



TEA BROKERS EAST AFRICA LIMITED

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Tea Market Report: Sale 49 of 6th - 8th December, 2021

There was good general demand for the 177,590 packages (11.61m/ kgs) on offer with 14.53% unsold.

Current and Future Fresh Auction Offerings

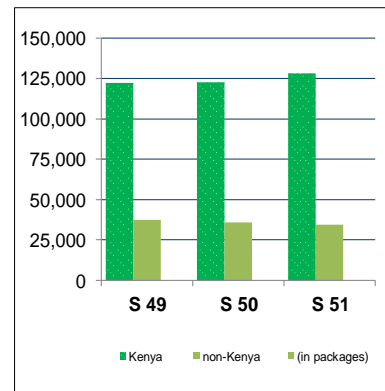
Leaf Grades

Offerings: 90,880 packages (5.92m/kgs) and 13.47% remained unsold.

Best **BP1s** in the market were a weak feature and shed up to USC59 but a few lines advanced by up to USC10 with quality while Brighter varieties eased by USC3 - USC10. Mediums held value to USC19 below previous week's levels with improved Lower Medium categories appreciating by USC2 - USC40 but others eased by USC2 - USC17 and some invoices were unsold. Plainer types met an irregular interest with improved lines firm to USC16 above last prices while others were discounted by USC3 - USC11 and some teas remained unsold.

| Country | Sale 49 6 - 8 Dec'21 | | Sale 49 7-9 Dec'20 | | Sale 50 14 - 15 Dec'21 | | Sale 51 20-22 Dec'21 | |
|--------------|-------------------------|---------------|-----------------------|---------------|---------------------------|---------------|-------------------------|---------------|
| | MG | SG | MG | SG | MG | SG | MG | SG |
| Kenya | 109,580 | 12,674 | 99,560 | 13,900 | 110,000 | 12,598 | 117,660 | 10,550 |
| Uganda | 17,920 | 9,856 | 16,620 | 10,160 | 14,400 | 9,000 | 16,176 | 8,620 |
| Tanzania | 820 | 360 | 400 | 1,200 | 2,000 | 1,600 | 0 | 170 |
| Rwanda | 5,680 | 820 | 5,960 | 1,040 | 5,640 | 1,020 | 6,120 | 1,280 |
| Burundi | 1,560 | 500 | 1,760 | 420 | 1,840 | 500 | 1,680 | 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 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reprints | 10,720 | 7,020 | 13,240 | 2,392 | 13,960 | 7,717 | 15,040 | 5,759 |
| Total | 135,560 | 24,210 | 124,300 | 26,720 | 133,880 | 24,718 | 141,636 | 21,120 |
| | 159,770 | | 151,020 | | 158,598 | | 162,756 | |

The Best **PF1s** available eased by USC10 - USC12 with Brighter categories USC3 - USC14 easier while Medium varieties were firm to USC12 below last week's rates. Lower Mediums saw an irregular enquiry and ranged between USC2 - USC20 and substantially more for a few improved invoices but some lines remained unsold with Plainer descriptions irregular varying between USC4 - USC14 above



CTC Quotations and Highest Prices (USC)

| | BP1 | | PF1 | |
|--------------|-----|-------|-----|-------|
| Best | 280 | - 442 | 330 | - 370 |
| Good | 257 | - 346 | 328 | - 360 |
| Good Medium | 260 | - 316 | 320 | - 338 |
| Medium | 260 | - 267 | 260 | - 320 |
| Lower Medium | 102 | - 174 | 132 | - 317 |
| Plainer | 080 | - 144 | 070 | - 216 |

previous week's levels to easier by USC4 - USC18 and some invoices were neglected.

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continued ...

DUSTS Grades

Offerings: 55,400 packages (4.11m/kgs). 10.54% were unsold.

Best PDUSTs available were steady to USC11 above previous week's levels closely following quality with Brighter categories gaining USC5 - USC8 following quality while Medium varieties advanced by USC10 - USC28. Lower Medium types met an irregular enquiry and varied between USC2 - USC23 above last prices to easier by USC3 - USC9 with plainer descriptions easing by USC2 - USC5 and some teas remained unsold.

The Best **DUST1s** on offer held value to USC8 below last rates with brighter types steady to USC2 easier while Medium varieties met better absorption at firm to USC16 dearer but a few lines shed up to USC3. Lower Medium categories

were irregular varying between USC2 - USC30 dearer to easier by USC5 - USC15 with some invoices unsold while Plainer types ranged between steady to USC21 above last prices to easier by USC4 - USC9 and a few teas remained unsold

Secondary Grades.

Offerings: 31,310 packages (1.58m/kgs) with 24.66% remaining unsold.

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

Markets

Pakistan Packers lent strong interest but at lower levels while Egyptian Packers showed useful support with more and strong enquiry from Yemen and other Middle Eastern countries. Bazaar showed less support while Kazakhstan and other CIS nations were active but at lower rates; UK and Russia were active with some purchases for Iran. Sudan and Afghanistan were subdued. There was good interest from Local Packers in line with price. Somalia lent support at the lower end of the market.

CTC Quotations and Highest Prices (USC)

| | PD | | D1 | |
|---------------------|-----|-------|-----|-------|
| Best | 358 | - 380 | 325 | - 355 |
| Good | 358 | - 385 | 322 | - 354 |
| Good Medium | 324 | - 364 | 297 | - 352 |
| Medium | 270 | - 318 | 235 | - 312 |
| Lower Medium | 102 | - 310 | 125 | - 256 |
| Plainer | 077 | - 190 | 070 | - 193 |

Secondary Quotations (USC)

| | BP/BP2 | PF/PF2 | FNGS1/FNGS | DUST / DUST2 | BMF |
|-----------------------------|-----------|-----------|------------|--------------|-----------|
| Best/Good | 200 - 262 | | 128 - 259 | 084 - 290 | |
| Good Medium / Medium | | | 120 - 162 | 144 - 255 | |
| Lower Medium | 080 - 150 | 130 - 175 | 070 - 164 | 070 - 166 | 066 - 075 |
| Plainer | 080 - 120 | 082 - 190 | 075 - 148 | 068 - 145 | 066 - 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 | 97,680 | 6,828,285 | 280 | 11,640 | 577,486 | 120 | 109,320 | 7,405,771 | 267 | 105,672 | 7,101,307 | 191 |
| Uganda | 16,440 | 1,038,508 | 122 | 8,936 | 439,796 | 87 | 25,376 | 1,478,304 | 112 | 24,540 | 1,413,100 | 123 |
| Tanzania | 610 | 35,200 | 108 | 480 | 21,436 | 78 | 1,090 | 56,636 | 97 | 1,860 | 94,456 | 111 |
| Rwanda | 4,720 | 333,008 | 335 | 960 | 64,468 | 222 | 5,680 | 397,476 | 317 | 5,420 | 373,838 | 243 |
| Burundi | 1,480 | 95,092 | 263 | 440 | 21,372 | 149 | 1,920 | 116,464 | 242 | 2,120 | 128,048 | 206 |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - |
| Malawi | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - |
| Madagascar | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - |
| D R Congo | - | - | - | - | - | - | - | - | - | - | - | - |
| Ethiopia | - | - | - | - | - | - | - | - | - | - | - | - |

| | | | | | | | | | | | | |
|--------------|----------------|------------------|------------|---------------|------------------|------------|----------------|------------------|------------|----------------|------------------|------------|
| Total | 120,930 | 8,330,093 | 261 | 22,456 | 1,124,558 | 113 | 143,386 | 9,454,651 | 244 | 139,612 | 9,110,749 | 182 |
|--------------|----------------|------------------|------------|---------------|------------------|------------|----------------|------------------|------------|----------------|------------------|------------|

| Sale Number | Previous Sale's Quantities and Prices | | | | | | | | | Total for Corresponding Sale for Last Year | | |
|-------------|---------------------------------------|-----------|-----|-----------|-----------|-----|---------|------------|-----|--|-----------|-----|
| | Main | | | Secondary | | | Total | | | Pkgs | Kgs | USC |
| Sale 48/21 | 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 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 |

Average Auction Hammer Prices by Grade and Country

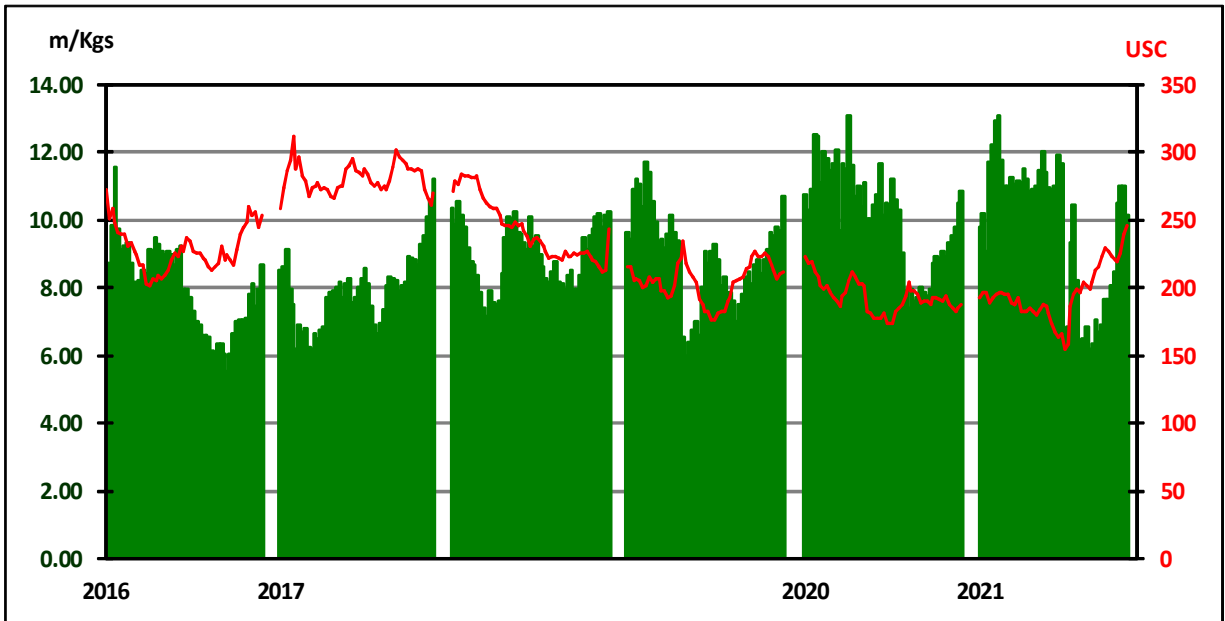
| Country of Origin | Current Sale's Prices per Grade | | | | | | | | | | Corresponding Prices per Grade for Last Year | | | | | | | | | |
|-------------------|---------------------------------|------------|------------|------------|------------|------------|------------|------------|-----------|------------|--|------------|------------|------------|------------|------------|------------|-----------|-----------|------------|
| | 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 | 239 | 286 | 284 | 279 | 112 | 155 | 110 | 129 | 71 | 267 | 221 | 200 | 191 | 192 | 134 | 124 | 108 | 101 | 73 | 191 |
| Uganda | 103 | 127 | 128 | 122 | 91 | 105 | 98 | 93 | 69 | 112 | 142 | 134 | 134 | 130 | 128 | 122 | 99 | 86 | 73 | 123 |
| Tanzania | 88 | 100 | 126 | 99 | 84 | 82 | 68 | - | 72 | 97 | 138 | 130 | 130 | 130 | 127 | 128 | 86 | 85 | 79 | 111 |
| Rwanda | 366 | 335 | 330 | 313 | 246 | - | 205 | 167 | - | 317 | 291 | 247 | 231 | 226 | 234 | 179 | 179 | 157 | - | 243 |
| Burundi | 222 | 295 | 268 | 254 | - | - | 150 | 148 | - | 242 | 224 | 228 | 231 | 215 | - | - | 132 | 119 | - | 206 |
| Zambia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Malawi | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Mozambique | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Madagascar | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Zimbabwe | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| D R Congo | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Ethiopia | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Total | 216 | 273 | 262 | 258 | 130 | 137 | 119 | 117 | 70 | 244 | 213 | 197 | 184 | 182 | 146 | 126 | 113 | 96 | 73 | 182 |

| 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 48/21 | 240 | 282 | 257 | 250 | 122 | 131 | 113 | 109 | 71 | 249 | 215 | 203 | 183 | 185 | 146 | 129 | 115 | 101 | 73 | 185 |
| 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 |

Average Auction Prices and Quantities by Country

| Country | Previous Sale Sale 48/21 | | Year To Date 2021 | | Last Year Sale 48/20 | | Year To Date 2020 | | Variance Year To Date | |
|--------------|-----------------------------|------------|--------------------|------------|-------------------------|------------|--------------------|------------|--------------------------|----------|
| | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC | Kgs | USC |
| Kenya | 7,890,395 | 270 | 373,751,567 | 205 | 7,456,350 | 193 | 388,309,904 | 201 | -14,558,337 | 4 |
| Uganda | 1,556,024 | 112 | 65,990,966 | 114 | 1,431,063 | 126 | 62,499,445 | 122 | 3,491,521 | -8 |
| Tanzania | 156,656 | 132 | 4,542,964 | 102 | 71,440 | 115 | 5,279,776 | 114 | -736,812 | -12 |
| Rwanda | 441,820 | 326 | 22,572,040 | 271 | 405,776 | 263 | 20,981,379 | 276 | 1,590,661 | -5 |
| Burundi | 108,838 | 238 | 6,014,095 | 202 | 142,928 | 223 | 7,586,466 | 217 | -1,572,371 | -15 |
| 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 | 30,392 | 145 | 771,083 | 118 | -615,363 | 17 |
| Total | 10,153,733 | 246 | 473,126,295 | 195 | 9,537,949 | 185 | 485,691,042 | 193 | -12,564,748 | 2 |

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 | 51.1 | 231 | | | 473.1 | 195 |
| 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 112.55-112.80 and reached 112.80 at its lowest end week. Expectations are that the Kenya Shilling against US Dollar will trade at the level of 112.50 - 113.00 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 49/21 | | Year To Date 2021 | | Year To Date 2020 | | Variance Year To Date | |
|-------------------|----------------------|-------------------|-------------------|--------------------|-------------------|--------------------|-----------------------|-------------------|
| | Packages | Kgs | Packages | Kgs | Packages | Kgs | Packages | Kgs |
| Kenya | 122,254 | 8,285,070 | 5,736,580 | 387,059,146 | 5,882,811 | 397,700,988 | -146,231 | -10,641,843 |
| Uganda | 27,776 | 1,626,776 | 1,171,600 | 67,833,210 | 1,105,710 | 63,946,796 | 65,890 | 3,886,414 |
| Tanzania | 1,180 | 60,844 | 94,419 | 5,129,392 | 106,809 | 5,669,488 | -12,390 | -540,096 |
| Rwanda | 6,500 | 450,748 | 332,759 | 22,817,780 | 316,968 | 21,639,483 | 15,791 | 1,178,297 |
| Burundi | 2,060 | 122,732 | 94,478 | 5,843,832 | 120,757 | 7,615,047 | -26,279 | -1,771,215 |
| 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 | 2,020 | 99,835 | 14,640 | 745,108 | -12,620 | -645,273 |
| Total | 159,770 | 10,546,170 | 7,434,836 | 488,939,769 | 7,552,557 | 497,584,189 | -117,721 | -8,644,420 |

Sellers' Main Grade Quantities (in Packages)

| Origin | BP 1 | | | PF 1 | | | PD | | | D 1 | | | Total | | |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| | S 49 | S 50 | S 51 | S 49 | S 50 | S 51 | S 49 | S 50 | S 51 | S 49 | S 50 | S 51 | S 49 | S 50 | S 51 |
| KTDA | 12840 | 14840 | 18280 | 40280 | 41438 | 44680 | 20600 | 19520 | 19400 | 7200 | 6960 | 7580 | 80920 | 82758 | 89940 |
| Unilever Tea | 1580 | 1740 | 1160 | 200 | 380 | 240 | 280 | 500 | 440 | 260 | 100 | 160 | 2320 | 2720 | 2000 |
| James Finlay | 320 | 520 | 640 | 720 | 720 | 1040 | 960 | 1040 | 920 | 0 | 0 | 0 | 2000 | 2280 | 2600 |
| Eastern Produce | 1640 | 1600 | 1400 | 3600 | 3000 | 4060 | 3020 | 2960 | 3280 | 680 | 880 | 960 | 8940 | 8440 | 9700 |
| Others (K) | 3300 | 4840 | 2720 | 12100 | 10900 | 12240 | 11140 | 9700 | 11400 | 2000 | 2200 | 2240 | 28540 | 27640 | 28600 |
| Uganda | 2720 | 5798 | 5279 | 5200 | 9520 | 9800 | 4960 | 7960 | 8996 | 1400 | 2360 | 3020 | 14280 | 25638 | 27095 |
| Tanzania | 280 | 560 | 560 | 820 | 1130 | 980 | 610 | 550 | 560 | 160 | 360 | 360 | 1870 | 2600 | 2460 |
| Rwanda | 1820 | 3980 | 4180 | 2300 | 3860 | 4140 | 1400 | 2520 | 2360 | 560 | 920 | 840 | 6080 | 11280 | 11520 |
| Burundi | 1560 | 2720 | 2600 | 1080 | 1640 | 1560 | 400 | 640 | 520 | 400 | 480 | 480 | 3440 | 5480 | 5160 |
| 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 | 26060 | 36598 | 36819 | 66300 | 72588 | 78740 | 43530 | 45550 | 48036 | 12660 | 14260 | 15640 | 148550 | 168996 | 179235 |

Buyer Purchases of Teas Offered by Grade (in Packages)

| BUYER | % | Total | BP1 | PF1 | PD | D1 | BP2 | PF2 | D2 | FNGS | BMF |
|---------------------------------------|---------------|----------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|--------------|
| 1 CARGILL KENYA LTD | 19.26 | 34,200 | 3,120 | 19,960 | 10,960 | 160 | | | | | |
| 2 GLOBAL TEA & COMMODITIES KENYA LTD. | 9.84 | 17,480 | 1,520 | 10,160 | 2,080 | 2,280 | | 340 | 440 | 640 | 20 |
| 3 CHAI TRADING COMPANY LTD | 6.45 | 11,460 | 1,040 | 9,500 | 520 | 240 | | | 40 | 120 | |
| 4 LAB INTERNATIONAL KENYA LTD | 6.42 | 11,400 | 120 | 3,380 | 5,540 | 1,960 | | 400 | | | |
| 5 JAMES FINLAY MOMBASA LIMITED | 5.68 | 10,080 | 480 | 2,040 | 6,560 | 480 | 40 | 140 | 20 | 320 | |
| 6 M.J. CLARKE LTD | 3.57 | 6,340 | | 680 | 3,680 | 200 | | | | 1,780 | |
| 7 GOLD CROWN FOODS (EPZ) LTD | 3.43 | 6,100 | 380 | | 920 | 480 | 440 | 280 | 220 | 800 | 2,580 |
| 8 SSOE (KENYA) LIMITED | 3.39 | 6,026 | 2,000 | 1,190 | 540 | 360 | 520 | 80 | 440 | 620 | 276 |
| 9 MOMBASA COFFEE LTD | 3.24 | 5,760 | 80 | | 3,560 | 1,880 | 240 | | | | |
| 10 ABBAS TRADERS LTD | 2.34 | 4,160 | 560 | 1,120 | 880 | 240 | 460 | 360 | 480 | 60 | |
| 11 VAN REES KENYA LIMITED | 2.12 | 3,760 | 1,040 | 760 | 640 | 200 | 60 | 180 | 80 | 800 | |
| 12 IMPERIAL TEAS (EPZ) LTD | 1.44 | 2,560 | 1,280 | 120 | 40 | 80 | 540 | 40 | 380 | 80 | |
| 13 EMPIRE KENYA (EPZ) LTD | 1.43 | 2,540 | 1,600 | 660 | | | 280 | | | | |
| 14 SUMMER LINER CO. LTD | 1.37 | 2,440 | 560 | 180 | | | 220 | 60 | | 860 | 560 |
| 15 AL EMIR LIMITED | 1.31 | 2,320 | 120 | 2,200 | | | | | | | |
| 16 INDO-AFRICAN TEA CO. (K) LTD. | 1.28 | 2,280 | 880 | 840 | 480 | 80 | | | | | |
| 17 SHAKAB EXPORT & IMPORT CO. LTD | 1.23 | 2,180 | 280 | 1,440 | 120 | 120 | | 40 | 100 | 80 | |
| 18 STANSAND (A) LTD | 1.04 | 1,840 | 240 | 360 | | | | 560 | | 680 | |
| 19 ALIBHAI RAMJI (MSA) LTD | 1.01 | 1,800 | 360 | 840 | 160 | 280 | 120 | 40 | | | |
| 20 RANFER TEAS KENYA LTD | 0.66 | 1,180 | 280 | 280 | 280 | 240 | | | 80 | 20 | |
| 21 DEVCHAND KESHAVJI (K) LTD | 0.62 | 1,100 | | 1,100 | | | | | | | |
| 22 AIMCO ENTERPRISES LTD | 0.42 | 740 | | | | | | | | 140 | 600 |
| 23 CHAMU SUPPLIES LIMITED | 0.36 | 640 | | 160 | 160 | 160 | | 40 | 100 | 20 | |
| 24 COFFTEA AGENCIES LTD | 0.35 | 620 | | | | | | | | 560 | 60 |
| 25 MCLEOD RUSSEL AFRICA LIMITED | 0.25 | 440 | | 240 | | 200 | | | | | |
| 26 GREEN LEAF TRADING CO. LTD | 0.24 | 420 | | | | | | | 60 | 120 | 240 |
| 27 PWANI HAULIERS | 0.24 | 420 | | | | | 200 | | | 100 | 120 |
| 28 AL KHALIFA ENTERPRISES LTD | 0.23 | 400 | | | | | | 20 | | 20 | 360 |
| 29 MAISHA COMMODITIES | 0.19 | 340 | | | | | | 40 | 100 | 200 | |
| 30 LINDOP & COMPANY (KENYA) LTD | 0.18 | 320 | | 180 | | | | | 140 | | |
| 31 JALEEL TRADING COMPANY | 0.16 | 280 | | | | | 40 | | | 100 | 140 |
| 32 KIRINDO TRADERS LIMITED | 0.15 | 260 | 40 | | | | | | 40 | 20 | 160 |
| 33 AFRO TEAS LTD | 0.14 | 240 | | | | | | 40 | | 20 | 180 |
| 34 TRANS-ATLANTIC TRADING Co. LTD | 0.14 | 240 | | 80 | 120 | | | | 20 | 20 | |
| 35 TROPICAL CROPS & COMMODITIES | 0.12 | 220 | | | | | | | 60 | 140 | 20 |
| 36 GREAT WHITE PACKERS LTD | 0.08 | 140 | | | | | 120 | | 20 | | |
| 37 AFRIBRIDGE TRADE EXPORTERS LTD | 0.07 | 120 | | | | 120 | | | | | |
| 38 DELSTA TEA LIMITED | 0.07 | 120 | 120 | | | | | | | | |
| 39 CAPITAL TEA TRADERS | 0.05 | 80 | 80 | | | | | | | | |
| 40 DRINCO INTERNATIONAL LIMITED | 0.05 | 80 | 80 | | | | | | | | |
| 41 JAWAI TEA LIMITED | 0.05 | 80 | 80 | | | | | | | | |
| 42 RIOTANA TRADING LIMITED | 0.05 | 80 | 80 | | | | | | | | |
| 43 SALIM MERCHANDISE COMPANY LTD | 0.03 | 60 | | | | | | | 60 | | |
| 44 LUTEX LIMITED | 0.02 | 40 | 40 | | | | | | | | |
| Total Sold | 80.74 | 143,386 | 16,460 | 57,470 | 37,240 | 9,760 | 3,280 | 2,660 | 2,880 | 8,320 | 5,316 |
| Withdraw n | 0.34 | 600 | 40 | 120 | 40 | 80 | 40 | 140 | 60 | 60 | 20 |
| Unsold | 18.92 | 33,610 | 9,040 | 7,910 | 6,340 | 2,400 | 380 | 660 | 400 | 6,360 | 120 |
| % Unsold | | | 35 | 12 | 15 | 20 | 10 | 19 | 12 | 43 | 2 |
| Grand Total | 100.00 | 177,596 | 25,540 | 65,500 | 43,620 | 12,240 | 3,700 | 3,460 | 3,340 | 14,740 | 5,456 |

| | | | | | | | | | | | |
|------------|--------|---------|--------|--------|--------|--------|-------|-------|-------|-------|-------|
| Sale 48/21 | 82.27% | 144,034 | 20,940 | 58,020 | 34,220 | 10,860 | 2,800 | 3,160 | 2,854 | 6,900 | 4,280 |
| 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

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 47 held on 30th November and 1st December, 2021, The 0.65Mkg on offer met with fair demand. Select best Western High Grown BOPs were firm to a little irregular at times. The below best and plainer varieties were irregularly lower. Select best Western High Grown BOPFs declined from last week's levels. The below best and plainer varieties were mostly firm to a little dearer at times. Nuwara Eliya BOPs were irregularly easier, the BOPFs were firm to easier following quality. Udupusellawa BOPs were firm, the BOPFs were firm to easier at times. Uva BOPs gained following quality and special inquiry. The BOPFs too followed a similar trend. Low Grown CTC BP1s were dearer, the High and Medium sorts too were dearer. Low Grown PF1s appreciated, the High and Medium PF1s gained following quality. The 2.2Mkg of Low Grown teas which were on offer met with good demand. Select best OP1s were dearer, best and below best varieties too gained following quality. Select best and best BOP1s met with fair demand. Select best and best OPs were dearer by few rupees, below best varieties maintained last levels. Well-made OPAs met with improved demand, below best varieties were dearer. Well-made Bold Pekoes met with irregular demand, mixed varieties were easier. Well-made Shotty Pekoe1s were dearer by few rupees, 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 gained following quality. Select best and best FBOPs were dearer, 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 29 held on 29th November, 2021, CTC LEAF: 63,891 packages of Current Season teas on offer met with much less demand with heavy withdrawals. BROKENS: A few well made good liquoring Brokens met with a strong demand and were generally firm to slightly dearer. However, with the progress of the sale these were only about steady. Medium and

other varieties witnessed less demand and were much easier particularly towards the latter half of the sale. There were also heavy withdrawals. BLF teas saw a little demand at easier rates. FANNINGS: Good liquoring Fannings were a fairly good market and were steady to slightly easier but other varieties met with less demand and eased further with more withdrawals. BLF teas saw a little demand at easier rates. CTC DUST: 12,126 packages of Current Season & 70 packages of Old Season teas on offer met with fair demand. Select few best and good liquoring teas met with good competition and advanced by Tk.3/- to Tk.5/-. Others were an easier market and sold at a drop of Tk.5/- to Tk.7/- closely following quality. Plain and BLF Dusts were also a lower market and saw fair withdrawals. Blenders lent strong competition with fair interest from the Loose tea buyers. COMMENTS: A larger weight of tea on offer met with a selective market and prices eased as the sale progressed. There were also much heavier withdrawals. Blenders were the mainstay of the market and lent fair support, but Loose tea section of the market was much less active. As a result, there was a decline in price as well as heavy withdrawals. Dusts were an easier market.

Cochin: at Sale 47 held on 24th November, 2021. CTC Leaf: Good Demand. All varieties sold at dearer levels. **Buying pattern:** Up country buyers operated. **ORTHODOX Leaf:** Good Demand. Opened on an irregular note but firmed up as the sale progressed. Teas witnessed improved enquiry and prices are appreciating in value. **Buying pattern:** CIS operating with support from ME. **Dust:** Good Demand. Good liquoring and popular varieties and better mediums sold fully firm to occasionally dearer. **Buying pat-**

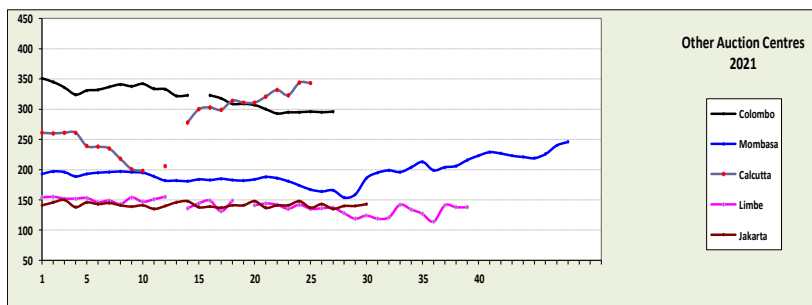
Auction Offerings

| Centre | Week 48 | Week 49 | Week 50 | Week 51 |
|--------------|----------------|----------------|---------|---------|
| | 30-Nov | 07-Dec | 14-Dec | 21-Dec |
| Mombasa | 175,133 | 177,191 | - | - |
| Limbe | 5,540 | - | - | - |
| Colombo | - | - | - | - |
| Jakarta | - | - | - | - |
| Calcutta | 230,461 | - | - | - |
| Guwahati | 150,844 | - | - | - |
| Chittagong | 76,106 | - | - | - |
| Total | 331,517 | 177,191 | - | - |

tern: Major blenders active with useful support from packeters and Internal buyers. Upcountry buyers also operated.

Calcutta: at Sale 46 held on 30th November, 1st and 2nd December, 2021 with 237,365 packages on offer. **CTC Leaf:** There was good demand although there was a general decline in levels for most Assams. Brightest descriptions continued to sell well and were around last levels whilst the remainder was irregularly easier closely following quality. The market for Dooars was overall barely steady. Dust: There was good demand. Select best liquoring sorts sold well with competition. The remainder was irregularly easier. Ms Hindustan Unilever operated primarily on best liquoring descriptions especially in the dust market. In comparison, they showed lower interest in the leaf market. Ms Tata Consumer Products was active mostly in the medium & plainer categories. Western India segments were active on brighter liquoring Assams. There was some export interest on larger brokens. Regional packeteers operated. Local buyers were active on the Dooars. **ORTHODOX:** Well made whole leaf and a few stylish brokens held last levels. However, the remainder declined and prices followed quality especially for secondaries and fannings. The Middle East was less forceful and the CIS was more selective.

Guwahati: at Sale 48 held on 1st December, 2021 with 201,253 packages on offer. **Market CTC:** Continued good demand was witnessed in this week's sale. Prices were generally around last. Cleaner, better liquoring reprints gained handsomely in value. Though an easier trend was also noted where quality showed a decline. The bottom of the market remained firm. **Buying pattern:** TCPL/HUL lent fair support but it was significantly lower compared to last week. Export enquiry was selective and lower compared to last week. Buyers for all upcountry destinations were active. **Market Dust:** Demand was good across all the quality segments. Prices were firm and at times dearer. **Buying pattern:** There was decline in the intakes of the two major blenders particularly by TCPL. Buyers for upcountry destinations operated normally. Export enquiry was very nominal.



News Articles of Interest



Monday, 6 December 2021

Sri Lanka tea exports to earn USD 1.3-billion in 2021

According to official media citing a top government regulator, Sri Lanka's tea exports will generate USD1.3 billion in 2021. According to sources, Jayampathy Molligoda, chairman of the Sri Lanka Tea Board (SLTB), the tea industry's primary regulatory and administrative authority, stated that exports had topped USD1.2 billion by the end of November and will exceed USD1.3 billion by the end of 2021. According to the state-owned Daily News, the tea business in Sri Lanka employs 500,000 smallholders, 135,000 estate workers, roughly 20 regional plantation corporations, 590 tea factories, and 280 tea exporters. Molligoda, speaking at the anniversary of the Colombo Tea Auction's adoption of an e-auction system, noted that the digital technology had helped to stabilise prices. According to the Ministry of Finance, tea exports brought in USD1.2 billion in 2020, accounting for 12 percent of overall export earnings. Tea cultivation is one of Sri Lanka's key sources of foreign exchange. It employs nearly 1 million people on tea plantations and estates, either directly or indirectly.

Source: <https://english.newstracklive.com/news/sri-lanka-tea-exports-to-earn-usd-13billion-in-2021-sc57-nu318-ta318-1196964-1.html>

Wednesday, 1 December 2021

Harvesting the iconic "two leaf and a bud" tea shoots by hand has been the norm in the tea industry for centuries. It requires nimble fingers and patient skill to select the shoots that are of just the right age, to ignore the immature shoots and discard the overmature leaves. Selective hand plucking – if done correctly – gives a high-quality tea in your cup; if rushed, the plucking of immature shoots reduces yield and including overmature leaves reduces cup quality. This much is simple. Today, however, the tea industry faces many complex problems. It is a familiar face of global agriculture that trade encourages the producer to grow more, leading to oversupply, lower prices and reduced income. Since the 1960s, technical advances in tea breeding, crop husbandry, nutrition and field management led to spectacular increases in productivity. Green leaf yield per acre increased three to five-fold, global tea production leapt from one million tonnes a year to over six million. Tea auction prices (in real terms, allowing for inflation) dropped, but producers thrived by shaving their margins, selling more volume at a lower unit price. These low wholesale tea prices and inexpensive containerized shipping enabled supermarkets to commoditize tea-bag black tea and promote it very successfully as a loss leader. Fast forward 60 years and those commodity tea producers now face a different world: locked into low prices but with costs of production accelerating due primarily to the cost of hand plucking. Increasingly, to

stay in business, tea producers are turning to low labor mechanical harvesting. No official figures are available, but experience suggests that at least 70 percent of all tea bushes globally are now harvested by motorized machine or with some mechanical aid – hand shears or a sickle – to speed up human fingers. This change has been rapid, and it stood at perhaps only five percent in 1980 (principally in Japan and the USSR), and it has been controversial. So, what have been the drivers? **Tea Producers: Mechanize or Face Bankruptcy?** - As costs of production (COP) rise to match and often exceed auction prices, commodity tea producers face a stark reality with an inevitable choice: mechanize or face bankruptcy. In Sri Lanka during 2010 to 2019, the industry average cost of making tea was at or above the average auction price in four years out of 10. Productivity increases are no longer matching the soaring costs of production, slim margins are even slimmer, plucking labor has decamped from tea estates to higher pay and easier work in the cities. To attract any workers remaining in rural areas, wages have to shadow city rates. Labor is typically the major cost for making a kilogram of commodity tea, and a large hand plucked tea estate in India, Sri Lanka or Africa requires 1,000 to 1,500 pluckers. The field inputs for growing the bushes, plus factory labor, electricity and fuel for processing, bulk packing, management costs, maintenance and depreciation all add up to just half of the total cost of that kilogram; the other 50 percent is the (ever increasing) cost of plucking labor. In countries plucking to a higher standard, the labor cost is increased further – as high as 63 percent of the total COP in Sri Lanka (2011 data) and labor wages increased there by 82 percent during the decade 2010 to 2019. Faced with lower prices, higher wage costs, a shortage of labor, and rampant absenteeism (routinely 30 percent of work days are lost in Darjeeling), tea producers have learned to pluck less selectively to a lower leaf standard, which allows a greater daily harvest per plucker and less pluckers employed overall (a win for the producer). In Sri Lanka over the past decade, the average of two pluckers employed per hectare (2.5 acres) has reduced to just one due to the easier plucking of coarser leaf. The loser is, of course, the commodity tea consumer who, while not seeing a significant retail price increase, is subjected to a gradual decline in cup quality. Despite this deskilling of selective plucking and downsizing of the labor force, it is still hard to find the required plucking labor – but the high-volume low-value model is a classic tiger-by-the-tail situation; thus, for producers the move to mechanization is inevitable. The reality that reciprocating blade mechanized harvesting cannot match the leaf standard of selective hand plucking is irrelevant as the commodity trade has already factored lower quality into its model. While commodity tea can still find a buyer when its raw material is machine harvested down to the fourth leaf (well under 60 percent at a two leaf and a bud standard), the trending specialty tea sector still requires a high standard of green leaf – typically fine plucked to at least 85 percent as two leaves and a bud.



Their higher selling prices, smaller volumes and shorter value chain allows specialty tea producers to reward skilled hand pluckers with significantly higher wages. A few specialty tea producers in traditional tea countries now routinely hand pluck to a 90 to 100 percent fine standard and justifiably sell their teas at prices from five to 50 times higher than commodity teas. The large margins available for specialty tea has over past 15 years encouraged farmers and amateurs in many non-traditional tea countries to try their hand. Tea is now being grown in 18 U.S. states, and there are currently around 100 tea gardens emerging in Europe. The last few years have seen the founding of both the US League of Tea Growers and the European Tea Growers Association. However, while growing tea outside its subtropical home can produce some spectacular aroma and flavour, the inherently short growing season and low yields of these marginal regions, combined with the high labor wages required for selective hand plucking, stretch their commercial viability very thinly. Skilled pluckers in Africa and Asia will be paid from U.S. \$2 to \$5 per day. In Europe and The United States, the rates are from U.S. \$12 to \$15 per hour, which makes the leaf plucking labor cost alone from U.S. \$86 to \$107 per kilogram of finished tea. Making a marginal-country specialty tea company commercially viable is certainly no cinch. **The Williames' Selective Tea Harvester**—Reciprocating blade mechanical harvesters operate like hedge trimmers – all is cut that comes within reach of the blade. They are non-selective; they cut mature and immature shoots alike, and if not deftly positioned cut into and harvest the coarse under foliage, too. While they are adequate for commodity tea harvesting, and are surely keeping that sector afloat, they are incompatible with specialty tea production. Fortunately, in the last few years, a novel design – the Williames' Selective Tea Harvester – has become available. This machine has a clever patented system, whereby it rejects undersized shoots and selects mature shoots for harvest using a plucking (not a cutting) action. One Williames' STH machine has been working in Mississippi for the past two seasons and has plucked green leaf for specialty tea to an 85 percent fine standard at 1/6th of the labor cost of local hand plucking and taking 1/5th of the time. Until the long dream of robotic tea harvesters arrive, this innovative device will be the saviour of specialty tea – and maybe will convince a few commodity tea producers to up their game, ditch their hedge trimmers, and return to selective harvesting.

Source: <https://www.worldteanews.com/issues-trends/where-tea-industry-going-mechanical-harvesting>

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 rainy and cloudy with **28.7 mm** of rainfall recorded over 4 days. The highest and lowest temperatures were **22°C** & **12°C** respectively. Crop intake averaged **47.9** tonnes/day on a six day plucking cycle.

Meru: The week was sunny during the day and cloudy with showers at night. There was continued increased rainfall activity at **342mm** recorded through **7** days out the week. The highest and lowest temperatures were **28°C** & **16°C** respectively. Crop intake averaged **83.6** tonnes/day on a **six** day plucking cycle.

Sotik: Continued to experience sunny conditions in the morning accompanied by alternate showers throughout the afternoon. They received **33.4mm** of rainfall spread in four days. The highest and lowest temperatures were **26°C** & **12.5°C** respectively. Factory utilization remained at last week's levels.

Kericho: The week under review was sunny with less overcast. A total of 9.5mm rainfall was recorded. Average temperatures were highs of **22° Celsius** and lows of **10° Celsius**. Crop intake went down by **6%** compared to previous week's levels. Crop on offer is likely to maintain current average levels



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 increased rainfall activity in some tea growing areas. Fort Portal received reduced rainfall at **23mm**. Hoima also received reduced rainfall of **37mm**. Kibale received improved rainfall of **30mm** and the Bushenyi region received slightly more rainfall, **86mm**. Average temperatures were highs of **29° Celsius** and lows of **15° Celsius**. Crop intake sustained at high levels.

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

Headline: Enhanced rainfall expected in southern Kenya, north-western Tanzania, and Burundi. Warmer than usual temperatures are forecast in Sudan, South Sudan, northern Ethiopia, and Eritrea. Rainfall anomalies above 30 mm are expected over parts of north-western Tanzania including parts of Shinyanga and Rukwa, and south-eastern Kenya including Taita-Taveta and Kwale counties. Heavy to very heavy rainfall (top 10 - 5% on record) is expected in their area. Moderate rainfall between 50 - 100 mm is expected in Rwanda, Burundi, most parts of Tanzania, and the

coastal regions of Kenya. **Light rainfall of less than 30 mm** is expected in southern Uganda, most parts of central and eastern Kenya, southern Tanzania, and southern and northern Somalia. **Dry conditions** are expected in Sudan, northern and southern South Sudan, Djibouti, Eritrea, Ethiopia, most parts of Somalia, northern Kenya, and northern Uganda.

Warmer than usual temperatures are expected in Sudan, South Sudan, Eritrea, Djibouti, and other parts of the Greater Horn of Africa (GHA) while usual to colder than usual temperatures are expected in eastern Kenya, central Somalia, and parts of coastal and western Tanzania. **Moderate temperatures between 20 - 32°C** are expected in southern Sudan, South Sudan, central to northern Uganda, Tanzania, eastern and northern Kenya, Djibouti, central to southern Somalia, and southern and eastern regions of Ethiopia. **Relatively cold conditions with temperatures less than 20°C** are expected in north-western Sudan, central Ethiopia, Rwanda, Burundi, 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 reduced while Muranga saw maintained crop intake as a result of the same rainfall received at previous levels. **WoR** volumes reduced slightly as a result of colder conditions 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 | | | | | | | | | | | | | Production over calendar years | | |
|-----------------|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|----------------|--------------------------------|----------------|----------------|
| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | + / - | 2020 | 2019 |
| | Variance | | | | | | | | | | | | | | | |
| Bangladesh | 0.3 | 1.2 | 1.7 | 3.9 | 6.3 | 13.5 | 12.6 | 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 | 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 | | 1.84 | | | |
| 21 | 25-May-21 | 12,002,714 | 45,396,112 | 1.88 | 1.84 | 1.89 | 2.18 |
| 22 | 02-Jun-21 | 11,407,495 | | 1.86 | | | |
| 23 | 08-Jun-21 | 10,959,073 | | 1.81 | | | |
| 24 | 15-Jun-21 | 10,896,353 | | 1.74 | | | |
| 25 | 22-Jun-21 | 10,985,869 | | 1.67 | | | |
| 26 | 29-Jun-21 | 11,910,098 | 56,158,888 | 1.64 | 1.74 | 1.79 | 1.90 |
| 6 mths Totals: | | | | | \$1.87 292,688,228 Kgs | \$1.97 290,761,896 Kgs | \$2.04 238,404,735 Kgs |
| 27 | 06-Jul-21 | 11,667,927 | | 1.66 | | | |
| 28 | 13-Jul-21 | 6,546,887 | | 1.54 | | | |
| 29 | 21-Jul-21 | 6,838,592 | | 1.59 | | | |
| 30 | 27-Jul-21 | 9,347,891 | 34,401,296 | 1.86 | 1.68 | 1.76 | 1.79 |
| 31 | 03-Aug-21 | 10,430,943 | | 1.95 | | | |
| 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 | 10,153,733 | 51,088,924 | 2.46 | 2.31 | 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 | Total : | 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