

TEA

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Tea Market Report: Sale 47 of 22nd - 24th November, 2021

There was strong general demand for the 188,528 packages (12.34m/kgs) on offer with 14.54% remaining unsold.

Leaf Grades

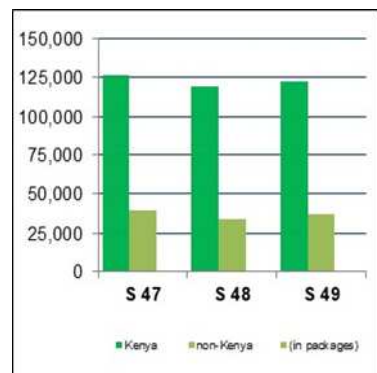
Offerings: 98,100 packages (6.43m/kgs) and 15.37% remained unsold.

Best **BP1s** available met an irregular enquiry varying between firm to USC13 dearer to easier by up to USC25 following quality while Brighter varieties held value to USC18 below last prices and a few lines were unsold. Medium types saw irregular trends with improved invoices steady to USC30 dearer but others remained without bids. Lower Medium categories were a strong feature and improved lines advanced by USC7 - USC40 above previous week's levels but others shed USC3 - USC22 where sold. Plainer sorts were irregular ranging between USC3 - USC26 above last rates to easier by USC3 - USC16 and some invoices were neglected.

Current and Future Fresh Auction Offerings

Country	Sale 47 22- 24 Nov'21		Sale 47 23-25 Nov'20		Sale 48 29 Nov-1 Dec'21		Sale 49 6 - 8 Dec'21	
	MG	SG	MG	SG	MG	SG	MG	SG
Kenya	112,280	14,240	99,660	14,960	106,440	12,580	109,580	12,674
Uganda	16,220	11,350	16,860	9,129	14,720	8,200	17,920	9,856
Tanzania	1,360	1,340	640	1,400	2,340	900	820	360
Rwanda	5,880	1,180	4,520	660	5,520	820	5,680	820
Burundi	1,680	359	1,480	380	1,560	259	1,560	500
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	640	0	0	0	0	0
Reprints	17,580	5,059	14,300	1,344	17,320	4,314	10,720	7,020
Total	137,420	28,469	123,800	26,529	130,580	22,759	135,560	24,210
	165,889		150,329		153,339		159,770	

The Best **PF1s** on offer were a strong feature and well-competed for advancing by USC29 - USC52 with Brighter varieties appreciating by USC22 - USC27 following quality while Medium categories saw good support gaining USC14 - USC30 but a few lines remained without bids. Improved Lower Medium types appreciated by USC4 - USC42 but a few invoices eased by USC4 - USC6 where sold



CTC Quotations and Highest Prices (USC)

	BP1		PF1	
Best	280	- 480	344	- 398
Good	261	- 350	338	- 362
Good Medium	260	- 356	320	- 354
Medium	260	- 266	250	- 308
Lower Medium	112	- 194	118	- 242
Plainer	085	- 140	078	- 214

while Plainer descriptions met and irregular interest varying between USC2 - USC30 above last prices to easier by USC2 - USC6 and some teas remained without bids.

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continued

Dust Grades

Offerings: 56,900 packages (4.21m/kgs). 5.20% were unsold.

Best **PDUSTs** available advanced by USC14 - USC21 closely following quality with Brighter types appreciating by USC5 - USC20 with quality and medium categories were firm to USC28 above last week's levels. Lower Medium sorts were a strong feature and gained USC10 - USC50 with Plainer descriptions steady to USC16 above last prices but a few invoices remained unsold.

The Best **DUST1s** on offer were USC4 to USC6 dearer with Brighter varieties gaining USC6 - USC12 while Medium varieties held steady to USC16 dearer.

Lower Medium categories advanced by USC4 - USC26 but a few lines were unsold with much improved absorption for plainer types and were firm to USC31 dearer but some invoices were unsold.

Secondary Grades

Offerings: 33,528 packages (1.70m/kgs) and 27.97% remained unsold.

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

Markets

Pakistan Packers lent more and strong support and were dominant and forceful while Bazaar and Egyptian Packers showed strong interest. Kazakhstan, other CIS nations, Yemen and other Middle Eastern countries increased activity with UK and Russia active. There were some purchases for Iran but Afghanistan, Sudan and Southern Sudan were quiet. Local Packers lent some interest in line with price. Somalia were less active at the lower end of the market.

CTC Quotations and Highest Prices (USC)

	PD		D1	
Best	346	- 368	316	- 360
Good	329	- 368	324	- 352
Good Medium	325	- 346	302	- 344
Medium	258	- 280	235	- 278
Lower Medium	105	- 314	118	- 256
Plainer	074	- 194	080	- 198

Secondary Quotations (USC)

	BP/BP2	PF/PF2	FNGS1/FNGS	DUST / DUST2	BMF
Best/Good	206 - 250	267	131 - 250	106 - 326	089
Good Medium / Medium			127 - 188	125 - 240	
Lower Medium	079 - 150	090 - 174	073 - 154	070 - 140	069 - 076
Plainer	075 - 126	080 - 200	080 - 152	066 - 144	065 - 076

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	108,180	7,590,708	277	10,880	546,195	114	119,060	8,136,903	266	102,084	6,816,424	197
Uganda	13,997	903,586	124	10,079	495,963	89	24,076	1,399,549	112	21,899	1,271,974	129
Tanzania	1,000	60,576	118	1,260	60,508	87	2,260	121,084	102	1,700	88,976	113
Rwanda	5,320	371,036	328	780	55,644	218	6,100	426,680	314	4,820	326,093	263
Burundi	1,400	91,340	249	359	17,248	151	1,759	108,588	234	1,820	112,378	230
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	460	28,548	151
Total	129,897	9,017,246	263	23,358	1,175,558	107	153,255	10,192,804	245	132,783	8,644,393	189

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total			Pkgs	Kgs	USC
Sale 46/21	131,360	9,070,038	243	20,800	1,030,981	105	152,160	10,101,019	229	124,670	8,235,418	193
Sale 45/21	128,479	8,804,489	235	19,754	981,419	109	148,233	9,785,907	222	127,820	8,399,022	190
Sale 44/21	100,600	6,939,853	238	16,000	815,606	103	116,600	7,755,459	224	124,640	8,203,849	192
Sale 43/21	94,580	6,532,146	242	18,079	894,994	110	112,659	7,427,140	226	127,709	8,400,520	193
Sale 42/21	90,955	6,238,438	245	17,980	909,231	115	108,935	7,147,669	229	120,373	7,988,208	191
Sale 41/21	89,825	6,206,553	246	17,380	877,199	119	107,205	7,083,753	231	112,836	7,470,767	188

Average Auction Hammer Prices by Grade and Country

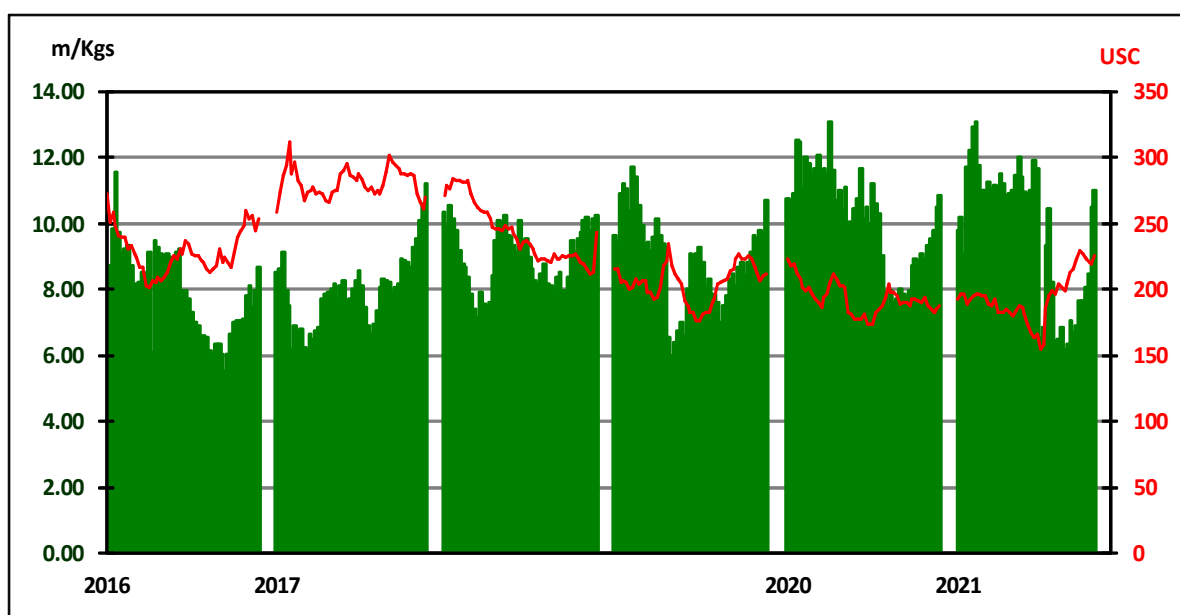
Country of Origin	Current Sale's Prices per Grade											Corresponding Prices per Grade for Last Year										
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av		
Kenya	263	286	267	275	105	135	116	123	72	266	224	212	195	205	139	126	106	101	73	197		
Uganda	102	131	129	119	86	109	88	92	68	112	141	143	140	136	128	124	123	93	73	129		
Tanzania	90	132	116	106	84	110	77	90	78	102	133	142	141	128	124	136	83	84	75	113		
Rwanda	365	324	308	324	240	267	216	181	89	314	310	259	261	232	232	174	152	136	78	263		
Burundi	209	290	254	245	-	-	152	150	-	234	218	274	244	-	-	-	127	123	-	230		
Zambia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Malawi	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Ethiopia	-	-	-	-	-	-	-	-	-	-	-	142	154	-	-	-	-	-	-	151		
Total	245	278	248	252	114	122	122	109	70	245	220	209	188	192	147	127	109	99	73	189		

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 46/21	210	263	230	215	112	128	112	107	73	229	219	210	190	186	141	136	108	99	74	193		
Sale 45/21	206	248	229	227	135	134	107	113	71	224	215	208	190	195	150	128	112	100	77	190		
Sale 44/21	212	248	234	234	121	122	100	110	70	224	211	211	193	188	162	121	113	100	74	192		
Sale 43/21	194	259	235	237	120	134	112	120	70	226	219	207	196	196	161	126	109	97	73	193		
Sale 42/21	225	266	231	231	138	135	115	127	72	229	223	200	194	189	162	125	114	103	73	191		
Sale 41/21	228	271	231	218	139	133	117	126	73	231	205	196	194	191	179	127	111	108	72	188		

Average Auction Prices and Quantities by Country

Country	Previous Sale Sale 46/21		Year To Date 2021		Last Year Sale 46/20		Year To Date 2020		Variance Year To Date	
	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC	Kgs	USC
Kenya	8,647,451	246	357,227,032	203	7,105,747	199	373,538,479	201	-16,311,448	2
Uganda	1,666,321	105	62,789,183	114	1,254,662	130	59,684,647	122	3,104,536	-8
Tanzania	97,748	95	4,258,204	101	84,460	119	5,109,942	114	-851,738	-13
Rwanda	499,876	314	21,674,492	269	327,901	271	20,218,822	277	1,455,670	-8
Burundi	86,770	225	5,796,669	200	124,676	215	7,328,764	217	-1,532,095	-17
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	-	-	0	0
Madagascar	-	-	98,943	101	-	-	262,989	83	-164,046	18
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	155,720	135	-	-	705,153	115	-549,433	20
Total	10,998,166	226	452,000,242	193	8,897,446	192	466,848,796	194	-14,848,554	-1

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	26.2	208	30.3	226	29.9	222			452.0	193
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 111.90-112.30 and reached 112.30 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 112.00 - 112.50 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 46/21		Year To Date 2021		Year To Date 2020		Variance Year To Date	
	Packages	Kgs	Packages	Kgs	Packages	Kgs	Packages	Kgs
Kenya	121,560	8,191,978	5,368,786	362,208,292	5,660,231	382,711,788	-291,445	-20,503,496
Uganda	27,139	1,599,071	1,093,334	63,288,625	1,053,910	60,947,480	39,424	2,341,145
Tanzania	1,900	94,972	87,299	4,742,216	103,669	5,509,592	-16,370	-767,376
Rwanda	6,540	449,546	312,859	21,444,356	303,708	20,731,255	9,151	713,101
Burundi	1,861	107,138	88,560	5,483,984	116,157	7,329,972	-27,597	-1,845,988
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	2,300	130,640	14,080	711,408	-11,780	-580,768
Total	159,000	10,442,705	6,956,118	457,454,688	7,256,617	478,208,774	-300,499	-20,754,086

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 47	S 48	S 49	S 47	S 48	S 49	S 47	S 48	S 49	S 47	S 48	S 49	S 47	S 48	S 49
KTDA	12200	19880	12840	41980	38400	40280	17520	15840	20600	8140	8140	7200	79840	82260	80920
Unilever Tea	940	760	1580	400	160	200	240	320	280	80	260	260	1660	1500	2320
James Finlay	680	520	320	960	1280	720	1680	1120	960	0	0	0	3320	2920	2000
Eastern Produce	1720	1160	1640	5180	4560	3600	3580	3620	3020	1280	1160	680	11760	10500	8940
Others (K)	4520	3180	3300	13280	12100	12640	10380	11140	1940	2380	2000	32380	15940	28540	
Uganda	2758	3359	2720	4037	5440	5200	5120	4360	4960	1600	1480	1400	13515	14639	14280
Tanzania	400	280	280	440	650	820	320	770	610	160	200	160	1320	1900	1870
Rwanda	2260	2400	1820	2900	2240	2300	1200	1040	1400	400	440	560	6760	6120	6080
Burundi	2000	1640	1560	880	840	1080	400	480	400	400	400	400	3680	3360	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	160	160	160	0	0	0	160	160	160
Total	27478	33179	26060	70057	53570	66300	42860	38090	43530	14000	14460	12660	154395	139299	148550

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.	13.79	26,000	3,360	13,840	5,520	2,680		20	540	40	
2 CARGILL KENYA LTD	11.71	22,080	1,000	13,640	7,320	120					
3 LAB INTERNATIONAL KENYA LTD	7.69	14,500	80	5,080	7,600	1,640		40		60	
4 CHAI TRADING COMPANY LTD	7.48	14,100	1,480	10,720	640	980		100	120	60	
5 JAMES FINLAY MOMBASA LIMITED	7.08	13,357	1,680	2,157	7,020	520		760	120	800	300
6 MOMBASA COFFEE LTD	3.82	7,200	80	120	4,520	2,280	200				
7 DEVCHAND KESHA VJI (K) LTD	3.27	6,160	40	6,040	80						
8 M.J. CLARKE LTD	2.74	5,160	280	300	2,500	360		260		1,460	
9 SSOE (KENYA) LIMITED	2.68	5,060	1,800	1,480	400	420	240	220	440	60	
10 VAN REES KENYA LIMITED	2.14	4,040	440	1,640	160		100	460	20	1,220	
11 SHAKAB EXPORT & IMPORT CO. LTD	1.87	3,520	920	1,980	200	120		140	120	40	
12 ABBAS TRADERS LTD	1.71	3,220	480	1,000	560	160	220	440	360		
13 GOLD CROWN FOODS (EPZ) LTD	1.55	2,920					580	260	260	720	1,100
14 AL EMIR LIMITED	1.24	2,340	200	1,920				220			
15 SUMMER LINER CO. LTD	1.18	2,220	120	120			420	140		980	440
16 RANFER TEAS KENYA LTD	1.03	1,940	440	120	520	460	40	80	200	60	20
17 TUSHA TEA LTD	1.03	1,940	320		880	320			140	280	
18 INDO-AFRICAN TEA CO. (K) LTD.	0.99	1,860	1,200	520	40	80			20		
19 AIMCO ENTERPRISES LTD	0.82	1,539								459	1,080
20 EMPIRE KENYA (EPZ) LTD	0.77	1,460	120	860	80	200	80	20	20	80	
21 IMPERIAL TEAS (EPZ) LTD	0.74	1,400	200	40	400	80	160	20	280	220	
22 ALIBHAI RAMJI (MSA) LTD	0.71	1,340		1,300		40					
23 CHAMU SUPPLIES LIMITED	0.67	1,260		480	40	80		120	380	160	
24 MCLEOD RUSSEL AFRICA LIMITED	0.59	1,120	120	120	600	280					
25 AFRIBRIDGE TRADE EXPORTERS LTD	0.49	920		920							
26 SARDIA INTERNATIONAL CO. LTD	0.45	840						20	180	140	500
27 TROPICAL CROPS & COMMODITIES	0.40	760	40	40			180	60	80	200	160
28 GREEN LEAF TRADING CO. LTD	0.34	640								120	520
29 LULA TRADING COMPANY	0.32	600	40				140			80	340
30 DRINCO INTERNATIONAL LIMITED	0.29	540		160				80		300	
31 KIRINDO TRADERS LIMITED	0.23	440	40				160		20	40	180
32 AFRO TEAS LTD	0.22	420								20	400
33 LINDOP & COMPANY (KENYA) LTD	0.21	400		340					60		
34 TRANS-ATLANTIC TRADING Co. LTD	0.19	360		80	40	80	60	80	20		
35 TEAVANA TEA STORE LTD	0.13	240								20	220
36 MAISHA COMMODITIES	0.11	199						60		139	
37 COFFTEA AGENCIES LTD	0.10	180								180	
38 FIRST CUP COFFEE LTD	0.10	180			140	40					
39 DELSTA TEA LIMITED	0.07	140	120					20			
40 JALEEL TRADING COMPANY	0.07	140					40	40		60	
41 CRYSTAL LINKS LIMITED	0.05	100					100				
42 AL KHALIFA ENTERPRISES LTD	0.04	80						60		20	
43 GREAT WHITE PACKERS LTD	0.04	80					60		20		
44 RIOTANA TRADING LIMITED	0.04	80					80				
45 STANSAND (A) LTD	0.04	80		80							
46 LUTEX LIMITED	0.02	40								40	
47 TRUST TEA TRADERS EAST AFRICA LTD	0.02	40								40	
48 TANZIIL TRADING LIMITED	0.01	20									20
Total Sold	81.28	153,255	14,600	65,097	39,260	10,940	2,860	3,720	3,400	8,098	5,280
Withdrawn	0.20	380	80			40	40	60	60	80	20
Unsold	18.52	34,913	13,318	5,100	4,060	2,700	1,899	1,860	616	5,220	140
% Unsold			48	7	9	20	40	33	15	39	3
Grand Total	100.00	188,548	27,998	70,197	43,320	13,680	4,799	5,640	4,076	13,398	5,440
Sale 46/21	80.90%	152,160	16,640	67,580	37,660	9,480	1,900	3,040	3,181	7,800	4,879
Sale 45/21	81.14%	148,233	21,019	63,360	35,480	8,620	2,080	3,135	2,540	7,119	4,860
Sale 44/21	76.49%	116,600	13,880	48,340	29,880	8,500	960	2,240	2,380	6,500	3,920
Sale 43/21	74.48%	112,659	11,120	44,700	31,580	7,180	1,920	2,500	2,500	6,719	4,440

Other Tea Auction Centres

Jakarta: at Sale 46 held on the 17th November 2021. This auction comprised of 8,680 psacks orthodox and 1,500 psacks CTC tea. There was good general demand with few withdrawals. Prices remained fully firm to more often upto 5 usc higher than last.

Colombo: at Sale 45 held on 16th and 17th November, 2021, The 0.77Mkg of Ex Estate teas on offer met with improved demand. Select best Western High Grown BOPs were firm to dearer, the below best types were firm, the plainer types too gained in value. Select best Western High Grown BOPFs were dearer following quality. There was good demand for the coloury invoices on offer, the below best types too appreciated, the poor sorts were tending lower. Nuwara Eliya BOPs were dearer, the BOPFs gained substantially following special inquiry. Udapussellawa BOPs were selectively dearer, the BOPFs were irregular following quality. Uva BOPs were firm, a few selected invoices gained following quality, the BOPFs too were firm to a little dearer at times. Low Grown CTC BP1s were mostly firm, the High and Medium sorts were irregularly dearer. Low Grown PF1s were firm to a little easier at times, the High and Medium sorts were firm to irregular following quality. The 2.6Mkg of Low Grown teas which were on offer met with improved demand. Select best OP1s were lower, best and below best varieties were firm. Select best and best BOP1s met with fair demand. Select best and best OPs were firm, below best varieties were dearer. OPAs were firm. Well-made Bold Pekoes were firm to easier by few rupees, mixed varieties were firm. Well-made Shotty Pekoe1s were firm, others met with improved demand. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs were firm. Select best BOPs were lower to last. Select best FBOPs were firm, others too met with fair demand. Select best and best FBOPF1s maintained last levels. FBOPFs varieties attracted fair interest. Premium Flowery teas met with good demand. Turkey, Russia, Iran and the C.I.S. countries lent fair support. Libya and Iraq were active.

Chittagong: at Sale 27 held on 15th November, 2021, CTC LEAF: 51,822 packages of Current Season teas on offer met with a fairly good demand. BROKENS: All well made good liquoring Brokens met with good demand and sold well in line with quality although often eased slightly in price. Medium and plainer types were a little easier with fair withdrawals particularly the

latter. BLF teas were mostly withdrawn and where sold recorded a steep decline in price. FANNINGS: Good liquoring Fannings met with more demand particularly the brighter varieties which were dearer following competition. Medium varieties met with a fairly good demand and were only a little easier. Plainer types met with less demand than last and there were fair withdrawals in this category. BLF teas met with much less demand with heavy withdrawals. CTC DUST: 11,299 packages of Current Season teas on offer met with good demand. Good liquoring Dusts were an easier market except for CDs which met with competition and sold at slightly dearer rates. Their Mediums met with improved interest and were steady. Plain and BLF Dusts were also lower by Tk.5/- to Tk.10/- and saw fair withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: Quite a good demand was evident throughout the sale especially for the brighter teas on offer. Blenders were more active along with a little more interest from the Loose tea buyers. As a result of which more teas were sold this week. Good liquoring CDs were a strong feature of the sale.

Cochin: at Sale 45 held on 10th November, 2021. **CTC Leaf:** Good Demand. All varieties sold at firm levels. **Buying pattern:** Up country buyers and exporters operated. **ORTHODOX Leaf:** Fair Demand. High grows met with fair enquiry and prices were irregular with some withdrawals. Good medium whole leaf and larger brokens fully firm. Smaller brokens and fannings irregular. **Buying pattern:** CIS operating with support from ME. **Dust:** Good Demand. Popular marks and better medium teas sold fully firm to occasionally dearer. **Buying pattern:** Major blenders active with useful support from packeters and

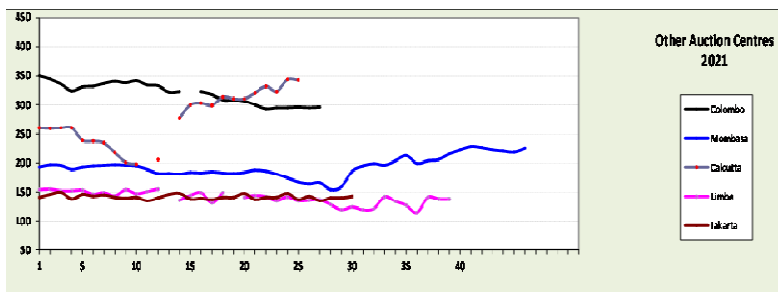
Auction Offerings

Centre	Week 46	Week 47	Week 48	Week 49
	16-Nov	23-Nov	30-Nov	30-Nov
Mombasa	186,780	188,528	175,133	177,191
Limbe	10,000	8,700	5,540	-
Colombo	5.8m/kgs	5.8m/kgs	-	-
Jakarta	10,580	-	-	-
Calcutta	222,405	216,704	230,461	-
Guwahati	228,462	199,695	150,844	-
Chittagong	63,121	64,667	76,106	-
Total	435,822	396,923	331,517	177,191

Internal buyers. Upcountry buyers also operated.

Calcutta: at Sale 46 held on 16th, 17th and 18th November, 2021 with 235,466 packages on offer. **CTC Leaf:** There was good demand. Best and good Assams were fully firm to dearer and brightest descriptions appreciated further on competition. Clean, well-made medium sorts were well received and were firm to dearer. The remainder including brownish, fibrous and plainer liquoring sorts were around last. The Doars market was overall firm to dearer. **Dust:** There was good demand. Best liquoring sorts were firm to dearer. Other good liquoring sorts were steady whilst the remainder was irregular around last. M/s Hindustan Unilever was active in both markets on brighter liquoring varieties as well as plainer Doars. M/s Tata Consumer Products operated on a wide spectrum of the offerings. Western India segments competed for best and good liquoring sorts. Export account showed some interest on larger brokens. Regional packeters were active. Local buyers were active on the Doars. **ORTHODOX:** Orthodox teas continued to be well received. Better whole leaf grades ruled firm. However 2nd and 3rd line as well as secondary whole leaf appreciated while larger brokens saw an easier tone. Secondary brokens were well competed for and held firm. Most fannings were irregular and sometimes settled slightly lower. Exporters to the Middle East were active along with competition from the CIS at lower levels.

Guwahati: at Sale 46 held on 16th November, 2021 with 226,047 packages on offer. **Market CTC:** The sale witnessed good demand except for brown/fibrous varieties. Best Assams were fully firm to dearer. Remainder varieties sold irregularly at around last levels following quality. **Buying pattern:** HUL lent good support and their intake was double that of last week. TCPL's intake was lower to last week. Exporters operated with relatively greater strength this week. All upcountry destinations were fairly active. **Market Dust:** There was improved demand. Good and best Assams were firm to dearer. The trend was similar to that seen in leaf sale in the case of the other varieties on offer. **Buying pattern:** There was good support from TCPL/HUL and their intakes were significantly higher compared to last week. Buyers for upcountry destinations operated normally. There was very nominal export enquiry.



News Articles of Interest



Tuesday, 24 November 2021

TEA INDUSTRY'S TRIPLE WHAMMY: RISING IMPORTS, FALLING EXPORTS AND INCLEMENT WEATHER

While south Indian tea is hit by the rains, the bane of Darjeeling tea is the cheap tea imported from Nepal being passed off under its label. Increasing freight rates, container shortage and lack of incentives have hit exports. Tea growers are now pinning hopes on good weather in the coming months. Rising import of tea and unseasonal rains in south India are posing more problems for the Indian tea industry, which is already battling a downturn in exports and local demand. Better tea production than last year has not brought cheer to the industry as exports are nosediving. With retail demand yet to rebound fully, prices have been subdued, though they are higher than in other major producing countries. The tea industry reckons that the recent notifications of the Tea Board to curb rising imports, much of them illegal, may take time to come into effect. Tea imports in 2020 rose 48 percent over the previous year to touch 23.40 million kg. In 2021, till the end of August, it is up by 34 percent, at 16.97 million kg, compared to the same period the previous year. Tea is imported mainly from Africa, Vietnam and Nepal. At stake is the Darjeeling tea industry, as cheaper tea, imported from Nepal under the Free Trade Agreement (FTA), is sold as Darjeeling tea, according to tea growers. The Tea Board has said that all importers should strictly follow the 2014 notification, requiring them to inform its nearest office about the storage of tea within 24 hours of import and that they should specify the origin of such teas and follow the labelling guidelines of the Food Safety and Standards Authority of India (FSSAI). Passing of the imported tea as Indian tea will invoke suspension or cancellation of licence, the board had warned. "We still don't know how much imports have gone for re-export and how much have been retained and distributed in the local market. We have asked the Tea Board for details," said Sujit Patra,

Secretary, Indian Tea Association. **South India tea worst-hit by rains.** The unseasonal rains have also hit south Indian tea more than the tea in other parts of the country. "We have received record rains in October and November. This has affected output as well as quality as there has been hardly any sunlight," said Anil George Joseph, VP, Tea, Harrison's Malayalam Ltd, which has tea estates spread over Kerala and Tamil Nadu. Joseph said good weather in the coming months will be good for tea production and will help minimise the damage of October and November. Overall tea production in India -- from January to September 2021 -- at 956.28 million kg, is over 11 percent higher than the same period the previous year, as per the data of Tea Board. But tea industry considers 2020 as an abnormal year, with COVID-19 crippling output and prices going through the roof. The current production is 5 percent below the level in the same period of 2019. **Grim stories from export front** On the export front, the outlook is grim, with shipments down by nearly 12 percent year-on-year (YoY) from January to August 2021, at 118.84 million kg. In 2020, exports plunged to a seven-month low of 209.72 million kg. "This year, we will struggle to touch even 200 million kg," said Anshuman Kanoria, chairman of Indian Tea Exporters Association. According to him, India has lost the competitive edge to African countries on the export of CTC teas in West Asia, North Africa and CIS countries because of higher prices. Unresolved payment issues with Iran, the major market for the Orthodox variety, have choked shipments. "In addition, the phenomenal increase in freight rates, shortage of containers, lower export incentives and delay in GST refund have put further pressure on exports," Kanoria said. Under the Merchandise Exports from India Scheme (MEIS), tea exporters enjoyed 3-4 percent incentive. This has come down to 1 percent or below under the new Remission of Duties and Taxes on Exported Products (RoDTEP) scheme, he said. After an unusual escalation, local tea prices have softened this year in the absence of a thriving retail market and export. Average prices have dipped by 7 percent so far this year to Rs 173.52 per kg.

SOURCE: <https://www.moneycontrol.com/news/business/economy/tea-industrys-triple-whammy-rising-imports-falling-exports-inclement-weather-7752501.html>



Sunday, 21 November 2021

Tea industry is hurtling towards a substantive crisis position: Tea Association of India

The tea industry is hurtling towards a substantive crisis position with diminishing crop and dip in prices fetched in the month of November 2021, said Tea Association of India (TAI) on Monday. In a media release issued by TAI it said that against 139.49 million kg and 148.99 million kg produced in the year 2019 and 2020 respectively, the estimated production in November 2021 has dropped by around 10.5% and 16% drop against 2020 and 2019 tea crop respectively. The price fetched is gradually decreasing as against the price attained in the year 2020, TAI said. Prices have dwindled almost by Rs.15 per kg in November as compared to November 2020. TAI said that the drop in crop can be attributed primarily due to the weather condition where the availability of sunshine during the day time has reduced substantially with the decreased temperature at the night and occurrence of pests such as helopeltis, looper caterpillar, red spider etc. The weather parameters recorded indicate reduction of all weather parameters except rainfall when compared to 2020.

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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	49,987,885	1.97	1.95	2.03	2.03
9	02-Mar-21	11,205,377		2.06			
10	09-Mar-21	11,015,249		1.95			
11	16-Mar-21	11,259,688		1.89			
12	23-Mar-21	11,064,181		1.88			
13	30-Mar-21	11,146,680	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	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	45,396,112	1.84	1.84	1.89	2.18
21	25-May-21	12,002,714		1.88			
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	56,158,888	1.67	1.74	1.79	1.90
26	29-Jun-21	11,910,098		1.64			
6 mths Totals:					\$1.87 292,688,228 Kgs	\$1.97 290,761,896 Kgs	\$2.04 238,404,795 Kgs
27	06-Jul-21	11,667,927		1.66			
28	13-Jul-21	6,546,887		1.54			
29	21-Jul-21	6,838,592		1.59			
30	27-Jul-21	9,347,891	34,401,296	1.86	1.68	1.76	1.79
31	03-Aug-21	10,430,943		1.95			
32	10-Aug-21	8,233,542		1.99			
33	17-Aug-21	6,455,808		1.96			
34	24-Aug-21	6,471,175		2.04			
35	31-Aug-21	6,849,419	38,440,886	2.13	2.01	1.92	1.92
36	07-Sep-21	6,198,339		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	05-Oct-21	6,884,254		2.23			
41	12-Oct-21	7,678,181		2.29			
42	19-Oct-21	7,654,936		2.27			
43	26-Oct-21	8,049,705	30,267,076	2.23	2.26	1.90	2.22
44	02-Nov-21	8,484,987		2.21			
45	09-Nov-21	10,479,718		2.19			
46	16-Nov-21	10,998,166		2.26			
47	23-Nov-21						
48	30-Nov-21		29,962,871		2.22	1.90	2.19
49	07-Dec-21						
50	14-Dec-21						
51	21-Dec-21					1.85	2.10
Sale Nos. 1 to 51						516,802,891 Kgs	454,012,998 Kgs
Year end Totals :					\$1.93	\$2.04	

Summary : Sale Averages by Country

Country :	Year : 2021		Country :	Year : 2020	
	Kilos ' 000	Av. Prc US\$		Kilos ' 000	Av. Prc US\$
Kenya	333,596	2.00	Kenya	352,237	2.01
Uganda	58,149	1.15	Uganda	55,700	1.21
Tanzania	4,022	1.01	Tanzania	4,825	1.13
Rwanda	20,449	2.66	Rwanda	19,353	2.77
Burundi	5,567	1.99	Burundi	6,954	2.17
Malawi	-	-	Malawi	-	-
Mozambique	-	-	Mozambique	263	0.83
D R Congo	-	-	D R Congo	-	-
Madagascar	99	1.01	Madagascar	-	-
Ethiopia	155	1.35	Ethiopia	704	1.15
Total :	422,037	1.90		440,036	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