



TEA BOARD OF KENYA

Realizing the Tea Promise

KENYA TEA INDUSTRY PERFORMANCE HIGHLIGHTS FOR NOVEMBER 2021

PRODUCTION

Tea production for the month of November 2021 was much more improved to 50.71 Million Kgs compared to 48.95 Million Kgs recorded in October and 43.18 Million Kgs in September. It was also a significant improvement compared to 47.67 Million Kgs recorded in November 2020 but was within the average seasonal output usually recorded within the month. Improved production in the month of November compared to preceding months of the year and same period of 2020 was occasioned by significant precipitation ranging from "near-average" to "above-average" amounts usually recorded in November following the pick of the "short" rains season in the country. However, not all the tea growing regions recorded "above-average" rainfall. In the East of Rift, enhanced rainfall was recorded in tea growing areas of Meru/Embu/Kirinyaga while within the West of Rift, relatively higher rainfall was experienced in Kericho/Bomet/Kisii/Nyamira. The rest of the tea growing regions in the East and West of Rift respectively, received "near-average" rainfall.

Owing to enhanced and well distributed rainfall in most parts of the West of Rift apart from Nandi, production for the region during the month of November 2021 was much more enhanced to 33.43 Million Kgs in comparison with 30.07 Million Kgs recorded in the month of October and 31.53 Million Kgs recorded in the same period of 2020. Similarly, due to higher rainfall in some parts of the East of Rift (Meru/Embu/Kirinyaga), production was higher at 17.28 Million Kgs compared to 16.14 Million Kgs for the same period in 2020.

As a result of enhanced output in some parts of the West of Rift (Kericho/Bomet/Kisii and Nyamira), which recorded well-distributed and favourable rainfall, production within the smallholder sub-sector improved significantly from 25.24 Million Kgs in

November 2020 to 28.15 Million Kgs. However, the Plantation sub-sector only recorded slightly higher production from 22.43 Million Kgs to 22.56 Million Kgs due to the effect of unfavourable weather conditions in some parts of West of Rift (Nandi) and East of Rift (Kiambu), respectively.

For the eleven-month period of the year 2021, cumulative production was significantly lower by 29.81 Million Kgs to stand at 485.30 Million Kgs against 515.12 Million Kgs recorded during the corresponding period of 2020. Lower production is attributable to unfavourable weather conditions experienced in the first eight months of the year and delayed onset of "Short " Rainfall Season coupled with poorly distributed rainfall during the month of October. Accordingly, the total output for the year 2021 is expected to be significantly lower compared to that of 2020.

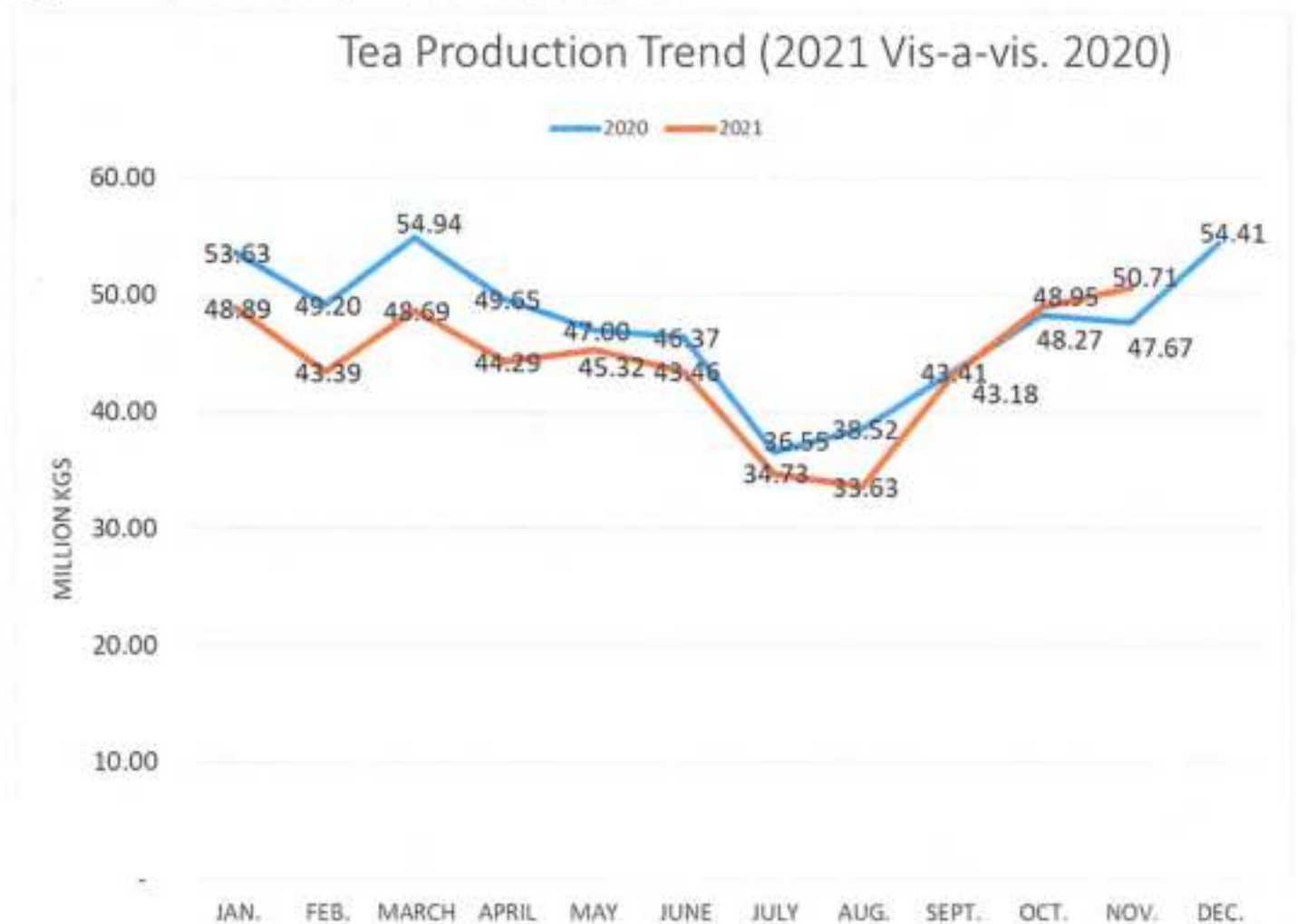


Table 1: Production by Sub-Sector and Region (2021 vis-à-vis 2020)

Sub-Sector	Region	Nov.-21	Nov.- 20	Variance	Var. (%)	Jan. – Nov. 2021	Jan. – Nov. 2020	Variance +/-	Var. (%)
Plantation	West of Rift	21,069,748	20,678,953	390,795	1.89%	214,013,595	204,681,415	9,322,180	4.55%
	East of Rift	1,492,095	1,760,511	- 268,416	-15.25%	16,650,497	17,878,915	- 1,228,418	-6.87%

	Total	22,561,844	22,439,464	122,380	0.55%	230,664,092	222,570,330	8,093,762	3.64%
Smallholder	West of Rift	12,361,461	10,857,741	1,503,720	13.85%	111,225,164	129,907,062	-18,681,898	-14.38%
	East of Rift	15,795,659	14,382,578	1,413,261	9.83%	143,417,228	162,646,149	-19,228,921	-11.82%
	Total	28,157,320	25,240,319	2,917,001	11.56%	254,642,391	292,553,211	-37,910,819	-12.96%
Plantation & Smallholder	West of Rift	33,431,209	31,536,894	1,894,515	8.01%	325,238,759	334,598,477	-9,359,718	-2.80%
	East of Rift	17,287,954	16,143,089	1,144,865	7.08%	160,067,724	180,525,064	-20,457,339	-11.33%
	Total	50,719,163	47,679,983	3,039,380	6.37%	485,306,483	515,123,540	-29,817,057	-5.79%

TEA SALES

AUCTION

During the month of November 2021, auction sales volume for Kenya tea stood at 31.74 Million Kgs, which was higher compared to 29.35 Million Kgs sold in the month of October 2021 and 28.48 Million Kgs recorded in the corresponding month of 2020. The average monthly auction price for Kenyan tea was higher at 2.48 USD per Kg against 1.99 USD for the same period of 2020 and 2.32 USD for the same period of 2019. During the month of November, auction prices continued on an upward trajectory after experiencing a declining trend to a seven-month low of 1.75 USD per Kg in July. Reversed trend follows the setting up of minimum reserve price of 2.43 USD per Kg in July for the smallholder sub-sector taking into account the cost of production, the grade of the tea and a reasonable return to the tea farmer. During the month of November, tea offered for sale by the smallholder tea factories fetched an average price of 2.97 USD per Kg for the main grades from an average price of 2.33 USD in July.

For all the tea offered for sale at the auction during the month, "Best" category of CTC leaf grades fetched higher prices at between 2.67 to 5.60 USD per Kg for the BP1s and 3.10 to 3.98 USD for the PF1s while tea prices for a similar category of the dust grades ranged between 3.25 to 3.85 USD for PDust and 3.00 to 3.70 USD for Dust1. Notably, well sorted grades and those with brighter liquors attracted more competitive bids and considerably higher prices while plainer categories across the grades attracted either less interest and thus lower prices or no bid by the buyers and consequently constituted the highest proportion of teas on offer at the auction that were withdrawn. This signifies that there is potential for attainment of higher prices on improved quality. Notably, there was no Orthodox tea grades on offer at the auction.

For the period January - November 2021, the average auction price for Kenyan CTC tea stood at 2.06 USD per Kg, which was slightly higher compared to 2.01 USD for the

same period of 2020 but slightly lower in comparison with 2.20 USD recorded during the same period of 2019. Lower auction prices to November was attributable to poor auction performance during the first seven months of the year.

During the month, buyers for most of the markets were active except for Afghanistan, Sudan and Iran.

EXPORTS

The total export volume for the month of November 2021 was higher by 8% to stand at 45.09 Million Kgs against 41.59 Million Kgs recorded in the same period of 2020. The export volume was also much higher compared to 41.82 Million Kgs exported during the month of October 2021 and 37.02 Million Kgs exported during the month of September. Higher exports follows improved production during the previous months.

During the month of November, Kenya tea was shipped to forty six (46) export destinations compared to forty nine (49) for the same period of 2020. Amongst these markets, Pakistan maintained the leading export destination for Kenyan tea having imported significantly higher volume at 20.1 Million Kgs compared 17.61 Million Kgs for the same period of 2020 and 15.81 Million Kgs during the month of October. Imports by Pakistan from Kenya accounted for 45% of the total export volume. Other key export destinations for Kenyan tea were Egypt (7.62 Million Kgs), UK (5.22 Million Kgs), UAE (2.40 Million Kgs), Russia (1.92 Million Kgs), Yemen (1.14 Million Kgs), India (0.62 Million Kgs), Poland (0.61 Million Kgs), Kazakhstan (0.59 Million Kgs), and Afghanistan (0.47 Million Kgs). The top ten export destinations, majority of which are traditional markets for Kenyan tea accounted for 90% of Kenya tea export volume.

During the month, there was significant increase in exports to traditional markets except Yemen, Poland, Kazakhstan and Sudan. There were also enhanced shipments to emerging markets such as India, U.S.A, Switzerland, Turkey, Malaysia, South Africa and Ukraine as well as to seasonal markets such as Eretria, Morocco, Israel, Macao, Brazil and Swaziland.

The total export volume for the eleven-month period of 2021 was 9% higher at 512.99 Million Kgs, compared to 469.76 Million Kgs recorded during the same period of 2020.

LOCAL TEA SALES

Local tea sales for November 2021 was 3.52 Million Kgs against 3.62 Million Kgs recorded during the corresponding month of 2020 while cumulative tea sales for the eleven month period of 2021 stood at 34.55 Million Kgs compared to 37.31 Million Kgs for the same period of 2020.

20th January 2022

Table 2: Kenya Tea Exports by Destination (November 2021 vis-à-vis November 2020)

DESTINATION	2021- QUANTITY KGS	2020 - QUANTITY KGS	QUANTITY VARIANCE KGS	%AGE VARIANCE
PAKISTAN	20,100,174.50	17,612,671	2,487,503	14%
EGYPT	7,624,306.00	7,234,878	389,428	5%
UK	5,215,828.00	3,383,321	1,832,507	54%
UAE	2,398,808.80	1,807,300	591,509	33%
RUSSIA	1,923,426.00	853,675	1,069,751	125%
YEMEN	1,139,459.00	1,389,958	-250,499	-18%
INDIA	617,752.00	407,678	210,074	52%
POLAND	611,232.00	658,274	-47,042	-7%
KAZAKHSTAN	593,535.40	1,002,487	-408,952	-41%
AFGHANSTAN	473,212.00	48,950	424,262	867%
USA	383,680.00	185,846	197,834	106%
IRAN	375,298.00	794,468	-419,170	-53%
SWITZERLAND	341,680.00	264,382	77,298	29%
IRELAND	302,714.00	374,532	-71,818	-19%
CHINA	277,898.00	463,612	-185,714	-40%
TURKEY	254,996.00	135,204	119,792	89%
MALAYSIA	224,765.00	212,369	12,396	6%
NIGERIA	224,000.00	981,675	-757,675	-77%
JAPAN	178,146.00	405,210	-227,064	-56%
INDONESIA	174,012.00	208,236	-34,224	-16%
GERMANY	164,553.00	19,240	145,313	755%
SOUTH AFRICA	164,446.00	66,200	98,246	148%
UKRAINE	163,920.00		163,920	
UZBEKISTAN	135,867.00	158,041	-22,174	-14%
ERITREA	130,000.00		130,000	
OMAN	128,522.00	26,447	102,075	386%
QATAR	125,900.00	166,293	-40,393	-24%
SAUDI ARABIA	95,804.00	272,291	-176,487	-65%
CANADA	94,924.00	39,880	55,044	138%
NETHERLANDS	70,364.00	77,240	-6,876	-9%
DJIBOUTI	60,160.00	48,000	12,160	25%
SOMALIA	54,406.00	244,937	-190,531	-78%
MOROCCO	53,088.00		53,088	
HONG KONG	34,020.00	9,616	24,404	254%
SRI LANKA	30,588.00	183,628	-153,040	-83%
MYANMAR	26,000.00	28,000	-2,000	-7%
ISRAEL	24,000.00		24,000	
CHAD	24,000.00	12,160	11,840	97%
MAURITIUS	20,000.00	50,000	-30,000	-60%
SINGAPORE	19,455.00	19,000	455	2%
NEW ZEALAND	12,800.00	12,800	0	0%
MACAO	10,068.00		10,068	
BRAZIL	9,000.00		9,000	
UGANDA	1,995.00		1,995	
TAIWAN	1,200.00	9,250	-8,050	-87%
SWAZILAND	604.80		605	
AUSTRALIA		140,945	-140,945	-100%
BANGLADESH		55,200	-55,200	-100%
BELGIUM		48,400	-48,400	-100%
BURKINA FASO		15,522	-15,522	-100%

FRANCE		23,328	-23,328	-100%
GHANA		57,600	-57,600	-100%
ITALY		7,560	-7,560	-100%
JORDAN		159,508	-159,508	-100%
KYRGYZSTAN		17,112	-17,112	-100%
PERU		27,516	-27,516	-100%
SUDAN		1,174,577	-1,174,577	-100%
TOTAL	45,090,607.50	41,595,017	3,495,590	8%

Table 3: Kenya Tea Exports by Destination (Jan.- Nov. 2021 vis-à-vis Jan.- Nov. 2020)

DESTINATION	2021- QUANTITY KGS	2020 - QUANTITY KGS	QUANTITY VARIANCE KGS	%AGE VARIANCE
PAKISTAN	193,856,860.26	169,348,281.04	24,508,579	14%
EGYPT	89,263,469.60	81,653,591.00	7,609,879	9%
UK	45,788,368.31	46,434,060.00	-645,692	-1%
RUSSIA	27,485,510.00	21,102,745.67	6,382,764	30%
UAE	26,813,390.66	22,298,265.03	4,515,126	20%
SUDAN	26,128,961.97	19,528,315.75	6,600,646	34%
YEMEN	14,366,414.00	13,926,923.00	439,491	3%
KAZAKHSTAN	10,929,553.55	9,880,102.17	1,049,451	11%
POLAND	8,547,330.00	7,452,257.00	1,095,073	15%
IRAN	5,866,979.00	3,102,148.20	2,764,831	89%
NIGERIA	5,313,032.00	4,719,376.00	593,656	13%
CHINA	4,938,849.00	4,216,268.10	722,581	17%
IRELAND	4,656,330.40	3,581,352.30	1,074,978	30%
SWITZERLAND	4,458,942.00	2,222,977.00	2,235,965	101%
INDIA	4,419,377.00	5,541,958.30	-1,122,581	-20%
USA	3,287,498.20	2,798,484.75	489,013	17%
JAPAN	3,124,367.00	2,142,095.80	982,271	46%
SAUDI ARABIA	3,031,783.00	6,963,441.87	-3,931,659	-56%
NETHERLANDS	2,852,011.42	2,365,223.00	486,788	21%
UKRAINE	2,457,957.00	1,604,328.00	853,629	53%
AFGHANSTAN	2,130,411.00	4,022,617.00	-1,892,206	-47%
INDONESIA	2,124,793.00	2,386,947.00	-262,154	-11%
MALAYSIA	2,122,377.00	2,476,338.00	-353,961	-14%
TURKEY	1,944,415.00	2,671,971.00	-727,556	-27%
JORDAN	1,900,000.00	7,965,355.00	-6,065,355	-76%
SRI LANKA	1,679,634.00	948,102.00	731,532	77%
UZBEKISTAN	1,363,818.00	2,340,367.00	-976,549	-42%
QATAR	1,272,206.00	1,093,921.00	178,285	16%
SOUTH AFRICA	1,203,522.00	968,340.00	235,182	24%
GERMANY	1,177,095.00	4,359,475.00	-3,182,380	-73%
OMAN	1,140,084.00	554,971	585,113	105%
SOMALIA	1,109,047.00	2,139,137.80	-1,030,091	-48%
CHAD	904,853.00	490,028.00	414,825	85%
CANADA	742,809.00	1,175,677.00	-432,868	-37%
BANGLADESH	694,800.00	423,478.00	271,322	64%

GHANA	452,992.00	544,440.00	-91,448	-17%
KYTRGYZSTAN	400,276.00	86,137.00	314,139	365%
TAIWAN	368,660.00	298,710.00	69,950	23%
MAURITIUS	317,400.00	341,146.00	-23,746	-7%
ERITREA	260,000.00	131,040.00	128,960	98%
DJIBOUTI	258,444.00	289,872.00	-31,428	-11%
HONG KONG	239,110.40	48,550.00	190,560	393%
IRAQ	189,326.00	6,676.00	182,650	2736%
MYANMAR	187,067.00	202,889.00	-15,822	-8%
SINGAPORE	136,385.00	137,656.00	-1,271	-1%
MOROCCO	120,988.00	109,340.00	11,648	11%
PERU	117,080.00	75,516.00	41,564	55%
NEW ZEALAND	102,400.00	87,864.00	14,536	17%
AZERBAIJAN	97,787.00	86,069.50	11,718	14%
ISRAEL	96,000.00	69,344.00	26,656	38%
FINLAND	71,478.00	18,400.00	53,078	288%
VIETNAM	71,174.00	69,308.00	1,866	3%
MEXICO	63,000.00	7,579.00	55,421	731%
TURKMENISTAN	51,685.00		51,685	
BRAZIL	45,320.80	20,564.00	24,757	120%
ITALY	28,460.00	33,320.40	-4,860	-15%
ANGOLA	24,058.00		24,058	
ISLE OF MAN	24,000.00	25,025.00	-1,025	-4%
TAJIKISTAN	23,829.00	16,098.00	7,731	48%
SPAIN	22,880.00	4,896.00	17,984	367%
TANZANIA	20,220.00		20,220	
CONGO	16,213.60		16,214	
BAHRAIN	12,412.00		12,412	
MALI	10,348.00	13,230.00	-2,882	-22%
MACAO	10,068.00		10,068	
FRANCE	8,164.80	61,728.00	-53,563	-87%
CAMEROON	8,083.00	5,174.00	2,909	56%
IVORY COAST	7,764.00	42,864.00	-35,100	-82%
UGANDA	7,428.00		7,428	
LITHUANIA	7,224.00	16,984.00	-9,760	-57%
GUINEA	5,472.00	5,472.00		0%
SENEGAL	5,174.00		5,174	
CHILE	2,134.08	1,180,961.13	-1,178,827	-100%
AUSTRALIA	1,665.00	485,171.00	-483,506	-100%
SWAZILAND	1,641.60		1,642	
SOUTH KOREA	1,600.00		1,600	
GAMBIA	960.00		960	
CZECH REP	325.00	2,734.00	-2,409	-88%
BELGIUM		157,199.00	-157,199	-100%
BURKINA FASO		77,680.00	-77,680	-100%
GABON		13,200.00	-13,200	-100%
GREECE		100.00	-100	-100%
KUWAIT		4,030.00	-4,030	-100%
LEBANON		31,044.00	-31,044	-100%

MALTA		5,174.00	-5,174	-100%
NIGER		10,348.00	-10,348	-100%
OMAN				
SOUTH SUDAN		2,450.00	-2,450	-100%
TOGO		10,348.00	-10,348	-100%
ZAMBIA		26,840.00	-26,840	-100%
TOTAL	512,993,545.65	469,762,089.81	43,231,456	9%