

TEA

TEA BROKERS EAST AFRICA LIMITED

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

Tea Trade Centre
 Nyerere Avenue
 PO Box 87296 - 80100



Tea Market Report: Sale 37 of 13th - 14th September, 2021

Good but irregular demand prevailed for the 121,938 packages (7.97m/kgs) in the market with prices following quality. 23.68% were unsold.

Leaf Grades

Offerings: 60,400 packages (3.92m/kgs) and 30.79% were unsold.

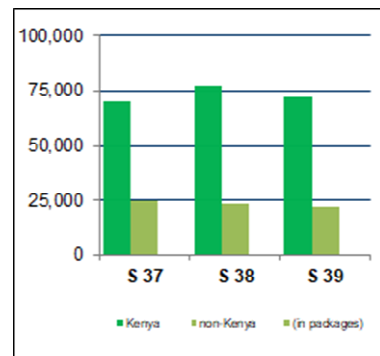
The Best **BP1s** in the market held steady to USC20 below last levels following quality with Brighter categories a weak feature and eased substantially with a few lines unsold but improved invoices held value with quality. Medium varieties met an irregular enquiry ranging between steady to USC13 dearer to easier by a similar margin and some lines remained without bids. Improved Lower Mediums gained USC2 - USC8 but others were discounted by USC6 - USC23 with some invoices unsold while Plainer categories were irregular varying between USC2 - USC16 above previous week's rates to easier by

Current and Future Fresh Auction Offerings

Country	Sale 37 13 - 14 Sept'21		Sale 37 14 - 16 Sept'20		Sale 38 20 - 21 Sept'21		Sale 39 27 - 28 Sept'21	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	59,880	10,060	76,280	9,880	66,440	10,580	62,700	9,320
Uganda	10,940	6,838	13,320	7,160	9,820	7,140	9,240	6,180
Tanzania	480	460	240	140	680	540	920	800
Rwanda	3,640	800	4,800	680	3,240	640	3,320	620
Burundi	1,280	320	2,080	300	1,400	280	640	160
Zambia	0	0	0	0	0	0	0	0
Malawi	0	0	0	0	0	0	0	0
Madagascar	0	0	0	0	0	0	0	0
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	0	0	0	0
Mozambique	0	0	0	0	0	0	0	0
Ethiopia	0	0	0	0	0	0	0	0
Reprints	25,040	2,200	18,400	3,540	20,781	2,236	29,839	2,140
Total	76,220	18,478	96,720	18,160	81,580	19,180	76,820	17,080
	94,698		114,880		100,760		93,900	

USC6 - USC10 and a few teas were neglected.

Best **PF1s** available were steady to USC16 above previous week's prices closely following quality with Brighter categories irregular ranging between steady to USC10 dearer to easier by up to USC35 and a few lines were unsold. Medium types held firm to USC6 above last rates while lower Medium sorts saw an ir-



regular interest with improved lines firm to USC14 dearer while others were discounted by a similar margin and a few invoices remained without bids. Plainer descriptions varied between steady to USC21 above last rates to easier by USC3 to USC18 and some teas were unsold.

CTC Quotations and Highest Prices (USC)

	BP1		PF1	
Best	260	- 650	306	- 346
Good	256	- 290	300	- 335
Good Medium	246	- 285	270	- 318
Medium	260	- 280	250	- 270
Lower Medium	124	- 189	110	- 220
Plainer	118	- 160	104	- 188

Cont...../Page 2

continued ..

DUST Grades

Offerings: 40,860 packages (3.01m/kgs) and 19.58% remained unsold.

Best **PDUSTs** in the market gained USC6 - USC8 while Brighter varieties held steady to USC18 above previous week's levels. Medium categories were firm to USC26 dearer but some lines remained unsold. Lower Medium types were irregular varying between USC3 - USC10 above last prices to easier by USC6 - USC34 with some teas unsold while Plainer categories were about steady to USC9 below previous week's rates and some invoices remained without bids.

The Best **DUST1s** on offer were well absorbed appreciating by USC2 - USC26 closely following quality while Brighter types held firm to USC9 above last prices but

a few lines remained unsold with Medium varieties strongly competed for, advancing by up to USC60 but a few invoices were unsold. Lower Medium sorts met an irregular enquiry with improved lines gaining USC20 - USC35 while others eased by USC5 - USC35 and a few teas remained unsold. Plainer descriptions were discounted by USC5 - USC8 where sold but a few improved invoices were up to USC5 dearer.

Secondary Grades

Offerings: 20,678 packages (1.037m/kgs). 11.03% were unsold.

In the Secondary Catalogues, BPs gained with Best PFs dearer while others were steady. Clean well sorted coloury Fannings were firm while similar DUSTs held value. Other Fannings were firm with

DUSTs steady. BMFs were well absorbed.

Markets

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

CTC Quotations and Highest Prices (USC)

	PD		D1	
Best	298	- 346	298	- 320
Good	258	- 342	294	- 310
Good Medium	278	- 326	296	- 314
Medium	258	- 274	235	- 250
Lower Medium	104	- 248	100	- 235
Plainer	089	- 178	085	- 170

Secondary Quotations (USC)

	BP/BP2	PF/PF2	FNGS1/FNGS	DUST / DUST2	BMF
Best/Good	186 - 256	220 - 242	120 - 206	082 - 240	
Good Medium / Medium			140 - 192	121 - 175	
Lower Medium	110 - 166	082 - 160	072 - 157	072 - 132	070 - 082
Plainer	089 - 134	090 - 178	080 - 142	064 - 138	068 - 084

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	58,820	4,133,275	228	9,399	461,781	118	68,219	4,595,056	217	80,540	5,405,153	205
Uganda	9,340	593,024	123	6,220	302,540	97	15,560	895,564	114	17,700	1,052,504	133
Tanzania	640	37,332	115	580	24,502	88	1,220	61,834	105	240	14,940	135
Rwanda	3,240	225,040	331	740	48,292	192	3,980	273,332	306	5,040	343,506	262
Burundi	560	34,744	227	340	17,652	138	900	52,396	197	2,180	135,814	211
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-

Total	72,600	5,023,415	219	17,279	854,767	114	89,879	5,878,182	204	105,700	6,951,917	197
--------------	---------------	------------------	------------	---------------	----------------	------------	---------------	------------------	------------	----------------	------------------	------------

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkgs	Kgs	USC
Sale 36/21	69,940	4,766,898	215	19,020	953,026	110	88,960	5,719,925	198	105,680	6,885,252	199
Sale 35/21	78,024	5,346,718	216	18,480	903,663	108	96,504	6,250,381	201	106,920	6,949,441	198
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

Average Auction Hammer Prices by Grade and Country

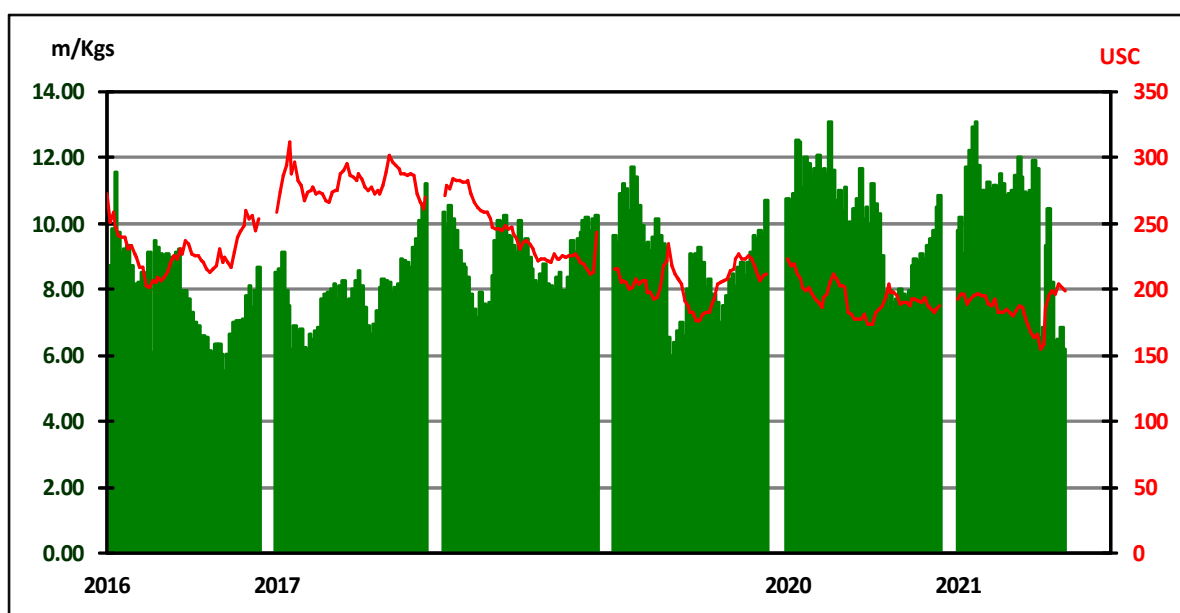
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	230	239	213	232	129	125	104	135	74	217	232	207	214	209	169	124	106	114	67	205
Uganda	130	133	115	108	115	112	96	100	72	114	152	136	142	145	157	120	98	93	66	133
Tanzania	128	124	102	99	97	119	78	108	72	105	-	144	-	144	-	-	88	92	-	135
Rwanda	456	289	289	252	211	227	155	171	-	306	328	249	238	269	229	179	186	150	68	262
Burundi	235	221	230	-	-	-	106	149	-	197	218	223	213	210	-	-	116	138	-	211
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	235	231	202	211	143	123	107	124	73	204	228	203	203	198	186	124	111	109	67	197

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 36/21	216	227	203	198	140	126	104	118	72	198	247	211	204	203	165	126	113	105	65	199
Sale 35/21	224	233	199	198	123	124	112	114	73	201	247	212	202	203	176	130	118	118	64	198
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

Average Auction Prices and Quantities by Country

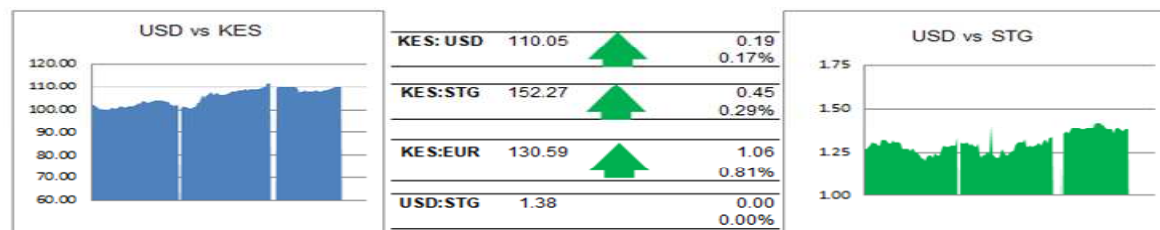
Country	Previous Sale Sale 36/21		Year To Date 2021		Last Year Sale 36/20		Year To Date 2020		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	4,619,281	214	293,747,562	195	5,670,283	209	307,624,450	202	-13,876,888	-7
Uganda	1,177,798	113	50,982,122	116	1,284,810	130	47,513,256	120	3,468,866	-4
Tanzania	57,184	122	3,615,990	100	60,496	122	4,533,604	113	-917,614	-13
Rwanda	288,436	315	18,384,974	259	369,236	267	16,604,998	280	1,779,976	-21
Burundi	55,640	188	4,767,351	197	167,691	225	5,947,892	218	-1,180,541	-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	27,784	101	698,466	115	-566,660	21
Total	6,198,339	199	371,728,748	186	7,580,300	198	383,158,899	194	-11,430,151	-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	38.4	201	6.2	199							371.7	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 110.90-110.05 and reached 110.05 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 109.50 - 110.50 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 37/21		Year To Date 2021		Year To Date 2020		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	69,940	4,714,158	4,510,256	304,923,993	4,672,017	316,076,018	-161,761	-11,152,026
Uganda	17,778	1,022,962	902,581	52,207,150	841,224	48,618,614	61,357	3,588,536
Tanzania	940	46,972	74,399	4,080,032	90,769	4,830,004	-16,370	-749,972
Rwanda	4,440	304,289	268,020	18,357,656	251,308	17,193,457	16,712	1,164,199
Burundi	1,600	97,788	77,180	4,801,435	94,917	6,026,061	-17,737	-1,224,626
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	0	0	2,020	99,835
Zimbabwe	0	0	0	0	0	0	0	0
D R Congo	0	0	0	0	4,462	240,523	-4,462	-240,523
Ethiopia	0	0	1,900	106,726	13,440	672,108	-11,540	-565,382
Total	94,698	6,186,169	5,837,316	384,633,567	5,968,137	393,656,785	-130,821	-9,023,219

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 37	S 38	S 39	S 37	S 38	S 39	S 37	S 38	S 39	S 37	S 38	S 39	S 37	S 38	S 39
KTDA	10640	7800	12840	18520	22640	20520	8840	9600	7880	4660	4120	6280	42660	44160	47520
Unilever Tea	920	1280	840	1160	1440	1600	1480	620	840	160	200	280	3720	3540	3560
James Finlay	680	680	680	1040	960	720	960	1640	1520	0	0	0	2680	3280	2920
Eastern Produce	1240	1800	1520	4200	3800	4,400	3680	3020	3200	520	760	760	9640	9380	9880
Others (K)	3400	4040	4,900	9720	9180	8,340	12340	13625	11980	2000	2440	2460	27460	29285	27680
Uganda	1780	1760	2160	2640	2400	2,760	3358	2500	2920	1080	1300	1180	8858	7960	9020
Tanzania	360	400	280	240	400	240	200	240	240	120	280	120	920	1320	880
Rwanda	1760	1400	1160	1560	1840	1560	520	560	680	360	280	440	4200	4080	3840
Burundi	1120	1160	1080	760	960	1200	400	360	360	320	320	360	2600	2800	3000
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	21900	20320	25460	39840	43620	41340	31778	32165	29620	9220	9700	11880	102738	105805	108300

Buyer Purchases of Teas Offered by Grade (in Packages)

BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1 CARGILL KENYA LTD	12.38	15,080	360	10,360	3,960	400					
2 LAB INTERNATIONAL KENYA LTD	7.70	9,380	240	1,680	5,560	1,680	20	20	180		
3 GLOBAL TEA & COMMODITIES KENYA LTD.	7.52	9,160	680	4,260	2,000	1,640		140	340	80	20
4 COFFTEA AGENCIES LTD	7.11	8,660	3,900	1,940	280			40		2,140	360
5 JAMES FINLAY MOMBASA LIMITED	6.39	7,780	640	1,760	4,120		40	440	60	720	
6 SSOE (KENYA) LIMITED	3.84	4,680	920	1,200	120	160	800	180	300	280	720
7 M.J. CLARKE LTD	3.71	4,520	40	1,000	2,560	240		180		500	
8 CHAI TRADING COMPANY LTD	3.02	3,680	80	3,080	520						
9 VAN REES KENYA LIMITED	2.28	2,779		1,080	380	240	259	300	20	500	
10 MOMBASA COFFEE LTD	2.20	2,680	20	840	1,340	440	40				
11 ABBAS TRADERS LTD	1.77	2,160	80	800	780	200	220	20	60		
12 CHAMU SUPPLIES LIMITED	1.76	2,140	780	20	60	40	280	400	60	500	
13 GOLD CROWN FOODS (EPZ) LTD	1.66	2,020		200	1,020	80	40	200	140	180	160
14 AL EMIR LIMITED	1.30	1,580	120	1,240		120		60	40		
15 EMPIRE KENYA (EPZ) LTD	1.28	1,560	400	280	80	320		80	260	140	
16 RANFER TEAS KENYA LTD	1.23	1,500	200	140	920	120		40		80	
17 STANSAND (A) LTD	0.82	1,000		520	200			20		260	
18 SUMMER LINER CO. LTD	0.80	980		120			80	120	20	120	520
19 DRINCO INTERNATIONAL LIMITED	0.76	920		40	80			180	40	420	160
20 ALIBHAI RAMJI (MSA) LTD	0.66	800		200	200	240		120		40	
21 JALEEL TRADING COMPANY	0.64	780						120		40	620
22 SHAKAB EXPORT & IMPORT CO. LTD	0.64	780		560	100	40		40	40		
23 DEVCHAND KESHA V JI (K) LTD	0.62	760		760							
24 LINDOP & COMPANY (KENYA) LTD	0.41	500		460	40						
25 AL KHALIFA ENTERPRISES LTD	0.39	480									480
26 GOKAL TRADING KENYA LTD	0.30	360		160	160			20		20	
27 LULA TRADING COMPANY	0.30	360									360
28 TROPICAL CROPS & COMMODITIES	0.30	360	60	20			80	60		60	80
29 IMPERIAL TEAS (EPZ) LTD	0.26	320			120	80			120		
30 INDO-AFRICAN TEA CO. (K) LTD.	0.26	320		320							
31 MAISHA COMMODITIES	0.23	280	40	80					80	80	
32 MCLEOD RUSSEL AFRICA LIMITED	0.21	260	160						100		
33 KIRINDO TRADERS LIMITED	0.16	200					40		20	40	100
34 TUSHA TEA LTD	0.16	200							200		
35 AFRO TEAS LTD	0.11	140						20			120
36 SARDIA INTERNATIONAL CO. LTD	0.10	120							40		80
37 RIOTANA TRADING LIMITED	0.08	100	60				40				
38 TEAVANA TEA STORE LTD	0.08	100								20	80
39 CRYSTAL LINKS LIMITED	0.07	80								80	
40 GREEN LEAF TRADING CO. LTD	0.07	80						20	20		40
41 TRANS-ATLANTIC TRADING Co. LTD	0.05	60				20		40			
42 AIMCO ENTERPRISES LTD	0.03	40		40							
43 CAPITAL TEA TRADERS	0.03	40					20				20
44 TANZIL TRADING LIMITED	0.03	40									40
45 GREAT WHITE PACKERS LTD	0.02	20							20		
46 MAYMUN ENTERPRISES	0.02	20									20
47 TRUST TEA TRADERS EAST AFRICA LTD	0.02	20					20				
Total Sold	73.78	89,879	8,780	33,160	24,600	6,060	1,979	2,860	2,160	6,300	3,980
Withdrawn	-	-									
Unsold	26.22	31,938	12,560	6,300	7,358	3,040	460	540	160	1,420	100
% Unsold			59	16	23	33	19	16	7	18	2
Grand Total	100.00	121,817	21,340	39,460	31,958	9,100	2,439	3,400	2,320	7,720	4,080
Sale 36/21	69.19%	88,960	11,780	31,800	21,800	4,560	1,360	3,260	2,800	7,280	4,320
Sale 35/21	72.76%	96,504	12,219	32,300	25,960	7,545	2,500	2,800	2,140	6,260	4,780
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

Other Tea Auction Centres

Jakarta: at Sale 36 held on the 8th September 2021. This auction comprised of 7,860 psacks which included 6,120 psacks orthodox and 1,740 psacks CTC teas. There was good general demand at fully firm to dearer levels. The improved sorts met with keen competition from the buyers, resulting in price escalation of 5 upto 10 USc per kg..

Colombo: at Sale 35 held on 7th and 8th September, 2021, The 0.95Mkg of Ex Estate teas on offer met with irregular demand. Select best Western High Grown BOPs gained selectively, the below best and plainer varieties were firm to a little easier at times. Select best Western High Grown BOPFs too gained marginally, however the below best and plainer varieties were irregularly dearer and appreciated as the sale progressed. Nuwara Eliya BOPs sold well, however the BOPFs were barely steady. Udupussellawa BOPs were tending easier at times, the BOPFs declined substantially from last week's levels. Seasonal Uva BOPs declined in value, the BOPFs too followed a similar trend with a number of invoices remaining unsold. Coloury BOPs were easier, whilst the corresponding BOPFs were mostly firm. Low Grown CTC BPs were firm to a little dearer, the High and Medium sorts maintained. Low Grown PF1s were dearer, whilst the High and Medium sorts were firm to a little 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 too met with improved demand. BOP1s attracted fair interest. Select best and best OPAs were firm, others were irregularly lower. Well-made Bold Pekoes were firm, mixed varieties were lower. Well-made Shotty Pekoes1s gained few rupees, others were lower. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs met with fair demand. Select best BOPs were firm on last. Select best and best FBOPs were firm to dearer following quality, others too attracted fair interest. Select best FBOPF1s maintained last levels, best and below best varieties appreciated a few rupees. 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 17 held on 6th September, 2021, CTC LEAF: 441,735 packages of Current Season teas on offer met with little improved demand. BROKENS: Well made good

liquoring Brokens were a good market and tended dearer. Medium varieties were well competed for and were also dearer. Plain and BLF teas were again an easier market with a lot of withdrawals. FANNINGS: Good liquoring Fannings once again met with good demand and were mostly firm. Medium varieties followed a similar trend and were occasionally a little dearer. Plain and BLF teas were again an easier market with a lot of withdrawals. CTC DUST: 11,269 packages of Current Season and 25 packages of Old Season teas on offer met with quite a good demand. Well made good liquoring Dusts were a good market and were fully firm to slightly dearer. Medium varieties met with a good competition and sold at around last levels except for CDs which were easier by Tk.10/- to Tk.15/-. Plain and BLF teas were again an easier market with a lot of withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: Market witnessed some improvement in demand this week with buyers showing more interest and competing more freely. Both Blenders and Loose tea buyers were more active. Higher valued teas once again declined in prices in line with quality. CDs once again were a weak feature of the sale.

Cochin: at Sale 35 held on 1st September, 2021. **CTC Leaf:** Fair demand. Good, medium, and popular varieties easier; plainer sorts easier 1-2c. **Buying pattern:** Upcountry buyers lent fair support. Exporters operated on bolder grades. **ORTHODOX Leaf:** Fair demand. Select best Nilgiris selling at easier rates. Better made medium whole leaf and primary brokens firm and at times easier. Secondaries easier. **Buying pattern:** CIS operating with support from ME and internal. Major Blender and Tunis subdued. **Dust:**

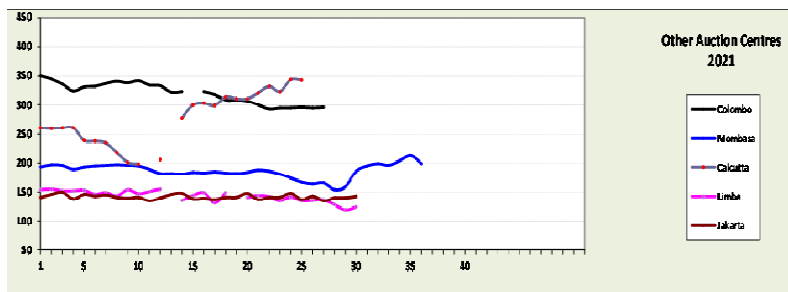
Auction Offerings

Centre	Week 36	Week 37	Week 38	Week 39
	06-Sep	13-Sep	20-Sep	27-Sep
Mombasa	128,659	121,938	123,737	125,879
Limbe	4,500	3,540	5,800	-
Colombo	6.7m/kgs	6	-	-
Jakarta	7,960	7,760	-	-
Calcutta	180,001	184,080	188,396	-
Guwahati	146,904	156,241	187,881	-
Chittagong	53,029	56,058	61,573	-
Total	288,023	289,479	317,418	125,879

Fair demand. Liquoring varieties tending dearer by 2-4c and sometimes more. Mediums and plainers firm. **Buying pattern:** Packeters are the main stay of the market. Local bazaara selective. HUL and exporters active.

Calcutta: Sale 36 held on 7th, 8th and 9th September, 2021. **CTC Leaf:** There was good demand. Best & brighter liquoring good Assams were around last levels. The remainder was barely steady to easier. Better Doors varieties were around last levels. The remainder, including plainer and BLF varieties were easier. **Dust:** There was good demand. Bulk of the offering sold at irregularly easier rates. Ms Tata Consumer Products was active in the leaf sale, with lower activity than the previous week. They showed limited interest in the dust market. Ms Hindustan Unilever was active in the leaf and dust markets primarily on brighter liquoring descriptions. Western India sections were active on best and good Assams. Regional packeteers extended fair support on the offerings. Local buyers were active on the Doors. **ORTHODOX:** Orthodox teas were received well. A few tippy invoices settled slightly lower while the remainder were absorbed at firm to dearer prices especially long leaf sorts and clean brokens. Small dusty fannings barely maintained last levels. The Middle East continued to be widely active with stray enquiry from Russia & the CIS.

Guwahati: at Sale 36 held on 7th September, 2021, **CTC:** There was good demand for the good, best and better medium Assams at firm rates. Medium Assams, Cachars and BLF witnessed fair demand at around last levels. Browner and fibrous teas witnessed some withdrawals. **Buying pattern:** HUL/TCPL lent good support however TCPL's intake was significantly lower compared to the previous week. Exporters operated selectively on the bolder brokens. Buyers from Western India operated mostly on better liquoring sorts with a fair support from other internal buyers. **DUST:** There was good general demand at around last levels, however browner and fibrous sorts were irregular with some withdrawals. **Buying pattern:** HUL and TCPL lent good support, however their intakes were significantly lower compared to the previous week. Exporters operated selectively. There was fair support from the buyers from Western and North India.



News Articles of Interest



Monday, 13 September, 2021

Advent and Singapore wealth fund brew up joint £4bn bid for Unilever tea arm

Advent International and Singapore's Government Investment Corporation are discussing tabling a joint bid for PG Tips and Lipton Ice Tea next week, Sky News learns. One of the world's biggest buyout firms has teamed up with an Asian sovereign wealth fund to table a £4bn offer for PG Tips and other leading tea brands owned by Unilever. Sky News has learnt that Advent International and Singapore's Government Investment Corporation (GIC) are in discussions about a joint offer for the division ahead of a bid deadline next week. If confirmed, the Advent-GIC consortium would be pitted against rival suitors including a combined offer from Cinven and the Abu Dhabi Investment Authority, as well as interest from Carlyle, Clayton Dubilier & Rice and KKR, three other large private equity firms. Alan Jope, Unilever's chief executive, is seeking to sell or spin off its tea unit, which also includes famous brands such as Lipton Ice Tea, because of sluggish sales growth in the category globally. Mr Jope began a strategic review of the division in January last year, and a disposal is unlikely to be completed until 2022. The auction does not include Unilever's tea operations in India or Indonesia, or its assets in the ready-to-drink tea segment. It is the latest major food and beverage business to be earmarked for sale by Unilever, which sold its spreads business - comprising products such as Flora - to KKR for more than £5bn in 2017. Mr Jope has been focusing Unilever's financial muscle on acquiring brands in faster-growing consumer product categories such as skincare, where it acquired Paula's Choice, a digitally led brand, earlier this year. Advent and GIC have teamed up on several previous deals, most recently when they announced this month that they were jointly bidding for Sobi, a Swedish biotech group. Advent declined to comment on Monday.

Source: <https://news.sky.com/story/advent-and-singapore-wealth-fund-brew-up-joint-4bn-bid-for-unilever-tea-arm-12407106>

Sunday, 12 September, 2021

Kenyan tea exports to Afghanistan not disrupted by Taliban takeover

Kenya's tea exports to Afghanistan have remained steady despite the recent Taliban takeover of the country. Tea accounts for 30 percent of the East African country's exports to Afghanistan, with statistics indicating that Kabul purchased about \$18 million worth of Kenyan tea in 2020. Edward Mudibo, the Managing Director of the East Africa Tea Trade Association (EATTA),

told CGTN he expects the exports to continue so long as Afghanistan's financial services remain operational. "If the financial services continue to operate, we don't see any decline for tea, that's the situation right now and even in a situation of turmoil still the citizens continue taking tea, that's the consolation we have," he said. The Taliban made a fast takeover of Kabul last month as the U.S. and allied forces evacuated their troops to end a 20-year presence in the country. The group on Tuesday announced the formation of an interim government for Afghanistan. The developments raised fears of possible disruptions of most aspects, including trade. Speaking to CGTN earlier however, a Taliban spokesperson, Mohammad Suhail Shaheen, said he expected the new administration to maintain cooperation with interested nations and regions, including Africa. "We need (the cooperation) in all sectors. It is in the education sector, infrastructure, agriculture, industries, especially natural resources. We have huge (reserves) of natural resources in Afghanistan. There is a need for investment in those resources," said Shaheen. The formation of the new government now shifts focus to rebuilding the country and ensuring a return to complete calm and order, as well as building relations with foreign nations. As normalcy returns, Kenya will be among many countries globally that will be looking to strengthen trade relations.

Source: <https://newsaf.cgtn.com/news/2021-09-12/Kenyan-tea-exports-to-Afghanistan-not-disrupted-by-Taliban-takeover-13tNHxnNU2s/index.html>

Thursday, 09 September, 2021

Organic food revolution in Sri Lanka threatens its tea industry

Island nation's drive to become the world's first 100 percent organic food producer threatens prized tea industry and triggers fears of crop disaster.

Sri Lanka's drive to become the world's first 100 percent organic food producer threatens its prized tea industry and has triggered fears of a wider crop disaster that could deal a further blow to the beleaguered economy. President Gotabaya Rajapaksa banned chemical fertilisers this year to set off his organic race but tea plantation owners are predicting crops could fail as soon as October, with cinnamon, pepper and staples such as rice also facing trouble. Master tea maker Herman Gunaratne, one of 46 experts picked by Rajapaksa to guide the organic revolution, fears the worst. "The ban has drawn the tea industry into complete disarray," Gunaratne said at his plantation in Ahangama, in rolling hills 160km (100 miles) south of Colombo. "The consequences for the country are unimaginable." The 76-year-old, who grows one of the world's most expensive teas, fears that Sri Lanka's average annual crop of 300 million kg (660 million pounds) will be slashed by half unless the government changes course. Sri Lanka is in the grip of a pandemic-induced economic crisis, with gross domestic product contracting more than three percent last year and the government's hopes of a return to growth have been hit by a



new coronavirus wave. Fertiliser and pesticides are among a host of key imports - including vehicles and spare parts - the government has halted as it battles foreign currency shortages.

Food security 'compromised'

But tea is Sri Lanka's biggest single export, bringing in more than \$1.25bn a year, accounting for about 10 percent of the country's export income. Rajapaksa came to power in 2019 promising subsidised foreign fertiliser but did a U-turn, arguing that agricultural chemicals were poisoning people. Gunaratne, whose Virgin White tea sells for \$2,000 a kilo, was removed last month from Rajapaksa's Task Force for a Green Socio-Economy after disagreeing with the president. He says the country's Ceylon tea has some of the lowest chemical content of any tea and poses no threat. The tea crop hit a record 160 million kilos (352 million pounds) in the first half of 2021, thanks to good weather and old fertiliser stocks but the harvest started falling in July. Sanath Gurunada, who manages organic and classic tea plantations in Ratnapura, south-east of Colombo, said that if the ban continues "the crop will start to crash by October and we will see exports seriously affected by November or December". He told the AFP news agency his plantation maintained an organic section for tourism but it was not viable. Organic tea costs 10 times more to produce and the market is limited, Gurunada added. WA Wijewardena, a former central bank deputy governor and economic analyst, called the organic project "a dream with unimaginable social, political and economic costs". He said Sri Lanka's food security had been "compromised" and that without foreign currency it is "worsening day by day".

Jobs at stake

Experts say the problem for rice is also acute while vegetable growers are staging near-daily protests over reduced harvests and pest-affected crops. "If we go completely organic, we will lose 50 percent of the crop, (but) we are not going to get 50 percent higher prices," Gunaratne said. Tea plantation owners say that on top of the loss of earnings, a crop failure would cause huge unemployment as tea leaves are still picked by hand. "With the collapse of tea, the jobs of three million people will be in jeopardy," the Tea Factory Owners Association said in a statement. Plantations Minister Ramesh Pathirana said the government hoped to provide organic compost in place of chemical fertilisers.

Source: <https://www.aljazeera.com/news/2021/9/1/organic-food-revolution-sri-lanka-tea-industry>

Regional Weather Conditions and World Crop

Kenya: Murang'a: The rainfall recorded was 26.5 mm in 4 wet days. The highest and lowest temperatures were 27°C & 12°C respectively. Crop intake averaged 61 tonnes /day on a 6 day plucking cycle. The weather condition was rainy and sunny.

Nyeri: The week was rainy and bright. The rainfall recorded through the week was 19.7 mm in 5 wet days. The highest and lowest temperatures were 23°C & 12°C respectively. Crop intake was at an average of 34 tonnes/day on a 5 day plucking cycle.

Meru: The week was mainly cloudy and sunny with the exception of Thursday which was cloudy and cold throughout the day. 31.5mm of rainfall activity was recorded in 2 wet days of the week.

The highest and lowest temperatures were 25°C & 13°C respectively. Crop intake averaged 33 tonnes/day on a four day plucking cycle.

Sotik: The week was mainly dry with sunny conditions and scanty rainfall throughout the week. The rainfall registered was 6.2mm spread in five days. The highest and lowest temperatures were 26°C & 12°C respectively. Factory utilization slightly increased from last week's levels.

Kericho: The week under review had sunny intervals in the mornings followed by partly cloudy afternoons with sporadic showers. A total of 23 mm of rainfall was recorded. Average



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.

temperatures were highs of 21° Celsius and lows of 11° Celsius. Crop intake went up by 5% compared to the previous week's levels.

Crop on offer is expected to improve, fields are now recovering from the recent hail damages.

Uganda: there was some rainfall activity in most tea growing areas. Fort Portal area received 115mm (89mm), Hoima received 31 mm (130.0mm). Bushenyi received 44mm (24mm). Kibale received 69mm(28mm) of rainfall. Average temperatures were highs of 29° Celsius and lows of 16° Celsius. Crop volumes are low.

Weather forecast for 14th September to 20th September 2021

1 Moderate to heavy rainfall is expected over several parts of the Highlands West of the Rift Valley, the Lake Victoria Basin, the Central Rift Valley, North-western Kenya and the High-

lands East of the Rift Valley. Occasional rainfall is expected over few areas in the Coast, the South-eastern lowlands and North-eastern Kenya. Occasional cloudiness is expected over some parts of the Highlands East of the Rift Valley, the Central Rift Valley and the South-eastern lowlands

Crop Production Kenya: The crop production continues to register at low levels due to a multiplicity of factors.

The cold season that started in earnest in early June, persists through up to date suppressing productivity. The application of fertilizer by the small holder farmers in 2020 impact is being felt currently with the tea crop not optimally producing.

East of the Rift has experienced some rains which has resulted in the factory intake going up slightly. The short rains are expected on the 2nd/ 3rd week of October.

Year on year the decline is expected to persist in the month of September as has been throughout the year however if the short rains come early then we expect to see the crop building up early.

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 is very 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	+ / -	2020	2019
	Variance															
Bangladesh	0.3	1.2	1.7	3.9	6.3	13.5	12.6	11.3	12.1	13.4	10.5	7.0	38.3	1.9	90.7	94.6
North India	-	2.2	46.9	51.4	77.4	143.6	157.2	142.9	163.8	155.6	127.6	53.4	478.7	88.6	1,033.4	1,170.6
South India	16.1	15.3	19.6	22.0	24.4	25.9	21.8	16.8	24.1	20.2	21.4	18.1	145.1	26.3	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	43.5	36.6	38.5	43.4	48.3	47.7	54.4	274.0	(27.7)	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	1.2	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	2.1	2.8	2.1	1.4	5.3	38.4	4.8	45.2	48.3
Total	107.5	101.1	160.0	163.8	193.8	259.7	221.7	2.1	237.5	4.6	245.8	179.1	1,209.7			
Variance	(4.6)	(0.2)	34.0	39.6	5.1	30.4	19.0	0.8	0.0	0.0	0.0	0.0	124.1	124.2	2,325.3	2,415.1

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	2.06	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	1.82	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	11,170,057		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	6,849,419	38,440,886	2.13	2.01	1.92	1.92
36	07-Sep-21	6,198,339		1.99			
37	14-Sep-21						
38	21-Sep-21						
39	28-Sep-21		6,198,339		1.99	1.94	2.08
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							
48						1.90	2.19
49							
50							
51							
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	
	Kilos ' 000	Av. Prc US\$		Kilos ' 000	Av. Prc US\$
	Sale Nos: 1 to 35 (8 months)			Sale Nos: 1 to 35 (8 months)	
Kenya	289,128	1.95	Kenya	301,954	2.02
Uganda	49,804	1.16	Uganda	46,229	1.20
Tanzania	3,559	1.00	Tanzania	4,473	1.13
Rwanda	18,097	2.58	Rwanda	16,236	2.80
Burundi	4,712	1.97	Burundi	5,780	2.18
Malawi	-	-	Malawi	-	-
Mozambique	-	-	Mozambique	236	0.79
D R Congo	-	-	D R Congo	-	-
Madagascar	98	1.01	Madagascar	-	-
Ethiopia	132	1.36	Ethiopia	671	1.16
Total :	365,530	1.86		375,579	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