



## TEA BROKERS EAST AFRICA LIMITED

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### Tea Market Report: Sale 45 of 7th—9th November, 2022

Good general demand at irregular levels following quality with an aspect of price adjustment for some categories. There were 205,620 packages (13.82m/kgs) on offer with 29.58% unsold.

#### Leaf Grades (M2)

**Offerings:** 119,400 packages (7.89m/kgs) –23.27% unsold.

#### BP1:

**Best** – Were very irregular following quality with some lines appreciating by up to USC100 while others easier by up to USC37 and select invoices lost up to USC82.

**Brighter** – Saw reduced enquiry and were mostly easier by up to USC14 but some teas advanced by a similar margin.

**Mediums** – KTDA mediums were steady to USC16 below previous prices while plantation mediums opened easier by up to USC26 but some teas gained up to USC48 as the sale progressed.

**Lower Mediums** – Met less competition and were irregularly easier by up to USC28 but some invoices gained up to USC7.

**Plainer** – Irregular ranging between firm to USC49 dearer for improved lines to easier by up to USC21.

#### PF1:

**Best** – Were irregular varying between USC19 dearer to USC16

#### Current and Future Fresh Auction Offerings

| Country      | Sale 45<br>7 - 9 Nov'22 |               | Sale 45<br>8 - 10 Nov'21 |               | Sale 46<br>14 - 16 Nov'22 |               | Sale 47<br>21 - 23 Nov'22 |               |
|--------------|-------------------------|---------------|--------------------------|---------------|---------------------------|---------------|---------------------------|---------------|
|              | MG                      | SG            | MG                       | SG            | MG                        | SG            | MG                        | SG            |
| Kenya        | 120,960                 | 9,000         | 107,540                  | 10,450        | 110,740                   | 9,080         | 123,240                   | 10,320        |
| Uganda       | 14,640                  | 8,000         | 16,120                   | 10,480        | 17,278                    | 7,980         | 17,680                    | 8,579         |
| Tanzania     | 3,440                   | 1,080         | 760                      | 700           | 1,560                     | 1,120         | 1,160                     | 80            |
| Rwanda       | 3,560                   | 700           | 5,520                    | 740           | 7,160                     | 1,080         | 7,620                     | 1,260         |
| Burundi      | 1,040                   | 560           | 1,040                    | 319           | 960                       | 340           | 760                       | 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     | 41,160                  | 1,500         | 26,579                   | 4,511         | 53,000                    | 857           | 48,040                    | 960           |
| <b>Total</b> | <b>143,640</b>          | <b>19,340</b> | <b>130,980</b>           | <b>22,689</b> | <b>137,698</b>            | <b>19,600</b> | <b>150,460</b>            | <b>20,639</b> |
|              | <b>162,980</b>          |               | <b>153,669</b>           |               | <b>157,298</b>            |               | <b>171,099</b>            |               |

below last levels.

**Brighter** – Steady to up to USC18 easier.

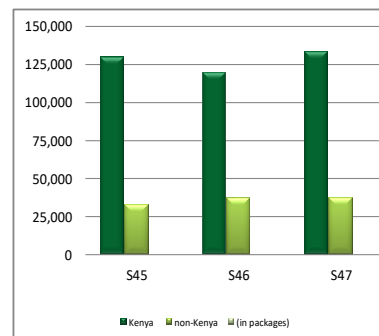
**Mediums** – KTDA mediums were firm to USC7 easier with plantation mediums ranging between steady to USC12 dearer to easier by USC7.

**Lower Mediums** – Most teas lost up to USC19 but a few lines advanced by up to USC16.

**Plainer** – A few better liquoring invoices appreciated by up to USC18 while the remainder were easier by a similar margin.

#### DUST Grades (M1)

**Offerings:** 65,400 packages (4.88m/kgs) –28.75% unsold.



#### PDUST:

**Best** – Were irregular varying between firm to USC13 dearer for some lines to mostly easier by up to USC23.

Cont...../ Page 2

## continued ....

**Brighter** – Steady to USC11 below previous prices.

**Mediums** – KTDA mediums held value but a few selected teas appreciated by USC6 to USC14; plantation mediums gained up to USC12.

**Lower Medium** – Were irregularly dearer by up to USC18.

**Plainer** – Irregular ranging between steady to USC20 dearer to easier by up to USC10.

**DUST1:**

**Best** – A weak feature and heavily discounted by up to USC91.

**Brighter** – Shed by up to USC90.

**Mediums** – KTDA mediums were irregular at steady to USC16 above last prices to easier by up to USC11 with select teas shedding USC34 and USC42. Plantation

mediums varied between firm to USC10 dearer to easier by up to USC28.

**Lower Medium** – Firm to USC14 dearer.

**Plainer** – Saw improved interest at steady to USC22 above previous levels but a few lines shed up to USC8.

**Secondary Grades (S1)**

Offerings: 20,820 packages (1.05m/kgs) –11.05% unsold.

In the Secondary Catalogues, **BPs** were firm with best categories dearer. **PFs** varied with best types selling above previous rates while others held value. Clean well sorted coloury **Fannings** were firm to dearer with **similar DUSTs** steady but a few lines appreciated.

**Other Fannings** were steady while **DUSTs** were dearer. **BMFs** were readily absorbed.

**Markets**

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

## Mombasa Auction Hammer Market Analysis—Sale No 45/2022

| 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%                    | 2.97   | 4.24        | 2.85                     | 5.34        | 2.98        | 3.31        | 2.86        | 3.3        | 2.9         | 3.65        |
| 2 Below Best    | 88%                    | 2.74   | 3.24        | 2.55                     | 4.2         | 2.72        | 3.33        | 2.68        | 3.14       | 2.8         | 3.5         |
| 3 Good          | 38%                    | 2.1  | 2.8         | 2.24                     | 3           | 2.28        | 2.92        | 2.1         | 2.84       | 2.28        | 2.78        |
| 4 Best Medium   | 90%                    | 2.11   | 2.45        | 2                        | 2.56        | 2           | 2.32        | 2.08        | 2.36       | 2.1         | 2.34        |
| 5 Medium        | 77%                    | 1.72   | 2.21        | 1.24                     | 2.26        | 1.6         | 2.38        | 1.7         | 2.28       | 1.6         | 2.3         |
| 6 Lower Medium  | 91%                    | 1.36   | 1.86        | 1.06                     | 1.59        | 1.3         | 1.88        | 1.5         | 2          | 1.48        | 1.98        |
| 7 Plain         | 93%                    | 1.3  | 1.68        | 1.13                     | 1.68        | 1.25        | 1.48        | 1.38        | 1.54       | 1.46        | 1.56        |
| <b>Totals</b>   | <b>65%</b>             | <b>1.3</b>   | <b>4.24</b> | <b>1.06</b>              | <b>5.34</b> | <b>1.25</b> | <b>3.33</b> | <b>1.38</b> | <b>3.3</b> | <b>1.46</b> | <b>3.65</b> |

| Category<br>(Band) | Percentage<br>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%                         | 145,921                  | 3.47 | 626,575   | 3.07 | 290,918   | 2.92 | 148,546 | 3.14 | 1,211,960 | 3.09 |
| 2 Below Best       | 28%                         | 290,459                  | 2.86 | 1,118,178 | 2.99 | 670,917   | 2.86 | 214,353 | 3.02 | 2,293,907 | 2.94 |
| 3 Good             | 27%                         | 304,166                  | 2.54 | 1,220,546 | 2.49 | 476,855   | 2.52 | 172,718 | 2.53 | 2,174,285 | 2.51 |
| 4 Best Medium      | 10%                         | 82,076                   | 2.31 | 352,668   | 2.21 | 329,792   | 2.25 | 51,800  | 2.25 | 816,336   | 2.24 |
| 5 Medium           | 11%                         | 71,207                   | 1.94 | 369,723   | 2    | 381,999   | 2.08 | 87,774  | 2.08 | 910,702   | 2.03 |
| 6 Lower Medium     | 7%                          | 69,586                   | 1.37 | 224,775   | 1.65 | 230,676   | 1.63 | 68,432  | 1.69 | 593,469   | 1.62 |
| 7 Plain            | 2%                          | 43,424                   | 1.24 | 47,280    | 1.38 | 75,960    | 1.47 | 31,400  | 1.5  | 198,064   | 1.4  |
| Totals             | 100%                        | 1,006,839                | 2.57 | 3,959,745 | 2.59 | 2,457,117 | 2.44 | 775,023 | 2.6  | 8,198,723 | 2.54 |

## 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             | 100,320 | 7,021,329 | 262 | 8,700     | 441,694 | 151 | 109,020 | 7,463,023 | 256 | 117,355                                    | 7,957,827 | 241 |
| Uganda            | 13,640  | 863,250   | 163 | 7,400     | 361,045 | 124 | 21,040  | 1,224,295 | 152 | 24,099                                     | 1,383,502 | 100 |
| Tanzania          | 760     | 45,148    | 153 | 500       | 23,344  | 106 | 1,260   | 68,492    | 137 | 1,140                                      | 61,848    | 89  |
| Rwanda            | 5,060   | 353,648   | 320 | 780       | 50,560  | 257 | 5,840   | 404,208   | 312 | 4,800                                      | 333,984   | 315 |
| Burundi           | 880     | 55,752    | 264 | 520       | 21,496  | 150 | 1,400   | 77,248    | 232 | 839  | 48,746    | 221 |
| Zambia            | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |
| Malawi            | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |
| Mozambique        | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |
| Madagascar        | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |
| Zimbabwe          | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |
| D R Congo         | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |
| Ethiopia          | -       | -         | -   | -         | -       | -   | -       | -         | -   | -  | -         | -   |

|              |                |                  |            |               |                |            |                |                  |            |                |                  |            |
|--------------|----------------|------------------|------------|---------------|----------------|------------|----------------|------------------|------------|----------------|------------------|------------|
| <b>Total</b> | <b>120,660</b> | <b>8,339,127</b> | <b>254</b> | <b>17,900</b> | <b>898,139</b> | <b>145</b> | <b>138,560</b> | <b>9,237,266</b> | <b>243</b> | <b>148,233</b> | <b>9,785,907</b> | <b>222</b> |
|--------------|----------------|------------------|------------|---------------|----------------|------------|----------------|------------------|------------|----------------|------------------|------------|

| Sale Number | Previous Sale's Quantities and Prices |           |     |           |         |     |         |           |     | Tot+Q20:Q23al for Corresponding Sale for Last Year |           |     |
|-------------|---------------------------------------|-----------|-----|-----------|---------|-----|---------|-----------|-----|--|-----------|-----|
|             | Main                                  |           |     | Secondary |         |     | Total   |           |     | Pkg  | Kgs       | USC |
| Sale 44/22  | 122,760                               | 8,490,714 | 256 | 16,980    | 850,125 | 143 | 139,740 | 9,340,838 | 246 |  |           |     |
| Sale 43/22  | 116,960                               | 8,077,622 | 253 | 16,420    | 815,579 | 139 | 133,380 | 8,893,200 | 242 | 112,659  | 7,427,140 | 226 |
| Sale 42/22  | 114,260                               | 7,889,054 | 247 | 15,120    | 751,803 | 139 | 129,380 | 8,640,857 | 237 | 108,935  | 7,147,669 | 229 |
| Sale 41/22  | 112,020                               | 7,743,205 | 243 | 15,480    | 771,135 | 139 | 127,500 | 8,521,224 | 233 | 107,205  | 7,083,753 | 231 |
| Sale 40/22  | 98,380                                | 6,743,042 | 241 | 13,080    | 655,453 | 138 | 111,460 | 7,398,495 | 232 | 95,501   | 6,267,644 | 226 |
| 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 |

## Average Auction Hammer Prices by Grade and Country

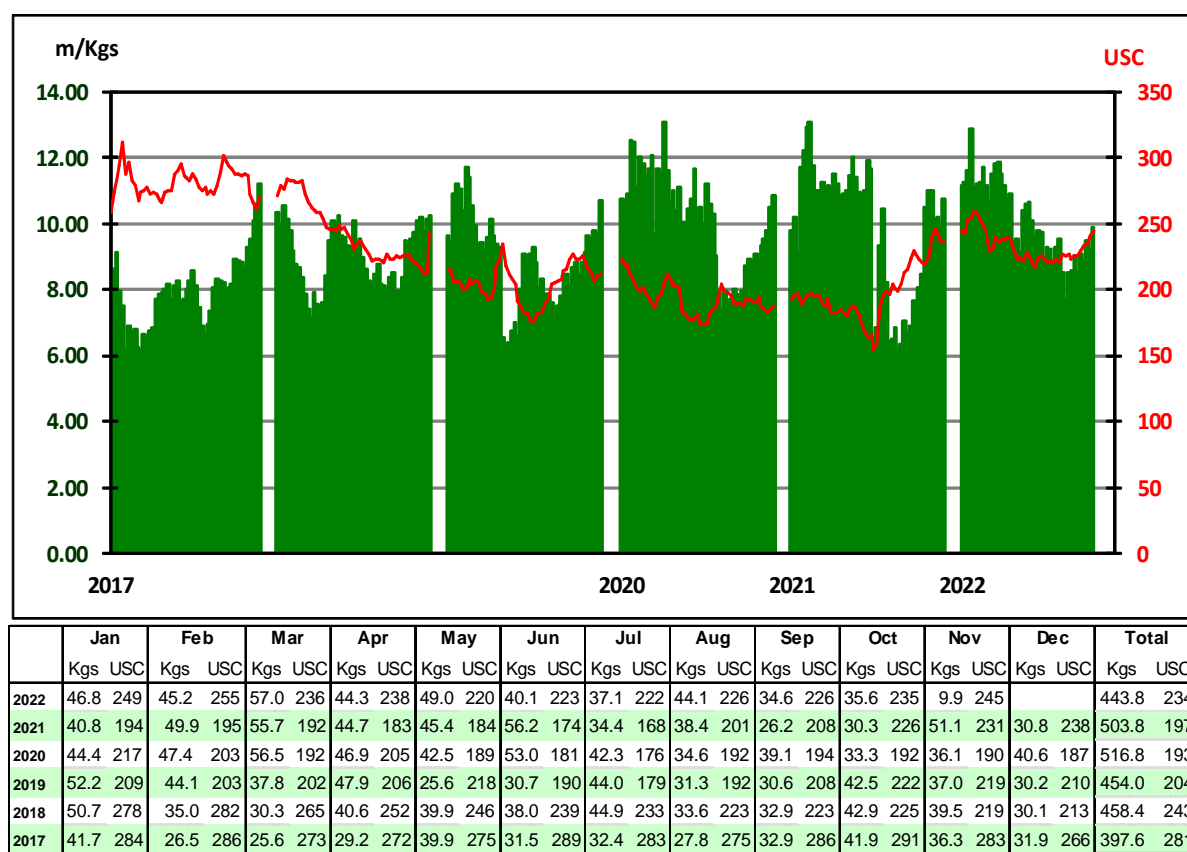
| Country of Origin | Current Sale's Prices per Grade |            |            |            |            |            |            |            |            |            | Corresponding Prices per Grade for Last Year |            |            |            |            |            |            |            |           |            |
|-------------------|---------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|------------|------------|------------|------------|------------|------------|------------|-----------|------------|
|                   | 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             | 261                             | 265        | 255        | 274        | 166        | 167        | 158        | 157        | 104        | 256        | 221  | 257        | 246        | 247        | 124        | 154        | 102        | 139        | 77        | 241        |
| Uganda            | 140                             | 167        | 164        | 171        | 137        | 147        | 147        | 123        | 98         | 152        | 95   | 118        | 109        | 103        | 92         | 96         | 92         | 84         | 67        | 100        |
| Tanzania          | 121                             | 158        | 158        | 152        | 120        | -          | 120        | 107        | 98         | 137        | 87   | 116        | 87         | 95         | -          | 102        | 77         | 78         | 68        | 89         |
| Rwanda            | 378                             | 307        | 296        | 296        | 297        | 255        | 248        | 193        | 124        | 312        | 435  | 298        | 321        | 294        | 255        | 288        | 183        | 170        | -         | 315        |
| Burundi           | 277                             | 273        | 231        | 248        | -          | -          | 140        | 150        | -          | 232        | 216  | 266        | 231        | 215        | -          | -          | 167        | 143        | -         | 221        |
| Zambia            | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| Malawi            | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| Mozambique        | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| Madagascar        | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| Zimbabwe          | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| D R Congo         | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| Ethiopia          | -                               | -          | -          | -          | -          | -          | -          | -          | -          | -          | -  | -          | -          | -          | -          | -          | -          | -          | -         | -          |
| <b>Total</b>      | <b>257</b>                      | <b>259</b> | <b>244</b> | <b>259</b> | <b>204</b> | <b>158</b> | <b>164</b> | <b>142</b> | <b>100</b> | <b>243</b> | <b>206</b>                                   | <b>248</b> | <b>229</b> | <b>227</b> | <b>135</b> | <b>134</b> | <b>107</b> | <b>113</b> | <b>71</b> | <b>222</b> |

| Sale Number | Previous Sale's Prices per Grade |     |     |     |      |      |     |     |     |     | Corresponding Prices per Grade for Previous Year |     |     |     |      |      |     |     |     |     |
|-------------|----------------------------------|-----|-----|-----|------|------|-----|-----|-----|-----|--|-----|-----|-----|------|------|-----|-----|-----|-----|
|             | BP1                              | PF1 | PD  | D1  | BP/2 | PF/2 | D/2 | F/1 | BMF | Av  | BP1  | PF1 | PD  | D1  | BP/2 | PF/2 | D/2 | F/1 | BMF | Av  |
| Sale 44/22  | 257                              | 261 | 241 | 278 | 185  | 163  | 156 | 144 | 99  | 246 | 212  | 248 | 234 | 234 | 121  | 122  | 100 | 110 | 70  | 224 |
| Sale 43/22  | 251                              | 258 | 240 | 273 | 166  | 156  | 157 | 139 | 101 | 242 | 194  | 259 | 235 | 237 | 120  | 134  | 112 | 120 | 70  | 226 |
| Sale 42/22  | 247                              | 253 | 237 | 253 | 194  | 154  | 154 | 135 | 101 | 237 | 225  | 266 | 231 | 231 | 138  | 135  | 115 | 127 | 72  | 229 |
| Sale 41/22  | 250                              | 250 | 229 | 244 | 183  | 155  | 152 | 134 | 105 | 233 | 228  | 271 | 231 | 218 | 139  | 133  | 117 | 126 | 73  | 231 |
| Sale 40/22  | 247                              | 248 | 226 | 236 | 177  | 149  | 159 | 133 | 104 | 232 | 228  | 259 | 231 | 225 | 132  | 135  | 120 | 127 | 74  | 226 |
| Sale 39/22  | 247                              | 247 | 225 | 222 | 170  | 154  | 154 | 136 | 101 | 227 | 235  | 247 | 215 | 222 | 137  | 127  | 108 | 125 | 74  | 218 |

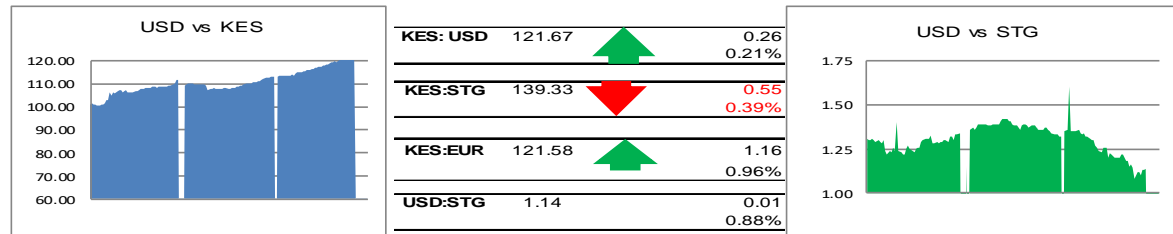
## Average Auction Prices and Quantities by Country

| Country      | Previous Sale<br>Sale 44/22 |            | Year To Date 2022  |            | Last Year<br>Sale 44/21 |            | Year To Date 2021  |            | Variance Year<br>To Date |           |
|--------------|-----------------------------|------------|--------------------|------------|-------------------------|------------|--------------------|------------|--------------------------|-----------|
|              | Kgs                         | USC        | Kgs                | USC        | Kgs                     | USC        | Kgs                | USC        | Kgs                      | USC       |
| Kenya        | 7,999,912                   | 260        | 352,864,993        | 249        | 6,660,735               | 242        | 340,256,778        | 201        | 12,608,215               | 48        |
| Uganda       | 1,372,250                   | 151        | 59,777,298         | 134        | 1,363,572               | 101        | 59,512,792         | 115        | 264,506                  | 19        |
| Tanzania     | 104,750                     | 146        | 4,883,802          | 124        | 70,652                  | 95         | 4,092,524          | 101        | 791,278                  | 23        |
| Rwanda       | 324,833                     | 298        | 20,872,718         | 281        | 308,568                 | 319        | 20,757,588         | 267        | 115,130                  | 14        |
| Burundi      | 70,074                      | 236        | 5,423,362          | 229        | 81,460                  | 211        | 5,648,013          | 200        | -224,651                 | 29        |
| 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        | -                       | -          | 155,720            | 135        | -131,881                 | 13        |
| <b>Total</b> | <b>9,871,819</b>            | <b>245</b> | <b>443,846,012</b> | <b>234</b> | <b>8,484,987</b>        | <b>221</b> | <b>430,522,358</b> | <b>191</b> | <b>13,323,654</b>        | <b>43</b> |

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



## Exchange Rates (2020-2022)



During the week the Kenya Shilling traded between KES 121.30 -121.70 and reached 121.50 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 121.50 - 121.90 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 45/22 |                   | Year To Date 2022 |                    | Year To Date 2021 |                    | Variance Year To Date |                   |
|-------------------|----------------------|-------------------|-------------------|--------------------|-------------------|--------------------|-----------------------|-------------------|
|                   | Packages             | Kgs               | Packages          | Kgs                | Packages          | Kgs                | Packages              | Kgs               |
| Kenya             | 129,960              | 8,944,106         | 5,517,387         | 376,055,261        | 5,247,226         | 354,016,314        | 270,161               | 22,038,947        |
| Uganda            | 22,640               | 1,315,673         | 1,066,120         | 61,459,677         | 1,066,195         | 61,689,554         | -75                   | -229,877          |
| Tanzania          | 4,520                | 287,812           | 96,580            | 5,206,974          | 85,399            | 4,647,244          | 11,181                | 559,730           |
| Rwanda            | 4,260                | 291,978           | 305,840           | 21,097,601         | 306,319           | 20,994,810         | -479                  | 102,791           |
| Burundi           | 1,600                | 90,288            | 92,438            | 5,593,724          | 86,699            | 5,376,846          | 5,739                 | 216,878           |
| Zambia            | 0                    | 0                 | 0                 | 0                  | 960               | 56,740             | -960                  | -56,740           |
| Malawi            | 0                    | 0                 | 1,120             | 65,848             | 0                 | 0                  | 1,120                 | 65,848            |
| Mozambique        | 0                    | 0                 | 0                 | 0                  | 0                 | 0                  | 0                     | 0                 |
| Madagascar        | 0                    | 0                 | 0                 | 0                  | 2,020             | 99,835             | -2,020                | -99,835           |
| Zimbabwe          | 0                    | 0                 | 0                 | 0                  | 0                 | 0                  | 0                     | 0                 |
| D R Congo         | 0                    | 0                 | 0                 | 0                  | 0                 | 0                  | 0                     | 0                 |
| Ethiopia          | 0                    | 0                 | 400               | 22,879             | 2,300             | 130,640            | -1,900                | -107,761          |
| <b>Total</b>      | <b>162,980</b>       | <b>10,929,857</b> | <b>7,079,885</b>  | <b>469,501,964</b> | <b>6,797,118</b>  | <b>447,011,983</b> | <b>282,767</b>        | <b>22,489,981</b> |

## Sellers' Main Grade Quantities (in Packages)

| Origin          | BP 1         |              |              | PF 1         |              |              | PD           |              |              | D 1          |              |              | Total         |               |               |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
|                 | S 45         | S 46         | S 47         | S 45         | S 46         | S 47         | S 45         | S 46         | S 47         | S 45         | S 46         | S 47         | S 45          | S 46          | S 47          |
| KTDA            | 19360        | 19117        | 21680        | 64920        | 64960        | 60200        | 31440        | 34160        | 33600        | 8800         | 6200         | 7640         | 124520        | 124437        | 123120        |
| Unilever Tea    | 360          | 360          | 600          | 160          | 120          | 120          | 120          | 120          | 120          | 80           | 80           | 220          | 720           | 680           | 1060          |
| James Finlay    | 520          | 360          | 600          | 800          | 980          | 1560         | 760          | 560          | 1480         | 0            | 0            | 0            | 2080          | 1900          | 3640          |
| Eastern Produce | 800          | 1160         | 1200         | 3520         | 2440         | 2680         | 840          | 1200         | 1440         | 480          | 840          | 960          | 5640          | 5640          | 6280          |
| Others (K)      | 3260         | 3460         | 4640         | 13460        | 13940        | 16240        | 11800        | 12880        | 13760        | 2080         | 2100         | 2800         | 30600         | 32380         | 37440         |
| Uganda          | 2240         | 2680         | 2560         | 5400         | 5959         | 6720         | 5560         | 6519         | 6480         | 1840         | 2640         | 2560         | 15040         | 17798         | 18320         |
| Tanzania        | 310          | 590          | 510          | 680          | 1120         | 880          | 360          | 480          | 600          | 260          | 460          | 500          | 1610          | 2650          | 2490          |
| Rwanda          | 2060         | 2160         | 2960         | 2640         | 3060         | 3200         | 1320         | 1600         | 1720         | 560          | 680          | 580          | 6580          | 7500          | 8460          |
| Burundi         | 480          | 480          | 440          | 400          | 360          | 320          | 440          | 320          | 280          | 200          | 240          | 240          | 1520          | 1400          | 1280          |
| DR Congo        | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0             |
| Malawi          | 0            | 0            | 0            | 80           | 80           | 80           | 80           | 80           | 80           | 0            | 0            | 0            | 160           | 160           | 160           |
| Zimbabwe        | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0             |
| Madagascar      | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0             |
| Mozambique      | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0             |
| Zambia          | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             | 0             | 0             |
| Ethiopia        | 0            | 0            | 0            | 0            | 0            | 0            | 160          | 160          | 160          | 0            | 0            | 0            | 160           | 160           | 160           |
| <b>Total</b>    | <b>29390</b> | <b>30367</b> | <b>35190</b> | <b>92060</b> | <b>93019</b> | <b>92000</b> | <b>52880</b> | <b>58079</b> | <b>59720</b> | <b>14300</b> | <b>13240</b> | <b>15500</b> | <b>188630</b> | <b>194705</b> | <b>202410</b> |

### 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            | 7.92   | 16,280  | 1,940  | 11,700 | 1,920  | 340    |       | 100   | 160   | 120   |       |
| 2 CARGILL KENYA LTD                   | 7.41   | 15,240  | 1,040  | 14,200 |        |        |       |       |       |       |       |
| 3 JAMES FINLAY MOMBASA LIMITED        | 6.02   | 12,380  | 1,000  | 5,640  | 4,320  | 480    |       | 380   | 120   | 440   |       |
| 4 MOMBASA COFFEE LTD                  | 5.55   | 11,420  | 160    | 720    | 6,680  | 3,520  | 340   |       |       |       |       |
| 5 GLOBAL TEA & COMMODITIES KENYA LTD. | 4.98   | 10,240  | 1,800  | 4,120  | 2,800  | 440    |       | 300   | 420   | 280   | 80    |
| 6 SSOE (KENYA) LIMITED                | 4.78   | 9,840   | 1,380  | 3,320  | 2,700  | 1,160  | 160   | 480   | 380   | 260   |       |
| 7 LAB INTERNATIONAL KENYA LTD         | 4.42   | 9,100   |        | 3,600  | 3,720  | 1,760  |       | 20    |       |       |       |
| 8 DEVCHAND KESHAVJI (K) LTD           | 2.88   | 5,920   |        | 5,920  |        |        |       |       |       |       |       |
| 9 COFFTEA AGENCIES LTD                | 2.68   | 5,520   | 3,320  | 800    | 240    |        |       | 60    |       | 1,100 |       |
| 10 MIZAJ AFRICA LTD                   | 2.57   | 5,280   | 240    | 520    | 3,720  | 800    |       |       |       |       |       |
| 11 ABBAS TRADERS LTD                  | 1.98   | 4,080   | 200    | 880    | 1,360  | 40     | 60    | 320   | 260   | 100   | 860   |
| 12 M.J. CLARKE LTD                    | 1.96   | 4,040   |        | 560    | 2,960  |        |       | 40    |       | 440   | 40    |
| 13 VAN REES KENYA LIMITED             | 1.72   | 3,540   | 360    | 1,860  | 780    |        | 40    | 280   |       | 220   |       |
| 14 GOLD CROWN FOODS (EPZ) LTD         | 1.61   | 3,320   | 40     |        | 400    | 40     |       | 40    | 220   | 1,380 | 1200  |
| 15 SHAKAB EXPORT & IMPORT CO. LTD     | 1.41   | 2,900   | 960    | 1,360  | 160    |        | 120   | 160   | 120   | 20    |       |
| 16 ALIBHAI RAMJI (MSA) LTD            | 1.10   | 2,260   |        | 640    | 440    | 640    |       | 220   | 120   | 200   |       |
| 17 AFRIBRIDGE TRADE EXPORTERS LTD     | 1.07   | 2,200   | 880    | 1,240  |        | 80     |       |       |       |       |       |
| 18 SWAFI FOODS LIMITED                | 0.89   | 1,840   | 640    | 360    | 280    | 80     | 100   | 80    | 200   | 100   |       |
| 19 RANFER TEAS KENYA LTD              | 0.75   | 1,540   | 320    | 240    | 960    |        |       |       |       | 20    |       |
| 20 INDO-AFRICAN TEA CO. (K) LTD.      | 0.60   | 1,240   | 760    | 440    | 40     |        |       |       |       |       |       |
| 21 AL EMIR LIMITED                    | 0.55   | 1,140   | 200    | 800    | 80     |        |       | 20    | 20    | 20    |       |
| 22 SUMMER LINER CO. LTD               | 0.49   | 1,000   | 360    | 40     |        |        | 120   |       | 20    | 460   |       |
| 23 EMPIRE KENYA (EPZ) LTD             | 0.36   | 740     | 280    | 40     |        |        |       | 140   | 40    | 240   |       |
| 24 AIMCO ENTERPRISES LTD              | 0.34   | 700     |        |        |        |        |       | 60    | 40    | 20    | 580   |
| 25 LINDOP & COMPANY (KENYA) LTD       | 0.33   | 680     |        | 120    | 240    | 200    |       |       | 120   |       |       |
| 26 IMPERIAL TEAS (EPZ) LTD            | 0.32   | 660     | 40     |        | 200    | 240    |       | 140   | 40    |       |       |
| 27 TUSHA TEA LTD                      | 0.25   | 520     | 320    | 120    | 80     |        |       |       |       |       |       |
| 28 MAISHA COMMODITIES                 | 0.24   | 500     | 40     | 40     |        |        |       |       | 140   | 240   | 40    |
| 29 MCLEOD RUSSEL AFRICA LIMITED       | 0.24   | 500     | 200    |        | 200    |        |       |       | 100   |       |       |
| 30 TROPICAL CROPS & COMMODITIES       | 0.21   | 440     |        |        |        |        | 80    |       |       | 120   | 240   |
| 31 AFRO TEAS LTD                      | 0.20   | 420     |        |        |        |        |       | 40    |       | 240   | 140   |
| 32 GREEN LEAF TRADING CO. LTD         | 0.20   | 420     |        |        |        |        |       |       | 20    | 80    | 320   |
| 33 TRANS-ATLANTIC TRADING Co. LTD     | 0.18   | 360     | 40     | 80     |        | 40     |       | 100   | 60    | 20    | 20    |
| 34 CUP OF JOE LTD                     | 0.16   | 320     |        |        |        |        | 80    | 160   |       | 80    |       |
| 35 MOMBASA TEA TRADERS LTD            | 0.15   | 300     | 40     |        | 120    | 120    | 20    |       |       |       |       |
| 36 AXIS TEA & SERVICES LIMITED        | 0.14   | 280     |        |        |        |        |       |       |       |       | 280   |
| 37 AL KHALIFA ENTERPRISES LTD         | 0.12   | 240     |        |        |        |        |       |       |       |       | 240   |
| 38 CAPITAL TEA TRADERS                | 0.12   | 240     |        |        |        |        |       |       |       | 140   | 100   |
| 39 KIRINDO TRADERS LIMITED            | 0.08   | 160     | 40     |        |        |        | 20    |       |       | 20    | 80    |
| 40 NALA TEA COMPANY LTD               | 0.07   | 140     |        |        |        | 120    |       |       | 20    |       |       |
| 41 SARDIA INTERNATIONAL CO. LTD       | 0.07   | 140     | 80     |        |        |        | 60    |       |       |       |       |
| 42 TEAVANA TEA STORE LTD              | 0.07   | 140     |        |        |        |        |       |       |       |       | 140   |
| 43 LUTEX LIMITED                      | 0.04   | 80      |        | 40     |        |        | 40    |       |       |       |       |
| 44 JALEEL TRADING COMPANY             | 0.03   | 60      |        |        |        |        |       |       |       |       | 60    |
| 45 LULA TRADING COMPANY               | 0.03   | 60      |        |        |        |        |       |       |       |       | 60    |
| 46 GREAT WHITE PACKERS LTD            | 0.02   | 40      |        | 40     |        |        |       |       |       |       |       |
| 47 SUWAD ENTERPRISE LIMITED           | 0.02   | 40      |        |        | 40     |        |       |       |       |       |       |
| 48 TANZIL TRADING LIMITED             | 0.02   | 40      |        |        |        |        |       |       |       |       | 40    |
| 49 RIOTANA TRADING LIMITED            | 0.01   | 20      |        |        |        |        | 20    |       |       |       |       |
| Total Sold                            | 67.37  | 138,560 | 16,680 | 59,440 | 34,440 | 10,100 | 1,260 | 3,140 | 2,620 | 6,360 | 4,520 |
| Withdrawn                             | 0.02   | 40      |        | 40     |        |        |       |       |       |       |       |
| Unsold                                | 32.61  | 67,060  | 12,000 | 31,380 | 17,800 | 3,300  | 220   | 700   | 380   | 1,100 | 180   |
| % Unsold                              |        |         | 42     | 35     | 34     | 25     | 15    | 18    | 13    | 15    | 4     |
| Grand Total                           | 100.00 | 205,660 | 28,680 | 90,860 | 52,240 | 13,400 | 1,480 | 3,840 | 3,000 | 7,460 | 4,700 |
| Sale 44/22                            | 70.73% | 139,740 | 15,720 | 61,960 | 35,040 | 10,040 | 900   | 3,340 | 2,480 | 5,660 | 4,600 |
| Sale 43/22                            | 68.59% | 133,360 | 17,100 | 55,620 | 35,160 | 9,080  | 1,140 | 2,960 | 2,280 | 5,520 | 4,500 |
| Sale 42/22                            | 70.30% | 129,380 | 17,800 | 53,000 | 35,900 | 7,560  | 920   | 2,660 | 2,480 | 4,580 | 4,480 |

## Other Tea Auction Centres

**C**olombo: at Sale 43 held on 1st and 2nd November, 2022. The 0.75Mkg of Ex estate teas on offer met with easier demand. Select Best Western High Grown BOPs were firm to a little easier, the below best and plainer varieties were barely steady. Select Best Western High Grown BOPFs were easier from last week's levels, the below best and plainer varieties were irregularly easier following quality. Nuwara Eliya BOPs were firm to substantially dearer at times, the BOPFs too met with improved demand. Uda Pussellawa BOPs were tending easier, the BOPFs too declined following quality. UVA BOPs were firm, the BOPFs were tending easier. Low grown CTC BP1s were firm, the High and Medium sorts were irregularly easier. Low Grown CTC PF1s were firm on last levels, the High Grown sorts declined following quality. The 2.2Mkg of Low Grown teas which were on offer met with lower demand. In the Leafy segment, OPs were firm, OPA's declined few rupees. Select best and best OP1s were lower, others were firm. In the Semi Leafy segment, BOP1s were lower to last. Pekoe varieties were firm, Pekoe1s were irregularly lower. In the Small Leaf segment, FBOPs were lower to last. FBOPF varieties continued with lower demand. FBOPF1s too were lower to last. BOPF.SP, BOPF, BOP.SP and BOPs too met with lower demand. Best Premium Flowery teas were lower, others met with fair demand. Turkey, Russia, Iran and the C.I.S countries lent fair support. Libya and Iraq were active.

**C**hittagong: at Sale 26 held on the 31st October, 2022, **CTC LEAF:** 58,400 packages of Current Season teas on offer met with a fairly good demand. **BROKENs:** There was only a small weight of clean well made Broken which were well competed for and were mostly firm to slightly dearer. Medium and Plainer types saw a little less demand particularly the latter with several withdrawals. BLF teas met with less demand and were easier and suffered heavier withdrawals. **FANNINGS:** There was only a small weight of clean Fannings which saw stronger demand. Other varieties saw a decline in price following quality. There were several withdrawals in this category. BLF teas met with less demand and were easier and suffered heavier withdrawals. **CTC DUST:** 13,016 packages of Current Season teas on offer met with a good demand. Good liquoring Dusts sold well at around last levels. Their Mediums met

with fair demand easing by Tk.3/- to Tk.5/- over last closely following quality. Plain and BLF Dusts met with a selective market at around last levels with more withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. **COMMENTS:** A few good liquoring teas on offer were well supported by the Blenders as well as the Loose tea buyers who operated in slightly more strength. All others were less in demand and prices were easier for these types with more withdrawals. Good liquoring Dusts continued to meet with more competition.

**C**ochin: at Sale 43 held on the 26th October, 2022. **CTC Leaf:** Good demand, all grades sold steady to dearer levels. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good demand. Primary whole leaf met to a steady market. Larger broken sold steady to dearer. Clean black smaller broken and fannings appreciated in value by 3-4c. **Buying pattern:** CIS operating with support from ME. **Dust:** Fair Demand. Prices realized for the popular and good liquoring sorts fully firm to occasionally dearer. Plainer sorts also appreciated in value especially on the bolder grades. **Buying pattern:** Major blenders and internal buyers active.

**C**alcutta: at Sale 44 held on the 2nd and 3rd November, 2022, **CTC:** There was lower demand compared to the previous week. Good liquoring Assams were irregularly easier closely following quality. Cleaner, well-made medium Assams sold at irregular levels around last whereas the remainder was easier. Better Dooars were steady and sold around last levels. Plainer Dooars were steady. **Dust:** There was good demand. Better liquoring Assams were barely steady to easier. Liquoring & cleaner medium descriptions were

## Auction Offerings

|              | Week 45        | Week 46        | Week 47        | Week 48        |
|--------------|----------------|----------------|----------------|----------------|
| Centre       | 09-Nov         | 16-Nov         | 23-Nov         | 30-Nov         |
| Mombasa      | 205,640        | 211,155        | 220,099        |                |
| Limbe        |                |                |                |                |
| Colombo      |                |                |                |                |
| Jakarta      |                |                |                |                |
| Calcutta     |                |                | 243,483        | 232,221        |
| Guwahati     | 220,687        | 205,521        | 198,041        |                |
| Chittagong   | 69,966         |                |                |                |
| <b>Total</b> | <b>496,293</b> | <b>416,676</b> | <b>661,623</b> | <b>232,221</b> |

steady whilst the remainder was easier. M/s Tata Consumer Products were very selective on better Assams in the leaf category whilst they were active on medium category teas with useful support on plainer Dooars. They showed some interest on good and medium Assam dusts. M/s Hindustan Unilever showed lower interest on brighter liquoring Assams in the leaf market & operated on better liquoring smaller dust grades. Western India buyers were active on better Assams in both markets with good support from regional packeteers. Exporters showed limited interest on larger broken. Local buyers operated on the Dooars & other clean, well-made descriptions.

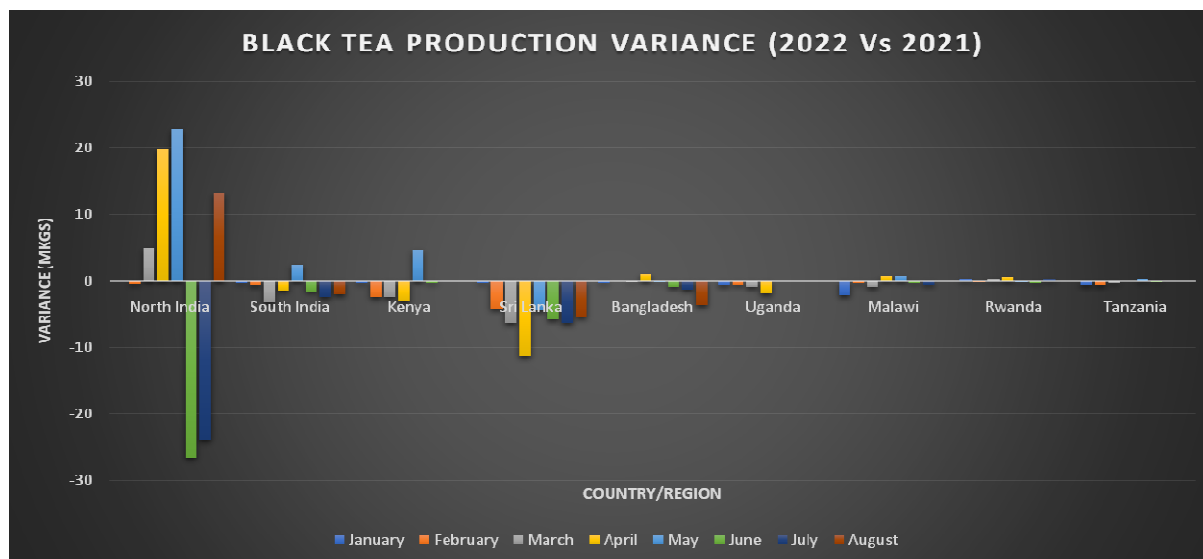
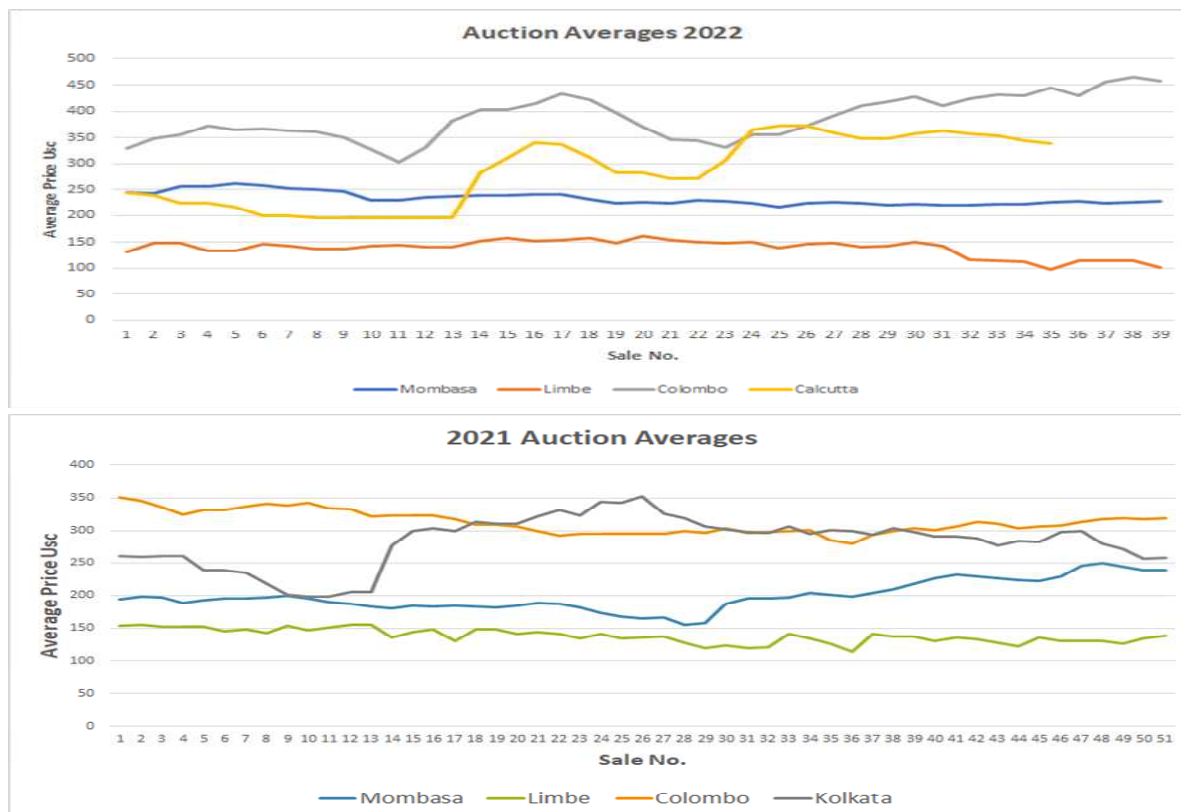
**G**uwahati: at Sale 44 held on the 3rd November, 2022, there were 184,798 packages on offer.

**Market:** **CTC** The demand for the leaf was lower compared to the previous week. The good and best categories were irregular around last. Remainder were barely steady to at times easier with some withdrawals. **Buying Pattern:** There was fair support from HUL while TCPL operated selectively. Western India buyers operated actively on the better liquoring varieties. Buyers from other destinations operated. Exporters participated mostly on the larger broken.

**Market:** **DUST** The demand for the dusts was better than the leaf sale. Select better liquoring sorts were around last. Remainder tended irregular and at times easier. **Buying Pattern:** **DUST** Major packeteers and Western India buyers operated on the bulk of the teas with some participation by local and buyers from other destinations.



## Auction Prices Trends





## Regional Weather Conditions and World Crop

**Kenya:** Muranga: the week in review was sunny and rainy with 3.0mm of rain recorded in 1 wet day. The maximum and minimum temperatures were recorded at (26°C / 12°C) respectively. Crop intake averaged 95.2 tonnes/day on a 6 day plucking cycle.

**Nyeri:** The week was rainy with 42.7mm of rainfall recorded in 6 wet days. The highest and lowest temperatures were 23°C & 13°C respectively. Crop intake averaged 27.1 tonnes/day on a 6 day plucking cycle.

**Meru:** The week was sunny in the morning followed by partly cloudy afternoons with rainy nights. A total of 228mm of rainfall was recorded on 6 wet days. On average the highest and lowest temperatures were at 28°C & 15°C respectively. Crop intake averaged 39 tonnes/day on a six day plucking cycle.

**Sotik:** The area experienced sunny intervals followed by short showers. We recorded a total of 16.1mm of rainfall in 6 wet days. The highest and lowest temperatures were 26°C & 13°C respectively. Factory utilization remained as at last week's levels.

**Kericho:** The week under review was sunny in the morning followed by partly cloudy afternoons with reduced rains. A total of 17.3mm of rainfall was recorded with few estates reporting hail storms.



*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.*

Average temperatures were highs of 23° Celsius and lows of 12° Celsius. Crop intake went up by 3% compared to previous week's levels. Again crop on offer may dwindle due to fresh hail damages reported.

**Uganda:** Some rains were received in the tea growing areas with Fort Portal receiving 33mm (66mm). Kibale received 25mm (01mm.) Hoima received 50mm (16mm) and Bushenyi received 31mm (44mm) of rainfall. The maximum temperatures maintained at an of average 29° C while the minimum temperatures averaged 16°C. Crop levels have slightly improved.

**DETAILED REGIONAL FORECAST FOR November 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. Afternoon showers and thunderstorms are likely to occur over few places occasionally spreading to several places. Night showers are expected over few places. Maximum (day-time) temperatures are likely to drop to about 23o C in Eldoret but may rise to 33o C in Kisumu.

**Highlands East of the Rift Valley** (Nyandarua, Laikipia, Nyeri, Kirinyaga, Murang'a, Kiambu, Meru, Embu, Tharaka-Nithi and Nairobi Counties): Cloudiness, at times accompanied by rains, is expected in the morning giving way to sunny intervals. Afternoon and night showers are likely to occur over few places. Maximum (day-time) temperatures are likely not to exceed 32o C in Thika while in Nyahururu they may be as low as 21o C.

**Crop production Kenya:** Crop volumes are low, but have slightly gone up in some areas due to the warmer temperatures. However, the crop is very low in places hit by hail a couple of weeks ago.

**Uganda:** Crop levels have slightly improved. **Malawi:** Crop intake on the decline.

|             | 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  | 14.7  | 14.6  | 10.2  | 6.9   | 62.1    | (3.2)  | 79.9                           | 90.7    |
| North India | -  | 1.8   | 51.8  | 71.2  | 100.2 | 117.0 | 133.3 | 166.4 | 166.8 | 167.3 | 103.0 | 49.7  | 808.5   | 35.2   | 773.3                          | 1,033.4 |
| South India | 15.9   | 14.6  | 16.3  | 20.6  | 26.9  | 24.3  | 19.3  | 14.3  | 23.3  | 21.3  | 16.6  | 14.8  | 175.5   | (8.4)  | 183.9                          | 219.4   |
| Sri Lanka   | 22.8   | 18.2  | 22.0  | 18.3  | 26.0  | 20.1  | 19.8  | 18.2  | 21.0  | 24.0  | 20.0  | 20.4  | 186.4   | (45.8) | 232.2                          | 275.9   |
| Kenya       | 48.7   | 40.8  | 46.3  | 41.2  | 50.0  | 43.3  | 33.9  | 33.6  | 43.4  | 49.0  | 50.7  | 54.4  | 304.2   | (4.5)  | 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   | 0.9   | 0.9   | 1.4   | 2.6   | 1.9   | 1.5   | 18.5    | (1.7)  | 20.2                           | 28.6    |
| Rwanda      | 3.4  | 2.9   | 3.6   | 3.8   | 3.6   | 3.0   | 2.3   | 2.1   | 2.8   | 3.5   | 3.3   | 3.2   | 27.5    | 1.9    | 25.6                           | 33.2    |
| Malawi      | 4.8  | 7.0   | 7.1   | 7.1   | 4.5   | 1.9   | 1.3   | 2.0   | 3.6   | 2.9   | 1.4   | 5.3   | 39.3    | (3.1)  | 42.4                           | 45.2    |
| Total       | 104.3  | 93.5  | 156.5 | 175.4 | 220.1 | 224.0 | 222.1 | 214.7 | 233.6 | 282.6 | 207.1 | 101.8 | 1,644.2 | (33.6) | 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<br>Av.Price US\$ weekly | Year : 2022<br>Av. Price US\$ monthly | Year : 2021<br>Av. Price US\$ monthly | Year : 2020<br>Av. Price US\$ monthly |
|-------------------|-----------|-------------------|--------------------|-------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
| 1                 | 04-Jan-22 | 11,166,757        |                    | 2.44                                |                                       |                                       |                                       |
| 2                 | 11-Jan-22 | 11,233,007        |                    | 2.42                                |                                       |                                       |                                       |
| 3                 | 18-Jan-22 | 11,588,410        |                    | 2.53                                |                                       |                                       |                                       |
| 4                 | 25-Jan-22 | 12,859,526        |                    | 2.55                                |                                       |                                       |                                       |
|                   |           |                   | 46,847,700         |                                     | 2.49                                  | 1.94                                  | 2.17                                  |
| 5                 | 01-Feb-22 | 11,075,868        |                    | 2.60                                |                                       |                                       |                                       |
| 6                 | 08-Feb-22 | 11,184,062        |                    | 2.57                                |                                       |                                       |                                       |
| 7                 | 15-Feb-22 | 11,247,057        |                    | 2.52                                |                                       |                                       |                                       |
| 8                 | 22-Feb-22 | 11,683,128        |                    | 2.50                                | 2.55                                  | 1.95                                  | 2.03                                  |
| 9                 | 01-Mar-22 | 11,147,057        |                    | 2.44                                |                                       |                                       |                                       |
| 10                | 08-Mar-22 | 10,723,858        |                    | 2.29                                |                                       |                                       |                                       |
| 11                | 15-Mar-22 | 11,492,906        |                    | 2.30                                |                                       |                                       |                                       |
| 12                | 22-Mar-22 | 11,803,557        |                    | 2.39                                |                                       |                                       |                                       |
| 13                | 29-Mar-22 | 11,843,379        |                    | 2.36                                | 2.36                                  | 1.92                                  | 1.92                                  |
| 3 mths Totals:    |           |                   |                    |                                     | \$2.45<br>149,048,570 Kgs             | \$1.94<br>146,474,310 Kgs             | \$2.03<br>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                                | 2.38                                  | 1.83                                  | 2.05                                  |
|                   |           |                   | 44,266,348         |                                     |                                       |                                       |                                       |
| 18                | 05-May-22 | 9,409,673         |                    | 2.30                                |                                       |                                       |                                       |
| 19                | 10-May-22 | 9,537,586         |                    | 2.23                                |                                       |                                       |                                       |
| 20                | 17-May-22 | 9,132,928         |                    | 2.24                                |                                       |                                       |                                       |
| 21                | 24-May-22 | 10,373,511        |                    | 2.22                                |                                       |                                       |                                       |
| 22                | 31-May-22 | 10,594,907        |                    | 2.28                                | 2.20                                  | 1.84                                  | 1.89                                  |
|                   |           |                   | 49,048,605         |                                     |                                       |                                       |                                       |
| 23                | 07-Jun-22 | 10,632,772        |                    | 2.27                                |                                       |                                       |                                       |
| 24                | 14-Jun-22 | 10,105,643        |                    | 2.22                                |                                       |                                       |                                       |
| 25                | 21-Jun-22 | 9,643,573         |                    | 2.17                                |                                       |                                       |                                       |
| 26                | 28-Jun-22 | 9,765,460         |                    | 2.24                                | 2.23                                  | 1.74                                  | 1.79                                  |
| 6 mths Totals:    |           |                   |                    |                                     | \$2.38<br>282,510,969 Kgs             | \$1.87<br>292,688,228 Kgs             | \$1.97<br>290,761,896 Kgs             |
| 27                | 05-Jul-22 | 9,751,228         |                    | 2.25                                |                                       |                                       |                                       |
| 28                | 12-Jul-22 | 8,896,491         |                    | 2.23                                |                                       |                                       |                                       |
| 29                | 19-Jul-22 | 9,258,643         |                    | 2.21                                |                                       |                                       |                                       |
| 30                | 26-Jul-22 | 9,237,776         |                    | 2.22                                | 2.23                                  | 1.68                                  | 1.76                                  |
| 31                | 02-Aug-22 | 8,847,424         |                    | 2.20                                |                                       |                                       |                                       |
| 32                | 08-Aug-22 | 9,252,926         |                    | 2.23                                |                                       |                                       |                                       |
| 33                | 16-Aug-22 | 9,550,677         |                    | 2.21                                |                                       |                                       |                                       |
| 34                | 23-Aug-22 | 8,735,668         |                    | 2.21                                |                                       |                                       |                                       |
| 35                | 30-Aug-22 | 7,726,507         |                    | 2.26                                | 2.22                                  | 2.01                                  | 1.92                                  |
|                   |           |                   | 44,113,201         |                                     |                                       |                                       |                                       |
| 36                | 06-Sep-22 | 8,505,013         |                    | 2.27                                |                                       |                                       |                                       |
| 37                | 13-Sep-22 | 8,552,282         |                    | 2.23                                |                                       |                                       |                                       |
| 38                | 20-Sep-22 | 9,003,351         |                    | 2.25                                |                                       |                                       |                                       |
| 39                | 27-Sep-22 | 8,501,257         |                    | 2.33                                | 2.27                                  | 2.08                                  | 1.94                                  |
|                   |           |                   | 34,561,903         |                                     |                                       |                                       |                                       |
| 9 mths Totals:    |           |                   |                    |                                     | \$2.33<br>398,330,210.50              | \$1.88<br>391,770,296 Kgs             | \$1.94<br>406,720,334 Kgs             |
| 40                | 04-Oct-22 | 8,064,156         |                    | 2.29                                |                                       |                                       |                                       |
| 41                | 11-Oct-22 | 8,874,645         |                    | 2.33                                |                                       |                                       |                                       |
| 42                | 18-Oct-22 | 9,461,637         |                    | 2.35                                |                                       |                                       |                                       |
| 43                | 25-Oct-22 | 9,243,544         |                    | 2.41                                |                                       |                                       |                                       |
|                   |           |                   | 35,643,982         |                                     | 2.35                                  | 2.26                                  | 1.90                                  |
| 44                | 31-Oct-22 | 9,871,819         |                    | 2.45                                |                                       |                                       |                                       |
| 45                |           |                   |                    |                                     |                                       |                                       |                                       |
| 46                |           |                   |                    |                                     |                                       |                                       |                                       |
| 47                |           |                   |                    |                                     |                                       |                                       |                                       |
| 48                |           |                   | 9,871,819          |                                     | 2.45                                  | 2.31                                  | 1.90                                  |
|                   |           |                   |                    |                                     |                                       |                                       |                                       |
|                   |           |                   |                    |                                     |                                       | 2.38                                  | 2.10                                  |
| Sale Nos. 1 to 51 |           |                   |                    |                                     |                                       | 503,893,400 Kgs                       | 516,802,891 Kgs                       |
| Year end Totals : |           |                   |                    |                                     |                                       | \$1.97                                | \$1.93                                |

## Summary : Sale Averages by Country

| Year : 2022                        |             |              |  | Year : 2021                        |             |              |  |
|------------------------------------|-------------|--------------|--|------------------------------------|-------------|--------------|--|
| Sale Nos: 1 to 43<br>( 10 months ) |             |              |  | Sale Nos: 1 to 43<br>( 10 months ) |             |              |  |
| Country :                          | Kilos ' 000 | Av. Prc US\$ |  | Country :                          | Kilos ' 000 | Av. Prc US\$ |  |
| Kenya                              | 344,865     | 2.49         |  | Kenya                              | 333,596     | 2.00         |  |
| Uganda                             | 58,405      | 1.34         |  | Uganda                             | 58,149      | 1.15         |  |
| Tanzania                           | 4,779       | 1.24         |  | Tanzania                           | 4,022       | 1.01         |  |
| Rwanda                             | 20,548      | 2.81         |  | Rwanda                             | 20,449      | 2.66         |  |
| Burundi                            | 5,353       | 2.29         |  | Burundi                            | 5,567       | 1.99         |  |
| Malawi                             | -           | -            |  | Malawi                             | -           | -            |  |
| Mozambique                         | -           | -            |  | Mozambique                         | -           | -            |  |
| D R Congo                          | -           | -            |  | D R Congo                          | -           | -            |  |
| Madagascar                         | -           | -            |  | Madagascar                         | 99          | 1.01         |  |
| Ethiopia                           | 24          | 1.48         |  | Ethiopia                           | 156         | 1.35         |  |
| Total :                            | 433,974     | 2.33         |  |                                    | 422,038     | 1.90         |  |
|                                    |             |              |  |                                    |             |              |  |
|                                    |             |              |  | 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