

## WEEKLY MARKET REPORT SALE NO.36 OF 09<sup>TH</sup> SEPTEMBER 2025

### GENERAL MARKET PERFORMANCE

#### TOTAL OFFERS – SUMMARY

Net Weight	Sale 35	Sale 36	Variance
Total Offers	7,694,424	7,509,704	↓ -2%

Country	Sale 35	Sale 36	Variance
Kenya	6,594,889	6,263,097	↓ -5%
Uganda	509,295	508,789	↓ 0%
Rwanda	457,550	499,552	↑ 8%
Burundi	127,978	235,871	↑ 46%
Tanzania	4,712	2,395	↓ -97%
Malawi	-	-	
Total Weight (Kgs)	7,694,424	7,509,704	↓ -2%

#### FRESH AND REPRINT STATUS

Status	Sale 35	Sale 36	Variance
Fresh	5,967,773	5,928,714	↓ -1%
Reprints	1,726,651	1,580,990	↓ -9%
Total (Kgs)	7,694,424	7,509,704	↓ -2%

#### TOTAL OFFERS - PER GRADE

Grade	Sale 35	Sale 36	Variance
PD	2,749,551	2,742,537	↓ 0%
DUST1	722,025	760,230	↑ 5%
PF1	2,944,177	2,864,086	↓ -3%
BP1	1,278,671	1,142,851	↓ -12%
Total Weight (Kgs)	7,694,424	7,509,704	↓ -2%

#### PERFORMANCE - TEAS SOLD

#### AUCTION TRADED QUANTITIES AND AVERAGE PRICE

Net Weight	Sale 35	Sale 36	Variance
Traded	5,913,512	5,794,474	↓ -2%

	Sale 35	Sale 36	Variance
Avg	2.04	2.09	↑ 0.05

## SALE STATUS

Weight (kgs)	Sale		% of total offered		
Status	Sale 35	Sale 36	Sale 35	Sale 36	Change %
Outlots	1,775,480	1,710,046	23%	23%	↓ -4%
Sold	5,913,512	5,794,474	77%	77%	↓ -2%
Withdrawn	5,432	5,184	0%	0%	↓ -5%
<b>Grand Total</b>	<b>7,694,424</b>	<b>7,509,704</b>	<b>100%</b>	<b>100%</b>	<b>↓ -2%</b>

## ABSORPTION BASED ON FRESH AND REPRINT STATUS

Status	Sale 35	Sale 36	Variance
<b>Outlots</b>	<b>1,775,480</b>	<b>1,710,046</b>	<b>↓ -4%</b>
Fresh	759,914	810,778	↑ 6%
Reprints	1,015,566	899,268	↓ -13%
<b>Sold</b>	<b>5,913,512</b>	<b>5,794,474</b>	<b>↓ -2%</b>
Fresh	5,207,859	5,115,340	↓ -2%
Reprints	705,653	679,134	↓ -4%
<b>Withdrawn</b>	<b>5,432</b>	<b>5,184</b>	<b>↓ -5%</b>
Fresh	-	2,596	↑ 100%
Reprints	5,432	2,588	↓ -110%
<b>Total (Kgs)</b>	<b>7,694,424</b>	<b>7,509,704</b>	<b>↓ -2%</b>

## AUCTION AVERAGE PRICES – SUMMARY-PER COUNTRY

	Weight (Kgs)			Average Price (\$)		
Country	Sale 35	Sale 36	Variance	Sale 35	Sale 36	Variance
Kenya	5,106,627	4,956,468	↓ -3%	2.08	2.12	↑ 0.04
Uganda	456,359	455,591	↓ 0%	1.05	1.04	↓ -0.01
Rwanda	333,058	366,384	↑ 9%	3.03	3.14	↑ 0.11
Burundi	12,756	13,636	↑ 6%	2.19	2.30	↑ 0.11
Tanzania	4,712	2,395	↓ -97%	1.29	1.26	↓ -0.03
Malawi	-	-				
<b>Total Sold</b>	<b>5,913,512</b>	<b>5,794,474</b>	<b>↓ -2%</b>	<b>2.04</b>	<b>2.09</b>	<b>↑ 0.05</b>

## PERFORMANCE – PER GRADE

	Weight (Kgs)			Average Price (\$)		
Grade	Sale 35	Sale 36	Variance	Sale 35	Sale 36	Variance
PD	2,012,330	2,101,356	↑ 4%	1.87	1.93	↑ 0.06
DUST1	583,625	597,470	↑ 2%	1.98	1.97	↓ -0.01
PF1	2,644,631	2,496,637	↓ -6%	2.19	2.24	↑ 0.05
BP1	672,926	599,011	↓ -12%	1.97	2.07	↑ 0.10
<b>Total Sold</b>	<b>5,913,512</b>	<b>5,794,474</b>	<b>↓ -2%</b>	<b>2.04</b>	<b>2.09</b>	<b>↑ 0.05</b>



### AVERAGE PRICE PERFORMANCE - PER COUNTRY/REGION

Country/Grade	Weight (Kgs)			Average Price (\$)		
	Sale 35	Sale 36	Variance	Sale 35	Sale 36	Variance
<b>Kenya</b>	<b>5,106,627</b>	<b>4,956,468</b>	↓ -3%	<b>2.08</b>	<b>2.12</b>	↑ 0.04
<b>Plantations</b>	<b>2,212,813</b>	<b>2,159,316</b>	↓ -2%	<b>1.68</b>	<b>1.73</b>	↑ 0.05
PD	1,088,702	1,101,724	↑ 1%	1.71	1.79	↑ 0.08
DUST1	143,175	166,592	↑ 14%	1.59	1.65	↑ 0.06
PF1	759,956	687,040	↓ -11%	1.71	1.70	↓ -0.01
BP1	220,980	203,960	↓ -8%	1.54	1.62	↑ 0.08
<b>KTDA WoR</b>	<b>1,640,150</b>	<b>1,671,119</b>	↑ 2%	<b>1.95</b>	<b>2.00</b>	↑ 0.05
PD	341,689	419,733	↑ 19%	1.85	1.89	↑ 0.04
DUST1	157,900	172,144	↑ 8%	1.96	1.95	↓ -0.01
PF1	957,136	908,298	↓ -5%	2.01	2.09	↑ 0.08
BP1	183,425	170,944	↓ -7%	1.83	1.81	↓ -0.02
<b>KTDA EoR</b>	<b>1,253,664</b>	<b>1,126,033</b>	↓ -11%	<b>2.93</b>	<b>3.04</b>	↑ 0.11
PD	326,726	317,749	↓ -3%	2.71	2.81	↑ 0.10
DUST1	148,511	135,818	↓ -9%	2.99	3.11	↑ 0.12
PF1	647,084	570,847	↓ -13%	3.10	3.18	↑ 0.08
BP1	131,343	101,619	↓ -29%	2.62	2.87	↑ 0.25
<b>Uganda</b>	<b>456,359</b>	<b>455,591</b>	↓ 0%	<b>1.05</b>	<b>1.04</b>	↓ -0.01
PD	172,149	182,986	↑ 6%	1.04	1.03	↓ -0.01
DUST1	108,547	106,932	↓ -2%	1.02	1.01	↓ -0.01
PF1	128,633	134,497	↑ 4%	1.05	1.05	-
BP1	47,030	31,176	↓ -51%	1.13	1.12	↓ -0.01
<b>Rwanda</b>	<b>333,058</b>	<b>366,384</b>	↑ 9%	<b>3.03</b>	<b>3.14</b>	↑ 0.11
PD	77,328	68,004	↓ -14%	2.94	3.08	↑ 0.14
DUST1	25,492	15,984	↓ -59%	3.00	3.25	↑ 0.25
PF1	149,426	191,084	↑ 22%	3.09	3.19	↑ 0.10
BP1	80,812	91,312	↑ 11%	3.01	3.08	↑ 0.07
<b>Burundi</b>	<b>12,756</b>	<b>13,636</b>	↑ 6%	<b>2.19</b>	<b>2.30</b>	↑ 0.11
PD	5,736	11,160	↑ 49%	2.30	2.31	↑ 0.01
DUST1	-	-	-	-	-	-
PF1	-	2,476	↑ 100%	-	2.25	-
BP1	7,020	-	-	2.11	-	-
<b>Tanzania</b>	<b>4,712</b>	<b>2,395</b>	↓ -97%	<b>1.29</b>	<b>1.26</b>	↓ -0.03
PD	-	-	-	-	-	-
DUST1	-	-	-	-	-	-
PF1	2,396	2,395	↓ 0%	1.33	1.26	↓ -0.07
BP1	2,316	-	-	1.25	-	-
<b>Malawi</b>	<b>-</b>	<b>-</b>	-	<b>1.29</b>	<b>1.26</b>	↓ -0.03
PD	-	-	-	-	-	-
DUST1	-	-	-	-	-	-
PF1	-	-	-	-	-	-
BP1	-	-	-	-	-	-
<b>Total Weight (Kgs)</b>	<b>5,913,512</b>	<b>5,794,474</b>	↓ -2%	<b>2.04</b>	<b>2.09</b>	↑ 0.05

## BUYER ACTIVITY

Teas sold - kgs	Sale		
Buyers Purchases (Kgs)	Sale 35	Sale 36	Variance
GTC	1,011,563	981,643	↓ - 29,920
MCF	858,997	289,818	↓ - 569,179
SSO	359,174	618,509	↑ 259,335
LAB	422,971	553,476	↑ 130,505
JFL	505,247	468,570	↓ - 36,677
MCL	358,403	464,121	↑ 105,718
CTC	451,636	315,673	↓ - 135,963
MIL	378,166	329,344	↓ - 48,822
DKL	233,907	251,409	↑ 17,502
MJC	85,757	322,508	↑ 236,751
ATL	186,604	170,028	↓ - 16,576
AEL	188,199	131,748	↓ - 56,451
RTK	157,886	156,644	↓ - 1,242
ARM	65,092	139,332	↑ 74,240
BGT	96,778	93,980	↓ - 2,798
AFT	73,163	55,508	↓ - 17,655
SKB	29,136	95,512	↑ 66,376
VKL	65,876	50,919	↓ - 14,957
EKL	47,600	47,980	↑ 380
IMT	20,772	62,222	↑ 41,450
JAL	27,200	32,750	↑ 5,550
MRA	48,172	10,640	↓ - 37,532
LTC	18,624	29,080	↑ 10,456
CFT	27,640	13,972	↓ - 13,668
AFL	20,112	18,000	↓ - 2,112
CTR	34,300		↓ - 34,300
NTL	30,552	3,120	↓ - 27,432
MEA	7,000	19,960	↑ 12,960
SAL	23,636	2,796	↓ - 20,840
LCL	6,000	17,680	↑ 11,680
MTT	21,272		
CAL	18,040		
DRL		14,476	↑ 14,476
SLC	6,000	4,000	↓ - 2,000
PTT	3,600	5,840	↑ 2,240
TAL	6,320	1,996	↓ - 4,324
UWL	2,997	3,000	↑ 3
TUL	5,440		↓ - 5,440
GCF		5,108	↑ 5,108
AML	2,160	2,920	↑ 760
FCCL	4,800		↓ - 4,800
TAT		3,000	↑ 3,000
AMC	2,720		↓ - 2,720
MAL		2,720	↑ 2,720
RIO		2,472	↑ 2,472
AES		2,000	↑ 2,000
<b>Grand Total</b>	<b>5,913,512</b>	<b>5,794,474</b>	↓ - 119,038

## OUTLOTS

Weight (kgs)	Sale		% of total offered		
Status	Sale 35	Sale 36	Sale 35	Sale 36	Change %
Outlots	1,775,480	1,710,046	23%	23%	↓ -4%

## BREAKDOWN PER GRADE

Weight (kgs)	Sale		% Total offered	
Status	Sale 35	Sale 36	Sale 35	Sale 36
Outlots				
PD	737,221	641,181	27%	23%
DUST1	138,400	162,760	19%	21%
PF1	294,114	367,449	10%	13%
BP1	605,745	538,656	47%	47%



# ATLAS

## TEA BROKERS LTD

Shree Plaza Building, 4th Floor

Fidel Odinga Road Nyali

P.O. Box 3445-80100 Mombasa

Tel: 0729 404 044/782 404 044

Email: info@atlastea.co.ke

### BREAKDOWN PER REGION

	Outlots		Offered		Outlot % of Offered		
Country/Grade	Sale 35	Sale 36	Sale 35	Sale 36	Sale 35	Sale 36	Change %
<b>Kenya</b>	<b>1,482,830</b>	<b>1,306,629</b>	<b>6,594,889</b>	<b>6,263,097</b>	<b>22%</b>	<b>21%</b>	<b>↓ -13%</b>
<b>Plantations</b>	<b>256,560</b>	<b>342,344</b>	<b>2,474,805</b>	<b>2,501,660</b>	<b>10%</b>	<b>14%</b>	<b>↑ 25%</b>
PD	65,268	104,296	1,153,970	1,206,020	6%	9%	↑ 37%
DUST1	68,948	19,436	212,123	186,028	33%	10%	↓ -255%
PF1	77,628	197,832	843,016	884,872	9%	22%	↑ 61%
BP1	44,716	20,780	265,696	224,740	17%	9%	↓ -115%
<b>KTDA WoR</b>	<b>927,292</b>	<b>738,415</b>	<b>2,567,442</b>	<b>2,409,534</b>	<b>36%</b>	<b>31%</b>	<b>↓ -26%</b>
PD	503,222	346,636	844,911	766,369	60%	45%	↓ -45%
DUST1	44,180	66,172	202,080	238,316	22%	28%	↑ 33%
PF1	70,696	59,051	1,027,832	967,349	7%	6%	↓ -20%
BP1	309,194	266,556	492,619	437,500	63%	61%	↓ -16%
<b>KTDA EoR</b>	<b>298,978</b>	<b>225,870</b>	<b>1,552,642</b>	<b>1,351,903</b>	<b>19%</b>	<b>17%</b>	<b>↓ -32%</b>
PD	101,663	104,689	428,389	422,438	24%	25%	↑ 3%
DUST1	9,468	18,843	157,979	154,661	6%	12%	↑ 50%
PF1	54,360	13,478	701,444	584,325	8%	2%	↓ -303%
BP1	133,487	88,860	264,830	190,479	50%	47%	↓ -50%
<b>Uganda</b>	<b>52,936</b>	<b>53,198</b>	<b>509,295</b>	<b>508,789</b>	<b>10%</b>	<b>10%</b>	<b>↑ 0%</b>
PD	23,192	12,720	195,341	195,706	12%	6%	↓ -82%
DUST1	-	12,118	108,547	119,050	0%	10%	↑ 100%
PF1	29,744	15,560	158,377	150,057	19%	10%	↓ -91%
BP1	-	12,800	47,030	43,976	0%	29%	↑ 100%
<b>Rwanda</b>	<b>124,492</b>	<b>127,984</b>	<b>457,550</b>	<b>499,552</b>	<b>27%</b>	<b>26%</b>	<b>↑ 3%</b>
PD	26,764	47,676	104,092	115,680	26%	41%	↑ 44%
DUST1	9,508	3,156	35,000	19,140	27%	16%	↓ -201%
PF1	16,626	2,596	166,052	193,680	10%	1%	↓ -540%
BP1	71,594	74,556	152,406	171,052	47%	44%	↑ 4%
<b>Burundi</b>	<b>115,222</b>	<b>222,235</b>	<b>127,978</b>	<b>235,871</b>	<b>90%</b>	<b>94%</b>	<b>↑ 48%</b>
PD	17,112	25,164	22,848	36,324	75%	69%	↑ 32%
DUST1	6,296	43,035	6,296	43,035	100%	100%	↑ 85%
PF1	45,060	78,932	45,060	81,408	100%	97%	↑ 43%
BP1	46,754	75,104	53,774	75,104	87%	100%	↑ 38%
<b>Tanzania</b>	<b>-</b>	<b>-</b>	<b>4,712</b>	<b>2,395</b>	<b>0%</b>	<b>0%</b>	
PD	-	-	-	-			
DUST1	-	-	-	-			
PF1	-	-	2,396	2,395	0%	0%	
BP1	-	-	2,316	-	0%		
<b>Malawi</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>			
PD	-	-	-	-			
DUST1	-	-	-	-			
PF1	-	-	-	-			
BP1	-	-	-	-			
<b>Total Weight (Kgs)</b>	<b>1,775,480</b>	<b>1,710,046</b>	<b>7,694,424</b>	<b>7,509,704</b>	<b>23%</b>	<b>23%</b>	<b>↓ -4%</b>

## SECONDARY AUCTION

### TOTAL OFFERS

Net Weight	Sale 35	Sale 36	Variance
Total Offers	717,085	665,044	↓ -8%

Country	Sale 35	Sale 36	Variance
Kenya	354,801	305,228	↓ -16%
Uganda	328,092	310,460	↓ -6%
Rwanda	34,192	37,660	↑ 9%
Burundi	-	11,696	↑ 100%
Tanzania	-	-	
Malawi	-	-	
Total Weight (Kgs)	717,085	665,044	↓ -8%

### SALE STATUS

Status	Sale 35	Sale 36	Variance
Outlots	42,842	18,388	↓ -133%
Sold	672,047	646,656	↓ -4%
Withdrawn	2,196	-	
Total Weight (Kgs)	717,085	665,044	↓ -8%

### AVERAGE PRICE PER COUNTRY

Net Weight	Sale 35	Sale 36	Variance			
Traded	672,047	646,656	↓ -4%			
	Weight (Kgs)			Average Price (\$)		
Country	Sale 35	Sale 36	Variance	Sale 35	Sale 36	Variance
Kenya	316,059	292,936	↓ -8%	1.20	1.24	↑ 0.04
Uganda	323,392	305,720	↓ -6%	0.91	0.92	↑ 0.01
Rwanda	32,596	36,304	↑ 10%	2.25	2.27	↑ 0.02
Burundi	-	11,696	↑ 100%		1.26	
Tanzania	-	-				
Malawi	-	-				
Total Sold	672,047	646,656	↓ -4%	1.10	1.13	↑ 0.03



### BUYER ACTIVITY-SECONDARY

Buyer	Weight (Kgs)			Average Price (\$)		
	Sale 35	Sale 36	Variance	Sale 35	Sale 36	Variance
GTC	175,459	173,708	↓ -1%	1.09	1.08	↓ -0.01
MJC	33,952	42,390	↑ 20%	1.30	1.24	↓ -0.06
SLC	73,746	71,250	↓ -4%	0.88	0.89	↑ 0.01
ATL	13,316	14,092	↑ 6%	1.41	1.69	↑ 0.28
SSO	5,228	11,920	↑ 56%	2.38	1.99	↓ -0.39
EKL	33,794	27,052	↓ -25%	1.33	1.34	↑ 0.01
AES	35,484	27,728	↓ -28%	0.98	0.96	↓ -0.02
TCC	4,100	14,930	↑ 73%	1.03	0.91	↓ -0.12
SFL	-	-				
LAB	7,600	22,760	↑ 67%	1.33	1.27	↓ -0.06
CTC	16,888	6,296	↓ -168%	1.55	1.34	↓ -0.21
MAL	4,996	7,540	↑ 34%	1.73	1.61	↓ -0.12
LTC	31,580	8,400	↓ -276%	0.98	0.97	↓ -0.01
TTE	9,784	4,800	↓ -104%	0.85	0.89	↑ 0.04
FCCL	-	1,040	↑ 100%		0.95	
TUL	-	-				
IMT	22,020	6,300	↓ -250%	1.02	1.26	↑ 0.24
GLT	26,228	33,568	↑ 22%	0.89	0.91	↑ 0.02
FTP	5,920	8,958	↑ 34%	1.06	1.10	↑ 0.04
MAY	-	-				
UWL	-	-				
ATS	21,638	5,440	↓ -298%	1.03	1.09	↑ 0.06
AEL	2,498	1,692	↓ -48%	1.30	1.30	↑ -
MCL	10,500	5,500	↓ -91%	1.37	1.60	↑ 0.23
VKL	-	44,742	↑ 100%		1.46	
TEL	-	-				
KIR	-	600	↑ 100%		1.10	
TTS	2,200	5,400	↑ 59%	1.09	1.10	↑ 0.01
SAL	-	-				
DET	-	-				
AKE	22,984	25,808	↑ 11%	0.88	0.94	↑ 0.06
SKB	1,500	1,296	↓ -16%	1.81	3.10	↑ 1.29
MCF	-	4,400	↑ 100%		1.36	
LLS	-	-				
WTL	1,000	3,280	↑ 70%	0.87	0.86	↓ -0.01
JCL	-	-				
RIO	1,800	-		1.15		
NTL	9,800	6,300	↓ -56%	0.87	0.87	↑ -
RTK	3,000	3,500	↑ 14%	1.47	1.57	↑ 0.10
AFL	-	-				
CFT	-	-				
SIG	-	-				
GCL	-	-				
SON	9,500	-		1.24		
LCL	-	1,304	↑ 100%		1.04	
WTE	-	-				
AFT	9,480	-		1.10		
MIL	29,296	-		1.06		
GCF	-	-				
AML	4,290	3,076	↓ -39%	1.51	1.23	↓ -0.28
ARM	-	-				
TAL	-	3,600	↑ 100%		0.89	
DKL	-	-				
JFL	14,782	12,140	↓ -22%	1.32	0.92	↓ -0.40
BGT	12,924	13,290	↑ 3%	1.71	1.48	↓ -0.23
MRA	-	-				
MEA	-	-				
CAL	-	-				
UTL	-	-				
CLL	-	-				
TAT	-	2,480	↑ 100%		0.86	
CTR	-	-				
Total Weight (Kgs)	657,287	626,580	↓ -5%	1.10	1.13	↑ 0.03