



TEA BOARD OF KENYA

*Realizing the Tea Promise*

## **KENYA TEA INDUSTRY PERFORMANCE HIGHLIGHTS FOR OCTOBER 2023**

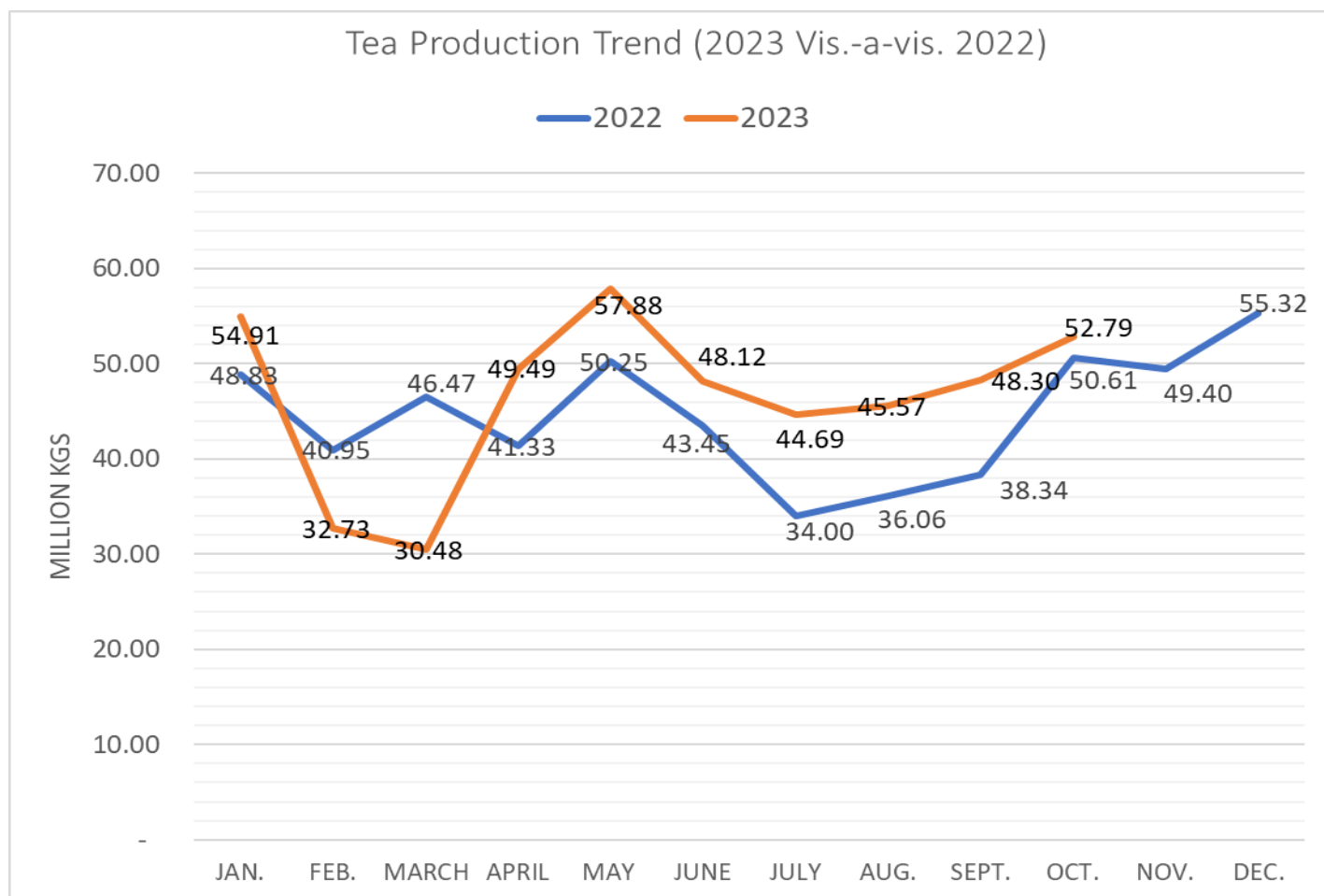
### **PRODUCTION**

Tea production for the month of October 2023 recorded improved performance by 2.18 Million Kgs from 50.61 Million Kgs registered during the same period of last year to 52.79 Million Kgs. Production for October was also much more enhanced compared to 48.30 Million Kgs recorded in September and 45.57 Million Kgs in August this year. Improved production was attributed to wet weather conditions experienced in several parts of the country during the month of October, which was a continuation from the month of September over several parts of the country. In other parts of the country, this was followed by the onset of the “short” seasonal rains which commenced from the third to fourth week of October. The month was characterized by heavy storms and warmer temperatures, which according to the weather review by Kenya Meteorological Department, was an indication of the presence of El Niño conditions that is usually associated with above-average rainfall over East Africa. In tea growing regions in the West and North of Rift Valley, the rainfall was moderate but well distributed throughout the month especially in Kericho, Bomet and Nandi. However, in the East of Rift, lower rainfall was recorded in most parts of the tea growing regions with the exception of Embu/Meru and Kiambu where above-average rainfall (36 mm to 61 mm daily and 58mm to 76mm) was recorded in the second half of the month. Consequently, output in the West of Rift during

the month of October this year was significantly higher by 4.77 Million Kgs from 31.26 Million Kgs recorded during the same month of 2022 to 36.03 Million Kgs. Production within the East of Rift in the month of October was lower compared to the same period last year by 2.60 Million Kgs from 19.35 Million Kgs to 16.75 Million Kgs.

Owing to wider coverage of the Plantation sub-sector in the areas that recorded favourable weather conditions in the West of Rift, output within the sub-sector was higher by 2.88 Million Kgs from 24.44 Million Kgs to 27.32 Million Kgs. Across the smallholder sub-sector, which is more widespread in the East of Rift, output was lower by 0.71 Million Kgs from 26.17 Million Kgs to 25.46 Million Kgs.

Notably, due to continued good weather conditions during the period between April and October, cumulative output for first ten months of the year 2023 was higher by 32.58 Million Kgs to stand at 412.22 Million Kgs against 379.64 Million Kgs for the same period of last year.



**Table 1: Production by Sub-Sector and Region (Oct. 2023 vis-à-vis Oct. 2022)**

Sector	Region	Oct. 2023	Oct. 2022	Variance +/-	Var.(%)	Jan – Oct. 2023	Jan – Oct. 2022	Variance +/-	Var.(%)
Plantation	West of Rift	24,706,664	21,352,366	3,354,298	15.71%	223,232,115	194,535,627	28,696,488	14.75%
	East of Rift	2,618,194	3,088,458	- 470,264	-15.23%	17,190,984	15,100,269	2,090,715	13.85%
	Total	27,324,858	24,440,824	2,884,034	11.80%	240,423,099	209,635,896	30,787,203	14.69%
Smallholder	West of Rift	11,332,860	9,908,293	1,424,567	14.38%	97,931,286	98,038,456	- 107,170	-0.11%
	East of Rift	14,134,951	16,262,490	- 2,127,539	-13.08%	126,664,306	122,578,455	4,085,851	3.33%
	Total	25,467,811	26,170,783	- 702,972	-2.69%	224,595,593	220,616,912	3,978,681	1.80%
Plantation & Smallholder	West of Rift	36,039,524	31,260,659	4,778,864	15.29%	321,163,401	292,574,084	28,589,318	9.77%
	East of Rift	16,753,145	19,350,948	- 2,597,803	-13.42%	143,855,290	137,678,724	6,176,566	4.49%
	Total	52,792,669	50,611,607	2,181,061	4.31%	465,018,691	430,252,808	34,765,884	8.08%

## **TEA SALES**

### **AUCTION**

During the month of October, auction sales volume for Kenya tea stood at 58.28 Million Kgs, which was higher compared to 42.97 Million Kgs in September and 38.63 Million Kgs recorded in the corresponding month of last year. However, it was lower in comparison with 61.16 Million Kgs sold in August. The average auction price for Kenya tea in the month of October was lower at 2.16 USD per Kg against 2.49 USD realized during the same period of 2022 and 2.42 USD in 2021. It was also lower in comparison with 2.25 USD per Kg realized in September. Nevertheless, for each specific grade, the price followed demand and quality (leaf appearance and leaf infusion as well as liquoring characteristics). For smallholder tea factories, whose quality categorization ranges from “good medium” to “best”, tea offered for sale fetched relatively higher prices at an average of 2.78 USD per Kg for the main grades against 2.76 USD recorded in the same period of 2022.

During the ten-month period of 2023, the average auction price for Kenya tea stood at 2.24 USD per Kg, which was lower compared to 2.50 USD per Kg for the same period of 2022. The auction prices have been on a declining trend since the second quarter of 2022 owing to less demand occasioned by continued effect of economic recession facing the global markets. The global

recession, which is largely attributed to effects of the ongoing Russia-Ukraine crisis and the recent armed conflict in Sudan has continued to affect tea imports in some of the main markets for Kenya tea especially Pakistan, Egypt, Sudan, Russia and Iran. During the month of October, Sudan, Russia and Iran maintained low buying participation at the auction. Following the ban imposed by Pakistan authorities on items imported into the country under Afghan Transit Trade Agreement in October, there were lower purchases at the auction by Afghanistan buyers. However, as an emerging market, South Sudan recorded improved buying support for tea at the auction.

## **EXPORTS**

The total export volume for the month of October was higher by 44% (14.71 Million Kgs) from 33.22 Million Kgs recorded in the same period of last year to 47.96 Million Kgs. During the month, Pakistan maintained its position as the leading export destination for Kenya tea having imported 17.81 Million Kgs, which was an increase of 17% compared to 15.21 Million Kgs imported during the corresponding period of last year.

During the month on October, Kenya tea was shipped to fifty-six (56) export destinations compared fifty-five (55) for the same period of last year with Pakistan accounting for 37% of the total export volume. Other key export destinations for Kenya tea were Egypt (8.86 Million Kgs); UK (3.31 Million Kgs); UAE (2.12 Million Kgs); Yemen (1.80 Million Kgs); Russia (1.60 Million Kgs); Sudan (1.31 Million Kgs); Iran (1.16 Million Kgs); Kazakhstan (0.86 Million Kgs); and Saudi Arabia (0.77 Million Kgs). The top ten export destinations, majority of which are traditional markets for Kenya tea accounted for 83% of Kenya tea export volume.

Compared to the same period of last year, more exports were recorded in traditional markets with the exception of Russia and Sudan, which for the quite a while have been facing market access challenges occasioned by the

Russia-Ukraine crisis and internal conflict in Sudan, respectively. Cumulatively up to October, the quantity of tea exports to Russia were down by 21% while in Sudan it was lower by about 49% compared to the same period last year. However, most of the traditional and emerging markets recorded improved exports on account of increased purchases in anticipation of higher demand in the winter season. Similarly, there were exports to seasonal markets such as South Sudan; Eritrea; Zambia; Israel; Spain; Senegal; Venezuela; Mali; and Gambia.

### **LOCAL TEA SALES**

Local tea sales for October 2023 was higher at 3.34 Million Kgs against 3.31 Million Kgs for the corresponding period of 2022 while cumulative tea sales for the first ten months of 2023 stood at 30.53 Million Kgs, which was higher against 27.89 Million Kgs for the same period of 2022 but marginally lower compared to 31.03 Million Kgs for the same period of 2021.

20TH DECEMBER 2023

**Table 2: Kenya Tea Exports by Destination (Oct. 2023 vis-à-vis Oct. 2022)**

DESTINATION	OCT. 2023-QUANTITY	OCT. 2022-QUANTITY	QUANTITY	%AGE
	KGS	KGS	DIFF.	VARIANCE
PAKISTAN	17,813,290	15,216,566	2,596,724	17%
EGYPT	8,862,749	2,282,316	6,580,433	288%
UK	3,312,730	2,704,656	608,074	22%
UAE	2,118,085	1,369,786	748,299	55%
YEMEN	1,796,683	554,000	1,242,683	224%
RUSSIAN	1,603,321	2,404,941	-801,620	-33%
SUDAN	1,305,274	2,091,075	-785,801	-38%
IRAN	1,155,010	450,937	704,073	156%
KAZAKHSTAN	862,956	332,964	529,992	159%
SAUDI ARABIA	766,136	552,000	214,136	39%
SOMALIA	665,223	200,969	464,254	231%
AFGHANISTAN	629,559	496,700	132,859	27%
INDIA	622,145	182,820	439,325	240%
POLAND	557,428	419,852	137,576	33%
CHAD	550,124	25,200	524,924	2083%
CHINA	545,809	413,953	131,856	32%
SWITZERLAND	511,276	244,176	267,100	109%
MALAYSIA	454,530	179,365	275,165	153%
IRELAND	384,507	414,260	-29,753	-7%
JAPAN	347,312	271,748	75,564	28%
JORDAN	339,000	786,000	-447,000	-57%
TURKEY	300,986	45,632	255,354	560%
NIGERIA	278,400	354,286	-75,886	-21%
UKRAINE	231,528	110,400	121,128	110%
QATAR	220,469		220,469	
USA	192,902	127,445	65,457	51%
SOUTH SUDAN	162,004		162,004	
SRI LANKA	119,746	14,300	105,446	737%
GERMANY	117,640	82,200	35,440	43%
KYRGYZSTAN	97,500	41,000	56,500	138%
NETHERLANDS	95,160	4,638	90,522	1952%
EPZ	88,000		88,000	
ERITREA	86,511		86,511	
INDONESIA	75,480	205,820	-130,340	-63%
DJIBOUTI	70,886	52,500	18,386	35%
COTE D'IVOIRE	51,741		51,741	
UZBEKISTAN	50,596	84,200	-33,604	-40%
PERU	50,520	26,952	23,568	87%
SOUTH AFRICA	49,828		49,828	
ZAMBIA	49,680		49,680	
BANGLADESH	42,624	96,000	-53,376	-56%
HONG KONG	42,100	29,260	12,840	44%
CANADA	41,926	32,400	9,526	29%
OMAN	31,648	48,300	-16,652	-34%
BURKINA FASO	25,876	20,702	5,174	25%
MAURITIUS	25,800	17,958	7,842	44%
AZERBAIJAN	24,000	46,500	-22,500	-48%
ISRAEL	24,000		24,000	

<b>TAJIKISTAN</b>	<b>24,000</b>	<b>21,600</b>	<b>2,400</b>	<b>11%</b>
<b>TAIWAN</b>	<b>23,524</b>	<b>13,320</b>	<b>10,204</b>	<b>77%</b>
<b>SPAIN</b>	<b>19,980</b>		<b>19,980</b>	
<b>SENEGAL</b>	<b>15,523</b>	<b>5,174</b>	<b>10,349</b>	<b>200%</b>
<b>VENEZUELA</b>	<b>15,000</b>		<b>15,000</b>	
<b>MALI</b>	<b>10,348</b>		<b>10,348</b>	
<b>GAMBIA</b>	<b>5,174</b>		<b>5,174</b>	
<b>SINGAPORE</b>	<b>1,150</b>	<b>25,220</b>	<b>-24,070</b>	<b>-95%</b>
<b>AUSTRALIA</b>		<b>625</b>	<b>-625</b>	<b>-100%</b>
<b>BRAZIL</b>		<b>3,000</b>	<b>-3,000</b>	<b>-100%</b>
<b>CHILE</b>		<b>29,221</b>	<b>-29,221</b>	<b>-100%</b>
<b>GABON</b>		<b>5,174</b>	<b>-5,174</b>	<b>-100%</b>
<b>ITALY</b>		<b>1,000</b>	<b>-1,000</b>	<b>-100%</b>
<b>MAURITANIA</b>		<b>5,174</b>	<b>-5,174</b>	<b>-100%</b>
<b>NIGER</b>		<b>5,174</b>	<b>-5,174</b>	<b>-100%</b>
<b>PUERTO RICO</b>		<b>15,552</b>	<b>-15,552</b>	<b>-100%</b>
<b>ROMANIA</b>		<b>48,000</b>	<b>-48,000</b>	<b>-100%</b>
<b>SEYCHELLES</b>		<b>5,790</b>	<b>-5,790</b>	<b>-100%</b>
<b>TOGO</b>		<b>5,174</b>	<b>-5,174</b>	<b>-100%</b>
<b>TOTAL</b>	<b>47,965,396</b>	<b>33,223,978</b>	<b>14,741,419</b>	<b>44%</b>

**Table 3: Kenya Tea Exports by Destination (Jan.- Oct. 2023 vis-à-vis Jan.- Oct. 2022)**

<b>DESTINATION</b>	<b>JAN.- OCT. 2023</b>	<b>JAN.- OCT. 2022</b>	<b>VARIANCE</b>	<b>%AGE</b>
	<b>QUANTITY KGS</b>	<b>QUANTITY KGS</b>	<b>QUANTITY KGS</b>	<b>VARIANCE</b>
PAKISTAN	145,864,319	151,593,159.43	-5,728,840	-4%
EGYPT	52,444,208	54,627,286.38	-2,183,078	-4%
UK	32,864,916	28,883,743.20	3,981,172	14%
UAE	20,032,343	22,658,493.85	-2,626,150	-12%
YEMEN	16,105,229	14,083,829.50	2,021,400	14%
RUSSIA	12,703,171	16,149,921.00	-3,446,750	-21%
IRAN	10,159,898	3,691,294.20	6,468,604	175%
SUDAN	8,708,644	17,076,808.30	-8,368,165	-49%
AFGHANISTAN	8,265,519	5,823,314.33	2,442,205	42%
POLAND	5,833,448	5,926,551.00	-93,103	-2%
SAUDI ARABIA	5,456,121	5,396,800.00	59,321	1%
JORDAN	4,642,489	3,243,000.00	1,399,489	43%
IRELAND	4,382,331	3,938,665.60	443,665	11%
KAZAKHSTAN	3,979,338	6,229,946.30	-2,250,609	-36%
INDIA	3,170,386	2,023,841.00	1,146,545	57%
CHINA	2,942,711	1,661,515.00	1,281,196	77%
SOMALIA	2,695,674	1,068,736.73	1,626,937	152%
SWITZERLAND	2,686,566	2,019,662.00	666,904	33%
MALAYSIA	2,274,951	1,923,861.00	351,090	18%
UKRAINE	1,842,134	1,164,362.00	677,772	58%
NIGERIA	1,819,964	3,855,057.00	-2,035,093	-53%
USA	1,588,091	1,420,669.60	167,422	12%
JAPAN	1,587,900	1,883,185.00	-295,285	-16%
NETHERLANDS	1,586,690	1,040,008.48	546,682	53%
OMAN	1,178,101	656,900.00	521,201	79%
TURKEY	1,140,687	1,202,179.00	-61,492	-5%
CHAD	1,007,258		1,007,258	
QATAR	990,316	781,761.00	208,555	27%
SOUTH AFRICA	959,352	1,068,068.00	-108,716	-10%
GERMANY	893,675	580,405.00	313,270	54%
CANADA	765,237	302,440.00	462,797	153%
SRI LANKA	737,933	377,954.00	359,979	95%
UZBEKISTAN	518,853	735,866.00	-217,013	-29%
TAIWAN	468,373	168,838.00	299,535	177%
PERU	407,418	995,912.00	-588,494	-59%
MAURITIUS	406,284	421,423.00	-15,139	-4%
ITALY	402,159	12,000.00	390,159	3251%
BANGLADESH	347,309	741,600.00	-394,291	-53%
SPAIN	297,652		297,652	
DJIBOUTI	288,317	192,850.00	95,467	50%
INDONESIA	266,113	2,476,510.00	-2,210,397	-89%
ERITREA	259,042		259,042	
SOUTH SUDAN	256,794		256,794	
HONG KONG	247,613	100,300.00	147,313	147%



COTE D'IVOIRE	219,923	36,134.40	183,789	509%
GHANA	184,109	390,847.00	-206,738	-53%
ROMANIA	164,722	48,000.00	116,722	243%
SINGAPORE	161,159	130,800.00	30,359	23%
ISRAEL	144,011	35,007.00	109,004	311%
TANZANIA	139,572	21,100.00	118,472	561%
ZAMBIA	135,590	99,220.00	36,370	37%
BURKINA FASO	125,395	108,494.40	16,901	16%
MYANMAR	114,307	159,728.00	-45,421	-28%
KYRGYZSTAN	109,000	245,724.00	-136,724	-56%
VIET NAM	107,313		107,313	
IRAQ	95,837	12,998.00	82,839	637%
EPZ	89,802	130,000.00	-40,198	-31%
CAMEROON	72,100		72,100	
AZERBAIJAN	72,000	117,770.00	-45,770	-39%
MALI	56,246	35,001.60	21,245	61%
NEW ZEALAND	39,160	89,600.00	-50,440	-56%
CONGO DRC	31,754	5,174.40	26,580	514%
ETHIOPIA	31,024		31,024	
MEXICO	28,098	48,808.80	-20,711	-42%
LEBANON	26,840		26,840	
AUSTRALIA	26,800	2,005.00	24,795	1237%
SENEGAL	26,502	15,522.80	10,979	71%
MAURITANIA	25,800	5,174.40	20,626	399%
CENTRAL AFRICAN REPUBLIC	24,106	157,380.00	-133,274	-85%
TAJKISTAN	24,000	21,600.00	2,400	11%
BRAZIL	23,819	30,084.00	-6,265	-21%
CHILE	22,454	177,548.70	-155,095	-87%
TURKMENISTAN	20,100		20,100	
BELARUS	19,840		19,840	
BAHRAIN	16,574	8,496.00	8,078	95%
VENEZUELA	15,000		15,000	
TOGO	5,175	10,348.80	-5,174	-50%
GAMBIA	5,174		5,174	
ALBANIA	4,470		4,470	
UGANDA	4,441		4,441	
MALTA	3,360		3,360	
CZECH REPUBLIC	1,046	335.00	711	212%
SWAZILAND	778	331.20	447	135%
FRANCE	500	500.00	0	0%
BENIN	-	1,887.20	-1,887	-100%
LITHUANIA	-	25,905.00	-25,905	-100%
ANGOLA		6,168.00	-6,168	-100%
ESTONIA		46,700.00	-46,700	-100%
FINLAND		109,714.00	-109,714	-100%
GABON		15,523.20	-15,523	-100%
GUINEA		5,472.00	-5,472	-100%

<b>NIGER</b>		<b>5,174.40</b>	<b>-5,174</b>	<b>-100%</b>
<b>PUERTO RICO</b>		<b>15,552.00</b>	<b>-15,552</b>	<b>-100%</b>
<b>SEYCHELLES</b>		<b>5,790.00</b>	<b>-5,790</b>	<b>-100%</b>
<b>SOUTH KOREA</b>		<b>116.00</b>	<b>-116</b>	<b>-100%</b>
<b>TOTAL</b>	<b>367,893,431</b>	<b>370,580,452</b>	<b>-2,687,022</b>	<b>-1%</b>