



# **AGRICULTURE AND FOOD AUTHORITY**

## **COFFEE DIRECTORATE**

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**REF: AFA/CD-STATISTICS**

**Date: 11<sup>th</sup> April, 2022**

**To all**

Coffee Buyers

Coffee Marketers

Coffee Millers

Coffee warehouseman

**RE: COFFEE DIRECTOTATE QUARTERLY REPORT**

The Coffee Directorate wishes to inform you of the release of the October 2021 to December 2021 and January 2022 to March 2022 Quarterly statistical reports.

The purpose of this letter is to share with you the above information including the attached report for your information and future planning.

Eng. Enosh O. Akuma

**DIRECTOR, COFFEE DIRECTORATE**

**C.c: Acting Director General –Agriculture and Food Authority**

**County Governments; CEC Agriculture/Trade**

**Nairobi Coffee Exchange**

**All CD field officers**



## COFFEE DIRECTORATE

# COFFEE PRODUCTION, MARKETING AND EXPORTS STATUS REPORT-MARCH 2022

Series: Quarter 1 & 2

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*Definitions and abbreviations used in the report*

Coffee year/Season-October to September

2020/21-October 2020-September 2021

2021/22-October 2021-September 2022

Q1-Quarter one (October to December)

Q2-Quarter two (January to March)

Q1+Q2-half year

MTs-Metric Tonnes

Kg-Kilograms

\$-United States Dollars (US dollars)

Lb.- pound

GBE-Green Bean Equivalent

%-Percent

ICO-International Coffee Organization

CIP-ICO Composite Indicator Price

Ksh-Kenya Shillings

NCE-Nairobi Coffee Exchange

*Conversion*

1 U.S. cent per lb. =0.0220462262 U.S. dollars per Kg

*Notes: Nairobi Coffee Exchange Auction (NCE) prices are quoted in US dollars per 50 Kg while CIP prices are quoted in US cents per lb.*

## Major highlights for the two quarters

- *Prolonged drought around Dec 2021 spilling over to Q2-2021/22 has affected flowering for main crop for West of Rift and early crop for East of Rift.*
- *As at half-year 2021/22 the top six millers have so far produced 32,096 MTs. 13,399.67 MTs of GBE coffee in Q1-2021/22 and 18,696.05 MTs in Q2-2021/22 respectively.*
- *The estimated total clean coffee production for 2021/22 is at 37,760 MTs, about 9% above the total production in 2020/21.*
- *Coffee sold through Auction in 2021/22 was 26,260 MTs valued at 163.9 million US dollars compared to 17,781 MTs in similar period in the previous year valued at \$101.1 million*
- *Auction average price per 50kg bag in 2021/22 was \$312 compared to \$284.55 in 2020/21.*
- *Coffee sold through direct sales for both Q1-2021/22 and Q2-2021/22 reached 8,917 MTs valued at \$67.5 million. The Direct sales average price per 50 kg bag was \$378.47*
- *The total marketed coffee for the (Q1+Q2)-2021/22 season is therefore 35,177 MTs valued at \$231.40 million for (Q1+Q2)-2021/22. The average price per bag for the two windows was \$328.85*
- *Republic of Korea destination presently in position two with 13% after Belgium's 19%. Republic of Korea has overtaken both the USA and Germany for the first time in terms of coffee exports.*
- *Export volumes in (Q1+Q2)-2021/22 have reached 279,099-60kg bags valued at \$119.8 million compared to 330,674-60 kg bags valued at \$110.7 million in previous period(Q1+Q2)-2020/21*
- *Green bean stock in the 14 licensed warehouses was 25,945 MTs. Only Jungle Macs EPZ ltd declared nil returns from October 2021 through March 2022*

## 1. Introduction

### 1.1. Global outlook

The provisional outlook for global coffee production in 2021/22 is about 167.2 million-60kg bags. This is a decrease of 2.1% as compared to 170.83 million-60 kg bags in 2020/21. It is projected that the global consumption will increase by 3.3%, to 170.3 million 60-kg bags in the present season as compared to 164.9 million-60 kg bags in the previous season (2020/21). This anticipated deficit may cause a sustained high price levels in the ensuing season.

World exports of green beans in the month of February 2022 totaled 9.88 million 60Kg bags, compared with 10.24 million bags in the similar period of the previous season. More specifically, in the period between October 2021 and February 2022, exports from South America shrunk by 14.5% to 24.99 million bags while Asia & Oceania increased by 25.0% to 3.96 million bags in February 2022, and by 21.6% to 18.67 million bags in the first six months of season 2021/22. Exports from Africa decreased significantly by 11.9% to 975,000 bags in February 2022 from 1.11 million bags in similar period in the previous coffee year. In February 2022 exports from Mexico & Central America dropped by 4.1% to 1.47 million as compared with 1.53 million bags in February 2021.

The ICO Composite Indicator Price for March 2022 averaged 194.78 US cents/lb., a fall of 7.6% in comparison with the February 2022, breaking a pattern of 17 consecutive months of increases. All coffee groups recorded a reduction over the previous month, with Brazilian Naturals presenting the highest reduction of 9.4%. The average of the 2<sup>nd</sup> and 3<sup>rd</sup> position of the New York futures market decreased by 9.4% from 245.38 US cents/lb. in Feb 2022 to 222.44 US cents/lb. in Mar 2022.

Prices of both Colombian milds and other milds which are comparable to Kenya's coffee decreased by 6.7% to 285.81 US cents/lb. from 306.33 US cents/lb. while other milds declined by 7.6% to 258 US cents/lb. from 279 US cents/lb. Generally, the main reason for the fall in prices is squarely attributed to shipping problems caused by massive traffic jams at important ports and smaller crop harvested during off-season in Brazil, which is one of the top world producer of coffee.

Colombian Milds also contributed towards the fall in the global exports of green beans, decreasing by 19.6% to 1.06 million bags from 1.32 million bags over Feb 2022 to Feb 2021, and by 12.7% to 5.41 million bags in Oct-Feb 2022/21 from 6.20 million bags in Oct-Feb 2020/21.

Table 1: Table Monthly CIP and NCE averages (US cents/lb.)

Month	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22
CIP (US cents/lb.)	181.57	195.17	203.06	204.29	210.89	194.78
NCE(US dollars/ 50kg)	302.44	346.10	349.23	335.83	320.86	249.67
NCE (US cents/lb.)	274.37	313.98	316.82	304.66	291.08	226.50

Note

1 U.S. cent per lb. = 0.0220462262 U.S. dollars per Kg

Comparing the period between Q1-2021/22 on one hand and Q2-2021/22 on the other hand, CIP remained on the rise except for March 2022 as can be seen in table 1 above. Kenya also posted the lowest price of \$249.67 per 50 kg bag equivalent to 226.50 US cents /lb. in the same month suggesting the influence of global prices on the NCE prices.

## **1.2.National production outlook**

The Q2-2021/22 period has experienced predominantly dry weather with high temperatures in most regions of the Country. The delayed rains in some areas could interrupt crop flowering, cause berry abortion and increase incidences of pests and diseases.

Delayed flowering will no doubt affect production, quality of beans and result in late picking. This will in the long-run affect the income for the farmer. Already there are indications that only a few growers have been paid.

The rising costs of fertilizer presently retailing at Ksh 6,000 coupled with farmers' inability to pay the 60% subsidized prices as a result of low purchasing power is an indication that many farmers will not apply the fertilizer at the right time and in the right quantities. This will likely impact negatively on the overall production and quality of beans. In some parts of the country such as Nyanza region, growers have received part payments for coffee delivered during the short season while those in the East of Rift have begun receiving payments for long season deliveries.

Coffee growing regions in Kenya are broadly categorized as East and West of Rift Valley. Coffee in the East of Rift is mainly grown in the Central Region, Mount Kenya, and Eastern regions, while in the West of Rift; coffee is grown in Rift Valley, Nyanza, and Western regions.

### **1.3.East of Rift**

The crop situation analysis in this section has been done as per the Coffee Directorate regional offices and not based on Agro Ecological Zones (AEZs).

#### **1.3.1. Kiambu and Muranga**

In January 2022, the crop situation was at various stages with 90% at berry expansion stage, picking for main was at 95% completion, and quite a good number of the factories had processed 90% and delivered parchment to the various mills.

There is an expected increase in production of up to 10% in comparison with the year 2020/21. Cherry intake for societies was at 21 million Kg for Murang'a, by the close of the month of March 2022. In February 2022, the crop was at various stages with 90% berry expansion-maturity stage, picking, processing and delivery for the main crop was 99 % complete.

In March 2022, the crop situation was at various stages with 90% berry expansion-maturity stage, picking for main crop was complete. The month of March 2022 also experienced hot and dry weather conditions with scattered rains towards the last week of the month. The situation caused water stress to the crop and build-up of insect pests in the lower region and as a result, this might affect the quality of the early crop. The scattered rains effect will be realized in April 2021 although also expected to bring some relief to the coffee crop by triggering flowering as well as ripening of the berries. The pests observed included: scales, stem borers, berry borers, and few cases of thrips. Leaf rust disease was also observed in some farms, growers were advised on how to control and reduce the build-up. Activities at farm level included: manure application, fertilizer application, foliar application, fungicides spraying for both preventive and control of CBD, leaf rust disease and insect pest control. A few farmers were also irrigating their coffee farms to mitigate against the scarcity of rainfall.

#### **Kiambu country has two cropping season namely Early and Late crop**

There has been a prolonged drought with few intermittent and spontaneous showers received in few places during the last three months. Under normal circumstances, the long rains facilitate coffee flowering in Kiambu. Throughout the second quarter of season

2020/21, the late crop was being dried and marketed. The dry weather conditions enabled the farmers to dry their parchments faster and deliver to the market and receive payments early and also enabled farmers to carry out other agronomic practices with ease like pruning and change of cycle, manure application, pest and disease management among others. The dry spell though affected moisture availability to the soil and stressed the trees heavy flowering was observed when the rains resumed.

The early crop situation in the five counties of Kiambu, Machakos, Makueni, Kajiado and Taita Taveta for the crop whose flowering was in October-November 2021 experienced the harsh weather which affected berry development and expansion resulting in light coffee and lower production volumes. The coffee trees experienced moisture stress and frequent flowering and abortions. In some instances, farmers reported incidences of leaf rust disease although the overall crop yield expected mainly from Kiambu Country in the current season is expected to surpass the 2020/21 production by over 50%.

#### **Crop Situation analysis in Kiambu**

- i. Flower bud initiation stage for late crop **2021/22**- 70%
- ii. Flowering stage - 60%
- iii. Pin head stage- 30%
- iv. Rapid Berry development stage- 10%
- v. Berry development stage - 5%
- vi. Maturity stage - Early crop- 85%
- vii. Ripening stage - Early crop- 10%
- viii. Cherry/picking/processing stage- Early crop- 5%

#### **1.3.2. Kirinyaga, Nyeri and Embu**

Kirinyaga and Embu counties have only received approximately four days of drizzling from Q2-2021/22 while the weather, especially in the lower regions of Nyeri was characterized with hot and dry condition with scattered rains, causing water stress to the crop. The weather was mainly characterized by rising temperatures, dry and dusty days with occasional winds. A few rain showers were received in Embu in late March 2022 for only one day. The dry spell has resumed causing panic among the farmers. Because of the prolonged dry spell, great stress has been observed on the coffee trees, wilting of trees especially in the lower areas in Kirinyaga, Nyeri and Embu counties. Outbreak of pests such as thrips and scales are likely to cause more stress to the trees due to sucking effects. Whereas flowering and Pinheads formation were reported within 4 days of precipitation in late March 2022, the succulent berries are likely to abort due to water stress.

In February 2022, the crop was at various stages with 90% berry expansion-maturity stage, picking, processing and delivery for the main crop was 99 % complete.

In March 2022, the crop situation was at various stages with 90% berry expansion-maturity stage, picking for main crop was complete and cherry intake for societies in Nyeri was at 30.5 million Kg. Most factories had processed and delivered their parchments and buni for secondary processing. Othaya FCS was still collecting and milling buni.

Milling of parchments at Central Kenya Coffee Mill (CKCM) was nearly 90% complete while buni milling was on going. The mill located in Karatina area had achieved 7,259 MTs of green



bean from a combined weight of 9,652 MTs of both parchment and buni coffee as at end of March 2022.

The region has also reported incidences of Leaf rust, yellowing and slowed growth. The region is also host to Embu Coffee mill.

### **1.3.3. Machakos and Makueni**

As is evident in the other regions, in the last three months, there has been a prolonged drought with few intermittent and spontaneous showers received in few places. Normally, the long rains constitute about 75% of the annual rainfall that facilitate coffee ripening and boosts wood maturity for the main seasons flowering for Machakos and Makueni counties. Less rainfall may have various implications on coffee farming as listed below:

#### **I. Loss of soil moisture.**

The extended dry and hot spell has led to soil moisture loss through evapotranspiration. This has deprived coffee trees of water and led to poor wood growth.

This will consequently lead to low production in the following season because the bearing woods will not be well developed. Low production will mean reduced incomes to coffee farmer.

#### **II. Poor Nutrient Uptake**

In dry conditions, coffee trees are not in a position to optimize nutrient uptake from the soil. There have been symptomatic deficiencies especially of the major coffee macronutrients (Nitrogen, Phosphorus and Potassium) which eventually limit coffee production

#### **III. Coffee Diseases.**

The prolonged dry spell increased the leaf rust incidences. Leaf rust is a fungal infection that lowers the coffee tree photosynthetic activity due to loss of leaves leading to poor or no flowering at all. It can render the coffee trees unproductive for two years leading to reduced income to the farmer.

#### **IV. Coffee Insect pests.**

There was increased infestation by insect pests (Thrips, mites leaf miners and berry borers)

#### **V. Un-even Ripening.**

Due to poor nutrient uptake in dry weather, coffee ripening became slow and uneven. Harvesting became difficult and complicated and in cases of sporadic ripening pickers shied away. It increases the picking costs

#### **VI. Flower abortion.**

Although the sporadic rains in March 2022 initiated flowering, there is risk of the flowers aborting and withering off if the dry spell persists. This is because the coffee trees require enough nutrients and moisture to open up the flowers and berries formation. In the absence of water and enough nutrients, flower dry-off lowering coffee production and income to the farmer.

#### **VII. Processing Water**

There is inadequate water for processing as the major water sources have dried out or with little flow. This may force farmers especially in Machakos and Makueni drying cherry into buni. Using less water during processing and inadequate washing and grading, coffee quality will be impacted negatively leading to low income to the farmer.

#### **1.3.4. Meru and Tharaka Nithi**

Meru and Tharaka Nithi counties usually receive long rains between October and December. Thus, the main flowering occurs in October/November. This means that the main crop is harvested between April and July of the following year. The weather has been largely hot and dry during the quarter (January and March). The dry spell has had the following effects on the crop:

- Moisture stress symptoms manifested by shedding and yellowing of leaves.
- In the drier areas like Ruiri in Buuri constituency of Meru County, some coffee plants have dried up completely.
- Insect pests infestations have worsened, e.g. scales, thrips, berry borers.
- Coffee Leaf Rust spread has been enhanced by the dry and windy conditions.
- In some areas in the lower zones, water levels in the rivers have gone down such that extraction is hampered thus delaying the start of coffee processing.
- Delayed rains which usually commences in March means new establishment is also delayed.
- The mature berries are getting shrivelled due to moisture stress. This results in nipping by the pulping machines. Prolonged drought affects the quality of the beans harvested.

However, heavy rains were reported in the fourth week of March. The rains had a positive impact on the current crop which was suffering from drought conditions. Recovery was noted in some farms Crops were at various stages from flower buds, blooms, pin head, berry expansion and ripening stages.

Very few societies and estates have received payments, majority of the growers still have their coffee in the milling and marketing systems and so members are yet to receive payments for the first crop in coffee year 2021/22. The three mills in the region (Tharaka Nithi, Meru county and NKPCU) have completed milling of the first crop.

#### **1.4. West of Rift**

##### **1.4.1. Central and South Rift (Nakuru, Baringo, Laikipia, Kericho and Bomet)**

In the month of January, the region experienced mixed weather conditions and only insignificant coffee picking activities especially in the upper side of Kunyak in Kericho County. In general, coffee farms in areas such as Solai-Nakuru, Ngarua, Laikipia and Baringo have experienced moisture stress. Few incidences of coffee plant withering and increased cases of pests and diseases have also been reported in Ngarua and Solai. The coffee trees in the West of Rift have been affected by stunted crop development, flowering abortion and generally compromising the size of coffee beans hence volumes of premium grades will go down.

It is projected that production from West of Rift region is likely to reduce by approximately 40% if the rains do not come soon. High mortality rates in the coffee nurseries especially in Solai traders coffee nursery (Nakuru) and Izrah coffee nursery (Kericho) have been reported.

Crops in the area have been characterized with lack of absorption of nutrients which is likely to result in multiple deficiencies of plant nutrients. After it rained a few days in the month of March 2022, flowering and pinheads were spotted in Kericho and Nakuru counties although the trees may abort if the rains are not consistent. The rains in March 2022 have led to flush growths and emergence of annual weeds. Farmers also were able to apply fertilizers and also plant new bushes.

Activities currently going on in the region include weed control, minor picking, pulping, drying and deliveries to millers.

#### **Crop Situation**

- The coffee crops in the farms were in different stages i.e. flowering, maturing and ripening.
- Rapid expansion and preparation for berry formation -20%.
- Berry development -10%
- Spiking and flowering-60%
- Other activities-10%

##### **1.4.2. North Rift (Nandi, Uasin Gishu, Elgeyo Marakwet, West Pokot and Trans Nzoia)**

Most crop is at pinhead while the region has experienced dry spell during the quarter. Pest management, weed management, disease management such as Coffee Berry Disease. Effects of malnutrition due to lack of water, minor disease prevalence reported. Risks of berry abortion due to drought. With the dry season, in case rain comes, there could be off season flowering. There is likelihood of drop in production if the dry weather persists.

##### **1.4.3. Western Region (Bungoma, Busia, Kakamega and Vihiga Counties)**

The region has experienced a prolonged drought starting from the month of December 2021, to date with only a few showers of rain experienced in the region towards the end of the month of March. During a normal season, the region usually experiences a dry spell in the months of January and February.

The dry spell and the light showers of rain experienced in the month of March triggered flowering in most parts of the region. However, with the drought persisting the flowers face the risk of being aborted.

The following are some of the effects of this drought on the coffee in the region.

- Delayed Flowering  
The main flowering in the region is usually in the month of March but because of the prolonged drought, flowering started at the beginning of April.
- Fruit and flower abortion  
In some parts of the region, the flowers are already feeling the water stress and if it continues longer than this then the flowers will be aborted.
- Die – back of branches  
In some parts of the region, die back of branches in mature coffee was observed due to the prolonged drought. This is likely to reduce the production this season.
- Drying-up of young coffee  
Young coffee which was newly planted in the region started drying up due to the devastating effects of the drought and also because their roots had not properly formed.
- Defoliation

In most parts of the region the leave dropped off the plants due to water stress in order for the trees to conserve water. In some of the farms the leaves were turning yellow.

- **Wilting**  
Some parts of the region are already showing signs of wilting especially the coffee that is growing on sandy soils. Irrigation may be required in order to save the plants because the day temperatures are very high.
- **Stunted Growth**  
Due to lack of water, new growth is minimal and slow formation of new leaves and secondary branches which are supposed to form flowers for the next season. This might lead to reduced production this season.
- **Drying of seedlings in the nurseries**  
Most nurseries in the region are unable to get adequate water for watering the seedlings. Because of lack of lack enough water, a considerable number of seedlings are drying up in the nurseries.
- **Delayed harvesting and pulping**  
Harvesting season in most parts of the region usually starts in the month of August but because of the drought harvesting and pulping is expected to start in October 2022. Consequently, deliveries and payments to farmers will also delay.
- **Currently, most parts of the region are dry, hot and windy. There are no signs of rain yet and the dry season might extend to the last week of April 2022.**

## 2. Milled coffee (October 2021 to March 2022)

Comparing milled coffee in Q1-2021/22 and Q2-2021/22 by top six millers namely Kofinaf, NKG, CKCM, Kahawa Bora, Sasini PLC and CMS Eldoret, there was an increase in milled coffee from 13,399.67 MTs in Q1-2021/22 to 18,696.05 MTs in Q2-2021/22. The six top millers handled 85% of the overall national production in season 2020/21. In the same period, there were a total of 21 active coffee mills in the country.

The number of millers is expected to increase in the current period as both Bungoma county coffee mill and Baringo county coffee mill begin operations. Baringo coffee mill has processed nearly 43 MTs of clean coffee which is not part of this report.

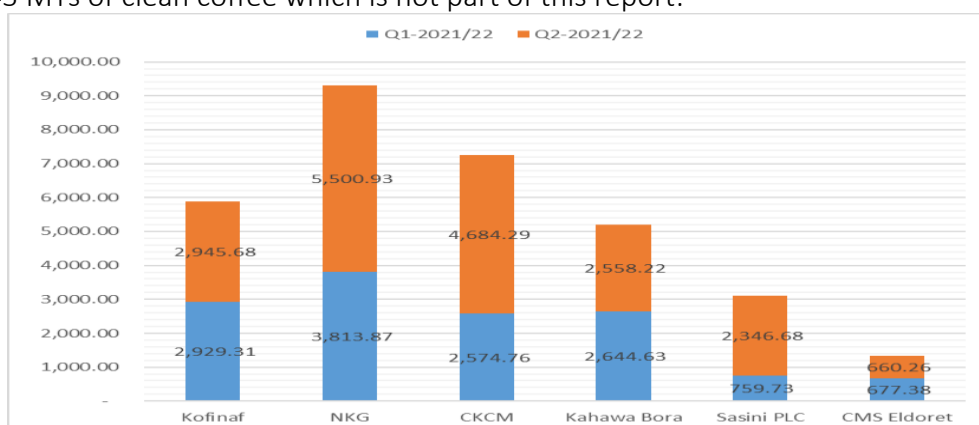


Figure 1: Clean coffee by miller (half-year 2021/22)

In the half-year season, 42% of the milled coffee (production) was realized between October 2021 and December 2021 while 58% of the production was between January 2022 and March 2022.

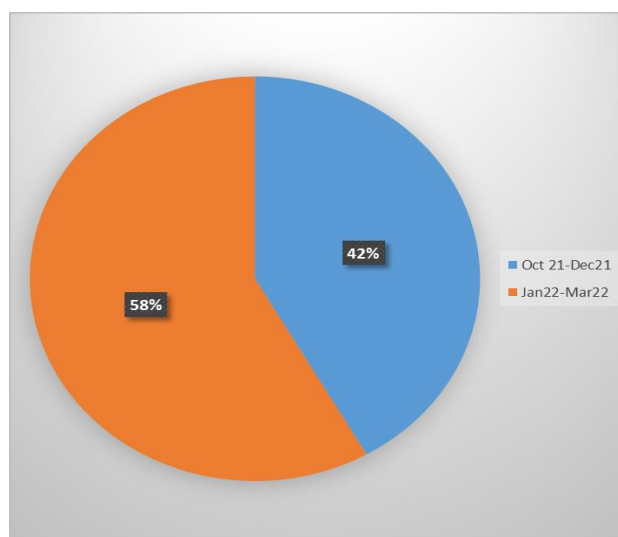


Figure 2: Proportion of milled coffee by Q1-2021/22 and Q2-2021/22

### 3. Coffee marketing

Coffee is marketed through both the auction and direct sale windows. Table 2 below shows the combined weight and value of coffee sold through the two windows by eleven (11) marketers in the half-year season 2021/22. The table also provides the minimum prices, maximum prices and average weighted price per 50 kg bag for the two markets combined. The top overall commercial marketing agent for both auction and direct sales was Tropical Farm Management Kenya (TFMK) followed very closely by Coffee Management Services (CMS) at 27%, as also depicted in table 2 below.

Table 2: Overall performance by marketers (Auction and Direct sales)

Marketer	Weight (Kg)	Value(\$)	Average price/50kg	%-share
Tropical Farm Management (K) Ltd.	9,544,537.00	65,414,443.05	342.68	27%
Coffee Management Services	9,388,589.00	63,203,610.84	336.60	27%
Sucastainability (K) Ltd	4,956,511.00	32,178,401.16	324.61	14%
Aristocrats Coffee & Tea	3,606,161.00	22,218,497.48	308.06	10%
Oaklands Coffee Marketing	3,572,752.00	23,189,077.80	324.53	10%
Sustainable Management Services	1,424,735.00	9,211,083.20	323.26	4%
Thika Coffee Marketing	896,236.00	5,239,430.88	292.30	3%
New KPCU Ltd	760,650.00	4,338,709.80	285.20	2%
Kenya Cooperative Coffee Exporters	447,751.10	2,941,805.95	328.51	1%
Classic Coffee Ltd	321,122.00	2,095,729.36	326.31	1%
Meru County Coffee Marketing	258,105.00	1,330,282.82	257.70	1%
<b>Total</b>	<b>35,177,149.10</b>	<b>231,361,072.34</b>	<b>328.85</b>	<b>100%</b>

#### 3.1.Auction

The leading marketing agency at the auction in terms of bags bought was CMS with 108,570 bags followed closely by TFMK with 99,768 bags.

Table 3: Auction performance by marketers

Marketer	Bags Bought	Weight(Kg)	Value(\$)	Average price/50kg
Coffee Management Services	108,570	6,514,144.00	39,869,093.02	306.02
Tropical Farm Management (K) Ltd.	99,768	5,986,039.00	40,198,544.48	335.77
Aristocrats Coffee & Tea	60,103	3,606,161.00	22,218,497.48	308.06
Sucastainability (K) Ltd	59,935	3,596,114.00	22,093,504.06	307.19
Oaklands Coffee Marketing	46,372	2,782,334.00	17,120,552.90	307.67
Sustainable Management Services	20,542	1,232,548.00	7,651,236.10	310.38

Thika Coffee Marketing	14,939	896,236.00	5,239,430.88	292.30
New KPCU Ltd	12,677	760,650.00	4,338,709.80	285.20
Kenya Cooperative Coffee Exporters	5,581	334,882.00	1,952,752.92	291.56
Classic Coffee Ltd	4,882	292,892.00	1,851,865.96	316.13
Meru County Coffee Marketing	4,302	258,105.00	1,330,282.82	257.70
<b>Total</b>	<b>437,671</b>	<b>26,260,105.00</b>	<b>163,864,470.42</b>	<b>312.00</b>

Table 4: Auction performance by Month (Q1+Q2)-2020/21 and (Q1+Q2)-2021/22

Month	No Bags	Weight (Kg)	Min(\$)	Max(\$)	Value(\$)	Avg Price(\$) /50kg bag
October 2020	21,507	1,328,523.00	24.00	438.00	6,440,804.08	242.40
November 2020	21,298	1,318,418.00	18.00	410.00	6,854,562.08	259.95
December 2020	27,053	1,666,577.00	17.00	410.00	9,958,709.34	298.78
<b>Q1-2020/21</b>	<b>69,858</b>	<b>4,313,518.00</b>	<b>17.00</b>	<b>438.00</b>	<b>23,254,075.50</b>	<b>269.55</b>
January 2021	62,291	3,824,338.00	35.00	443.00	24,255,974.02	317.13
February 2021	86,779	5,325,482.00	31.00	500.00	32,264,443.82	302.93
March 2021	70,093	4,317,754.00	42.00	405.00	21,419,194.16	248.04
<b>Q2-2020/21</b>	<b>219,163</b>	<b>13,467,574.00</b>	<b>31.00</b>	<b>500.00</b>	<b>77,939,612.00</b>	<b>289.36</b>
<b>Total (Q1+Q2)-2020/21</b>	<b>289,021</b>	<b>17,781,092.00</b>	<b>17.00</b>	<b>500.00</b>	<b>101,193,687.50</b>	<b>284.55</b>
October 2021	16,023	999,098.00	40.00	475.00	6,043,281.94	302.44
November 2021	57,306	3,538,499.00	50.00	499.00	24,493,121.30	346.10
December 2021	45,833	2,815,882.00	83.00	502.00	19,667,978.76	349.23
<b>Q1-2021/22</b>	<b>119,162</b>	<b>7,353,479.00</b>	<b>40.00</b>	<b>502.00</b>	<b>50,204,382.00</b>	<b>341.37</b>
January 2022	97,872	5,990,242.00	84.00	487.00	40,234,584.08	335.83
February 2022	102,273	6,270,865.00	51.00	500.00	40,241,622.52	320.86
March 2022	108,238	6,645,519.00	47.00	450.00	33,183,881.82	249.67
<b>Q2-2021/22</b>	<b>308,383</b>	<b>18,906,626.00</b>	<b>47.00</b>	<b>500.00</b>	<b>113,660,088.42</b>	<b>300.58</b>
<b>Total (Q1+Q2)-2021/22</b>	<b>427,545</b>	<b>26,260,105.00</b>	<b>40.00</b>	<b>502.00</b>	<b>163,864,470.42</b>	<b>312.00</b>

The number of bags traded at the NCE increased from 119,162 bags in Q1-2021/22 to 308,383 bags in Q2-2021/22. The minimum price per 50 Kg bag was \$ 40.00 in Q1-2021/22 compared to \$ 47 in Q2-2021/22 while maximum price in Q1-2021/22 was higher at \$ 502 compared to \$ 500 in Q2-2021/22. Value for the traded coffee was \$ 50.2 million in Q1-2021/22 compared to \$113.66 million in Q2-2021/22. However, the average price per 50 kg bag for Q1-2021/22 was significantly higher at \$ 341.37 compared to \$ 300.58 in Q2-2021/22.

Cumulatively, the number of bags traded in half-year 2021/22 was 427,545 compared to 289,021 in half-year 2020/21. The total value was \$ 163.9 million compared to \$ 101.1 million. The average price for all grades was \$312 compared to \$284.55 in similar period in the last season.

The auction volumes in Q2-2021/22 increased by 89,220 bags from 219,163 bags in Q2 - 2020/21 signifying a 41% increase. Comparing Q1-2021/22 and Q2-2021/22 there was an increase from 119,162 bags to 308,383 bags signifying nearly a threefold increase in volumes. Cumulative totals for Q1-2021/22 and Q2-2021/22 increased by (138,524) 47% compared to (Q1+Q2)-2020/21.

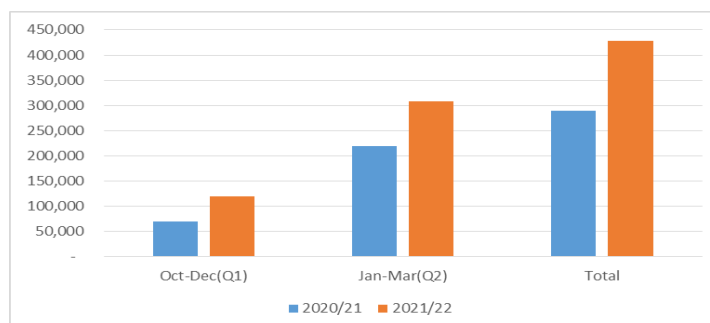


Figure 3: comparison between 2020/21 and 2021/22 volumes traded by Quarter

### 3.2. Direct sales coffee half-year 2021/22

The direct sales volume for period October 2021 to March 2022 was 8,917 MTs valued at \$67.5 million. The direct sales average price per 50 kg bag was \$378.47 based on gross proceeds. Summaries presented in Table 3 below are consolidated for (Q1+Q1)-2021/22 period. Only seven marketers have declared the values of direct traded for Q1+Q2 2020/21.

The leading marketing agency for direct sales was TFMK with 59,308 bags followed closely by CMS with 47,397 bags.

Table 5: Direct sales October 2021 to March 2022

Marketer	Bags	Pockets	Weight	Gross proceeds (\$)	Net proceeds (\$)	Average price(\$)	%-share
Tropical Farm Management (K) Ltd.	59,308		3,558,498.00	25,215,898.57	24,530,239.54	354.31	39.9%
Coffee Management Services	47,397	30,625.00	2,874,445.00	23,334,517.82	22,584,681.09	405.90	32.2%
Sucastainability (K) Ltd	22,130	32,597.00	1,360,397.00	10,084,897.10	9,884,320.69	370.66	15.3%
Oaklands Coffee Marketing	12,995	10,718.00	790,418.00	6,068,524.90	5,797,352.88	383.88	8.9%
Sustainable Management Services	3,135	4,087.00	192,187.00	1,559,847.10	1,520,923.36	405.81	2.2%
Kenya Cooperative Coffee Exporters	1,821		112,869.10	989,053.03	975,760.95	438.14	1.3%
Classic Coffee Ltd	460	630.00	28,230.00	243,863.40	235,535.12	431.92	0.3%
Aristocrats Coffee & Tea							
Meru County Coffee Marketing							
<b>Total</b>	<b>147,246</b>	<b>78,657</b>	<b>8,917,044.10</b>	<b>67,496,601.92</b>	<b>64,007,890.27</b>	<b>378.47</b>	<b>100%</b>

\*KCCE direct sales net value has not accounted for milling and transportation. This implies that the net proceeds reported for KCCE is not actual; Thus, they have declared a misleading higher value for payment received by the growers and this requires further investigation.

## 4. Coffee exports

The number of 60 kg bags exported to various market destinations increased from 92,713 bags in Q1-2021/22 to 186,386 bags in Q2-2021/22 valued at \$35.5 million and \$84.3 million respectively. The consolidated export bags reduced by 16% from 330,674-60 Kg bags in (Q1+Q2)-2021/22 to 279,099-60 Kg bags in similar period in the current season. Total value of exported coffee increased by 8% from \$110.7 million in previous half-year season (2020/21) to \$119.8 million in the present half-year season (2021/22).

Table 6: Coffee Exports 2020/21 and 2021/22 (October-March)

Month	No Bags	Weight (Kg)	Value (\$)	Value (Ksh)
October 2020	48,303	2,898,164.05	13,172,056.78	1,431,896,137.21
November 2020	52,489	3,149,343.27	14,559,728.96	1,587,935,901.83
December 2020	47,027	2,821,605.23	12,708,645.75	1,401,842,735.26
<b>Q1-2020/21</b>	<b>147,819</b>	<b>8,869,112.55</b>	<b>40,440,431.49</b>	<b>4,421,674,774.30</b>
January 2021	37,666	2,259,950.08	13,115,048.40	1,437,401,518.41
February 2021	54,792	3,287,511.15	20,464,692.58	2,248,718,006.33
March 2021	90,398	5,423,872.50	36,680,877.96	4,026,352,157.67
<b>Q2-2020/21</b>	<b>182,856</b>	<b>10,971,334</b>	<b>70,260,619</b>	<b>7,712,471,682</b>
<b>Total (Q1+Q2)-2020/21</b>	<b>330,674</b>	<b>19,840,446.28</b>	<b>110,701,050.43</b>	<b>12,134,146,456.71</b>
October 2021	47,689	2,861,343.66	16,824,908.45	1,865,125,365.96
November 2021	38,861	2,331,649.03	16,442,933.67	1,835,924,629.29
December 2021	6,163	369,796.43	2,222,875.70	250,755,951.73
<b>Q1-2021/22</b>	<b>92,713</b>	<b>5,562,789.13</b>	<b>35,490,717.82</b>	<b>3,951,805,946.98</b>
January 2022	43,689	2,621,324.68	21,803,974.99	2,469,960,032.99
February 2022	85,500	5,130,024.51	36,968,524.79	4,203,909,882.49
March 2022	57,197	3,431,809.76	25,511,785.63	2,770,816,309.44
<b>Q2-2021/22</b>	<b>186,386</b>	<b>11,183,158.95</b>	<b>84,284,285.42</b>	<b>9,444,686,224.92</b>
<b>Total (Q1+Q2)-2021/22</b>	<b>279,099</b>	<b>16,745,948.07</b>	<b>119,775,003.24</b>	<b>13,396,492,171.90</b>

The export volumes in Q2-2021/22 increased by 3,530 bags from 182,856 bags in Q2 - 2020/21 signifying a 2% rise in volumes. Comparing Q1-2021/22 and Q2-2021/22 there was an increase from 92,713 bags to 186,386 bags signifying nearly a twofold increase in

volumes. Cumulative totals for (Q1+Q2)-2021/22 decreased by (51,572 bags) 16% compared to (Q1+Q2)-2020/21. The decrease in volumes was as a result of the effect felt in December 2021 occasioned by the introduction of the Trade Facilitation Platform (TFP) by **KENTRADE**. Most exporters experienced challenges using the platform due to a rushed roll out.

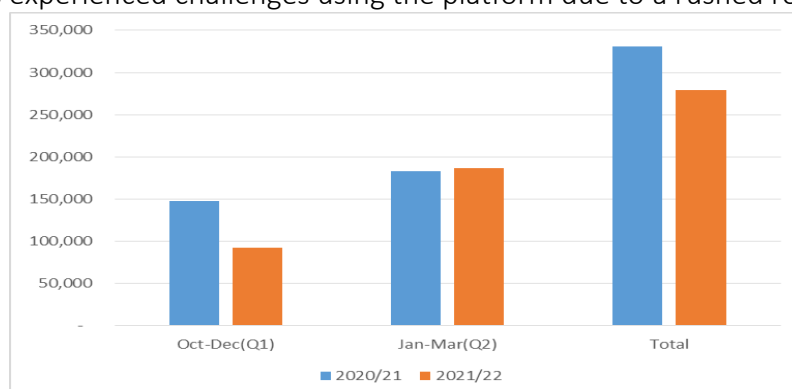


Figure 4: Export performance for Oct-Dec compared to Jan-Mar

For export volume, Belgium remains the top destination for Kenyan coffee for the two consecutive coffee years with 64,529-60 kg bags in (Q1+Q2)-2020/21 and 52,771-60 kg bags in (Q1+Q2)-2021/22. In (Q1+Q2)-2020/21 the second top destination was Germany followed by USA and Korea Republic in that order. However, comparatively, for the year (Q1+Q2)-2021/22, Korea Republic is second with 37,269 having relegated USA and Germany to 3rd and 4th positions respectively. Germany has been the leading destination often in position one or two in the past seven coffee years. The increase in Korea Republic could be due to promotional efforts made to the Guest Portrait country effect. Kenya participated in the Korea Republic Expo as Guest portrait country during the 2021 COEX from 14<sup>th</sup> to 17<sup>th</sup> July 2021.

Table 7: Export bags by destination

No	Destination	Q1-2020/21	Q1-2021/22	Q2-2020/21	Q2-2021/22	(Q1+Q2)2020/21	(Q1+Q2)-2021/22
1	Belgium	23,880	15,911	40,649.00	36,860	64,529	52,771
2	Germany	23,623	8,191	34,648.00	22,356	58,271	30,548
3	USA	25,666	14,289	19,151.50	17,017	44,818	31,306
4	Korea, Republic Of	15,448	10,835	20,562.00	26,434	36,010	37,269
5	Sweden	6,220	7,920	16,160.00	8,920	22,380	16,840
6	Finland	6,392	2,821	7,701.26	5,764	14,094	8,585
7	Australia	7,543	1,951	5,352.00	9,689	12,895	11,640
8	Canada	7,975	1,280	3,910.50	471	11,886	1,751
9	Japan	2,750	1,373	8,878.50	4,274	11,629	5,647
10	Denmark	4,428	5,941	3,606.08	5,870	8,034	11,811
11	Romania	1,980	2,310	2,290.00	1,650	4,270	3,960
12	Italy	3,040	320	1,110.00	640	4,150	960
13	United Kingdom	795	3,386	3,269.83	5,020	4,065	8,407
14	Netherlands	1,670	3,381	1,550.09	4,840	3,220	8,221
15	France	791	8	2,175.00	641	2,966	649
16	Norway	965	720	1,960.00	5,403	2,925	6,123
17	United Arab Emirates	2,568	2,503	205.00	100	2,773	2,603
18	Syrian Arab Republic	2,560				2,560	
19	China	2,081	269	246.63	3	2,328	272
20	Spain	485	1,747	1,842.00	1,135	2,327	2,882
21	India	1,870	400	330.00	1,580	2,200	1,980
22	Taiwan	435	323	1,436.00	1,822	1,871	2,145
23	Jordan		487	1,542.00	1,340	1,542	1,827
24	Saudi Arabia	442	650	1,082.00	119	1,524	769
25	Ireland	860	320	320.00	1,089	1,180	1,409
26	Somalia	368		594.62	478	963	478
27	South Africa, Republic Of	663	324	240.00	135	903	459
28	Russian Federation	543	1,080	358.83	2,395	902	3,475
29	New Zealand	470	320	320.00	640	790	960
30	Turkey	640	351		1,185	640	1,536
31	Iran, Islamic Rep. Of		342	636.67	1,605	637	1,948
32	Oman			325.00		325	
33	Malaysia	320				320	



34	Latvia			251.00	467	251	467
35	Congo D. Republic	92		147.04	105	239	105
36	Switzerland	176	960		1,615	176	2,575
37	Thailand	78				78	
38	Qatar			5.00		5	
39	Nigeria	1				1	
40	Bahrain		1		1		2
41	Burundi		320				320
42	Egypt		320		1,285		1,605
43	Greece				320		320
44	Guatemala		1,297				1,297
45	Kuwait		62		0		62
46	Tunisia				13,118		13,118
	<b>Grand Total</b>	<b>147,819</b>	<b>92,713</b>	<b>182,856</b>	<b>186,386</b>	<b>330,674</b>	<b>279,099</b>

It is worth observing that the country has lost Syria, Oman and Malaysia as well as Thailand, Qatar and Nigeria which are seasonal destinations. The new destinations in the present season include Bahrain, Burundi, Egypt, Greece, Guatemala, Kuwait and Tunisia. Tunisia is especially one of the emerging markets for Kenya coffee.

## 5. Local and International Expos

In the second quarter of the crop year, the Directorate participated in three Expos namely;

- Gulfood Festivals Exhibition in Dubai, United Arab Emirates (UAE) from 13<sup>th</sup> to 17<sup>th</sup> February, 2022.
- Kenyan Drink and Food Event organized by Montgomery East Africa from 23<sup>rd</sup> to 25<sup>th</sup> March, 2022 at the New Sarit Centre- Westlands, Nairobi
- Planning for the Specialty Coffee Expo event to be held in Boston, United State of America on 7<sup>th</sup> -10<sup>th</sup> April, 2022 also took place within the second quarter. This event is hosted by Specialty Coffee Association (SCA)

## 6. Warehousing of green bean

The stocks held in kilograms of clean coffee in all the fourteen active warehouses were as shown in figure below. These warehouses include Bollore, Sondhi, Diamond, Africa Coffee Roasters, Kyandu, NKG, Coffee management services, Louis Dreyfus, Taylor Winch, Africoff, KCCE, C.Dormans SEZ Ltd and Mitchellcotts Freight Kenya Ltd. Except for Jungle Macs EPZ Ltd which declared zero returns for all the months from in the current season up to end of March 2022. Note that the declared stocks excluded warehouses operated by the millers.

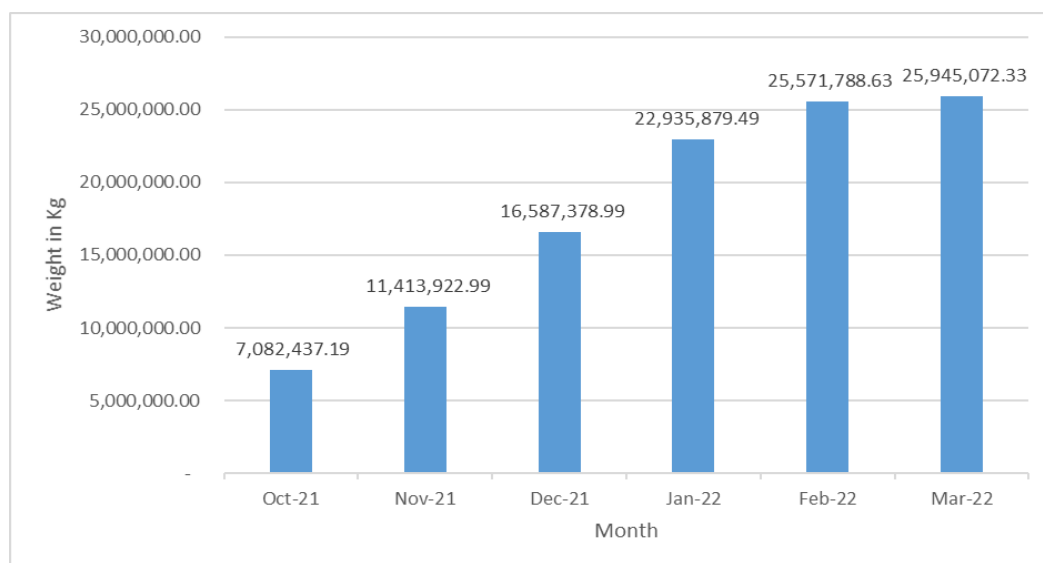


Figure 5: Green Beans stock in Warehouses

As at end of March 2022, the available stock of green beans in the country within the licensed warehouses was more than 25,945 MTs. Within the months in Q1-2021/22, monthly

stocks fell below 17 million Kg of green beans. However, the green beans stocks increased from 22.9 million Kg in January 2022 to 25.95 million Kg as at end of March 2022.

## Appendix –List of licensed dealers, email and physical location

NO.	Name Of Applicant	TELEPHONE	email address	County
1.	Adde Holdings Ltd	254721999007	amiir_zaki@hotmail.co.uk	Nairobi
2.	Aflax Impex Limited	254796388539	hhabdi60@gmail.com	Mombasa
3.	Africa Tea And Coffee Co.Ltd	254722859125	logistics@atcltd.co.ke	Mombasa
4.	African Bee Coffee Ltd	254775276776	puritynjoka2090@yahoo.com	Nairobi
5.	African Coffee Roasters	254724129809	jka@acr.co.ke	Machakos
6.	Africoff Trading Co Ltd	254733704368	admin@afriocoff.co.ke	Nairobi
7.	Alanwood Limited	254721581281	alanwood@africaonline.co.ke	Nairobi
8.	Alvima Global Investment Ltd	254746009009	alvinroy23.ar@gmail.com	Nairobi
9.	Annance Kenya Limited	254725299133	gladys254ke@gmail.com	Nairobi
10.	Arishaw Holdings Limited	254715362275	arishawholdings@gmail.com	Nairobi
11.	Ausken Coffee Exporters Limited	254722823254	commonheng2018@gmail.com	Kajiado
12.	Baobab Coffee Ltd	254722784769	musa.bahit@gmail.com	Nairobi
13.	Barke Enterprises Limited	254728008000	mohamed@barkeenterprisesltd.co.ke	Nairobi
14.	Bekas Systems Limited	254720234827	bekascoffee@gmail.com	Nairobi
15.	Betco Coffee Company Ltd	254725146731	bnmutiso@gmail.com	Nairobi
16.	Buteco Limited	254722352079	ngendomugo@gmail.com	Nairobi
17.	C Dorman Sez Ltd	254722799540	monica.mungai@dormanscoffee.com	Kiambu
18.	Caffe Del Duca Limited	254723598859	makawando@gmail.com	Murang'a
19.	Chipso Products Ltd	254722262282	ezeikielmuriungi@gmail.com	Kiambu
20.	Coffee Exporters Kenya Ltd	254722516070	coffeeexporters@coffeeexportersltd.com	Nairobi
21.	Coffee Family Ventures Limited	254713012348	cz@xinfiafrica.com	Nairobi
22.	Complex Food Agro Limited	254743848368	muswany4@gmail.com	Nairobi
23.	Connect Coffee Company Ltd	254726813167	chrishwang0906@gmail.com	Nairobi
24.	Crowd Farm Africa Ltd	254721479283	swachieni@gmail.com	Meru
25.	Delafarm Trading Company Ltd	254727403634	nthamby30@gmail.com	Nairobi
26.	Delanex Ventures Kenya Limited	254727556301	karegecn@gmail.com	Nairobi
27.	Diamond Coffee Co. Ltd	254711880076	dcoffee@swiftkenya.com	Nairobi
28.	Eagle Crown Coffee	254716617155	accounts@eaglecrowncoffee.com	Nairobi
29.	East African Gourmet Coffees Ltd	254721766144	torut@kenya-coffee.com	Nairobi
30.	Elgon Peak Coffee	254729233592	muhorom@gmail.com	Kiambu
31.	Elite Exim Limited	254784355555	rm.sirivella77@gmail.com	Machakos
32.	Emcoff Marketers Limited	254703832934	emcoffmarketers2016@gmail.com	Nairobi
33.	Esoffee	254723272788	ngangatony@gmail.com	Kiambu
34.	Faina Enterprises Ltd	254722789862	gnwababu@yahoo.com	Nairobi
35.	Fair To Good Limited	254720685906	hkaaria@yahoo.com	Nairobi
36.	Fair Trade Enterprises Limited	254714376891	bernardkimutai2014@gmail.com	Murang'a
37.	Fairchain Kenya Epz Ltd	254711978229	kennbundi@yahoo.com	Machakos
38.	Fenkil Empire Ltd	254724131700	fenkilakdempire@gmail.com	Nairobi
39.	First Cup Coffee Ltd	254719508753	mabdirizak020@gmail.com	Kiambu
40.	Gilmart Limited	254722431346	jsmwangi2002@yahoo.com	Nairobi
41.	Global Mark Foods Limited	254711429633	globalmarkfoods@gmail.com	Nairobi
42.	Goldrock International Ent Co. (K) Ltd	254725200000	grmasacoffee@gmail.com	Nairobi
43.	Grainergy (K) Limited	254722411608	info@grainergy.net	Mombasa
44.	Hela Coffee Limited	254722264089	alfredkipngetich99@gmail.com	Kericho
45.	Homeciti Africa Ltd	254721826502	janendira@gmail.com	Nairobi
46.	Ibero Kenya Ltd	254729407496	marten.sievers@nkg.coffee	Kiambu
47.	Ingreen Organic Agriculture	254722358657	ingreenorganic333@gmail.com	Nairobi
48.	Jabali The Coffee Company	254700001692	jomoandjomocoffee@gmail.com	Nairobi
49.	Jasons Cup Limited	254722698870	justooyalo@gmail.com	Nairobi
50.	Javans Coffee Limited	254722560369	anthony.munyiri@javanscoffee.co.ke	Nairobi
51.	Josra Coffee Company Ltd	254725710510	ronald.ngeera@gmail.com	Nairobi
52.	Jotim Coffee	254725113432	jndikwe@gmail.com	Nairobi
53.	Jowam Coffee Traders Company Limited	254722762945	trading@jowamcoffee.com	Nairobi
54.	Jungle Macs Epz Limited	254705479075	shippingast@junglenuts.co.ke	Kiambu
55.	Kafe Koko Limited	254724425375	illy@kafekoko.co.ke	Nairobi
56.	Kaffikawa Ltd	254728429669	melnyoro@gmail.com	Nairobi
57.	Kahawa Buni Enterprise	254733884443	sundowner875.ha@gmail.com	Nairobi
58.	Kahve Coffee Limited	254727907599	knkevnjogu@gmail.com	Kiambu
59.	Kapteins International Limited	254722249445	charlenewaweru@gmail.com	Kiambu
60.	Kenya Co-Operative Coffee Dealers Limited	254715028932	kccd@kencaffee.coop	Nairobi
61.	Kenya Nut Company Ltd	254702223578	johnson.komu@kenyanut.com	Kiambu
62.	Kenyacof Limited	254721996105	iar@sucafina.com	Nairobi
63.	Keymary Limited	254722274964	miamainnah@gmail.com	Nairobi
64.	Kijani Berries	254733911200	innovatekenya@gmail.com	Nairobi
65.	Kimani Coffee Experts Limited	254713015525	mwithukia1949@gmail.com	Nairobi
66.	Kirenge Farm Ltd	254722517292	nugi@ass-architects.com	Nairobi
67.	Kyandu Trading Company Ltd	254726270151	timothy@kyandutrading.co.ke	Nairobi
68.	Lamadeal Company Limited	254723734771	jeremiahkimani077@gmail.com	Nairobi
69.	Le Alvin Enterprises Ltd	254722152087	lealvinenterprises@gmail.com	Nairobi
70.	Libamba Coffee Limited	254702936832	omondimonicah@gmail.com	Machakos
71.	Liwani Coffee Estate Ltd	254723666255	anthonymwathi4235@gmail.com	Nakuru

NO.	Name Of Applicant	TELEPHONE	email address	County
72.	Louis Dreyfus Company Kenya Limited	254705026610	florence.kamau@ldc.com	Nairobi
73.	M. A. Pandit & Co. Ltd	254716853155	sales@mapandit.com	Mombasa
74.	Magical Occasions Limited	254725040279	wambui.murumba@gmail.com	Kiambu
75.	Marakiqana Ltd	254722209905	makeda@marakiqana.com	Nairobi
76.	Marvlinne Group Company	254715222860	mwangimarv@gmail.com	Nairobi
77.	Maurice Coffee Limited	254722705756	mauricecoffee@ldc@gmail.com	Nairobi
78.	Mombasa Coffee Ltd	254722717900	ssb@mclke.com	Mombasa
79.	Mumbi Coffee Merchants Ltd	254743144375	trading@mumbicoffee.com	Nairobi
80.	Nairobi Java House Limited	254726643591	peter.kariuki@javahouseafrica.com	Nairobi
81.	Primacafe Agency Limited	254723387534	primacafeagency@gmail.com	Nairobi
82.	Rambi Investments Limited	254700050125	qali2000@gmail.com	Nairobi
83.	Red Berry Coffee Co. Ltd.	254711880076	info@redberry.co.ke	Nairobi
84.	Rejitek Coffee Co. Ltd	254721859506	rejitekcofe@yahoo.co.uk	Nairobi
85.	Rob Coffee Limited	254722411876	hingahben@gmail.com	Nairobi
86.	Rockbern Coffee Group Ltd	254733704407	info@rockberncoffee.com	Nairobi
87.	Rosie Vam Dyke Co Ltd	254732449513	info@rosievamdyke.com	Nairobi
88.	Rumani Agencies Limited	254720852338	james@rumanicoffee.co.ke	Machakos
89.	Sanaark Investment Ltd	254725628754	ademban@gmail.com	Nairobi
90.	Sasini (K) Limited	254733604408	otieno@sasini.co.ke	Nairobi
91.	Servicoff Limited	254722513437	rahab@kenya-coffee.com	Nairobi
92.	Sondhi Trading Limited	254725359449	it@sondhi-mbaraki.com	Mombasa
93.	Specter Coffee Roasters Investments Limited	254723476825	kavoijohn@ymail.com	Kiambu
94.	Spring Valley Coffee Roasters Limited	254724688488	ritesh@springvalleycoffee.com	Nairobi
95.	Star Coffee (K) Ltd.	254725146731	starcoffee7@gmail.com	Nairobi
96.	Starteam International Limited	254722679344	starteamltd@gmail.com	Nairobi
97.	Super Gibs Ltd	254728981656	info@gibscoffee.com	Nairobi
98.	Talisman Coffee Ltd	254723536824	jaynegatama@gmail.com	Nairobi
99.	Tamarbuta Limited	254724637787	abdiweli@qalca.com	Nairobi
100.	Taylor Winch Coffee Limited	254733734371	amuigai@taylorwinch.com	Nairobi
101.	Tea & Coffee Connection Limited	254723244202	romal@safarilounge.co.uk	Nairobi
102.	Ten Bean Coffee Company Ltd	254725710510	rngeera@msn.com	Nairobi
103.	Terrani Mokka Ltd.	254705508638	amluvindi@gmail.com	Nairobi
104.	Trans-Atlantic Trading Company Limited	254799863031	jolen@tatc.co.ke	Nairobi
105.	Tripple M Coffee Enterprises Limited	254721792887	tripplemcoffee25@gmail.com	Nairobi
106.	Utake Coffee	254708514577	info@utakecoffee.com	Machakos
107.	Value First Limited	254734567890	sarmabg@valuefirstltd.com	Nairobi
108.	Waylite Enterprises Limited	254722852880	waylite@biosystemslab.co.ke	Nairobi
109.	Zuri Green Organics Epz Limited	254704693612	hodfield@junglenuts.co.ke	Kiambu
110.	Zwei Enterprises Limited	254748974441	domychege2007@yahoo.com	Kiambu