



DURING THE HOLIDAY SEASON, OUR THOUGHTS TURN  
GRATEFULLY TO THOSE WHO HAVE MADE OUR SUCCESS POSSIBLE.  
IT IS IN THIS SPIRIT THAT WE SAY THANK YOU AND SEND  
BEST WISHES FOR THE HOLIDAYS AND NEW YEAR.





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### Tea Market Report: Sale 51 of 20th - 22nd December, 2021

There was good general demand for the 183,575 packages (12.13m/kgs) on offer. 13.14% remained unsold.

#### Current and Future Fresh Auction Offerings

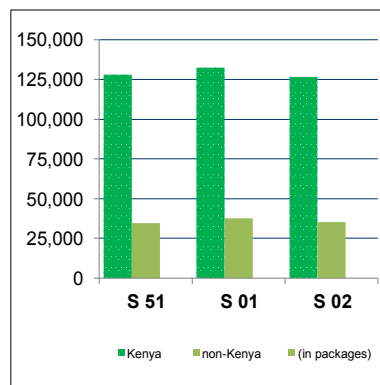
Country	Sale 51 20-22 Dec'21		Sale 51 21 - 22 Dec'20		Sale 01 3 - 5 Jan'22		Sale 02 10 - 12 Jan'22	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	117,660	10,550	109,980	14,720	122,700	9,720	117,860	8,858
Uganda	16,176	8,620	17,700	9,239	15,760	10,280	16,960	8,740
Tanzania	0	170	1,160	1,700	520	700	400	0
Rwanda	6,120	1,280	5,880	900	6,720	1,320	6,160	1,080
Burundi	1,680	500	2,440	320	2,080	380	1,480	440
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	660	340	0	0	0	0
Reprints	15,040	5,759	12,880	940	14,600	6,780	23,000	8,718
<b>Total</b>	<b>141,636</b>	<b>21,120</b>	<b>137,820</b>	<b>27,219</b>	<b>147,780</b>	<b>22,400</b>	<b>142,860</b>	<b>19,118</b>
	<b>162,756</b>		<b>165,039</b>		<b>170,180</b>		<b>161,978</b>	

#### Leaf Grades

*Offerings: 101,450 packages (6.64m/kgs) with 12.88% remaining unsold.*

Best **BP1s** in the market were a weak feature and shed USC9 - USC48 while Brighter varieties fell by USC7 - USC20 where sold. Medium categories held firm to USC16 below previous week's levels and many lines remained without bids due to price limits while Lower Medium types met better absorption and ranged between USC3 - USC34 dearer to easier by USC2 - USC25 with some invoices unsold. Plainer sorts saw improved interest varying between USC2 - USC20 above last prices to easier by a similar rate and some teas remained unsold.

The **Best** PF1s available were barely steady to USC2 dearer but a few lines shed up to USC7 with Brighter categories easing by USC10 - USC36 and a few lines were unsold while Medium types held firm to USC10 below last week's levels and some invoices remained without bids. Lower Mediums met an irregular enquiry and ranged between steady to USC18 dearer to eas-



#### CTC Quotations and Highest Prices (USC)

	BP1			PF1		
<b>Best</b>	265	-	396	308	-	368
<b>Good</b>	255	-	330	305	-	326
<b>Good Medium</b>	250	-	290	290	-	314
<b>Medium</b>	260	-	266	250	-	286
<b>Lower Medium</b>	099	-	178	123	-	257
<b>Plainer</b>	072	-	176	080	-	201

ier by USC2 - USC28 with some lines unsold while Plainer descriptions varied between USC2 - USC8 above previous week's prices to easier by USC2 - USC13 and some invoices were difficult of sale.

continued ....

**DUST Grades**

*Offerings: 55,206 packages (4.10m kgs) and 9% was unsold.*

Best **PDUSTs** available gained up to USC3 but some invoices shed up to USC16 following quality with Brighter varieties easing by USC2 - USC17 while Medium types showed weaker tendencies and shed USC2 - USC20 with some invoices remaining without interest. Lower Medium sorts were irregular varying between firm to USC9 above previous week's rates to easier by USC3 - USC12 and a few lines were unsold while plainer descriptions varied between USC3 - USC10 dearer to easier by USC2 USC18 with some invoices unsold.

The Best **DUST1s** in the market held steady to USC3 dearer with brighter varieties easing by USC8 - USC16 while Medium categories

were irregular varying between firm to USC17 above last prices to easier by up to USC11 and some teas remained without bids. Lower Mediums saw an irregular enquiry ranging between steady to USC10 dearer to easier by USC8 - USC36 with few lines unsold while plainer types varied between USC4 - USC13 above previous week's prices to easier by USC6 to USC16 and some teas remained unsold.

**Secondary Grades**

*Offerings: 26,919 packages (1.38m kgs) with 22.58% remaining unsold.*

In the Secondary Catalogues, BPs were firm but best eased while Best PFs were easier but others gained. Clean well sorted coloury Fannings were dearer while similar DUSTs held firm. Other Fannings

were steady while DUSTs held value. BMFs were well absorbed.

**Markets**

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

**CTC Quotations and Highest Prices (USC)**

	PD			D1		
Best	315	-	370	316	-	350
Good	315	-	367	309	-	336
Good Medium	285	-	324	300	-	339
Medium	258	-	286	235	-	276
Lower Medium	120	-	306	104	-	251
Plainer	094	-	200	101	-	190

**Secondary Quotations (USC)**

	BP/BP2		PF/PF2		FNCS1/FNCS		DUST / DUST2		BMF	
Best/Good	176	- 220	232	- 242	135	- 235	100	- 242	072	- 080
Good Medium / Medium					140	- 180	142	242		
Lower Medium	088	168	088	- 180	074	- 160	070	- 130	070	- 078
Plainer	082	- 135	080	- 188	078	- 145	070	- 145	067	- 074

## 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	111,880	7,820,054	265	10,500	534,676	121	122,380	8,354,730	255	118,300	8,016,074	196
Uganda	14,140	906,206	126	8,300	406,460	91	22,440	1,312,666	115	25,759	1,491,129	127
Tanzania	180	9,516	93	320	14,236	80	500	23,752	86	2,880	149,908	111
Rwanda	5,760	398,008	319	760	51,140	187	6,520	449,148	304	6,400	440,728	243
Burundi	1,720	107,308	247	480	22,684	144	2,200	129,992	229	2,340	148,296	214
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	960	52,596	130

<b>Total</b>	<b>133,680</b>	<b>9,241,092</b>	<b>253</b>	<b>20,360</b>	<b>1,029,196</b>	<b>112</b>	<b>154,040</b>	<b>10,270,288</b>	<b>239</b>	<b>156,639</b>	<b>10,298,731</b>	<b>187</b>
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Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 50/21	117,148	8,074,777	256	21,679	1,081,788	113	138,827	9,156,564	239	148,669	9,770,857	185
Sale 49/21	120,930	8,330,093	261	22,456	1,124,558	113	143,386	9,454,651	244	139,612	9,110,749	182
Sale 48/21	124,040	8,537,440	265	19,994	1,000,083	109	144,034	9,537,523	249	136,280	8,887,453	185
Sale 47/21	129,897	9,017,246	263	23,358	1,175,558	107	153,255	10,192,804	245	132,783	8,644,393	189
Sale 46/21	131,360	9,070,038	243	20,800	1,030,981	105	152,160	10,101,019	229	124,670	8,235,418	193
Sale 45/21	128,479	8,804,489	235	19,754	981,419	109	148,233	9,785,907	222	127,820	8,399,022	190

## Average Auction Hammer Prices by Grade and Country

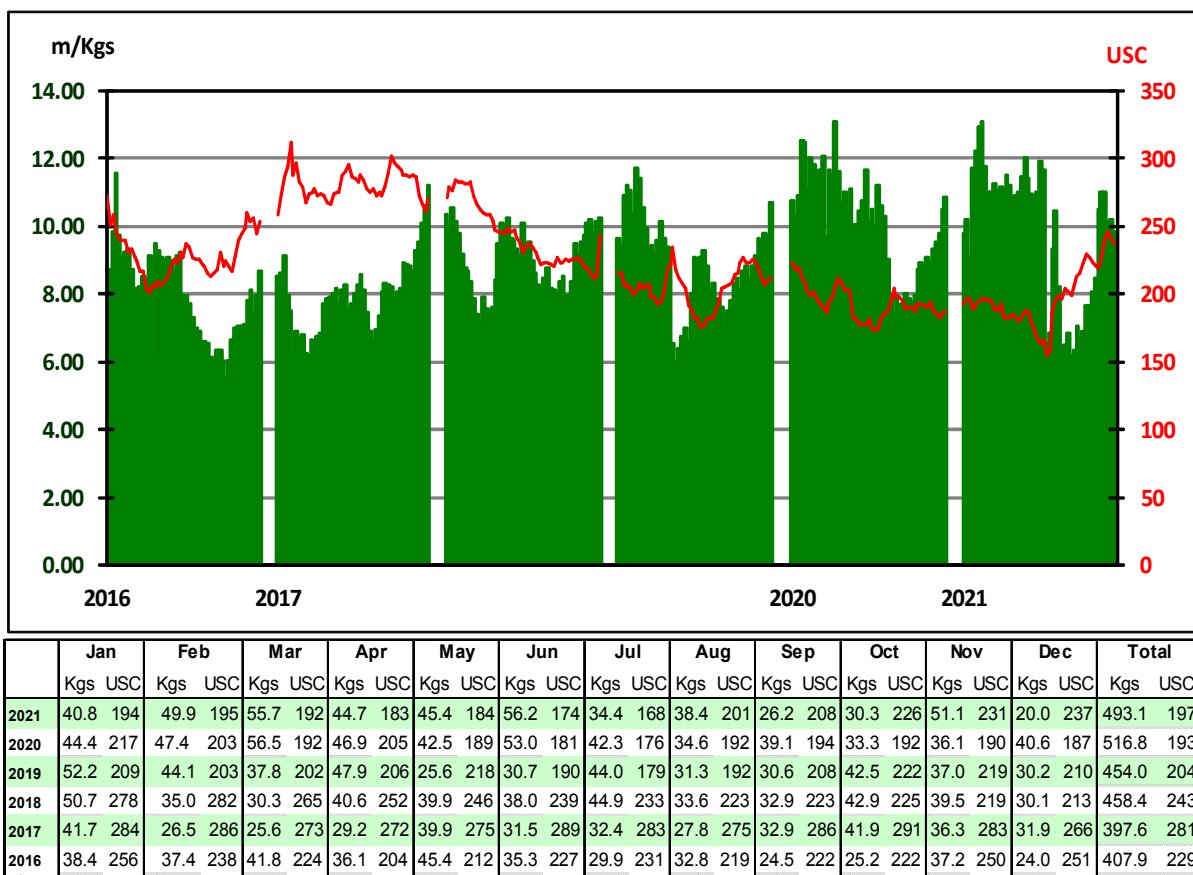
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	243	270	263	268	137	153	104	128	72	255	214	205	198	192	139	131	109	103	73	196
Uganda	103	134	131	119	104	111	94	94	69	115	143	140	140	136	131	114	95	91	71	127
Tanzania	110	88	-	-	80	-	73	87	79	86	130	136	131	128	125	122	84	82	76	111
Rwanda	321	324	314	294	205	236	179	190	76	304	300	247	216	231	236	185	173	154	-	243
Burundi	216	275	270	265	-	-	128	155	-	229	215	236	204	208	-	-	134	134	-	214
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	145	144	-	-	85	103	-	-	130
<b>Total</b>	<b>232</b>	<b>264</b>	<b>247</b>	<b>246</b>	<b>125</b>	<b>139</b>	<b>111</b>	<b>118</b>	<b>70</b>	<b>239</b>	<b>209</b>	<b>201</b>	<b>190</b>	<b>183</b>	<b>151</b>	<b>126</b>	<b>111</b>	<b>98</b>	<b>72</b>	<b>187</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 50/21	209	268	256	256	125	133	121	114	74	239	212	199	190	180	150	122	116	99	73	185
Sale 49/21	216	273	262	258	130	137	119	117	70	244	213	197	184	182	146	126	113	96	73	182
Sale 48/21	240	282	257	250	122	131	113	109	71	249	215	203	183	185	146	129	115	101	73	185
Sale 47/21	245	278	248	252	114	122	122	109	70	245	220	209	188	192	147	127	109	99	73	189
Sale 46/21	210	263	230	215	112	128	112	107	73	229	219	210	190	186	141	136	108	99	74	193
Sale 45/21	206	248	229	227	135	134	107	113	71	222	215	208	190	195	150	128	112	100	77	190

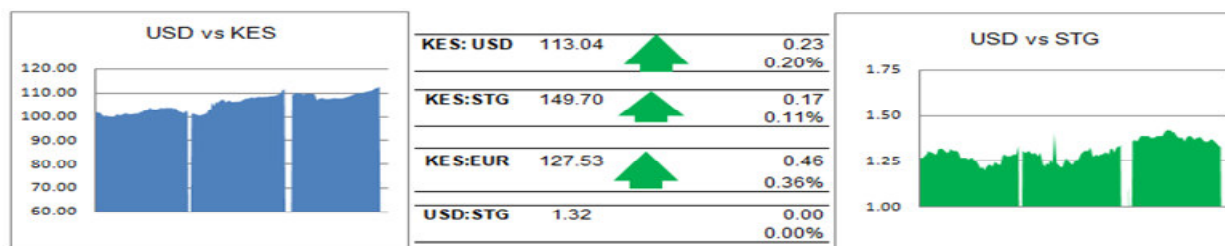
## Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 50/21		Year To Date 2021		Last Year Sale 50/20		Year To Date 2020		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	7,807,403	257	389,466,826	208	8,006,103	194	403,883,122	201	-14,416,296	7
Uganda	1,470,168	116	69,118,193	114	1,726,595	124	65,781,160	122	3,337,033	-8
Tanzania	50,976	93	4,657,076	102	67,292	121	5,437,226	114	-780,150	-12
Rwanda	374,152	309	23,377,268	272	497,101	262	21,896,152	275	1,481,116	-3
Burundi	124,764	241	6,268,053	203	136,158	212	7,864,942	217	-1,596,889	-14
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	262,989	83	-262,989	-83
Madagascar	-	-	98,943	101	-	-	-	-	98,943	101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	155,720	135	54,023	134	825,106	119	-669,386	16
<b>Total</b>	<b>9,827,463</b>	<b>237</b>	<b>493,142,079</b>	<b>197</b>	<b>10,487,272</b>	<b>185</b>	<b>505,950,697</b>	<b>193</b>	<b>-12,808,618</b>	<b>4</b>

## Mombasa Weekly Average Auction Quantities and Prices 2016—2021



## Exchange Rates (2019-2021)



During the week the Kenya Shilling traded between KES 112.90-113.05 and reached 113.05 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 112.50 - 113.00 in the coming week.

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

## Auction Quantities

Country Offerings	This Week Sale 50/21		Year To Date 2021		Year To Date 2020		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	122,598	8,305,733	5,859,178	395,364,879	5,996,751	405,384,963	-137,573	-10,020,084
Uganda	23,400	1,354,668	1,195,000	69,187,878	1,134,848	65,612,158	60,152	3,575,720
Tanzania	3,600	202,320	98,019	5,331,712	108,089	5,740,000	-10,070	-408,288
Rwanda	6,660	458,412	339,419	23,276,192	324,248	22,136,163	15,171	1,140,029
Burundi	2,340	141,696	96,818	5,985,528	123,117	7,762,919	-26,299	-1,777,391
Zambia	0	0	960	56,740	0	0	960	56,740
Malawi	0	0	0	0	0	0	0	0
Mozambique	0	0	2,300	130,640	0	0	2,300	130,640
Madagascar	0	0	2,020	99,835	4,862	267,279	-2,842	-167,444
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	15,780	808,308	-15,780	-808,308
<b>Total</b>	<b>158,598</b>	<b>10,462,829</b>	<b>7,593,714</b>	<b>499,433,404</b>	<b>7,707,695</b>	<b>507,711,790</b>	<b>-113,981</b>	<b>-8,278,386</b>

## Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 51	S 01	S 02	S 51	S 01	S 02	S 51	S 01	S 02	S 51	S 01	S 02	S 51	S 01	S 02
KTDA	18280	16400	20480	44680	50560	44320	19400	24440	24600	7580	6680	6200	89940	98080	95600
Unilever Tea	1160	1280	1360	240	480	580	440	280	340	160	240	100	2000	2280	2380
James Finlay	640	40	80	1040	240	360	920	520	320	0	0	0	2600	800	760
Eastern Produce	1400	920	920	4060	4040	3420	3280	2440	2400	960	520	960	9700	7920	7700
Others (K)	2720	2640	3320	12240	12120	13220	11400	8960	10095	2240	2040	2203	28600	25760	28838
Uganda	5279	3240	3958	9800	6080	6840	8996	5920	6280	3020	1760	1800	27095	17000	18878
Tanzania	560	200	240	980	120	560	560	80	280	360	120	120	2460	520	1200
Rwanda	4180	2740	3480	4140	2900	2760	2360	1400	1520	840	760	440	11520	7800	8200
Burundi	2600	1200	1400	1560	720	680	520	200	280	480	240	160	5160	2360	2520
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	0	0	0	160	0	0	0	0	0	160	0	0
<b>Total</b>	<b>36819</b>	<b>28660</b>	<b>35238</b>	<b>78740</b>	<b>77260</b>	<b>72740</b>	<b>48036</b>	<b>44240</b>	<b>46115</b>	<b>15640</b>	<b>12360</b>	<b>11983</b>	<b>179235</b>	<b>162520</b>	<b>166076</b>



### Buyer Purchases of Teas Offered by Grade (in Packages)

BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1 CARGILL KENYA LTD	16.26	29,880	2,640	18,480	6,520	2,240					
2 CHAI TRADING COMPANY LTD	11.00	20,220	1,080	15,400	3,000	440		160	40	100	
3 GLOBAL TEA & COMMODITIES KENYA LTD.	9.34	17,160	3,260	9,520	1,840	1,440		240	420	440	
4 LAB INTERNATIONAL KENYA LTD	8.49	15,600	360	3,100	8,660	3,280		160		40	
5 MOMBASA COFFEE LTD	5.00	9,180	80	1,720	4,680	2,520	180				
6 JAMES FINLAY MOMBASA LIMITED	4.14	7,600	1,200	1,260	3,860			560	60	660	
7 COFFTEA AGENCIES LTD	3.23	5,940	2,520	720	380			100		1,940	280
8 SSOE (KENYA) LIMITED	3.21	5,900	1,240	1,800	520	120	640	240	860	60	420
9 M.J. CLARKE LTD	2.93	5,380		800	3,520	320		40		700	
10 VAN REES KENYA LIMITED	2.72	5,000	1,440	920	1,160	220	100	140	200	820	
11 ABBAS TRADERS LTD	2.25	4,140	360	1,960	1,200	40	60	220	260	40	
12 INDO-AFRICAN TEA CO. (K) LTD.	1.76	3,240	2,120	1,040	40	40					
13 GOLD CROWN FOODS (EPZ) LTD	1.50	2,760	300	100			160	60	400	320	1,420
14 DEVCHAND KESHAVJI (K) LTD	1.28	2,360	40	2,320							
15 ALIBHAI RAMJI (MSA) LTD	1.26	2,320	200	1,380	240	280	200	20			
16 IMPERIAL TEAS (EPZ) LTD	0.84	1,540	80	120	400	120	20	320	480		
17 STANSAND (A) LTD	0.83	1,520	360	560				180		420	
18 SHAKAB EXPORT & IMPORT CO. LTD	0.77	1,420	40	1,120	120	40		20	80		
19 AFRIBRIDGE TRADE EXPORTERS LTD	0.70	1,280		960	120	200					
20 CHAMU SUPPLIES LIMITED	0.67	1,240	840	280	80			40			
21 AIMCO ENTERPRISES LTD	0.54	1,000							20	280	700
22 AL. EMIR LIMITED	0.53	980	120	840					20		
23 SUMMER LINER CO. LTD	0.47	860					20			260	580
24 LINDOP & COMPANY (KENYA ) LTD	0.46	840		160	280			200		200	
25 TRANS-ATLANTIC TRADING Co. LTD	0.42	780	40	520	40	80			100		
26 AFRO TEAS LTD	0.41	760		240			20	80		140	280
27 CUP OF JOE LTD	0.41	760					740			20	
28 EMPIRE KENYA (EPZ) LTD	0.41	760	600	80				20		60	
29 GOLDEN CUP (K) LTD	0.41	760			280	480					
30 PWANI HAULIERS	0.36	660								380	280
31 MAISHA COMMODITIES	0.25	460		40				60	60	300	
32 GREEN LEAF TRADING CO. LTD	0.24	440						40	20		380
33 TUSHA TEA LTD	0.23	420						40		380	
34 RANFER TEAS KENYA LTD	0.20	360	320						40		
35 GOKAL TRADING KENYA LTD	0.09	160			40	120					
36 TEAVANA TEA STORE LTD	0.08	140									140
37 KIRINDO TRADERS LIMITED	0.04	80	40							40	
38 TROPICAL CROPS & COMMODITIES	0.04	80							20	40	20
39 GREAT WHITE PACKERS LTD	0.02	40							40		
40 TRUST TEA TRADERS EAST AFRICA LTD	0.01	20								20	
Total Sold	83.80	154,040	19,280	65,440	36,980	11,980	2,140	2,940	3,120	7,680	4,500
Withdraw n	0.04	80		80							
Unsold	16.14	29,654	11,239	5,760	5,265	1,260	820	360	790	4,020	140
% Unsold			37	8	12	10	28	11	20	34	3
Grand Total	100.00	183,774	30,519	71,280	42,245	13,240	2,960	3,300	3,910	11,700	4,640

Sale 50/21	77.20%	138,767	16,500	59,088	31,740	9,820	2,739	3,320	2,400	9,040	4,180
Sale 49/21	80.74%	143,386	16,460	57,470	37,240	9,760	3,280	2,660	2,880	8,320	5,316
Sale 48/21	82.27%	144,034	20,940	58,020	34,220	10,860	2,800	3,160	2,854	6,900	4,280
Sale 47/21	81.28%	153,255	14,600	65,097	39,260	10,940	2,860	3,720	3,400	8,098	5,280
Sale 46/21	80.90%	152,160	16,640	67,580	37,660	9,480	1,900	3,040	3,181	7,800	4,879

## Other Tea Auction Centres

**Jakarta:** at Sale 48 held on the 8th December 2021, most teas were trading firm. Except PF1 trading up to 12cts dearer and West Java D1 trading 8cts dearer.

**Colombo:** at Sale 49 held on 14th and 15th December, 2021, The 0.7Mkg of Ex estate teas on offer met with good demand. Best Western High Grown BOPs were dearer. The below best and plainer varieties too appreciated. Select Best Western High grown BOPs too were dearer. The below best and plainer sorts too were firm to selectively dearer. Nuwara Eliya BOPs were tending easier, the BOPs too were barely steady with some invoices remaining unsold. Udupusellawa BOPs were slightly dearer, the BOPs were firm on last levels. Uva BOPs were firm to a little dearer at times, the BOPs gained following quality. Low grown CTC BP1s were firm, the High and Medium sorts were tending irregular. Low grown PF1s appreciated following special inquiry, however the High and Medium sorts were barely steady. The 2.1Mkg of Low Grown teas which were on offer met with good demand. Select best OP1s were firm, best and below best varieties gained following quality. Select best and best BOP1s maintained last levels. Select best and best OPs were firm, below best varieties gained a few rupees. Well-made OPAs met with fair demand. Below best varieties were firm. Well-made Bold Pekoes met with irregular demand, mixed varieties were easier. Well-made Shotty Pekoe1s were lower to last, others too met last levels. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs were firm. Select best and best BOPs gained following quality. Select best and best FBOPs were firm, others were irregularly lower. Select best FBOPF1s were dearer, others continued to attract fair demand. FBOPFs varieties maintained last levels. Premium Flowery teas met with good demand. Turkey, Russia, Iran and the C.I.S. countries lent fair support. Libya and Iraq were active.

**Chittagong:** at Sale 31 held on 13th December, 2021, **CTC LEAF:** 55,775 packages of Current Season teas on offer met with more enquiry at irregular rates. **BROKENs:** A fair weight of good Brokenes met with more competition and sold in line with quality often at slightly dearer rates. Good Mediums elicited more interest and sold at around last levels. Medium and plainer teas met with more support but at easier rates and there were several withdrawals in this category. BLF teas continued to meet with a limited interest at easier rates with quite heavy withdrawal

als. **FANNINGS:** Select few lines of well made, good liquoring Fannings were a fairly strong market and were generally dearer following competition. Good Medium types saw more interest and sold fairly well in line with quality. Plain teas saw more demand but eased further with fair withdrawals. BLF teas once again met with a limited interest at easier rates with quite heavy withdrawals. **CTC DUST:** 10,706 packages of Current Season teas on offer met with a strong demand. The best liquoring Dusts particularly the CDs met with good competition and advanced by Tk.10/- to Tk.15/-. Good and Medium Dusts were fully firm to dearer market. However, plain and BLF Dusts were mostly irregularly easier and saw several withdrawals particularly the latter. Blenders lent strong support with fair interest from the Loose tea market. **COMMENTS:** Buyers were operating quite strongly on well made/good liquoring teas whereby these varieties were firm to dearer particularly as the sale progressed. All Medium types saw good demand and there were less withdrawals. Blenders operated on a more wider scale whereby a higher percentage of teas were sold. Loose tea buyers lent a little more support than last. Good liquoring Dusts particularly the CDs were a strong feature of the sale.

**Cochin:** at Sale 49 held on 8th December, 2021. **CTC Leaf:** Good Demand. All varieties sold at dearer levels. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good Demand. High-grown met with good enquiry and prices realized at barely steady to easier levels. Good Medium whole leaf & larger brokenes sold at steady levels. Smaller brokenes and fannings irregular with some withdrawals. **Buying pattern:** CIS operating with support from ME. **Dust:** Good General Demand. Better liquoring, popular varieties and good mediums sold fully firm. Plainer

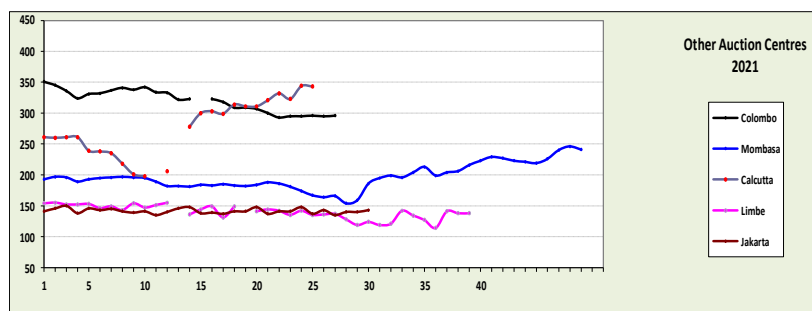
## Auction Offerings

Centre	Week 50 14-Dec	Week 51 21-Dec	Week 01 4 Jan'22	Week 02 11Jan'22
Mombasa	180,265	183,555	191,560	-
Limbe	4,400	4,980	-	-
Colombo	-	-	-	-
Jakarta	13,360	10,560	-	-
Calcutta	218,139	206,135	-	-
Guwahati	163,957	161,539	-	-
Chittagong	67,041	-	-	-
<b>Total</b>	<b>361,982</b>	<b>360,634</b>	<b>191,560</b>	<b>-</b>

sorts had fair enquiry and witnessed some withdrawals. **Buying pattern:** Major blenders active with useful support from packeters and Internal buyers. Upcountry buyers also operated.

**Calcutta:** at Sale 50 held on 14th, 15th and 16th December, 2021 with 235,116 packages on offer. **CTC Leaf:** There was good demand. Brighter liquoring & well-made Assams of earlier period of manufacture sold well with competition. The remainder, comprising of later period of manufacture Assams, were irregularly easier closely following quality. Fannings in general were an easier market. Better and well-made medium Dooars were around last levels. Plainer sorts were irregular around last. **Dust:** There was good demand. Brighter liquoring descriptions were barely steady to around last. The remainder was irregularly easier. M/s Hindustan Unilever operated on brighter liquoring Assams with support from M/s Unilever Exports on good liquoring larger brokenes. The former was also active on plainer Dooars. M/s Tata Consumer Products operated primarily on medium Assams and plainer Dooars. Western India segments were active on brighter descriptions. There was some interest from export accounts on larger brokenes. Local buyers were active on the Dooars. **ORTHODOX:** There was better enquiry for clean teas that realized last levels while the remainder settled slightly lower with quality especially for stalky kinds and poorly made varieties. Tippy invoices eased. The Middle East was active with additional enquiry from the CIS.

**Guwahati:** at Sale 50 held on 14th December, 2021 with 174,902 packages on offer. **Market CTC:** The market saw good demand at generally steady to easier levels commensurate with quality. Cleaner reprinted varieties saw better enquiry and were well competed for. **Buying pattern:** HUL/TCPL operated fairly actively with good support forthcoming from Western India buyers mainly on the bright liquoring descriptions. Exporters operated selectively on larger brokenes. Remaining internal segments operated mainly on medium/plainer tea. **Market Dust:** Dust market witnessed good demand however the sale percentage were lower compared to leaf sale. Levels were generally steady to easier in line following with quality. Browner/plainer teas were often difficult of sale. **Buying pattern:** HUL/TCPL were fairly active. Western India competed mainly on their favoured bright liquoring descriptions. Internal segments lent fair enquiry.





## News Articles of Interest



**Tuesday, 14 December 2021**

### Sri Lanka signs tea for oil payment deal with Iran to settle outstanding payments

The Ministry of Plantation of the Democratic Socialist Republic of Sri Lanka and the Ministry of Industries, Mines and Trade of the Islamic Republic of Iran desires to formulate a scheme for the settlement of a sum of US\$ 250,925,169 outstanding from Ceylon Petroleum Corporation to National Iranian Oil Company by means of utilizing the said sum to facilitate the export of Ceylon Tea to Iran by signing a memorandum of understanding (MoU). The MoU signing took place on Tuesday the 21st December 2021 at 12.00 noon at the Foreign Ministry. This MoU was signed by Hon. Dr. Ramesh Pathirana, Minister Plantation of Sri Lanka and Hon. Alireza Paymanpak, Deputy Minister of Industry, Mine and Trade of Islamic Republic of Iran. The MoU is a form of mutual commitment in complementing each other's duties and function in the Formulation of a Scheme for the Settlement of Sri Lanka's Oil Outstanding to the Islamic Republic of Iran through the Exportation of Ceylon Tea. Iran is among the top 10 importing countries of Ceylon Tea for the past several decades. Ceylon Tea which had a market share of around 47% in 2016 dropped to around 25% in 2020 due to the economic sanctions resulting in banking restrictions, payment problems and depreciation of Iranian Riyal. From a peak of 38.42Mn Kgs in 2013, tea exports from Sri Lanka to Iran dropped to 14.73Mn Kgs in 2020. Due to US sanctions imposed on Iran in November 2012 and with the absence of an accepted payment mechanism through the banking system, Sri Lanka tea exporters found it difficult to receive the export proceeds from Iranian buyers. As at present the payments are usually channeled through intermediary countries and on many occasions export proceeds are received in installments incurring inordinate delays. The additional US sanctions on Iran is creating further impediments for Sri Lanka to export tea to that destination. The

proposed scheme is to seek the possibilities of operationalizing a mechanism to settle the long outstanding debt of USD 250,925,169/= to the National Iranian Oil Company (NIOC) by Ceylon Petroleum Corporation (CPC) through increasing the export of Ceylon Tea. Since the Iranian authorities have been repeatedly highlighting the importance of the early settlement of the debt, this scheme will enable the Ministry of Finance to make the settlement in local currency through trenches of USD 5 million equivalents. Under this scheme, Ministry of Finance is expected to release Sri Lanka Rupees of an equivalent amount of USD 5 Million per month (at the exchange rate declared by the Central Bank of Sri Lanka) on the first Monday of each month to Sri Lanka Tea Board (SLTB) in settlement of the outstanding debt arising from oil purchases by CPC until the entire USD 250,925,169.00 is settled. Consequently, SLTB will be settling payments to Sri Lanka tea exporters upon confirmation of tea consignments are shipped to Iran by the tea exporters. The Sri Lanka Tea Board will establish a dedicated account to receive funds from the Ministry of Finance and disburse same to tea exporters. The mechanism will be scrutinized through a recognized Audit Firm and the Sri Lanka Tea Board (SLTB) will settle the payments to tea exporters from the funds released and deposited by the Ministry of Finance based on the recommendations of the selected Audit firm. The proposed arrangement is envisaged to provide the equivalent of USD 5 Million per month to supply Ceylon Tea to Iran without any international money transactions as overseas remittances will not be involved under this scheme. Sri Lanka will be in a comfortable position to serve Iranian tea market until the entire USD 250,925,169.00 is utilized and the debt payment to Iran is settled while reimbursing the Sri Lanka tea exporters in SL Rupees. This scheme will not violate any UN or US sanctions since tea has been categorized as a food item under humanitarian grounds while none of the black listed Iranian Banks will be involved in the equation. Further, the recommended scheme will save Sri Lanka much needed foreign currency since the settlement to Iran would be made in Sri Lankan rupees through the sale of Ceylon Tea. Similarly, proposed sale of tea will not generate foreign currency as the tea exporters in Sri Lanka will be paid in local currency. Ministers of State Kanaka Herath and Tharaka Balasuriya, Iranian Ambassador to Sri Lanka Haseem Azzaade, Secretary to the



Ministry of Plantations Ravindra Hewawasam, Secretaries of State Ministries, Chairman of the Sri Lanka Tea Board Jayampathi Molligoda, Chair of the Sri Lanka Tea Board Attended.

Source: [https://](https://www.newswire.lk/2021/12/21/sri-lanka-signs-tea-for-oil-payment-deal-with-iran-to-settle-o/)

[www.newswire.lk/2021/12/21/sri-lanka-signs-tea-for-oil-payment-deal-with-iran-to-settle-o/](https://www.newswire.lk/2021/12/21/sri-lanka-signs-tea-for-oil-payment-deal-with-iran-to-settle-o/)

**Tuesday, 21 December 2021**

### Tea Board distributes subsidies

The Tea Board India in Coonoor has distributed subsidies amounting to ₹ 839.72 lakh to 161 beneficiaries. In a press release, it was stated that the subsidies are from the plantation development scheme for big growers, amounting to ₹ 210.75 lakh for 13 growers, as well as the incentive for orthodox tea production and human resource development, amounting to ₹ 607.93 lakh and ₹ 21.04 lakh respectively, benefiting 148 individuals. This is the third tranche of subsidies distributed, with ₹ 671.51 lakh in subsidies already being distributed to 1,307 beneficiaries under various plan schemes between April and September of this year. "During the current financial year, a total amount of ₹ 1511.23 lakh in subsidies have been distributed to 1,468 beneficiaries," the press release said. "The Tea Board India, Coonoor, has provided various subsidies to the tea growers to enhance the production, productivity and quality of made tea. It also encourages the production of orthodox teas to ensure remunerative process to growers for quality tea production and help them fetch a higher price in the market," the press release said. In addition, The Tea Board has distributed a total amount of ₹ 28.69 lakh to 293 beneficiaries under the Special Area Development Project for pruning machines and battery harvesters.

Source:

<https://www.thehindu.com/news/cities/Co>

## Regional Weather Conditions and World Crop

**Kenya: Murang'a:** There was 22.5 mm of rainfall recorded in 3 wet days of the week. The highest and lowest temperatures were 28°C & 10°C respectively. Crop intake averaged 114 tonnes/day on a 6 day plucking cycle. The weather condition was wet with sunny intervals during the day.

**Nyeri:** The week was slightly rainy. The rainfall recorded through the week was 12.5 mm in 5 wet days. The highest and lowest temperatures were 22°C & 13°C respectively. Crop intake was at an average of 56 tonnes/day on a 6 day plucking cycle.

**Meru:** The weather was mostly cloudy in the mornings and sunny throughout the week with the exception of Tuesday morning which was rainy. The rainfall recorded through 5 wet days was 129mm.

The highest and lowest temperature were 27°C & 16°C respectively. Crop intake averaged 92 tonnes/day on a 5 day plucking cycle.

**Sotik:** The week had sunny mornings and showers in the afternoons. The area received 5.8 mm of rainfall in three wet days. The highest and lowest temperatures were 26°C & 12°C respectively. Factory utilization remained at last week's levels.

**Kericho:** The week under review was generally sunny with less overcast. A total of 27.5mm of rainfall was recorded. Average temperatures were highs of 24°C Celsius and lows of 10°C Celsius. Crop intake went up by 16% compared to previous week's levels.

Crop on offer is still steady and is likely to improve further with the current weather.

**Uganda:** There was some rainfall activity in most tea growing areas. Fort Portal area received 11mm (17mm), Hoima received 10 mm (99mm). Bushenyi re-



*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.*

ceived 13mm (33mm). Kibale received 07mm(21mm) of rainfall. Average temperatures were highs of 29° Celsius and lows of 15° Celsius. Crop levels are high.

### Forecast for 21-27 December 2021.(National)

Rainfall is likely to continue over few to several places in the Highlands East of the Rift Valley, the South-eastern lowlands, the Coast, the Highlands West of the Rift Valley, Lake Victoria Basin, Central and South Rift Valley, North-eastern and parts of North-western Kenya. Occasional isolated storms are likely over parts of the Highlands East of the Rift Valley, South-eastern lowlands, North-eastern and the Coastal strip.

### Regional Rainfall Forecast 21 - 28 December 2021

Headline: Enhanced rainfall is expected over parts of central, eastern, and southern Kenya, southern Uganda; much of Rwanda, northern Burundi, and Tanzania. Warmer than usual temperatures are predicted in most parts of the region with the exception of northern Sudan, eastern Kenya, and eastern and

western Tanzania.

#### Total Rainfall

- **Heavy rainfall above 100mm** is predicted in northern Tanzania, much of Burundi, Rwanda, and parts of central and southern Kenya and southern Uganda.
- **Moderate rainfall between 50 - 100 mm** is expected in parts of central and eastern Kenya, southern Uganda, and central Tanzania.

**Light rainfall of less than 30 mm** is expected central to northern Uganda, north-eastern Kenya, a few areas of eastern South Sudan, western Ethiopia, southern Somalia, and eastern and southern Tanzania.

**Dry conditions** are expected in Sudan, much of South Sudan, Eritrea, Ethiopia, and Djibouti, central to northern Somalia, north-western Kenya, and north-eastern Uganda.

**Crop Production Kenya:** Despite a decrease in rainfall in some areas, the crop production generally increased when compared to the previous levels. In Meru region in the EoR, the crop levels in Nyeri continued on the increase. WoR crop levels continued to rise with the increase in rainfall and warm sunny conditions.

**Uganda:** Crop volumes continue at high levels. This past week there was a decrease in rainfall activity recorded in most of the tea growing areas. However the crop intake remains high.

**Malawi:** Crop intake continues fairly low.

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														2020	2019
Bangladesh	0.3	1.2	1.7	3.9	6.3	13.5	12.6	14.4	12.6	14.6	10.5	7.0	79.9	8.6	90.7	94.6
North India	-	2.2	46.9	51.4	77.4	143.6	157.2	153.2	141.4	167.3	127.6	53.4	940.6	88.2	1,033.4	1,170.6
South India	16.1	15.3	19.6	22.0	24.4	25.9	21.8	16.4	22.4	21.3	21.4	18.1	205.2	25.3	219.4	218.7
Sri Lanka	23.1	22.3	28.4	29.6	30.4	25.9	26.2	23.7	22.6	24.0	24.8	28.5	256.2	33.6	275.9	298.1
Kenya	48.9	43.3	48.7	44.3	45.3	43.5	34.7	33.6	43.4	48.3	47.7	54.4	385.7	(34.7)	570.6	459.0
Uganda	6.1	4.5	6.4	6.9	7.0	6.5	5.5	4.5	6.0	7.6	6.6	6.7	10.6	(1.4)	28.3	59.7
Tanzania	2.8	3.3	3.3	2.9	2.5	1.9	1.0	0.9	1.6	2.7	2.5	2.2	20.2	(0.1)	28.6	33.9
Rwanda	3.2	3.0	3.4	3.3	3.7	3.3	2.1	1.5	2.1	2.5	3.3	3.5	25.6	1.7	33.2	32.2
Malawi	7.0	7.2	8.0	6.4	3.8	2.1	1.8	2.1	4.0	2.9	1.4	5.3	42.4	6.8	45.2	48.3
Total	107.5	101.1	160.0	163.8	193.8	259.7	257.4	245.8	250.1	230.1	245.8	179.1	1,966.4	128.0	2,325.3	2,415.1
Variance	(4.6)	(0.2)	34.0	39.6	5.1	30.4	16.9	10.2	-21.4	225.5	0.0	0.0	356.9			

Monthly figures in "BLACK" are for 2021 whilst figures in "BLUE" are for 2020

## Mombasa Auction—Weekly Sale Average Prices (All teas) 2021

Sale Nos.	Sale Date	Kilos sold Weekly	Kilos Sold monthly	Year : 2021 Av.Price US\$ weekly	Year : 2021 Av. Price US\$ monthly	Year : 2020 Av. Price US\$ monthly	Year : 2019 Av. Price US\$ monthly
1	05-Jan-21	9,791,304		1.93			
2	12-Jan-21	10,195,498		1.97			
3	19-Jan-21	9,094,727		1.96			
4	26-Jan-21	11,713,721	40,795,250	1.89	1.94	2.17	2.09
5	02-Feb-21	12,192,341		1.93			
6	09-Feb-21	12,945,087		1.95			
7	16-Feb-21	13,051,731		1.96			
8	23-Feb-21	11,798,728	49,987,885	1.97	1.95	2.03	2.03
9	02-Mar-21	11,205,377		2.06			
10	09-Mar-21	11,015,249		1.95			
11	16-Mar-21	11,259,688		1.89			
12	23-Mar-21	11,064,181		1.88			
13	30-Mar-21	11,146,600	55,691,175	1.02	1.92	1.92	2.02
3 mths Totals:					\$1.94 146,474,310 Kgs	\$2.03 148,359,082 Kgs	\$2.04 134,129,903 Kgs
14	06-Apr-21	11,106,771		1.82			
15	13-Apr-21	11,521,994		1.83			
16	20-Apr-21	11,178,057		1.82			
17	27-Apr-21	10,852,098	44,658,919	1.85	1.83	2.05	2.06
18	04-May-21	10,912,164		1.82			
19	11-May-21	11,006,663		1.80			
20	18-May-21	11,474,571		1.84			
21	25-May-21	12,002,714	45,396,112	1.88	1.84	1.89	2.18
22	02-Jun-21	11,407,495		1.86			
23	08-Jun-21	10,959,073		1.81			
24	15-Jun-21	10,896,353		1.74			
25	22-Jun-21	10,985,869		1.67			
26	29-Jun-21	11,910,098	56,158,888	1.64	1.74	1.79	1.90
6 mths Totals:					\$1.87 292,688,228 Kgs	\$1.97 290,761,896 Kgs	\$2.04 238,404,735 Kgs
27	06-Jul-21	11,667,927		1.66			
28	13-Jul-21	6,546,887		1.54			
29	21-Jul-21	6,838,592		1.59			
30	27-Jul-21	9,347,891	34,401,296	1.86	1.68	1.76	1.79
31	03-Aug-21	10,430,943		1.95			
32	10-Aug-21	8,233,542		1.99			
33	17-Aug-21	6,455,808		1.96			
34	24-Aug-21	6,471,175		2.04			
35	31-Aug-21	6,849,419	38,440,886	2.13	2.01	1.92	1.92
36	07-Sep-21	6,190,339		1.99			
37	14-Sep-21	6,311,114		2.04			
38	21-Sep-21	7,032,289		2.13			
39	28-Sep-21	6,698,145	26,239,887	2.16	2.08	1.94	2.08
9 mths Totals:					\$1.88 391,770,296 Kgs	\$1.94 406,720,334 Kgs	\$2.00 344,324,012 Kgs
40	05-Oct-21	6,884,254		2.23			
41	12-Oct-21	7,678,181		2.29			
42	19-Oct-21	7,654,936		2.27			
43	26-Oct-21	8,049,705	30,267,076	2.23	2.26	1.90	2.22
44	02-Nov-21	8,484,987		2.21			
45	09-Nov-21	10,479,718		2.19			
46	16-Nov-21	10,998,166		2.26			
47	23-Nov-21	10,972,320		2.40			
48	30-Nov-21	10,153,733	51,088,924	2.46	2.31	1.90	2.19
49	07-Dec-21	10,188,322		2.41			
50	14-Dec-21	9,827,463		2.37			
51	21-Dec-21		20,015,785		2.39	1.85	2.10
Sale Nos. 1 to 51						516,802,891 Kgs	454,012,998 Kgs
Year end Totals :						\$1.93	\$2.04

Summary : Sale Averages by Country					
Year : 2021			Year : 2020		
Sale Nos: 1 to 48 ( 11 months )			Sale Nos: 1 to 48 ( 11 months )		
Country :	Kilos * 000	Av. Prc US\$	Country :	Kilos * 000	Av. Prc US\$
Kenya	373,752	2.05	Kenya	388,310	2.01
Uganda	65,991	1.14	Uganda	62,499	1.22
Tanzania	4,543	1.02	Tanzania	5,280	1.14
Rwanda	22,572	2.71	Rwanda	20,981	2.76
Burundi	6,014	2.02	Burundi	7,587	2.17
Malawi	-	-	Malawi	-	-
Mozambique	-	-	Mozambique	263	0.83
D R Congo	-	-	D R Congo	-	-
Madagascar	99	1.01	Madagascar	-	-
Ethiopia	155	1.35	Ethiopia	771	1.18
Total :	473,126	1.95		485,691	1.93

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
Year 2014 : 12M	390,246	2.03

Compiled by : Tea Brokers East Africa Ltd