. 890.76. For Medium-Grown, sales average hit Rs. 1,336.96 in September, up by Rs. 100.82 when compared with that of August. The increase was Rs. 832.33 when compared with September 2021. Low-Grown teas too recorded their highest ever average of Rs. 1,706.02 in September surpassing the previous best of Rs. 1,616.24 recorded in August 2022. It was a sharp Rs.1, 084.85 increase from a year ago. Cumulative analysis showed that all elevations recorded significant gains during the period of January-September 2022 when compared to the corresponding period in 2021, both in rupee and US dollar terms. However, Sri Lanka Tea Board (SLTB) Chairman recently urged the country's tea planters not to get carried away by the recent surge in auction prices as the country's tea industry is coming under severe threat emerging from well-organized drives 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. 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 potentiality trigger a crisis in the Ceylon Tea industry. Source: https://www.dailymirror.lk/business/Colombo-Tea-Auction-sales-average-reaches-all-time-high/215-246160

MONDAY, 03 OCTOBER 2022

KTDA Brews Perfect Technology Mix

For one of the largest tea-producing organizations in the world, the answer rested in a total transformation of its end-to-end systems.

How do you bring consistency and improve decision-making at an organization where more than 50 factories each operate on their own disparate systems with little to no integration? For one of the largest tea-producing organizations in the world, the answer rested in a total transformation of its end-to-end systems. Over 600,000 smallholder tea farmers affiliated to the Kenya Tea Development Agency (KTDA) are reaping the harvest of a silent technological rollout that has streamlined the operations of their factories, making the tea business more efficient and technology driven.

Boost to payment efficiency, analytical insights

The deployment of SAP by KTDA and its managed factories has provided analytical tools that are used for better decision making while making payment for farmers' green leaf efficient and quick. It has also drastically improved payment processing and enhanced end-to-end visibility for better controls and safeguards "We wanted a solution to bring all our factories into a single system that would improve every aspect of our operations, from production planning and quality management to sales, distribution and payroll," says KTDA CEO Wilson Muthaura. "This was no mean feat since there are more than 600,000 farmers paid every month for green leaf supplied as well as over 10,000 employees working across the organization. However, following this successful rollout, all farmers are now paid through

our SAP system, reducing processing time by more than 80 per cent."

KTDA Holdings Ltd is a wholly owned farmers company which has invested in various subsidiary companies along the tea value chain in Kenya. Through the KTDA Management Services company, the operations on 71 factories are seamlessly managed and SAP has come in handy in enhancing operational efficiencies with the aim of increasing transparency and profitability in the businesses. The Agency has seven subsidiaries and a Foundation providing specialized services across the tea value chain, including factory management, engineering, insurance, tea trading and warehousing, credit provision and power production. In late 2021, KTDA revised its monthly green leaf payment timelines to the first week of the following month. Payments for deliveries had previously been made on the third week of the following month. The change, aided by efficient payment processing through SAP, translated to faster access of farmers' cash to meet their daily needs and align the payment to farmers' monthly obligations. The system also allows the Agency to easily incorporate other items like loans and inputs (like fertilizer) issued to the payment process allowing for easy and seamless recoveries. Martin Mwarangu, Group General Manager for ICT Services at KTDA, says: "We worked with experienced SAP partner, One Connect Technologies, to implement SAP ERP Central Component and Business Intelligence, covering end-to-end processes across KDTA's operations."

System unlocks benefits across value chain

Besides payment processing, different modules of SAP have delivered multiple benefits including production planning and management and a full visibility of tea sales. "SAP has digitally transformed the KTDA business and made it technologically ready to adopt any future solutions that would further enhance business efficiencies. The wealth of data generated is important in decision making and forecasting," says KTDA Management Services Managing Director Julius Onguso. Plant

Cont……/ Page 10

News Articles of Interest continued ..

maintenance has also been enhanced with a solution that ensures proper maintenance and provides greater visibility over costs associated with equipment. In addition, all transactions are now updated to general ledgers and relevant cost/profit centres in real time, giving the finance team full visibility over the organization's operations. The Agency has also rolled out a sales and distribution module that allows all tea selling processes to be done on one system; from raising sales orders; tea dispatch and revenue management. The SAP solution generates a wealth of data and has embedded business analytical tools that generate reports and dashboards extensively used by decision makers to glean insights and make better decisions for the business. Thirty-two KTDA-managed factories are currently running on the SAP solution, making reporting and intercompany integration easier. The deployment of SAP also means there is a uniformity and consistency in how each of the factories are run. The Agency is working to have all other factories deploy the solution for group-wide benefit. Hardeep Sound, Regional Sales Director for East Africa at SAP, adds: "Facing inefficiency and a lack of visibility over critical business processes, KTDA embraced the benefits of the latest technology to completely transform their end-to-end business functions. As KTDA continues to play a vital role in in the broader Kenyan economy as well as directly in the lives of more than smallholder farmers, having real-time visibility over the entire organization's processes will bring vast improvements to its operations benefitting all stakeholders." Source: https://techeconomy.ng/2022/10/ktda-brews-perfect-technology-mix/

Regional Weather Conditions and World Crop

Kenya: Muranga: received no rainfall and had sunny weather though the week. The highest and lowest temperatures were **24˚c & 11˚c** respectively. Crop intake averaged **96** tonnes/day on a **6** day plucking cycle.

Nyeri: The week was partly warm and sunny. There was no rainfall throughout the week. The highest and lowest temperatures were 23˚c & 13˚c respectively. Crop intake averaged **12.2** tonnes/day on a **6** day plucking cycle.

Meru: The week was mainly sunny and warm with no rainfall. The highest and lowest temperatures were **28˚C & 13˚C** respectively. Crop intake averaged **42** tonnes/day on a six day plucking cycle.

Sotik: The area experienced cloudy conditions accompanied by short duration of sunny intervals and scattered showers. The area received **50.1mm** of rainfall in **four** wet days**.** The highest and lowest temperatures were **11˚c & 26˚**c respectively. Factory utilization still remains low.

Kericho: The week under review had partly sunny intervals in the mornings followed by cloudy afternoons with reduced rains. A total of 25.2mm rainfall was recorded with some estates reporting hail storms. Average temperatures were highs of 22° Celsius and lows of 10° Celsius. Crop intake went up by 7% compared to previous week's levels. Crop on offer is likely to maintain current low levels due to hail effects.

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.

Uganda: Some rains were received in the tea growing areas with Fort Portal receiving **74mm** (123mm). Kibale received **29mm** (82mm), Hoima received **41mm** (80mm) and Bushenyi received **32mm** (75mm) of rainfall. The maximum temperatures maintained at an of average 26° C while the minimum temperatures averaged 16℃. Crop levels have slightly improved.

DETAILED REGIONAL FORECAST FOR 4-10 OCTOBER 2022 The Highlands West of the Rift Valley, the Lake Victoria Basin and the Central and South Rift Valley (Kisii, Nyamira, Trans-Nzoia, Uasin-Gishu, Elgeyo-Marakwet, Nandi, Kericho, Bomet, Kakamega, Vihiga, Bungoma, West-Pokot, Siaya, Kisumu, Homabay, Busia, Migori, Baringo, Nakuru and Narok Counties): Mornings are likely to be generally sunny though occasional rains may occur over few places. Afternoon showers and thunderstorms are likely to occur over several places. Night showers are expected over few places.

The Highlands East of the Rift Valley (including Nairobi County) (Nyandarua, Laikipia, Nyeri, Kirinyaga, Murang'a, Kiambu, Meru, Embu, Tharaka-Nithi and Nairobi Counties): Intermittent cloudiness is expected in the morning giving way to sunny intervals. Afternoon showers are likely to occur over few places. Nights are likely to be generally partly cloudy though occasional showers may occur over few places.

Crop production Kenya: Crop volumes are quite low, but likely to gradually increase in the next couple of weeks due to the fairly wet weather being reported. However, the areas hit by hail shall have a low crop.

Uganda: Crop levels have slightly improved.

Malawi: Crop intake has improved.

	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	10.8	12.6	14.6	10.2	6.9	47.4	(5.0)	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	(9.1)	183.9	219.4
Sri Lanka	22.8	18.2	22.0	18.3	26.0	20.1	19.8	18.2	22.6	24.0	20.0	20.4	165.4	(43.9)	232.2	275.9
Kenya	48.7	40.8	46.3	41.2	50.0	43.3	34.7	33.6	43.4	49.0	50.7	54.4	270.3	(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	(3.3)	10.6	28.3
Tanzania	2.1	2.7	3.1	2.9	2.7	1.8	1.0	0.9	1.6	2.6	1.9	1.5	15.3	(0.7)	20.2	28.6
Rwanda	3.4	2.9	3.6	3.8	3.6	3.0	2.3	1.5	2.1	3.5	3.3	3.2	22.6	0.4	25.6	33.2
Malawi	4.8	7.0	7.1	7.1	4.5	1.9	1.3	2.0	4.0	2.9	1.4	5.3	35.7	(0.4)	42.4	45.2
Total	104.3	93.5	156.5	175.4	220.1	224.0	187.3	211.7	250.1	282.6	207.1	101.8	1,372.8	(55.7)	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			
			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	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		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	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	8,501,257	34,561,903	2.33	2.27	2.08	1.94
9 mths Totals:						$1.88 391,770,296 Kgs	$1.94 406,720,334 Kgs
40							
41							
42							
43							
			-			2.26	1.90
			-			2.31	1.90
			-			2.38	2.10
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

Country :	Year : 2022 Sale Nos: 1 to 39 (9 months) Kilos '000	Av. Prc US$	Country :	Year : 2021 Sale Nos: 1 to 39 (9 months) Kilos '000	Av. Prc US$
Kenya	315,396	2.49	Kenya	309,571	1.97
Uganda	54,226	1.33	Uganda	53,856	1.16
Tanzania	4,453	1.23	Tanzania	3,793	1.01
Rwanda	19,177	2.80	Rwanda	19,279	2.62
Burundi	5,054	2.29	Burundi	5,040	1.98
Malawi	-		Malawi	-	-
Mozambique	-		Mozambique	-	-
D R Congo	-		D R Congo	-	-
Madagascar	-		Madagascar	99	1.01
Ethiopia	24	1.48	Ethiopia	132	1.36
Total :	398,330	2.33		391,770	1.88

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