

**K.C.T.A.**  
**Auction Statistics**

Period: 1st October 2015 - 30th September 2016

Source : Nairobi Coffee Exchange

Dated : Tuesday, 4th October 2016

Batting List: 2015 / 2016

| Dealer Name                                | Bags (60 kg)<br>Bought | Value<br>(USD)     | % age    |
|--|------------------------|--------------------|----------|
| Taylor Winch Ltd.                          | 115,580                | 26,424,963.14      | 18.07%   |
| Ibero (K) Ltd.                             | 96,723                 | 23,617,393.92      | 15.12%   |
| C. Dorman Ltd.                             | 67,946                 | 19,590,454.24      | 10.62%   |
| Kenyacof Limited                           | 59,102                 | 15,462,668.14      | 9.24%    |
| Louis Dreyfus Company (K) Ltd.             | 40,641                 | 8,089,273.02       | 6.35%    |
| Servicoff Limited                          | 22,708                 | 7,582,412.08       | 3.55%    |
| Diamond Coffee Co. Ltd.                    | 29,380                 | 6,855,129.00       | 4.59%    |
| Sondhi Trading Co. Ltd.                    | 29,213                 | 6,432,250.88       | 4.57%    |
| Engelhart Commodities Trading Partners Ltd | 23,475                 | 6,207,029.20       | 3.67%    |
| Star Coffee Ltd.                           | 10,726                 | 3,288,464.42       | 1.68%    |
| BTG Pactual Commodities(K)Ltd              | 10,638                 | 3,121,086.14       | 1.66%    |
| Rashid Moledina & Co. Msa Ltd.             | 30,790                 | 2,939,020.66       | 4.81%    |
| Merali Dewji & Sons                        | 9,488                  | 2,233,473.50       | 1.48%    |
| Jowam Coffee Traders Ltd                   | 7,979                  | 2,217,247.20       | 1.25%    |
| Sangana Commodities (K) Ltd.               | 7,255                  | 1,954,439.18       | 1.13%    |
| Alanwood Ltd.                              | 7,919                  | 1,591,626.52       | 1.24%    |
| Mumbi Coffee Ltd.                          | 5,834                  | 1,532,307.16       | 0.91%    |
| Josra Coffee Co. Ltd.                      | 4,794                  | 1,476,191.96       | 0.75%    |
| Africa Tea and Coffee                      | 16,762                 | 975,485.36         | 2.62%    |
| Kyandu Trading Company                     | 3,719                  | 801,765.08         | 0.58%    |
| Nairobi Java House                         | 2,319                  | 684,215.70         | 0.36%    |
| Rejitek Coffee Co. Ltd.                    | 7,030                  | 681,191.32         | 1.10%    |
| Mombasa Coffee Ltd.                        | 8,508                  | 662,071.60         | 1.33%    |
| Export Trading Co. Ltd                     | 3,652                  | 622,551.50         | 0.57%    |
| Mumbi Coffee Merchants Ltd                 | 3,822                  | 600,072.94         | 0.60%    |
| M.A. Panju & Bros.                         | 1,737                  | 568,032.30         | 0.27%    |
| Kimani Coffee Experts                      | 1,668                  | 393,277.28         | 0.26%    |
| E. A. Gourmet                              | 949                    | 286,733.34         | 0.15%    |
| Africoff Trading Co. Ltd.                  | 998                    | 261,925.92         | 0.16%    |
| Africa Gold Coffee                         | 876                    | 238,915.24         | 0.14%    |
| Kenya Coop Coffee Dealers                  | 1,110                  | 221,166.56         | 0.17%    |
| Kenya Nut Ltd.                             | 671                    | 221,150.76         | 0.10%    |
| Peclex Enterprises                         | 750                    | 163,960.98         | 0.12%    |
| Global Afrea Engineering Co. Ltd           | 466                    | 151,805.78         | 0.07%    |
| Goldrock International                     | 549                    | 126,542.48         | 0.09%    |
| Betco Coffee Co. Ltd.                      | 738                    | 125,845.28         | 0.12%    |
| Eagle Crown Coffee Ltd                     | 325                    | 103,471.28         | 0.05%    |
| Rockbern Equatorial                        | 298                    | 62,938.04          | 0.05%    |
| Coffee Exporters (K) Ltd.                  | 188                    | 55,341.40          | 0.03%    |
| Prospects International Ltd                | 300                    | 50,611.00          | 0.05%    |
| Roise Vam Dyke Investment Ltd              | 435                    | 47,015.02          | 0.07%    |
| Premier Fortunes Company Ltd               | 135                    | 39,562.44          | 0.02%    |
| International Beverages Ltd.               | 150                    | 38,263.20          | 0.02%    |
| Kuttum Ltd                                 | 325                    | 36,459.94          | 0.05%    |
| Alcaffe Ltd.                               | 408                    | 31,026.80          | 0.06%    |
| Super Gibs Ltd                             | 93                     | 28,058.82          | 0.01%    |
| Faina Enterprises Ltd                      | 371                    | 22,543.60          | 0.06%    |
| Caffe Del Duca Ltd                         | 22                     | 6,269.92           | 0.00%    |
| Orion East Africa Ltd                      | 5                      | 1,484.80           | 0.00%    |
| Shah Meghji Hirji                          | 14                     | 989.2              | 0.00%    |
| Gilmart Limited                            | 12                     | 836.4              | 0.00%    |
| <b>Grand Total</b>                         | <b>639,593</b>         | <b>148,927,012</b> | <b>1</b> |

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**Period:** 1st October 2015 - 30th September 2016

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**Dated :** Tuesday, 4th October 2016

**Summary:** 2015/ 2016

| <b>Grade</b>                | <b>Bags Bought</b> | <b>Lowest Price</b> | <b>Highest Price</b> | <b>Avg Price</b> | <b>Value (US \$)</b>  | <b>% age</b>  |
|-----------------------------|--------------------|---------------------|----------------------|------------------|-----------------------|---------------|
| <b>Main Coffee Grades</b>   |                    |                     |                      |                  |                       |               |
| AA                          | 118,099            | 46                  | 591                  | 264.27           | 37,451,802.82         | 18.46%        |
| AB                          | 223,466            | 34                  | 399                  | 231.37           | 62,042,694.60         | 34.94%        |
| C                           | 89,659             | 28                  | 276                  | 182.86           | 19,674,241.16         | 14.02%        |
| E                           | 2,458              | 135                 | 337                  | 259.20           | 764,521.20            | 0.38%         |
| PB                          | 32,019             | 47                  | 502                  | 224.98           | 8,644,253.14          | 5.01%         |
| T                           | 21,127             | 20                  | 199                  | 96.32            | 2,441,856.64          | 3.30%         |
| TT                          | 18,440             | 29                  | 301                  | 172.61           | 3,819,635.70          | 2.88%         |
| <b>Sub-Total:</b>           | <b>505,269</b>     | <b>20</b>           | <b>591</b>           | <b>222.39</b>    | <b>134,839,005.26</b> | <b>79.00%</b> |
| <b>Miscellaneous Coffee</b> |                    |                     |                      |                  |                       |               |
| HE                          | 7,443              | 10                  | 179                  | 121.45           | 1,084,755.96          | 1.16%         |
| SB                          | 713                | 15                  | 80                   | 39.59            | 33,897.36             | 0.11%         |
| UG                          | 3,815              | 30                  | 221                  | 92.75            | 424,627.88            | 0.60%         |
| UG1                         | 30,667             | 11                  | 229                  | 119.9            | 4,412,122.22          | 4.79%         |
| UG2                         | 13,770             | 12                  | 170                  | 81.54            | 1,347,460.94          | 2.15%         |
| UG3                         | 868                | 29                  | 164                  | 56.01            | 58,365.70             | 0.14%         |
| <b>Sub-Total:</b>           | <b>57,276</b>      | <b>10</b>           | <b>229</b>           | <b>107.1</b>     | <b>7,361,230.06</b>   | <b>8.96%</b>  |
| <b>Unwashed Coffee</b>      |                    |                     |                      |                  |                       |               |
| MH                          | 60,202             | 30                  | 159                  | 78.44            | 5,666,689.92          | 9.41%         |
| ML                          | 16,846             | 20                  | 137                  | 52.44            | 1,060,086.40          | 2.63%         |
| RH                          |                    |                     |                      |                  |                       |               |
| <b>Sub-Total:</b>           | <b>77,048</b>      | <b>20</b>           | <b>159</b>           | <b>72.76</b>     | <b>6,726,776.32</b>   | <b>12.05%</b> |
| <b>Grand Total:</b>         | <b>639,593</b>     |                     |                      | <b>194.04</b>    | <b>148,927,011.64</b> | <b>100%</b>   |

**K.C.T.A.**  
Auction Statistics

Period: 1st October 2015 - 30th September 2016

Source : Nairobi Coffee Exchange

Dated : Tuesday, 4th October 2016

| 2009 / 2010 Season |            |               |              | 2010 / 2011 Season |               |              | 2011 / 2012 Season |               |              | 2012 / 2013 Season |              |              |
|--------------------|------------|---------------|--------------|--------------------|---------------|--------------|--------------------|---------------|--------------|--------------------|--------------|--------------|
| Grade              | Bags(60kg) | Value (USD)   | Price / 50kg | Bags(60kg)         | Value (USD)   | Price / 50kg | Bags(60kg)         | Value (USD)   | Price / 50kg | Bags(60kg)         | Value (USD)  | Price / 50kg |
| <b>Oct-09</b>      |            |               |              | <b>Oct-10</b>      |               |              | <b>Oct-11</b>      |               |              | <b>Oct-12</b>      |              |              |
| AA                 | 1,291      | 358,751.24    | 231.60       | 6,565              | 2,295,735.98  | 291.42       | 1,154              | 611,924.78    | 441.95       | 3,000              | 941,814.68   | 261.65       |
| AB                 | 5,388      | 1,373,348.10  | 212.40       | 18,616             | 5,974,597.38  | 267.45       | 5,635              | 2,411,300.56  | 356.62       | 13,679             | 3,034,807.96 | 184.88       |
| C                  | 4,628      | 985,556.60    | 177.48       | 4,260              | 1,133,588.84  | 221.73       | 6,140              | 1,894,015.74  | 257.07       | 8,606              | 1,623,611.34 | 157.22       |
| E                  | 12         | 2,601.90      | 181.70       | 60                 | 20,670.30     | 287.89       |                    |               |              | 71                 | 18,995.18    | 222.9        |
| HE                 | 78         | 9,829.64      | 105.70       | 110                | 17,773.00     | 134.32       | 67                 | 19,764.46     | 244.91       | 421                | 61,938.88    | 122.5        |
| MH                 | 3,312      | 421,279.10    | 105.99       | 4,776              | 683,816.08    | 119.32       | 2,920              | 645,514.32    | 184.2        | 6,600              | 972,298.68   | 122.76       |
| ML                 | 1,213      | 93,392.12     | 64.14        | 1,600              | 134,863.34    | 70.23        | 1,204              | 177,475.00    | 122.83       | 3,406              | 382,051.30   | 93.47        |
| PB                 | 576        | 140,781.84    | 203.72       | 2,003              | 603,998.88    | 251.30       | 716                | 277,290.10    | 322.77       | 1,364              | 288,328.22   | 176.15       |
| SB                 | 75         | 3,710.20      | 41.29        | 345                | 15,095.10     | 36.47        | 200                | 21,187.58     | 88.43        | 641                | 59,532.74    | 77.38        |
| SC                 | 23         | 2,290.08      | 83.95        |                    |               |              |                    |               |              |                    |              |              |
| T                  | 2,338      | 241,387.36    | 86.03        | 968                | 146,158.12    | 125.89       | 1,162              | 260,777.32    | 187.03       | 2,289              | 290,137.38   | 105.63       |
| TT                 | 984        | 203,149.42    | 172.00       | 1,601              | 436,513.70    | 227.24       | 585                | 181,057.64    | 257.77       | 1,518              | 283,531.90   | 155.63       |
| UG                 | 82         | 14,591.86     | 147.60       | 434                | 94,707.52     | 181.82       | 663                | 191,608.26    | 240.87       | 351                | 54,300.58    | 128.74       |
| UG1                | 907        | 163,788.08    | 150.55       | 1,625              | 365,284.64    | 187.35       | 1,369              | 396,222.78    | 241.18       | 3,733              | 650,442.50   | 145.2        |
| UG2                | 1,149      | 102,190.50    | 74.15        | 952                | 121,299.06    | 106.19       | 1,083              | 235,120.96    | 180.85       | 2,709              | 347,494.76   | 106.9        |
| UG3                | 89         | 6,119.40      | 57.14        |                    |               |              | 209                | 27,384.68     | 109.02       | 353                | 37,927.00    | 89.44        |
| Month Total:       | 22,144     | 4,122,767.44  | 155.15       | 43,914             | 12,044,101.94 | 228.55       | 23,107             | 7,350,644.18  | 265.09       | 48,742             | 9,047,213.10 | 154.68       |
| <b>Nov-09</b>      |            |               |              | <b>Nov-10</b>      |               |              | <b>Nov-11</b>      |               |              | <b>Nov-12</b>      |              |              |
| AA                 | 1,111      | 358,304.60    | 268.74       | 11,621             | 5,392,982.48  | 386.74       | 2,369              | 1,449,219.14  | 509.84       | 2,132              | 755,795.82   | 295.41       |
| AB                 | 7,016      | 1,961,036.72  | 232.92       | 26,892             | 11,300,756.86 | 350.19       | 5,550              | 2,317,027.76  | 347.9        | 9,001              | 2,044,298.30 | 189.26       |
| C                  | 4,541      | 1,057,669.36  | 194.10       | 6,365              | 2,142,636.24  | 280.51       | 4,374              | 1,407,376.06  | 268.12       | 5,108              | 963,376.38   | 157.15       |
| E                  | 11         | 2,594.88      | 204.00       | 94                 | 37,572.50     | 334.22       | 43                 | 18,288.74     | 355.4        | 48                 | 14,411.30    | 250.54       |
| F1                 |            |               |              | 48                 | 13,418.88     | 232.00       |                    |               |              |                    |              |              |
| HE                 | 66         | 10,288.44     | 130.17       | 511                | 118,787.42    | 193.58       | 184                | 44,011.02     | 199.45       | 248                | 30,467.80    | 102.39       |
| MH                 | 1,773      | 245,519.26    | 115.42       | 6,748              | 1,142,738.32  | 141.12       | 3,118              | 726,821.92    | 194.26       | 3,257              | 434,214.04   | 111.11       |
| ML                 | 1,057      | 91,257.06     | 71.96        | 3,214              | 291,188.06    | 75.50        | 1,040              | 145,933.52    | 116.95       | 2,379              | 235,376.60   | 82.46        |
| PB                 | 629        | 167,697.26    | 222.19       | 4,045              | 1,644,307.68  | 338.72       | 958                | 385,972.22    | 335.88       | 1,027              | 221,425.58   | 179.72       |
| RH                 |            |               |              | 30                 | 3,193.20      | 90.00        |                    |               |              |                    |              |              |
| SB                 | 81         | 4,960.58      | 50.93        | 674                | 36,290.74     | 44.84        | 170                | 17,122.28     | 84           | 306                | 26,318.18    | 71.66        |
| SC                 |            |               |              |                    |               |              |                    |               |              |                    |              |              |
| T                  | 1,639      | 204,542.04    | 103.98       | 1,526              | 234,634.42    | 128.17       | 1,454              | 332,338.08    | 190.45       | 1,485              | 187,275.30   | 105.11       |
| TT                 | 838        | 217,213.66    | 216.05       | 2,062              | 726,040.52    | 293.48       | 723                | 244,372.02    | 281.79       | 1,078              | 202,592.54   | 156.55       |
| UG                 | 72         | 12,019.86     | 138.73       | 482                | 134,300.40    | 232.08       | 47                 | 14,564.92     | 259.9        | 271                | 44,822.06    | 137.66       |
| UG1                | 1,566      | 234,703.46    | 124.86       | 2,244              | 488,560.50    | 181.45       | 1,484              | 438,303.62    | 246.12       | 2,371              | 378,577.12   | 133.06       |
| UG2                | 977        | 76,215.60     | 65.03        | 995                | 147,662.02    | 123.67       | 614                | 125,401.12    | 170.28       | 1,113              | 149,522.60   | 112          |
| UG3                | 10         | 500.52        | 43.00        | 88                 | 16,441.54     | 156.44       | 55                 | 7,005.86      | 106.57       | 75                 | 6,898.18     | 76.37        |
| Month Total:       | 21,386     | 4,644,523.30  | 180.98       | 67,638             | 23,871,511.78 | 294.11       | 22,181             | 7,673,758.28  | 288.30       | 29,899             | 5,695,371.80 | 158.74       |
| <b>Dec-09</b>      |            |               |              | <b>Dec-10</b>      |               |              | <b>Dec-11</b>      |               |              | <b>Dec-12</b>      |              |              |
| AA                 | 5,083      | 1,891,443.56  | 310.11       | 5,660              | 2,815,823.48  | 414.58       | 5,001              | 2,601,796.10  | 433.53       | 2,015              | 680,060.78   | 281.26       |
| AB                 | 19,803     | 6,067,969.22  | 255.35       | 9,466              | 4,286,451.52  | 377.34       | 13,246             | 5,783,964.02  | 363.89       | 7,415              | 1,753,017.80 | 197.01       |
| C                  | 9,165      | 2,272,500.34  | 206.63       | 2,031              | 733,193.38    | 300.79       | 4,915              | 1,617,843.44  | 274.28       | 3,183              | 600,477.30   | 157.22       |
| E                  | 50         | 17,213.78     | 288.63       | 105                | 41,996.88     | 332.41       | 39                 | 17,658.12     | 375.7        |                    |              |              |
| HE                 | 182        | 33,705.96     | 154.29       | 52                 | 13,504.62     | 216.91       | 59                 | 16,592.24     | 233.1        | 18                 | 2,209.20     | 105          |
| MH                 | 1,101      | 144,215.98    | 109.14       | 1,721              | 330,050.90    | 159.84       | 1,013              | 226,829.32    | 186.54       | 631                | 81,398.16    | 107.56       |
| ML                 | 685        | 60,063.14     | 73.12        | 807                | 84,110.56     | 86.86        | 330                | 50,085.98     | 126.4        | 455                | 39,561.66    | 72.41        |
| PB                 | 2,347      | 701,671.32    | 249.10       | 1,754              | 791,220.42    | 375.90       | 1,942              | 844,581.26    | 362.43       | 1,069              | 256,543.62   | 200.04       |
| RH                 |            |               |              |                    |               |              |                    |               |              |                    |              |              |
| SB                 | 150        | 11,021.82     | 61.04        | 148                | 8,299.20      | 46.87        | 76                 | 7,767.26      | 85.3         | 110                | 8,725.12     | 66.15        |
| SC                 |            |               |              |                    |               |              |                    |               |              |                    |              |              |
| T                  | 3,570      | 509,006.18    | 118.81       | 566                | 116,290.76    | 171.21       | 1,191              | 265,251.54    | 185.61       | 960                | 119,185.56   | 103.41       |
| TT                 | 2,008      | 547,364.88    | 227.16       | 948                | 358,568.36    | 315.36       | 1,152              | 422,526.40    | 305.54       | 672                | 143,238.72   | 177.62       |
| UG                 | 142        | 24,088.78     | 141.25       | 21                 | 5,403.00      | 216.12       | 165                | 52,632.04     | 265.15       | 323                | 43,431.70    | 111.93       |
| UG1                | 1,515      | 341,889.50    | 188.04       | 573                | 140,672.56    | 204.59       | 523                | 154,565.30    | 246.19       | 493                | 66,805.74    | 112.96       |
| UG2                | 1,084      | 141,523.94    | 108.84       | 518                | 59,292.58     | 95.33        | 266                | 53,118.56     | 166.16       | 493                | 45,561.20    | 76.98        |
| UG3                |            |               |              |                    |               |              | 6                  | 717.80        | 97           | 80                 | 7,330.16     | 76.4         |
| Month Total:       | 46,885     | 12,763,678.40 | 226.86       | 24,370             | 9,784,878.22  | 334.60       | 29,927             | 12,115,929.38 | 337.38       | 17,917             | 3,847,546.72 | 178.96       |

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Auction Statistics

| Grade        | Jan-10     |               |              | Jan-11     |               |              | Jan-12     |               |              | Jan-13     |               |              |
|--------------|------------|---------------|--------------|------------|---------------|--------------|------------|---------------|--------------|------------|---------------|--------------|
|              | Bags(60kg) | Value (USD)   | Price / 50kg | Bags(60kg) | Value (USD)   | Price / 50kg | Bags(60kg) | Value (USD)   | Price / 50kg | Bags(60kg) | Value (USD)   | Price / 50kg |
| AA           | 8,112      | 3,157,422.24  | 324.34       | 15,095     | 9,164,702.62  | 505.94       | 14,859     | 6,847,825.18  | 384.06       | 10,677     | 3,837,967.58  | 299.55       |
| AB           | 29,842     | 9,707,381.34  | 271.08       | 28,015     | 15,396,659.70 | 458.00       | 38,878     | 15,400,125.40 | 330.09       | 31,501     | 7,347,301.46  | 194.37       |
| C            | 14,933     | 3,882,553.82  | 216.67       | 5,545      | 2,281,391.52  | 342.89       | 13,632     | 4,108,626.06  | 251.17       | 10,694     | 2,057,772.64  | 160.35       |
| E            | 59         | 20,698.46     | 290.71       | 100        | 40,279.88     | 334.16       | 64         | 27,612.24     | 360.38       | 21         | 7,047.52      | 275.51       |
| F            |            |               |              |            |               |              |            |               |              |            |               |              |
| HE           | 321        | 58,963.88     | 153.18       | 262        | 71,956.96     | 229.26       | 111        | 27,554.80     | 206          | 162        | 25,349.10     | 130.26       |
| MH           | 1,094      | 161,258.38    | 122.87       | 2,212      | 440,470.58    | 165.93       | 1,539      | 340,687.78    | 184.44       | 2,119      | 302,303.98    | 118.89       |
| ML           | 477        | 53,316.32     | 93.18        | 1,007      | 111,258.86    | 92.04        | 442        | 62,610.10     | 117.96       | 453        | 47,077.42     | 86.66        |
| PB           | 3,839      | 1,229,495.44  | 266.88       | 4,320      | 2,368,250.14  | 456.84       | 4,853      | 1,916,905.96  | 329.18       | 4,307      | 987,348.58    | 191.06       |
| SB           | 474        | 36,363.78     | 63.94        | 252        | 18,100.76     | 59.81        | 36         | 3,467.28      | 80.56        | 72         | 5,951.04      | 69.33        |
| SC           |            |               |              |            |               |              |            |               |              |            |               |              |
| T            | 5,813      | 789,132.22    | 113.12       | 1,264      | 264,825.92    | 174.63       | 1,562      | 321,458.32    | 171.52       | 2,185      | 335,587.84    | 128          |
| TT           | 3,498      | 993,765.24    | 236.77       | 2,432      | 1,044,384.14  | 357.89       | 1,793      | 608,310.34    | 282.7        | 2,215      | 457,010.38    | 171.94       |
| UG           | 177        | 30,300.60     | 142.83       | 55         | 15,241.30     | 232.76       | 27         | 3,731.72      | 116.84       | 61         | 9,034.50      | 123.02       |
| UG1          | 3,944      | 841,012.80    | 177.69       | 1,596      | 429,636.42    | 224.40       | 1,456      | 386,941.02    | 221.49       | 716        | 117,408.42    | 136.66       |
| UG2          | 1,928      | 268,276.62    | 115.97       | 966        | 138,184.08    | 119.24       | 221        | 37,626.30     | 142.07       | 398        | 53,615.84     | 112.4        |
| UG3          |            |               |              | 40         | 2,646.24      | 55.73        | 28         | 3,263.64      | 96.5         | 50         | 5,126.50      | 84.9         |
| UW1          | 26         | 3,931.72      | 126.67       |            |               |              |            |               |              |            |               |              |
| UW2          | 13         | 1,300.80      | 83.38        |            |               |              |            |               |              |            |               |              |
| Month Total: | 74,549     | 21,235,173.66 | 237.37       | 63,159     | 31,787,989.12 | 419.42       | 79,500     | 30,096,746.14 | 315.48       | 65,630     | 15,595,902.80 | 198.03       |
|              |            |               |              |            |               |              |            |               |              |            |               |              |
|              | Feb-10     |               |              | Feb-11     |               |              | Feb-12     |               |              | Feb-13     |               |              |
| AA           | 9,830      | 4,085,170.08  | 346.30       | 16,244     | 9,162,151.92  | 470.04       | 13,012     | 5,384,371.88  | 344.84       | 11,388     | 3,900,071.10  | 285.39       |
| AB           | 38,389     | 14,669,406.94 | 318.44       | 27,700     | 13,866,385.70 | 417.15       | 40,565     | 14,729,871.12 | 302.6        | 40,427     | 8,783,176.34  | 181.05       |
| C            | 19,474     | 5,253,345.68  | 224.80       | 6,396      | 2,546,998.06  | 331.85       | 14,487     | 4,052,537.00  | 233.11       | 14,750     | 2,651,638.30  | 149.81       |
| E            | 48         | 16,760.24     | 292.81       | 141        | 56,648.06     | 334.56       | 170        | 85,815.00     | 421.61       | 68         | 20,434.78     | 250.92       |
| F            |            |               |              |            |               |              |            |               |              |            |               |              |
| F2           |            |               |              |            |               |              |            |               |              |            |               |              |
| HE           | 801        | 114,127.94    | 118.74       | 77         | 22,577.36     | 243.71       | 224        | 55,996.86     | 207.97       | 531        | 78,584.40     | 123.43       |
| MH           | 881        | 126,183.24    | 119.36       | 2,883      | 611,851.52    | 176.84       | 1,629      | 336,455.52    | 172.12       | 1,675      | 225,381.14    | 112.11       |
| ML           | 282        | 25,335.36     | 74.95        | 595        | 68,487.10     | 95.92        | 359        | 52,515.64     | 122          | 151        | 13,765.66     | 75.76        |
| PB           | 4,167      | 1,534,972.42  | 306.98       | 4,089      | 2,006,774.88  | 409.00       | 5,283      | 1,932,218.38  | 304.77       | 4,554      | 937,593.04    | 171.57       |
| SB           | 86         | 5,747.62      | 55.75        |            |               |              | 20         | 1,934.28      | 81           | 39         | 3,342.82      | 70.64        |
| SC           |            |               |              |            |               |              |            |               |              |            |               |              |
| T            | 5,923      | 781,506.76    | 109.95       | 1,046      | 260,477.48    | 207.44       | 2,327      | 469,105.14    | 168.02       | 2,130      | 282,779.96    | 110.65       |
| TT           | 4,690      | 1,419,551.76  | 252.22       | 1,964      | 776,704.26    | 329.60       | 3,016      | 856,393.48    | 236.66       | 1,989      | 353,275.60    | 147.99       |
| UG           | 34         | 6,845.88      | 167.14       | 158        | 57,944.50     | 306.10       | 254        | 67,268.90     | 220.39       |            |               |              |
| UG1          | 1,512      | 311,492.94    | 171.64       | 2,079      | 690,606.56    | 276.80       | 3,008      | 702,647.24    | 194.67       | 2,043      | 311,068.28    | 126.91       |
| UG2          | 1,268      | 154,431.02    | 101.50       | 827        | 150,251.34    | 151.43       | 660        | 103,173.68    | 130.22       | 634        | 74,530.36     | 97.99        |
| UG3          |            |               |              |            |               |              | 158        | 19,954.04     | 105.21       | 37         | 3,888.36      | 88.25        |
| Month Total: | 87,385     | 28,504,877.88 | 271.83       | 64,199     | 30,277,858.74 | 393.02       | 85,171     | 28,850,258.16 | 282.28       | 80,416     | 17,639,530.14 | 182.80       |
|              |            |               |              |            |               |              |            |               |              |            |               |              |
|              | Mar-10     |               |              | Mar-11     |               |              | Mar-12     |               |              | Mar-13     |               |              |
| AA           | 7,561      | 3,345,583.88  | 368.75       | 13,051     | 6,625,014.38  | 423.03       | 7,848      | 2,886,107.54  | 306.48       | 10,911     | 4,053,205.84  | 309.56       |
| AB           | 34,253     | 13,396,146.10 | 325.91       | 21,894     | 10,483,597.86 | 399.03       | 23,789     | 7,268,701.20  | 254.63       | 31,710     | 7,071,427.68  | 185.84       |
| C            | 20,662     | 5,244,405.34  | 211.51       | 5,440      | 2,221,907.48  | 340.34       | 9,755      | 2,396,887.58  | 204.75       | 13,745     | 2,509,795.34  | 152.17       |
| E            | 64         | 22,883.50     | 299.91       | 189        | 77,382.92     | 340.53       | 160        | 78,856.32     | 410.37       | 54         | 20,789.28     | 319.84       |
| F            |            |               |              |            |               |              |            |               |              |            |               |              |
| HE           | 926        | 128,519.34    | 115.71       | 458        | 159,210.62    | 289.84       | 371        | 79,062.86     | 177.37       | 305        | 44,822.40     | 122.47       |
| MH           | 3,238      | 438,935.08    | 112.96       | 8,130      | 1,857,876.34  | 190.43       | 3,973      | 708,385.68    | 148.57       | 1,256      | 157,930.80    | 104.76       |
| ML           | 1,083      | 88,549.00     | 68.12        | 1,551      | 203,540.64    | 109.35       | 993        | 130,930.22    | 109.83       | 549        | 58,107.24     | 88.14        |
| PB           | 3,670      | 1,397,550.96  | 317.3        | 2,661      | 1,253,902.20  | 392.61       | 3,107      | 947,824.04    | 254.22       | 3,276      | 708,751.96    | 180.29       |
| RH           |            |               |              |            |               |              |            |               |              |            |               |              |
| SB           | 790        | 46,468.96     | 49.01        | 226        | 15,907.32     | 58.60        | 165        | 14,442.38     | 73.13        | 29         | 2,203.86      | 62.5         |
| T            | 5,977      | 778,401.00    | 108.52       | 1,056      | 264,050.66    | 208.39       | 1,455      | 252,099.10    | 144.43       | 1,871      | 248,849.94    | 110.81       |
| TT           | 4,046      | 1,177,520.46  | 242.54       | 1,865      | 767,085.90    | 342.72       | 1,292      | 322,908.46    | 208.26       | 1,696      | 299,008.12    | 146.88       |
| UG           | 819        | 136,385.04    | 138.81       | 653        | 246,408.28    | 314.56       |            |               |              | 26         | 2,918.98      | 94.96        |
| UG1          | 9,241      | 1,887,993.10  | 170.25       | 2,422      | 882,452.94    | 303.63       | 1,833      | 362,926.30    | 165.03       | 1,526      | 221,532.64    | 121          |
| UG2          | 6,372      | 748,076.56    | 97.84        | 923        | 228,561.42    | 206.28       | 245        | 35,098.84     | 119.25       | 893        | 111,451.36    | 104          |
| UG3          | 125        | 11,088.30     | 74.07        | 10         | 961.04        | 82.00        | 263        | 33,488.60     | 105.93       | 44         | 4,663.68      | 87.66        |
| Month Total: | 98,827     | 28,848,506.62 | 243.26       | 60,530     | 25,287,860.00 | 348.15       | 55,249     | 15,517,719.12 | 234.06       | 67,892     | 15,515,459.12 | 190.44       |

**K.C.T.A.**  
Auction Statistics

| Grade        | Bags(60kg)    | Value (USD)   | Price / 50kg | Bags(60kg) | Value (USD)   | Price / 50kg | Bags(60kg) | Value (USD)   | Price / 50kg  | Bags(60kg) | Value (USD)   | Price / 50kg |               |  |  |
|--------------|---------------|---------------|--------------|------------|---------------|--------------|------------|---------------|---------------|------------|---------------|--------------|---------------|--|--|
|              | <u>Apr-10</u> |               |              |            | <u>Apr-11</u> |              |            |               | <u>Apr-12</u> |            |               |              | <u>Apr-13</u> |  |  |
| AA           | 2,506         | 1,029,198.76  | 342.3        | 4,469      | 2,124,591.28  | 396.13       | 9,675      | 3,305,647.84  | 284.72        | 11,579     | 4,021,385.02  | 289.43       |               |  |  |
| AB           | 12,678        | 4,388,746.36  | 288.47       | 7,806      | 3,545,998.50  | 378.53       | 33,267     | 9,118,021.84  | 228.41        | 38,136     | 8,045,222.14  | 175.8        |               |  |  |
| C            | 7,679         | 1,806,648.22  | 196.07       | 4,126      | 1,562,505.48  | 315.56       | 10,609     | 2,320,041.30  | 182.24        | 19,320     | 3,306,557.96  | 142.62       |               |  |  |
| E            | 65            | 19,515.42     | 249.05       | 360        | 141,498.72    | 327.48       | 136        | 62,280.62     | 380.5         | 305        | 106,620.70    | 291.65       |               |  |  |
| F1           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| F2           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| HE           | 525           | 63,348.44     | 100.61       | 833        | 244,592.96    | 244.72       | 423        | 84,129.58     | 165.74        | 1,010      | 137,821.76    | 113.73       |               |  |  |
| MH           | 6,325         | 799,605.10    | 105.35       | 9,590      | 2,235,799.48  | 194.28       | 7,085      | 1,174,280.20  | 138.12        | 6,584      | 871,057.50    | 110.26       |               |  |  |
| ML           | 2,830         | 226,990.44    | 66.85        | 2,860      | 347,873.44    | 101.35       | 2,567      | 278,076.70    | 90.26         | 2,329      | 228,964.56    | 81.92        |               |  |  |
| PB           | 1,051         | 337,358.94    | 267.57       | 2,151      | 990,348.70    | 383.60       | 4,649      | 1,246,394.32  | 223.39        | 5,018      | 1,027,173.66  | 170.58       |               |  |  |
| RH           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| SB           | 862           | 41,668.98     | 40.28        | 496        | 39,502.42     | 66.38        | 150        | 11,357.56     | 62.99         | 190        | 15,091.54     | 66.3         |               |  |  |
| T            | 2,807         | 305,850.78    | 90.79        | 1,730      | 374,064.00    | 180.17       | 2,379      | 409,381.84    | 143.41        | 3,528      | 468,948.72    | 110.78       |               |  |  |
| TT           | 1,498         | 392,393.58    | 218.32       | 1,879      | 776,708.24    | 344.53       | 2,695      | 599,942.58    | 185.5         | 3,535      | 585,652.96    | 138.05       |               |  |  |
| UG           | 1,078         | 163,467.28    | 126.32       | 1,233      | 353,699.60    | 287.72       | 161        | 28,139.88     | 145.73        | 289        | 27,496.76     | 79.3         |               |  |  |
| UG1          | 9,453         | 1,826,925.68  | 161.05       | 1,096      | 378,369.36    | 287.72       | 5,434      | 1,036,718.34  | 159           | 6,113      | 850,919.52    | 116.01       |               |  |  |
| UG2          | 4,185         | 437,426.06    | 87.1         | 464        | 98,920.02     | 177.66       | 518        | 69,404.14     | 111.67        | 2,206      | 247,443.98    | 93.46        |               |  |  |
| UG3          | 137           | 10,028.34     | 60.84        | 35         | 5,186.06      | 124.84       | 256        | 28,340.50     | 92.12         | 491        | 46,991.16     | 79.69        |               |  |  |
| Month Total: | 53,679        | 11,849,172.38 | 183.95       | 39,129     | 13,219,658.26 | 281.54       | 80,005     | 19,772,157.24 | 205.95        | 100,632    | 19,987,347.94 | 165.52       |               |  |  |
|              | <u>May-10</u> |               |              |            | <u>May-11</u> |              |            |               | <u>May-12</u> |            |               |              | <u>May-13</u> |  |  |
| AA           | 1,840         | 773,651.96    | 350.3        |            |               |              | 7,665      | 2,430,159.08  | 264.22        | 6,814      | 1,761,609.34  | 215.46       |               |  |  |
| AB           | 7,021         | 2,243,270.70  | 266.26       |            |               |              | 30,573     | 7,785,253.70  | 212.2         | 19,238     | 3,729,308.26  | 161.54       |               |  |  |
| C            | 5,296         | 1,029,434.22  | 162          |            |               |              | 10,372     | 2,204,105.68  | 177.09        | 10,052     | 1,605,517.30  | 133.11       |               |  |  |
| E            | 68            | 20,203.98     | 246.27       |            |               |              | 262        | 105,137.32    | 334.36        | 437        | 130,205.12    | 248.05       |               |  |  |
| F            |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| HE           | 195           | 23,864.68     | 102.22       |            |               |              | 1,342      | 256,980.30    | 159.55        | 1,913      | 246,341.28    | 107.28       |               |  |  |
| MH           | 8,797         | 1,040,814.32  | 98.6         |            |               |              | 18,363     | 2,933,324.60  | 133.12        | 13,933     | 1,710,232.20  | 102.29       |               |  |  |
| ML           | 4,125         | 334,516.76    | 67.58        |            |               |              | 5,384      | 593,761.60    | 91.9          | 3,002      | 292,758.84    | 81.28        |               |  |  |
| PB           | 998           | 341,409.76    | 285.02       |            |               |              | 5,268      | 1,248,585.58  | 197.52        | 4,773      | 928,209.56    | 162.05       |               |  |  |
| SB           | 1,079         | 44,840.18     | 34.62        |            |               |              | 1,234      | 89,067.76     | 60.13         | 550        | 46,212.16     | 69.97        |               |  |  |
| SC           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| T            | 2,589         | 236,502.28    | 76.12        |            |               |              | 1,987      | 316,929.00    | 132.95        | 3,119      | 383,659.20    | 102.5        |               |  |  |
| TT           | 1,502         | 307,428.32    | 170.62       |            |               |              | 2,448      | 544,965.78    | 185.55        | 2,723      | 416,408.52    | 127.46       |               |  |  |
| UG           | 472           | 79,403.54     | 140.22       |            |               |              | 436        | 84,771.80     | 161.87        | 126        | 17,245.52     | 114.06       |               |  |  |
| UG1          | 4,742         | 792,208.16    | 139.22       |            |               |              | 4,221      | 817,260.02    | 161.35        | 5,736      | 741,576.36    | 107.74       |               |  |  |
| UG2          | 2,656         | 331,646.80    | 104.04       |            |               |              | 1,069      | 169,895.24    | 132.47        | 1,930      | 201,905.44    | 87.18        |               |  |  |
| UG3          | 216           | 11,801.28     | 45.64        |            |               |              | 457        | 59,993.32     | 109.37        | 370        | 34,052.08     | 76.71        |               |  |  |
| Month Total: | 41,595        | 7,610,996.94  | 152.48       |            |               |              | 91,080     | 19,640,190.78 | 179.70        | 74,715     | 12,245,241.18 | 136.58       |               |  |  |
|              | <u>Jun-10</u> |               |              |            | <u>Jun-11</u> |              |            |               | <u>Jun-12</u> |            |               |              | <u>Jun-13</u> |  |  |
| AA           | 848           | 366,699.84    | 360.45       | 1,793      | 890,714.06    | 414.06       | 3,924      | 1,183,055.36  | 251.27        | 3,460      | 796,960.50    | 191.92       |               |  |  |
| AB           | 3802          | 1,348,966.50  | 295.67       | 7,212      | 3,200,962.54  | 369.86       | 16,858     | 3,743,378.14  | 185.04        | 7,133      | 1,323,204.50  | 154.59       |               |  |  |
| C            | 1982          | 458,726.36    | 192.88       | 5,050      | 1,958,652.76  | 323.20       | 7,624      | 1,428,199.62  | 156.11        | 4,125      | 616,580.78    | 124.55       |               |  |  |
| E            | 100           | 30,951.78     | 259.18       | 88         | 35,261.10     | 332.78       | 173        | 50,433.60     | 242.82        | 316        | 74,023.32     | 195.23       |               |  |  |
| F1           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| F2           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| HE           | 748           | 110,762.54    | 123.47       | 71         | 21,466.58     | 252.91       | 865        | 147,383.36    | 142           | 689        | 78,604.86     | 95.03        |               |  |  |
| MH           | 11,451        | 1,358,367.90  | 98.86        | 470        | 115,374.16    | 204.77       | 14,450     | 1,901,497.02  | 109.66        | 10,827     | 1,243,269.22  | 95.69        |               |  |  |
| ML           | 3,044         | 225,067.56    | 61.61        | 423        | 66,936.90     | 131.94       | 2,797      | 259,428.82    | 77.29         | 1,985      | 204,226.14    | 85.72        |               |  |  |
| PB           | 475           | 166,364.46    | 291.89       | 526        | 220,969.82    | 350.39       | 3,036      | 624,065.46    | 171.27        | 2,181      | 353,378.34    | 135.04       |               |  |  |
| SB           | 829           | 40,032.22     | 40.26        | 39         | 3,641.16      | 77.37        | 379        | 27,401.36     | 60.25         | 259        | 22,164.72     | 71.33        |               |  |  |
| SC           |               |               |              |            |               |              |            |               |               |            |               |              |               |  |  |
| T            | 1,127         | 128,480.00    | 95.00        | 1,366      | 305,679.36    | 186.49       | 2,189      | 323,771.88    | 123.24        | 2,295      | 267,386.58    | 97.09        |               |  |  |
| TT           | 676           | 185,124.22    | 228.09       | 488        | 180,207.60    | 307.81       | 2,076      | 409,080.22    | 164.23        | 1,848      | 276,684.02    | 124.79       |               |  |  |
| UG           | 659           | 105,443.38    | 133.27       | 62         | 22,450.60     | 303.22       | 53         | 8,982.40      | 141.99        | 149        | 18,777.98     | 105.35       |               |  |  |
| UG1          | 1,308         | 206,624.98    | 131.60       | 529        | 182,024.78    | 286.64       | 8,889      | 1,508,194.64  | 141.39        | 1,483      | 166,634.38    | 93.63        |               |  |  |
| UG2          | 1,265         | 124,318.92    | 81.90        | 698        | 213,826.14    | 255.19       | 1,223      | 156,715.00    | 106.81        | 1,441      | 148,929.14    | 86.12        |               |  |  |
| UG3          | 8             | 478.40        | 52.00        | 120        | 34,060.56     | 236.47       | 205        | 22,087.52     | 89.98         | 256        | 24,494.10     | 79.59        |               |  |  |
| Month Total: | 28,321        | 4,856,409.06  | 142.90       | 18,934     | 7,452,228.12  | 327.99       | 64,741     | 11,793,674.40 | 151.81        | 38,448     | 5,615,318.58  | 122          |               |  |  |

**K.C.T.A.**  
Auction Statistics

| Grade              | Jul-10         |                       |               | Jul-11         |                       |               | Jul-12         |                       |               | Jul-13         |                       |               |
|--------------------|----------------|-----------------------|---------------|----------------|-----------------------|---------------|----------------|-----------------------|---------------|----------------|-----------------------|---------------|
|                    | Bags(60kg)     | Value (USD)           | Price / 50kg  | Bags(60kg)     | Value (USD)           | Price / 50kg  | Bags(60kg)     | Value (USD)           | Price / 50kg  | Bags(60kg)     | Value (USD)           | Price / 50kg  |
| AA                 |                |                       |               | 3,005          | 1,583,573.84          | 439.13        | 2,771          | 934,958.96            | 281.18        | 1,039          | 315,517.68            | 253.03        |
| AB                 |                |                       |               | 19,844         | 8,770,934.08          | 368.34        | 17,644         | 4,368,781.86          | 206.34        | 5,526          | 1,109,091.58          | 167.27        |
| C                  |                |                       |               | 18,921         | 7,032,182.68          | 309.72        | 7,026          | 1,539,881.28          | 182.64        | 2,201          | 352,522.34            | 133.49        |
| E                  |                |                       |               | 8              | 2,844.00              | 300.00        |                |                       |               | 12             | 2,331.32              | 167           |
| HE                 |                |                       |               | 85             | 27,213.16             | 267.48        | 212            | 30,814.68             | 121.15        | 77             | 9,647.24              | 104.5         |
| MH                 |                |                       |               | 724            | 174,108.48            | 200.33        | 11,457         | 1,883,017.22          | 136.96        | 1,138          | 128,911.12            | 94.37         |
| ML                 |                |                       |               | 188            | 31,627.40             | 140.28        | 1,411          | 154,172.56            | 91.06         | 618            | 61,744.58             | 83.31         |
| PB                 |                |                       |               | 1,363          | 589,585.64            | 360.50        | 1,754          | 396,732.94            | 188.48        | 422            | 84,228.16             | 166.29        |
| SB                 |                |                       |               | 34             | 2,057.10              | 50.69         | 137            | 11,416.44             | 69.24         | 68             | 6,125.86              | 75.42         |
| SC                 |                |                       |               | 0              |                       |               |                |                       |               | 0              |                       |               |
| T                  |                |                       |               | 3,298          | 923,433.16            | 233.34        | 2,106          | 316,478.14            | 125.24        | 562            | 63,708.44             | 94.39         |
| TT                 |                |                       |               | 1,580          | 621,076.66            | 327.53        | 1,473          | 313,971.22            | 177.62        | 178            | 27,265.84             | 127.37        |
| UG                 |                |                       |               | 56             | 19,865.44             | 294.48        | 1,159          | 217,527.66            | 156.35        | 29             | 4,071.34              | 115.93        |
| UG1                |                |                       |               | 3,742          | 1,190,549.98          | 265.12        | 3,129          | 587,031.20            | 156.34        | 1,421          | 175,238.66            | 102.73        |
| UG2                |                |                       |               | 2,220          | 684,862.06            | 257.06        | 1,136          | 172,068.18            | 126.19        | 484            | 47,889.70             | 82.53         |
| UG3                |                |                       |               | 25             | 5,174.80              | 170.00        | 25             | 2,034.44              | 67.37         | 52             | 5,098.84              | 82.29         |
| Month Total:       |                |                       |               | 55,093         | 21,659,088.48         | 327.62        | 51,441         | 10,928,886.78         | 177.05        | 13,827         | 2,393,392.70          | 144.25        |
|                    | Aug-10         |                       |               | Aug-11         |                       |               | Aug-12         |                       |               | Aug-13         |                       |               |
| AA                 | 15,345         | 7,187,835.54          | 390.36        | 3,091          | 1,756,622.88          | 473.52        | 3,903          | 1,177,535.36          | 251.44        | 6,201          | 1,988,598.00          | 267.26        |
| AB                 | 42,301         | 17,897,789.30         | 352.58        | 25,746         | 11,570,489.80         | 374.51        | 25,308         | 5,470,750.86          | 180.14        | 27,433         | 5,743,399.22          | 174.46        |
| C                  | 13,335         | 4,599,237.50          | 287.41        | 29,226         | 9,949,397.86          | 283.69        | 16,420         | 3,137,579.14          | 159.24        | 12,047         | 2,148,941.86          | 148.65        |
| E                  | 68             | 23,282.64             | 284.84        | 10             | 4,792.34              | 381.56        | 35             | 11,037.78             | 259.59        | 79             | 20,120.80             | 212.11        |
| HE                 | 343            | 78,452.32             | 190.55        | 89             | 23,793.50             | 222.79        | 379            | 54,174.36             | 119.04        | 440            | 56,520.28             | 107.13        |
| MH                 | 1,669          | 225,728.92            | 112.68        | 1,342          | 347,455.44            | 215.75        | 3,075          | 491,432.72            | 133.17        | 764            | 89,314.56             | 97.46         |
| ML                 | 531            | 36,473.40             | 57.28         | 549            | 101,210.62            | 153.50        | 1,093          | 121,584.66            | 92.68         | 378            | 39,313.72             | 86.59         |
| PB                 | 5,094          | 2,106,887.92          | 344.69        | 1,761          | 784,087.44            | 371.01        | 1,425          | 285,891.58            | 167.14        | 2,216          | 455,447.58            | 171.24        |
| SB                 | 78             | 4,436.68              | 47.52         | 216            | 55,555.84             | 213.94        | 352            | 35,272.48             | 83.49         | 154            | 14,975.92             | 81.13         |
| SC                 |                |                       |               |                |                       |               |                |                       |               |                |                       |               |
| T                  | 1,784          | 328,055.84            | 153.21        | 4,424          | 1,074,132.52          | 202.33        | 2,534          | 336,271.52            | 110.59        | 2,041          | 251,930.84            | 102.86        |
| TT                 | 3,240          | 1,236,874.02          | 318.1         | 1,431          | 585,752.34            | 341.00        | 1,710          | 317,592.30            | 154.78        | 1,835          | 314,824.84            | 142.96        |
| UG                 | 185            | 22,628.58             | 102.06        | 227            | 75,983.58             | 278.51        | 341            | 63,123.14             | 154.12        | 779            | 109,038.80            | 116.66        |
| UG1                | 1,045          | 251,028.88            | 200.26        | 4,752          | 1,484,929.62          | 260.38        | 6,364          | 1,132,254.36          | 148.27        | 1,465          | 220,170.44            | 125.26        |
| UG2                | 649            | 96,349.12             | 123.78        | 3,008          | 741,071.04            | 205.29        | 2,560          | 369,040.72            | 120.15        | 806            | 102,556.10            | 106.01        |
| UG3                |                |                       |               | 98             | 12,118.74             | 102.79        | 307            | 30,218.90             | 81.9          | 220            | 23,754.24             | 90.15         |
| Month Total:       | 85,666         | 34,095,060.66         | 331.66        | 75,974         | 28,567,393.56         | 313.35        | 65,807         | 13,033,759.88         | 165.05        | 56,858         | 11,578,907.20         | 169.71        |
|                    | Sep-10         |                       |               | Sep-11         |                       |               | Sep-12         |                       |               | Sep-13         |                       |               |
| AA                 | 8,123          | 2,886,859.54          | 296.17        | 1,826          | 972,353.00            | 443.72        | 3,474          | 1,055,013.00          | 253.04        | 4,857          | 1,565,123.88          | 268.52        |
| AB                 | 18,244         | 5,975,754.82          | 272.96        | 14,397         | 6,393,319.86          | 370.06        | 22,402         | 4,884,383.44          | 181.7         | 17,295         | 3,577,983.44          | 172.4         |
| C                  | 6,088          | 1,614,938.24          | 221.07        | 18,111         | 6,306,871.44          | 290.20        | 18,373         | 3,417,201.84          | 155           | 7,807          | 1,317,913.00          | 140.68        |
| E                  | 41             | 14,761.20             | 297.13        | 12             | 5,388.56              | 386.00        | 115            | 34,700.18             | 251.89        | 48             | 9,075.90              | 158.84        |
| HE                 | 152            | 30,577.88             | 168.08        | 182            | 55,959.72             | 256.06        | 414            | 53,054.74             | 106.84        | 362            | 48,427.44             | 111.35        |
| MH                 | 1,928          | 302,742.22            | 130.87        | 1,990          | 501,517.44            | 210.06        | 3,101          | 462,239.90            | 124.24        | 1,206          | 141,766.10            | 97.98         |
| ML                 | 314            | 33,944.68             | 90.18         | 924            | 155,067.64            | 139.90        | 1,400          | 145,354.20            | 86.53         | 672            | 67,697.64             | 84.01         |
| PB                 | 2,255          | 688,896.68            | 254.58        | 1,374          | 609,374.94            | 369.66        | 1,907          | 400,074.82            | 174.79        | 2,011          | 401,114.64            | 166.26        |
| SB                 | 58             | 3,881.28              | 55.34         | 80             | 4,899.96              | 51.16         | 1,133          | 119,797.82            | 88.08         | 50             | 4,068.94              | 67.41         |
| T                  | 1,127          | 202,876.48            | 150.03        | 3,353          | 834,802.34            | 207.46        | 4,236          | 547,778.30            | 107.75        | 1,852          | 216,526.99            | 97.43         |
| TT                 | 1,688          | 466,913.42            | 230.46        | 1,265          | 455,149.68            | 299.82        | 2,338          | 435,531.83            | 155.26        | 1,473          | 241,268.30            | 136.47        |
| UG                 | 168            | 39,141.84             | 194.5         | 1,392          | 465,297.06            | 278.64        | 729            | 114,006.54            | 130.25        | 162            | 22,282.12             | 114.34        |
| UG1                | 2,099          | 482,337.98            | 191.54        | 2,036          | 631,663.08            | 258.48        | 8,593          | 1,486,751.91          | 144.19        | 1,737          | 249,985.46            | 119.94        |
| UG2                | 556            | 73,395.40             | 110.04        | 1,140          | 313,922.92            | 229.45        | 5,827          | 827,703.12            | 118.37        | 972            | 119,444.62            | 102.45        |
| UG3                |                |                       |               | 319            | 42,217.84             | 110.36        | 517            | 53,461.72             | 86.12         | 208            | 20,493.56             | 81.92         |
| Month Total:       | 42,839         | 12,817,021.66         | 249.32        | 48,400         | 17,747,805.48         | 305.58        | 74,560         | 14,037,053.36         | 156.89        | 40,712         | 8,003,172.03          | 163.82        |
| <b>Grand Total</b> | <b>603,278</b> | <b>171,348,188.00</b> | <b>236.69</b> | <b>561,338</b> | <b>221,700,373.70</b> | <b>329.12</b> | <b>722,769</b> | <b>190,810,777.70</b> | <b>220.00</b> | <b>635,688</b> | <b>127,164,403.31</b> | <b>166.70</b> |

**K.C.T.A.**  
Auction Statistics

| Grade        | 2013 / 2014 Season |              |              | 2014 / 2015 Season |               |              | 2015/2016 Season |              |              |
|--------------|--------------------|--------------|--------------|--------------------|---------------|--------------|------------------|--------------|--------------|
|              | Bags(60kg)         | Value (USD)  | Price / 50kg | Bags(60kg)         | Value (USD)   | Price / 50kg | Bags(60kg)       | Value (USD)  | Price / 50kg |
|              | <b>Oct-13</b>      |              |              | <b>Oct-14</b>      |               |              | <b>Oct-15</b>    |              |              |
| AA           | 2,650              | 749,905.98   | 235.82       | 5,889              | 2,195,559.76  | 310.71       | 2,509            | 713,569.94   | 236.98       |
| AB           | 9,853              | 1,822,209.44 | 154.11       | 18,979             | 5,794,253.52  | 254.42       | 6,383            | 1,616,545.90 | 211.06       |
| C            | 4,744              | 737,588.16   | 129.58       | 9,494              | 2,644,382.22  | 232.12       | 7,830            | 1,579,368.18 | 168.1        |
| E            | 0                  |              |              | 43                 | 12,000.28     | 234.38       | 43               | 10,568.32    | 204.89       |
| HE           | 276                | 33,845.32    | 102.25       | 410                | 81,213.96     | 164.93       | 224              | 30,387.74    | 112.94       |
| MH           | 1,376              | 145,563.78   | 88.17        | 3,061              | 537,588.70    | 146.37       | 4,334            | 502,063.30   | 96.54        |
| ML           | 1,157              | 103,010.56   | 74.19        | 943                | 108,438.72    | 95.85        | 2,482            | 180,411.08   | 60.56        |
| PB           | 1,282              | 243,704.14   | 158.4        | 1,858              | 548,632.54    | 246.03       | 498              | 119,209.52   | 199.42       |
| SB           | 188                | 16,021.04    | 71.05        | 16                 | 1,276.74      | 66.85        | 28               | 1,755.26     | 52.81        |
| SC           |                    |              |              |                    |               |              |                  |              |              |
| T            | 1,116              | 119,695.50   | 89.36        | 1,621              | 298,603.02    | 153.53       | 2,114            | 241,758.96   | 95.3         |
| TT           | 828                | 128,969.94   | 129.83       | 1,171              | 322,712.44    | 229.73       | 736              | 145,617.52   | 164.79       |
| UG           | 242                | 29,779.54    | 102.41       | 166                | 30,243.54     | 151.96       | 201              | 34,659.10    | 143.68       |
| UG1          | 1,573              | 194,716.98   | 103.13       | 2,108              | 546,260.02    | 215.93       | 1,157            | 207,251.78   | 149.34       |
| UG2          | 799                | 86,806.28    | 90.51        | 909                | 144,033.66    | 132.07       | 936              | 115,502.24   | 102.84       |
| UG3          | 241                | 20,215.10    | 69.86        |                    |               |              |                  |              |              |
| Month Total: | 26,326             | 4,432,031.76 | 140.29       | 46,666             | 13,265,199.12 | 236.88       | 29,475           | 5,498,668.84 | 155.46       |
|              | <b>Nov-13</b>      |              |              | <b>Nov-14</b>      |               |              | <b>Nov-15</b>    |              |              |
| AA           | 4,444              | 1,377,758.00 | 258.33       | 3,990              | 1,438,832.74  | 300.48       | 2,398            | 768,197.68   | 267.01       |
| AB           | 12,256             | 2,296,150.34 | 156.12       | 10,097             | 3,046,655.40  | 251.45       | 4,990            | 1,386,552.42 | 231.54       |
| C            | 3,997              | 606,887.12   | 126.53       | 4,606              | 1,273,471.66  | 230.38       | 3,366            | 659,770.28   | 163.36       |
| E            | 35                 | 7,643.30     | 182.42       | 81                 | 26,037.50     | 268.98       | 56               | 17,596.06    | 261.53       |
| F1           |                    |              |              |                    |               |              |                  |              |              |
| HE           | 230                | 25,767.48    | 93.36        | 317                | 64610.98      | 170.05       | 235              | 32010.5      | 113.67       |
| MH           | 3,152              | 348,029.90   | 92.03        | 2,391              | 400,590.76    | 139.63       | 3,469            | 385,812.30   | 92.69        |
| ML           | 1,093              | 98,040.36    | 74.76        | 736                | 81,727.24     | 92.56        | 1,388            | 91,694.32    | 55.04        |
| PB           | 1,416              | 266,995.60   | 157.1        | 1,356              | 405,553.36    | 249.23       | 788              | 206,238.24   | 218.05       |
| RH           |                    |              |              |                    |               |              |                  |              |              |
| SB           | 182                | 14,144.56    | 64.79        | 86                 | 8,308.48      | 80.82        | 61               | 3,425.64     | 46.72        |
| SC           |                    |              |              |                    |               |              |                  |              |              |
| T            | 1,018              | 101,380.26   | 82.95        | 1,410              | 242278.62     | 143.2        | 1,269            | 153601.9     | 100.85       |
| TT           | 1,222              | 175,545.06   | 119.71       | 1,170              | 314,951.90    | 224.39       | 674              | 131,545.36   | 162.71       |
| UG           | 207                | 22,242.88    | 89.47        | 56                 | 11891.88      | 177.49       | 181              | 21051.32     | 97.06        |
| UG1          | 1,557              | 190,044.46   | 101.69       | 1,376              | 332,722.78    | 201.45       | 1,281            | 220,824.60   | 143.64       |
| UG2          | 343                | 36,157.20    | 87.91        | 635                | 109,738.06    | 143.92       | 926              | 101,987.94   | 91.79        |
| UG3          | 213                | 18,813.52    | 73.47        | 70                 | 6,822.06      | 80.81        | 51               | 5,461.04     | 89           |
| Month Total: | 31,366             | 5,585,600.04 | 148.40       | 28,377             | 7,764,193.42  | 228.01       | 21,133           | 4,185,769.60 | 165.06       |
|              | <b>Dec-13</b>      |              |              | <b>Dec-14</b>      |               |              | <b>Dec-15</b>    |              |              |
| AA           | 5,703              | 1,815,453.88 | 265.27       | 6,576              | 2,333,718.76  | 295.75       | 4,620            | 1,666,847.96 | 300.68       |
| AB           | 12,410             | 2,386,993.86 | 160.28       | 14,085             | 4,101,879.38  | 242.69       | 6,096            | 1,887,849.28 | 258.07       |
| C            | 3,359              | 526,087.98   | 130.51       | 8,624              | 2,328,174.18  | 224.97       | 3,845            | 801,527.58   | 173.72       |
| E            | 60                 | 14,515.84    | 202.34       | 3                  | 848.54        | 209          | 27               | 8,903.64     | 272.78       |
| HE           | 269                | 30,606.76    | 94.75        | 108                | 20,075.76     | 155.31       | 115              | 10,432.04    | 75.69        |
| MH           | 3,190              | 343,414.30   | 89.72        | 2,056              | 325,732.34    | 132.03       | 709              | 75,142.32    | 88.33        |
| ML           | 772                | 73,291.36    | 79.07        | 879                | 89,873.38     | 85.24        | 418              | 25,363.44    | 50.58        |
| PB           | 1,806              | 335,190.52   | 154.63       | 1,418              | 410,688.60    | 241.38       | 782              | 237,184.42   | 252.73       |
| RH           |                    |              |              |                    |               |              |                  |              |              |
| SB           | 37                 | 3,299.40     | 74.21        | 24                 | 2225.28       | 75.9         | 31               | 1426.98      | 38.82        |
| SC           |                    |              |              |                    |               |              |                  |              |              |
| T            | 899                | 91,784.64    | 85.07        | 1,159              | 208,789.72    | 150.09       | 1,086            | 128,154.74   | 98.33        |
| TT           | 955                | 152,195.44   | 132.87       | 889                | 228,144.00    | 213.94       | 481              | 102,296.24   | 177.34       |
| UG           | 158                | 15,833.74    | 83.67        | 639                | 141,486.60    | 184.52       | 79               | 12,915.34    | 136.61       |
| UG1          | 1,264              | 157,269.10   | 103.67       | 1,735              | 406,908.18    | 195.47       | 2,119            | 391,493.92   | 153.97       |
| UG2          | 254                | 25,327.08    | 82.97        | 1,029              | 174,871.64    | 141.61       | 962              | 112,945.48   | 97.87        |
| UG3          | 97                 | 9,113.96     | 78.2         | 12                 | 2,351.36      | 167          | 5                | 261.28       | 46           |
| Month Total: | 31,234             | 5,980,377.86 | 159.56       | 39,235             | 10,775,767.72 | 228.87       | 21,373           | 5,462,744.66 | 212.99       |

**K.C.T.A.**  
Auction Statistics

| Grade        |               |               |        |               |               |        |               |               |        |
|--------------|---------------|---------------|--------|---------------|---------------|--------|---------------|---------------|--------|
|              | <u>Jan-14</u> |               |        | <u>Jan-15</u> |               |        | <u>Jan-16</u> |               |        |
| AA           | 8,752         | 2,677,900.36  | 254.97 | 8,295         | 2,899,413.22  | 291.27 | 14,062        | 5,024,837.76  | 297.77 |
| AB           | 20,585        | 4,221,064.20  | 170.88 | 19,905        | 5,608,204.82  | 234.8  | 22,541        | 6,473,872.52  | 239.33 |
| C            | 6,415         | 1,122,332.22  | 145.8  | 6,827         | 1,688,255.60  | 206.07 | 9,753         | 2,039,176.90  | 174.23 |
| E            | 129           | 24,617.10     | 159.35 | 172           | 59,847.54     | 290.02 | 115           | 40,209.50     | 292.35 |
| F            |               |               |        |               |               |        |               |               |        |
| HE           | 493           | 64,326.36     | 108.83 | 458           | 97035.5       | 176.54 | 435           | 55793.52      | 107    |
| MH           | 3,037         | 338,871.00    | 92.99  | 1,574         | 239,968.94    | 127.06 | 983           | 90152.3       | 76.44  |
| ML           | 690           | 57,600.54     | 69.58  | 607           | 62,762.74     | 86.21  | 334           | 21,075.28     | 52.58  |
| PB           | 2,367         | 482,175.02    | 169.78 | 2,386         | 659,943.78    | 230.54 | 3,384         | 970,431.12    | 238.96 |
| SB           | 58            | 4,591.38      | 65.87  |               |               |        | 58            | 2,731.58      | 39.22  |
| SC           |               |               |        | 62            | 5,947.00      | 80.26  |               |               |        |
| T            | 1,556         | 181,650.32    | 97.29  |               |               |        | 2,138         | 229509.16     | 89.46  |
| TT           | 1,755         | 305,566.94    | 145.09 | 2,289         | 400,185.84    | 145.7  | 1,319         | 264,330.88    | 167.06 |
| UG           | 11            | 2,038.88      | 149.04 | 2,047         | 490096.72     | 199.55 | 101           | 12400.22      | 101.93 |
| UG1          | 1,073         | 155,719.26    | 120.99 |               |               |        | 1,246         | 205,975.32    | 137.78 |
| UG2          | 531           | 57,520.54     | 90.24  | 1,433         | 307,523.70    | 178.78 | 642           | 54488.2       | 70.68  |
| UG3          | 53            | 4,661.40      | 72.7   | 524           | 74,104.24     | 117.88 | 89            | 5254.76       | 49     |
| UW1          |               |               |        | 7             | 635.20        | 80     |               |               |        |
| UW2          |               |               |        |               |               |        |               |               |        |
| Month Total: | 47,504        | 9,700,635.52  | 170.17 | 46,584        | 12,593,924.84 | 225.29 | 57,200        | 15,490,239.02 | 225.68 |
|              | <u>Feb-14</u> |               |        | <u>Feb-15</u> |               |        | <u>Feb-16</u> |               |        |
| AA           | 15,838        | 6,705,169.58  | 352.8  | 24,430        | 9,847,060.28  | 335.9  | 21,551        | 7,688,844.04  | 297.31 |
| AB           | 41,807        | 11,495,653.04 | 229.14 | 34,853        | 10,957,646.34 | 262    | 39,446        | 11,613,256.46 | 245.34 |
| C            | 17,924        | 4,021,994.50  | 186.99 | 9,093         | 2,276,361.54  | 208.61 | 12,504        | 2,812,710.96  | 187.46 |
| E            | 109           | 31,311.00     | 238.4  | 112           | 41,019.92     | 304.21 | 275           | 99,581.34     | 302.02 |
| F            |               |               |        | 458           | 84637.22      | 154.13 |               |               |        |
| F2           |               |               |        | 1,571         | 225346.6      | 119.53 |               |               |        |
| HE           | 197           | 33,161.70     | 140.61 | 526           | 62,552.92     | 99.03  | 448           | 60,037.92     | 111.79 |
| MH           | 1,472         | 220,059.18    | 124.57 | 3,883         | 1,211,088.86  | 259.93 | 313           | 33,604.16     | 89.53  |
| ML           | 626           | 69,577.12     | 92.56  |               |               |        | 137           | 10397.3       | 63.07  |
| PB           | 3,329         | 894,343.44    | 223.86 | 28.28         | 2557.78       | 75.36  | 4,933         | 1449846.42    | 244.94 |
| SB           | 92            | 8,773.28      | 79.38  |               |               |        | 11            | 685.00        | 50     |
| SC           |               |               |        | 907           | 157209.46     | 144.47 |               |               |        |
| T            | 2,923         | 416,445.68    | 118.72 | 1,388         | 339,248.34    | 203.73 | 1,969         | 211,623.00    | 89.58  |
| TT           | 2,337         | 498,096.16    | 177.6  | 55            | 9,728.88      | 147.86 | 1,663         | 374,647.20    | 187.72 |
| UG           | 29            | 3,262.24      | 95.28  | 2,603         | 553276.8      | 177.11 | 230           | 25440.16      | 92.12  |
| UG1          | 1,987         | 329,075.86    | 137.98 | 728           | 105,458.18    | 120.73 | 2,255         | 373,423.38    | 138.01 |
| UG2          | 943           | 119,017.12    | 105.22 |               |               |        | 1,247         | 117,062.56    | 78.24  |
| UG3          | 94            | 8,970.28      | 79.3   |               |               |        | 15            | 1,165.56      | 66     |
| Month Total: | 89,708        | 24,854,910.18 | 230.89 | 80,635        | 25,873,193.12 | 267.39 | 86,995        | 24,872,325.46 | 238.25 |
|              | <u>Mar-14</u> |               |        | <u>Mar-15</u> |               |        | <u>Mar-16</u> |               |        |
| AA           | 18,249        | 7,987,158.96  | 364.72 | 20,007        | 6,459,484.04  | 269.05 | 26,067        | 8,316,688.40  | 265.87 |
| AB           | 47,761        | 15,537,459.78 | 271.1  | 36,464        | 9,718,660.98  | 222.1  | 48,863        | 13,783,732.16 | 235.08 |
| C            | 18,879        | 5,302,988.78  | 234.08 | 11,091        | 2,497,470.42  | 187.64 | 15,628        | 3,538,299.90  | 188.68 |
| E            | 89            | 35,833.74     | 335.4  | 337           | 105,370.20    | 260.88 | 473           | 158,284.98    | 279    |
| F            |               |               |        | 470           | 75764.24      | 134.34 |               |               |        |
| HE           | 552           | 125,327.84    | 189.09 | 7,601         | 964041.28     | 105.7  | 495           | 75331.86      | 126.95 |
| MH           | 3,248         | 646,606.86    | 165.89 | 2,296         | 234,647.88    | 85.16  | 4,698         | 449,386.12    | 79.71  |
| ML           | 1,007         | 127,040.90    | 105.09 | 4,030         | 1061151.72    | 219.41 | 1,263         | 80173.34      | 52.92  |
| PB           | 3,282         | 1,055,973.78  | 268.16 | 29            | 3115.8        | 90     | 5,013         | 1426091.36    | 237.05 |
| RH           |               |               |        | 50            | 4007.8        | 66.46  |               |               |        |
| SB           | 55            | 5,362.34      | 81.67  |               |               |        | 9             | 330.00        | 30     |
| T            | 3,394         | 588,438.24    | 144.48 | 1,592         | 233,154.08    | 122.05 | 1,935         | 226,570.24    | 97.58  |
| TT           | 2,726         | 717,892.52    | 219.49 | 2,904         | 648,520.08    | 186.07 | 2,338         | 493,891.92    | 176.03 |
| UG           | 363           | 82,528.44     | 189.62 | 92            | 19,008.76     | 171.28 | 933           | 98,042.54     | 87.56  |
| UG1          | 2,796         | 566,047.06    | 168.68 | 4,536         | 776,793.76    | 142.72 | 3,638         | 537,356.68    | 123.1  |
| UG2          | 961           | 186,799.74    | 161.96 | 1,285         | 156,840.82    | 101.72 | 2,497         | 264,146.92    | 88.15  |
| UG3          | 167           | 26,919.12     | 134.17 | 47            | 5,561.86      | 98.65  | 71            | 3,585.12      | 42     |
| Month Total: | 103,529       | 32,992,378.10 | 265.56 | 92,832        | 22,963,593.72 | 206.14 | 113,920       | 29,451,911.54 | 215.44 |



**K.C.T.A.**  
Auction Statistics

| Grade               | Bags(60kg)     | Value (USD)          | Price / 50kg  | Bags(60kg)    | Value (USD)          | Price / 50kg  | Bags(60kg)    | Value (USD)          | Price / 50kg  |
|---------------------|----------------|----------------------|---------------|---------------|----------------------|---------------|---------------|----------------------|---------------|
|                     | <u>Apr-14</u>  |                      |               | <u>Apr-15</u> |                      |               | <u>Apr-16</u> |                      |               |
| AA                  | 14,286         | 5,540,886.46         | 323.22        | 9,541         | 2,729,275.86         | 238.38        | 12,795        | 3,407,370.36         | 221.91        |
| AB                  | 34,757         | 10,808,126.32        | 259.14        | 14,556        | 3,618,536.88         | 207.16        | 26,063        | 6,494,107.96         | 207.64        |
| C                   | 18,036         | 4,863,842.82         | 224.73        | 5,999         | 1,285,747.98         | 178.59        | 7,684         | 1,566,833.10         | 169.92        |
| E                   | 507            | 169,037.64           | 277.73        | 260           | 85,522.74            | 274.09        | 212           | 63,737.18            | 250.44        |
| F1                  |                |                      |               | 800           | 137,537.96           | 143.2         | 0             |                      |               |
| F2                  |                |                      |               | 12,703        | 1,551,990.46         | 101.81        | 0             |                      |               |
| HE                  | 1,586          | 337,500.78           | 177.31        | 3,475         | 308,929.14           | 74.08         | 1,081         | 150,776.48           | 116.23        |
| MH                  | 12,271         | 2,452,250.02         | 166.54        | 3,413         | 854,570.84           | 208.67        | 9,858         | 828,553.80           | 70.04         |
| ML                  | 4,679          | 567,985.10           | 101.15        |               |                      |               | 2,245         | 127,944.54           | 47.49         |
| PB                  | 4,515          | 1,368,483.14         | 252.59        | 146           | 10,696.08            | 60.86         | 3,662         | 898,604.88           | 204.5         |
| RH                  |                |                      |               |               |                      |               | 0             |                      |               |
| SB                  | 767            | 71,727.10            | 77.89         | 1,752         | 243,039.70           | 115.62        | 80            | 3,585.40             | 37.52         |
| T                   | 3,895          | 680,298.70           | 145.54        | 1,636         | 358,605.74           | 182.68        | 1,957         | 227,635.86           | 96.92         |
| TT                  | 2,824          | 693,908.88           | 204.73        | 143           | 22,734.04            | 132.75        | 2,044         | 446,105.06           | 181.85        |
| UG                  | 498            | 89,534.04            | 149.82        | 5,048         | 842,152.60           | 139.02        | 132           | 23,313.12            | 147.4         |
| UG1                 | 9,286          | 1,847,718.72         | 165.82        | 2,318         | 278,248.34           | 100.02        | 6,041         | 808,300.82           | 111.51        |
| UG2                 | 2,139          | 340,528.32           | 132.69        | 94            | 8,013.40             | 70.95         | 1,249         | 86,875.40            | 57.95         |
| UG3                 | 136            | 16,100.98            | 98.75         |               |                      |               | 90            | 4,683.58             | 43.59         |
| <b>Month Total:</b> | <b>110,182</b> | <b>29,847,929.02</b> | <b>225.75</b> | <b>61,884</b> | <b>12,335,601.76</b> | <b>166.11</b> | <b>75,192</b> | <b>15,138,427.54</b> | <b>167.77</b> |
|                     | <u>May-14</u>  |                      |               | <u>May-15</u> |                      |               | <u>May-16</u> |                      |               |
| AA                  | 7,082          | 2,671,775.28         | 314.39        | 6,085         | 1,674,080.16         | 229.27        | 9,567         | 2,500,630.36         | 217.81        |
| AB                  | 14,454         | 4,334,074.30         | 249.88        | 9,612         | 2,359,539.80         | 204.57        | 13,549        | 3,246,209.68         | 199.66        |
| C                   | 7,089          | 1,851,087.88         | 217.6         | 3,717         | 745,145.94           | 167.06        | 7,111         | 1,408,515.40         | 165.07        |
| E                   | 148            | 49,035.48            | 275.73        | 284           | 83,409.28            | 244.9         | 260           | 73,673.00            | 236.48        |
| F                   |                |                      |               | 1,198         | 189,892              | 132.09        | -             |                      |               |
| HE                  | 1,225          | 199,705.76           | 135.86        | 13,933        | 1,602,742.60         | 95.86         | 1,307         | 170,636.02           | 108.76        |
| MH                  | 18,031         | 3,008,263.74         | 139.03        | 2,976         | 243,291.74           | 68.13         | 22,884        | 1,943,761.28         | 70.78         |
| ML                  | 2,372          | 262,758.05           | 92.32         | 1,982         | 456,212.82           | 191.81        | 5,752         | 337,808.56           | 48.94         |
| PB                  | 4,053          | 1,190,243.38         | 244.71        |               |                      |               | 3,473         | 836,900.36           | 200.8         |
| SB                  | 292            | 24,822.64            | 70.89         | 227           | 13,533.60            | 49.64         | 206           | 7,715.56             | 31.22         |
| SC                  |                |                      |               | -             |                      |               | -             |                      |               |
| T                   | 1,317          | 194,957.50           | 123.39        | 1,439         | 207,808.86           | 120.32        | 1,597         | 159,307.20           | 83.13         |
| TT                  | 1,748          | 420,149.37           | 200.34        | 1,891         | 369,455.28           | 162.85        | 3,561         | 708,528.36           | 165.8         |
| UG                  | 203            | 46,235.42            | 189.91        | 384           | 68,478.62            | 148.53        | 592           | 80,539.90            | 113.46        |
| UG1                 | 2,688          | 487,087.78           | 151.02        | 4,462         | 739,803.20           | 138.18        | 6,654         | 703,893.80           | 88.15         |
| UG2                 | 1,553          | 194,132.44           | 104.2         | 1,143         | 128,904.70           | 93.98         | 2,163         | 181,552.36           | 69.95         |
| UG3                 | 203            | 21,355.00            | 87.74         | 109           | 9,336.62             | 71.23         | 237           | 11,128.12            | 39.06         |
| <b>Month Total:</b> | <b>62,456</b>  | <b>14,955,684.02</b> | <b>199.55</b> | <b>49,441</b> | <b>8,891,634.90</b>  | <b>149.87</b> | <b>78,913</b> | <b>12,370,799.96</b> | <b>130.64</b> |
|                     | <u>Jun-14</u>  |                      |               | <u>Jun-15</u> |                      |               | <u>Jun-16</u> |                      |               |
| AA                  | 9,254          | 3,398,250.72         | 306.01        | 0             |                      |               | 2,617         | 697,766.98           | 222.2         |
| AB                  | 12,749         | 3,752,357.18         | 245.27        | 0             |                      |               | 3,065         | 703,864.04           | 191.35        |
| C                   | 5,217          | 1,330,925.86         | 212.61        | 0             |                      |               | 3,075         | 633,814.10           | 171.74        |
| E                   | 145            | 37,568.10            | 215.91        | 0             |                      |               | 404           | 100,175.72           | 206.54        |
| F1                  |                |                      |               |               |                      |               | 0             |                      |               |
| F2                  |                |                      |               |               |                      |               | 0             |                      |               |
| HE                  | 589            | 83,015.40            | 117.5         | 0             |                      |               | 929           | 137,996.58           | 123.74        |
| MH                  | 7,135          | 967,688.78           | 113.01        | 0             |                      |               | 8,641         | 865,433.36           | 83.46         |
| ML                  | 3,708          | 321,084.18           | 72.15         | 0             |                      |               | 1,632         | 102,738.98           | 52.46         |
| PB                  | 2,959          | 841,790.40           | 237.07        | 0             |                      |               | 2,611         | 631,198.08           | 201.45        |
| SB                  | 70             | 5,467.52             | 64.84         | 0             |                      |               | 21            | 997.56               | 38.82         |
| SC                  |                |                      |               |               |                      |               | 0             |                      |               |
| T                   | 1,008          | 151,502.12           | 125.2         | 0             |                      |               | 1,901         | 211,244.12           | 92.59         |
| TT                  | 1,512          | 312,830.32           | 172.4         | 0             |                      |               | 1,850         | 325,364.68           | 146.53        |
| UG                  | 194            | 35,016.28            | 150.36        | 0             |                      |               | 142           | 11,693.54            | 68.81         |
| UG1                 | 1,772          | 318,925.84           | 149.96        | 0             |                      |               | 1,126         | 127,422.16           | 94.32         |
| UG2                 | 1,216          | 117,459.16           | 80.53         | 0             |                      |               | 1,026         | 82,475.24            | 67.02         |
| UG3                 | 135            | 11,184.38            | 69.04         | 0             |                      |               | 81            | 5,088.22             | 52.59         |
| <b>Month Total:</b> | <b>47,664</b>  | <b>11,685,066.24</b> | <b>204.29</b> | <b>-</b>      | <b>-</b>             | <b>-</b>      | <b>29,122</b> | <b>4,637,273.36</b>  | <b>132.70</b> |

**K.C.T.A.**  
Auction Statistics

| Grade               | Jul-14         |                       |               | Jul-15         |                       |               | Jul-16         |                      |               |
|---------------------|----------------|-----------------------|---------------|----------------|-----------------------|---------------|----------------|----------------------|---------------|
|                     | Bags(60kg)     | Value (USD)           | Price / 50kg  | Bags(60kg)     | Value (USD)           | Price / 50kg  | Bags(60kg)     | Value (USD)          | Price / 50kg  |
| AA                  | 1,277          | 464,492.12            | 303.05        | 3,747          | 990,054.94            | 220.2         | 518            | 128,423.70           | 206.8         |
| AB                  | 3,997          | 1,179,986.94          | 246.04        | 10,898         | 2,599,972.16          | 198.82        | 1667           | 441,719.18           | 220.83        |
| C                   | 3,833          | 1,025,674.78          | 223.02        | 8,509          | 1,749,154.78          | 171.3         | 969            | 208,031.70           | 178.87        |
| E                   | 37             | 10,331.88             | 234.07        | 35             | 10,392.86             | 247.21        | 419            | 134,962.74           | 268.7         |
| HE                  | 30             | 6,532.60              | 180.66        | 238            | 35,589.76             | 124.68        | 1118           | 198,667.48           | 148.09        |
| MH                  | 7,022          | 1,094,871.60          | 129.94        | 1,303          | 149,261.22            | 95.45         | 1237           | 130,147.94           | 87.67         |
| ML                  | 1,721          | 200,724.04            | 97.19         | 952            | 73,182.36             | 64.04         | 453            | 32,129.62            | 59.11         |
| PB                  | 460            | 124,811.58            | 226.3         | 1,256          | 275,033.08            | 182.49        | 897            | 226,014.78           | 209.97        |
| SB                  | 60             | 4,114.52              | 56.69         | 218            | 15,579.88             | 59.66         | 155            | 9,219.94             | 49.52         |
| SC                  |                |                       |               | 0              |                       |               | 0              |                      |               |
| T                   | 893            | 145,318.84            | 135.63        | 2,847          | 320,800.70            | 93.9          | 923            | 139,812.88           | 126.19        |
| TT                  | 361            | 90,270.20             | 208.11        | 1,223          | 234,667.86            | 159.88        | 595            | 129,476.12           | 181.24        |
| UG                  | 38             | 8,628.60              | 191.41        | 432            | 77,264.00             | 149.15        | 31             | 1,554.84             | 42            |
| UG1                 | 743            | 144,167.26            | 161.61        | 1,697          | 280,228.36            | 137.63        | 268            | 23,735.38            | 73.79         |
| UG2                 | 1,000          | 126,915.27            | 105.75        | 1,271          | 172,049.14            | 112.85        | 208            | 13,885.30            | 55.56         |
| UG3                 | 62             | 5,329.96              | 71.81         | 134            | 13,338.48             | 82.88         | 23             | 1,259.10             | 45            |
| <b>Month Total:</b> | <b>21,533</b>  | <b>4,632,170.19</b>   | <b>179.26</b> | <b>34,759</b>  | <b>6,996,569.58</b>   | <b>167.74</b> | <b>9,481</b>   | <b>1,819,040.70</b>  | <b>159.88</b> |
|                     | <b>Aug-14</b>  |                       |               | <b>Aug-15</b>  |                       |               | <b>Aug-16</b>  |                      |               |
| AA                  | 7,084          | 2,587,699.52          | 304.42        | 3,528          | 970,233.12            | 229.18        | 10,986         | 3,344,752.28         | 253.72        |
| AB                  | 16,132         | 4,869,835.36          | 251.56        | 14,221         | 3,592,371.86          | 210.5         | 28,189         | 7,901,181.36         | 233.58        |
| C                   | 11,759         | 3,260,785.62          | 231.09        | 11,097         | 2,372,598.32          | 178.17        | 10,251         | 2,526,745.84         | 205.41        |
| E                   | 321            | 101,118.40            | 262.81        | 67             | 18,699.70             | 232.47        | 45             | 14,057.36            | 260.13        |
| HE                  | 209            | 45,844.48             | 183.1         | 472            | 74,692.30             | 132.01        | 264            | 32,443.18            | 102.51        |
| MH                  | 8,130          | 1,373,825.78          | 140.82        | 597            | 68,359.18             | 95.45         | 1,585          | 171,573.00           | 90.23         |
| ML                  | 4,310          | 406,992.00            | 78.69         | 269            | 19,283.32             | 59.72         | 306            | 18,747.12            | 50.98         |
| PB                  | 888            | 259,285.38            | 243.45        | 1,272          | 310,105.30            | 203.11        | 2,918          | 794,757.30           | 226.99        |
| SB                  | 94             | 7,189.46              | 63.69         | 156            | 10,841.04             | 58.1          | 0              |                      |               |
| SC                  |                |                       |               |                |                       |               | 0              |                      |               |
| T                   | 1,603          | 335,058.04            | 174.18        | 2,933          | 410,342.22            | 116.57        | 1,983          | 227,444.42           | 95.6          |
| TT                  | 1,007          | 265,870.04            | 220.09        | 1,171          | 230,872.34            | 164.31        | 1,239          | 256,699.44           | 172.72        |
| UG                  | 10             | 1,389.92              | 119           | 351            | 71,585.30             | 169.78        | 1,058          | 91,340.80            | 71.92         |
| UG1                 | 1,102          | 254,716.44            | 192.66        | 2,646          | 493,282.06            | 155.36        | 2,237          | 334,633.10           | 124.64        |
| UG2                 | 808            | 124,844.96            | 128.78        | 2,152          | 324,228.42            | 125.56        | 865            | 84,960.80            | 81.85         |
| UG3                 | 109            | 9,071.14              | 69.09         |                |                       |               | 126            | 10,066.92            | 66.75         |
| <b>Month Total:</b> | <b>53,564</b>  | <b>13,903,526.54</b>  | <b>216.31</b> | <b>40,932</b>  | <b>8,967,494.48</b>   | <b>182.57</b> | <b>62,050</b>  | <b>15,809,402.92</b> | <b>212.32</b> |
|                     | <b>Sep-14</b>  |                       |               | <b>Sep-15</b>  |                       |               | <b>Sep-16</b>  |                      |               |
| AA                  | 6,250          | 2,250,994.38          | 300.14        | 4,364          | 1,195,136.52          | 228.21        | 10,409         | 3,193,873.36         | 255.69        |
| AB                  | 24,851         | 7,130,451.44          | 239.11        | 17,925         | 4,608,337.34          | 214.25        | 22,614         | 6,493,803.64         | 239.29        |
| C                   | 14,512         | 3,775,376.58          | 216.8         | 16,224         | 3,344,448.28          | 171.78        | 7,644          | 1,899,447.22         | 207.07        |
| E                   | 110            | 34,509.56             | 260.49        | 28             | 8,010.84              | 239.7         | 130            | 42,771.36            | 274.11        |
| HE                  | 247            | 49,570.78             | 167.23        | 705            | 98,593.22             | 116.51        | 793            | 130,242.64           | 136.84        |
| MH                  | 1,782          | 306,222.46            | 143.19        | 1,317          | 148,092.60            | 93.72         | 1,492          | 191,060.04           | 106.69        |
| ML                  | 681            | 70,424.00             | 86.23         | 845            | 64,242.82             | 63.38         | 436            | 31,602.82            | 60.47         |
| PB                  | 2,124          | 599,788.98            | 235.29        | 1,636          | 405,263.68            | 206.42        | 3,060          | 847,776.66           | 230.91        |
| SB                  | 85             | 6,757.96              | 66.44         | 56             | 3,868.82              | 57.54         | 53             | 2,024.44             | 31.7          |
| T                   | 1,987          | 376,450.86            | 157.87        | 4,877          | 649,470.58            | 110.98        | 2,255          | 285,194.16           | 105.4         |
| TT                  | 1,047          | 258,603.96            | 205.73        | 2,047          | 373,991.46            | 152.27        | 1,940          | 441,132.92           | 189.49        |
| UG                  | 158            | 34,959.54             | 184.21        | 21             | 2,886.64              | 113.56        | 136            | 11,677.00            | 71.73         |
| UG1                 | 1,975          | 460,579.46            | 194.31        | 4,316          | 715,502.12            | 138.16        | 2,646          | 477,811.28           | 150.5         |
| UG2                 | 1,236          | 224,849.32            | 151.64        | 3,522          | 461,346.20            | 109.17        | 1,049          | 131,578.50           | 104.49        |
| UG3                 | 15             | 1,339.22              | 75.83         | 10             | 880.50                | 75            | 81             | 10,412.00            | 107.47        |
| <b>Month Total:</b> | <b>57,060</b>  | <b>15,580,878.50</b>  | <b>227.55</b> | <b>57,891</b>  | <b>12,080,071.62</b>  | <b>173.89</b> | <b>54,738</b>  | <b>14,190,408</b>    | <b>216.04</b> |
| <b>Grand Total</b>  | <b>682,127</b> | <b>174,151,187.97</b> | <b>212.76</b> | <b>579,236</b> | <b>142,507,244.28</b> | <b>205.20</b> | <b>639,593</b> | <b>148,927,012</b>   | <b>194.04</b> |

Period: 1st October 2015 - 30th September 2016

Source : Nairobi Coffee Exchange

Dated :Tuesday 4th October 2016

| 2015 / 2016 Season          |               |               |                     |              | Sales Summary by Grade per Marketing Agent |               |                      |               |  |
|-----------------------------|---------------|---------------|---------------------|--------------|--|---------------|----------------------|---------------|--|
| KCCE Ltd.                   |               |               |                     |              | Oaklands Coffee Marketing Ltd              |               |                      |               |  |
| Grade                       | Bags Sold     | Avg Price     | Value (US \$)       | % age        | Bags Sold                                  | Avg Price     | Value (US \$)        | % age         |  |
| <b>Main Coffee Grades</b>   |               |               |                     |              | <b>Main Coffee Grades</b>                  |               |                      |               |  |
| AA                          | 4,119         | 237.68        | 1,174,726.56        | 0.64%        | 9,694                                      | 243.24        | 2,829,538.98         | 1.52%         |  |
| AB                          | 5,799         | 221.96        | 1,544,593.60        | 0.91%        | 28,459                                     | 219.27        | 7,488,362.78         | 4.45%         |  |
| C                           | 2,389         | 182.19        | 522,357.66          | 0.37%        | 10,914                                     | 161.01        | 2,108,741.44         | 1.71%         |  |
| E                           | 130           | 263.86        | 41,104.20           | 0.02%        | 160  | 272.87        | 52,379.18            | 0.03%         |  |
| PB                          | 1,193         | 223.49        | 320,078.72          | 0.19%        | 5,882                                      | 213.54        | 1,507,166.30         | 0.92%         |  |
| T                           | 334           | 114.19        | 45,709.02           | 0.05%        | 7,244                                      | 89.43         | 777,416.64           | 1.13%         |  |
| TT                          | 536           | 193.35        | 124,385.06          | 0.08%        | 4,112                                      | 182.36        | 899,879.96           | 0.64%         |  |
| <b>Sub-Total:</b>           | <b>14,500</b> | <b>216.84</b> | <b>3,772,954.82</b> | <b>2.27%</b> | <b>66,465</b>                              | <b>196.39</b> | <b>15,663,485.28</b> | <b>10.39%</b> |  |
| <b>Miscellaneous Coffee</b> |               |               |                     |              | <b>Miscellaneous Coffee</b>                |               |                      |               |  |
| HE                          | 213           | 131.9         | 33,789.68           | 0.03%        | 551  | 111.33        | 73,679.10            | 0.09%         |  |
| SB                          | 147           | 48.7          | 8,618.46            | 0.02%        | 214  | 32.63         | 8381.02              | 0.0003        |  |
| UG                          | 594           | 136.32        | 97,202.54           | 0.09%        | 181  | 199.88        | 43486.22             | 0.03%         |  |
| UG1                         | 2,566         | 130.75        | 402,589.86          | 0.40%        | 360  | 106.54        | 46,069.88            | 0.06%         |  |
| UG2                         | 830           | 68.3          | 68,070.94           | 0.13%        | 1084                                       | 121.24        | 157,759.30           | 0.17%         |  |
| UG3                         | 17            | 48.1          | 975.48              | 0.00%        | 228  | 42.37         | 11,594.46            | 0.04%         |  |
| <b>Sub-Total:</b>           | <b>4,368</b>  | <b>116.6</b>  | <b>611,246.96</b>   | <b>0.68%</b> | <b>2,620</b>                               | <b>108.47</b> | <b>340,969.98</b>    | <b>0.41%</b>  |  |
| <b>Unwashed Coffee</b>      |               |               |                     |              | <b>Unwashed Coffee</b>                     |               |                      |               |  |
| MH                          | 3,882         | 83.06         | 386,901.74          | 0.61%        | 4,235                                      | 75.33         | 382,806.32           | 0.66%         |  |
| ML                          | 1,200         | 53.37         | 76,827.28           | 0.19%        | 1,087                                      | 43.34         | 56,503.02            | 0.17%         |  |
| RH                          |               |               |                     |              |  |               |                      |               |  |
| <b>Sub-Total:</b>           | <b>5,081</b>  | <b>76.05</b>  | <b>463,729.02</b>   | <b>0.79%</b> | <b>5,322</b>                               | <b>68.79</b>  | <b>439,309.34</b>    | <b>0.83%</b>  |  |
| <b>MA total</b>             | <b>23,950</b> | <b>168.69</b> | <b>4,847,930.80</b> | <b>3.74%</b> | <b>74,406</b>                              | <b>184.17</b> | <b>16,443,764.60</b> | <b>11.63%</b> |  |

| Thika Coffee Mills          |                             |               |                      |              | ARISTOCRATS COFFEE & TEA    |               |                      |               |
|-----------------------------|-----------------------------|---------------|----------------------|--------------|-----------------------------|---------------|----------------------|---------------|
| Grade                       | Bags Sold                   | Avg Price     | Value (US \$)        | % age        | Bags Sold                   | Avg Price     | Value (US \$)        | % age         |
| <b>Main Coffee Grades</b>   | <b>Main Coffee Grades</b>   |               |                      |              | <b>Main Coffee Grades</b>   |               |                      |               |
| AA                          | 8,848                       | 263.92        | 2,802,179.28         | 1.38%        | 25,179                      | 273.72        | 8,270,272.32         | 3.94%         |
| AB                          | 16,131                      | 230.83        | 4,468,144.44         | 2.52%        | 39,627                      | 228.97        | 10,888,013.10        | 6.20%         |
| C                           | 5,973                       | 188.84        | 1,353,464.06         | 0.93%        | 18,285                      | 189.36        | 4,154,926.50         | 2.86%         |
| E                           | 112                         | 244.28        | 32,953.02            | 0.02%        | 742                         | 241.14        | 214,838.22           | 0.12%         |
| PB                          | 2,347                       | 235.99        | 664,702.12           | 0.37%        | 5,934                       | 234.08        | 1,666,751.12         | 0.93%         |
| T                           | 1,280                       | 116.34        | 178,715.36           | 0.20%        | 3,360                       | 105.97        | 427,321.08           | 0.53%         |
| TT                          | 1,388                       | 153.11        | 255,004.46           | 0.22%        | 3,010                       | 178.72        | 645,604.32           | 0.47%         |
| <b>Sub-Total:</b>           | <b>36,079</b>               | <b>225.32</b> | <b>9,755,162.74</b>  | <b>5.64%</b> | <b>96,138</b>               | <b>227.69</b> | <b>26,267,726.66</b> | <b>15.03%</b> |
| <b>Miscellaneous Coffee</b> | <b>Miscellaneous Coffee</b> |               |                      |              | <b>Miscellaneous Coffee</b> |               |                      |               |
| HE                          |                             |               |                      |              | 2,041                       | 130.36        | 319,327.78           | 0.32%         |
| SB                          | 28                          | 56.11         | 1,852.82             | 0.00%        | 178                         | 35.68         | 7605.4               | 0.03%         |
| UG                          | 9                           | 81            | 913.68               | 0.00%        | 1,345                       | 83.06         | 134,013.76           | 0.21%         |
| UG1                         | 3789                        | 139.94        | 636319.72            | 0.59%        | 6,108                       | 119.41        | 875,235.34           | 0.95%         |
| UG2                         | 2697                        | 72.32         | 234024.46            | 0.42%        | 4,764                       | 87.09         | 497,912.40           | 0.74%         |
| UG3                         |                             |               |                      |              |                             |               |                      |               |
| <b>Sub-Total:</b>           | <b>6,523</b>                | <b>111.55</b> | <b>873,110.68</b>    | <b>1.02%</b> | <b>14,436</b>               | <b>105.88</b> | <b>1,834,094.68</b>  | <b>2.26%</b>  |
| <b>Unwashed Coffee</b>      | <b>Unwashed Coffee</b>      |               |                      |              | <b>Unwashed Coffee</b>      |               |                      |               |
| MH                          | 5,086                       | 84.85         | 517,869.96           | 0.80%        | 8,352                       | 83.49         | 836,823.58           | 1.31%         |
| ML                          | 1,860                       | 49.6          | 110,709.90           | 0.29%        | 5,706                       | 56.03         | 383,619.84           | 0.89%         |
| RH                          |                             |               |                      |              |                             |               |                      |               |
| <b>Sub-Total:</b>           | <b>6,946</b>                | <b>75.41</b>  | <b>628,579.86</b>    | <b>1.09%</b> | <b>14,058</b>               | <b>72.35</b>  | <b>1,220,443.42</b>  | <b>2.20%</b>  |
| <b>MA total</b>             | <b>49,548</b>               | <b>189.33</b> | <b>11,256,853.28</b> | <b>7.75%</b> | <b>124,632</b>              | <b>196.06</b> | <b>29,322,264.76</b> | <b>19.49%</b> |

| Grade                       | (CMS ) Coffee Management Services |               |                      |               | (SMS ) Sustainable Mgmt Services |               |                      |              |
|-----------------------------|-----------------------------------|---------------|----------------------|---------------|----------------------------------|---------------|----------------------|--------------|
|                             | Bags Sold                         | Avg Price     | Value (US \$)        | % age         | Bags Sold                        | Avg Price     | Value (US \$)        | % age        |
| <b>Main Coffee Grades</b>   | <b>Main Coffee Grades</b>         |               |                      |               | <b>Main Coffee Grades</b>        |               |                      |              |
| AA                          | 15,668                            | 252.79        | 4,752,789.98         | 2.45%         | 10,878                           | 260.26        | 3,397,341.60         | 1.70%        |
| AB                          | 31,106                            | 225.48        | 8,416,696.86         | 4.86%         | 20,882                           | 238.49        | 5,976,193.08         | 3.26%        |
| C                           | 11,569                            | 173.78        | 2,412,432.02         | 1.81%         | 6,572                            | 190.84        | 1,504,953.10         | 1.03%        |
| E                           | 202                               | 216.99        | 52607.22             | 0.0003        | 230                              | 266.13        | 73388.44             | 0.04%        |
| PB                          | 3,736                             | 216.05        | 968,520.94           | 0.58%         | 2,590                            | 230.85        | 717,394.24           | 0.40%        |
| T                           | 1,511                             | 101.79        | 184,621.86           | 0.24%         | 1,776                            | 117.26        | 249,889.78           | 0.28%        |
| TT                          | 4,657                             | 174.26        | 973,849.00           | 0.73%         | 1,778                            | 177.05        | 377,651.18           | 0.28%        |
| <b>Sub-Total:</b>           | <b>68,449</b>                     | <b>216.24</b> | <b>17,761,517.88</b> | <b>10.70%</b> | <b>44,705</b>                    | <b>229.22</b> | <b>12,296,811.42</b> | <b>6.99%</b> |
| <b>Miscellaneous Coffee</b> | <b>Miscellaneous Coffee</b>       |               |                      |               | <b>Miscellaneous Coffee</b>      |               |                      |              |
| HE                          | 661                               | 96.74         | 76,682.64            | 0.10%         | 489                              | 119.75        | 70,212.96            | 0.08%        |
| SB                          | 23                                | 30.17         | 847.80               | 0.00%         | 47                               | 46.57         | 2,619.22             | 0.01%        |
| UG                          | 1,294                             | 72.8          | 113,059.98           | 0.20%         |                                  |               |                      |              |
| UG1                         | 10,651                            | 109.39        | 1,398,161.12         | 1.67%         | 4243                             | 139.03        | 707826.22            | 0.66%        |
| UG2                         | 1,430                             | 65.98         | 113,180.16           | 0.22%         | 1939                             | 78.39         | 182412.82            | 0.30%        |
| UG3                         |                                   |               |                      |               | 128                              | 38.23         | 5,887.18             | 0.02%        |
| <b>Sub-Total:</b>           | <b>14,059</b>                     | <b>100.88</b> | <b>1,701,931.70</b>  | <b>2.20%</b>  | <b>6,846</b>                     | <b>117.95</b> | <b>968,958.40</b>    | <b>1.07%</b> |
| <b>Unwashed Coffee</b>      | <b>Unwashed Coffee</b>            |               |                      |               | <b>Unwashed Coffee</b>           |               |                      |              |
| MH                          | 16,959                            | 69.03         | 1,404,730.48         | 2.65%         | 4,633                            | 79.23         | 440,422.10           | 0.72%        |
| ML                          | 1,212                             | 50.55         | 73,514.62            | 0.19%         | 1,823                            | 51.24         | 112,119.60           | 0.29%        |
| RH                          |                                   |               |                      |               |                                  |               |                      |              |
| <b>Sub-Total:</b>           | <b>18,170</b>                     | <b>67.8</b>   | <b>1,478,245.10</b>  | <b>2.84%</b>  | <b>6,456</b>                     | <b>71.32</b>  | <b>552,541.70</b>    | <b>1.01%</b> |
| <b>MA total</b>             | <b>100,678</b>                    | <b>173.34</b> | <b>20,941,694.68</b> | <b>15.74%</b> | <b>58,006</b>                    | <b>198.52</b> | <b>13,818,311.52</b> | <b>9.07%</b> |

| Grade                       | Tropical Farm Management    |               |                      |               | Meru County Coffee Marketing |               |                     |              |
|-----------------------------|-----------------------------|---------------|----------------------|---------------|------------------------------|---------------|---------------------|--------------|
|                             | Bags Sold                   | Avg Price     | Value (US \$)        | % age         | Bags Sold                    | Avg Price     | Value (US \$)       | % age        |
| <b>Main Coffee Grades</b>   | <b>Main Coffee Grades</b>   |               |                      |               | <b>Main Coffee Grades</b>    |               |                     |              |
| AA                          | 41,619                      | 271.71        | 13,569,971.98        | 6.51%         | 2,095                        | 260.53        | 654,982.12          | 0.33%        |
| AB                          | 76,665                      | 237.97        | 21,892,755.26        | 11.99%        | 4,797                        | 237.64        | 1,367,935.48        | 0.75%        |
| C                           | 32,904                      | 186.25        | 7,354,007.98         | 5.14%         | 1,054                        | 208.19        | 263,358.40          | 0.16%        |
| E                           | 871                         | 282.37        | 294,977.12           | 0.14%         | 11                           | 173.84        | 2273.8              | 0.00%        |
| PB                          | 10,057                      | 225.41        | 2,720,402.04         | 1.57%         | 280                          | 235.76        | 79237.66            | 0.04%        |
| T                           | 5,538                       | 85.47         | 567,985.82           | 0.87%         | 84                           | 101.63        | 10,197.08           | 0.01%        |
| TT                          | 2,792                       | 151.99        | 509,133.76           | 0.44%         | 167                          | 169.82        | 34127.96            | 0.03%        |
| <b>Sub-Total:</b>           | <b>170,445</b>              | <b>229.35</b> | <b>46,909,233.96</b> | <b>26.65%</b> | <b>8,488</b>                 | <b>236.81</b> | <b>2,412,112.50</b> | <b>1.33%</b> |
| <b>Miscellaneous Coffee</b> | <b>Miscellaneous Coffee</b> |               |                      |               | <b>Miscellaneous Coffee</b>  |               |                     |              |
| HE                          | 3,487                       | 122.12        | 511,063.80           | 0.55%         |                              |               |                     |              |
| SB                          | 76                          | 43.29         | 3,972.64             | 0.01%         |                              |               |                     |              |
| UG                          | 386                         | 77.16         | 35,774.10            | 0.06%         | 5                            | 30            | 177.6               | 0.00%        |
| UG1                         | 2,659                       | 93.34         | 297,858.68           | 0.42%         | 290                          | 138.15        | 48,061.40           | 0.05%        |
| UG2                         | 833                         | 76.97         | 76964.68             | 0.13%         | 193                          | 74.12         | 17136.18            | 0.03%        |
| UG3                         | 495                         | 67.17         | 39,908.58            | 0.08%         |                              |               |                     |              |
| <b>Sub-Total:</b>           | <b>7,938</b>                | <b>101.36</b> | <b>965,542.48</b>    | <b>1.24%</b>  | <b>488</b>                   | <b>111.75</b> | <b>65,375</b>       | <b>0.08%</b> |
| <b>Unwashed Coffee</b>      | <b>Unwashed Coffee</b>      |               |                      |               | <b>Unwashed Coffee</b>       |               |                     |              |
| MH                          | 16,436                      | 82.72         | 1,631,443.76         | 2.57%         | 620                          | 88.24         | 65,691.98           | 0.10%        |
| ML                          | 3,582                       | 51.2          | 220,084.76           | 0.56%         | 377                          | 59            | 26,707.38           | 0.06%        |
| RH                          |                             |               |                      |               |                              |               |                     |              |
| <b>Sub-Total:</b>           | <b>20,018</b>               | <b>77.08</b>  | <b>1,851,528.52</b>  | <b>3.13%</b>  | <b>998</b>                   | <b>77.18</b>  | <b>92,399</b>       | <b>0.16%</b> |
| <b>MA total</b>             | <b>198,401</b>              | <b>208.86</b> | <b>49,726,304.96</b> | <b>31.02%</b> | <b>9,973</b>                 | <b>214.73</b> | <b>2,569,887.04</b> | <b>1.56%</b> |
| <b>Grand Total:</b>         | <b>38,375,591</b>           | <b>194.04</b> | <b>148,927,012</b>   |               |                              |               |                     |              |