



TEA BROKERS EAST AFRICA LIMITED

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Tea Market Report: Sale 42 of 16th - 18th October 2023

General demand continued fair for the 197,480 packages (13.30m/kgs) available in the market; 33.22% were neglected.

Leaf Grades (M2)

Offerings: 107,780 packages (7.14m/kgs) – 37.36% unsold

BP1:

Best – Met reduced enquiry and lost up to USC66 with selected invoices discounted by USC82 and USC110, a few lines however, were steady to USC16 dearer.

Brighter – Ranged between firm to USC14 dearer to USC16 below last levels with select teas shedding USC38.

Mediums – KTDA mediums were firm at reserve price levels where sold while plantation mediums were easier by up to USC50.

Lower Medium – Lost up to USC28 with a number of teas remaining unsold.

Plainer – Shed up to USC16.

PF1:

Best – Were firm to US49 easier.

Brighter – Steady to USC22 below last prices.

Mediums – KTDA mediums held value with only a few teas gaining up to USC12. Plantation mediums ranged between firm to USC7 dearer to easier by up to USC21.

Lower Medium – Were firm to

Current and Future Fresh Auction Offerings

Country	Sale 42 16 - 18 Oct'23		Sale 42 17 - 19 Oct'22		Sale 43 23 - 25 Oct'23		Sale 44 30 Oct - 1Nov'23	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	113,440	10,900	110,880	9,080	118,840	11,760	112,080	11,840
Uganda	10,040	6,420	11,280	6,940	8,240	5,560	10,440	5,220
Tanzania	360	80	280	320	3,520	1,100	2,420	120
Rwanda	2,680	760	4,120	680	2,520	380	2,760	240
Burundi	280	240	840	320	520	220	400	160
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	49,420	2,860	38,200	1,080	52,000	3,540	56,760	4,080
Total	126,800	18,400	127,400	17,340	133,640	19,020	128,100	17,580
	145,200		144,740		152,660		145,680	

USC18 easier.

Plainer – Varied between steady to mostly USC22 easier to dearer by up to USC10 for a few lines.

DUST Grades (M1)

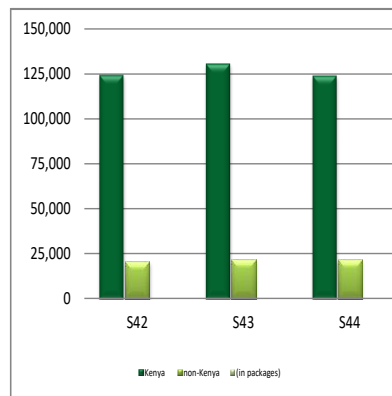
Offerings: 68,440 packages (5.08m/kgs) – 27.53% unsold.

PDUST:

Best – Met irregular interest ranging between steady to USC17 dearer to easier by up to USC18 with select invoices discounted by up to USC39.

Brighter – Were irregularly easier by up to USC12 but a few teas advanced by up to USC14.

Mediums – KTDA mediums were steady at previous prices



while plantation mediums appreciated by up to USC14.

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continued

Lower Medium –Irregular varying between firm to USC29 dearer to easier by up to USC17.

Plainer – Were mostly firm to USC19 below last levels but a few lines advanced by up to USC7 with selected invoices gaining USC32.

DUST1:

Best – Steady to USC12 easier with a few lines dearer by up to USC8.

Brighter – Firm to USC18 easier.

Mediums – KTDA mediums were steady to USC4 dearer to easier by up to USC14 with plantation mediums ranging between mainly firm to USC24 dearer to easier by up to USC26 for a few lines.

Lower Medium – Met improved interest and were generally steady

to dearer by up to USC16 but a few teas lost up to USC10.

Plainer – Were firm to USC16 above previous rates.

Secondary Grades (S1)

Offerings: 21,260 packages (1.08m/kgs) – 25.40% unsold.

In the Secondary Catalogues, best **BPs** tended easier while others were firm with **PFs** steady. Clean well sorted coloury **Fannings** eased with **similar DUSTs** firm. **Other Fannings** held value while **DUSTs** sold at previous levels. **BMFs** were readily absorbed.

Markets

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

Mombasa Auction Hammer Market Analysis—Sale No 42/2023

Category (Band)	Percentage volume sold	Average Price ranges (for the marks within the category)		Min-Max Prices per grade							
		Min	Max	BP1		PF1		PD		DUST1	
				Min	Max	Min	Max	Min	Max	Min	Max
1 Best	93%	2.84	4.43	2.55	4.64	2.77	4.22	2.7	4.34	2.75	3.2
2 Below Best	89%	2.67	3.46	2.5	3.7	2.58	3.3	2.68	3.7	2.66	3.26
3 Good	42%	1.95	2.57	1.45	2.52	1.3	2.65	1.98	2.91	1.9	2.63
4 Best Medium	69%	1.46	2.17	1.15	1.76	1.05	2.15	1.1	2.44	1.66	2.4
5 Medium	59%	0.65	1.86	0.78	1.8	0.6	1.8	0.6	2.22	0.78	1.84
6 Lower Medium	83%	0.63	1.03	0.88	1.14	0.5	1	0.58	1.05	0.6	1.04
7 Plain	64%	0.5	0.9	0.85	1	0.5	0.83	0.6	0.98	0.5	1.06
Totals	66%	0.5	4.43	0.78	4.64	0.5	4.22	0.58	4.34	0.5	3.26

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	15%	134,489	2.81	631,156	2.93	281,958	3.01	126,383	3	1,173,986	2.94
2 Below Best	31%	213,587	2.67	1,398,956	2.78	614,219	2.94	205,213	2.92	2,431,975	2.82
3 Good	22%	173,381	2.19	738,632	2.2	630,882	2.6	177,194	2.38	1,720,089	2.37
4 Best Medium	10%	37,480	1.43	288,628	1.31	408,159	2.03	32,656	2.05	766,923	1.73
5 Medium	13%	86,536	1.24	403,474	1.12	435,799	1.32	89,100	1.34	1,014,910	1.23
6 Lower Medium	7%	44,416	0.99	147,276	0.69	208,613	0.73	120,951	0.82	521,256	0.76
7 Plain	3%	20,548	0.97	39,816	0.64	133,940	0.75	36,844	0.81	231,148	0.76
Totals	100%	710,437	2.18	3,647,938	2.28	2,713,570	2.19	788,341	2.18	7,860,287	2.23

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	103,620	7,296,243	231	9,520	492,697	92	113,140	7,788,939	222	105,520	7,217,047	248
Uganda	9,580	607,228	75	5,280	248,471	62	14,860	855,699	71	17,060	977,948	146
Tanzania	240	13,660	78	60	2,320	53	300	15,980	74	1,080	57,952	134
Rwanda	2,560	177,006	348	620	38,904	164	3,180	215,910	315	4,660	323,542	292
Burundi	120	7,428	217	220	13,656	120	340	21,084	154	1,060	64,368	231
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-
Total	116,120	8,101,565	222	15,700	796,048	86	131,820	8,897,612	209	129,380	8,640,857	237

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkg	Kgs	USC
Sale 41/23	107,200	7,466,396	226	15,760	791,935	86	122,960	8,258,331	213			
Sale 40/23	108,320	7,489,818	222	15,820	789,602	89	124,140	8,279,420	210	111,460	7,398,495	232
Sale 39/23	105,240	7,317,475	228	17,900	876,648	91	123,140	8,194,123	214	120,480	7,952,000	227
Sale 38/23	102,380	7,095,731	230	16,180	797,527	98	118,560	7,893,259	216	127,428	8,359,913	225
Sale 37/23	103,740	7,179,329	232	14,440	724,883	106	118,180	7,904,213	221	123,280	8,088,644	224
Sale 36/23	103,000	7,178,248	233	15,800	787,191	108	118,800	7,965,439	221	123,300	8,152,730	228

Average Auction Hammer Prices by Grade and Country

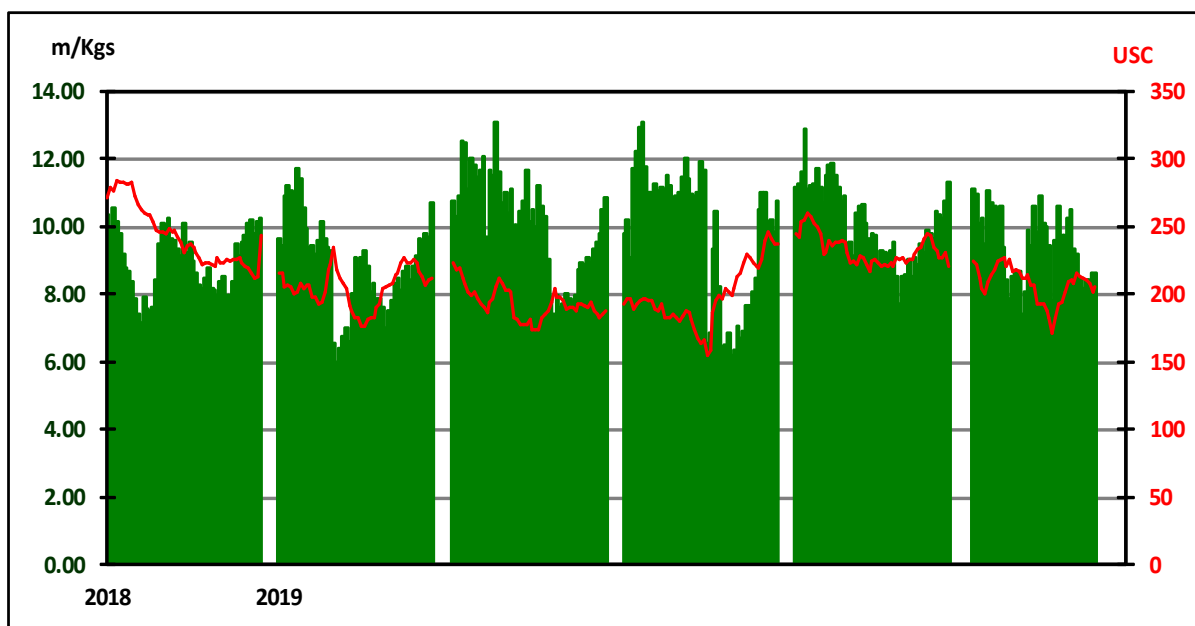
Country of Origin	Current Sale's Prices per Grade											Corresponding Prices per Grade for Last Year										
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av		
Kenya	221	233	229	240	151	84	91	110	63	222	253	258	244	275	166	169	151	147	103	248		
Uganda	97	70	70	81	134	66	76	60	53	71	128	165	159	163	124	142	136	116	99	146		
Tanzania	98	54	75	-	-	-	-	-	53	74	118	167	153	148	110	129	119	119	100	134		
Rwanda	416	304	386	324	188	176	181	145	76	315	322	292	283	284	281	241	253	177	-	292		
Burundi	-	217	-	-	-	-	120	122	-	154	247	266	235	244	-	-	156	156	-	231		
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Malaw i	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Zimbabw e	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	221	226	218	217	160	79	94	95	58	209	247	253	237	253	194	154	154	135	101	237		

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 41/23	224	229	224	223	151	80	96	92	58	213	250	250	229	244	183	155	152	134	105	233		
Sale 40/23	206	236	215	204	122	78	100	98	62	210	247	248	226	236	177	149	159	133	104	232		
Sale 39/23	216	243	222	201	124	84	99	104	67	214	247	247	225	222	170	154	154	136	101	227		
Sale 38/23	202	247	219	219	139	94	115	106	69	216	248	243	221	227	181	157	150	130	98	226		
Sale 37/23	228	247	217	213	148	103	122	110	76	221	238	241	230	227	196	156	148	129	100	224		
Sale 36/23	235	255	209	217	154	110	126	105	78	221	249	246	225	226	172	161	143	129	95	228		

Average Auction Prices and Quantities by Country

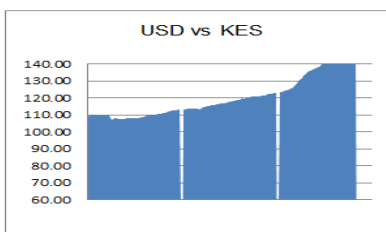
Country	Previous Sale Sale 41/23		Year To Date 2023		Last Year Sale 41/22		Year To Date 2022		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	7,466,169	217	296,936,221	225	7,309,319	244	329,352,433	245	(32,416,212)	(20)
Uganda	864,631	73	59,099,766	107	1,041,754	145	56,189,979	133	2,909,787	(26)
Tanzania	223,404	330	23,289,033	266	91,426	134	4,610,836	123	18,678,197	143
Rwanda	39,579	165	3,205,823	196	364,166	285	19,876,677	180	(16,670,854)	16
Burundi	46,292	81	5,986,434	103	67,980	226	5,215,248	229	771,186	(126)
Zambia	-	-	118,154	66	-	-	-	-	118,154	66
Malawi	-	-	24,868	158	-	-	-	-	24,868	158
Mozambique	-	-	-	-	-	-	-	-	0	0
Madagascar	-	-	-	-	-	-	-	-	0	0
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	-	-	-	-	23,839	-	(23,839)	0
Total	8,640,075	205	388,660,299	208	8,874,645	233	415,269,012	233	(26,608,713)	(25)

Mombasa Weekly Average Auction Quantities and Prices 2018—2023

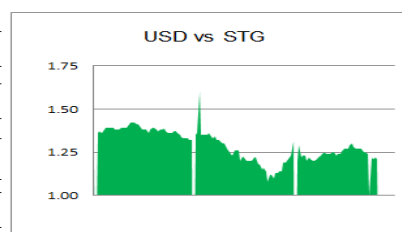


	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Total	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
2023	51.9	216	42.9	216	36.2	223	33.2	216	47.8	198	40.4	189	46.6	189	39.2	211	33.1	211	17.3	206			32.3	226	388.6	208
2022	46.8	249	45.2	255	57.0	236	44.3	238	49.0	220	40.1	223	37.1	222	44.1	226	34.6	226	35.6	235	50.1	236	32.3	226	516.3	233
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	26.2	208	30.3	226	51.1	231	30.8	238	503.8	197
2020	44.4	217	47.4	203	56.5	192	46.9	205	42.5	189	53.0	181	42.3	176	34.6	192	39.1	194	33.3	192	36.1	190	40.6	187	516.8	193
2019	52.2	209	44.1	203	37.8	202	47.9	206	25.6	218	30.7	190	44.0	179	31.3	192	30.6	208	42.5	222	37.0	219	30.2	210	454.0	204
2018	50.7	278	35.0	282	30.3	265	40.6	252	39.9	246	38.0	239	44.9	233	33.6	223	32.9	223	42.9	225	39.5	219	30.1	213	458.4	243
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 (2021-2023)



KES: USD	149.58	↑	0.80	0.54%
KES: STG	18172.00	↑	0.35	0.19%
KES: EUR	157.75	↑	0.90	0.59%
USD: STG	1.21	↓	0.01	0.02%



During the week the Kenya Shilling traded between KES 149.00–149.50 and reached 149.00 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 149.30 - 149.80 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 42/23		Year To Date 2023		Year To Date 2022		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	124,340	8,531,634	4,826,064	328,861,597	5,141,770	350,246,387	(315,706)	(21,384,790)
Uganda	16,460	942,396	1,057,484	60,263,836	1,000,060	57,632,222	57,424	2,631,614
Tanzania	440	24,000	116,437	6,040,922	87,840	4,688,506	28,597	1,352,416
Rwanda	3,440	232,788	341,348	23,280,839	291,200	20,092,897	50,148	3,187,942
Burundi	520	32,248	55,799	3,388,376	88,358	5,353,060	(32,559)	(1,964,684)
Zambia	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	1,120	65,848	(1,120)	(65,848)
Mozambique	0	0	4,640	115,706	0	0	4,640	115,706
Madagascar	0	0	0	0	0	0	0	0
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Ethiopia	0	0	400	24,872	400	22,879	0	1,993
Total	145,200	9,763,066	6,402,172	421,976,148	6,610,748	438,101,799	(208,576)	(16,125,651)

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 42	S 43	S 44	S 42	S 43	S 44	S 42	S 43	S 44	S 42	S 43	S 44	S 42	S 43	S 44
KTDA	15240	15760	16240	61320	63320	64680	28240	31280	29040	9480	9320	8120	114280	119680	118080
Unilever Tea	700	700	700	1040	760	720	380	380	340	160	160	160	2280	2000	1920
James Finlay	640	600	640	1360	1940	1140	1460	1660	1140	0	0	0	3460	4200	2920
Eastern Produce	1800	1360	1240	6680	5080	6160	4400	4440	4360	1160	1200	1200	14040	12080	12960
Others (K)	3880	4940	5600	21880	23100	21640	22920	21980	21300	3520	3220	3000	52200	53240	51540
Uganda	2440	2080	2480	6800	6940	7620	7620	8260	9980	3000	3200	3780	19860	20480	23860
Tanzania	840	1040	840	1780	2980	2560	1090	1170	1370	550	710	710	4260	5900	5480
Rwanda	3720	3840	3480	5360	5120	5240	2640	2420	2680	1147	1267	1000	12867	12647	12400
Burundi	640	640	520	400	600	560	280	360	320	320	280	280	1640	1880	1680
DR Congo	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Zimbabwe	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Zambia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	100	100	100	60	60	60	0	0	0	160	160	160
Total	29900	30960	31740	106720	109940	1E+05	69090	72010	70590	19337	19357	18250	225047	232267	231000

Buyer Purchases of Teas Offered by Grade (in Packages)

BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1 CHAI TRADING COMPANY LTD	9.97	19,680	2,560	12,880	3,560	480			200		
2 GLOBAL TEA & COMMODITIES KENYA LTD.	8.39	16,560	1,680	8,760	2,880	1,000	20	200	780	560	680
3 L.A.B. INTERNATIONAL KENYA LTD	6.22	12,280	120	3,200	6,640	2,320					
4 CARGILL KENYA LTD	5.11	10,080	1,840	5,840	2,400						
5 JAMES FINLAY MOMBASA LIMITED	4.73	9,340	280	920	7,120	480	400			40	100
6 MOMBASA COFFEE LTD	4.09	8,080	80	480	4,840	2,480	200				
7 DEVCHAND KESHAVJI (K) LTD	3.71	7,320		7,320							
8 MIZAJ AFRICA LTD	2.94	5,800	80	1,280	3,960	480					
9 M.J. CLARKE LTD	1.88	3,720		880	1,960	400		120		360	
10 SHAKAB IMPORTS EXPORTS CO. LTD	1.77	3,500	1,200	2,040	160			40	60		
11 ABBAS TRADERS LTD	1.70	3,360	160	1,080	1,200	200		280	360	80	
12 SWAFI FOODS LIMITED	1.64	3,240		40	1,440	600		360	580	200	20
13 ALIBHAI RAMJI (MSA) LTD	1.56	3,080	40	2,440	80	160		280		80	
14 SSOE (KENYA) LIMITED	1.33	2,620	560	620	680	320	40	280	120		
15 AFRO TEAS LTD	1.07	2,120	400	620				440		260	400
16 AL-EMIR LIMITED	0.94	1,860	440	1,400					20		
17 SARDIA INTERNATIONAL CO. LTD	0.88	1,740	240	640				460	80	160	160
18 RANFER TEAS KENYA LTD	0.77	1,520		520	520	480					
19 VAN REES KENYA LIMITED	0.71	1,400	40	920	120		120	120		80	
20 EMPIRE KENYA (EPZ) LTD	0.69	1,360	520	120				20	260	440	
21 IMPERIAL TEAS (EPZ) LTD	0.68	1,340	80	280	320	160		20	280	200	
22 SUMMER LINER CO. LTD	0.64	1,260		120			40	80		420	600
23 TUSHA TEA LTD	0.57	1,120	400	720							
24 TROPICAL CROPS & COMMODITIES	0.53	1,040	120	40				400	60	240	180
25 INDO-AFRICAN TEA CO. (K) LTD.	0.51	1,000	360	640							
26 TRANS-ATLANTIC TRADING Co. LTD	0.46	900		200	120	560			20		
27 AIMCO ENTERPRISES LTD	0.45	880	80							220	580
28 CUP OF JOE LTD	0.39	760		280			40	260		60	120
29 GREEN LEAF TRADING CO. LTD	0.36	720								60	660
30 LINDOP & COMPANY (KENYA) LTD	0.34	680		400	200	80					
31 JALEEL TRADING COMPANY	0.33	660			20					140	500
32 DRINCO INTERNATIONAL LIMITED	0.28	560	200	360							
33 LULA TRADING COMPANY	0.22	440	40	140	40			80	20	60	60
34 BLACK GOLD AFRICA TRADERS LTD	0.20	400		240					160		
35 STANSAND (A) LTD	0.14	280	240	40							
36 KIRINDO TRADERS LIMITED	0.09	180						40	20	40	80
37 PWANI HAULIERS	0.09	180								180	
38 GREAT WHITE PACKERS LTD	0.06	120		40	80						
39 MCLEOD RUSSEL AFRICA LIMITED	0.06	120	120								
40 HANBAL TEA TRADING LIMITED	0.05	100									100
41 AFRO ASIAN TEA EPZ LTD	0.04	80		80							
42 MAISHA COMMODITIES	0.04	80								80	
43 RIOTANA TRADING LIMITED	0.04	80	80								
44 TEAVANA TEA STORE LTD	0.04	80									80
45 TANZIIL TRADING LIMITED	0.03	60								40	20
46 JAWAI TEA LIMITED	0.02	40	40								
Total Sold	66.78	131,820	12,000	55,580	38,340	10,200	860	3,480	3,020	4,000	4,340
Unsold	33.22	65,420	9,080	31,180	16,180	3,640	240	1,260	1,040	2,000	800
% Unsold			43	36	30	26	22	27	26	33	16
Grand Total	100.00	197,240	21,080	86,760	54,520	13,840	1,100	4,740	4,060	6,000	5,140
Sale 41/23	61.67%	122,960	11,820	52,420	34,200	8,760	1,040	3,940	2,800	3,600	4,380
Sale 40/23	64.96%	124,140	12,400	49,920	37,740	8,260	960	2,780	2,760	5,100	4,220
Sale 39/23	67.29%	123,140	11,040	47,960	36,760	9,480	1,140	3,540	2,960	4,800	5,460
Sale 38/23	66.00%	118,560	13,120	46,760	33,900	8,600	860	2,500	2,420	4,980	5,420
Sale 37/23	65.68%	118,480	11,380	51,480	33,540	7,660	940	2,560	2,140	4,800	3,980
Sale 36/23	57.27%	122,020	10,120	50,600	35,500	9,260	1,080	2,620	2,940	5,260	4,640

Other Tea Auction Centres

Colombo: at Sale 40 of 10th and 11th October, 2023 there were 4.7 m/kgs on offer. The 0.64Mkg of Ex-Estate teas on offer met with lower demand. Select best Western High Grown BOPs declined from last week's levels together with the below best and plainer sorts with some invoices remaining unsold. Select best Western High Grown BOPFs too declined from last levels, the below best and plainer sorts too were easier with a number of invoices remaining unsold due to insufficient bids. Nuwara Eliya BOPs were firm to dearer following quality, the BOPFs maintained last levels. Uda Pussellawa BOPs declined, the BOPFs were tending irregular following quality and selective buying. UVA BOPs were easier, the BOPFs were irregularly lower. Low Grown CTC BP1s were tending dearer, the High and Medium sorts were firm. Low grown CTC PF1s were firm to easier, whilst the High and Medium sorts barely maintained last levels. The 1.9Mkg of Low Grown teas on offer met with fair demand. In the Leafy segment, OP/OPA's were dearer. OP1s met with improved demand. BOP1s were firm. PEKs were lower to last, PEK1s were dearer. In the Small Leaf segment, FBOPs were lower. Well-made FF1s were marginally lower, others too followed a similar trend. FF varieties met with reasonable demand. BOPF.SP, BOPF, BOP.SP and BOP grades met with fair demand. Premium flowery teas were firm. Turkey, Russia and the C.I.S countries lent fair support. Iran showed continuous support. Libya and Iraq were active.

Chittagong: at Sale 24 of 9th October, 2023, CTC LEAF: 70,515 packages of tea on offer met with a fairly strong demand which slackened towards the end. BRO-KENS: Best Brokens were keenly competed for and were mostly dearer in line with quality. The Good varieties met with quite a good demand and were generally firm to a touch dearer. All others were easier following quality particularly the plainest where there were several withdrawals. BLF teas met with some interest with slightly less withdrawals. FANNINGS: Best liquoring Fannings met with a strong demand and were mostly dearer with competition. Other varieties also met with a fairly good demand but were a touch easier. Plain types met with an easier market and there were fair withdrawals in this category. BLF teas met with some interest with slightly less withdrawals. CTC DUST: 12,749 packages of tea on offer met with a good demand. Good liquoring well made Dusts were a better market and sold well. Mediums were in fair demand and had few withdrawals. Plain and BLF Dusts sold at easier prices with some withdrawals. Blenders were active with fair interest from the Loose tea buyers. COMMENTS: At the commencement of the sale, there was a strong demand mostly emanating from the Blenders with a little more interest from the Loose tea buyers. Bright liquoring teas were a strong feature which were dearer. As a result of more demand, there was less

withdrawals in this week's sale compared to last. CDs sold well at around last levels.

Cochin: at Sale 41 of 11th October, 2023, CTC Leaf: Good Demand, brokens sold around last levels. Fannings dearer 1-2c. Buying pattern: Up country buyers operated. ORTHODOX Leaf: Fair demand. Clean black whole leaf varieties sold at barely steady levels, others tending easier. Larger and smaller brokens irregular and lower with some withdrawals. Buying pattern: CIS and Middle East buyers operated. Dust: Fair demand. Popular marks and better medium teas sold irregular and lower 1-3c with some withdrawals. Plainer sorts bolder grades met with some export enquiry and prices realised were at barely steady levels whilst finer grades sold lower by 1-2c. Buying pattern: Major packeteers and Internal buyers operated.

Calcutta: at Sale 41 of 10th, 11th and 12th October, 2023, there were 198,693 packages on offer. CTC: CTC: There was good demand. Good liquoring Assams were barely steady to irregularly easier. Medium Assams sold around last levels. Good and Medium Dooars were barely steady. Plainer Dooars sold around last. DUST: There was good demand at barely steady to irregularly easier levels for bulk of the teas on offer. Western India segments were active on a range of brighter liquoring sorts. M/s Tata Consumer Products operated on better medium & medium varieties in the leaf and dust segment. M/s Hindustan Unilever operated on good and better medium Assams and

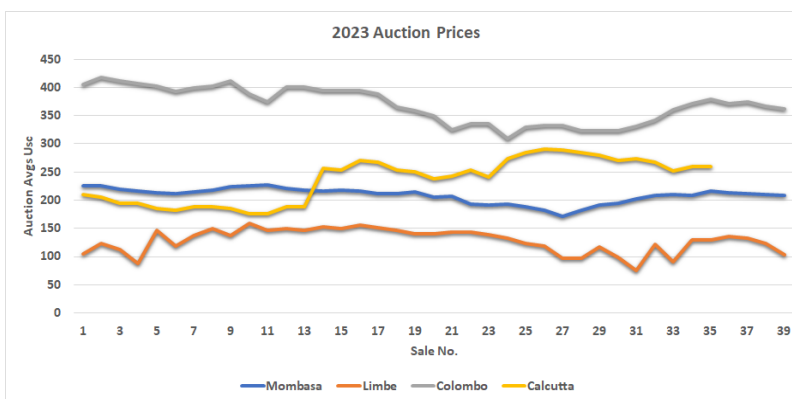
plainer Dooars in the leaf and dust market. Local buyers operated on Dooars. Exporters showed fair support.

Guwahati: at Sale 41 of 10th October, 2023, there were 168,900 packages on offer: Market CTC: There was good demand for the better liquoring and cleaner varieties at around last levels. Remainder were irregular and at times easier commensurate with quality. Browner sorts witnessed some withdrawals. Buying Pattern: HUL / TCPL lent fair support. There was fair enquiring from Western India / other packeteers / Internal buyers. Export enquiring was seen on larger brokens. Market CTC: There was strong demand for the cleaner better liquoring sorts at around last to at times dearer levels. Remainder were irregular and at times easier with some withdrawals. Buying Pattern: DUST: HUL / TCPL were fairly active with support forthcoming from Western India and buyers from other destinations.

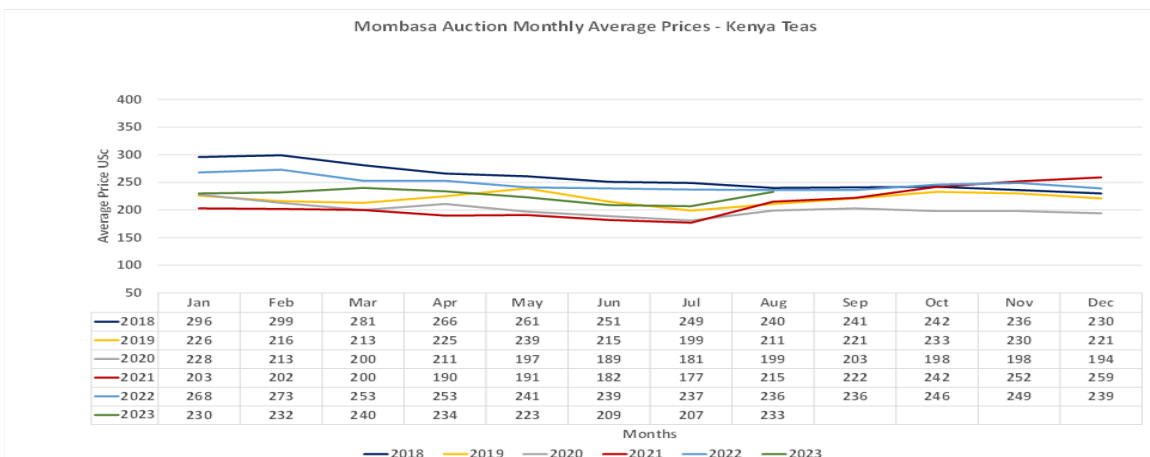
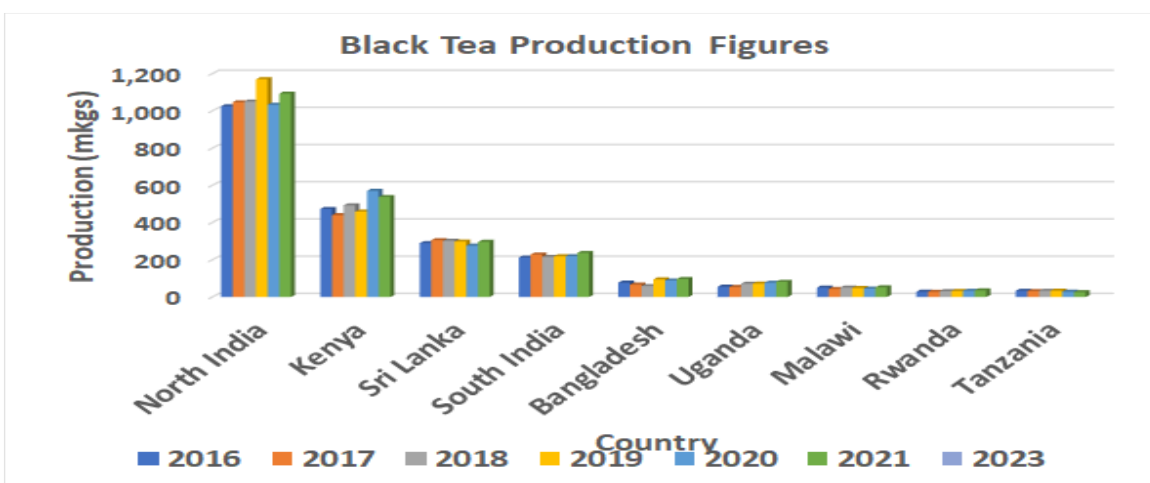
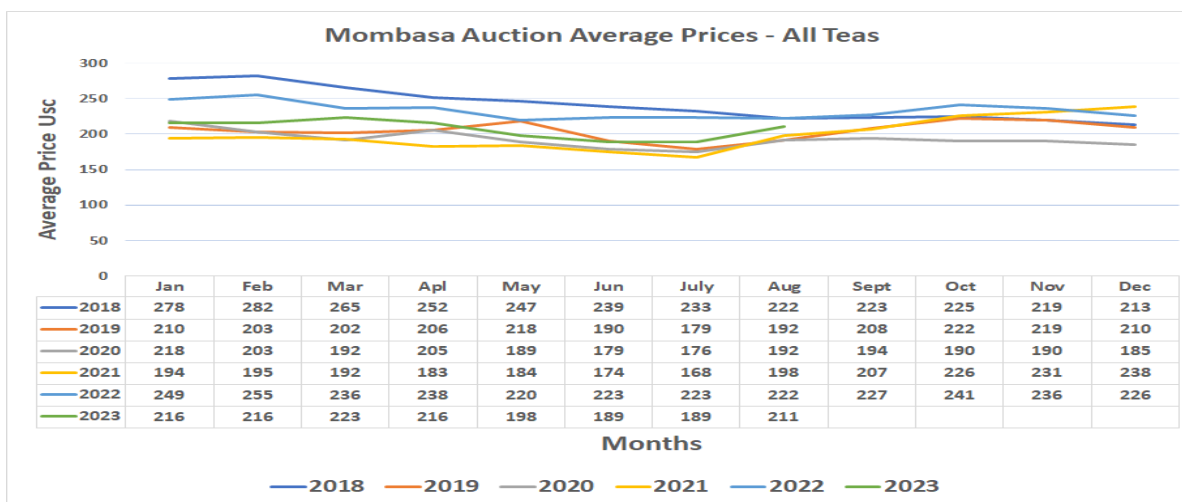
Limbe: at Sale 41 of 11th October, 2023, 2380 tea packages were offered and 1700 were sold. There was less interest for the small quantity on offer of 2380 packages comprising old teas. BP1 sold 8USC below valuation where sold. PF1- All taken out without bids. PD fetched 5USC below valuation where sold. D1 tended firm to 4USC dearer on last. PF1SC were all taken out, some under bids due to low quality. Secondaries – Few invoices on offer sold 3USC easier on last.

Auction Offerings

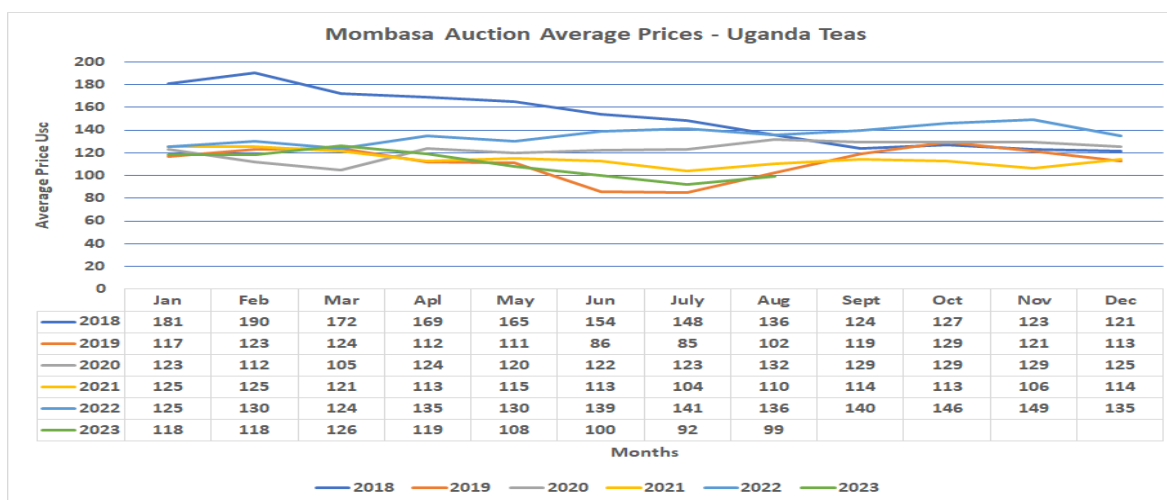
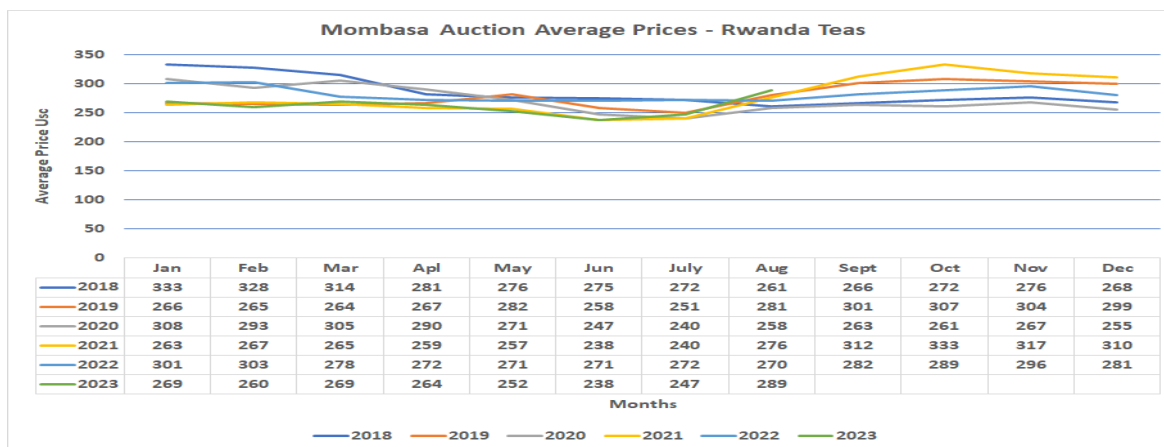
	Week 41	Week 42	Week 43	Week 44
Centre	09-Oct	16-Oct	23-Oct	30-Oct
Mombasa	199,450	197,480	208,200	
Limbe	2,380			
Colombo	4.7m/kgs	4.6m/kgs	5.0m/kgs	
Calcutta	168,900			
Guwahati	83,300			
Chittagong				
Total	454,030	197,480	208,200	-



Market Graphs



Market Graphs continued ..



World Production from Main Producing Countries over the Past Twelve Months															Production over calendar years	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	+ / -		
	Variance														2022	2021
Bangladesh	-	0.1	2.1	5.1	8.2	10.7	13.7	10.8	14.7	11.4	10.8	7.8	39.9	3.0	92.1	97.0
North India	-	3.1	63.4	63.7	102.1	109.7	143.1	158.0	166.8	141.9	111.6	48.0	643.1	10.0	1,110.0	1,093.0
South India	13.4	13.2	13.8	19.1	25.7	28.2	22.0	19.9	23.3	18.8	21.2	14.4	155.3	(3.0)	230.0	237.0
Sri Lanka	19.1	18.7	21.3	24.7	26.5	23.0	21.4	18.3	21.0	18.8	20.2	19.5	173.0	14.0	252.0	297.0
Kenya	54.9	32.7	30.5	49.5	57.9	48.1	44.7	35.9	38.2	50.4	49.2	55.3	318.3	3.0	533.2	537.0
Uganda	6.6	5.2	4.7	5.4	7.0	6.5	5.5	4.5	6.0	7.6	6.6	6.7	21.9	0.0	71.0	82.0
Tanzania	2.7	2.7	3.1	2.8	3.2	2.1	0.9	0.9	1.4	2.5	2.2	2.0	16.6	1.0	25.2	26.0
Rwanda	3.9	3.3	3.8	3.6	4.4	3.9	2.2	2.1	2.8	3.8	3.7	3.3	25.1	3.0	38.3	36.0
Malawi	6.4	6.2	6.5	5.9	3.9	1.6	1.3	0.9	3.6	2.1	1.7	4.6	32.7	(3.0)	48.0	52.0
Total	100.4	80.0	144.5	174.4	231.9	227.4	248.4	197.1	271.8	249.7	220.6	154.9	1,404.1			
Variance	(2.7)	(8.0)	(9.4)	(5.6)	5.1	30.4	16.9	10.2	-21.4	0.0	0.0	0.0	36.9	28	2,399.8	2,457.0

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

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

Sale Nos.	Sale Date	Kilos sold Weekly	Kilos Sold monthly	Year : 2023	Year : 2023	Year : 2022	Year : 2021
				Av. Price US\$ weekly	Av. Price US\$ monthly	Av. Price US\$ monthly	Av. Price US\$ monthly
1	04-Jan-23	11,079,287		2.24			
2	09-Jan-23	10,974,235		2.22			
3	18-Jan-23	10,099,878		2.12			
4	23-Jan-23	10,259,213		2.04			
5	30-Jan-23	9,463,433		2.00			
			51,876,045		2.16	2.49	1.94
6	06-Feb-23	11,045,362		2.09			
7	13-Feb-23	10,672,023		2.14			
8	20-Feb-23	10,616,548		2.18			
9	27-Feb-23	10,559,552	42,893,484	2.24	2.16	2.55	1.95
10	06-Mar-23	10,589,692		2.26			
11	13-Mar-23	9,374,593		2.27			
12	20-Mar-23	8,411,204		2.21			
13	27-Mar-23	7,863,301	36,238,790	2.18	2.23	2.36	1.92
3 mths Totals:					\$2.17 131,008,319 Kgs	\$2.45 149,048,570 Kgs	\$1.94 146,474,310 Kgs
14	03-Apr-23	8,506,626		2.17			
15	11-Apr-23	8,584,924		2.18			
16	17-Apr-23	8,681,476		2.17			
17	24-Apr-23	7,384,591	33,157,617	2.11	2.16	2.38	1.83
18	02-May-23	8,034,434		2.11			
19	08-May-23	9,863,655		2.14			
20	15-May-23	9,456,589		2.06			
21	22-May-23	10,599,011		2.07			
22	29-May-23	9,858,011	47,811,700	1.93	1.98	2.20	1.84
23	05-Jun-23	10,924,818		1.92			
24	12-Jun-23	10,087,646		1.93			
25	19-Jun-23	9,992,595		1.88			
26	26-Jun-23	9,439,892	40,444,951	1.82	1.89	2.23	1.74
6 mths Totals:					\$2.11 252,422,587	\$2.38 282,510,969 Kgs	\$1.87 292,688,228 Kgs
27	03-Jul-23	7,814,140		1.71			
28	10-Jul-23	9,605,227		1.82			
29	17-Jul-23	10,613,318		1.92			
30	24-Jul-23	9,731,159		1.94			
31	31-Jul-23	8,893,720	46,657,564	2.02	1.89	2.23	1.68
32	07-Aug-23	10,224,616		2.09			
33	14-Aug-23	10,505,039		2.10			
34	21-Aug-23	9,302,127		2.08			
35	28-Aug-23	9,173,958	39,205,740	2.16	2.11	2.22	2.01
36	06-Sep-23	8,460,299		2.13			
37	11-Sep-23	8,147,292		2.12			
38	18-Sep-23	8,118,256		2.10			
39	27-Sep-23	8,397,439	33,123,286	2.08	2.11	2.27	2.08
9 mths Totals:						\$2.33 398,330,210.5	\$1.88 391,770,296 Kgs
40	06-Oct-23	8,611,047		2.08			
41	09-Oct-23	8,640,075		2.05			
42							
43			17,251,122		2.06	2.35	2.26
44							
45							
46							
47							
48			-			2.36	2.31
49							
50							
51						2.26	2.38
Sale Nos. 1 to 51						516,337,800.7 KGS	503,893,400 Kgs
Year end Totals :						\$2.33	\$1.97

Summary : Sale Averages by Country

		Year : 2023				Year : 2022	
		Sale Nos: 1 to 39 (9 months)				Sale Nos: 1 to 39 (9 months)	
Country :		Kilos ' 000	Av. Prc US\$	Country :	Kilos ' 000	Av. Prc US\$	
Kenya		282,238,220	2.26	Kenya	315,396,110	2.49	
Uganda		57,115,412	1.03	Uganda	54,226,493	1.33	
Tanzania		5,889,198	1.03	Tanzania	4,453,014	1.23	
Rwanda		22,888,341	2.65	Rwanda	19,176,843	2.80	
Burundi		3,134,984	1.97	Burundi	5,053,912	2.29	
Malawi		-		Malawi	-		
Mozambique		118,154	0.66	Mozambique	-		
D R Congo		-		D R Congo	-		
Madagascar		-		Madagascar	-		
Ethiopia		24,868	1.58	Ethiopia	23,839	1.48	
Total :		371,409,177	2.08		398,330,211	2.35	

Year 2022 : 12M	516,338	2.33
Year 2021 : 12M	503,893	1.97
Year 2020 : 12M	516,803	1.93
Year 2019 : 12M	454,013	2.04
Year 2018 : 12M	458,361	2.43
Year 2017 : 12M	397,646	2.81
Year 2016 : 12M	407,989	2.29
Year 2015 : 12M	358,639	2.73

Compiled by : Tea Brokers East Africa Ltd

Buyer		Total Purchases 2023		Purchases by Country of Origin (January - September 2023)							Total Purchases 2022	
		Kgs	%	Kenya	Uganda	Tanzania	Rwanda	Burundi	Mozambique	Ethiopia	Kgs	%
1	GLOBAL TEA & COMMODITIES KENYA LTD.	41,304,921.00	11.11%	33,206,262.00	5,421,398.00	955,569.00	1,595,424.00	77,179.00	49,089.00	0.00	46,491,093	11.67%
2	CHAI TRADING COMPANY LTD	40,050,709.00	10.78%	36,996,482.00	1,612,775.00	100,260.00	1,207,028.00	134,164.00	0.00	0.00	45,031,599	11.30%
3	JAMES FINLAY MOMBASA LIMITED	33,001,797.00	8.88%	22,230,073.00	6,177,802.00	391,058.00	4,052,720.00	146,248.00	0.00	3,896.00	32,544,233	8.17%
4	L.A.B. INTERNATIONAL KENYA LTD	30,734,474.00	8.27%	23,696,709.00	3,527,081.00	630,753.00	2,778,804.00	97,235.00	0.00	3,892.00	40,695,190	10.22%
5	CARGILL KENYA LTD	28,859,205.10	7.76%	27,422,679.00	135,268.00	16,876.00	1,284,382.10	0.00	0.00	0.00	58,185,910	14.61%
6	MOMBASA COFFEE LTD	22,176,621.00	5.97%	21,697,793.00	448,648.00	17,532.00	12,648.00	0.00	0.00	0.00	19,578,556	4.91%
7	SSOE (KENYA) LIMITED	21,639,433.00	5.82%	13,335,128.00	5,332,664.00	571,685.00	1,843,204.00	547,164.00	0.00	9,588.00	19,078,740	4.79%
8	DEVCHAND KESHAVJI (K) LTD	18,873,453.00	5.08%	18,698,525.00	0.00	0.00	174,928.00	0.00	0.00	0.00	14,230,988	3.57%
9	M.J. CLARKE LTD	14,211,319.00	3.82%	10,076,786.00	2,573,267.00	214,947.00	1,330,387.00	15,932.00	0.00	0.00	15,954,069	4.00%
10	MIZAI AFRICA LTD	11,456,666.00	3.08%	8,390,021.00	910,080.00	29,224.00	2,059,397.00	67,944.00	0.00	0.00	4,299,047	1.08%
11	VAN REES KENYA LIMITED	10,899,679.00	2.93%	6,219,705.00	3,140,985.00	290,909.00	748,615.00	499,465.00	0.00	0.00	11,830,802	2.97%
12	CUP OF JOE LTD	9,361,510.00	2.52%	8,329,099.00	193,347.00	16,480.00	817,252.00	5,332.00	0.00	0.00	4,828,132	1.21%
13	COFFEE TEAS AGENCIES LTD	6,948,193.00	1.87%	4,783,617.00	1,350,787.00	46,796.00	636,128.00	130,865.00	0.00	0.00	10,993,864	2.76%
14	STANSAND (A) LTD	6,743,615.00	1.81%	6,200,353.00	272,552.00	219,386.00	45,252.00	6,072.00	0.00	0.00	2,544,721	0.64%
15	ABBAS TRADERS LTD	6,514,867.00	1.75%	4,429,678.00	1,307,174.00	154,691.00	483,823.00	139,501.00	0.00	0.00	8,026,074	2.01%
16	ALIBHAI RAMJI (MSA) LTD	6,323,135.00	1.70%	5,101,922.00	546,639.00	17,940.00	635,480.00	21,154.00	0.00	0.00	4,586,795	1.15%
17	AL-EMIR LIMITED	4,959,952.00	1.33%	3,451,897.00	1,149,736.00	80,556.00	259,592.00	18,171.00	0.00	0.00	4,231,416	1.06%
18	IMPERIAL TEAS (EPZ) LTD	4,740,873.00	1.28%	2,202,283.00	2,248,150.00	46,817.00	193,476.00	46,551.00	0.00	3,596.00	3,429,781	0.86%
19	SWAHI FOODS LIMITED	4,639,535.00	1.25%	1,775,429.00	2,126,961.00	236,572.00	415,892.00	84,681.00	0.00	0.00	0	0.00%
20	SHAKAB IMPORTS EXPORTS CO. LTD	4,530,971.00	1.22%	3,508,016.00	545,721.00	19,160.00	420,396.00	37,678.00	0.00	0.00	5,836,767	1.47%
21	SUMMER LINER CO. LTD	4,280,318.00	1.15%	752,029.00	2,964,185.00	524,664.00	29,487.00	7,775.00	2,178.00	0.00	3,207,854	0.81%
22	INDO-AFRICAN TEA CO. (K) LTD.	3,460,165.00	0.93%	1,210,581.00	791,008.00	194,660.00	517,304.00	746,612.00	0.00	0.00	4,428,153	1.11%
23	EMPIRE KENYA (EPZ) LTD	2,981,836.00	0.77%	1,808,094.00	434,420.00	24,660.00	538,992.00	55,670.00	0.00	0.00	4,056,923	1.02%
24	RANFER TEAS KENYA LTD	2,734,963.00	0.74%	1,590								

