

TEA

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Tea Market Report: Sale 35 of 30th - 31st August, 2021

Good general demand prevailed for the 132,399 packages (8,67m/kgs) available at irregular levels. 24.30% were unsold.

Leaf Grades

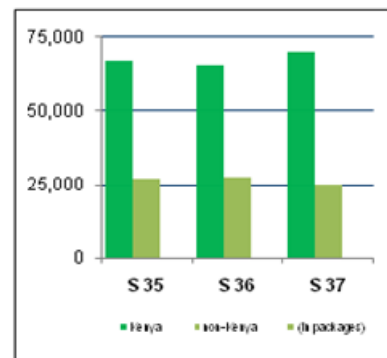
Offering: 63,521 packages (4.11m/kgs) and 29.31% remained unsold.

The Best **BP1s** in the market met an irregular enquiry varying between USC26 - USC62 dearer to easier by USC11 - USC66 while Brighter types held firm to USC30 above last week's levels with Medium varieties ranging between steady to USC6 dearer to easier by USC2 - USC23 and a few invoices were unsold. Lower Medium sorts were irregular and varied between USC2 - USC12 above last levels to easier by USC8 - USC23 and some lines remained unsold while Plainer varieties ranged between USC2 - USC32 dearer to easier by up to USC18 with some teas unsold.

Current and Future Fresh Auction Offerings

| Country | Sale 35 30 - 31 Aug'21 | | Sale 35 31Aug - 2Sept'20 | | Sale 36 6 - 8 Sept'21 | | Sale 37 13 - 15 Sept'21 | |
|--------------|---------------------------|---------------|-----------------------------|----------------|--------------------------|---------------|----------------------------|---------------|
| | MG | SG | MG | SG | MG | SG | MG | SG |
| Kenya | 56,100 | 10,819 | 76,000 | 11,300 | 55,840 | 9,580 | 59,880 | 10,080 |
| Uganda | 10,560 | 7,520 | 14,120 | 6,980 | 12,919 | 7,580 | 10,940 | 6,838 |
| Tanzania | 680 | 800 | 0 | 0 | 1,000 | 480 | 480 | 460 |
| Rwanda | 4,900 | 1,040 | 4,800 | 840 | 3,640 | 520 | 3,640 | 800 |
| Burundi | 1,160 | 340 | 1,800 | 360 | 1,200 | 380 | 1,280 | 320 |
| Zambia | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Malawi | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Madagascar | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Zimbabwe | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D R Congo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mozambique | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ethiopia | 0 | 0 | 0 | 660 | 0 | 0 | 0 | 0 |
| Reprints | 36,840 | 1,680 | 18,420 | 3,158 | 32,620 | 2,920 | | |
| Total | 73,400 | 20,519 | 96,720 | 20,140 | 74,599 | 18,540 | 76,220 | 18,498 |
| | | 93,919 | | 116,860 | | 93,139 | | 94,718 |

Best **PF1s** available saw an irregular interest and varied between USC10 - USC28 above previous rates to easier by up to USC10 but Brighter categories advanced by USC14 - USC30. Medium varieties were steady to USC26 dearer but a few invoices remained unsold while Lower Mediums saw an irregular enquiry ranging between USC4 - USC13 above last prices to eas-



CTC Quotations and Highest Prices (USC)

| | BP1 | | PF1 | |
|--------------|-----|-------|-----|-------|
| Best | 254 | - 638 | 290 | - 346 |
| Good | 252 | - 386 | 290 | - 342 |
| Good Medium | 246 | - 284 | 248 | - 314 |
| Medium | 237 | - 266 | 250 | - 274 |
| Lower Medium | 130 | - 202 | 126 | - 223 |
| Plainer | 110 | - 194 | 092 | - 210 |

ier by USC3 - USC16 with some invoices unsold. Plainer descriptions were irregular and varied between USC5 - USC14 dearer to easier by USC2 - USC16 with some lines remaining without bids.

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continued ..

DUST Grades

Offerings: 46,719 packages (3.44m/kgs) with 23.84% remaining unsold.

Best PDUSTs available held steady to USC16 above last levels while brighter categories were better absorbed advancing by USC16 - USC18. Medium varieties were well-competed for at firm to USC28 dearer with Lower Medium types irregular varying between steady to USC10 above previous week's rates to easier by USC2 - USC14 and some invoices were unsold. Plainer sorts met an irregular activity following quality and ranged between USC3 - USC19 dearer to easier by USC3 - USC8 with some teas remaining without bids.

The Best **DUST1s** in the market appreciated by USC15 - USC20 while Brighter types saw improved

enquiry and gained USC20 - USC26 with Medium varieties steady to USC28 above previous rates but a few lines were unsold. Lower Medium categories met an irregular interest and varied between firm to USC10 dearer to easier by a similar level. Plainer descriptions ranged between steady to USC4 above last prices to easier by USC6 - USC8 and some teas remained unsold.

Secondary Grades

Offerings: 22,159 packages (1.12m/kgs) and 10.90% remained unsold.

In the Secondary Catalogues, BPs gained while PFs were firm. Clean well sorted coloury Fannings were dearer with similar DUSTs advancing. Other Fannings appreciated with DUSTs steady. BMFs were well absorbed at dearer rates.

Markets

Pakistan Packers lent strong support and were dominant with strong enquiry from Sudan and Bazaar while Yemen, other Middle Eastern countries and UK showed more interest. Egyptian Packers were active with Kazakhstan, other CIS nations and Russia selective while Afghanistan were quiet with Iran subdued.. Local Packers showed more and useful activity on account of price. Somalia were more active at the lower end of the market.

CTC Quotations and Highest Prices (USC)

| | PD | | D1 | |
|---------------------|-----|-------|-----|-------|
| Best | 288 | - 319 | 275 | - 312 |
| Good | 288 | - 316 | 286 | - 308 |
| Good Medium | 262 | - 314 | 260 | - 310 |
| Medium | 258 | - 268 | 235 | - 247 |
| Lower Medium | 090 | - 237 | 105 | - 226 |
| Plainer | 095 | - 179 | 086 | - 175 |

Secondary Quotations (USC)

| | BP/BP2 | PF/PF2 | FNGS1/FNGS | DUST / DUST2 | BMF |
|-----------------------------|-----------|-----------|------------|--------------|-----------|
| Best/Good | 181 - 229 | 224 | 122 - 195 | 084 - 240 | |
| Good Medium / Medium | | | 134 - 188 | 138 - 200 | |
| Lower Medium | 104 - 164 | 086 - 176 | 076 - 158 | 070 - 115 | 086 - 082 |
| Plainer | 084 - 142 | 088 - 188 | 074 - 136 | 072 - 138 | 064 - 088 |

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 | 62,105 | 4,324,047 | 224 | 9,160 | 451,383 | 112 | 71,265 | 4,775,430 | 213 | 76,620 | 5,136,346 | 210 |
| Uganda | 9,939 | 621,975 | 127 | 7,340 | 349,480 | 94 | 17,279 | 971,455 | 115 | 20,940 | 1,217,778 | 132 |
| Tanzania | 1,000 | 57,788 | 120 | 880 | 33,860 | 84 | 1,880 | 91,648 | 106 | 1,020 | 57,656 | 121 |
| Rwanda | 4,100 | 286,356 | 312 | 780 | 51,984 | 173 | 4,880 | 338,340 | 290 | 5,260 | 355,336 | 273 |
| Burundi | 880 | 56,552 | 237 | 320 | 16,956 | 135 | 1,200 | 73,508 | 214 | 2,500 | 155,088 | 213 |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - |
| Malawi | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - |
| Madagascar | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - |
| D R Congo | - | - | - | - | - | - | - | - | - | - | - | - |
| Ethiopia | - | - | - | - | - | - | - | - | - | 580 | 27,237 | 100 |
| Total | 78,024 | 5,346,718 | 216 | 18,480 | 903,663 | 108 | 96,504 | 6,250,381 | 201 | 106,920 | 6,949,441 | 198 |

| Sale Number | Previous Sale's Quantities and Prices | | | | | | | | | Total for Corresponding Sale for Last Year | | |
|-------------|---------------------------------------|-----------|-----|-----------|-----------|-----|---------|-----------|-----|--|------------|-----|
| | Main | | | Secondary | | | Total | | | Pkgs | Kgs | USC |
| Sale 34/21 | 70,195 | 4,803,817 | 222 | 17,700 | 875,136 | 108 | 87,895 | 5,678,953 | 204 | 100,161 | 6,631,499 | 204 |
| Sale 33/21 | 69,560 | 4,722,996 | 218 | 21,980 | 1,088,455 | 106 | 91,540 | 5,811,451 | 197 | 109,180 | 7,235,036 | 195 |
| Sale 32/21 | 83,827 | 5,686,896 | 212 | 21,640 | 1,080,743 | 102 | 105,467 | 6,767,638 | 195 | 121,755 | 8,072,634 | 188 |
| Sale 31/21 | 118,900 | 8,184,577 | 208 | 22,440 | 1,102,828 | 98 | 141,340 | 9,287,405 | 195 | 140,022 | 9,268,689 | 185 |
| Sale 30/21 | 116,980 | 7,931,284 | 198 | 18,280 | 872,058 | 94 | 135,260 | 8,803,342 | 188 | 139,925 | 9,246,702 | 182 |
| Sale 29/21 | 72,880 | 4,974,769 | 171 | 20,980 | 1,027,624 | 92 | 93,860 | 6,002,393 | 158 | 152,459 | 10,030,342 | 173 |

Average Auction Hammer Prices by Grade and Country

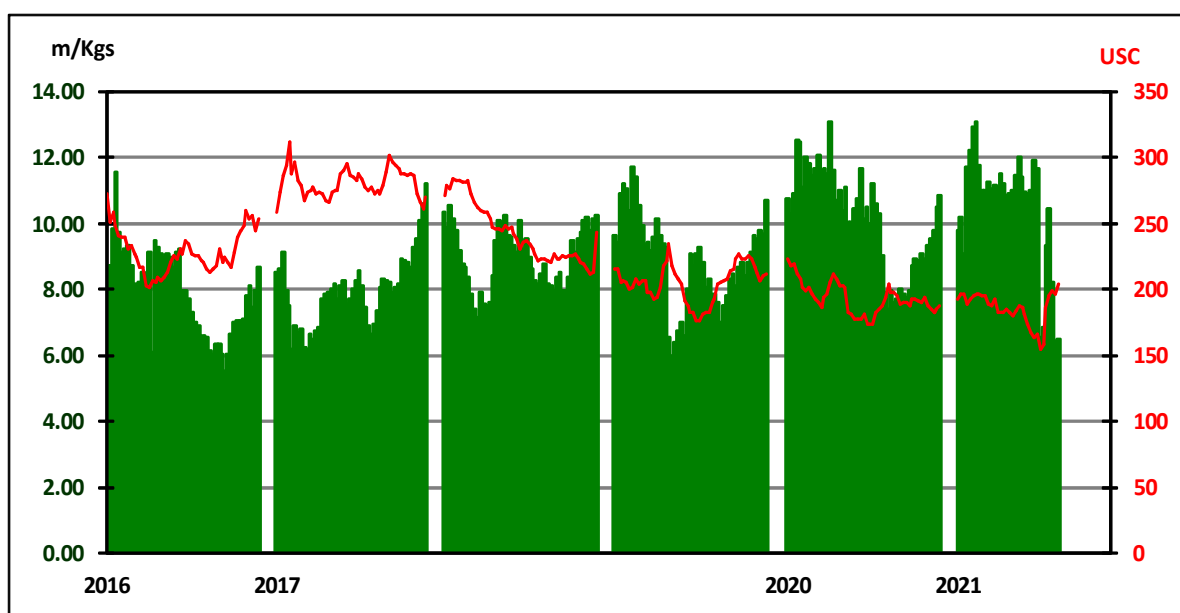
| Country of Origin | Current Sale's Prices per Grade | | | | | | | | | | Corresponding Prices per Grade for Last Year | | | | | | | | | |
|-------------------|---------------------------------|------------|------------|------------|------------|------------|------------|------------|-----------|------------|--|------------|------------|------------|------------|------------|------------|------------|-----------|------------|
| | 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 | 223 | 244 | 206 | 210 | 129 | 136 | 108 | 119 | 74 | 213 | 254 | 219 | 213 | 217 | 183 | 138 | 115 | 134 | 64 | 210 |
| Uganda | 133 | 134 | 122 | 111 | 97 | 108 | 92 | 100 | 72 | 115 | 150 | 139 | 145 | 146 | 140 | 118 | 121 | 94 | 63 | 132 |
| Tanzania | 119 | 122 | 120 | 105 | 93 | 108 | 78 | 102 | 71 | 106 | 136 | 140 | 137 | 134 | 142 | 129 | 93 | 89 | 70 | 121 |
| Rwanda | 467 | 274 | 282 | 264 | 200 | 224 | 155 | 151 | - | 290 | 329 | 259 | 238 | 242 | 252 | 208 | 202 | 157 | - | 273 |
| Burundi | 190 | 246 | 241 | 234 | - | - | 124 | 140 | - | 214 | 243 | 229 | 210 | 188 | - | - | 143 | 115 | - | 213 |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Malawi | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Madagascar | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| D R Congo | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Ethiopia | - | - | - | - | - | - | - | - | - | - | - | - | 124 | - | - | 98 | 97 | - | - | 100 |
| Total | 224 | 233 | 199 | 198 | 123 | 124 | 112 | 114 | 73 | 201 | 247 | 212 | 202 | 203 | 176 | 130 | 118 | 118 | 64 | 198 |

| 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 34/21 | 232 | 228 | 214 | 209 | 135 | 125 | 101 | 116 | 68 | 204 | 264 | 215 | 205 | 212 | 187 | 131 | 119 | 113 | 63 | 204 |
| Sale 33/21 | 238 | 217 | 211 | 208 | 131 | 117 | 105 | 115 | 65 | 197 | 251 | 205 | 190 | 208 | 206 | 128 | 113 | 113 | 71 | 195 |
| Sale 32/21 | 223 | 221 | 198 | 193 | 132 | 119 | 100 | 107 | 66 | 195 | 223 | 194 | 189 | 204 | 186 | 126 | 116 | 104 | 75 | 188 |
| Sale 31/21 | 206 | 220 | 199 | 186 | 134 | 111 | 91 | 103 | 62 | 195 | 216 | 187 | 184 | 202 | 184 | 128 | 110 | 114 | 72 | 185 |
| Sale 30/21 | 228 | 206 | 185 | 168 | 127 | 113 | 95 | 97 | 61 | 188 | 201 | 188 | 186 | 198 | 177 | 124 | 106 | 115 | 69 | 182 |
| Sale 29/21 | 197 | 187 | 156 | 130 | 134 | 111 | 91 | 92 | 59 | 158 | 196 | 176 | 182 | 189 | 163 | 121 | 99 | 104 | 63 | 173 |

Average Auction Prices and Quantities by Country

| Country | Previous Sale Sale 34/21 | | Year To Date 2021 | | Last Year Sale 34/20 | | Year To Date 2020 | | Variance Year To Date | |
|--------------|-----------------------------|------------|--------------------|------------|-------------------------|------------|--------------------|------------|--------------------------|-----------|
| | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC |
| Kenya | 4,609,789 | 220 | 283,862,348 | 194 | 5,543,593 | 214 | 296,094,507 | 202 | -12,232,159 | -8 |
| Uganda | 1,221,366 | 115 | 48,766,246 | 116 | 1,171,224 | 134 | 44,822,052 | 119 | 3,944,194 | -3 |
| Tanzania | 72,300 | 115 | 3,477,974 | 100 | 38,400 | 121 | 4,408,628 | 113 | -930,654 | -13 |
| Rwanda | 459,828 | 296 | 17,708,982 | 257 | 447,578 | 274 | 15,813,916 | 280 | 1,895,066 | -23 |
| Burundi | 107,892 | 218 | 4,634,691 | 197 | 153,986 | 219 | 5,615,149 | 218 | -980,458 | -21 |
| Zambia | - | - | - | - | - | - | - | - | 0 | 0 |
| Malawi | - | - | - | - | - | - | - | - | 0 | 0 |
| Mozambique | - | - | - | - | - | - | 236,233 | 79 | -236,233 | -79 |
| Madagascar | - | - | 98,943 | 101 | - | - | - | - | 98,943 | 101 |
| Zimbabwe | - | - | - | - | - | - | - | - | 0 | 0 |
| D R Congo | - | - | - | - | - | - | - | - | 0 | 0 |
| Ethiopia | - | - | 131,806 | 136 | 24,282 | 102 | 639,582 | 117 | -507,776 | 19 |
| Total | 6,471,175 | 204 | 358,680,990 | 186 | 7,379,063 | 204 | 367,630,067 | 194 | -8,949,077 | -8 |

Mombasa Weekly Average Auction Quantities and Prices 2016—2021



| | Jan | | Feb | | Mar | | Apr | | May | | Jun | | Jul | | Aug | | Sep | | Oct | | Nov | | Dec | | Total | |
|------|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|-------|-----|
| | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC |
| 2021 | 40.8 | 194 | 49.9 | 195 | 55.7 | 192 | 44.7 | 183 | 45.4 | 184 | 56.2 | 174 | 34.4 | 168 | 31.6 | 198 | | | | | | | | | 358.6 | 186 |
| 2020 | 44.4 | 217 | 47.4 | 203 | 56.5 | 192 | 46.9 | 205 | 42.5 | 189 | 53.0 | 181 | 42.3 | 176 | 34.6 | 192 | 39.1 | 194 | 33.3 | 192 | 36.1 | 190 | 40.6 | 187 | 516.8 | 193 |
| 2019 | 52.2 | 209 | 44.1 | 203 | 37.8 | 202 | 47.9 | 206 | 25.6 | 218 | 30.7 | 190 | 44.0 | 179 | 31.3 | 192 | 30.6 | 208 | 42.5 | 222 | 37.0 | 219 | 30.2 | 210 | 454.0 | 204 |
| 2018 | 50.7 | 278 | 35.0 | 282 | 30.3 | 265 | 40.6 | 252 | 39.9 | 246 | 38.0 | 239 | 44.9 | 233 | 33.6 | 223 | 32.9 | 223 | 42.9 | 225 | 39.5 | 219 | 30.1 | 213 | 458.4 | 243 |
| 2017 | 41.7 | 284 | 26.5 | 286 | 25.6 | 273 | 29.2 | 272 | 39.9 | 275 | 31.5 | 289 | 32.4 | 283 | 27.8 | 275 | 32.9 | 286 | 41.9 | 291 | 36.3 | 283 | 31.9 | 266 | 397.6 | 281 |
| 2016 | 38.4 | 256 | 37.4 | 238 | 41.8 | 224 | 36.1 | 204 | 45.4 | 212 | 35.3 | 227 | 29.9 | 231 | 32.8 | 219 | 24.5 | 222 | 25.2 | 222 | 37.2 | 250 | 24.0 | 251 | 407.9 | 229 |

Exchange Rates (2019-2021)



During the week the Kenya Shilling traded between KES 109.60-109.90 and reached 109.90 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 109.00 - 110.00 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 35/21 | | Year To Date 2021 | | Year To Date 2020 | | Variance Year To Date | |
|-------------------|----------------------|------------------|-------------------|--------------------|-------------------|--------------------|-----------------------|-------------------|
| | Packages | Kgs | Packages | Kgs | Packages | Kgs | Packages | Kgs |
| Kenya | 66,919 | 4,445,670 | 4,374,896 | 295,808,703 | 4,495,677 | 304,187,438 | -120,781 | -8,378,736 |
| Uganda | 18,080 | 1,024,990 | 864,304 | 49,998,610 | 800,097 | 46,248,172 | 64,207 | 3,750,438 |
| Tanzania | 1,480 | 69,768 | 71,979 | 3,956,288 | 89,109 | 4,742,880 | -17,130 | -786,592 |
| Rwanda | 5,940 | 410,527 | 259,420 | 17,766,898 | 239,948 | 16,419,684 | 19,472 | 1,347,214 |
| Burundi | 1,500 | 91,656 | 74,000 | 4,607,463 | 89,717 | 5,702,352 | -15,717 | -1,094,889 |
| Zambia | 0 | 0 | 960 | 56,740 | 0 | 0 | 960 | 56,740 |
| Malawi | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mozambique | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Madagascar | 0 | 0 | 2,020 | 99,835 | 4,462 | 240,523 | -2,442 | -140,688 |
| Zimbabwe | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| D R Congo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Ethiopia | 0 | 0 | 1,900 | 106,726 | 12,780 | 641,433 | -10,880 | -534,707 |
| Total | 93,919 | 6,042,611 | 5,649,479 | 372,401,263 | 5,731,790 | 378,182,482 | -82,311 | -5,781,220 |

Sellers' Main Grade Quantities (in Packages)

| Origin | BP 1 | | | PF 1 | | | PD | | | D 1 | | | Total | | |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|---------------|---------------|---------------|
| | S 35 | S 36 | S 37 | S 35 | S 36 | S 37 | S 35 | S 36 | S 37 | S 35 | S 36 | S 37 | S 35 | S 36 | S 37 |
| KTDA | 11200 | 11160 | 10640 | 20380 | 22760 | 18520 | 7520 | 7240 | 8840 | 3840 | 4920 | 4660 | 42940 | 46080 | 42660 |
| Unilever Tea | 1120 | 320 | 920 | 800 | 760 | 1160 | 1600 | 320 | 1480 | 800 | 120 | 160 | 4320 | 1520 | 3720 |
| James Finlay | 440 | 320 | 680 | 440 | 960 | 1040 | 600 | 1000 | 960 | 0 | 0 | 0 | 1480 | 2280 | 2680 |
| Eastern Produce | 1560 | 1380 | 1240 | 2720 | 4180 | 4,200 | 3000 | 3040 | 3680 | 600 | 600 | 520 | 7880 | 9200 | 9640 |
| Others (K) | 4659 | 5800 | 3,400 | 9540 | 9720 | 9,720 | 19823 | 11540 | 12340 | 3466 | 2580 | 2000 | 37488 | 29640 | 27460 |
| Uganda | 1960 | 2440 | 1780 | 2780 | 3520 | 2,640 | 2560 | 4720 | 3358 | 1160 | 1400 | 1080 | 8460 | 12080 | 8858 |
| Tanzania | 160 | 240 | 360 | 400 | 240 | 240 | 200 | 280 | 200 | 120 | 120 | 120 | 880 | 880 | 920 |
| Rwanda | 1840 | 1400 | 1760 | 2380 | 1480 | 1560 | 1180 | 840 | 520 | 420 | 400 | 360 | 5820 | 4120 | 4200 |
| Burundi | 1040 | 1000 | 1120 | 880 | 840 | 760 | 320 | 320 | 400 | 240 | 320 | 320 | 2480 | 2480 | 2600 |
| 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 23979 | 24060 | 21900 | 40320 | 44460 | 39840 | 36803 | 29300 | 31778 | 10646 | 10460 | 9220 | 111748 | 108280 | 102738 |

Buyer Purchases of Teas Offered by Grade (in Packages)

| BUYER | % | Total | BP1 | PF1 | PD | D1 | BP2 | PF2 | D2 | FNGS | BMF |
|---------------------------------------|---------------|----------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|
| 1 CARGILL KENYA LTD | 13.84 | 18,360 | 3,000 | 12,640 | 2,240 | 480 | | | | | |
| 2 JAMES FINLAY MOMBASA LIMITED | 8.59 | 11,400 | 640 | 2,400 | 7,160 | 320 | 60 | 180 | | 640 | |
| 3 COFFTEA AGENCIES LTD | 5.70 | 7,560 | 3,200 | 1,720 | 320 | | | 120 | | 1,700 | 500 |
| 4 CHAI TRADING COMPANY LTD | 5.20 | 6,899 | 680 | 3,380 | 2,120 | 639 | 40 | 20 | 20 | | |
| 5 GLOBAL TEA & COMMODITIES KENYA LTD. | 4.93 | 6,540 | 600 | 1,120 | 2,680 | 1,760 | | 20 | 340 | 20 | |
| 6 SSOE (KENYA) LIMITED | 4.73 | 6,280 | 1,520 | 1,560 | 580 | 360 | 760 | 180 | 440 | 300 | 580 |
| 7 LAB INTERNATIONAL KENYA LTD | 4.12 | 5,460 | 240 | 800 | 3,240 | 1,060 | 20 | 100 | | | |
| 8 MOMBASA COFFEE LTD | 3.60 | 4,780 | 160 | 320 | 2,680 | 1,320 | 300 | | | | |
| 9 M.J. CLARKE LTD | 2.67 | 3,540 | 40 | 980 | 1,900 | 120 | 60 | 120 | 80 | 240 | |
| 10 ABBAS TRADERS LTD | 2.10 | 2,780 | 40 | 940 | 1,000 | 200 | 100 | 60 | 440 | | |
| 11 VAN REES KENYA LIMITED | 1.79 | 2,380 | 160 | 880 | 320 | 40 | | 340 | 20 | 620 | |
| 12 GOLD CROWN FOODS (EPZ) LTD | 1.58 | 2,099 | 139 | | 360 | 380 | 160 | 140 | 300 | 480 | 140 |
| 13 STANSAND (A) LTD | 1.40 | 1,860 | 200 | 1,000 | | | | 500 | | 160 | |
| 14 DEVCHAND KESHA V JI (K) LTD | 1.06 | 1,400 | | 1,400 | | | | | | | |
| 15 SUMMER LINER CO. LTD | 1.03 | 1,360 | | | | | 480 | 40 | | 60 | 780 |
| 16 EMPIRE KENYA (EPZ) LTD | 0.98 | 1,300 | 800 | 200 | 200 | | | | | 100 | |
| 17 SHAKAB EXPORT & IMPORT CO. LTD | 0.96 | 1,280 | | 460 | 200 | 340 | 80 | | 180 | 20 | |
| 18 PWANI HAULIERS | 0.78 | 1,040 | | | | | | | | | 1,040 |
| 19 CHAMU SUPPLIES LIMITED | 0.74 | 980 | | 440 | 40 | 60 | | 120 | 80 | 240 | |
| 20 LINDOP & COMPANY (KENYA) LTD | 0.72 | 960 | | 240 | | 20 | | 460 | | 240 | |
| 21 AL EMIR LIMITED | 0.68 | 900 | 40 | 740 | | | 40 | 80 | | | |
| 22 DRINCO INTERNATIONAL LIMITED | 0.63 | 840 | | 380 | | | | | | 320 | 140 |
| 23 RANFER TEAS KENYA LTD | 0.54 | 720 | 320 | 40 | 240 | 40 | | 80 | | | |
| 24 ALIBHAI RAMJI (MSA) LTD | 0.53 | 700 | | 480 | 80 | 80 | | 40 | | 20 | |
| 25 IMPERIAL TEAS (EPZ) LTD | 0.50 | 666 | | 40 | 280 | 186 | 40 | | 120 | | |
| 26 TROPICAL CROPS & COMMODITIES | 0.48 | 640 | 40 | | | | 120 | | 60 | 360 | 60 |
| 27 JALEEL TRADING COMPANY | 0.30 | 400 | | | | | | 20 | | | 380 |
| 28 LULA TRADING COMPANY | 0.30 | 400 | | | | | | | | | 400 |
| 29 KIRINDO TRADERS LIMITED | 0.27 | 360 | | | | | 160 | | 20 | 120 | 60 |
| 30 TRANS-ATLANTIC TRADING Co. LTD | 0.27 | 360 | | | 320 | 40 | | | | | |
| 31 AEON TEA KENYA LIMITED | 0.23 | 300 | 200 | | | | | | | 100 | |
| 32 AIMCO ENTERPRISES LTD | 0.23 | 300 | | | | | | | | 180 | 120 |
| 33 TUSHA TEA LTD | 0.18 | 240 | | | | 20 | | | | 220 | |
| 34 MAISHA COMMODITIES | 0.17 | 220 | | 40 | | | | 80 | 20 | 80 | |
| 35 TEAVANA TEA STORE LTD | 0.17 | 220 | | | | | | | | | 220 |
| 36 LUTEX LIMITED | 0.14 | 180 | | 40 | | | | 80 | | 40 | 20 |
| 37 AL KHALIFA ENTERPRISES LTD | 0.12 | 160 | | | | | | | | | 160 |
| 38 AXIS TEA & SERVICES LIMITED | 0.09 | 120 | | | | | | | 20 | | 100 |
| 39 MCLEOD RUSSEL AFRICA LIMITED | 0.09 | 120 | 120 | | | | | | | | |
| 40 RIOTANA TRADING LIMITED | 0.08 | 100 | 40 | | | | 60 | | | | |
| 41 TANZIL TRADING LIMITED | 0.06 | 80 | | | | | | | | | 80 |
| 42 AFRO TEAS LTD | 0.05 | 60 | | 20 | | 40 | | | | | |
| 43 DELSTA TEA LIMITED | 0.03 | 40 | 40 | | | | | | | | |
| 44 INDO-AFRICAN TEA CO. (K) LTD. | 0.03 | 40 | | 40 | | | | | | | |
| 45 TRUST TEA TRADERS EAST AFRICA LTD | 0.03 | 40 | | | | 40 | | | | | |
| 46 FIRST CUP COFFEE LTD | 0.02 | 20 | | | | | | 20 | | | |
| 47 SUWAD ENTERPRISE LIMITED | 0.02 | 20 | | | | | 20 | | | | |
| Total Sold | 72.76 | 96,504 | 12,219 | 32,300 | 25,960 | 7,545 | 2,500 | 2,800 | 2,140 | 6,260 | 4,780 |
| Withdrawn | 0.26 | 340 | 80 | 100 | 80 | 40 | 20 | | 20 | | |
| Unsold | 27.01 | 35,835 | 11,560 | 7,621 | 11,183 | 2,940 | 240 | 300 | 420 | 1,411 | 160 |
| % Unsold | | | 48 | 19 | 30 | 28 | 9 | 10 | 16 | 18 | 3 |
| Grand Total | 100.00 | 132,679 | 23,859 | 40,021 | 37,223 | 10,525 | 2,760 | 3,100 | 2,580 | 7,671 | 4,940 |
| Sale 34/21 | 67.60% | 87,895 | 11,960 | 29,735 | 22,220 | 6,280 | 2,160 | 2,740 | 2,160 | 6,200 | 4,440 |
| Sale 33/21 | 67.12% | 91,540 | 13,100 | 29,280 | 21,340 | 5,840 | 2,680 | 2,900 | 2,920 | 8,040 | 5,440 |
| Sale 32/21 | 63.01% | 105,467 | 13,080 | 42,420 | 21,647 | 6,680 | 2,400 | 3,360 | 3,080 | 7,500 | 5,300 |
| Sale 31/21 | 77.35% | 141,340 | 15,420 | 56,020 | 38,100 | 9,360 | 2,760 | 3,560 | 2,960 | 7,740 | 5,420 |
| Sale 30/21 | 82.59% | 135,260 | 15,680 | 56,240 | 34,600 | 10,460 | 2,380 | 2,640 | 2,460 | 5,880 | 4,920 |
| Sale 29/21 | 49.52% | 93,860 | 10,360 | 30,140 | 26,180 | 6,200 | 2,780 | 2,860 | 2,600 | 6,400 | 6,340 |

Other Tea Auction Centres

Jakarta: at Sale 33 held on the 25th August, 2021. Today's auction offerings of 8,260 psacks included 1,860 psacks CTC teas. There was all round better general demand with the brighter West Java teas meeting more interest. Market remained buoyant with prices fully firm to dearer for the brighter teas. Apart from Unilever, there was strong interest in evidence from the buyers for the USA, the UK, Russia and Malaysia.

Colombo: at Sale 33 held on 24th and 25th August, 2021, The 0.93 Mkg of Ex Estate teas on offer met with improved demand. Select best Western High Grown BOPs were irregularly lower, the below best and plainer varieties were firm. Select best Western High Grown BOPFs were tending lower, however the below best and plainer sorts gained Rs.20/- to Rs.30/- and more as the sale progressed. Nuwara Eliya BOPs were substantially dearer, however the BOPFs were tending easier with some invoices remaining unsold. Udupusselawa BOPs were mostly easier, the BOPFs too started off firm, but gained as the sale progressed. Brighter seasonal BOP/BOPFs sold well following special inquiry, the others were mostly firm on last levels. Low Grown CTC BPs were firm to a little dearer, the High and Medium sorts too were firm. Low Grown PF1s were firm to a little dearer at times, the Medium sorts were firm to a little easier following quality, the High Grown sorts were irregularly dearer at times. The 2.9Mkg of Low Grown teas which were on offer met with fair demand. Select best OP1s were dearer, best and below best OP1s met with improved demand. BOP1s attracted improved demand. Select best and best OPAs were firm, others too maintained last levels. Well-made Bold Pekoes were firm, mixed varieties were irregularly lower. Shotty Pekoe1s shed few rupees. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs met with fair demand. Select best BOPs declined sharply. Select best and best FBOPs were firm, others too attracted fair interest. Select best FBOPF1s were irregularly lower to last, others were firm. FBOPFs attracted reasonable interest. Best Premium Flowery teas met with good demand, others were firm. Turkey, Russia, Iran and the C.I.S. countries lent fair support. Libya and Iraq were active.

Chittagong: at Sale 15 held on 23rd August, 2021, CTC LEAF: 49,153 packages of Current Season teas on offer met with a fairly good demand. BROKENS: Well made good liquoring small Brokens were in good demand and sold at around last levels. Other varieties met with a fairly good demand but eased slightly. Plain and BLF teas were an irregular market with quite fair withdrawals. FANNINGS: Good liquoring Fannings met with a good demand and were generally firm on last. Medium sorts were a fairly good market and often sold at last levels. Plain and BLF teas were irregular with quite a lot of withdrawals. CTC DUST: 13,515 packages of Current Season & 25 packages of Old Season teas on offer met with fairly good demand. Good liquoring Dusts sold well at around last levels except for CDs which were an easier market and there were more withdrawals compared to last sale. Others were steady to slightly dearer following competition. Plain and BLF Dusts met with less demand and sold at easier rates with lot of withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: Blenders continued to be the mainstay of the market with more participation from the Loose tea buyers this week. As a result, select good liquoring varieties were a dearer market. All others also met with a little more interest but tended easier. CDs were not well supported as before.

Cochin: no Sale

Calcutta: Sale 34 held on 24th, 25th and 26th August, 2021. **CTC Leaf:** There

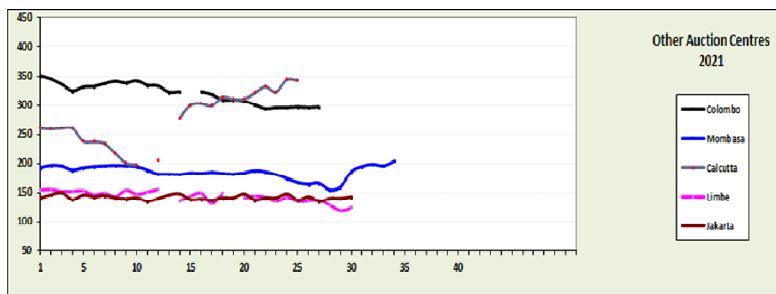
Auction Offerings

| Centre | Week 34 | Week 35 | Week 36 | Week 37 |
|--------------|----------------|----------------|----------------|----------------|
| | 23-Aug | 30-Aug | 06-Sep | 13-Sep |
| Mombasa | 129,475 | 132,399 | 128,659 | 121,938 |
| Limbe | 3,800 | 4,440 | - | - |
| Colombo | 6.8m/kgs | 6.6m/kgs | 6.7m/kgs | - |
| Jakarta | - | 7,320 | - | - |
| Calcutta | 157,965 | 169,996 | - | - |
| Guwahati | - | 178,995 | - | - |
| Chittagong | 62,125 | 56,008 | - | - |
| Total | 133,275 | 323,154 | 128,659 | 121,938 |

was good demand. Best and good Assams were barely steady to irregularly easier except for select brightest descriptions which were around last. Well-made & liquoring teas in the medium categories were well received and were steady whilst the remainder was irregularly easier. Good and other well-made Doors were steady. The remainder, including plainer and BLF sorts were barely steady to easier. **DUST:** There was good demand. Brighter liquoring Assams were barely steady. The remainder was irregular and mostly easier with quality. M/s Tata Consumer Products remained very active in both markets operating on a broad spectrum of the offerings. M/s Hindustan Unilever was active primarily on brighter descriptions in both markets. Western India segments were active on brighter liquoring Assams. Export interest was very limited. Regional packers & internal traders showed some interest. Local buyers were active on the Doors. **ORTHO-DOX:** Orthodox teas continued to be well received at firm to occasionally dearer levels, especially bold whole leaf and stylish clean large brokens. Tippy teas realized prices commensurate with quality while a few flaky brown sorts settled lower. Well-made leafy Fannings were steady, the remainder was easier. The Middle East offtakes were widespread with some demand from Russia/CIS and other destinations.

6

Guwahati: at Sale 34 held on 25th August, 2021. **CTC:** Demand was good for good, best, better medium Assams and fair for the remainder teas on offer at around last levels. Buying pattern: HUL/TCPL lent good support and their intakes were higher than the last week. There was selective export enquiry on bolder brokens and fannings. There was good support forthcoming from Western India buyers while buyers for other destinations operated selectively. **DUST:** The dust sale witnessed good demand. Better liquoring Assam dusts were firm to dearer. Remainder varieties were absorbed around last levels. Brown/fibrous dusts however continued to be discounted. Buying pattern: There was good support forthcoming from HUL/TCPL and buyers for Western India destinations. Exporters lent fair support.



News Articles of Interest



Monday, 13 August, 2021

Finlays launches Trust to work with the local community.

James Finlay (Kenya) Limited has officially launched a Trust that seeks to empower communities and nurture sustainable growth in Kericho and Bomet Counties. According to the company in the tea value chain, the Finlays Community Trust aims to deliver maximum social, environmental and economic benefits by taking a collaborative approach in working with the local communities, thus creating shared value. The Trust, which will receive enhanced funding from James Finlay Kenya, will replace the existing Finlays Charitable Trust and will take on existing commitments and initiatives of the previous Trust, including welfare, infrastructure, conservation of the environment and education for communities. "We are delighted to announce the launch of the Finlays Community Trust, which represents a significant evolution in our commitment and approach to supporting and empowering the communities we serve. Nurturing collaboration with community partners will help to stimulate job creation, boost economic development, build community capacity and leadership in the two counties." Said James Finlay (Kenya) Limited Managing Director Simeon Hutchinson. The Trust is aimed at building a collaborative partnership with the local community, providing it with control over how funding is allocated to different projects. Finlays will provide Ksh 23.1m for local scholarships and Ksh 13m for overseas scholarships. Funding for other projects will also be increased. The amount available each year will vary depending on a number of factors, such as the number of projects prioritized, the complexity of projects selected and the ability of the businesses cash flow to fund the activities. The Trust will be independent and will have three trustees from the local community to give the community an equal voice in the ownership and administration of the Trust. Speaking at the launch, the new Chair of the Finlays Community Trust, Rt. Rev. Alfred K. Rotich said that "I am excited because what we launched today is a game-changer for the communities in Kericho and Bomet. Finlays has set a good example and is empowering the community to lead and take ownership of projects that will improve the lives of people. The community best understands their pain points and now have an opportunity to continuously empower themselves and shape their future. I would like to encourage the community to take advantage of the new Trust and work together with the Trustees to develop and design initiatives that will make a difference in our two counties." Initially, James Finlay (Kenya) Limited will work closely with the Chairman and Board of Trustees to provide guidance and expertise in

various aspects to ensure the success of programmes. However, over time, the Trust will become increasingly independent from James Finlays (Kenya) Limited. To ensure accountability and transparency, regular reports on funding allocation will be published each year. Finlays has been in sustainable tea production in Kenya for nearly 100 years. It says the launch of the new Trust is expected to nurture and develop more community partnerships over the years and enhance both the organization and community outcomes in the two counties. Source: <https://kilimoneews.co.ke/>

Tuesday, 24 August, 2021

65,000 tonnes of fertilizer for tea farmers arrive at Mombasa Port

Approximately 65,000 tonnes of fertilizer imported by the Kenya Tea Development Agency Management Services Limited (KTDA MS) for smallholder farmers in the country has landed at the port of Mombasa, awaiting packaging and distribution. The NPK 26:5:5 chemically compounded fertilizer was procured directly from two international companies – Ameropa AG of Romania and Indagro SA of Switzerland at a total cost of USD 29m (C&F Mombasa). The Agency says the cost of fertilizer has been negatively impacted by the rising cost of natural gas (a key component in the manufacture of NPK chemically compounded fertilizer), unfavourable exchange rates, global supply constraints, high crude oil costs and the cost of shipment among other factors. The final cost of a 50kg bag of fertilizer the Agency adds will be determined once clearing and transport costs to respective tea factories across the country as well as marine and overland insurance costs have been factored in. The supply of this year's fertilizer follows the floating of a competitive international tender early in the year. A local tender to supply an additional 21,000 tonnes of fertilizer has been issued to satisfy the unmet demand of the commodity. Application of fertilizer to tea bushes at the outset of short rains is necessary to ensure consistent high quality and quantity of green leaf essential for premium tea production. KTDA says it has ensured fast, cost-effective and convenient delivery to all registered smallholder farmers with arrangements having been made with transporters to move the fertilizer to factories straight from the port. Last year, the agency did not procure fertilizer for smallholder farmers as a result of logistical challenges presented by the then-emerging COVID-19 pandemic. KTDA procures fertilizer in bulk for more than 630,000 small scale tea farmers, who are the shareholders of its managed factories, through competitive bidding. The fertilizer is distributed to the farmers through their respective factory companies. "This arrangement enables small scale tea farmers to access high-quality fertilizer at the most competitive price and in a reliable manner. The KTDA fertilizer credit scheme enables farmers to pay in instalments for the fertilizer they have ordered for use on their farms. These payments are made over several months to ease the farmer's burden on the purchase of fertilizer which is a major input cost in tea farming," says the Agency. KTDA Holdings chairman David Ichoho noted that his board has been engaging



the government with a view of getting a subsidy for the fertilizer for the farmers and is hopeful that the government will favourably consider this request which will alternately enable affordable fertilizer. Source: <https://kilimoneews.co.ke/>

Tuesday, 31 August, 2021

KTDA seeks Sh1b in fertiliser subsidy to cushion tea farmers

Kenya Tea Development Authority (KTDA) is appealing for a Sh1 billion subsidy from the government to help cushion tea farmers from high cost of fertiliser. David Ichoho, KTDA Holdings chairman said a 50 kg bag of tea fertiliser currently retails at Sh3,072, which is too high and majority of tea farmers are unable to afford thereby negatively impacting their production. He expressed optimism that once the government approves the subsidy, through the ministry of Agriculture, the cost will decline slightly to Sh2,500 per 50kg bag, depending on the distance of transshipment. "We have already made a request for a government subsidy of Sh1 billion. That request is under consideration and we are very optimistic that the government will factor it in to help reduce the cost of fertiliser to our farmers," said Ichoho. Ichoho was speaking during a media briefing on the sidelines of a tea sector stakeholders meeting in Mombasa. The agency has confirmed that some 65,000 tonnes of fertiliser equivalent to 1.7 million 50 kg bags of fertiliser have arrived at the Port of Mombasa and transshipment to various areas of the country has begun in earnest. "As we talk already some companies have received fertiliser, and it's being transported from the port through the Standard Gauge Railway to cut cost and ensure efficiency. This is the first time we are using the cargo train because it's efficient," said Ichoho. The agency has also decried fertiliser deficit of about 400,000 bags countrywide. Many farmers are stranded from the fertiliser cost, therefore impacting production of tea from farmers.

Fill the deficit

"We were expecting a total of 1.7 million bags of 50 Kg but what we were able to get is 1.3 million bags, so we have a shortage of about 400,000 bags, and we have advertised for procurement so that we can see whether we can fill the deficit within the standards required," said Ichoho. He reiterated that tea sub-sector reforms are inevitable as it seeks to streamline the multi-billion sector. "There is no victimisation in the restructuring; ideally there are short-term and long-term objectives which are implemented systematically," he said, adding that among the reforms is the full implementation of Tea Act 2020. Source: <https://www.pd.co.ke/>

Regional Weather Conditions and World Crop

Kenya: Murang'a: There was no rainfall recorded throughout the week. The highest and lowest temperatures were 28°C & 11°C respectively. Crop intake averaged 53 tonnes /day on a 6 day plucking cycle. The area was dry throughout the week.

Nyeri: The week was sunny. No rainfall was recorded throughout the week. The highest and lowest temperatures were 23°C & 12°C respectively. Crop intake was at an average of 32 tonnes/day on a 5 day plucking cycle.

Meru: The week was sunny and warm with the exception of Thursday which was cloudy in the morning. No rainfall activity was recorded throughout the week. The highest and lowest temperatures were 26°C & 12°C respectively. Crop intake averaged 37 tonnes/day on a four day plucking cycle.

Sotik: The area experienced sunny mornings and showers in the afternoons with one day registering rainfall of 26mm. The highest and lowest temperatures were 26°C & 11°C respectively. Factory utilization remained as at last week's levels.

Kericho: The week under review had sunny intervals in the mornings followed by cloudy and irregular showers in the afternoons. A total of 35.8 mm of rainfall was recorded with two estates reporting hail damages. Average temperatures were highs of 22°Celsius and lows of 9°Celsius. Crop intake went down by 6% compared to the previous week's levels. Gradual crop improvement expected in the coming weeks but overall, crop on offer is still low.



The trouble with weather forecasting is that it is right too often for us to ignore it and wrong too often for us to rely on it.

Uganda: there was some rainfall activity in most tea growing areas. Fort Portal area received 32mm (67mm), Homa received 77 mm (55.0mm). Bushenyi received 17mm (23mm). Kibale received 16mm(81mm) of rainfall. Average temperatures were highs of 30°Celsius and lows of 16°Celsius. Crop volumes are low.

Weather forecast for 31st August to 7th September 2021

Headline: Heavy to very heavy rainfall is expected over parts of northern Ethiopia, western Eritrea, and southern Sudan. Authorities and the public are advised to take appropriate measures to protect lives and livelihoods.

- **Heavy to very heavy rainfall (top 10-5% on record)** is expected in regions of southern Sudan (parts of white Nile, Sennar, Gedaref, Kordofan, and Darfur states), western and northern Ethiopia (parts of Tigray, Amhara, Oromia, and Benishangul Gumuz), and western Eri-

tea. Total rainfall above 100 mm is forecast in these regions.

Moderate rainfall between 50 - 100 mm is expected over southern Sudan, northern South Sudan, central and western Ethiopia, and limited regions of Gash-Barka and Debub in Eritrea.

Light rainfall less than 30 mm is expected over parts of central Sudan, western South Sudan, northern Uganda, parts of western and coastal Kenya, northern and southern Somalia, and coastal Tanzania.

Dry conditions are expected in Rwanda, Burundi, much of Tanzania, much of Kenya, central Somalia, southern Ethiopia, southern Uganda, south-eastern South Sudan, and northern Sudan.

Crop production Kenya:

The Crop decline continued further due to the following factors:-

The impact of the cold season persists. The rains also continue on the decline and the dry spell persists. The pruned fields are yet to recover from prune. The impact of non application of fertilizers in the year 2020 for KTDA small holder farms.

All these factors have contributed to the decline in crop production.

Uganda: Crop volumes decreased further. This past week there was some rainfall activity recorded in all the tea growing areas. however despite the rainfall received the crop volumes are still low.

Malawi: Crop intake continues on a downward trend.

| | 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 | + / - | 2020 | 2019 |
| | Variance | | | | | | | | | | | | | | | |
| Bangladesh | 0.3 | 1.2 | 1.7 | 3.9 | 6.3 | 13.5 | 12.2 | 11.3 | 12.1 | 13.4 | 10.5 | 7.0 | 25.7 | 1.5 | 90.7 | 94.6 |
| North India | - | 2.2 | 46.9 | 51.4 | 77.4 | 143.6 | 140.7 | 142.9 | 163.8 | 155.6 | 127.6 | 53.4 | 321.5 | 72.1 | 1,033.4 | 1,170.6 |
| South India | 16.1 | 15.3 | 19.6 | 22.0 | 24.4 | 25.9 | 20.3 | 16.8 | 24.1 | 20.2 | 21.4 | 18.1 | 123.3 | 24.8 | 219.4 | 218.7 |
| Sri Lanka | 23.1 | 22.3 | 28.4 | 29.6 | 30.4 | 25.9 | 26.2 | 22.4 | 21.9 | 23.4 | 24.8 | 28.5 | 185.9 | 31.1 | 275.9 | 298.1 |
| Kenya | 48.9 | 43.3 | 48.7 | 44.3 | 45.3 | 46.4 | 36.6 | 38.5 | 43.4 | 48.3 | 47.7 | 54.4 | 230.5 | (24.8) | 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 | 1.2 | 0.8 | 1.7 | 2.7 | 2.5 | 2.2 | 16.7 | (0.8) | 28.6 | 33.9 |
| Rwanda | 3.2 | 3.0 | 3.4 | 3.3 | 3.7 | 3.3 | 2.1 | 1.6 | 1.7 | 2.5 | 3.3 | 3.5 | 22.0 | 1.4 | 33.2 | 32.2 |
| Malawi | 7.0 | 7.2 | 8.0 | 6.4 | 3.8 | 2.1 | 1.8 | 1.3 | 2.8 | 2.1 | 1.4 | 5.3 | 36.3 | 4.0 | 45.2 | 48.3 |
| Total | 107.5 | 101.1 | 160.0 | 163.8 | 193.8 | 216.2 | 30.1 | 235.6 | 237.5 | 4.6 | 245.8 | 179.1 | 972.5 | 107.9 | 2,325.3 | 2,415.1 |
| Variance | (4.6) | (0.0) | 34.0 | 39.6 | 4.3 | 32.8 | 0.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 106.8 | | | |

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 | Year : 2021 | Year : 2020 | Year : 2019 |
|-------------------|-----------|-------------------|--------------------|-----------------------|---------------------------|---------------------------|---------------------------|
| | | | | Av. Price US\$ weekly | Av. Price US\$ monthly | Av. Price US\$ monthly | 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 | | 1.89 | | | |
| | | | 40,795,250 | | 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 | | 1.97 | | | |
| 9 | 02-Mar-21 | 11,205,377 | 49,987,885 | | 1.95 | 2.03 | 2.03 |
| 10 | 09-Mar-21 | 11,019,249 | | 1.95 | | | |
| 11 | 16-Mar-21 | 11,259,688 | | 1.89 | | | |
| 12 | 23-Mar-21 | 11,064,181 | | 1.88 | | | |
| 13 | 30-Mar-21 | 11,146,680 | 55,691,175 | | 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 | | 1.96 | | | |
| 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 | | 31,591,467 | | 1.98 | 1.92 | 1.92 |
| 36 | 07-Sep-21 | | | | | | |
| 37 | 14-Sep-21 | | | | | | |
| 38 | 21-Sep-21 | | | | | 1.94 | 2.08 |
| 39 | 28-Sep-21 | | | | | | |
| 9 mths Totals: | | | | | | \$1.94 406,720,334 Kgs | \$2.00 344,324,012 Kgs |
| 40 | | | | | | | |
| 41 | | | | | | | |
| 42 | | | | | | | |
| 43 | | | | | | 1.90 | 2.22 |
| 44 | | | | | | | |
| 45 | | | | | | | |
| 46 | | | | | | | |
| 47 | | | | | | 1.90 | 2.19 |
| 48 | | | | | | | |
| 49 | | | | | | | |
| 50 | | | | | | | |
| 51 | | | | | | 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 | | | | | |
|------------------------------------|-----------------------------------|-------------|------------|----------------|--------------|
| Country : | Year : 2021 | | Country : | Year : 2020 | |
| | Sale Nos: 1 to 30 (7 months) | Kilos ' 000 | | Kilos ' 000 | Av. Prc US\$ |
| Kenya | 260,710 | 1.93 | Kenya | 268,952 | 2.02 |
| Uganda | 43,050 | 1.17 | Uganda | 39,809 | 1.18 |
| Tanzania | 3,063 | 0.99 | Tanzania | 4,330 | 1.13 |
| Rwanda | 15,812 | 2.55 | Rwanda | 14,223 | 2.83 |
| Burundi | 4,224 | 1.96 | Burundi | 4,920 | 2.21 |
| Malawi | - | - | Malawi | - | - |
| Mozambique | - | - | Mozambique | 235 | 0.79 |
| D R Congo | - | - | D R Congo | - | - |
| Madagascar | 99 | 1.01 | Madagascar | - | - |
| Ethiopia | 132 | 1.36 | Ethiopia | 556 | 1.19 |
| Total : | 327,090 | 1.85 | | 333,025 | 1.94 |

| | | |
|-----------------|---------|------|
| 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