



TEA BOARD OF KENYA

Realizing the Tea Promise

KENYA TEA INDUSTRY PERFORMANCE HIGHLIGHTS FOR SEPTEMBER 2023

PRODUCTION

Tea production for the month of September 2023 recorded improved performance by 9.96 Million Kgs from 38.34 Million Kgs registered during the same period of last year to 48.30 Million Kgs. Production for September was also much more enhanced compared to 45.57 Million Kgs recorded in August and 44.69 Million Kgs in July this year. Improved production was attributed to moderate and well distributed rainfall coupled with warm temperatures recorded in tea growing areas in the Highlands West of the Rift Valley and some parts of the Central and South Rift Valley. In tea growing regions in the West of Rift, Kericho recorded moderate to high rainfall averaging from 37 to 141 mm daily. The rest of the regions (Kisii/Nyamira/Bomet and Nandi) recorded moderate precipitation ranging from 18 to 52 mm daily. However, low to moderate rainfall of up to a maximum of 28 mm daily was recorded in the East of Rift.

Consequently, output in the West of Rift during the month of September this year was higher by 5.08 Million Kgs from 26.02 Million Kgs recorded during the same month of 2022 to 31.11 Million Kgs. Similarly, production within the East of Rift in the month of September surpassed that of the same period last year by 4.88 Million Kgs from 12.31 Million Kgs to 17.19 Million Kgs.

Across the sub-sectors, Output in the plantation sub-sector was higher by 5.38 Million Kgs from 19.47 Million Kgs to 24.85 Million Kgs. Similarly,

production within the smallholder sub-sector was higher by 4.59 Million Kgs from 18.85 Million Kgs recorded during the corresponding month of 2022 to 23.44 Million Kgs.

Due to favourable weather conditions during the period between April and September, cumulative output for first nine 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.

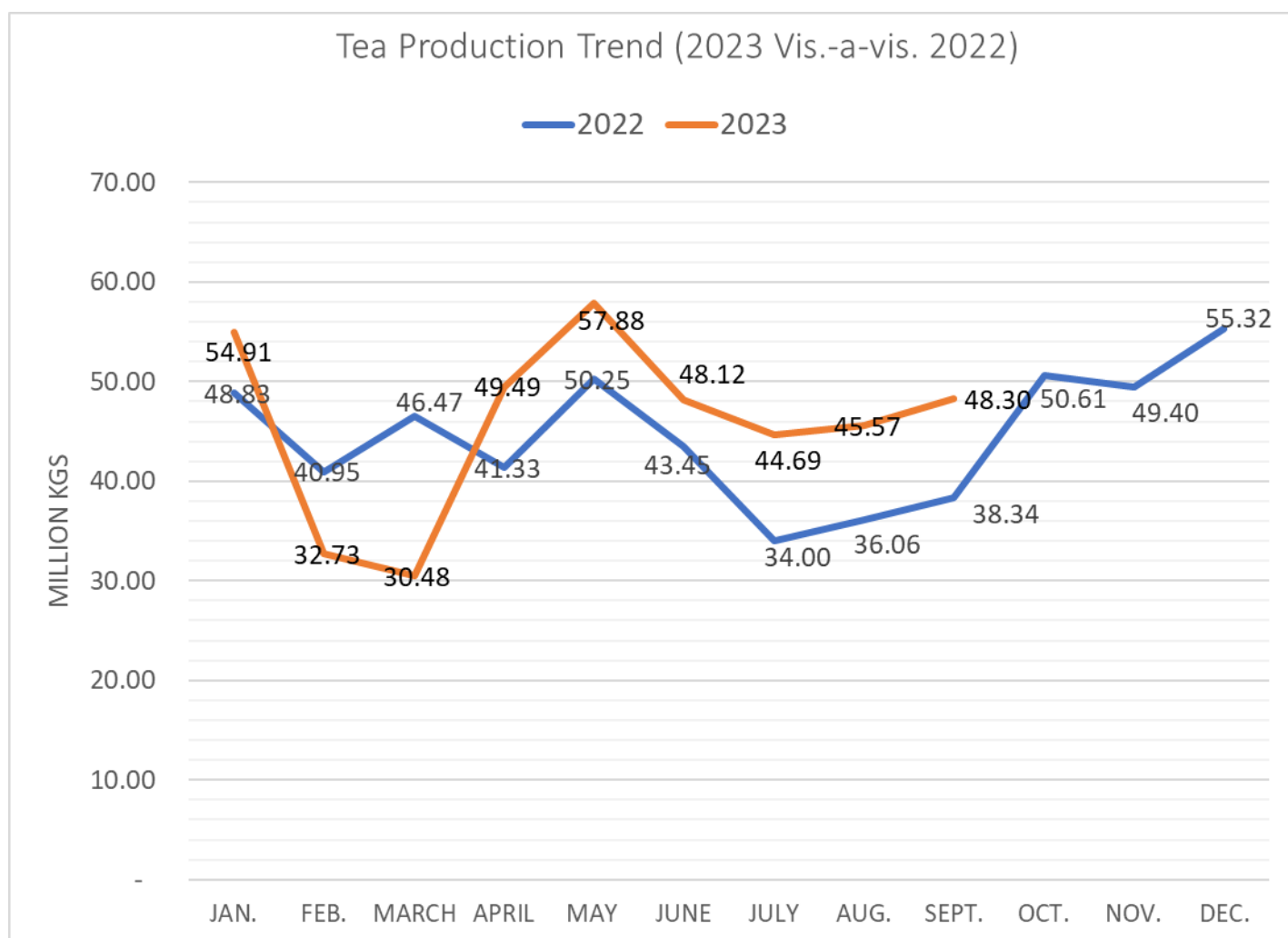


Table 1: Production by Sub-Sector and Region (2023 vis-à-vis 2022)

| Sector | Region | Sept. 2023 | Sept. 2022 | Variance +/- | Var.(%) | Jan – Sept. 2023 | Jan – Sept. 2022 | Variance +/- | Var.(%) |
|--------------------------|--------------|------------|------------|--------------|---------|------------------|------------------|--------------|---------|
| Plantation | West of Rift | 22,700,107 | 18,361,321 | 4,338,785 | 23.63% | 198,525,451 | 173,183,261 | 25,342,190 | 14.63% |
| | East of Rift | 2,159,864 | 1,118,332 | 1,041,532 | 93.13% | 14,572,790 | 12,011,811 | 2,560,979 | 21.32% |
| | Total | 24,859,971 | 19,479,653 | 5,380,317 | 27.62% | 213,098,241 | 185,195,072 | 27,903,169 | 15.07% |
| | | | | | | | | | |
| Smallholder | West of Rift | 8,414,226 | 7,663,731 | 750,496 | 9.79% | 86,598,426 | 88,130,163 | - 1,531,737 | -1.74% |
| | East of Rift | 15,034,118 | 11,192,976 | 3,841,142 | 34.32% | 112,529,356 | 106,315,966 | 6,213,390 | 5.84% |
| | Total | 23,448,344 | 18,856,706 | 4,591,638 | 24.35% | 199,127,782 | 194,446,129 | 4,681,653 | 2.41% |
| | | | | | | | | | |
| Plantation & Smallholder | West of Rift | 31,114,333 | 26,025,052 | 5,089,281 | 19.56% | 285,123,878 | 261,313,424 | 23,810,453 | 9.11% |
| | East of Rift | 17,193,982 | 12,311,308 | 4,882,674 | 39.66% | 127,102,145 | 118,327,776 | 8,774,369 | 7.42% |
| | Total | 48,308,315 | 38,336,360 | 9,971,955 | 26.01% | 412,226,023 | 379,641,200 | 32,584,822 | 8.58% |

TEA SALES

AUCTION

During the month of September, auction sales volume for Kenya tea stood at 42.97 Million Kgs, which was lower compared to 61.16 Million Kgs in August. However, it was higher in comparison with 26.77 Million Kgs in July and 27.37 Million Kgs recorded in the corresponding month of last year. The average auction price for Kenya tea in the month of September was lower at 2.25 USD per Kg against 2.36 USD realized during the same period of 2022. However, the average price was similar to what was recorded in August but higher compared to 2.06 USD in July and 2.09 USD in June. However, 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 2.93 USD per Kg for the main grades.

During the nine-month period of 2023, the average auction price for Kenya tea stood at 2.26 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 affected tea imports in some of the main markets for Kenya tea especially Pakistan, Egypt, Sudan, Russia and Iran. During the month of September, Russia maintained low buying participation at the auction while Sudan and Iran did not participate.

EXPORTS

The total export volume for the month of September was slightly higher by 14.6% (14.61 Million Kgs) from 34.14 Million Kgs recorded in the same period of last year to 48.76 Million Kgs. It was also higher compared and 46.35 Million Kgs recorded in August 2023 owing to improved imports by Pakistan and other export markets such as Egypt; UK; UAE; Sudan; Saudi Arabia and Russia. During the month, Pakistan maintained its position as the leading export destination for Kenya tea having imported 23.03 Million Kgs, which was an increase compared to 21.54 Million Kgs in August and a significant improvement compared to 17.74 Million Kgs in July and 14.84 Million Kgs in June.

During the month on September, Kenya tea was shipped to sixty (60) export destinations compared to forty-nine (49) for the same period of last year with Pakistan accounting for 47% of the total export volume. Other key export destinations for Kenya tea were Egypt (6.25 Million Kgs); UK (3.72 Million Kgs); Russia (1.58 Million Kgs); UAE (1.54 Million Kgs); Sudan (1.36 Million Kgs); Yemen (1.26 Million Kgs); Afghanistan (1.08 Million Kgs); Saudi Arabia (0.72 Million Kgs); and Jordan (0.69 Million Kgs). The top ten export destinations, majority of which are traditional markets for Kenya tea accounted for 85% of Kenya tea export volume.

Apart from UAE; Sudan and Saudi Arabia, there were increased exports to other traditional markets compared to the same period of last year. Sudan, which has been facing market access challenges occasioned by the ongoing armed conflict in the country, recorded lower imports at 1.362 Million Kgs compared to 1.431 Million Kgs in August. Cumulatively up to September, the

quantity of tea exports to Sudan was lower by about 29% compared to the same period last year. Similarly, exports to UAE and Saudi Arabia were down by 10% and 30% respectively. However, there were improved exports to most of the non-traditional and emerging markets as well as fewer shipments to seasonal markets such as Spain; Iraq; Israel; Azerbaijan; Central African Republic; Australia; Israel; and Belarus.

LOCAL TEA SALES

Local tea sales for September 2023 was lower at 2.99 Million Kgs against 3.68 Million Kgs for the corresponding period of 2022 while cumulative tea sales for the nine-month period of 2023 stood at 27.19 Million Kgs, which was higher against 24.58 Million Kgs for the same period of 2022 but marginally lower compared to 27.91 Million Kgs for the same period of 2021.

4TH NOVEMBER 2023

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

| DESTINATION | Sept. 2023-QUANTITY | Sept. 2022-QUANTITY | QUANTITY | %AGE |
|---------------|---------------------|---------------------|-----------|----------|
| | KGS | KGS | DIFF. | VARIANCE |
| PAKISTAN | 23,034,597 | 15,043,970 | 7,990,627 | 53% |
| EGYPT | 6,252,579 | 4,117,379 | 2,135,200 | 52% |
| UK | 3,724,461 | 2,547,273 | 1,177,188 | 46% |
| RUSSIA | 1,582,798 | 1,283,464 | 299,334 | 23% |
| UAE | 1,535,550 | 1,704,219 | -168,669 | -10% |
| SUDAN | 1,362,689 | 1,930,790 | -568,101 | -29% |
| YEMEN | 1,264,718 | 917,138 | 347,581 | 38% |
| AFGHANISTAN | 1,083,020 | 578,313 | 504,707 | 87% |
| SAUDI ARABIA | 723,970 | 1,033,351 | -309,381 | -30% |
| JORDAN | 691,370 | 460,000 | 231,370 | 50% |
| CHINA | 685,359 | 149,152 | 536,207 | 360% |
| KAZAKHSTAN | 644,032 | 563,550 | 80,482 | 14% |
| POLAND | 582,442 | 283,218 | 299,224 | 106% |
| IRAN | 535,305 | 205,092 | 330,213 | 161% |
| UKRAINE | 462,627 | 64,860 | 397,767 | 613% |
| IRELAND | 428,520 | 474,992 | -46,472 | -10% |
| SOMALIA | 361,361 | 230,986 | 130,375 | 56% |
| NIGERIA | 334,297 | 404,556 | -70,259 | -17% |
| JAPAN | 313,136 | 42,240 | 270,896 | 641% |
| SWITZERLAND | 311,044 | 120,000 | 191,044 | 159% |
| INDIA | 307,216 | 120,820 | 186,396 | 154% |
| MALAYSIA | 235,130 | 190,960 | 44,170 | 23% |
| TURKEY | 211,529 | 135,988 | 75,541 | 56% |
| TAIWAN | 174,676 | 69,080 | 105,596 | 153% |
| QATAR | 168,176 | | 168,176 | |
| USA | 151,627 | 69,280 | 82,347 | 119% |
| CHAD | 129,754 | | 129,754 | |
| UZBEKISTAN | 129,404 | 141,972 | -12,568 | -9% |
| GERMANY | 127,300 | 23,862 | 103,438 | 433% |
| OMAN | 110,424 | 121,213 | -10,789 | -9% |
| NETHERLANDS | 98,072 | 145,360 | -47,288 | -33% |
| COTE D'IVOIRE | 95,736 | 10,349 | 85,387 | 825% |
| HONG KONG | 82,144 | 22,680 | 59,464 | 262% |
| SRI LANKA | 76,079 | 28,000 | 48,079 | 172% |
| SOUTH AFRICA | 74,924 | 158,816 | -83,892 | -53% |
| SOUTH SUDAN | 65,775 | | 65,775 | |
| MAURITIUS | 65,020 | 4,181 | 60,839 | 1455% |
| SPAIN | 49,057 | | 49,057 | |
| AZERBAIJAN | 48,000 | | 48,000 | |
| SINGAPORE | 47,200 | 30,000 | 17,200 | 57% |
| CANADA | 46,818 | | 46,818 | |
| ERITREA | 42,531 | | 42,531 | |
| INDONESIA | 37,260 | 365,267 | -328,007 | -90% |
| DJIBOUTI | 36,240 | | 36,240 | |
| ETHIOPIA | 31,024 | | 31,024 | |
| IRAQ | 29,285 | | 29,285 | |
| PERU | 26,960 | 69,600 | -42,640 | -61% |
| AUSTRALIA | 24,500 | | 24,500 | |

| | | | | |
|--------------------------|-------------------|-------------------|-------------------|------------|
| CENTRAL AFRICAN REPUBLIC | 24,106 | | 24,106 | |
| ISRAEL | 24,000 | 6,950 | 17,050 | 245% |
| BELARUS | 19,840 | | 19,840 | |
| GHANA | 14,300 | | 14,300 | |
| ZAMBIA | 11,388 | 24,805 | -13,417 | -54% |
| MYANMAR | 8,139 | | 8,139 | |
| CONGO DRC | 7,764 | 5,174 | 2,590 | 50% |
| MALI | 5,175 | 15,523 | -10,348 | -67% |
| TOGO | 5,175 | | 5,175 | |
| ITALY | 4,600 | | 4,600 | |
| SOUTH AFRICA | 1,120 | | 1,120 | |
| UKRAINE | 88 | | 88 | |
| BANGLADESH | | 96,000 | -96,000 | -100% |
| BENIN | | 1,887 | -1,887 | -100% |
| BURKINA FASO | | 25,872 | -25,872 | -100% |
| CHILE | | 35,405 | -35,405 | -100% |
| KYRGYZSTAN | | 45,000 | -45,000 | -100% |
| LITHUANIA | | 12,820 | -12,820 | -100% |
| NEW ZEALAND | | 12,800 | -12,800 | -100% |
| SENEGAL | | 5,174 | -5,174 | -100% |
| | | | | |
| TOTAL | 48,761,432 | 34,149,382 | 14,612,050 | 43% |

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

| DESTINATION | Jan- Sept. 2023- QUANTITY KGS | Jan- Sept. 2022 - QUANTITY KGS | QUANTITY VARIANCE KGS | %AGE VARIANCE |
|---------------|-------------------------------|--------------------------------|-----------------------|---------------|
| PAKISTAN | 128,051,029 | 136,376,594 | -8,325,564 | -6% |
| EGYPT | 43,581,459 | 52,344,970 | -8,763,511 | -17% |
| UK | 29,552,186 | 26,179,087 | 3,373,098 | 13% |
| UAE | 17,914,259 | 21,288,708 | -3,374,449 | -16% |
| YEMEN | 14,308,546 | 13,529,830 | 778,717 | 6% |
| RUSSIA | 11,099,850 | 13,744,980 | -2,645,130 | -19% |
| IRAN | 9,004,888 | 3,240,357 | 5,764,531 | 178% |
| AFGHANISTAN | 7,635,960 | 5,326,614 | 2,309,346 | 43% |
| SUDAN | 7,403,370 | 14,985,733 | -7,582,364 | -51% |
| POLAND | 5,276,020 | 5,506,699 | -230,679 | -4% |
| SAUDI ARABIA | 4,689,985 | 4,844,800 | -154,815 | -3% |
| JORDAN | 4,303,489 | 2,457,000 | 1,846,489 | 75% |
| IRELAND | 3,997,824 | 3,524,406 | 473,418 | 13% |
| KAZAKHSTAN | 3,116,382 | 5,896,982 | -2,780,600 | -47% |
| INDIA | 2,548,241 | 1,841,021 | 707,220 | 38% |
| CHINA | 2,396,902 | 1,247,562 | 1,149,340 | 92% |
| SWITZERLAND | 2,175,290 | 1,775,486 | 399,804 | 23% |
| SOMALIA | 2,030,451 | 867,768 | 1,162,684 | 134% |
| MALAYSIA | 1,820,421 | 1,744,496 | 75,925 | 4% |
| UKRAINE | 1,610,606 | 1,053,962 | 556,644 | 53% |
| JAPAN | 1,587,900 | 1,611,437 | -23,537 | -1% |
| NIGERIA | 1,541,564 | 3,500,771 | -1,959,207 | -56% |
| NETHERLANDS | 1,491,530 | 1,035,370 | 456,160 | 44% |
| USA | 1,395,189 | 1,293,225 | 101,965 | 8% |
| OMAN | 1,146,453 | 608,600 | 537,853 | 88% |
| SOUTH AFRICA | 909,524 | 1,068,068 | -158,544 | -15% |
| TURKEY | 839,701 | 1,156,547 | -316,846 | -27% |
| GERMANY | 776,035 | 498,205 | 277,830 | 56% |
| QATAR | 769,847 | 781,761 | -11,914 | -2% |
| CANADA | 723,311 | 270,040 | 453,271 | 168% |
| SRI LANKA | 618,187 | 363,654 | 254,533 | 70% |
| UZBEKISTAN | 468,257 | 651,666 | -183,409 | -28% |
| CHAD | 457,134 | 132,180 | 324,954 | 246% |
| TAIWAN | 444,849 | 155,518 | 289,331 | 186% |
| MAURITIUS | 380,484 | 403,465 | -22,981 | -6% |
| PERU | 356,898 | 968,960 | -612,062 | -63% |
| BANGLADESH | 304,685 | 645,600 | -340,915 | -53% |
| SPAIN | 277,672 | | 277,672 | |
| DJIBOUTI | 217,431 | 140,350 | 77,081 | 55% |
| HONG KONG | 205,513 | 71,040 | 134,473 | 189% |
| INDONESIA | 190,633 | 2,270,690 | -2,080,057 | -92% |
| GHANA | 184,109 | 390,847 | -206,738 | -53% |
| ERITREA | 172,531 | 130,000 | 42,531 | 33% |
| COTE D'IVOIRE | 168,182 | 36,134 | 132,048 | 365% |
| ROMANIA | 164,722 | | 164,722 | |
| SINGAPORE | 160,009 | 105,580 | 54,429 | 52% |
| TANZANIA | 139,572 | 21,100 | 118,472 | 561% |
| ISRAEL | 120,011 | 35,007 | 85,004 | 243% |
| MYANMAR | 114,307 | 159,728 | -45,421 | -28% |
| VIET NAM | 107,313 | | 107,313 | |
| BURKINA FASO | 99,519 | 87,792 | 11,727 | 13% |
| IRAQ | 95,837 | 12,998 | 82,839 | 637% |
| SOUTH SUDAN | 94,790 | | 94,790 | |
| ZAMBIA | 85,910 | 99,220 | -13,310 | -13% |
| CAMEROON | 72,100 | | 72,100 | |

| | | | | |
|--------------------------|--------------------|--------------------|--------------------|------------|
| ITALY | 54,847 | 11,000 | 43,847 | 399% |
| AZERBAIJAN | 48,000 | 71,270 | -23,270 | -33% |
| MALI | 45,898 | 35,002 | 10,897 | 31% |
| NEW ZEALAND | 39,160 | 89,600 | -50,440 | -56% |
| CONGO DRC | 31,754 | 5,174 | 26,580 | 514% |
| ETHIOPIA | 31,024 | | 31,024 | |
| MEXICO | 28,098 | 48,809 | -20,711 | -42% |
| LEBANON | 26,840 | | 26,840 | |
| AUSTRALIA | 26,800 | 1,380 | 25,420 | 1842% |
| MAURITANIA | 25,800 | | 25,800 | |
| CENTRAL AFRICAN REPUBLIC | 24,106 | | 24,106 | |
| BRAZIL | 23,819 | 27,084 | -3,265 | -12% |
| CHILE | 22,454 | 148,327 | -125,873 | -85% |
| TURKMENISTAN | 20,100 | | 20,100 | |
| BELARUS | 19,840 | | 19,840 | |
| BAHRAIN | 16,574 | 8,496 | 8,078 | 95% |
| KYRGYZSTAN | 11,500 | 204,724 | -193,224 | -94% |
| SENEGAL | 10,979 | 10,349 | 630 | 6% |
| TOGO | 5,175 | 5,174 | 1 | 0% |
| ALBANIA | 4,470 | | 4,470 | |
| UGANDA | 4,441 | | 4,441 | |
| MALTA | 3,360 | | 3,360 | |
| EPZ | 1,802 | | 1,802 | |
| CZECH REPUBLIC | 1,046 | 335 | 711 | 212% |
| SWAZILAND | 778 | 331 | 447 | 135% |
| FRANCE | 500 | 500 | 0 | 0% |
| BENIN | - | 1,887 | -1,887 | -100% |
| LITHUANIA | - | 25,905 | -25,905 | -100% |
| ANGOLA | | 6,168 | -6,168 | -100% |
| ESTONIA | | 46,700 | -46,700 | -100% |
| FINLAND | | 109,714 | -109,714 | -100% |
| GABON | | 10,349 | -10,349 | -100% |
| GUINEA | | 5,472 | -5,472 | -100% |
| SOUTH KOREA | | 116 | -116 | -100% |
| | | | | |
| TOTAL | 319,928,034 | 337,356,475 | -17,428,441 | -5% |