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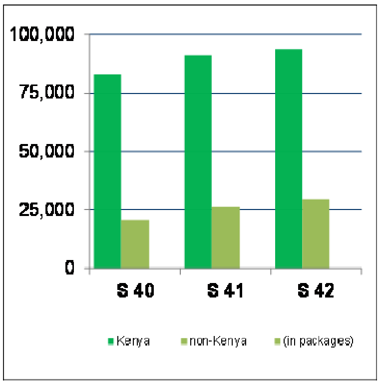
# Tea Market Report: Sale 40 of 4th - 6th October, 2021

There was good general demand for the 127,099 packages (8.32m/kgs) available in the market with prices closely following quality. 19.79% were unsold.

## Current and Future Fresh Auction Offerings

| Country | Sale 40 4 - 6 Oct'21 MG | Sale 40 4 - 6 Oct'21 SG | Sale 40 5 - 6 Oct'20 MG | Sale 40 5 - 6 Oct'20 SG | Sale 41 12 - 13 Oct'21 MG | Sale 41 12 - 13 Oct'21 SG | Sale 42 18 - 19 Oct'21 MG | Sale 42 18 - 19 Oct'21 SG |
|---|---|---|---|---|---|---|---|---|
| Kenya | 72,100 | 10,900 | 78,220 | 7,440 | 80,560 | 10,560 | 83,320 | 10,540 |
| Uganda | 8,760 | 5,701 | 11,680 | 5,860 | 11,720 | 6,919 | 15,200 | 8,074 |
| Tanzania | 480 | 520 | 280 | 400 | 240 | 700 | 440 | 360 |
| Rwanda | 3,760 | 660 | 4,840 | 760 | 4,720 | 899 | 3,400 | 700 |
| Burundi | 680 | 160 | 1,880 | 320 | 800 | 120 | 1,240 | 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 | 240 | 0 | 160 | 0 |
| Reprints | 21,440 | 1,938 | 16,960 | 2,660 | 13,760 | 2,405 | 19,199 | 2,680 |
| **Total** | **85,780** | **17,941** | **96,900** | **14,780** | **98,280** | **19,198** | **103,760** | **19,834** |
| | **103,721** | | **111,680** | | **117,478** | | **123,594** | |




## Leaf Grades

*Offerings: 65,340 packages (4.22m/kgs) with 19.83% unsold.*

Best **BP1s** in the market met an irregular support ranging between firm to USC6 above last levels following quality to easier by up to USC12 while Brighter varieties varied between steady to USC9 dearer following quality to easier by up to USC10. Mediums held firm to USC2 above last week's rates with some invoices remaining without bids while Lower Medium categories were irregular with quality varying between USC4 - USC6 above previous week's levels to easier by USC3 - USC14 and a few lines were unsold. Plainer sorts met an irregular enquiry and ranged between steady to USC13 dearer to easier by USC2 - USC6 with some invoices unsold.

The Best **PF1s** available saw improved interest advancing by USC16 - USC17 while Brighter types appreciated by USC4 to USC10 with Medium varieties steady to USC26 dearer but some lines remained without bids. Lower Medium categories were irregular with quality and ranged between USC3 - USC18 above previous week's rates to easier by USC3 - USC26 and a few invoices remained unsold with plainer varieties ranging between USC2 to USC20 above last prices to easier by USC3 - USC25 and some teas were unsold.

## CTC Quotations and Highest Prices (USC)

| | BP1 | | | PF1 | | |
|---|---|---|---|---|---|---|
| **Best** | 259 | - | 590 | 341 | - | 366 |
| **Good** | 259 | - | 334 | 330 | - | 364 |
| **Good Medium** | 246 | - | 290 | 296 | - | 362 |
| **Medium** | 260 | - | 278 | 250 | - | 284 |
| **Lower Medium** | 116 | - | 170 | 114 | - | 242 |
| **Plainer** | 104 | - | 164 | 080 | - | 202 |

*Cont……./Page 2*

continued ..

## DUST Grades

*Offerings: 41,880 packages (3.10m/kgs). 20.82% were unsold.*

The Best **PDUSTs** on offer saw useful enquiry and gained USC16 - USC20 closely following quality with brighter types USC2 - USC13 above last week's levels while Medium varieties were better absorbed at firm to USC16 dearer and a few invoices were unsold. Lower Mediums met an irregular interest and improved lines were well-competed for appreciating by up to USC29 but others eased by USC4 - USC10 and a few lines remained unsold. Plainer descriptions were steady to USC18 above last prices but some teas remained without bids.

Best **DUST1s** in the market were steady to USC7 dearer while brighter types appreciated by USC12 - USC14 closely following quality with mediums better absorbed at firm to USC40 above previous rates but a few lines remained without bids; lower medium varieties were irregular varying between USC4 - USC12 above last prices to easier by USC9 - USC16. Plainer sorts appreciated by USC2 - USC20 with a few invoices easing by up to USC5 and some teas were unsold.

## Secondary Grades

*Offerings: 19,879 packages (989,992.00 kilos) with 17.50% remaining unsold.*

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

## Markets

There was strong support from Pakistan Packers and were forceful and dominant with more and strong enquiry from Kazakhstan and other CIS states. Yemen, other Middle Eastern countries, Egyptian Packers and Russia increased interest while Sudan were active. UK and Bazaar reduced activity and were selective. There were some purchases for Iran. Afghanistan were subdued. Local Packers showed good activity on account of price. Somalia were active at the lower end of the market.

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

| | PD | | | D1 | | |
|---|---|---|---|---|---|---|
| **Best** | 360 | - | 382 | 315 | - | 351 |
| **Good** | 350 | - | 378 | 326 | - | 340 |
| **Good Medium** | 348 | - | 374 | 320 | - | 340 |
| **Medium** | 258 | - | 302 | 235 | - | 282 |
| **Lower Medium** | 106 | - | 298 | 104 | - | 232 |
| **Plainer** | 085 | - | 174 | 080 | - | 162 |

**Secondary Quotations (USC)**

| | BP/BP2 | PF/PF2 | FNGS1/FNGS | DUST / DUST2 | BMF |
|---|---|---|---|---|---|
| **Best/Good** | 176 - 272 | 217 - 218 | 140 - 222 | 110 - 250 | 089 |
| **Good Medium / Medium** | | | - | | |
| **Lower Medium** | | - | 142 - 226 | 141 - 165 | - |
| **Plainer** | 100 - 156 | 096 - 176 | 074 - 170 | 074 - 129 | 072 - 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 | 65,380 | 4,575,418 | 251 | 9,620 | 466,773 | 120 | 75,000 | 5,042,191 | **239** | 84,240 | 5,716,884 | **198** |
| Uganda | 8,580 | 538,200 | 126 | 5,121 | 244,744 | 96 | 13,701 | 782,944 | **116** | 16,840 | 963,757 | **129** |
| Tanzania | 520 | 30,124 | 108 | 280 | 13,472 | 96 | 800 | 43,596 | **104** | 360 | 20,612 | **126** |
| Rwanda | 3,200 | 222,272 | 352 | 640 | 43,852 | 185 | 3,840 | 266,124 | **325** | 5,100 | 345,476 | **246** |
| Burundi | 1,760 | 114,177 | 226 | 400 | 18,612 | 149 | 2,160 | 132,789 | **215** | 1,480 | 89,221 | **207** |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - |
| Malawi | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - |
| Madagascar | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - |
| D R Congo | - | - | - | - | - | - | - | - | - | - | - | - |
| Ethiopia | - | - | - | - | - | - | - | - | - | - | - | - |
| **Total** | **79,440** | **5,480,191** | **242** | **16,061** | **787,453** | **116** | **95,501** | **6,267,644** | **226** | **108,020** | **7,135,950** | **191** |

| Sale Number | Previous Sale's Quantities and Prices | | | | | | | | | Total for Corresponding Sale for Last Year | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Main | | | Secondary | | | Total | | | | | |
| Sale 39/21 | 80,320 | 5,530,742 | **232** | 15,000 | 737,727 | **115** | 95,320 | 6,268,468 | **218** | 109,320 | 7,232,272 | **191** |
| 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** |

## Average Auction Hammer Prices by Grade and Country

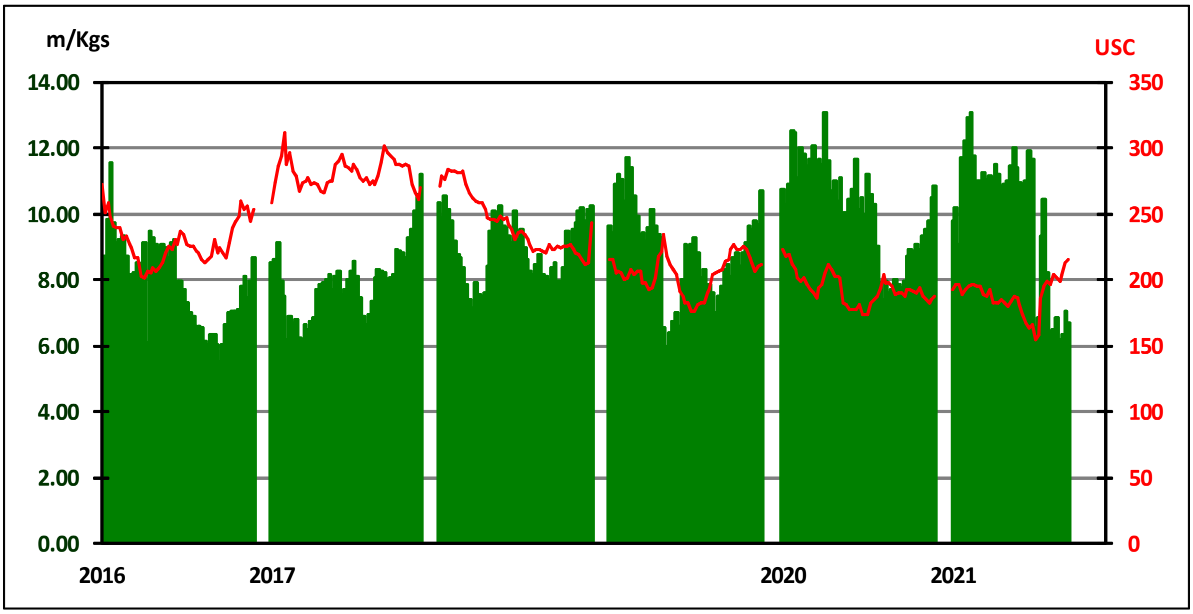
| Country of Origin | Current Sale's Prices per Grade | | | | | | | | | | Corresponding Prices per Grade for Last Year | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | BP1 | PF1 | PD | D1 | BP/2 | PF/2 | D/2 | F/1 | BMF | Av | BP1 | PF1 | PD | D1 | BP/2 | PF/2 | D/2 | F/1 | BMF | Av |
| Kenya | 231 | 267 | 240 | 245 | 122 | 154 | 107 | 134 | 76 | **239** | 217 | 198 | 208 | 206 | 163 | 125 | 104 | 117 | 70 | **198** |
| Uganda | 125 | 138 | 122 | 113 | 112 | 117 | 105 | 97 | 72 | **116** | 152 | 134 | 141 | 142 | 151 | 117 | 101 | 91 | 70 | **129** |
| Tanzania | 109 | 114 | 95 | 91 | 102 | 115 | 87 | 101 | 73 | **104** | 142 | - | 131 | 134 | - | 119 | - | 79 | - | **126** |
| Rwanda | 429 | 330 | 319 | 297 | 208 | 218 | 183 | 157 | 89 | **325** | 283 | 247 | 247 | 225 | 221 | 180 | 169 | 140 | 72 | **246** |
| Burundi | 221 | 235 | 220 | 219 | - | - | 141 | 153 | - | **215** | 226 | 221 | - | - | - | - | 118 | 133 | - | **207** |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Malawi | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Madagascar | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| D R Congo | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Ethiopia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | **228** | **259** | **231** | **225** | **132** | **135** | **120** | **127** | **74** | **226** | **214** | **196** | **202** | **196** | **176** | **124** | **112** | **107** | **70** | **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 39/21 | 235 | 247 | 215 | 222 | 137 | 127 | 108 | 125 | **74** | **218** | 219 | 190 | 203 | 201 | 174 | 125 | 108 | 104 | **68** | **191** |
| 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** |

## Average Auction Prices and Quantities by Country

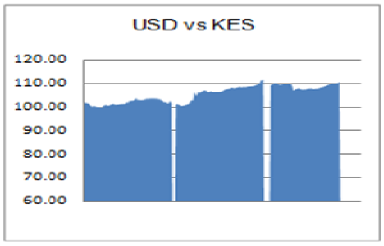
| Country | Previous Sale Sale 39/21 Kgs | USC | Year To Date 2021 Kgs | USC | Last Year Sale 39/20 Kgs | USC | Year To Date 2020 Kgs | USC | Variance Year To Date Kgs | USC |
|---|---|---|---|---|---|---|---|---|---|---|
| Kenya | 5,216,191 | 232 | 309,570,636 | 197 | 6,220,195 | 197 | 325,784,621 | 202 | -16,213,986 | -5 |
| Uganda | 989,928 | 114 | 53,856,320 | 116 | 1,065,871 | 127 | 51,090,507 | 121 | 2,765,813 | -5 |
| Tanzania | 87,042 | 110 | 3,793,268 | 101 | 3,984 | 148 | 4,618,990 | 113 | -825,722 | -12 |
| Rwanda | 288,520 | 324 | 19,278,902 | 262 | 406,805 | 245 | 17,865,068 | 278 | 1,413,834 | -16 |
| Burundi | 116,464 | 215 | 5,040,421 | 198 | 126,844 | 207 | 6,395,754 | 218 | -1,355,333 | -20 |
| Zambia | - | - | - | - | - | - | - | - | 0 | 0 |
| Malawi | - | - | - | - | - | - | - | - | 0 | 0 |
| Mozambique | - | - | - | - | 26,756 | 123 | 262,989 | 83 | -262,989 | -83 |
| Madagascar | - | - | 98,943 | 101 | - | - | - | - | 98,943 | 101 |
| Zimbabwe | - | - | - | - | - | - | - | - | 0 | 0 |
| D R Congo | - | - | - | - | - | - | - | - | 0 | 0 |
| Ethiopia | - | - | 131,806 | 136 | 1,966 | 85 | 702,404 | 115 | -570,598 | 21 |
| **Total** | **6,698,145** | **216** | **391,770,296** | **188** | **7,852,421** | **190** | **406,720,333** | **194** | **-14,950,038** | **-6** |

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

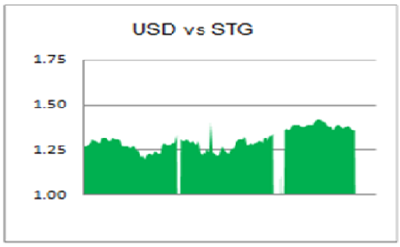



| | Jan Kgs | Jan USC | Feb Kgs | Feb USC | Mar Kgs | Mar USC | Apr Kgs | Apr USC | May Kgs | May USC | Jun Kgs | Jun USC | Jul Kgs | Jul USC | Aug Kgs | Aug USC | Sep Kgs | Sep USC | Oct Kgs | Oct USC | Nov Kgs | Nov USC | Dec Kgs | Dec USC | Total Kgs | Total USC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **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 | 26.2 | 208 | | | | | | | 391.7 | 188 |
| **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 | 110.55 | 0.15 | 0.13% |
| KES:STG | 150.01 | 1.13 | 0.75% |
| KES:EUR | 128.64 | 0.61 | 0.47% |
| USD:STG | 1.36 | 0.00 | 0.00% |




During the week the Kenya Shilling traded between KES 110.40-110.60 and reached 110.60 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 40/21 Packages | Kgs | Year To Date 2021 Packages | Kgs | Year To Date 2020 Packages | Kgs | Variance Year To Date Packages | Kgs |
|---|---|---|---|---|---|---|---|---|
| Kenya | 83,000 | 5,568,454 | 4,742,296 | 320,534,130 | 4,932,917 | 333,854,552 | -190,621 | -13,320,422 |
| Uganda | 14,461 | 822,668 | 949,422 | 54,935,046 | 898,683 | 51,913,607 | 50,739 | 3,021,439 |
| Tanzania | 1,000 | 53,092 | 78,339 | 4,290,440 | 92,629 | 4,926,636 | -14,290 | -636,196 |
| Rwanda | 4,420 | 307,780 | 280,260 | 19,202,820 | 269,448 | 18,427,709 | 10,812 | 775,111 |
| Burundi | 840 | 51,012 | 80,500 | 5,001,336 | 101,577 | 6,436,708 | -21,077 | -1,435,372 |
| 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** | **103,721** | **6,803,006** | **6,135,697** | **404,227,073** | **6,313,556** | **416,498,599** | **-177,859** | **-12,271,526** |

## Sellers' Main Grade Quantities (in Packages)

| Origin | BP 1 | | | PF 1 | | | PD | | | D 1 | | | Total | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | S 40 | S 41 | S 42 | S 40 | S 41 | S 42 | S 40 | S 41 | S 42 | S 40 | S 41 | S 42 | S 40 | S 41 | S 42 |
| KTDA | 12800 | 7920 | 13040 | 20680 | 24160 | 26280 | 9240 | 11440 | 10800 | 5280 | 4960 | 6200 | 48000 | 48480 | 56320 |
| Unilever Tea | 1320 | 1160 | 1160 | 980 | 680 | 480 | 1360 | 700 | 1060 | 200 | 200 | 120 | 3860 | 2740 | 2820 |
| James Finlay | 840 | 800 | 680 | 600 | 1080 | 760 | 1400 | 1360 | 960 | 0 | 0 | 0 | 2840 | 3240 | 2400 |
| Eastern Produce | 1720 | 2240 | 1740 | 3420 | 3060 | 3,000 | 4100 | 2640 | 2280 | 800 | 960 | 960 | 10040 | 8900 | 7980 |
| Others (K) | 4660 | 4560 | 6,320 | 8920 | 9520 | 10,760 | 11880 | 13305 | 13120 | 2180 | 2720 | 2340 | 27640 | 30105 | 32540 |
| Uganda | 2040 | 2120 | 2954 | 2280 | 3520 | 4,000 | 3078 | 3080 | 4840 | 1180 | 1740 | 1600 | 8578 | 10460 | 13394 |
| Tanzania | 200 | 240 | 200 | 240 | 400 | 160 | 160 | 200 | 160 | 120 | 160 | 120 | 720 | 1000 | 640 |
| Rwanda | 1560 | 1520 | 1320 | 1440 | 1720 | 1440 | 880 | 760 | 580 | 280 | 480 | 400 | 4160 | 4480 | 3740 |
| Burundi | 1600 | 1840 | 1640 | 1040 | 1120 | 1080 | 480 | 480 | 400 | 440 | 440 | 320 | 3560 | 3880 | 3440 |
| 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 | 240 | 160 | 0 | 0 | 0 | 0 | 240 | 160 |
| Total | 26740 | 22400 | 29054 | 39600 | 45260 | 47960 | 32578 | 34205 | 34360 | 10480 | 11660 | 12060 | 109398 | 113525 | 123434 |

## 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. | 12.70 | 16,160 | 2,480 | 6,440 | 4,200 | 2,280 | | 100 | 340 | 300 | 20 |
| 2 | LAB INTERNATIONAL KENYA LTD | 7.39 | 9,400 | 80 | 1,940 | 6,240 | 1,000 | 40 | | 40 | 60 | |
| 3 | JAMES FINLAY MOMBASA LIMITED | 7.34 | 9,340 | 1,280 | 3,320 | 4,160 | | 20 | 380 | | 180 | |
| 4 | CARGILL KENYA LTD | 7.01 | 8,920 | 1,080 | 6,640 | 1,160 | 40 | | | | | |
| 5 | CHAI TRADING COMPANY LTD | 6.07 | 7,720 | 440 | 5,960 | 880 | 400 | | 40 | | | |
| 6 | COFFTEA AGENCIES LTD | 4.35 | 5,540 | 2,600 | 600 | | | | 100 | | 1,860 | 380 |
| 7 | MOMBASA COFFEE LTD | 4.26 | 5,420 | 80 | 1,240 | 2,620 | 1,280 | 200 | | | | |
| 8 | M J. CLARKE LTD | 2.64 | 3,360 | 200 | 320 | 1,880 | 360 | | 160 | | 440 | |
| 9 | SSOE (KENYA) LIMITED | 2.33 | 2,960 | 1,200 | 360 | 160 | 160 | 400 | 160 | 200 | 220 | 100 |
| 10 | ABBAS TRADERS LTD | 1.54 | 1,960 | 80 | 400 | 840 | 160 | 100 | 140 | 220 | | 20 |
| 11 | DEVCHAND KESHAVJI (K) LTD | 1.49 | 1,900 | | 1,900 | | | | | | | |
| 12 | RANFER TEAS KENYA LTD | 1.43 | 1,820 | 480 | 80 | 480 | 560 | | | 220 | | |
| 13 | GOLD CROWN FOODS (EPZ) LTD | 1.40 | 1,781 | 120 | 40 | | | | 80 | 560 | 580 | 401 |
| 14 | SUMMER LINER CO. LTD | 1.40 | 1,780 | 240 | | 40 | | 80 | 220 | | 340 | 860 |
| 15 | STANSAND (A) LTD | 1.34 | 1,700 | | 780 | | | | 320 | | 600 | |
| 16 | ALIBHAI RAMJI (MSA) LTD | 1.21 | 1,540 | | 420 | 400 | 720 | | | | | |
| 17 | VAN REES KENYA LIMITED | 1.08 | 1,380 | 40 | 720 | 240 | | | 100 | | 280 | |
| 18 | DRINCO INTERNATIONAL LIMITED | 1.05 | 1,340 | 440 | 860 | | | | | | | 40 |
| 19 | SHAKAB EXPORT & IMPORT CO. LTD | 1.04 | 1,320 | 360 | 800 | 40 | | | | 80 | 40 | |
| 20 | INDO-AFRICAN TEA CO. (K) LTD. | 0.85 | 1,080 | 480 | 560 | | 40 | | | | | |
| 21 | EMPIRE KENYA (EPZ) LTD | 0.80 | 1,020 | 160 | | 200 | 200 | | 60 | | 400 | |
| 22 | CUP OF JOE LTD | 0.75 | 960 | 400 | 80 | | | 440 | 40 | | | |
| 23 | CHAMU SUPPLIES LIMITED | 0.53 | 680 | | 240 | 40 | | 240 | 80 | 80 | | |
| 24 | TUSHA TEA LTD | 0.53 | 680 | 640 | 40 | | | | | | | |
| 25 | TRANS-ATLANTIC TRADING Co. LTD | 0.42 | 540 | | | 200 | 200 | | 120 | 20 | | |
| 26 | AL EMIR LIMITED | 0.41 | 520 | 200 | 240 | | | | | 80 | | |
| 27 | LUTEX LIMITED | 0.41 | 520 | | 40 | | | | 120 | | 140 | 220 |
| 28 | LULA TRADING COMPANY | 0.36 | 460 | | | | | | | | | 460 |
| 29 | TROPICAL CROPS & COMMODITIES | 0.36 | 460 | 80 | 40 | 20 | | 40 | | | 160 | 120 |
| 30 | KIRINDO TRADERS LIMITED | 0.33 | 420 | 160 | | | | 80 | | 20 | 20 | 140 |
| 31 | PWANI HAULIERS | 0.31 | 400 | | | | | | | | | 400 |
| 32 | JALEEL TRADING COMPANY | 0.28 | 360 | | | | | | | | 20 | 340 |
| 33 | DELSTA TEA LIMITED | 0.19 | 240 | 240 | | | | | | | | |
| 34 | GREEN LEAF TRADING CO. LTD | 0.16 | 200 | | | | | | | | | 200 |
| 35 | MAISHA COMMODITIES | 0.16 | 200 | | | | 20 | 20 | | 60 | 100 | |
| 36 | AFRO TEAS LTD | 0.14 | 180 | | | | 80 | | | | | 100 |
| 37 | AIMCO ENTERPRISES LTD | 0.14 | 180 | | | | | 60 | | | 60 | 60 |
| 38 | IMPERIAL TEAS (EPZ) LTD | 0.14 | 180 | 40 | | 80 | 40 | | | 20 | | |
| 39 | AL KHALIFA ENTERPRISES LTD | 0.13 | 160 | 40 | | | | | 20 | | | 100 |
| 40 | LINDOP & COMPANY (KENYA ) LTD | 0.11 | 140 | | 40 | 40 | 20 | | | 40 | | |
| 41 | TEAVANA TEA STORE LTD | 0.09 | 120 | | | | | | | | | 120 |
| 42 | GREAT WHITE PACKERS LTD | 0.08 | 100 | | | 100 | | | | | | |
| 43 | SARDIA INTERNATIONAL CO. LTD | 0.06 | 80 | | | | | | | | | 80 |
| 44 | RIOTANA TRADING LIMITED | 0.05 | 60 | 40 | | | | 20 | | | | |
| 45 | CAPITAL TEA TRADERS | 0.03 | 40 | | | | | | | | | 40 |
| 46 | FIRST CUP COFFEE LTD | 0.03 | 40 | | | | | | 40 | | | |
| 47 | JAWAI TEA LIMITED | 0.03 | 40 | 40 | | | | | | | | |
| 48 | SALIM MERCHANDISE COMPANY LTD | 0.03 | 40 | | | | | | | 40 | | |
| 49 | TRUST TEA TRADERS EAST AFRICA LTD | 0.03 | 40 | 40 | | | | | | | | |
| 50 | TANZIIL TRADING LIMITED | 0.02 | 20 | | | | | | | | | 20 |
| Total Sold | | 75.03 | 95,501 | 13,760 | 34,100 | 24,020 | 7,560 | 1,740 | 2,280 | 2,020 | 5,800 | 4,221 |
| Withdrawn | | - | | | | | | | | | | |
| Unsold | | 24.97 | 31,778 | 12,820 | 4,720 | 8,058 | 2,640 | 380 | 180 | 700 | 2,160 | 120 |
| % Unsold | | | | 48 | 12 | 25 | 26 | 18 | 7 | 26 | 27 | 3 |
| **Grand Total** | | **100.00** | **127,279** | **26,580** | **38,820** | **32,078** | **10,200** | **2,120** | **2,460** | **2,720** | **7,960** | **4,341** |

| | % | Total | BP1 | PF1 | PD | D1 | BP2 | PF2 | D2 | FNGS | BMF |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Sale 39/21 | 75.71% | 95,320 | 14,920 | 33,720 | 23,540 | 8,140 | 1,960 | 2,480 | 1,840 | 5,240 | 3,480 |
| 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 |

## Other Tea Auction Centres

**Auction Offerings**

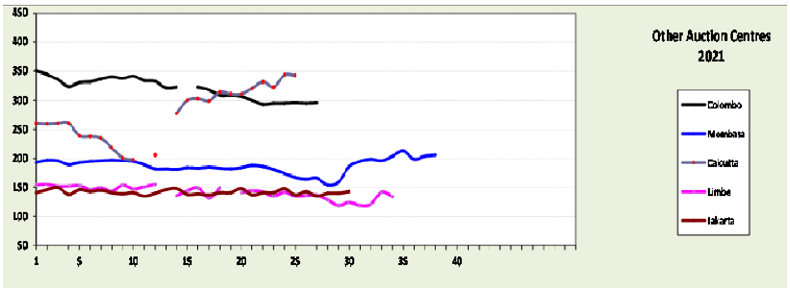
| Centre | Week 39<br>27-Sep | Week 40<br>05-Oct | Week 41<br>05-Oct | Week 42<br>12-Oct |
|---|---|---|---|---|
| Mombasa | 125,879 | 127,099 | 133,643 | 145,473 |
| Limbe | 6,420 | 6,160 | 5,920 | |
| Colombo | 5.9 | 6.0 | 5.7 | 4.3 |
| Jakarta | 7,760 | 10,300 | 7,960 | |
| Calcutta | 196,837 | | 217,859 | |
| Guwahati | 174,430 | | 160,783 | |
| Chittagong | 59,499 | 61,539 | 66,958 | |
| **Total** | **314,489** | **143,559** | **308,306** | **145,473** |

**Jakarta:** at Sale 39 held on the 29th September 2021. A larger quantity of 9,020 psacks orthodox and 1,140 psacks CTC teas were offered for sale today. There was all round good general and widespread demand but prices were barely steady to often lower by upto 5 usc per kg.

**Colombo:** at Sale 38 held on 28th and 29th September, 2021, The 0.74Mkg of Ex Estates teas on offer met with fair demand. Select best Western High Grown BOPs declined from last week's levels, the below best and plainer sorts were firm to irregularly lower. Select best BOPFs were firm to marginally lower, below best and plainer varieties were dearer at the commencement and eased as the sale progressed. Nuwara Eliya BOPs were irregular but mostly easier, the BOPFs were mostly unsold. Udapussellawa BOPs declined however, the BOPFs gained sharply at times following quality and special inquiry. Uva BOPs were firm, the BOPFs were irregularly dearer. Low Grown CTC BP1s were firm to dearer at times, the PF1s were firm on last levels. The High and Medium BP1s were firm to easier with some invoices remaining unsold, the High and Medium PF1s were firm to dearer following quality. The 2.6Mkg 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 lower demand. BOP1s attracted fair interest. Select best OPAs were firm, best and below best types shed few rupees, others were substantially lower. Well-made Bold Pekoes were firm, mixed varieties shed few rupees. Well-made Shotty Pekoe1s were firm, others were lower. In the Small Leaf segment, select best BOP.SP / BOPF.SP and BOPFs met with improved demand. Select best BOPs gained following quality. Select best and best FBOPs were firm, others too attracted fair interest. Select best FBOPF1s maintained last levels, best and below best varieties maintained last levels. FBOPFs attracted improved interest. Best Premium Flowery teas met with lower demand, others were firm. Turkey, Russia, Iran and the C.I.S. countries lent fair support. Libya and Iraq were active.

**Chittagong:** at Sale 20 held on 27th September, 2021, CTC LEAF: 47,515 packages of Current Season and 147 packages of Old Season teas on offer met with a fairly strong demand. BROKENS: Well made good liquoring Brokens were a strong market and were mostly dearer by Tk.1/- to Tk.2/-. Their Medium types were fully firm to occasionally dearer. Plain and BLF teas met with a fair demand and were about steady. FANNINGS: Good liquoring Fannings once again met with a good demand and tended dearer. Medium varieties were also a good market and were slightly dearer following competition. Plain and BLF teas met with a little more demand and were fully firm. CTC DUST: 11,667 packages of Current Season and 43 packages of Old Season teas on offer met with a good demand. Select best liquoring teas were around last levels. The remainder were fully firm to slightly dearer. Their mediums were also dearer by Tk.2/- to Tk.3/-. Plain and BLF Dusts were an easier market and witnessed fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: Good liquoring teas continued to be well sought after and were generally a little dearer. Both Blenders and Loose tea buyers were more active this week. As a result, there were a little less withdrawals. Dusts sold well.

**Cochin**: at Sale 38 held on 22nd September, 2021. **CTC Leaf**: Fair demand. Fair demand, Teas sold fully firm to occasionally dearer depending on quality. **Buying pattern:** Up country buyers lent fair support. Exporters operated on bolder grades. **ORTHODOX Leaf:** Good Demand. High growns met with better enquiry and prices appreciated in value. Good Medium whole leaf and larger brokens fully firm. Smaller brokens and fannings irregular. **Buying pattern:** CIS operating with support from ME and internal. **Dust**: Good Demand. Popular marks and better mediums teas selling lower by 1-2c. Plainer sorts followed the same trend. **Buying pattern**: Major blender active. Upcountry, Internal and regional packeteers operated.




**Calcutta:** Sale 39 held on 28th, 29th and 30th September, 2021. **CTC Leaf:** There was good demand. Bulk of the good liquoring Assam brokens were irregularly easier to barely steady, with smaller brokens being discounted. Good liquoring fannings met with better interest and maintained levels. Well-made medium sorts were irregular around last. Better Dooars were barely steady whilst other categories, including the plainer and BLF varieties, were irregular around last. Dust: There was good demand. Brighter liquoring Assams were barely steady to around last whilst the remainder sold at irregular rates following quality. M/s Hindustan Unilever was active in both markets on brighter descriptions with more interest on brighter liquoring Assams dust grades. M/s Tata Consumer Products were active on a cross-section of the offerings in both markets. Western India segments were active on good liquoring descriptions. There was limited but improved export interest on larger brokens. There was fair activity from regional packers. Local traders were active on the Dooars. **ORTHODOX:** Demand was good but whole leaf grades, tippy teas and a few small brokens settled lower. However FOP/OP's fully maintained levels as did the remainder. The Middle East continued to be the mainstay of the market with other destinations and M/s HUL offering selective support.

**Guwahati:** at Sale 39 held on 27th 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, 05 October 2021**

**Tea Factories Asked To Reduce Cost Of Production**

The Ministry of Agriculture has called on tea factories to work on the reduction of production costs in order to maximise farmers' earnings. Speaking during a tour of Kiegoi and Muchimukuru Tea Factories in Igembe South and Tigania East respectively in Meru County, Agriculture Cabinet Secretary Peter Munya said the majority of the factories were incurring huge costs in the production of a kilogram of tea, hence eating into the farmers' earnings. "The Ministry of Agriculture is working day and night to ensure we implement the tea reforms that will change the tea sector for the better. These changes will not be of many benefits to individual farmers if their factories will not reduce the cost of production as much as possible," said Mr. Munya. Among the changes the ministry has done in the tea sector, Mr. Munya added, was the revitalisation of the Tea Board of Kenya (TBK) that will look into the issues of tea farming with an aim of ensuring farmers get fruits of their labour. He added that the ministry has also revitalised the Tea Research department which was earlier swallowed by Kenya Agricultural Livestock Research Authority (KALRO). "We want the department to have a budget that will ensure they work separately with an aim of coming up with solutions that will be of much benefit to our farmers all over the country," said Munya. The CS added that the government has already announced measures it is putting in place to save tea farmers from burdensome taxes. He said some of these include plans to begin hauling tea to Mombasa using the standard gauge railway which were at advanced stages. He also ordered for the scrapping off of health insurance scheme deductions, which farmers had been lamenting about. Munya said he had received a flurry of complaints that farmers were not benefiting from the scheme. He further assured farmers of increased bonuses saying that the tea reforms were meant to wrest control of the sector from the grip of cartels that were eating off the sweat of struggling farmers.

*Source:* https://www.kenyanews.go.ke/tea-factories-asked-to-reduce-cost-of-production/

**Tuesday, 05 October 2021**

**Smallholder Tea Farmers To Receive Bonus Payment**

Smallholder tea farmers affiliated to the Kenya Tea Development Agency (KTDA), will receive their bonus payment at the end of October. This follows the conclusion of meetings by directors of the 54 KTDA managed tea factories on Friday last week. In a statement, KTDA Chairman, David Ichoho, said that factory directors had reviewed the performance of their companies over the last 12 months and declared the second payment rates to the respective farmers. "Generally, the rate per kilo does not vary much from those of the previous Financial Year," said the Chairman. Bonus rates are determined by the factory's income for the year, the quality of leaf delivered to the factory, the cost of production and the average price of tea that the factory fetched at the market. These costs are then deducted from the factory's income and the balance paid to farmers as bonus. The announcement comes at a time when the tea sector recorded an 8.3 per cent drop in the CTC tea prices at the Mombasa auction from an average of 2.38 United States dollars in the last Financial Year to 2.18 dollars in the Financial Year 2020/2021. KTDA says that the drop in prices was occasioned by oversupply of tea in markets, a scenario that has been playing out since 2018. The Agency has also blamed price drop on the business disruptions occasioned by the Covid-19 pandemic that not only caused global shipping challenges, but also reduced the demand for tea in key tea consuming countries. "The relatively favorable exchange rate of the Kenya Shilling against the US dollar has, however, helped shore up earnings from the sale of tea which is generally dollar dominated," said Ichoho. The current exchange rate for the US dollar against the Kenyan Shillings stands at Sh110. The Agriculture Cabinet Secretary, Peter Munya, asked tea factories to reduce their cost of production as a way of maximizing earnings for tea farmers. Speaking in Meru County, Munya said that most factories were incurring high production costs which were eating into the farmers' income. To mitigate this, Ichoho, said that the newly constituted Board was working to ensure that KTDA managed factories were implementing energy efficient changes that have seen the amount of energy used to produce a kilo of tea drop by 15 per cent. To further cushion farmers from low tea prices, Ichoho said that KTDA had set a minimum price for produce delivered to the Agency. According to the Chairman, already prices of tea under the minimum price have improved significantly, heralding better returns for farmers at the end of the current financial year ending June next year. "We have embarked on various reforms and initiatives aimed at increasing money to farmers. The reforms are already bearing fruits and farmers should look forward to higher returns in the coming months," said Ichoho.

*Source:* https://www.kenyanews.go.ke/smallholder-tea-farmers-to-receive-bonus-payment/

## 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 & 12˚c respectively. Crop intake averaged 127 tonnes /day on a 6 day plucking cycle. The weather condition was sunny.

**Nyeri:** The week was a bit dry. The rainfall recorded through the week was 10.3 mm in 3 wet days. The highest and lowest temperatures were 23˚c & 12˚c respectively. Crop intake was at an average of 68 tonnes/day on a 6 day plucking cycle.

**Meru**: The week was sunny with the exception of Thursday and Friday which were cloudy and cold. No rainfall activity was recorded throughout the week.

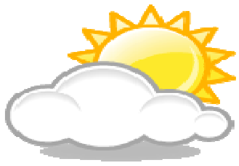
The highest and lowest temperatures were 25˚c & 15˚c respectively. Crop intake averaged 43 tonnes/day on a six day plucking cycle.

**Sotik**: The week experienced sunny mornings and showers in the afternoons. The area received 13.2mm of rainfall spread in three wet days.

The highest and lowest temperatures were 28˚c & 12˚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 afternoons. A total of 42.1 mm of rainfall was recorded with some three estates recording hail storms. Average temperatures were highs of 23° Celsius and lows of 10° Celsius. Crop intake went up by 2% compared to the previous week's levels.

Crop on offer is likely to decrease due to repeated hailstorms.



*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 recieved 111mm (85mm), Hoima received 52 mm (40mm). Bushenyi recieved 89mm (47mm). Kibale recieved 26mm(6mm) of rainfall. Average temperatures were highs of 28° Celsius and lows of 16° Celsius. Crop volumes are slightly improved.

**Weather forecast for 5th October to 12th October 2021**

**Headline:** Heavy to very heavy rainfall is expected in Upper Nile state in north-eastern South Sudan into parts of western Oromia and Afar in Ethiopia, parts of north-eastern Somalia, and south-western Uganda. Temperatures are forecast to be warmer than usual except for northern Sudan and south-eastern South Sudan **regions.**

**Heavy to very heavy rainfall (top 10-5% on record)** is expected in parts of Jonglei and Upper Nile states in South Sudan, eastern Oromia and Afar in Ethiopia, parts of northern Somalia, and south-western Uganda. **Total rainfall above 100mm is expected in these regions.**

Moderate rainfall between 50 - 100 mm is expected in South Sudan, parts of central Ethiopia, central and south-western Uganda, northern Rwanda, and western Kenya.

Light rainfall of less than 30 mm is expected over parts of southern Sudan, south-eastern South Sudan, eastern Uganda, western and coastal Kenya, north-western and coastal Tanzania, northern Somalia, Djibouti, Eritrea, and northern Ethiopia.

Dry conditions are expected in central to northern Sudan, southern Ethiopia, eastern and northern Kenya, southern Somalia, and much of Tanzania.

**Crop Production Kenya:** The crop production continues to rise steadily with the steady rise in rainfall. The short rains seem to have come early and we expect to see the crop building up early. The fertilizer flush is also being experienced in those areas where fertilizer was applied particularly the ktda small holder firms

The cold season that started in earnest in early June has eased up thus encouraging crop productivity.

**Uganda**: Crop volumes are improved. This past week there was some rainfall activity recorded in all the tea growing areas. This has tended to increase slightly the crop volumes.

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

**World Production from Main Producing Countries over the Past Twelve Months**

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | + / - Variance | Production over calendar years 2020 | 2019 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Bangladesh | 0.3 | 1.2 | 1.7 | 3.9 | 6.3 | 13.5 | 12.6 | 14.4 | 12.1 | 13.4 | 10.5 | 7.0 | 52.7 | 5.0 | 90.7 | 94.6 |
| North India | - | 2.2 | 46.9 | 51.4 | 77.4 | 143.6 | 157.2 | 153.2 | 163.8 | 155.6 | 127.6 | 53.4 | 631.9 | 98.9 | 1,033.4 | 1,170.6 |
| South India | 16.1 | 15.3 | 19.6 | 22.0 | 24.4 | 25.9 | 21.8 | 16.4 | 24.1 | 20.2 | 21.4 | 18.1 | 161.5 | 25.9 | 219.4 | 218.7 |
| Sri Lanka | 23.1 | 22.3 | 28.4 | 29.6 | 30.4 | 25.9 | 26.2 | 23.7 | 21.9 | 23.4 | 24.8 | 28.5 | 209.6 | 32.3 | 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 | 1.5 | 1.7 | 2.5 | 3.3 | 3.5 | 23.5 | 1.3 | 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 | 211.3 | 237.5 | 4.6 | 245.8 | 179.1 | 1,418.9 | 138.3 | 2,325.3 | 2,415.1 |
| **Variance** | (4.6) | (0.2) | 34.0 | 39.6 | 5.1 | 30.4 | 19.0 | 15.0 | 0.0 | 0.0 | 0.0 | 0.0 | 138.3 | | | |

*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 | 6,698,145 | 26,239,887 | 2.16 | 2.08 | 1.94 | 2.08 |
| 9 mths Totals: } | | | | | $1.88 391,770,296 Kgs | $1.94 406,720,334 Kgs | $2.00 344,324,012 Kgs |
| 40 | | | | | | | |
| 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 39 (9 months) Kilos '000 | Av. Prc US$ | Country : | Year : 2020 Sale Nos: 1 to 39 (9 months) Kilos '000 | Av. Prc US$ |
|---|---|---|---|---|---|
| Kenya | 309,571 | 1.97 | Kenya | 325,784 | 2.02 |
| Uganda | 53,856 | 1.16 | Uganda | 51,091 | 1.21 |
| Tanzania | 3,793 | 1.01 | Tanzania | 4,619 | 1.13 |
| Rwanda | 19,279 | 2.62 | Rwanda | 17,865 | 2.78 |
| Burundi | 5,040 | 1.98 | Burundi | 6,396 | 2.18 |
| Malawi | - | | Malawi | - | - |
| Mozambique | - | | Mozambique | 263 | 0.83 |
| D R Congo | - | | D R Congo | - | - |
| Madagascar | 99 | 1.01 | Madagascar | - | - |
| Ethiopia | 132 | 1.36 | Ethiopia | 702 | 1.15 |
| Total : | 391,770 | 1.88 | | 406,720 | 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*