



*Realizing the Tea Promise*

## **KENYA TEA INDUSTRY PERFORMANCE HIGHLIGHTS FOR OCTOBER 2025**

### **PRODUCTION**

Tea production for the month of October 2025 stood at 49.70 Million Kgs, which was more or less at par compared to 50.06 Million Kgs recorded during the same period of 2024. However, this was a slight recovery from the declining production trend that was recorded between the months of June and September 2025. The recovery follows increased precipitation received during the month of October following the onset of the "short rains" season. The onset of the rains in the highlands West of the Rift Valley and the Central Rift Valley was mostly realized at the beginning of October and continued throughout the month. However, in the Highlands East of the Rift Valley and the Southern Rift Valley, the onset was realized during the fourth week of the month.

During the month, tea growing areas in some parts of the West of the Rift received moderate rainfall ranging from an average of 28.4 mm to 72.1 mm daily for Kericho and 28.3 mm to 65.4 mm in Nandi. However, the other parts of the West of the Rift (Bomet and Kisii/Nyamira) and East of the Rift recorded generally low precipitation averaging between 3mm to 22mm daily. Consequent to fairly good and well distributed precipitation within the tea growing areas in West of the Rift, output recorded for the month was marginally higher by 1.23% (0.395 Million Kgs) from 32.113 Million Kgs during the corresponding period of 2024 to 32.508 Million Kgs. However, tea output within East of the Rift was lower by 4.21% (0.755 Million Kgs) from 17.947 Million Kgs recorded in October 2024 to 17.192 Million Kgs, owing to lower rainfall recorded in the region.

Across the tea producers, smallholder tea factories under the Management of KTDA was the most affected by low production due to more coverage in tea growing areas that received minimal rainfall (East of the Rift and parts of West of the Rift (Bomet and Kisii/Nyamira)). The smallholder tea factories recorded a production decline of 4.14% (1.076 Million Kgs) from 25.994 Million Kgs during the corresponding month of 2024 to 24.917 Million Kgs. Similarly, the state-owned Nyayo Tea Zones, whose area under tea bushes acts as a buffer along gazetted forests in the West and East of Rift, respectively also recorded a significant decline in production by 17.95% from 468,860 Kgs to 384,702 Kgs. The independent/private tea factories also recorded a lower output by 0.31% from 12.706 Million Kgs to 12.666





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Million Kgs. However, within the Estates factories, there was a significant increase in production by 7.72% from 10.890 Million Kgs to 11.732 Million Kgs.

During the month of October, specialty teas output amounted to 1.479 Million Kgs, which represented 2.98% of the total production. Specialty teas were dominated by Orthodox teas at 99% and was largely produced by Plantation and Independents tea factories. The rest of specialty teas consisted of small quantities of Green and Purple tea types mostly produced by the cottage factories.

Owing to the effects of hot and dry weather as well as lower rainfall conditions and cool temperatures experienced between the month of February and August, cumulative production for the ten-months period of 2025 was lower by 8.85% (43.849 Million Kgs) from 495.23 Million Kgs recorded in the corresponding period of 2024 to 451.38 Million Kgs. Going by the trend for the first ten months of the year 2025 and taking into consideration of depressed rainfall conditions experienced in the last quarter of the year occasioned by *La Niña* weather conditions, production for the whole year is projected to be lower at approximately 553 Million Kgs compared to 598 Million Kgs recorded in 2024 and 570 Million Kgs in 2023, respectively. The weather forecast according to the Kenya Meteorology Department, indicate that *La Niña* weather conditions are likely to persist throughout to February 2026.

## 1: Production by Sub-Sector and Region (2025 vis-à-vis 2024)

| Sector/Producer   | Block        | Oct-25     | Oct-24     | Variance +/- | Var.(%) | Jan-Oct. 2025 | Jan-Oct. 2024 | Variance +/- | Var.(%) |
|-------------------|--------------|------------|------------|--------------|---------|---------------|---------------|--------------|---------|
| Estates           | West of Rift | 11,263,378 | 10,486,064 | 777,314      | 7.41%   | 106,436,930   | 115,286,650   | - 8,849,721  | -7.68%  |
|                   | East of Rift | 468,715    | 404,861    | 63,854       | 15.77%  | 3,223,767     | 3,187,092     | 36,675       | 1.15%   |
|                   | Total        | 11,732,093 | 10,890,925 | 841,168      | 7.72%   | 109,660,697   | 118,473,742   | - 8,813,045  | -7.44%  |
|                   |              |            |            |              |         |               |               |              |         |
| Smallholders-KTDA | West of Rift | 9,237,657  | 10,118,348 | - 880,691    | -8.70%  | 97,712,701    | 121,614,476   | - 23,901,775 | -19.65% |
|                   | East of Rift | 15,679,693 | 15,875,988 | - 196,295    | -1.24%  | 127,762,234   | 138,994,391   | - 11,232,157 | -8.08%  |
|                   | Total        | 24,917,350 | 25,994,337 | - 1,076,986  | -4.14%  | 225,474,935   | 260,608,866   | - 35,133,932 | -13.48% |
|                   |              |            |            |              |         |               |               |              |         |
| Independents      | West of Rift | 11,712,591 | 11,176,202 | 536,388      | 4.80%   | 103,613,063   | 98,801,072    | 4,811,991    | 4.87%   |
|                   | East of Rift | 954,218    | 1,530,581  | - 576,363    | -37.66% | 9,332,388     | 13,176,848    | - 3,844,460  | -29.18% |
|                   | Total        | 12,666,809 | 12,706,783 | - 39,975     | -0.31%  | 112,945,451   | 111,977,920   | 967,531      | 0.86%   |
|                   |              |            |            |              |         |               |               |              |         |
| Nyayo T. Zones    | West of Rift | 294,989    | 332,527    | - 37,538     | -11.29% | 2415952.4     | 2,874,956     | - 459,004    | -15.97% |



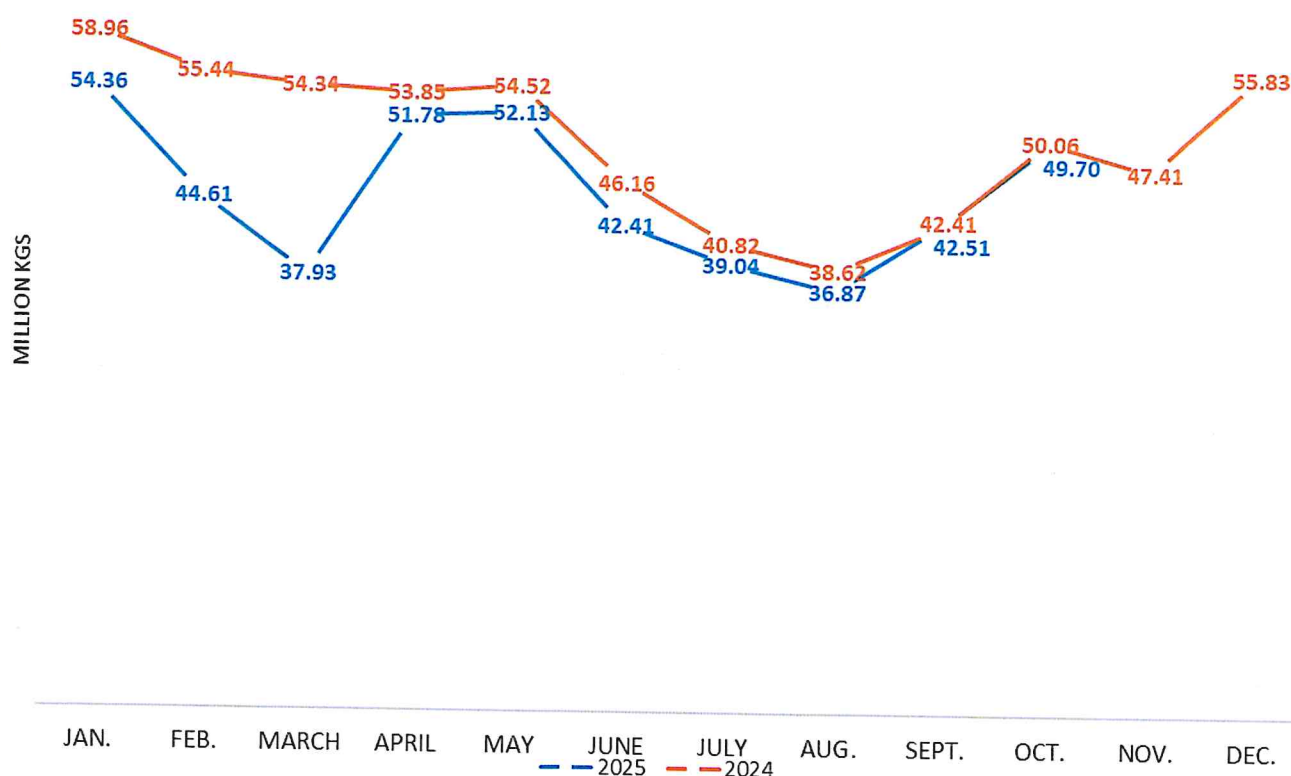
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|  |              |            |            |           |         |             |             |              |         |
|--|--------------|------------|------------|-----------|---------|-------------|-------------|--------------|---------|
|  | East of Rift | 89,713     | 136,333    | - 46,620  | -34.20% | 887,034     | 1,297,970   | - 410,936    | -31.66% |
|  | Total        | 384,702    | 468,860    | - 84,158  | -17.95% | 3,302,986   | 4,172,926   | - 869,940    | -20.85% |
| Estates, Smallholder, Independents & Nyayo Tea Zones | West of Rift | 32,508,615 | 32,113,142 | 395,473   | 1.23%   | 310,178,646 | 338,577,154 | - 28,398,508 | -8.39%  |
|  | East of Rift | 17,192,339 | 17,947,763 | - 755,424 | -4.21%  | 141,205,423 | 156,656,301 | - 15,450,877 | -9.86%  |
|  | Grand Total  | 49,700,954 | 50,060,905 | - 359,951 | -0.72%  | 451,384,069 | 495,233,455 | - 43,849,386 | -8.85%  |

**TEA PRODUCTION TREND (2025 VIS.-A-VIS. 2024)**



### TEA SALES

#### AUCTION

During the month of October, auction sales volume for Kenya tea stood at 22.26 Million Kgs, which was lower compared to 26.83 Million Kgs sold in the preceding month of September and 32.58 Million kgs recorded during the corresponding month of 2024. However, there was generally good demand at a higher absorption of 80% of teas on offer at the auction compared to 68% for the same period of 2024 and 78% recorded in September.



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Consequently, the weighted average monthly auction price for Kenya tea was slightly higher at 2.24 USD per Kg against 2.07 USD for the same period of 2024 and 2.09 USD recorded in the month of September. Notably, prices of tea followed the quality and prevailing market conditions, with “Best” category of CTC “Leaf” and “Dust” grades (brighter liquors and infusions and well sorted and blackish appearance) fetching higher prices compared to “medium” and “plainer” categories. Similarly, secondary grades and reprint offers also fetched lower prices. During the month of October 2025, tea offered for sale by the smallholder tea factories whose quality is higher compared to other producers, fetched a relatively higher weighted average price of 2.59 USD per Kg. However, this was lower compared to 2.83 USD realized during the month of October 2024.

During the month, participation in the auction by buyers of various markets was varied. Some of the key markets had strong and active participation while the others were either less active or selective. However, the buyers for Sudan market did not participate in the auction due to market access challenges occasioned by the ongoing internal conflict in the country. In this regard, some of the grades that are mainly exported to Sudan market particularly the BP1 Grade had less absorption. Lower buying participation by some of the key markets and higher quantities of carry-over stocks along the value chain occasioned by increased production in the last two years coupled with the effect of global economic shock experienced in most markets have continued to impact negatively on auction prices especially for CTC teas. Other emerging challenges affecting auction sales include delay in shipments to Europe and North Africa owing to attack of vessels along the Red Sea route by Yemen rebels. However, with increasing reduction of stocks coupled with higher demand during the winter season in most of the markets, auction prices are expected to gradually increase.

Since the inauguration of an auction for Specialty and Orthodox teas in the month of September, there was fairly good demand and traction for Orthodox teas on offer. Kenya Orthodox teas sold at an average price of between USD 3.23 and 3.41, which was better especially for the producers in the West of Rift compared to prices they fetch on CTC teas. During the auction, Grade FBOPFSP attracted the highest average price at USD 3.99 Per Kg while OP1 sold at an average of USD 3.87. Grade PEKOE1 sold at an average of USD 3.32 while PEKOE and BOP1 sold at an average of USD 3.32, respectively. Notably, Grade FBOPF, OPA and OP1 represented the highest volume of unsold Orthodox teas especially by smallholder tea producers in the East of Rift on account of lower bid against valuation price.





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The Specialty and Orthodox auction, which is being held twice in a month, is expected to boost price realization mechanism for Specialty and Orthodox teas, which would otherwise be sold exclusively through the Direct Sales Overseas marketing channel using private treaties and without being subjected to a competitive bidding process. The auction will also act as an incentive to boost the production of Specialty and Orthodox teas, which is currently low at about 3% of the national production.

**Table 2: Auction Sales (2025 vis-à-vis 2024)**

|                   | 2025     |                   | 2024          |                   | 2023         |                |
|-------------------|----------|-------------------|---------------|-------------------|--------------|----------------|
|                   | Vol. Kgs | M. Value (USD/KG) | Vol. Kgs      | M. Value (USD/KG) | Vol. M. Kgs  | Value (USD/KG) |
| JAN.              | 33.76    | 2.26              | 42.48         | 2.19              | 32.70        | 2.33           |
| FEB.              | 35.89    | 2.25              | 39.11         | 2.23              | 39.14        | 2.31           |
| MARCH             | 34.27    | 2.22              | 42.35         | 2.15              | 35.42        | 2.39           |
| APRIL             | 33.91    | 2.09              | 43.60         | 2.29              | 26.93        | 2.39           |
| MAY               | 33.44    | 1.91              | 31.05         | 2.18              | 36.75        | 2.19           |
| JUNE              | 32.34    | 2.01              | 28.47         | 2.14              | 52.94        | 2.09           |
| JULY              | 25.41    | 2.05              | 34.14         | 2.21              | 26.77        | 2.06           |
| AUGUST            | 22.86    | 2.14              | 25.11         | 2.20              | 61.16        | 2.25           |
| SEPT.             | 26.83    | 2.09              | 22.60         | 2.25              | 42.97        | 2.25           |
| OCT.              | 22.26    | 2.24              | 32.58         | 2.07              | 58.28        | 2.16           |
| NOV.              |          |                   | 31.08         | 2.22              | 48.69        | 2.17           |
| DEC.              |          |                   | 23.72         | 2.19              | 26.95        | 2.19           |
| <b>TOTAL/AVG.</b> |          |                   | <b>396.29</b> | <b>2.19</b>       | <b>488.7</b> | <b>2.23</b>    |

**Table 3: Orthodox Sales (2025 vis-à-vis 2024)**

| Auction No. | Month     | Price (USD/KG) | To-Date AVG. |
|-------------|-----------|----------------|--------------|
| Sale 38     | September | 3.41           | 3.41         |
| Sale 40     | October   | 3.23           | 3.30         |
| Sale 42     | October   | 3.23           | 3.30         |

## EXPORTS

The total export volume for the month of October 2025 was higher by 22.12% (9.649 Million Kgs) from 43.63 Million Kgs recorded in the same period of 2024 to 53.28 Million Kgs. The exports were also higher compared to 48.81 Million Kgs recorded during the preceding month of September.



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However, Kenya tea was shipped to fifty-nine (59) export destinations compared to sixty-one (61) for the corresponding period of 2024. Amongst these markets, Pakistan maintained the leading export destination for Kenya tea having imported 21.30 Million Kgs, accounting for 40% of the total export volume. Other key export destinations for Kenya tea were Egypt (9.22 Million Kgs, 17.3%); UK (3.81 Million Kgs, 7.2%); UAE (3.13 Million Kgs, 5.9%); Russia (2.52 Million Kgs, 4.7%); Kazakhstan (1.69 Million Kgs, 3.2%); India (1.34 Million Kgs, 2.5%); Oman (1.30 Million Kgs, 2.5%); Iran (1.01 Million Kgs, 1.9%); and Poland (0.942 Million Kgs, 1.8%). The top ten export destinations, majority of which are traditional markets for Kenya tea accounted for 86.9% of Kenya tea export volume. Apart from Russia, India and Poland, the other key markets recorded increased imports for Kenya tea compared to the same period of 2024 with Pakistan and Egypt having significant increase. There was also significant increase in exports to Uzbekistan; Jordan; Nigeria; and Japan as well as shipments to seasonal markets such as Georgia; New Zealand; France; Estonia; Guinea; and Chile.

During the month of October, value added tea exports amounted to 1.46 Million Kgs, which represented 3% of the total exported volume. The exports in value-added form were shipped to Twenty-six (26) market destinations which included United Kingdom; Somalia; Yemen; Ireland; United States; Burkina Faso; India; Cote D'Ivoire; Ghana; France; Guinea; Mali; Malaysia; Senegal; Egypt; South Sudan; Japan; Brazil; Gambia; Indonesia; Saudi Arabia; Australia; Mauritius; Swaziland; Poland; and Germany. Out of the total exports for value-added tea, United Kingdom accounted for the highest volume at 31% followed by Somalia and Yemen at 21% and 12%, respectively.

## **LOCAL TEA SALES**

Local tea sales for October was slightly lower at 2.99 Million Kgs against 3.34 Million Kgs for the same period of 2024 and 2023, respectively. Similarly, cumulative tea sales for the ten-month period of 2025 was lower at 29.94 Million Kgs against 30.57 Million Kgs for the corresponding period of 2024 and 30.53 Million Kgs for the same period of 2023. Though local tea sales have been on a declining trend, consumption of tea is expected to increase into the future due to enhanced affordability to the consumers following the removal of VAT on all Kenya tea supplied into the local market and zero rating of packaging materials through the Finance Act, 2025. In addition, high exercise tax on imported teas imposed

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through the Finance Act will also reduce on importation of teas and incidences of dumping of cheap teas on transit into the local market.

**Table 4: Local Sales Trend**

|              | 2025 (Million KGS) | 2024 (Million KGS) | 2023 (Million KGS) |
|--------------|--------------------|--------------------|--------------------|
| January      | 2.88               | 3.30               | 3.02               |
| February     | 2.64               | 2.83               | 2.92               |
| March        | 3.00               | 2.94               | 2.97               |
| April        | 3.05               | 3.22               | 2.56               |
| May          | 3.20               | 3.32               | 3.08               |
| June         | 3.21               | 2.86               | 2.85               |
| July         | 2.88               | 2.74               | 3.09               |
| August       | 2.96               | 3.28               | 3.71               |
| September    | 3.13               | 2.74               | 2.99               |
| October      | 2.99               | 3.34               | 3.34               |
| November     |                    | 3.26               | 3.31               |
| December     |                    | 3.77               | 3.46               |
| <b>TOTAL</b> |                    | <b>37.6</b>        | <b>37.3</b>        |

**Willy K. Mutai**

29<sup>th</sup> December 2025





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**Table 5: Kenya Tea Exports by Destination (October 2025 vis-à-vis October 2024)**

| DESTINATION   | 2025- QUANTITY KGS | 2024- QUANTITY KGS | QUANTITY VARIANCE KGS | %AGE VARIANCE |
|---------------|--------------------|--------------------|-----------------------|---------------|
| PAKISTAN      | 21,306,625         | 13,100,471         | 8,206,154             | 62.64%        |
| EGYPT         | 9,226,287          | 6,229,825          | 2,996,462             | 48.10%        |
| UK            | 3,816,899          | 3,809,891          | 7,008                 | 0.18%         |
| UAE           | 3,136,305          | 2,877,376          | 258,929               | 9.00%         |
| RUSSIA        | 2,523,764          | 2,779,831          | (256,067)             | -9.21%        |
| KAZAKHSTAN    | 1,697,401          | 525,628            | 1,171,773             | 222.93%       |
| INDIA         | 1,347,106          | 2,375,827          | (1,028,721)           | -43.30%       |
| OMAN          | 1,306,336          | 556,844            | 749,492               | 134.60%       |
| IRAN          | 1,018,694          | 487,692            | 531,002               | 108.88%       |
| POLAND        | 942,230            | 1,233,885          | (291,655)             | -23.64%       |
| CHINA         | 728,947            | 1,098,668          | (369,721)             | -33.65%       |
| UZBEKISTAN    | 663,134            | 34,108             | 629,026               | 1844.22%      |
| SUDAN         | 463,107            | 1,609,319          | (1,146,212)           | -71.22%       |
| SOMALIA       | 436,254            | 610,823            | (174,569)             | -28.58%       |
| JORDAN        | 433,250            | 285,496            | 147,754               | 51.75%        |
| NIGERIA       | 393,940            | 262,621            | 131,319               | 50.00%        |
| MALAYSIA      | 346,781            | 314,580            | 32,201                | 10.24%        |
| SAUDI ARABIA  | 340,042            | 698,547            | (358,505)             | -51.32%       |
| JAPAN         | 291,100            | 181,739            | 109,361               | 60.17%        |
| SWITZERLAND   | 240,276            | 214,295            | 25,981                | 12.12%        |
| CHAD          | 231,632            | 157,434            | 74,198                | 47.13%        |
| SRI LANKA     | 205,801            | 442,596            | (236,795)             | -53.50%       |
| YEMEN         | 187,711            | 549,717            | (362,006)             | -65.85%       |
| GERMANY       | 178,480            | 211,388            | (32,908)              | -15.57%       |
| UKRAINE       | 171,288            | 348,415            | (177,127)             | -50.84%       |
| IRELAND       | 167,928            | 377,507            | (209,579)             | -55.52%       |
| TURKEY        | 133,556            | 84,200             | 49,356                | 58.62%        |
| AUSTRALIA     | 114,440            | 91,712             | 22,728                | 24.78%        |
| QATAR         | 113,520            | 242,600            | (129,080)             | -53.21%       |
| GHANA         | 113,268            | 35,195             | 78,073                | 221.83%       |
| USA           | 111,138            | 122,873            | (11,735)              | -9.55%        |
| COTE D'IVOIRE | 108,663            | 43,982             | 64,681                | 147.06%       |





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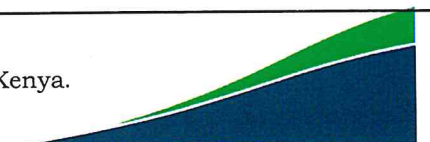
|              |         |         |           |          |
|--------------|---------|---------|-----------|----------|
| SOUTH AFRICA | 105,407 | 93,090  | 12,317    | 13.23%   |
| IRAQ         | 93,540  | 80,625  | 12,915    | 16.02%   |
| AFGHANISTAN  | 80,720  | 510,835 | (430,115) | -84.20%  |
| DJIBOUTI     | 52,500  | 31,500  | 21,000    | 66.67%   |
| CANADA       | 48,800  | 72,670  | (23,870)  | -32.85%  |
| MOROCCO      | 48,000  | 24,000  | 24,000    | 100.00%  |
| TAIWAN       | 45,300  | 22,600  | 22,700    | 100.44%  |
| TANZANIA     | 37,320  | 1,020   | 36,300    | 3558.82% |
| BURKINA FASO | 34,147  | 74,863  | (40,716)  | -54.39%  |
| ISRAEL       | 33,600  | 33,716  | (116)     | -0.34%   |
| SINGAPORE    | 33,330  | 66,000  | (32,670)  | -49.50%  |
| GEORGIA      | 30,240  |         | 30,240    |          |
| NEW ZEALAND  | 25,880  |         | 25,880    |          |
| NETHERLANDS  | 21,000  | 52,960  | (31,960)  | -60.35%  |
| FRANCE       | 20,736  |         | 20,736    |          |
| SENEGAL      | 17,073  | 10,348  | 6,725     | 64.99%   |
| ESTONIA      | 13,196  |         | 13,196    |          |
| GUINEA       | 11,376  |         | 11,376    |          |
| CHILE        | 11,214  |         | 11,214    |          |
| GABON        | 5,691   |         | 5,691     |          |
| MALI         | 5,691   | 23,222  | (17,531)  | -75.49%  |
| SOUTH SUDAN  | 3,600   | 5,640   | (2,040)   | -36.17%  |
| INDONESIA    | 2,600   | 28,600  | (26,000)  | -90.91%  |
| MALAWI       | 1,950   |         | 1,950     |          |
| VIET NAM     | 672     |         | 672       |          |
| SWAZILAND    | 389     |         | 389       |          |
| BOTSWANA     | 151     |         | 151       |          |
| ARGENTINA    |         | 10,000  | (10,000)  | -100.00% |
| AUSTRIA      |         | 48,960  | (48,960)  | -100.00% |
| AZERBAIJAN   |         | 19,000  | (19,000)  | -100.00% |
| BAHRAIN      |         | 7,680   | (7,680)   | -100.00% |
| BANGLADESH   |         | 52,204  | (52,204)  | -100.00% |
| CONGO DRC    |         | 23,000  | (23,000)  | -100.00% |
| ERITREA      |         | 209,335 | (209,335) | -100.00% |



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|            |            |            |           |          |
|------------|------------|------------|-----------|----------|
| GAMBIA     |            | 5,174      | (5,174)   | -100.00% |
| HONG KONG  |            | 18,630     | (18,630)  | -100.00% |
| ITALY      |            | 4,600      | (4,600)   | -100.00% |
| KYRGYZSTAN |            | 62,468     | (62,468)  | -100.00% |
| MEXICO     |            | 18,000     | (18,000)  | -100.00% |
| ZAMBIA     |            | 24,840     | (24,840)  | -100.00% |
| TOTAL      | 53,280,026 | 43,630,665 | 9,649,361 | 22.12%   |







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**Table 6: Kenya Tea Exports by Destination (Jan- Oct. 2025 vis-à-vis Jan- Oct. 2024)**

| DESTINATION  | 2025 QUANTITY | 2024 QUANTITY | QUANTITY     | %AGE     |
|--------------|---------------|---------------|--------------|----------|
|              | KGS           | KGS           | DIFF.        | VARIANCE |
| PAKISTAN     | 177,766,263   | 173,923,769   | 3,842,494    | 2.21%    |
| EGYPT        | 73,639,349    | 72,928,321    | 711,028      | 0.97%    |
| UK           | 36,831,300    | 49,232,577    | (12,401,277) | -25.19%  |
| UAE          | 24,741,106    | 25,611,637    | (870,531)    | -3.40%   |
| RUSSIA       | 21,995,937    | 23,669,697    | (1,673,760)  | -7.07%   |
| OMAN         | 15,026,048    | 3,823,507     | 11,202,541   | 292.99%  |
| INDIA        | 12,502,431    | 13,717,275    | (1,214,844)  | -8.86%   |
| KAZAKHSTAN   | 11,849,312    | 7,107,520     | 4,741,792    | 66.72%   |
| IRAN         | 10,337,654    | 11,509,883    | (1,172,229)  | -10.18%  |
| POLAND       | 9,256,668     | 9,248,505     | 8,163        | 0.09%    |
| CHINA        | 7,984,001     | 9,397,816     | (1,413,815)  | -15.04%  |
| SUDAN        | 7,930,997     | 8,630,608     | (699,611)    | -8.11%   |
| JORDAN       | 7,678,710     | 3,407,324     | 4,271,386    | 125.36%  |
| SAUDI ARABIA | 7,374,231     | 14,142,783    | (6,768,552)  | -47.86%  |
| SOMALIA      | 5,708,797     | 5,978,228     | (269,431)    | -4.51%   |
| IRELAND      | 4,616,851     | 5,476,049     | (859,198)    | -15.69%  |
| CHAD         | 4,323,423     | 6,526,412     | (2,202,989)  | -33.75%  |
| SRI LANKA    | 4,257,277     | 2,836,680     | 1,420,597    | 50.08%   |
| SWITZERLAND  | 4,194,858     | 4,615,749     | (420,891)    | -9.12%   |
| MALAYSIA     | 3,559,595     | 3,393,724     | 165,871      | 4.89%    |
| NIGERIA      | 3,448,835     | 3,577,649     | (128,814)    | -3.60%   |
| YEMEN        | 3,139,210     | 13,340,672    | (10,201,462) | -76.47%  |
| AFGHANISTAN  | 2,415,857     | 3,486,457     | (1,070,600)  | -30.71%  |
| UKRAINE      | 2,334,515     | 3,207,478     | (872,963)    | -27.22%  |
| GERMANY      | 2,007,305     | 1,893,732     | 113,573      | 6.00%    |
| JAPAN        | 1,875,151     | 2,489,725     | (614,574)    | -24.68%  |
| TURKEY       | 1,659,624     | 1,049,031     | 610,593      | 58.21%   |
| NETHERLANDS  | 1,535,206     | 1,964,527     | (429,321)    | -21.85%  |
| USA          | 1,439,948     | 2,618,579     | (1,178,631)  | -45.01%  |
| SOUTH AFRICA | 1,164,520     | 1,644,728     | (480,208)    | -29.20%  |
| UZBEKISTAN   | 1,145,544     | 528,859       | 616,685      | 116.61%  |



## TEA BOARD OF KENYA

*Realizing the Tea Promise*

|                          |           |           |           |           |
|--------------------------|-----------|-----------|-----------|-----------|
| QATAR                    | 1,034,844 | 1,129,922 | (95,078)  | -8.41%    |
| SOUTH SUDAN              | 908,148   | 885,063   | 23,085    | 2.61%     |
| AUSTRALIA                | 805,452   | 450,637   | 354,815   | 78.74%    |
| IRAQ                     | 705,399   | 334,344   | 371,055   | 110.98%   |
| NIGER                    | 534,718   | 46,566    | 488,152   | 1048.30%  |
| CANADA                   | 528,258   | 701,073   | (172,815) | -24.65%   |
| TAIWAN                   | 519,088   | 488,445   | 30,643    | 6.27%     |
| DJIBOUTI                 | 498,649   | 392,600   | 106,049   | 27.01%    |
| BURKINA FASO             | 425,358   | 376,265   | 49,093    | 13.05%    |
| GHANA                    | 409,569   | 255,459   | 154,110   | 60.33%    |
| COTE D'IVOIRE            | 393,013   | 276,830   | 116,183   | 41.97%    |
| HONG KONG                | 364,328   | 366,986   | (2,658)   | -0.72%    |
| AZERBAIJAN               | 283,452   | 92,174    | 191,278   | 207.52%   |
| MAURITIUS                | 282,372   | 383,500   | (101,128) | -26.37%   |
| ERITREA                  | 260,000   | 265,382   | (5,382)   | -2.03%    |
| SINGAPORE                | 236,624   | 287,636   | (51,012)  | -17.73%   |
| MAURITANIA               | 195,805   | 20,696    | 175,109   | 846.10%   |
| ISRAEL                   | 185,942   | 164,287   | 21,655    | 13.18%    |
| KYRGYZSTAN               | 174,811   | 337,125   | (162,314) | -48.15%   |
| FRANCE                   | 150,192   | 876       | 149,316   | 17045.21% |
| MALI                     | 146,666   | 112,914   | 33,752    | 29.89%    |
| GEORGIA                  | 146,640   | 94,050    | 52,590    | 55.92%    |
| CENTRAL AFRICAN REPUBLIC | 146,169   | 243,074   | (96,905)  | -39.87%   |
| VIET NAM                 | 126,398   | 232,257   | (105,859) | -45.58%   |
| AUSTRIA                  | 122,652   | 48,960    | 73,692    | 150.51%   |
| MOROCCO                  | 120,000   | 74,400    | 45,600    | 61.29%    |
| GUINEA                   | 113,730   | 54,636    | 59,094    | 108.16%   |
| NEW ZEALAND              | 104,280   | 76,120    | 28,160    | 36.99%    |
| INDONESIA                | 78,600    | 71,280    | 7,320     | 10.27%    |
| GABON                    | 72,790    | 5,174     | 67,616    | 1306.84%  |
| BANGLADESH               | 68,280    | 339,714   | (271,434) | -79.90%   |
| BAHRAIN                  | 57,356    | 33,496    | 23,860    | 71.23%    |
| SENEGAL                  | 53,944    | 31,044    | 22,900    | 73.77%    |
| TANZANIA                 | 53,710    | 51,682    | 2,028     | 3.92%     |





# TEA BOARD OF KENYA

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|                   |        |         |           |          |
|-------------------|--------|---------|-----------|----------|
| MYANMAR           | 52,000 | 52,264  | (264)     | -0.51%   |
| BRAZIL            | 48,645 | 32,064  | 16,581    | 51.71%   |
| TAJIKISTAN        | 43,918 | 19,040  | 24,878    | 130.66%  |
| SPAIN             | 37,950 | 78,865  | (40,915)  | -51.88%  |
| ANGOLA            | 34,314 | 25,380  | 8,934     | 35.20%   |
| BELARUS           | 27,720 |         | 27,720    |          |
| CONGO-BRAZZAVILLE | 27,472 |         | 27,472    |          |
| MEXICO            | 27,000 | 108,000 | (81,000)  | -75.00%  |
| CHILE             | 26,320 |         | 26,320    |          |
| ITALY             | 20,400 | 28,400  | (8,000)   | -28.17%  |
| PALESTINE         | 18,585 |         | 18,585    |          |
| GAMBIA            | 18,383 | 10,348  | 8,035     | 77.65%   |
| MALTA             | 14,120 | 27,018  | (12,898)  | -47.74%  |
| Estonia           | 13,196 |         | 13,196    |          |
| ARGENTINA         | 12,000 | 10,000  | 2,000     | 20.00%   |
| FINLAND           | 7,800  |         | 7,800     |          |
| CONGO DRC         | 7,276  | 52,598  | (45,322)  | -86.17%  |
| SIERRA LEONE      | 6,696  |         | 6,696     |          |
| UGANDA            | 5,869  | 5,159   | 710       | 13.76%   |
| CAMEROON          | 5,821  | 30,551  | (24,730)  | -80.95%  |
| KUWAIT            | 4,484  | 2,038   | 2,446     | 120.02%  |
| ICELAND           | 4,466  | 4,599   | (133)     | -2.89%   |
| MALAWI            | 3,892  | 2,360   | 1,532     | 64.92%   |
| SWAZILAND         | 2,334  | 2,722   | (388)     | -14.25%  |
| KOREA             | 1,000  |         | 1,000     |          |
| CZECH REPUBLIC    | 719    | 300     | 419       | 139.67%  |
| BELGIUM           | 576    | 600     | (24)      | -4.00%   |
| ZAMBIA            | 370    | 124,200 | (123,830) | -99.70%  |
| Botswana          | 151    |         | 151       |          |
| BAHAMAS           | 54     |         | 54        |          |
| ETHIOPIA          | 20     | 79,828  | (79,808)  | -99.97%  |
| ALBANIA           |        | 2,060   | (2,060)   | -100.00% |
| CYPRUS            |        | 10,286  | (10,286)  | -100.00% |
| EPZ               |        | 296,642 | (296,642) | -100.00% |

# TBK

## TEA BOARD OF KENYA

*Realizing the Tea Promise*

|                  |                    |                    |                     |               |
|------------------|--------------------|--------------------|---------------------|---------------|
| MOZAMBIQUE       |                    | 10,636             | (10,636)            | -100.00%      |
| NORWAY           |                    | 48                 | (48)                | -100.00%      |
| PAPUA NEW GUINEA |                    | 2,612              | (2,612)             | -100.00%      |
| PERU             |                    | 74,400             | (74,400)            | -100.00%      |
| ROMANIA          |                    | 25,280             | (25,280)            | -100.00%      |
| TOGO             |                    | 10,348             | (10,348)            | -100.00%      |
| ZIMBABWE         |                    | 40                 | (40)                | -100.00%      |
|                  |                    |                    |                     |               |
| <b>TOTAL</b>     | <b>484,521,311</b> | <b>500,832,854</b> | <b>(16,311,543)</b> | <b>-3.26%</b> |

