

WEEKLY MARKET REPORT SALE NO.35 OF 02ND SEPTEMBER 2025

GENERAL MARKET PERFORMANCE

TOTAL OFFERS – SUMMARY

Net Weight	Sale 34	Sale 35	Variance
Total Offers	9,510,734	7,694,424	↓ -24%

Country	Sale 34	Sale 35	Variance
Kenya	8,333,939	6,594,889	↓ -26%
Uganda	600,311	509,295	↓ -18%
Rwanda	489,088	457,550	↓ -7%
Burundi	87,396	127,978	↑ 32%
Tanzania	-	4,712	↑ 100%
Malawi	-	-	
Total Weight (Kgs)	9,510,734	7,694,424	↓ -24%

FRESH AND REPRINT STATUS

Status	Sale 34	Sale 35	Variance
Fresh	6,141,874	5,967,773	↓ -3%
Reprints	3,368,860	1,726,651	↓ -95%
Total (Kgs)	9,510,734	7,694,424	↓ -24%

TOTAL OFFERS - PER GRADE

Grade	Sale 34	Sale 35	Variance
PD	3,410,370	2,749,551	↓ -24%
DUST1	868,932	722,025	↓ -20%
PF1	3,749,351	2,944,177	↓ -27%
BP1	1,482,081	1,278,671	↓ -16%
Total Weight (Kgs)	9,510,734	7,694,424	↓ -24%

PERFORMANCE - TEAS SOLD

AUCTION TRADED QUANTITIES AND AVERAGE PRICE

Net Weight	Sale 34	Sale 35	Variance
Traded	6,045,201	5,462,316	↓ -11%

	Sale 34	Sale 35	Variance
Avg	2.05	2.04	↓ - 0.01

SALE STATUS

Weight (kgs)	Sale		% of total offered		
Status	Sale 34	Sale 35	Sale 34	Sale 35	Change %
Outlots	3,358,135	2,226,676	35%	29%	↓ -51%
Sold	6,045,201	5,462,316	64%	71%	↓ -11%
Withdrawn	107,398	5,432	1%	0%	
Grand Total	9,510,734	7,694,424	100%	100%	↓ -24%

ABSORPTION BASED ON FRESH AND REPRINT STATUS

Status	Sale 34	Sale 35	Variance
Outlots	3,358,135	2,226,676	↓ -51%
Fresh	906,053	1,109,522	↑ 18%
Reprints	2,452,082	1,117,154	↓ -119%
Sold	6,045,201	5,462,316	↓ -11%
Fresh	5,235,821	4,858,251	↓ -8%
Reprints	809,380	604,065	↓ -34%
Withdrawn	107,398	5,432	↓ -1877%
Fresh	-	-	
Reprints	107,398	5,432	↓ -1877%
Total (Kgs)	9,510,734	7,694,424	↓ -24%

AUCTION AVERAGE PRICES – SUMMARY-PER COUNTRY

	Weight (Kgs)			Average Price (\$)		
Country	Sale 34	Sale 35	Variance	Sale 34	Sale 35	Variance
Kenya	5,149,161	4,745,011	↓ -9%	2.12	2.09	↓ - 0.03
Uganda	585,600	434,207	↓ -35%	1.05	1.05	↑ -
Rwanda	304,652	278,386	↓ -9%	3.04	3.01	↓ - 0.03
Burundi	5,788	-		2.26		
Tanzania	-	4,712	↑ 100%		1.29	
Malawi	-	-				
Total Sold	6,045,201	5,462,316	↓ -11%	2.05	2.04	↓ - 0.01

PERFORMANCE – PER GRADE

	Weight (Kgs)			Average Price (\$)		
Grade	Sale 34	Sale 35	Variance	Sale 34	Sale 35	Variance
PD	2,030,962	1,969,006	↓ -3%	1.85	1.88	↑ 0.03
DUST1	662,641	574,113	↓ -15%	2.05	1.98	↓ - 0.07
PF1	2,721,074	2,372,267	↓ -15%	2.20	2.19	↓ - 0.01
BP1	630,524	546,930	↓ -15%	2.00	1.97	↓ - 0.03
Total Sold	6,045,201	5,462,316	↓ -11%	2.05	2.04	↓ - 0.01



AVERAGE PRICE PERFORMANCE - PER COUNTRY/REGION

Country/Grade	Weight (Kgs)			Average Price (\$)		
	Sale 34	Sale 35	Variance	Sale 34	Sale 35	Variance
Kenya	5,149,161	4,745,011	↓ -9%	2.12	2.09	↓ - 0.03
Plantations	2,165,742	2,039,137	↓ -6%	1.69	1.68	↓ - 0.01
PD	969,980	1,058,506	↑ 8%	1.72	1.71	↓ - 0.01
DUST1	130,540	143,175	↑ 9%	1.61	1.59	↓ - 0.02
PF1	823,914	680,516	↓ -21%	1.70	1.70	↑ -
BP1	241,308	156,940	↓ -54%	1.59	1.55	↓ - 0.04
KTDA WoR	1,505,813	1,537,438	↑ 2%	1.97	1.95	↓ - 0.02
PD	338,654	341,689	↑ 1%	1.86	1.85	↓ - 0.01
DUST1	167,330	151,584	↓ -10%	1.95	1.96	↑ 0.01
PF1	851,165	875,604	↑ 3%	2.05	2.02	↓ - 0.03
BP1	148,664	168,561	↑ 12%	1.77	1.84	↑ 0.07
KTDA EoR	1,477,606	1,168,436	↓ -26%	2.90	2.95	↑ 0.05
PD	392,521	326,726	↓ -20%	2.56	2.71	↑ 0.15
DUST1	214,759	148,511	↓ -45%	2.88	2.99	↑ 0.11
PF1	734,014	579,208	↓ -27%	3.11	3.13	↑ 0.02
BP1	136,312	113,991	↓ -20%	2.75	2.67	↓ - 0.08
Uganda	585,600	434,207	↓ -35%	1.05	1.05	↑ -
PD	246,583	164,757	↓ -50%	1.04	1.04	↑ -
DUST1	118,252	108,547	↓ -9%	1.03	1.02	↓ - 0.01
PF1	178,809	115,473	↓ -55%	1.04	1.06	↑ 0.02
BP1	41,956	45,430	↑ 8%	1.21	1.14	↓ - 0.07
Rwanda	304,652	278,386	↓ -9%	3.04	3.01	↓ - 0.03
PD	80,432	77,328	↓ -4%	2.78	2.94	↑ 0.16
DUST1	28,764	22,296	↓ -29%	2.98	3.01	↑ 0.03
PF1	133,172	119,070	↓ -12%	3.14	3.10	↓ - 0.04
BP1	62,284	59,692	↓ -4%	3.15	2.90	↓ - 0.25
Burundi	5,788	-		2.26		
PD	2,792	-		2.50		
DUST1	2,996	-		2.02		
PF1	-	-				
BP1	-	-				
Tanzania	-	4,712	↑ 100%		1.29	
PD	-	-				
DUST1	-	-				
PF1	-	2,396	↑ 100%		1.33	
BP1	-	2,316	↑ 100%		1.25	
Malawi	-	-			1.29	
PD	-	-				
DUST1	-	-				
PF1	-	-				
BP1	-	-				
Total Weight (Kgs)	6,045,201	5,462,316	↓ -11%	2.05	2.04	↓ - 0.01

BUYER ACTIVITY

Teas sold - kgs	Sale		
Buyers Purchases (Kgs)	Sale 34	Sale 35	Variance
GTC	668,976	1,000,603	↑ 331,627
MCF	680,653	785,909	↑ 105,256
JFL	454,797	480,227	↑ 25,430
LAB	460,512	391,771	↓ - 68,741
SSO	500,629	344,506	↓ - 156,123
MCL	470,959	358,403	↓ - 112,556
CTC	457,617	351,420	↓ - 106,197
MIL	371,543	347,130	↓ - 24,413
DKL	294,143	206,707	↓ - 87,436
MJC	263,809	85,757	↓ - 178,052
ATL	155,036	181,364	↑ 26,328
AEL	141,956	188,199	↑ 46,243
RTK	150,617	128,014	↓ - 22,603
BGT	104,762	75,042	↓ - 29,720
VKL	127,858	47,088	↓ - 80,770
ARM	108,120	62,300	↓ - 45,820
SKB	112,506	26,428	↓ - 86,078
EKL	79,608	36,632	↓ - 42,976
AFT	50,708	54,559	↑ 3,851
MRA	47,000	48,172	↑ 1,172
IMT	54,016	15,820	↓ - 38,196
CFT	40,960	25,240	↓ - 15,720
ICK	60,120		↓ - 60,120
LCL	41,036	6,000	↓ - 35,036
DRL	45,040		↓ - 45,040
SAL	23,116	21,040	↓ - 2,076
CTR		34,300	↑ 34,300
AFL	17,476	15,400	↓ - 2,076
NTL		28,392	↑ 28,392
JAL		27,200	↑ 27,200
LTC	5,596	15,944	
MTT		21,272	
TAL	12,032	6,320	↓ - 5,712
SLC	18,320		↓ - 18,320
CAL		18,040	↑ 18,040
FCCL	10,520	4,800	↓ - 5,720
MEA	5,080	7,000	↑ 1,920
AML	8,160	2,160	↓ - 6,000
TUL		5,440	↑ 5,440
PTT	1,920	2,000	↑ 80
UWL		2,997	↑ 2,997
AMC		2,720	↑ 2,720
Grand Total	6,045,201	5,462,316	↓ - 582,885

OUTLOTS

Weight (kgs)	Sale		% of total offered		
Status	Sale 34	Sale 35	Sale 34	Sale 35	Change %
Outlots	3,358,135	2,226,676	35%	29%	↓ -51%

BREAKDOWN PER GRADE

Weight (kgs)	Sale		% Total offered	
Status	Sale 34	Sale 35	Sale 34	Sale 35
Outlots				
PD	1,361,504	780,545	40%	28%
DUST1	203,153	147,912	23%	20%
PF1	971,489	566,478	26%	19%
BP1	821,989	731,741	55%	57%



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 34	Sale 35	Sale 34	Sale 35	Sale 34	Sale 35	Change %
Kenya	3,077,380	1,844,446	8,333,939	6,594,889	37%	28%	↓ -67%
Plantations	297,124	430,236	2,465,574	2,474,805	12%	17%	↑ 31%
PD	184,024	95,464	1,154,004	1,153,970	16%	8%	↓ -93%
DUST1	45,748	68,948	176,288	212,123	26%	33%	↑ 34%
PF1	43,592	157,068	870,214	843,016	5%	19%	↑ 72%
BP1	23,760	108,756	265,068	265,696	9%	41%	↑ 78%
KTDA WoR	1,468,418	1,030,004	2,998,881	2,567,442	49%	40%	↓ -43%
PD	709,250	503,222	1,056,856	844,911	67%	60%	↓ -41%
DUST1	107,175	50,496	277,643	202,080	39%	25%	↓ -112%
PF1	189,829	152,228	1,043,698	1,027,832	18%	15%	↓ -25%
BP1	462,164	324,058	620,684	492,619	74%	66%	↓ -43%
KTDA EoR	1,311,838	384,206	2,869,484	1,552,642	46%	25%	↓ -241%
PD	412,695	101,663	814,168	428,389	51%	24%	↓ -306%
DUST1	40,966	9,468	255,725	157,979	16%	6%	↓ -333%
PF1	635,948	122,236	1,421,338	701,444	45%	17%	↓ -420%
BP1	222,229	150,839	378,253	264,830	59%	57%	↓ -47%
Uganda	14,711	75,088	600,311	509,295	2%	15%	↑ 80%
PD	2,639	30,584	249,222	195,341	1%	16%	↑ 91%
DUST1	2,880	-	121,132	108,547	2%	0%	
PF1	4,796	42,904	183,605	158,377	3%	27%	↑ 89%
BP1	4,396	1,600	46,352	47,030	9%	3%	↓ -175%
Rwanda	184,436	179,164	489,088	457,550	38%	39%	↓ -3%
PD	44,520	26,764	124,952	104,092	36%	26%	↓ -66%
DUST1	-	12,704	28,764	35,000	0%	36%	↑ 100%
PF1	52,484	46,982	185,656	166,052	28%	28%	↓ -12%
BP1	87,432	92,714	149,716	152,406	58%	61%	↑ 6%
Burundi	81,608	127,978	87,396	127,978	93%	100%	↑ 36%
PD	8,376	22,848	11,168	22,848	75%	100%	↑ 63%
DUST1	6,384	6,296	9,380	6,296	68%	100%	↓ -1%
PF1	44,840	45,060	44,840	45,060	100%	100%	↑ 0%
BP1	22,008	53,774	22,008	53,774	100%	100%	↑ 59%
Tanzania	-	-	-	4,712	-	0%	
PD	-	-	-	-	-	-	
DUST1	-	-	-	-	-	-	
PF1	-	-	-	2,396	-	0%	
BP1	-	-	-	2,316	-	0%	
Malawi	-	-	-	-	-	-	
PD	-	-	-	-	-	-	
DUST1	-	-	-	-	-	-	
PF1	-	-	-	-	-	-	
BP1	-	-	-	-	-	-	
Total Weight (Kgs)	3,358,135	2,226,676	9,510,734	7,694,424	35%	29%	↓ -51%

SECONDARY AUCTION

TOTAL OFFERS

Net Weight	Sale 34	Sale 35	Variance
Total Offers	767,130	717,085	↓ -7%

Country	Sale 34	Sale 35	Variance
Kenya	368,796	354,801	↓ -4%
Uganda	353,890	328,092	↓ -8%
Rwanda	44,444	34,192	↓ -30%
Burundi	-	-	
Tanzania	-	-	
Malawi	-	-	
Total Weight (Kgs)	767,130	717,085	↓ -7%

SALE STATUS

Status	Sale 34	Sale 35	Variance
Outlots	72,218	46,032	↓ -57%
Sold	690,944	671,053	↓ -3%
Withdrawn	3,968	-	
Total Weight (Kgs)	767,130	717,085	↓ -7%

AVERAGE PRICE PER COUNTRY

Net Weight	Sale 34	Sale 35	Variance			
Traded	690,944	671,053	↓ -3%			
	Weight (Kgs)			Average Price (\$)		
Country	Sale 34	Sale 35	Variance	Sale 34	Sale 35	Variance
Kenya	302,156	315,065	↑ 4%	1.24	1.20	↓ - 0.04
Uganda	345,660	323,392	↓ -7%	0.91	0.91	↑ -
Rwanda	43,128	32,596	↓ -32%	2.14	2.25	↑ 0.11
Burundi	-	-				
Tanzania	-	-				
Malawi	-	-				
Total Sold	690,944	671,053	↓ -3%	1.13	1.10	↓ - 0.02

BUYER ACTIVITY-SECONDARY

	Sale		
Buyer Purchases	Sale 34	Sale 35	Variance
GTC	163,512	175,459	↑ 11,947
SLC	84,466	73,746	↓ - 10,720
MJC	76,542	33,952	↓ - 42,590
EKL	72,078	32,800	↓ - 39,278
MIL	30,316	29,296	↓ - 1,020
AES	14,400	35,484	↑ 21,084
GLT	16,200	26,228	↑ 10,028
AKE	15,820	22,984	↑ 7,164
ATL	23,120	13,316	↓ - 9,804
PTT	18,560	14,760	↓ - 3,800
CTC	15,790	16,888	↑ 1,098
LTC		31,580	↑ 31,580
AFT	18,684	9,480	↓ - 9,204
LAB	19,836	7,600	↓ - 12,236
IMT	4,890	22,020	↑ 17,130
ATS	4,540	21,638	↑ 17,098
SSO	19,276	5,228	↓ - 14,048
BGT	10,898	12,924	↑ 2,026
JFL	3,994	14,782	↑ 10,788
MCL	6,800	10,500	↑ 3,700
FTP	11,292	5,920	↓ - 5,372
STK	12,440		↓ - 12,440
NTL	1,276	9,800	↑ 8,524
MAL	5,892	4,996	↓ - 896
TTE		9,784	↑ 9,784
SON		9,500	↑ 9,500
TTS	5,300	2,200	↓ - 3,100
RTK	4,200	3,000	↓ - 1,200
WTL	5,934	1,000	↓ - 4,934
JCL	6,700		↓ - 6,700
AEL	3,136	2,498	↓ - 638
TCC	1,200	4,100	↑ 2,900
TAL	4,600		↓ - 4,600
AML		4,290	↑ 4,290
RIO	900	1,800	↑ 900
VKL	2,552		↓ - 2,552
CTR	2,100		↓ - 2,100
MCF	2,000		↓ - 2,000
KIR	1,700		↓ - 1,700
SKB		1,500	↑ 1,500
Grand Total	690,944	671,053	↓ - 19,891