

### WEEKLY MARKET REPORT SALE NO.39 OF 30<sup>TH</sup> SEPTEMBER 2025

#### GENERAL MARKET PERFORMANCE

##### TOTAL OFFERS – SUMMARY

Net Weight	Sale 38	Sale 39	Variance
Total Offers	6,945,675	6,516,231	↓ -7%

Country	Sale 38	Sale 39	Variance
Kenya	5,849,181	5,254,722	↓ -11%
Uganda	532,488	554,114	↑ 4%
Rwanda	442,572	480,136	↑ 8%
Burundi	121,434	227,259	↑ 47%
Tanzania	-	-	
Malawi	-	-	
Total Weight (Kgs)	6,945,675	6,516,231	↓ -7%

##### FRESH AND REPRINT STATUS

Status	Sale 38	Sale 39	Variance
Fresh	5,706,886	5,469,550	↓ -4%
Reprints	1,238,789	1,046,681	↓ -18%
Total (Kgs)	6,945,675	6,516,231	↓ -7%

##### TOTAL OFFERS - PER GRADE

Grade	Sale 38	Sale 39	Variance
PD	2,593,287	2,446,008	↓ -6%
DUST1	636,238	780,205	↑ 18%
PF1	2,634,465	2,271,729	↓ -16%
BP1	1,081,685	1,018,289	↓ -6%
Total Weight (Kgs)	6,945,675	6,516,231	↓ -7%

#### PERFORMANCE - TEAS SOLD

##### AUCTION TRADED QUANTITIES AND AVERAGE PRICE

Net Weight	Sale 38	Sale 39	Variance
Traded	6,072,165	5,303,971	↓ -14%

	Sale 38	Sale 39	Variance
Avg	2.11	2.16	↑ 0.05

## SALE STATUS

Weight (kgs)	Sale		% of total offered		
Status	Sale 38	Sale 39	Sale 38	Sale 39	Change %
Outlots	846,462	1,207,080	12%	19%	↑ 30%
Sold	6,072,165	5,303,971	87%	81%	↓ -14%
Withdrawn	27,048	5,180	0%	0%	
<b>Grand Total</b>	<b>6,945,675</b>	<b>6,516,231</b>	<b>100%</b>	<b>100%</b>	<b>↓ -7%</b>

## ABSORPTION BASED ON FRESH AND REPRINT STATUS

Status	Sale 38	Sale 39	Variance
<b>Outlots</b>	<b>846,462</b>	<b>1,207,080</b>	<b>↑ 30%</b>
Fresh	403,202	803,822	↑ 50%
Reprints	443,260	403,258	↓ -10%
<b>Sold</b>	<b>6,072,165</b>	<b>5,303,971</b>	<b>↓ -14%</b>
Fresh	5,295,488	4,665,728	↓ -13%
Reprints	776,677	638,243	↓ -22%
<b>Withdrawn</b>	<b>27,048</b>	<b>5,180</b>	<b>↓ -422%</b>
Fresh	8,196	-	
Reprints	18,852	5,180	↓ -264%
<b>Total (Kgs)</b>	<b>6,945,675</b>	<b>6,516,231</b>	<b>↓ -7%</b>

## AUCTION AVERAGE PRICES – SUMMARY-PER COUNTRY

	Weight (Kgs)			Average Price (\$)		
Country	Sale 38	Sale 39	Variance	Sale 38	Sale 39	Variance
Kenya	5,177,029	4,464,737	↓ -16%	2.16	2.20	↑ 0.04
Uganda	522,088	453,132	↓ -15%	1.07	1.13	↑ 0.06
Rwanda	367,108	343,368	↓ -7%	3.12	3.25	↑ 0.13
Burundi	5,940	42,734	↑ 86%	2.10	1.93	↓ -0.17
Tanzania	-	-				
Malawi	-	-				
<b>Total Sold</b>	<b>6,072,165</b>	<b>5,303,971</b>	<b>↓ -14%</b>	<b>2.11</b>	<b>2.16</b>	<b>↑ 0.05</b>

## PERFORMANCE – PER GRADE

	Weight (Kgs)			Average Price (\$)		
Grade	Sale 38	Sale 39	Variance	Sale 38	Sale 39	Variance
PD	2,354,850	2,094,526	↓ -12%	1.94	2.02	↑ 0.08
DUST1	537,882	543,474	↑ 1%	2.17	2.28	↑ 0.11
PF1	2,396,540	1,892,468	↓ -27%	2.31	2.36	↑ 0.05
BP1	782,893	773,503	↓ -1%	1.96	1.98	↑ 0.02
<b>Total Sold</b>	<b>6,072,165</b>	<b>5,303,971</b>	<b>↓ -14%</b>	<b>2.11</b>	<b>2.16</b>	<b>↑ 0.05</b>



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### AVERAGE PRICE PERFORMANCE - PER COUNTRY/REGION

Country/Grade	Weight (Kgs)			Average Price (\$)		
	Sale 38	Sale 39	Variance	Sale 38	Sale 39	Variance
<b>Kenya</b>	<b>5,177,029</b>	<b>4,464,737</b>	↓ -16%	<b>2.16</b>	<b>2.20</b>	↑ 0.04
<b>Plantations</b>	<b>2,324,033</b>	<b>1,899,207</b>	↓ -22%	<b>1.78</b>	<b>1.77</b>	↓ - 0.01
PD	1,154,816	1,032,972	↓ -12%	1.78	1.79	↑ 0.01
DUST1	121,096	98,222	↓ -23%	1.62	1.66	↑ 0.04
PF1	816,529	583,283	↓ -40%	1.87	1.80	↓ - 0.07
BP1	231,592	184,730	↓ -25%	1.61	1.59	↓ - 0.02
<b>KTDA WoR</b>	<b>1,817,448</b>	<b>1,481,476</b>	↓ -23%	<b>2.04</b>	<b>2.01</b>	↓ - 0.03
PD	635,496	484,720	↓ -31%	1.82	1.83	↑ 0.01
DUST1	135,820	157,878	↑ 14%	2.01	2.05	↑ 0.04
PF1	788,638	554,127	↓ -42%	2.27	2.28	↑ 0.01
BP1	257,494	284,751	↑ 10%	1.83	1.79	↓ - 0.04
<b>KTDA EoR</b>	<b>1,035,548</b>	<b>1,084,054</b>	↑ 4%	<b>3.22</b>	<b>3.23</b>	↑ 0.01
PD	269,916	314,894	↑ 14%	3.25	3.37	↑ 0.12
DUST1	161,155	179,987	↑ 10%	3.37	3.26	↓ - 0.11
PF1	473,198	467,793	↓ -1%	3.26	3.27	↑ 0.01
BP1	131,279	121,380	↓ -8%	2.87	2.72	↓ - 0.15
<b>Uganda</b>	<b>522,088</b>	<b>453,132</b>	↓ -15%	<b>1.07</b>	<b>1.13</b>	↑ 0.06
PD	193,662	176,076	↓ -10%	1.04	1.06	↑ 0.02
DUST1	97,531	78,739	↓ -24%	1.03	1.05	↑ 0.02
PF1	149,243	126,865	↓ -18%	1.07	1.16	↑ 0.09
BP1	81,652	71,452	↓ -14%	1.19	1.25	↑ 0.06
<b>Rwanda</b>	<b>367,108</b>	<b>343,368</b>	↓ -7%	<b>3.12</b>	<b>3.25</b>	↑ 0.13
PD	98,172	85,864	↓ -14%	3.03	3.18	↑ 0.15
DUST1	19,128	28,648	↑ 33%	3.05	3.13	↑ 0.08
PF1	168,932	152,996	↓ -10%	3.31	3.24	↓ - 0.07
BP1	80,876	75,860	↓ -7%	2.88	3.38	↑ 0.50
<b>Burundi</b>	<b>5,940</b>	<b>42,734</b>	↑ 86%	<b>2.10</b>	<b>1.93</b>	↓ - 0.17
PD	2,788	-		2.00		
DUST1	3,152	-		2.20		
PF1	-	7,404	↑ 100%		2.12	
BP1	-	35,330	↑ 100%		1.90	
<b>Tanzania</b>	<b>-</b>	<b>-</b>				
PD	-	-				
DUST1	-	-				
PF1	-	-				
BP1	-	-				
<b>Malawi</b>	<b>-</b>	<b>-</b>				
PD	-	-				
DUST1	-	-				
PF1	-	-				
BP1	-	-				
<b>Total Weight (Kgs)</b>	<b>6,072,165</b>	<b>5,303,971</b>	↓ -14%	<b>2.11</b>	<b>2.16</b>	↑ 0.05

## BUYER ACTIVITY

Teas sold - kgs	Sale 38	Sale 39	Variance
Buyers Purchases (Kgs)			
GTC	1,182,246	1,008,344	↓ - 173,902
MCF	1,046,187	1,053,848	↑ 7,661
LAB	591,728	441,416	↓ - 150,312
SSO	441,472	358,937	↓ - 82,535
JFL	366,467	344,278	↓ - 22,189
MCL	387,788	288,847	↓ - 98,941
CTC	265,617	379,450	↑ 113,833
MIL	287,328	148,024	↓ - 139,304
DKL	192,746	93,480	↓ - 99,266
ATL	118,096	148,225	↑ 30,129
MJC	119,888	145,892	↑ 26,004
VKL	11,280	177,265	↑ 165,985
AEL	107,600	74,624	↓ - 32,976
DRL	87,068	74,759	↓ - 12,309
EKL	91,384	66,800	↓ - 24,584
ARM	124,813	30,552	↓ - 94,261
RTK	56,024	88,755	↑ 32,731
MAY	94,952	19,916	↓ - 75,036
DET	23,232	81,487	↑ 58,255
BGT	27,966	57,582	↑ 29,616
IMT	64,752	12,716	↓ - 52,036
CFT	51,180	21,756	↓ - 29,424
SKB	61,076	8,152	↓ - 52,924
MEA	11,440	54,308	↑ 42,868
AFT	21,577	35,730	↑ 14,153
MRA	32,400	13,876	↓ - 18,524
TUL	28,116	2,720	↓ - 25,396
LTC	24,080	6,480	↓ - 17,600
FTC	28,991		↓ - 28,991
SAL	2,596	24,716	↑ 22,120
LCL	10,160	17,000	
IML	25,468		
MAL	13,952	4,996	↓ - 8,956
SLC	11,980	4,000	↓ - 7,980
AFL	5,200	9,600	↑ 4,400
MTT	13,563		↓ - 13,563
SIC	10,548		↓ - 10,548
JAL	8,236		↓ - 8,236
NTL	6,308		↓ - 6,308
ABS		5,440	↑ 5,440
AML	5,440		↓ - 5,440
KIR	2,992		↓ - 2,992
TCC	2,872		↓ - 2,872
TAT	2,800		↓ - 2,800
FCCL	2,556		↓ - 2,556
<b>Grand Total</b>	<b>6,072,165</b>	<b>5,303,971</b>	<b>↓ - 768,194</b>

## OUTLOTS

Weight (kgs)	Sale		% of total offered		
Status	Sale 38	Sale 39	Sale 38	Sale 39	Change %
Outlots	846,462	1,207,080	12%	19%	↑ 30%

## BREAKDOWN PER GRADE

Weight (kgs)	Sale		% Total offered	
Status	Sale 38	Sale 39	Sale 38	Sale 39
Outlots				
PD	235,557	351,482	9%	14%
DUST1	98,356	236,731	15%	30%
PF1	235,205	379,261	9%	17%
BP1	277,344	239,606	26%	24%



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### BREAKDOWN PER REGION

	Outlots		Offered		Outlot % of Offered		
Country/Grade	Sale 38	Sale 39	Sale 38	Sale 39	Sale 38	Sale 39	Change %
<b>Kenya</b>	<b>666,552</b>	<b>789,985</b>	<b>5,849,181</b>	<b>5,254,722</b>	<b>11%</b>	<b>15%</b>	<b>↑ 16%</b>
<b>Plantations</b>	<b>138,464</b>	<b>213,800</b>	<b>2,465,377</b>	<b>2,113,007</b>	<b>6%</b>	<b>10%</b>	<b>↑ 35%</b>
PD	32,220	97,016	1,189,916	1,129,988	3%	9%	↑ 67%
DUST1	32,380	31,480	153,476	129,702	21%	24%	↓ -3%
PF1	27,036	44,360	843,565	627,643	3%	7%	↑ 39%
BP1	46,828	40,944	278,420	225,674	17%	18%	↓ -14%
<b>KTDA WoR</b>	<b>318,195</b>	<b>252,882</b>	<b>2,135,643</b>	<b>1,734,358</b>	<b>15%</b>	<b>15%</b>	<b>↓ -26%</b>
PD	182,546	95,847	818,042	580,567	22%	17%	↓ -90%
DUST1	41,016	56,768	176,836	214,646	23%	26%	↑ 28%
PF1	8,160	48,833	796,798	602,960	1%	8%	↑ 83%
BP1	86,473	51,434	343,967	336,185	25%	15%	↓ -68%
<b>KTDA EoR</b>	<b>209,893</b>	<b>323,303</b>	<b>1,248,161</b>	<b>1,407,357</b>	<b>17%</b>	<b>23%</b>	<b>↑ 35%</b>
PD	17,923	62,656	287,839	377,550	6%	17%	↑ 71%
DUST1	9,468	63,196	170,623	243,183	6%	26%	↑ 85%
PF1	130,545	160,397	606,463	628,190	22%	26%	↑ 19%
BP1	51,957	37,054	183,236	158,434	28%	23%	↓ -40%
<b>Uganda</b>	<b>10,400</b>	<b>100,982</b>	<b>532,488</b>	<b>554,114</b>	<b>2%</b>	<b>18%</b>	<b>↑ 90%</b>
PD	-	44,163	193,662	220,239	0%	20%	↑ 100%
DUST1	6,000	23,280	103,531	102,019	6%	23%	↑ 74%
PF1	-	18,123	149,243	144,988	0%	12%	↑ 100%
BP1	4,400	15,416	86,052	86,868	5%	18%	↑ 71%
<b>Rwanda</b>	<b>54,016</b>	<b>131,588</b>	<b>442,572</b>	<b>480,136</b>	<b>12%</b>	<b>27%</b>	<b>↑ 59%</b>
PD	-	26,664	98,172	112,528	0%	24%	↑ 100%
DUST1	-	19,016	19,128	47,664	0%	40%	↑ 100%
PF1	19,504	36,112	188,436	189,108	10%	19%	↑ 46%
BP1	34,512	49,796	136,836	130,836	25%	38%	↑ 31%
<b>Burundi</b>	<b>115,494</b>	<b>184,525</b>	<b>121,434</b>	<b>227,259</b>	<b>95%</b>	<b>81%</b>	<b>↑ 37%</b>
PD	2,868	25,136	5,656	25,136	51%	100%	↑ 89%
DUST1	9,492	42,991	12,644	42,991	75%	100%	↑ 78%
PF1	49,960	71,436	49,960	78,840	100%	91%	↑ 30%
BP1	53,174	44,962	53,174	80,292	100%	56%	↓ -18%
<b>Tanzania</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
PD	-	-	-	-	-	-	-
DUST1	-	-	-	-	-	-	-
PF1	-	-	-	-	-	-	-
BP1	-	-	-	-	-	-	-
<b>Malawi</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
PD	-	-	-	-	-	-	-
DUST1	-	-	-	-	-	-	-
PF1	-	-	-	-	-	-	-
BP1	-	-	-	-	-	-	-
<b>Total Weight (Kgs)</b>	<b>846,462</b>	<b>1,207,080</b>	<b>6,945,675</b>	<b>6,516,231</b>	<b>12%</b>	<b>19%</b>	<b>↑ 30%</b>

## SECONDARY AUCTION

### TOTAL OFFERS

Net Weight	Sale 38	Sale 39	Variance
Total Offers	583,125	641,713	↑ 9%

Country	Sale 38	Sale 39	Variance
Kenya	262,862	284,602	↑ 8%
Uganda	285,785	327,447	↑ 13%
Rwanda	23,582	28,880	↑ 18%
Burundi	10,896	784	↓ -1290%
Tanzania	-	-	
Malawi	-	-	
Total Weight (Kgs)	583,125	641,713	↑ 9%

### SALE STATUS

Status	Sale 38	Sale 39	Variance
Outlots	20,080	32,880	↑ 39%
Sold	563,045	608,833	↑ 8%
Withdrawn	-	-	
Total Weight (Kgs)	583,125	641,713	↑ 9%

### AVERAGE PRICE PER COUNTRY

Net Weight	Sale 38	Sale 39	Variance
Traded	563,045	608,833	↑ 8%

	Weight (Kgs)			Average Price (\$)		
Country	Sale 38	Sale 39	Variance	Sale 38	Sale 39	Variance
Kenya	246,542	268,806	↑ 8%	1.28	1.30	↑ 0.02
Uganda	283,381	310,363	↑ 9%	0.95	0.94	↓ - 0.01
Rwanda	22,226	28,880	↑ 23%	2.34	2.21	↓ - 0.13
Burundi	10,896	784	↓ -1290%	1.33	1.30	↓ - 0.03
Tanzania	-	-				
Malawi	-	-				
Total Sold	563,045	608,833	↑ 8%	1.15	1.15	↑ 0.00

## BUYER ACTIVITY-SECONDARY

	Sale <span>↕</span>		
Buyer Purchases <span>↕</span>	Sale 38	Sale 39	Variance
GTC	111,670	196,352	↑ 84,682
SLC	99,314	66,415	↓ - 32,899
MJC	25,698	49,494	↑ 23,796
GLT	28,504	30,384	↑ 1,880
CTC	42,582	15,244	↓ - 27,338
LTC	25,876	19,764	↓ - 6,112
AKE	16,740	28,440	↑ 11,700
MIL	14,740	21,358	↑ 6,618
SSO	17,864	13,330	↓ - 4,534
EKL	7,120	23,000	↑ 15,880
AES	9,684	15,864	↑ 6,180
LAB	10,420	14,460	↑ 4,040
MCL	7,704	15,270	↑ 7,566
BGT	7,976	13,532	↑ 5,556
VKL	12,088	7,028	↓ - 5,060
ATL	13,044	5,896	↓ - 7,148
FTP	17,636		↓ - 17,636
MAY		15,060	↑ 15,060
TAL	5,400	9,412	↑ 4,012
ATS	13,060	1,200	↓ - 11,860
SON	13,401		↓ - 13,401
IMT	10,174	2,600	↓ - 7,574
RTK	8,300	2,996	↓ - 5,304
AFT	6,660	4,540	↓ - 2,120
JCL		10,300	↑ 10,300
TCC	8,564	1,000	↓ - 7,564
SIC	3,640	4,960	↑ 1,320
TTS	4,500	3,500	↓ - 1,000
JFL	3,094	4,500	↑ 1,406
NTL	4,500		↓ - 4,500
LUT	3,600	900	↓ - 2,700
MAL		4,498	↑ 4,498
TAT	2,800		↓ - 2,800
KIR	2,700		↓ - 2,700
WTE		2,540	↑ 2,540
AML	1,096	1,400	↑ 304
CTR		2,000	↑ 2,000
AEL		1,596	↑ 1,596
SKB	1,236		↓ - 1,236
MTT	960		↓ - 960
GCF	700		↓ - 700
<b>Grand Total</b>	<b>563,045</b>	<b>608,833</b>	<b>↑ 45,788</b>