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Tea Market Report: Sale 39 of 27th - 28th September, 2021

Good but irregular demand prevailed for the 125,919 packages (8.34m/kgs) in the market closely following quality with 21.66% remaining unsold.

Current and Future Fresh Auction Offerings

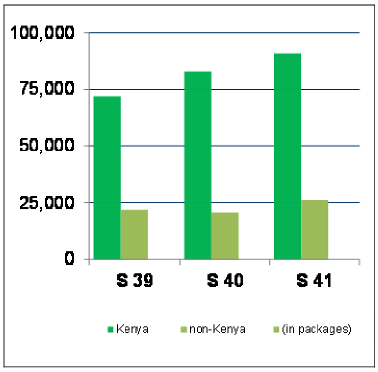
Country	Sale 39 27 - 28 Sept'21 MG	SG	Sale 39 28 - 29 Sept'20 MG	SG	Sale 40 4 - 5 Oct'21 MG	SG	Sale 41 12 - 13 Oct'21 MG	SG
Kenya	62,700	9,320	77,500	8,400	72,100	10,900	80,560	10,560
Uganda	9,240	6,180	12,040	7,040	8,760	5,701	11,720	6,919
Tanzania	920	800	0	0	480	520	240	700
Rwanda	3,320	620	4,720	660	3,760	660	4,720	899
Burundi	640	160	1,760	360	680	160	800	120
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	360	40	0	0	0	0
Ethiopia	0	0	0	0	0	0	240	0
Reprints	29,839	2,140	18,280	2,180	21,440	1,938	13,760	2,405
Total	**76,820**	**17,080**	**96,380**	**16,500**	**85,780**	**17,941**	**98,280**	**19,198**
	93,900		**112,880**		**103,721**		**117,478**	

Leaf Grades

Offerings: 65,159 packages (4.25m/kgs). 24.43% were unsold.

The Best **BP1s** available were discounted by USC11 - USC28 but a few invoices held steady with Brighter types about firm to USC16 below last week's levels while Medium categories eased by USC4 - USC6 and some lines remained without bids but a few improved invoices were steady. Lower Medium sorts met an irregular activity and ranged between firm to USC6 dearer to easier by USC2 - USC48 and many lines remained unsold. Plainer categories varied between USC2 - USC6 above last prices to easier by USC2 - USC10 with some invoices neglected.

Best **PF1s** on offer were irregular with quality varying between firm to USC28 dearer to easier by up to USC14 with Brighter varieties advancing by USC10 - USC22 and a few lines remained without bids. Medium categories held firm to USC10 above previous week's rates but a few invoices were unsold while Lower Mediums saw an irregular enquiry ranging between USC19 dearer to easier by a similar rate and some invoices were unsold. Plainer descriptions varied between firm to USC14 above last week's prices to easier by USC3 - USC9 with some lines neglected.



CTC Quotations and Highest Prices (USC)

	BP1			PF1		
Best	253	-	602	324	-	350
Good	250	-	344	320	-	360
Good Medium	245	-	290	284	-	336
Medium	260	-	276	250	-	282
Lower Medium	120	-	192	140	-	232
Plainer	110	-	154	105	-	199

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DUST Grades

Offerings: 41,500 packages (3.10m/kgs) with 20.72% remaining unsold.

Best **PDUSTs** available appreciated by USC16 - USC18 following quality while Brighter varieties met better absorption and gained USC7 - USC32 closely following quality with Medium categories steady to USC24 above previous week's levels. Improved Lower Medium types saw better interest advancing by USC3 - USC26 while others shed USC4 - USC18 and some invoices were unsold with plainer sorts irregular varying between firm to USC22 dearer following quality to easier by USC2 to USC8 and many lines were neglected.

The Best **DUST1s** on offer gained USC2 - USC16 with Brighter categories advancing by USC6 - USC22 with quality while medium varieties saw improved enquiry and were steady to USC45 above last prices closely following quality. Lower Medium types met an irregular activity ranging between firm to USC13 dearer to easier by USC2 - USC6 and some lines remained unsold. Plainer categories varied between USC2 - USC6 above last week's rates to easier by USC2 - USC42 and many invoices were unsold.

Secondary Grades

Offerings: 19,260 packages (990,326.00 kilos) with 14.33% unsold.

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

Markets

Pakistan Packers showed strong enquiry and were forceful with more and strong support from Yemen and other Middle Eastern countries and were dominant while UK lent more and strong interest. There was increased activity from Russia while Egyptian Packers and Sudan showed useful support with reduced interest from Kazakhstan, other CIS nations and Bazaar. Iran and Afghanistan were subdued while Local Packers operated in line with price. Somalia lent strong support at the lower end of the market.

CTC Quotations and Highest Prices (USC)

	PD			D1		
Best	338	-	366	314	-	344
Good	337	-	376	312	-	328
Good Medium	334	-	364	280	-	340
Medium	258	-	286	235	-	254
Lower Medium	105	-	282	100	-	220
Plainer	086	-	173	086	-	160

Secondary Quotations (USC)

	BP/BP2			PF/PF2			FNGS1/FNGS			DUST / DUST2			BMF		
Best/Good	175	-	280	221	-	247	130	-	222	106	-	239	080		
Good Medium / Medium							140	-	222	128		170			
Lower Medium	108	-	158	086	-	170	076	-	162	080	-	132	072	-	082
Plainer	098	-	129	090	-	144	085	-	138	070	-	139	068	-	095

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	65,580	4,577,326	242	7,140	358,583	122	72,720	4,935,908	**234**	84,820	5,758,729	**198**
Uganda	9,500	599,032	124	6,260	295,944	96	15,760	894,976	**115**	17,240	995,403	**129**
Tanzania	640	38,408	121	760	34,444	96	1,400	72,852	**110**	180	9,484	**129**
Rwanda	3,240	227,512	337	580	36,508	200	3,820	264,020	**318**	5,300	358,866	**242**
Burundi	1,360	88,464	223	260	12,248	143	1,620	100,712	**214**	1,460	89,456	**214**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	280	18,368	**122**
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	40	1,966	**85**
Total	**80,320**	**5,530,742**	**232**	**15,000**	**737,727**	**115**	**95,320**	**6,268,468**	**218**	**109,320**	**7,232,272**	**191**

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 38/21	76,781	5,293,616	**226**	17,751	865,527	**113**	94,532	6,159,143	**210**	114,273	7,513,140	**189**
Sale 37/21	72,600	5,023,415	**219**	17,279	854,767	**114**	89,879	5,878,182	**204**	105,700	6,951,917	**197**
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**

Average Auction Hammer Prices by Grade and Country

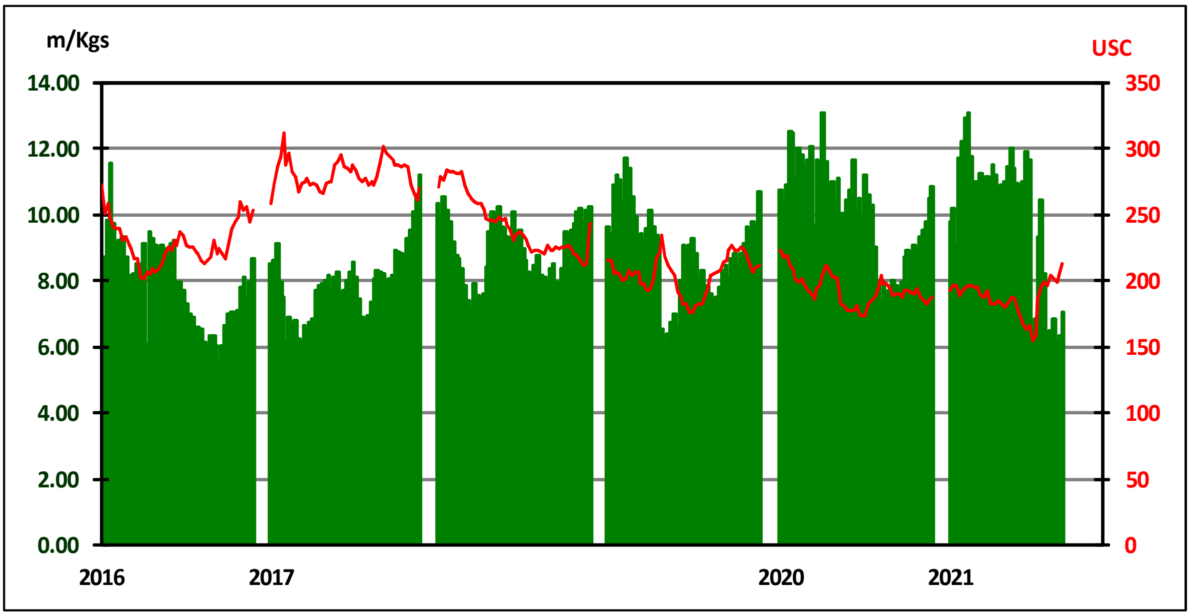
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	241	255	228	237	123	145	105	138	76	**234**	225	193	210	209	164	126	105	110	69	**198**
Uganda	124	139	116	110	110	108	100	102	73	**115**	152	133	145	144	146	113	106	92	68	**129**
Tanzania	118	138	111	117	104	114	87	102	74	**110**	148	-	122	-	-	-	-	-	68	**129**
Rwanda	457	314	300	284	222	230	162	164	80	**318**	277	235	249	234	230	171	155	143	75	**242**
Burundi	214	233	213	210	-	-	137	147	-	**214**	226	219	208	-	-	-	-	126	-	**214**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	127	-	-	-	-	68	**122**
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	85	-	-	**85**
	235	**247**	**215**	**222**	**137**	**127**	**108**	**125**	**74**	**218**	**219**	**190**	**203**	**201**	**174**	**125**	**108**	**104**	**68**	**191**

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 38/21	216	242	213	214	138	130	104	123	74	**210**	215	191	201	201	188	124	109	105	66	**189**
Sale 37/21	235	231	202	211	143	123	107	124	**73**	**204**	228	203	203	198	186	124	111	109	**67**	**197**
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**

Average Auction Prices and Quantities by Country

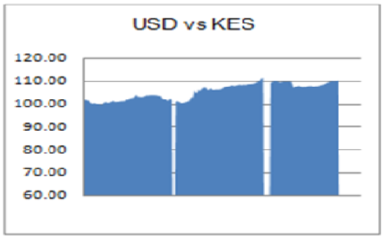
Country	Previous Sale Sale 38/21		Year To Date 2021		Last Year Sale 38/20		Year To Date 2020		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	5,696,535	224	304,354,445	196	6,112,998	197	319,564,426	202	-15,209,982	-6
Uganda	914,642	113	52,866,392	116	1,232,706	128	50,024,636	121	2,841,756	-5
Tanzania	37,376	104	3,706,226	101	62,578	121	4,615,006	113	-908,780	-12
Rwanda	294,880	313	18,990,382	261	430,398	253	17,458,264	279	1,532,118	-18
Burundi	88,856	208	4,923,957	197	171,400	202	6,268,910	218	-1,344,953	-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	1,972	85	700,438	115	-568,632	21
Total	**7,032,289**	**213**	**385,072,151**	**187**	**8,012,052**	**189**	**398,867,913**	**194**	**-13,795,763**	**-7**

Mombasa Weekly Average Auction Quantities and Prices 2016—2021

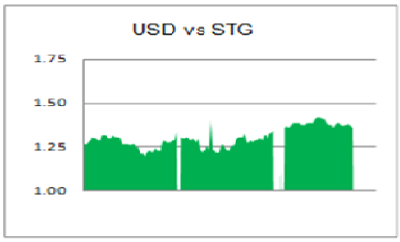


	Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		Total	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	19.5	206							385.0	187
2020	44.4	217	47.4	203	56.5	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)



KES: USD	110.40	▲	0.20 0.18%
KES:STG	151.14	▲	0.02 0.01%
KES:EUR	129.25	▼	0.12 0.09%
USD:STG	1.36	▼	0.01 0.72%



During the week the Kenya Shilling traded between KES 110.20-110.40 and reached 110.40 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 39/21		Year To Date 2021		Year To Date 2020		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	72,020	4,863,271	4,440,316	300,209,835	4,848,637	328,099,435	-408,321	-27,889,600
Uganda	15,420	943,448	884,803	51,184,188	881,143	50,914,304	3,660	269,884
Tanzania	1,720	90,008	73,459	4,033,060	91,949	4,891,804	-18,490	-858,744
Rwanda	3,940	271,078	263,580	18,053,367	263,848	18,046,261	-268	7,106
Burundi	800	47,144	75,580	4,703,647	99,377	6,299,937	-23,797	-1,596,290
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	4,862	267,279	-4,862	-267,279
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	0	0	0	0
Ethiopia	0	0	1,900	106,726	13,440	672,108	-11,540	-565,382
Total	**93,900**	**6,214,949**	**5,742,618**	**378,447,398**	**6,203,256**	**409,191,128**	**-460,638**	**-30,743,730**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 39	S 40	S 41	S 39	S 40	S 41	S 39	S 40	S 41	S 39	S 40	S 41	S 39	S 40	S 41
KTDA	12840	12800	7920	20520	20680	24160	7880	9240	11440	6280	5280	4960	47520	48000	48480
Unilever Tea	840	1320	1160	1600	980	680	840	1360	700	280	200	200	3560	3860	2740
James Finlay	680	840	800	720	600	1080	1520	1400	1360	0	0	0	2920	2840	3240
Eastern Produce	1520	1720	2240	4400	3420	3,060	3200	4100	2640	760	800	960	9880	10040	8900
Others (K)	4900	4660	4,560	8340	8920	9,520	11980	11880	13305	2460	2180	2720	27680	27640	30105
Uganda	2160	2040	2120	2760	2280	3,520	2920	3078	3080	1180	1180	1740	9020	8578	10460
Tanzania	280	200	240	240	240	400	240	160	200	120	120	160	880	720	1000
Rwanda	1160	1560	1520	1560	1440	1720	680	880	760	440	280	480	3840	4160	4480
Burundi	1080	1600	1840	1200	1040	1120	360	480	480	360	440	440	3000	3560	3880
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	240	0	0	0	0	0	240
Total	25460	26740	22400	41340	39600	45260	29620	32578	34205	11880	10480	11660	108300	109398	113525

Buyer Purchases of Teas Offered by Grade (in Packages)

	BUYER	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
1	GLOBAL TEA & COMMODITIES KENYA LTD.	12.93	16,280	3,520	6,880	2,440	2,680		20	400	340	
2	CARGILL KENYA LTD	10.96	13,800	3,000	8,880	1,800	120					
3	LAB INTERNATIONAL KENYA LTD	7.94	10,000		1,900	5,360	2,320	20	380	20		
4	COFFTEA AGENCIES LTD	6.10	7,680	3,880	1,440				100		1,880	380
5	JAMES FINLAY MOMBASA LIMITED	5.97	7,520	200	2,000	4,540		40	340		400	
6	CHAI TRADING COMPANY LTD	3.38	4,260	400	3,520	80	160	40	40	20		
7	M.J. CLARKE LTD	3.16	3,980	40	1,020	2,420	200		20		280	
8	MOMBASA COFFEE LTD	3.16	3,980	80	1,320	1,620	880	80				
9	CHAMU SUPPLIES LIMITED	2.95	3,720	520	320	1,360	640	260	180	260	180	
10	SSOE (KENYA) LIMITED	2.02	2,540	820	420	460	240	260	160	180		
11	ABBAS TRADERS LTD	1.83	2,300	120	400	1,040	120	280	60	80		200
12	GOLD CROWN FOODS (EPZ) LTD	1.54	1,940	200		400	120	120	60	520	320	200
13	SUMMER LINER CO. LTD	1.54	1,940	240		120	80	200	180	20	460	640
14	STANSAND (A) LTD	1.19	1,500	120	920				280		180	
15	RANFER TEAS KENYA LTD	1.06	1,340	400	160	400	120	20	100	40	100	
16	VAN REES KENYA LIMITED	1.00	1,260	100	440	420	40		80		180	
17	SHAKAB EXPORT & IMPORT CO. LTD	0.89	1,120	400	520	160			20	20		
18	ALIBHAI RAMJI (MSA) LTD	0.84	1,060		680	80	240		20	40		
19	CUP OF JOE LTD	0.83	1,040	240				460	120		220	
20	DEVCHAND KESHAVJI (K) LTD	0.76	960		960							
21	INDO-AFRICAN TEA CO. (K) LTD.	0.70	880	200	640	40						
22	LINDOP & COMPANY (KENYA) LTD	0.70	880	40	500	280	20			40		
23	AL KHALIFA ENTERPRISES LTD	0.52	660									660
24	AFRO TEAS LTD	0.35	440	80								360
25	TUSHA TEA LTD	0.35	440						20		420	
26	SARDIA INTERNATIONAL CO. LTD	0.32	400		360	40						
27	AL EMIR LIMITED	0.29	360	40	280		40					
28	GOKAL TRADING KENYA LTD	0.27	340		80	120			100		40	
29	EMPIRE KENYA (EPZ) LTD	0.25	320	80		200	40					
30	LUTEX LIMITED	0.24	300						80		120	100
31	KIRINDO TRADERS LIMITED	0.22	280	80				100	20	20		60
32	TEAVANA TEA STORE LTD	0.22	280									280
33	LULA TRADING COMPANY	0.21	260									260
34	MAISHA COMMODITIES	0.14	180		40	40			40		60	
35	TRANS-ATLANTIC TRADING Co. LTD	0.13	160		40	120						
36	TROPICAL CROPS & COMMODITIES	0.13	160	40				40	40		20	20
37	CRYSTAL LINKS LIMITED	0.10	120	80						40		
38	IMPERIAL TEAS (EPZ) LTD	0.10	120				40			80		
39	MAYMUN ENTERPRISES	0.10	120									120
40	SALIM MERCHANDISE COMPANY LTD	0.08	100				40			60		
41	JALEEL TRADING COMPANY	0.06	80								20	60
42	TANZIIL TRADING LIMITED	0.06	80									80
43	AIMCO ENTERPRISES LTD	0.05	60									60
44	RIOTANA TRADING LIMITED	0.05	60					40	20			
45	CAPITAL TEA TRADERS	0.02	20								20	
	Total Sold	75.71	95,320	14,920	33,720	23,540	8,140	1,960	2,480	1,840	5,240	3,480
	Withdrawn											
	Unsold	24.29	30,579	10,259	6,560	6,500	3,460	280	140	640	2,640	100
	% Unsold			41	16	22	30	13	5	26	34	3
	Grand Total	**100.00**	**125,899**	**25,179**	**40,280**	**30,040**	**11,600**	**2,240**	**2,620**	**2,480**	**7,880**	**3,580**

Sale 38/21	75.92%	94,832	11,600	34,661	24,620	5,900	1,840	2,460	2,260	7,011	4,180
Sale 37/21	73.78%	89,879	8,780	33,160	24,600	6,060	1,979	2,860	2,160	6,300	3,980
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	5,441

Other Tea Auction Centres

Auction Offerings

Centre	Week 37 13-Sep	Week 38 20-Sep	Week 39 27-Sep	Week 40 05-Oct
Mombasa	121,938	123,737	125,879	127,099
Limbe	3,540	5,800	6,420	
Colombo	6.4	6.2	5.9	6.8m/kgs
Jakarta	7,760	7,940	7,760	
Calcutta	184,080	188,396	196,837	
Guwahati	156,241	187,881	174,430	
Chittagong	56,058	61,573	59,499	
Total	**289,479**	**325,358**	**314,489**	**127,099**

Jakarta: at Sale 37 held on the 15th September 2021. Quantity offered consisted of 6,020 psacks orthodox and 1,440 psacks CTC teas. There was good general widespread demand with only few lots remaining unsold. Prices realised were fully firm to 5 usc higher. The lower end of the market saw keen competition.

Colombo: at Sale 37 held on 20th, 21st and 22nd September, 2021, The 0.77Mkg of Ex Estate teas on offer met with improved demand. Select best Western High Grown BOPs gained, the below best and plainer varieties too were slightly dearer. Select best Western High Grown BOPFs gained following quality and special inquiry, the below best types too met with improved demand, however the lighter/plainer invoices were mostly firm. Nuwara Eliya BOPs were tending easier, the BOPFs too barely maintained last levels. Coloury Uva BOPs were tending a little dearer at times, the BOPFs too appreciated from last levels. Low Grown CTC BP1s were firm to selectively dearer, the High and Medium Grown types barely maintained. Low Grown PF1s declined Rs.20/- to Rs.30/- from last week's levels, the High and Medium types were firm. The 2.7Mkg of Low Grown teas which were on offer met with fair demand. Select best OP1s were lower, 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 shed few rupees. Well-made Shotty Pekoe1s 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, others too attracted fair interest. Select best FBOPF1s maintained last levels, best and below best varieties appreciated a few rupees. FBOPFs attracted improved 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.

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Chittagong: at Sale 19 held on 20th September, 2021, CTC LEAF: 49,466 packages of Current Season teas on offer met with a good demand. BROKENS: Well-made good liquoring Brokens were a fairly strong market and were dearer by Tk.1/- to Tk.2/-. Their Medium sorts were also a good market and were slightly dearer. Plain and BLF teas met with a fair demand at around last levels. FANNINGS: Good liquoring Fannings met with a good demand and were generally firm. Medium varieties followed a similar trend and were slightly dearer following competition. Plain and BLF teas were an irregular market following quality. CTC DUST: 12,107 packages of Current Season teas on offer met with good demand. Select best liquoring Dusts met with good competition and advanced by Tk. Tk.8/- to Tk.10/-. Other good liquoring Dusts were also fully firm to slightly dearer. Their Mediums were barely steady. Plain and BLFs were again an easier market with few withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: Good liquoring teas were once again a strong feature of the market and were mostly firm to dearer. Blenders continued to lent useful support with a little more interest from the Loose tea buyers. Dusts sold well.

Cochin: at Sale 36 held on 8th September, 2021. **CTC Leaf**: Fair demand. Prices were irregular around last and tending lower with some withdrawals. **Buying pattern:** Up country buyers lent fair support. Exporters operated on bolder grades. **ORTHODOX Leaf:** Good Demand. Prices realized were barely steady to easier for all varieties. **Buying pattern:** CIS operating with support from ME and internal. **Dust**: Good Demand. Prices for the better liquoring and popular varieties were maintained to last levels. Medium and plainer teas barely steady and witnessed fair withdrawal. **Buying pattern**: Major blender active. Upcountry, Internal and regional packeteers operated.

Calcutta: Sale 38 held on 22nd, 23rd and 24th September, 2021. **CTC Leaf:** There was good demand. Select best descriptions were around last levels. The remainder of the Assams were irregularly easier. Better and medium Dooars were barely steady. Better BLF sorts were around last, the remainder was easier. **Dust**: There was good demand. Good liquoring Assams met with competition and sold at firm to dearer rates. The remainder was irregular around last levels. M/s Hindustan Unilever was active in both markets on brighter descriptions. M/s Tata Consumer Products operated in both markets on a widerange of the offerings. Western India segments were active on liquoring Assams. There was some inquiry from regional packeteers on good and medium Assams and limited export interest, primarily on larger brokens. Local buyers were active on the Dooars. **ORTHODOX:** There was sustained good demand. Prices were irregular but on balance, around last. However a few stalky rough whole leaf and poor leafed secondaries lost value. The Middle East shippers absorbed the bulk of offerings with stray enquiry from Russia and other sources.

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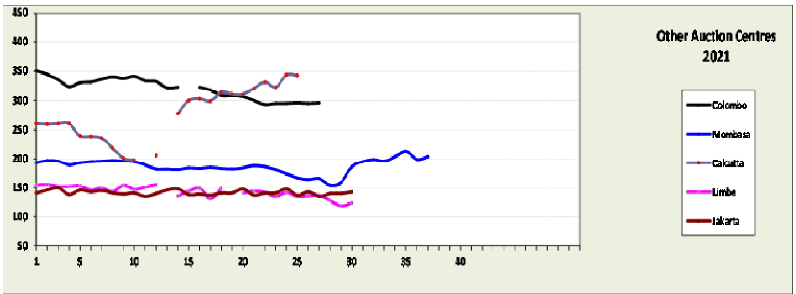
Guwahati: at Sale 38 held on 22nd September, 2021, **CTC:** The sale witnessed good demand for good, best, better medium Assams and the good BLF teas. Demand was fair for the remainder teas on offer. Prices were generally around last. Buying pattern: There was good support from HUL/TCPL particularly later whose intakes were significantly higher. Western India buyers were active while other upcountry destinations operated selectively. There was fair export enquiry on bolder brokens and fannings. **DUST**: There was good demand for good, best and better medium dusts at firm rates. Demand was fair for the remainder teas on offer with significant withdrawals particularly in the plainer medium and plainer sorts. Prices were steady to easier following quality. Buying pattern: HUL/TCPL lent good support. There was fair export enquiry. Western India buyers were fairly active on better liquoring Assams. There was selective enquiry from other upcountry destinations.



News Articles of Interest

Tuesday, 28 September 2021

Tea production declines by 26 million kilograms on bad weather

Tea production in half-year to June declined by 26 million kilogrammes compared to the corresponding period last year on the back of unfavourable weather. The Tea Directorate said 274 million kilos of green leaf were delivered to factories between January and June , down from 300 million in a similar period of 2020. It attributed the decline in volumes to dry conditions and extremely cold weather that impacted negatively on the crop. "Owing to unfavourable weather conditions experienced this year to date, coupled with the effects of cold temperatures that is expected to continue up to the end of August followed by warm temperatures until October, lower production trend is expected to continue throughout the rest of the year," said the directorate. However, there was an increase in export of made teas as traders released more stocks that they were holding to the market in the review period. The total volume export for the half-year period was 19 percent higher when compared with the previous period with the volumes shipped out of the country hitting 298 million kilogrammes when compared with 250 million kilos in 2020. The price of the commodity declined in the review period from $1.96 to $2.07 previously with the decline attributed to an increase in supply in the global market. Local sales of the beverage continue to decline as Kenyans cut on tea intake. According to the directorate, the volumes of tea sold locally in the review period declined to 18 million kilos from 20 million in the previous season. All the top 10 buyers of Kenya's tea registered a significant increase in volumes of the beverage that they bought from the Mombasa auction. In June, Kenya tea was shipped to 43 export destinations, compared with 46 countries in the same period last year.

*Source:*https://www.businessdailyafrica.com/bd/markets/commodities/tea-production-declines-by-26-million-kilogrammes-weather-3564842

Tuesday, 28 September 2021

Tea Farmers To Benefit From Subsidized Fertilizer

Smallholder tea farmers are set to make a saving during the short rains season starting October following a drop in fertilizer prices. Agriculture Cabinet Secretary (CS) Peter Munya expressed optimism after Kenya Tea Development Authority (KTDA) procured 86, 288 metric tonnes of fertilizer to assist farmers for application during the short rains season starting October. Addressing tea farmers at Kapkatet Tea Factory grounds within Bureti Sub-county after a tour of the facility, CS Munya said a fertilizer subsidy of Sh1billion had been effected to cushion the 600,000 small scale tea farmers against the high cost of the fertilizer. "In order to cushion the small-scale tea producers against the high cost of fertilizers, KTDA through my Ministry has requested the government for fertilizer subsidy amounting to Sh 1 billion which will reduce the cost of fertilizer by Sh600 from Sh3, 073 to Sh2,473 per 50kilogram bag," said Munya. He said the retail price for fertilizer for the current financial year had increased by 54% from Sh 1,996 in 2019 to Sh3,073 in 2021 per 50kg bag and therefore not sustainable as farmers were operating at a loss. Munya noted that the government through the Ministry and in collaboration with other state agencies seeks for reduction of farm inputs costs to enhance growers' earnings and promote significant savings for the tea producers. Through the subsidization, CS Munya added that KTDA will work together with Kenya Railways to shoulder the port and transport costs of the imported fertilizer on SGR from Mombasa to Naivasha to the respective factories, as well as transport tea from Naivasha to Mombasa for auction to the export markets. In an interview with a tea farmer Emily Kirui said she would spend close to Sh16,000 to purchase five bags of fertilizer to use on her one-acre tea farm but the subsidy greatly reduced her input costs to Sh11, 200. "I am appreciating our Agriculture CS for the restructuring and reforms in the tea sector. He has done well in seeking ways of reducing costs of farm inputs like fertilizer. This day has been a good day for our tea farmers. My tea farm is one-acre and I would buy five bags of fertilizer each at Sh3,200 to use to apply on my tea but with the new reduction, I will use roughly four of them at the subsidized price," said Kirui. Small scale farmers account for more than half of Kenya's total tea output and with fertilizer application being key to quality leaf production. Kenya is the leading exporter of black tea, selling 95 per cent of tea leaves to the world market.

*Source:*https://www.kenyanews.go.ke/tea-

farmers-to-benefit-from-subsidized-fertilizer/

Monday, 27 September 2021

Kiambu residents plan specialty tea factory with eye on new markets

About 1,200 Kenyan families in Limuru, Kiambu County, plan to set up a factory dealing in specialty tea, in a move aimed at boosting farmers' earnings from the crop. The factory will be built at Ngarariga and its value-added tea products will be exported to Kenya's non-traditional markets including Uzbekistan, Kazakstan, and Tajikistan, according to the organisation representing the 1,200 residents. "We will do value addition in line with the new Tea reforms backed by Agriculture Cabinet Secretary Peter Munya which promote value addition of Kenya tea products. He came to address us and we got inspired with the idea," Njoki Wainana the convenor of the Limuru Highlands Trust Information said. "We are targeting non-traditional markets where there is a huge market for value-added tea," she added. The Tea Act states that all tea buyers or exporters must value add at least forty percent of their annual Kenya tea exports within eight years of the commencement of the Act. Ms Njoki did not provide the estimated cost of setting up the factory but explained the 1,200 families in the area's five zones namely Cianda, Riara Ridge, Kentmenre, Tigoni and Redhill will contribute funds for the setting of the factory in equal share. The trust describes itself as a custodian of the 1,200 families "who are striving to turn the Limuru Highlands area into Garden Route" - a famed agricultural zone in South Africa. Ms Njoki said the factory will target to source green leaf from willing farmers and players like the Nyayo Tea Zones Development Corporation among others."We are targeting firms with surplus tea. We see value addition as a sustainable way to earn from tea growing in the area," she said.

*Source:*https://www.businessdailyafrica.com/bd/markets/market-news/kiambu-residents-plan-specialty-tea-factory-with-eye-on-new-

Regional Weather Conditions and World Crop

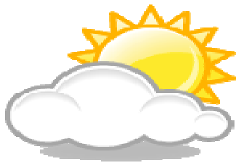
Kenya: Murang'a: there was 17 mm of rainfall activity recorded throughout the week. The highest and lowest temperatures were 27˚c & 12˚c respectively. Crop intake averaged 117 tonnes/day on a six day plucking cycle. Weather conditions were rainy and sunny.

Nyeri: the week was cold with 12.8mm of rainfall recorded in over two days. The highest and lowest temperatures were 23˚c & 12˚c respectively. Crop intake averaged 58 tonnes/day on a six day plucking cycle.

Meru: was mostly warm and sunny with no rainfall activity recorded throughout the week. There was a cloudy cold spell on Friday. The highest and lowest temperatures were 24˚c & 12˚c respectively. Crop intake averaged 6 tonnes/day on a six day plucking cycle.

Sotik: There was continued cloudy and cool conditions accompanied by substantial showers throughout the week. The region received **80.3mm** of rainfall spread over six days. The highest and lowest temperatures were 13˚c & 27˚c respectively. Crop intake remained at last week's levels.

Kericho: The week under review had sunny intervals in the morning and a times rainy and wet afternoon/evening. A total of 77.2mm rainfall was recorded. Average temperatures were highs of 22° Celsius and lows of 11° Celsius. Crop intake went down by 3% compared to previous week's levels. With some fields recovering from recent hail storms, crop



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.

on offer is likely to improve

Uganda: there was continued improved rainfall activity in all tea growing areas. Fort Portal received 44mm (36mm), Hoima 64mm (40mm), Bushenyi 40mm (47mm) and Kibale 15mm (6mm). Average temperatures were highs of 28° Celsius and lows of 16° Celsius. Crop intake received was high.

Weather forecast for 22nd to 28th June , 2021

Heavy to very heavy rainfall is expected in northeastern South Sudan, western to eastern Ethiopia, and northern Somalia. Temperatures are expected to be warmer than average in most regions. Heavy to very heavy rainfall (top 10-5% on record) is expected in border regions of Jonglei and Upper Nile states in South Sudan, southern Benishangul Gumuz, western and eastern Oromia, and parts of Southern Nations, Nationalities, and Peoples (SNNP) region in Ethiopia, and Sanaag, Sool, Togdheer, and Bari in northern Somalia. Total rainfall above 100mm is expected in these regions. **Moderate rainfall** between 50 - 100 mm is expected in central and western South Sudan, western Uganda, Rwanda and Burundi, eastern Ethiopia, and northeastern Somalia. **Light rainfall** of less than 30 mm is expected over southern Sudan, parts of northern and south-eastern South Sudan, eastern Uganda into western Kenya, and coastal regions of Somalia, Kenya, and Tanzania. **Dry conditions** are expected in central and northern Sudan, the Afar region of Ethiopia, most of Eritrea, eastern and northern Kenya, and western and southern Tanzania.

Crop production **Kenya:** Crop production remains low as a result of the prevailing cold season being experienced EoR. Most factories continue to receive crop volumes at levels significantly below the previous months. WoR volumes have shown an improvement following more suitable conditions and increased rainfall. **Uganda**: Crop volumes continued to steadily increased. This past week improved rainfall activity was recorded in all the tea growing areas and the good volumes will sustain as long as the favourable conditions last.

Malawi: Crop intakes 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	+ / - Variance	2020	2019
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	124.2	2,325.3	2,415.1
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			

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		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	49,987,885	1.97	1.95	2.03	2.03
9	02-Mar-21	11,205,377		2.06			
10	09-Mar-24	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	11,146,680	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	11,178,057		1.82			
17	27-Apr-21	10,852,098		1.85			
			44,658,919		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		1.86			
			34,401,296		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	6,198,339		1.99			
37	14-Sep-21	6,311,114		2.04			
38	21-Sep-21	7,032,289		2.13			
39	28-Sep-21		19,541,742		2.06	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							
			-			1.85	2.10
Sale Nos. 1 to 51 Year end Totals :						516,802,891 Kgs $1.93	454,012,998 Kgs $2.04

Summary : Sale Averages by Country

Country :	Year : 2021 Sale Nos: 1 to 35 (8 months) Kilos '000	Av. Prc US$	Country :	Year : 2020 Sale Nos: 1 to 35 (8 months) Kilos '000	Av. Prc US$
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