TEA BROKERS EAST AFRICA LIMITED

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Tea Market Report: Sale 48 of 29th Nov - 1st December, 2021

Strong general demand prevailed for the 175,133 packages (11.47m/ kgs) in the market and 14.45% were unsold.

Current and Future Fresh Auction Offerings

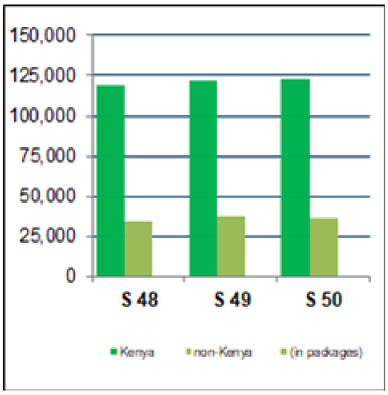
Country	Sale 48 29 Nov-1 Dec'21 MG	SG	Sale 48 30 Nov - 2 Dec'20 MG	SG	Sale 49 6 - 8 Dec'21 MG	SG	Sale 50 14 - 15 Dec'21 MG	SG
Kenya	106,440	12,580	96,580	12,540	109,580	12,674	110,000	12,598
Uganda	14,720	8,200	16,140	8,880	17,920	9,856	14,400	9,000
Tanzania	2,340	900	720	820	820	360	2,000	1,600
Rwanda	5,520	820	5,580	680	5,680	820	5,640	1,020
Burundi	1,560	259	2,040	380	1,560	500	1,840	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	560	0	0	0	0	0
Reprints	17,320	4,314	12,680	1,700	10,720	7,020	13,960	7,717
Total	**130,580**	**22,759**	**121,620**	**23,300**	**135,560**	**24,210**	**133,880**	**24,718**
	153,339		**144,920**		**159,770**		**158,598**	

Leaf Grades

Offerings: 96,350 packages (6.26m/kgs) with 13.85% unsold.

The Best **BP1s** on offer were irregular ranging between steady to USC21 above previous levels closely following quality to easier by up to USC10 with Brighter types fully firm to USC6 dearer with quality while Medium categories were about firm to USC21 easier and some invoices remained without bids. Improved Lower Medium sorts saw better enquiry at steady to USC22 above previous week's rates to easier by USC10 - USC18 with some lines remaining unsold while Plainer varieties varied between USC2 - USC12 above last prices to easier by USC4 - USC12 and some teas were unsold.

Best **PF1s** in the market shed USC4 to USC16 while Brighter sorts held firm to USC4 dearer following quality with Medium types advancing by USC9 - USC11 but some lines lost up to USC4 where sold. Lower Medium categories met better interest appreciating by USC4 - USC36 but a few invoices remained unsold. Plainer types were irregular and ranged between USC2 -USC52 dearer to easier by USC2 - USC12 with some invoices unsold.



CTC Quotations and Highest Prices (USC)

	BP1			PF1		
Best	270	-	501	340	-	382
Good	260	-	356	342	-	363
Good Medium	260	-	335	329	-	350
Medium	260	-	267	260	-	319
Lower Medium	112	-	180	136	-	254
Plainer	078	-	143	064	-	226

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DUST Grades

Offerings: 51,550 packages (3.83m/kgs) with 10.18% remaining without bids.

The Best **PDUSTs** in the market held value to USC13 dearer with quality while brighter varieties advanced by USC12 - USC21 closely following quality. Medium types saw improved enquiry appreciating by USC2 - USC32 above previous week's levels with a few lines unsold while Lower Medium categories were irregular ranging between steady to USC22 dearer to easier by USC4 - USC10 and a few lines were unsold. Plainer sorts met and irregular interest with improved invoices firm to USC18 dearer while others were discounted by USC2 - USC17 where sold.

Best **DUST1s** available gained USC3 to USC9 while Brighter categories were irregular varying between firm to USC4 above last levels to easier by up to USC2 and a few lines were unsold. Mediums held firm to USC18 dearer but a few invoices eased by up to USC2 where sold with Lower Medium types irregular ranging between USC2 - USC24 above last prices to easier by USC2 - USC18 and a few lines remained unsold. Plainer descriptions varied between USC3 - USC27 dearer to easier by USC8 - USC20 and some teas were neglected.

Secondary Grades.

Offerings: 27,233 packages (1.37m/kgs) and 24.67% were unsold.

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

Markets

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

CTC Quotations and Highest Prices (USC)

	PD	D1
Best	347 - 381	325 - 363
Good	350 - 380	322 - 356
Good Medium	338 - 378	300 - 346
Medium	260 - 290	235 - 296
Lower Medium	110 - 315	110 - 254
Plainer	082 - 192	070 - 190

Secondary Quotations (USC)

	BP/BP2	PF/PF2	FNGS1/FNGS	DUST / DUST2	BMF
Best/Good	197 - 284	273 - 283	127 - 174	107 - 288	071
Good Medium / Medium			127 - 151	156 250	
Lower Medium	084 150	094 - 164	074 - 156	072 - 162	067 - 078
Plainer	078 - 120	078 - 206	079 - 146	067 - 140	066 - 080

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	101,680	7,101,220	282	9,655	476,321	114	111,335	7,577,541	**271**	102,960	6,901,316	**193**
Uganda	14,040	879,404	123	8,500	422,322	89	22,540	1,301,726	**112**	23,600	1,362,019	**126**
Tanzania	1,960	120,904	141	700	32,036	90	2,660	152,940	**130**	1,360	71,716	**115**
Rwanda	5,000	348,008	337	780	50,824	218	5,780	398,832	**322**	5,600	380,872	**258**
Burundi	1,360	87,904	258	359	18,580	151	1,719	106,484	**239**	2,260	141,138	**224**
Zambia	-	-	-	-	-	-	-	-	-	-	-	-
Malawi	-	-	-	-	-	-	-	-	-	-	-	-
Mozambique	-	-	-	-	-	-	-	-	-	-	-	-
Madagascar	-	-	-	-	-	-	-	-	-	-	-	-
Zimbabwe	-	-	-	-	-	-	-	-	-	-	-	-
D R Congo	-	-	-	-	-	-	-	-	-	-	-	-
Ethiopia	-	-	-	-	-	-	-	-	-	500	30,392	**145**
Total	**124,040**	**8,537,440**	**265**	**19,994**	**1,000,083**	**109**	**144,034**	**9,537,523**	**249**	**136,280**	**8,887,453**	**185**

Sale Number	Previous Sale's Quantities and Prices									Total for Corresponding Sale for Last Year		
	Main			Secondary			Total					
Sale 47/21	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 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**

Average Auction Hammer Prices by Grade and Country

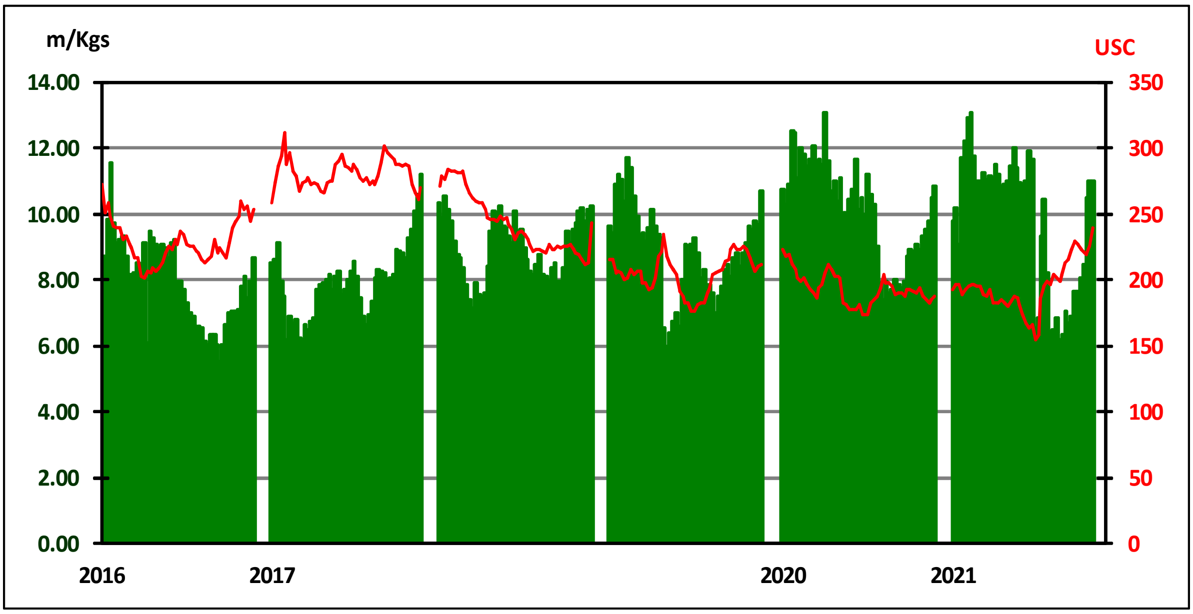
Country of Origin	Current Sale's Prices per Grade										Corresponding Prices per Grade for Last Year									
	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av	BP1	PF1	PD	D1	BP/2	PF/2	D/2	F/1	BMF	Av
Kenya	261	295	274	270	109	153	110	119	72	**271**	219	207	191	192	135	127	112	106	72	**193**
Uganda	100	132	129	119	85	105	90	92	70	**112**	139	140	136	129	130	130	104	91	72	**126**
Tanzania	115	146	152	113	85	-	92	103	71	**130**	133	138	133	123	129	124	88	88	77	**115**
Rwanda	341	344	326	317	246	279	194	150	71	**322**	330	243	230	264	239	163	168	156	80	**258**
Burundi	211	297	267	246	-	-	161	143	-	**239**	220	247	240	226	-	-	136	119	-	**224**
Zambia	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Malawi	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Mozambique	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Madagascar	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Zimbabwe	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
D R Congo	-	-	-	-	-	-	-	-	-	**-**	-	-	-	-	-	-	-	-	-	**-**
Ethiopia	-	-	-	-	-	-	-	-	-	**-**	-	146	145	-	-	-	-	-	-	**145**
	240	**282**	**257**	**250**	**122**	**131**	**113**	**109**	**71**	**249**	**215**	**203**	**183**	**185**	**146**	**129**	**115**	**101**	**73**	**185**

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 47/21	245	278	248	252	114	122	122	109	**70**	**245**	220	209	188	192	147	127	109	99	**73**	**189**
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**	**222**	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**

Average Auction Prices and Quantities by Country

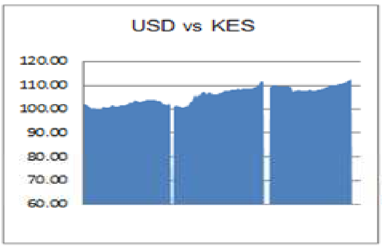
Country	Previous Sale Sale 47/21 Kgs	Previous Sale Sale 47/21 USC	Year To Date 2021 Kgs	Year To Date 2021 USC	Last Year Sale 47/20 Kgs	Last Year Sale 47/20 USC	Year To Date 2020 Kgs	Year To Date 2020 USC	Variance Year To Date Kgs	Variance Year To Date USC
Kenya	8,634,141	263	365,861,172	204	7,315,075	196	380,853,554	201	-14,992,382	3
Uganda	1,645,759	111	64,434,942	114	1,383,735	129	61,068,382	122	3,366,560	-8
Tanzania	128,104	103	4,386,308	101	98,396	110	5,208,338	114	-822,030	-13
Rwanda	455,728	316	22,130,220	270	356,781	266	20,575,603	276	1,554,617	-6
Burundi	108,588	234	5,905,257	201	114,774	231	7,443,538	217	-1,538,281	-16
Zambia	-	-	-	-	-	-	-	-	0	0
Malawi	-	-	-	-	-	-	-	-	0	0
Mozambique	-	-	-	-	-	-	262,989	83	-262,989	-83
Madagascar	-	-	98,943	101	-	-	-	-	98,943	101
Zimbabwe	-	-	-	-	-	-	-	-	0	0
D R Congo	-	-	-	-	-	-	-	-	0	0
Ethiopia	-	-	155,720	135	35,538	151	740,691	117	-584,971	18
Total	**10,972,320**	**240**	**462,972,562**	**194**	**9,304,299**	**188**	**476,153,095**	**193**	**-13,180,534**	**1**

Mombasa Weekly Average Auction Quantities and Prices 2016—2021

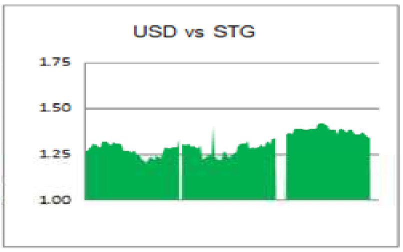


	Jan Kgs	Jan USC	Feb Kgs	Feb USC	Mar Kgs	Mar USC	Apr Kgs	Apr USC	May Kgs	May USC	Jun Kgs	Jun USC	Jul Kgs	Jul USC	Aug Kgs	Aug USC	Sep Kgs	Sep USC	Oct Kgs	Oct USC	Nov Kgs	Nov USC	Dec Kgs	Dec USC	Total Kgs	Total USC
2021	40.8	194	49.9	195	55.7	192	44.7	183	45.4	184	56.2	174	34.4	168	38.4	201	26.2	208	30.3	226	40.9	227			462.9	194
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	112.52	0.22 0.20%
KES:STG	150.05	0.95 0.63%
KES:EUR	127.49	0.70 0.55%
USD:STG	1.33	0.01 0.73%



During the week the Kenya Shilling traded between KES 112.30-112.50 and reached 112.50 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 48/21 Packages	Kgs	Year To Date 2021 Packages	Kgs	Year To Date 2020 Packages	Kgs	Variance Year To Date Packages	Kgs
Kenya	119,020	8,017,469	5,614,326	378,774,076	5,769,351	390,084,686	-155,025	-11,310,611
Uganda	22,920	1,330,804	1,143,824	66,206,434	1,078,930	62,399,728	64,894	3,806,706
Tanzania	3,240	181,000	93,239	5,068,548	105,209	5,589,288	-11,970	-520,740
Rwanda	6,340	435,548	326,259	22,367,032	309,968	21,159,361	16,291	1,207,671
Burundi	1,819	111,708	92,418	5,721,100	118,577	7,479,876	-26,159	-1,758,776
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	14,640	745,108	-12,340	-614,468
Total	**153,339**	**10,076,529**	**7,275,346**	**478,424,404**	**7,401,537**	**487,725,326**	**-126,191**	**-9,300,922**

Sellers' Main Grade Quantities (in Packages)

Origin	BP 1			PF 1			PD			D 1			Total		
	S 48	S 49	S 50	S 48	S 49	S 50	S 48	S 49	S 50	S 48	S 49	S 50	S 48	S 49	S 50
KTDA	19880	12840	14840	38400	40280	41438	15840	20600	19520	8140	7200	6960	82260	80920	82758
Unilever Tea	760	1580	1740	160	200	380	320	280	500	260	260	100	1500	2320	2720
James Finlay	520	320	520	1280	720	720	1120	960	1040	0	0	0	2920	2000	2280
Eastern Produce	1160	1640	1600	4560	3600	3000	3620	3020	2960	1160	680	880	10500	8940	8440
Others (K)	3180	3300	4840	`	12100	10900	10380	11140	9700	2380	2000	2200	15940	28540	27640
Uganda	3359	2720	5798	5440	5200	9520	4360	4960	7960	1480	1400	2360	14639	14280	25638
Tanzania	280	280	560	650	820	1130	770	610	550	200	160	360	1900	1870	2600
Rwanda	2400	1820	3980	2240	2300	3860	1040	1400	2520	440	560	920	6120	6080	11280
Burundi	1640	1560	2720	840	1080	1640	480	400	640	400	400	480	3360	3440	5480
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	33179	26060	36598	53570	66300	72588	38090	43530	45550	14460	12660	14260	139299	148550	168996

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.	16.35	28,620	4,560	15,480	5,400	2,440		20	420	280	20
2	CARGILL KENYA LTD	14.69	25,720	4,320	14,680	6,560	160					
3	LAB INTERNATIONAL KENYA LTD	8.48	14,840	1,640	4,000	6,060	2,720	40	260	40	80	
4	JAMES FINLAY MOMBASA LIMITED	7.38	12,920	1,320	2,520	6,580	1,000	140	200	20	940	200
5	CHAI TRADING COMPANY LTD	7.04	12,320	1,160	8,720	1,400	840		60	20	120	
6	SSOE (KENYA) LIMITED	4.58	8,020	3,240	1,720	560	440	1,040	160	520	120	220
7	MOMBASA COFFEE LTD	3.24	5,680	80	720	3,040	1,680	160				
8	VAN REES KENYA LIMITED	1.55	2,720	600	680	200	80		140	40	940	40
9	M.J. CLARKE LTD	1.45	2,540		300	1,580	160			240	260	
10	DEVCHAND KESHAVJI (K) LTD	1.39	2,440		2,360	40	40					
11	ABBAS TRADERS LTD	1.28	2,240	320	880	520		240	80	160	40	
12	AL EMIR LIMITED	1.27	2,220	40	1,940				240			
13	IMPERIAL TEAS (EPZ) LTD	1.19	2,080	960				320	520	280		
14	SHAKAB EXPORT & IMPORT CO. LTD	1.12	1,960	180	1,160	240	120		100	140	20	
15	ALIBHAI RAMJI (MSA) LTD	1.02	1,780		560	40	320		120	120	540	80
16	GOLD CROWN FOODS (EPZ) LTD	0.98	1,720		40	20	20	360	240	260	340	440
17	EMPIRE KENYA (EPZ) LTD	0.85	1,480	200	220	600	40	100	160		160	
18	MCLEOD RUSSEL AFRICA LIMITED	0.85	1,480		520	600	360					
19	STANSAND (A) LTD	0.82	1,440		120				600		720	
20	COFFTEA AGENCIES LTD	0.73	1,280			120			20		1,000	140
21	RANFER TEAS KENYA LTD	0.58	1,020	520	40	20	160			140	140	
22	INDO-AFRICAN TEA CO. (K) LTD.	0.57	1,000	600	320		80					
23	SUMMER LINER CO. LTD	0.47	820						20		340	460
24	CUP OF JOE LTD	0.43	760	680	80							
25	CHAMU SUPPLIES LIMITED	0.42	734		360	40	120			194	20	
26	AL KHALIFA ENTERPRISES LTD	0.39	680									680
27	JALEEL TRADING COMPANY	0.32	560					60			60	440
28	AFRO TEAS LTD	0.26	460						20		60	380
29	PWANI HAULIERS	0.25	440					40			280	120
30	AIMCO ENTERPRISES LTD	0.23	400								60	340
31	MAISHA COMMODITIES	0.23	400	80	80	40			20	20	160	
32	KIRINDO TRADERS LIMITED	0.19	340					100		60	40	140
33	LUTEX LIMITED	0.18	320	240				40	40			
34	LINDOP & COMPANY (KENYA) LTD	0.17	300		120	160				20		
35	TROPICAL CROPS & COMMODITIES	0.17	300					80		40	100	80
36	GREEN LEAF TRADING CO. LTD	0.16	280								60	220
37	TUSHA TEA LTD	0.16	280		40	240						
38	TRANS-ATLANTIC TRADING Co. LTD	0.14	240		160	40			40			
39	TEAVANA TEA STORE LTD	0.13	220									220
40	AL-ITIHAD LIMITED	0.11	200			120	80					
41	DRINCO INTERNATIONAL LIMITED	0.11	200		120				60		20	
42	MOMBASA TEA TRADERS LTD	0.07	120	120								
43	AFRIBRIDGE TRADE EXPORTERS LTD	0.06	100		80				20			
44	DELSTA TEA LIMITED	0.06	100	80					20			
45	GREAT WHITE PACKERS LTD	0.05	80							80		
46	SARDIA INTERNATIONAL CO. LTD	0.05	80					80				
47	SALIM MERCHANDISE COMPANY LTD	0.02	40							40		
48	TANZIIL TRADING LIMITED	0.02	40									40
49	TRUST TEA TRADERS EAST AFRICA LTD	0.01	20									20
	Total Sold	82.27	144,034	20,940	58,020	34,220	10,860	2,800	3,160	2,854	6,900	4,280
	Withdrawn	0.21	360	280	40		40					
	Unsold	17.52	30,679	11,239	5,830	3,850	2,820	720	420	580	4,900	320
	% Unsold			35	9	10	21	20	12	17	42	7
	Grand Total	**100.00**	**175,073**	**32,459**	**63,890**	**38,070**	**13,720**	**3,520**	**3,580**	**3,434**	**11,800**	**4,600**

	%	Total	BP1	PF1	PD	D1	BP2	PF2	D2	FNGS	BMF
Sale 47/21	81.28%	153,255	14,600	65,097	39,260	10,940	2,860	3,720	3,400	8,098	5,280
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

Other Tea Auction Centres

Auction Offerings

Centre	Week 47 23-Nov	Week 48 30-Nov	Week 49 07-Dec	Week 50 14-Dec
Mombasa	188,528	175,133	177,191	-
Limbe	8,700	5,540	-	-
Colombo	5.8m/kgs	-	-	-
Jakarta	-	-	-	-
Calcutta	216,704	230,461	-	-
Guwahati	199,695	150,844	-	-
Chittagong	64,667	76,106	-	-
Total	**396,923**	**331,517**	**177,191**	**-**

Jakarta: at Sale 47 held on the 24th November 2021. A slightly larger sale comprising 11,540 psacks orthodox and 1,340 psacks ctc teas. There was good general demand with prices ranging 5 usc lower to 5 usc higher than the last auction. Lower end broken grades met with strong interest.

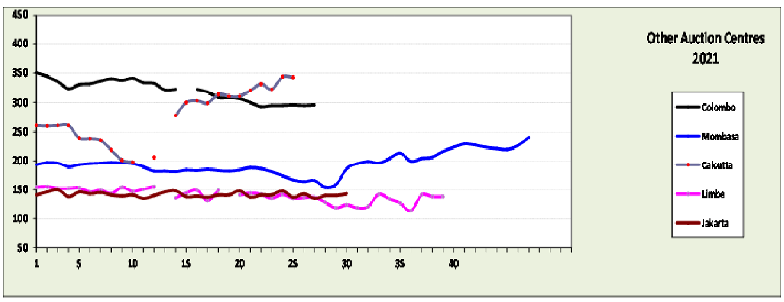
Colombo: at Sale 46 held on 23rd and 24th November, 2021, The 0.75 Mkg of Ex Estate teas on offer met with good demand. Select best Western High Grown BOPs were firm to a little dearer at times, the below best and plainer varieties were tending irregular. Select best Western High Grown BOPFs were firm to a little dearer following quality and special inquiry, the below best types were tending irregular. Nuwara Eliya BOPs were tending easier, the BOPFs too were irregularly lower. Udapussellawa BOPs were mostly firm, the BOPFs were tending a little easier following quality. Uva BOPs were tending a little easier, the BOPFs were irregularly dearer. Low Grown CTC BP1s were firm, the PF1s were firm to a little dearer following quality. The High and Medium BP1s were firm, the PF1s were tending irregular. The 2.6Mkg of Low Grown teas which were on offer met with good demand. Select best OP1s were firm, best and below best varieties gained following quality. Select best and best BOP1s met with improved demand. Select best and best OPs were dearer by few rupees, below best varieties maintained last levels. Well-made OPAs met with irregular demand, below best varieties were dearer. Well-made bold Pekoes met with improved demand, mixed varieties were firm. Well-made Shotty PEKOE1s were irregularly lower to last, others met with improved demand. In the Small Leaf segment, select best BOP.SP/BOPF.SP and BOPFs were firm. Select best and best BOPs maintained last levels. Select best FBOPs were firm, others too met with fair demand. Select best FBOPF1s were dearer, others were firm. 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 28 held on 22nd November, 2021, CTC LEAF: 52,062 packages of Current Season teas on offer met with less demand with more withdrawals. BROKENS: Well made good liquoring Brokens were well supported at around last levels and a few were dearer following competition. Medium varieties were in less demand and eased slightly by upto Tk.2/- whilst plainer types were in much less demand and where sold declined by Tk.3/- and more with heavy withdrawals. BLF teas declined further with heavy withdrawals. FANNINGS: Good liquoring Fannings were a fairly strong market and were often slightly dearer following competition. Medium varieties also met with a fair demand but were a little easier. Plainer types were again in less demand and declined further with heavy withdrawals. BLF teas declined further with heavy withdrawals. CTC DUST: 12,605 packages of Current Season teas on offer met with less demand. Good liquoring Dusts were a good market and sold at around last levels. Medium varieties were an easier market and sold at a drop of Tk.3/- to Tk.5/- closely following quality. Plain and BLF Dusts met with much less demand and witnessed heavy withdrawals. Blenders lent strong support with fair interest from the Loose tea buyers. COMMENTS: Good teas were in demand in this week's sale and were well absorbed at around previous levels but other varieties were in much less demand and prices dropped further for these types. Blenders continued to lend good support particularly for the brighter varieties. There was slightly more demand from Loose tea buyers especially for the popular marks. Dusts were an easier market.

Cochin: at Sale 46 held on 17th November, 2021. **CTC Leaf**: Good Demand. All varieties sold firm to occasionally dearer. **Buying pattern:** Up country buyers and exporters operated. **ORTHODOX Leaf:** Fair Demand. High-growns met with fair enquiry and prices were irregular around last. Good medium whole leaf and larger brokens fully firm. Smaller brokens and fannings irregular. **Buying pattern:** CIS operating with support from ME. **Dust**: Fair Demand. Prices irregular. Better liquoring sorts barely steady and others eased in value. **Buying pattern**: Major blenders active with useful support from packeters and Internal buyers. Upcountry buyers also operated along with internal and regional packeteers.

Calcutta: at Sale 47 held on 23rd, 24th and 25th November, 2021 with 237,365 packages on offer**. CTC Leaf**: There was good demand. Best & brightest descriptions sold at fully firm to dearer rates on competition. Other good liquoring Assams were firm to at times dearer. Clean, well-made sorts in the medium categories were firm to occasionally dearer. The Dooars market was overall firm to dearer, including for plainer categories. **Dust**: There was good demand. Best liquoring sorts were fully firm to at times dearer. Other good liquoring as well as medium varieties were firm. M/s Hindustan Unilever continued active on brighter liquoring varieties. They also operated on medium sorts and plainer Dooars. M/s Tata Consumer Products operated on a wide spectrum of the offerings. Western India segments competed for best and good liquoring sorts. Regional packeteers were active. Export accounts operated on larger brokens. Local buyers were active on the Dooars. **ORTHODOX:** Following better demand clean whole leaf moved irregularly dearer while stalky kinds barely held last levels. Large brokens witnessed a firm market but smaller brokens gained marginally as did leafy fannings. The remainder was steady. Exporters to Iran were active with support from the CIS at lower levels.

Guwahati: at Sale 47 held on 23rd November, 2021 with 216,760 packages on offer**. Market CTC:** The sale witnessed good demand. Prices were around last except for inferior puja flush teas which eased in value following quality. **Buying pattern:** There was good support forthcoming from HUL and TCPL with the later's intake significantly higher compared to last week's sale. Buyers for all upcountry destinations operated in strength. There was selective export enquiry but less than last week. **Market Dust**: There was improved demand this week except for brown/fibrous sorts. Good Assams were firm. Remainder were irregular around last. **Buying pattern**: HUL/TCPL lent good support with the later's again significantly higher this week. Other domestic buying segments operated normally. There was very nominal export enquiry.



News Articles of Interest

Friday, 26 November 2021

New Zealand's Zealong Tea Estate Awaits Its Spring Harvest in November

New Zealand is known for many things but being included on the tea-growing-countries world map is not one of them... until recently. New Zealand is home to the world's only spring tea harvest that takes place in November – and it all takes place at the Zealong Tea Estate. Zealong Tea, the southern-most operating tea estate in the world, produces New Zealand grown and processed tea. They produce all variations of tea – including green, black and oolong teas – all harvested and processed outside of Hamilton, New Zealand, which is a little more than an hour and a half south of Auckland. But how did this anomaly come about? To find out more, World Tea News spoke with Sen Kong, the marketing maker of the Zealong Tea Estate. "The journey of our company started in 1996, when tea was brought into the country and began being cultivated," said Kong. In 1996, Vincent Chen moved to New Zealand from Taiwan and noticed that a Camellia sinensis bush, the tea plant, was flourishing In his neighbors back yard. After coming to this realization, Vincent then spent 13 years growing, cultivating and refining the production of tea. When they were ready to launch in 2009, they were not only ready – they jumped out of the flood-gates to take the world by storm. Since the launch, they now have approximately 1.2 million tea plants across around 118 acres of land. And regarding being able to grow so much tea in New Zealand, the country has a perfect climate for it. According to Kong, having warm days and cool nights make a very similar growing condition to Taiwan. It was a no-brainer that this climate was perfect for growing tea.

Spreading the Knowledge of Tea Variations

Despite facing challenges of growing tea in a new place, there was another issue Zealong Tea Estate encountered when exploring the idea of tea in their social climate. According to Kong, New Zealand's tea culture is based on the English-style drinking of tea. After all, New Zealand is constitutionally ruled by the British Monarch as a sovereign nation. And in the culture, it's common to refer to a breakfast style of tea as black tea. With this in mind, introducing the idea of oolong tea was challenging because the general public was still uninformed about tea outside of black or green tea. After overcoming the challenge of spreading the knowledge of other variations of tea, Zealong Tea Estate has been doing very well as a name-brand in the New Zealand local community. Pop star Billie Eilish even found her way to the estate back in 2018, and she posted about drinking tea at the estate on her Instagram Story. Also, back in 2015, Prince Charles was served Zealong Tea from Tūheitia Paki, the King of the Māori – the New Zealand Native Peoples. Having this strong unity and connection to the New Zealand public was also one of the main aspects to saving the Zealong Tea Estate from going under during the COVID-19 pandemic in 2020. While many tea companies experienced tea production and international shipping issues due to the pandemic, Zealong Tea managed to power through and stay afloat. According to Kong, one of the main pillars of their business that was hit hard was the hospitality sector. Due to the pandemic, global tourism to the tea plantation was halted overnight. However, the hospitality industry helped support Zealong Tea Estate, and they managed to overcome those challenges by moving with change. "We've had to be flexible to what our customers need," Kong said. He later explained that due to the events of the past several years, they've done their best to be resilient to overnight changes. With Zealong's ability to quickly hop on their feet and act fluidly with new strength, they discovered how resilient they could be. "The resilience comes from our staff," said Kong. "If a problem comes up, we just get on with it. We look for the best solutions, and nothing is going to stop us. We'll just look for different ways of being creative to find the answers to these issues."

Sharing Their Passion for Tea with a Larger Global Audience—Moving into the future, Zealong Tea aims to continue to grow its business and maintain a resilient spirit – regardless of what steps in their way. Their mission is to continue sharing their passion for tea with a larger global audience. The people who run this estate, as well as the New Zealand natives and locals, are more than proud to show the majestic beauty of their country and aim to share the beauty of New Zealand through their tea. Before ending my conversation with Kong, I had to ask about the logistics of how they're the first-spring harvest in all of tea. They harvest their Spring harvest in November, their summer harvest in January, and their fall harvest in March. At the time of talking to Kong (end of September 2021), the Sakura trees were getting ready to bloom their Cherry Blossoms. According to The National Geographic, the tilt of the Earth's access changes throughout the year. Since the axis tilts, countries below the Earth's equator experience their summer solstice, or the longest day of the year, towards the end of December. Overall, the journey of Zealong Tea Estate is rather extraordinary – from a moment of chance/luck to noticing a single-tree plant flourishing in a neighbor's back yard, to now having over a million tea trees awaiting their next harvest. This journey of resilience, creativeness and starting brand-new has garnered the love and support of a local community, and now Zealong Tea Estate is a new hallmark to the New Zealand society and culture. With everything accomplished in just only 25 years, it's very evident that Zealong is only just getting started.

Source: https://apnews.com/article/business-global-trade-agriculture-sri-lanka-government-subsidies-f934d25438994ec177b89d9d509ea3e5

Friday, 26 November 2021

Sri Lanka heeds protests, lifts ban on agrochemical imports

Sri Lanka's government has withdrawn a ban on imports of agrochemicals that it said was aimed at encouraging organic cultivation. Agriculture Minister Mahindananda Aluthgamage announced on Wednesday the revocation of the ban, which took effect in April. But he said government subsidies, price guarantees for produce and technical support will only be provided to those who use organic fertilizer. The ban, which many analysts said was more an effort to preserve Sri Lanka's scarce foreign reserves, drew months of protests, with farmers saying they were in danger of crop failures and poverty. Tea growers complained that the famous Ceylon Tea brand was at risk if yields fell, creating more opportunities for competitors. Agriculturists said that while organic farming was a welcome approach, the shift away from chemicals should be gradual to avoid food shortages. Sri Lanka's foreign reserves dwindled to just two months' worth of imports in August and its rupee currency depreciated 7.4% against the dollar in the first eight months of the year, according to the World Bank.

Source: https://apnews.com/article/business-global-trade-agriculture-sri-lanka-government-subsidies-f934d25438994ec177b89d9d509ea3e5

Regional Weather Conditions and World Crop

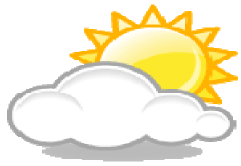
Kenya: Murang'a: there was **89.5 mm** of rainfall activity recorded through **3** days of the week. The highest and lowest temperatures were **28˚c** & **12˚c** respectively. Crop intake averaged **112.8** tonnes/day on a six day plucking cycle. Weather conditions continue intermittently rainy and sunny.

Nyeri: the week was cold and rainy with only **27.8 mm** of rainfall recorded o**ver** 3 days. The highest and lowest temperatures were **22˚c** & **13˚c** respectively. Crop intake averaged **48.3** tonnes/day on a six day plucking cycle.

Meru: The week was sunny during the day and cloudy with some showers at night. There was continued increased rainfall activity at **173mm** recorded through **4** days out the week. The highest and lowest temperatures were **27˚c** & **16˚c** respectively. Crop intake averaged **77.3** tonnes/day on a six day plucking cycle.

Sotik: We continued to experience sunny intervals & cold weather pattern accompanied by alternate showers throughout the week. We received **38.7mm** of rainfall spread in four days. The highest and lowest temperatures were **11˚c** & **27˚c** respectively. Factory utilization remained as last week's levels.

Kericho: The week was sunny with moderate overcast. A total of 19.3mm rainfall was recorded with two estates reporting mild hail damages. Average temperatures were highs of **24°** Celsius and lows of **10°** Celsius. Crop intake went up by



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.

1% compared to previous week's levels. Crop on offer is likely to maintain previous week's levels.

Uganda: There was dispersed rainfall activity in the tea growing areas. Fort Portal received **68mm** while Hoima received increased rainfall of **59mm**. Kibale received very little rain, **11mm** and the Bushenyi region received less rainfall, **80mm**. Average temperatures were highs of **27°Celsius** and lows of **15°Celsius**. Crop intake sustained at high levels.

Weather forecast for 29th November to 5th December , 2021

Heavy to very heavy rainfall is predicted over parts of Tabora in Tanzania, parts of Machakos and border regions of Embu, Kitui and Tharaka-Nithi counties in Kenya and parts of the southern province in Rwanda. **Positive rainfall anomalies up to 50 mm per week are expected over those areas. Moderate rainfall between 50 - 100 mm** is expected in much of western and northern Tanzania, parts of north-eastern, central and south-western Kenya, northern and southern Uganda, and eastern Rwanda. **Light rainfall of less than 30 mm** is expected in southern regions of South Sudan, a few regions over southern Ethiopia, much of Somalia, Kenya, Uganda, and coastal and south-eastern Tanzania. **Dry conditions** are expected in Sudan, northern South Sudan, Djibouti, Eritrea, Ethiopia, parts of northern Somalia, and north-western Kenya. **Warmer than usual** temperatures are expected in most parts of the region with anomalies above 2℃ expected in most parts of Eritrea, eastern Ethiopia, Djibouti and northern Somalia. **Moderate temperatures** between 20 - 32 ℃ are expected in southern Sudan, South Sudan, Uganda, Tanzania, much of Kenya and Somalia, Djibouti, and southern and eastern regions of Ethiopia. Relatively **cold conditions** with temperatures less than 20℃ are expected in northern Sudan, central Ethiopia, Rwanda, Burundi and few regions in central to western Kenya, northern Somalia and south-western Uganda

Crop production Kenya: With increased rainfall**,** crop production increased in contrast to previous levels in Meru region in the **EOR.** Crop levels in Nyeri maintained while Muranga saw increased crop intake as a result of the increase in rainfall received. **WoR** volumes maintained despite mild hail damage that was experienced.

Uganda: Crop volumes continue at high levels. This past week there was a decrease in rainfall activity recorded in most of the tea growing areas. However crop intake remains high.

Malawi: Crop intakes continues 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	12.6	14.6	10.5	7.0	79.9	8.6	90.7	94.6
North India	-	2.2	46.9	51.4	77.4	143.6	157.2	153.2	141.4	155.6	127.6	53.4	773.3	76.5	1,033.4	1,170.6
South India	16.1	15.3	19.6	22.0	24.4	25.9	21.8	16.4	22.4	20.2	21.4	18.1	183.9	24.2	219.4	218.7
Sri Lanka	23.1	22.3	28.4	29.6	30.4	25.9	26.2	23.7	22.6	23.4	24.8	28.5	232.2	33.0	275.9	298.1
Kenya	48.9	43.3	48.7	44.3	45.3	43.5	34.7	33.6	43.4	48.3	47.7	54.4	342.3	(34.5)	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	1.0	0.9	1.6	2.7	2.5	2.2	20.2	(0.1)	28.6	33.9
Rwanda	3.2	3.0	3.4	3.3	3.7	3.3	2.1	1.5	2.1	2.5	3.3	3.5	25.6	1.7	33.2	32.2
Malawi	7.0	7.2	8.0	6.4	3.8	2.1	1.8	2.1	4.0	2.1	1.4	5.3	42.4	6.0	45.2	48.3
Total	107.5	101.1	160.0	163.8	193.8	259.7	257.4	245.8	206.7	14.6	245.8	179.1	1,710.4	114.0	2,325.3	2,415.1
Variance	(4.6)	(0.2)	34.0	39.6	5.1	30.4	16.9	10.2	-21.4	10.0	0.0	0.0	141.4			

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	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	10,972,320		2.40			
48	30-Nov-21		40,935,191		2.27	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 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 43 (10 months) Kilos '000	Year : 2021 Av. Prc US$	Country :	Year : 2020 Sale Nos: 1 to 43 (10 months) Kilos '000	Year : 2020 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