

May 2005



منظمة الأغذية
والزراعة
للأمم المتحدة

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COMMITTEE ON COMMODITY PROBLEMS

INTERGOVERNMENTAL GROUP ON TEA

Sixteenth Session

Bali, Indonesia, 20 – 22 July 2005

**UPGRADING IN THE INTERNATIONAL TEA SECTOR: A VALUE
CHAIN ANALYSIS – REFERENCE TABLES**

Table 1. Global Tea Trade – Top 40 exporting countries

	1993/1995		2001/2003		Percentage change in export value
	Export value (1000\$)	Market share %	Export value (1000\$)	Market share %	
Sri Lanka	279151.7	12.6	548979.3	20.8	96.7
Kenya	341078.0	15.4	357031.0	13.5	4.7
China, Mainland	308259.3	13.9	346992.0	13.1	12.6
India	333099.3	15.0	342414.7	13.0	2.8
United Kingdom	211050.7	9.5	200447.3	7.6	-5.0
Indonesia	113199.0	5.1	99736.3	3.8	-11.9
Germany	61255.0	2.8	88758.0	3.4	44.9
Vietnam	21700.0	1.0	76802.0	2.9	253.9
Belgium	26879.7	1.2	46078.7	1.7	71.4
Malawi	30685.3	1.4	45701.3	1.7	48.9
United Arab Emirates	37616.3	1.7	39733.3	1.5	5.6
Argentina	36381.7	1.6	38786.0	1.5	6.6
France	24572.3	1.1	36913.7	1.4	50.2
Tanzania, United Rep of	33626.7	1.5	29022.0	1.1	-13.7
United States of America	17650.0	0.8	26256.3	1.0	48.8
Netherlands	38767.3	1.7	25989.3	1.0	-33.0
Uganda	3713.7	0.2	18594.0	0.7	400.7
China, Taiwan Prov of	20328.3	0.9	16781.3	0.6	-17.4
China, Hong Kong SAR	47067.0	2.1	15062.3	0.6	-68.0
South Africa	3138.3	0.1	14009.7	0.5	346.4
Poland	5290.3	0.2	13341.7	0.5	152.2
Rwanda	10768.7	0.5	13340.3	0.5	23.9
Singapore	25468.3	1.1	12907.3	0.5	-49.3
Zimbabwe	10806.7	0.5	12661.7	0.5	17.2
Japan	6104.0	0.3	11858.0	0.4	94.3
Sweden	3378.0	0.2	10307.7	0.4	205.1
Canada	2806.3	0.1	8021.7	0.3	185.8
Egypt	1112.0	0.1	7730.0	0.3	595.1
Bangladesh	38338.3	1.7	6458.3	0.2	-83.2
Iran, Islamic Rep of	184.0	0.0	6332.7	0.2	3341.7
Oman	1458.3	0.1	6217.7	0.2	326.4
Brazil	10195.0	0.5	5900.3	0.2	-42.1
Hungary	4770.3	0.2	5654.3	0.2	18.5
Papua New Guinea	5250.0	0.2	5526.3	0.2	5.3
Turkey	18276.7	0.8	5271.3	0.2	-71.2
Russian Federation	9549.3	0.4	5223.3	0.2	-45.3
Georgia	9800.0	0.4	4937.7	0.2	-49.6
Switzerland	7468.3	0.3	4698.3	0.2	-37.1
Azerbaijan, Republic of	1023.3	0.0	4058.7	0.2	296.6
Chile	1500.3	0.1	3941.0	0.1	162.7

Table 2. Global Tea Trade – Top 50 importing countries

	1993/1995		2001/2003		Percentage change in import value
	Import value (1000\$)	Percentage in world import	Import value (1000\$)	Percentage in world import	
United Kingdom	321924.7	12.3	281405.0	9.7	-12.59
Russian Federation	266260.0	10.2	226172.0	7.8	-15.06
Japan	164439.3	6.3	182780.0	6.3	11.15
United States of America	141265.7	5.4	173105.3	6.0	22.54
Pakistan	195555.3	7.5	171500.0	5.9	-12.30
Iraq	21666.7	0.8	135500.0	4.7	525.38
United Arab Emirates	81189.0	3.1	112144.0	3.9	38.13
Germany	119170.3	4.6	104909.3	3.6	-11.97
Egypt	105109.3	4.0	101008.7	3.5	-3.90
Afghanistan	31333.3	1.2	89355.3	3.1	185.18
France	60296.3	2.3	85972.3	3.0	42.58
Saudi Arabia	44077.3	1.7	80384.3	2.8	82.37
Canada	59210.7	2.3	78861.3	2.7	33.19
Morocco	75462.7	2.9	60464.0	2.1	-19.88
Australia	42455.0	1.6	55413.7	1.9	30.52
Netherlands	51942.7	2.0	54641.0	1.9	5.19
Poland	62174.0	2.4	49494.0	1.7	-20.39
Italy	30662.7	1.2	35579.7	1.2	16.04
Ukraine	17100.0	0.7	35109.7	1.2	105.32
China, Hong Kong SAR	57708.0	2.2	34642.7	1.2	-39.97
Belgium	20206.0	0.8	32818.7	1.1	62.42
Syrian Arab Republic	33040.0	1.3	32661.3	1.1	-1.15
Sudan	26645.0	1.0	32529.7	1.1	22.09
Ireland	23349.7	0.9	29223.7	1.0	25.16
Kazakhstan	18987.7	0.7	27430.7	1.0	44.47
Sweden	19701.7	0.8	24332.0	0.8	23.50
Libyan Arab Jamahiriya	22861.3	0.9	19666.0	0.7	-13.98
India	828.3	0.0	17883.3	0.6	2058.95
China, Taiwan Prov of	10743.3	0.4	17771.7	0.6	65.42
Iran, Islamic Rep of	79694.3	3.1	16809.3	0.6	-78.91
Switzerland	11965.3	0.5	16526.0	0.6	38.12
Chile	17462.0	0.7	16170.3	0.6	-7.40
South Africa	16218.7	0.6	16084.3	0.6	-0.83
Azerbaijan, Republic of	4231.7	0.2	15425.7	0.5	264.53
Oman	9066.7	0.3	15405.3	0.5	69.91
Tunisia	15882.0	0.6	15224.0	0.5	-4.14
Jordan	12317.3	0.5	14935.3	0.5	21.25
Singapore	21772.0	0.8	14579.0	0.5	-33.04
Mali	8766.7	0.3	13974.0	0.5	59.40
Kuwait	21839.0	0.8	12506.7	0.4	-42.73
Malaysia	10290.7	0.4	12504.7	0.4	21.51
Norway	10873.3	0.4	12190.7	0.4	12.12
Denmark	9890.7	0.4	11776.3	0.4	19.07
Algeria	11304.0	0.4	11606.7	0.4	2.68
Yemen	18838.0	0.7	11231.0	0.4	-40.38
Finland	8807.3	0.3	11096.7	0.4	25.99
New Zealand	10230.7	0.4	10979.7	0.4	7.32
Mauritania	3633.3	0.1	10468.3	0.4	188.12
Spain	7337.3	0.3	9892.3	0.3	34.82
Uzbekistan	21956.0	0.8	9621.3	0.3	-56.18

Table 3. Value of tea imports to the EU, by market category – 1993/1995 and 2001/2003

HS codes:	Gross export 1993/1995 (\$US)	<i>Average unit price (\$US/Kg)</i>	<i>Unit price standard deviation</i>	<i>Total Number of countries exporters</i>	Gross export 2001/2003 (\$US)	<i>Average unit price (\$US/Kg)</i>	<i>Unit price standard deviation</i>	<i>Total Number of countries exporters</i>	Percentage change in export value 1993/95-2001/03
090210	17974	4.3	0.82	13	48508	4.5	0.58	16	170
090220	7978	2.9	0.87	14	39144	2.7	0.24	19	391
090230	120778	5.6	0.60	13	192938	4.9	0.16	19	60
090240	498404	2.0	0.06	20	421489	1.9	0.05	18	-15
210120	35582	5.8	1.2	16	109211	1.6	0.4	24	207

HS codes: 090210: Green tea in packings <= 3 kg; 090220: Green tea in packings > 3 kg; 090230: Black tea in packings <= 3 kg; 090240: Black tea in packings > 3 kg; 210120: Extracts, essences, concentrates and preparations of tea or mate

Table 4. Upgrading performance for selected countries - Black Tea (HS: 090230)

		Val (US\$)	MT	Mi	Uv			Val (US\$)	MT	Mi	Uv	QUAD
Sri Lanka	1992	122186.17	59276.91	33.04	2.06	Sri Lanka	2001	271980.68	87130.00	33.11	3.12	2
	1993	162962.08	79675.44	24.41	2.05		2002	247687.74	85055.88	33.01	2.91	
	1994	159428.50	71351.94	25.91	2.23		2003	278861.03	100581.56	33.41	2.77	
	avg	148192.25	70101.43	27.79	2.11		avg	266176.49	90922.48	33.18	2.93	
United Kingdom	1993	179909.42	24355.06	26.95	7.39	United Kingdom	2001	131876.66	19926.45	16.05	6.62	4
	1994	162485.67	22214.41	26.41	7.31		2002	145441.20	21682.08	19.38	6.71	
	1995	173976.02	23731.82	30.56	7.33		2003	185023.94	28982.22	22.17	6.38	
	avg	172123.70	23433.76	27.97	7.35		avg	154113.93	23530.25	19.20	6.55	
India	1993	145037.69	62911.96	21.73	2.31	India	2001	163385.59	79201.38	19.89	2.06	4
	1994	109296.78	50815.86	17.76	2.15		2002	96472.27	51221.22	12.86	1.88	
	1995	181296.75	83166.25	31.85	2.18		2003	96274.98	40309.71	11.54	2.39	
	avg	145210.41	65631.36	23.78	2.21		avg	118710.95	56910.77	14.76	2.09	
Belgium	1995	21191.43	2615.56	3.72	8.10	Belgium	2001	39883.54	5474.11	4.85	7.29	3
	1996	26173.19	2558.56	4.85	10.23		2002	41780.84	6031.84	5.57	6.93	
	1997	27080.79	2814.75	4.24	9.62		2003	48267.64	5891.42	5.78	8.19	
	avg	24815.13	2662.96	4.27	9.32		avg	43310.67	5799.12	5.40	7.47	
Germany	1993	17551.00	2868.75	2.63	6.12	Germany	2001	21788.72	3506.75	2.65	6.21	2
	1994	22116.00	3087.81	3.59	7.16		2002	30361.00	4161.52	4.05	7.30	
	1995	22734.00	2728.75	3.99	8.33		2003	30437.00	3678.44	3.65	8.27	
	avg	20800.33	2895.10	3.41	7.18		avg	27528.91	3782.24	3.45	7.28	
France	1994	14074.67	773.38	2.29	18.20	France	2001	22960.99	1917.75	2.79	11.97	4
	1995	19957.81	893.38	3.51	22.34		2002	20657.63	1876.00	2.75	11.01	
	1996	21546.93	1083.06	3.99	19.89		2003	26620.13	1864.00	3.19	14.28	
	avg	18526.47	916.60	3.26	20.21		avg	23412.91	1885.92	2.91	12.41	
United States	1993	9561.11	1575.95	1.43	6.07	United States	2001	13114.18	2370.25	1.60	5.53	3
	1994	7700.57	1095.59	1.25	7.03		2002	15723.96	2518.88	2.10	6.24	
	1995	7581.31	1036.18	1.33	7.32		2003	14355.63	2289.31	1.72	6.27	
	avg	8281.00	1235.91	1.34	6.70		avg	14397.92	2392.81	1.80	6.02	
Poland	1994	2600.00	1630.00	0.42	1.60	Poland	2001	7987.00	1842.13	0.97	4.34	2
	1995	2948.00	607.06	0.52	4.86		2002	10956.00	2425.56	1.46	4.52	
	1996	4966.00	1074.38	0.92	4.62		2003	12758.00	2545.50	1.53	5.01	
	avg	3504.67	1103.81	0.62	3.18		avg	10567.00	2271.06	1.32	4.65	
China	1993	51467.84	32697.82	7.71	1.57	China	2001	10148.44	3131.06	1.24	3.24	1
	1994	18431.46	8351.86	3.00	2.21		2002	10376.35	3268.75	1.38	3.17	
	1995	19518.22	10517.67	3.43	1.86		2003	111058.81	3020.00	1.33	3.66	
	avg	29805.84	17189.12	4.71	1.73		avg	10527.86	3139.94	1.31	3.35	
Oman	2000	601.44	140.09	0.11	4.29	Oman	2002	6153.85	1623.25	0.82	3.79	2
	2001	1020.08	332.63	0.12	3.07		2003	10416.70	1980.56	1.25	5.26	
	avg	810.76	236.36	0.12	3.43		avg	8285.27	1801.91	1.03	4.60	
Netherlands	1993	14016.22	1653.63	2.10	8.48	Netherlands	2001	10727.03	4261.09	1.31	2.52	4
	1994	24028.33	1838.94	3.90	13.07		2002	11583.36	3646.75	1.54	3.18	
	1995	24562.57	2176.19	4.32	11.29		2003	10339.92	3044.25	1.24	3.40	
	avg	20869.04	1889.58	3.44	11.04		avg	10883.43	3650.70	1.36	2.98	
Sweden	1993	298.19	85.00	0.04	3.51	Sweden	2002	8118.18	780.38	1.08	10.40	2
	1994	1995.29	189.00	0.32	10.56		2003	10201.30	805.44	1.22	12.67	
	avg	1146.74	137.00	0.18	8.37		avg	9159.74	792.91	1.15	11.55	
Bangladesh	1993	28118.79	21348.17	4.21	1.32	Bangladesh	2001	20734.86	15667.12	2.52	1.32	4
	1994	35020.73	24657.71	5.69	1.42		2003	9682.34	7200.00	1.16	1.34	
	avg	31569.76	23002.94	4.95	1.37		avg	15208.60	11433.56	1.84	1.33	
Russian Federation	1996	12498.15	5503.47	2.32	2.27	Russian Federation	2002	4096.31	1415.75	0.55	2.89	1
	1997	14296.81	9323.59	2.24	1.53		2003	8148.58	2740.75	0.98	2.97	
	avg	13397.48	7413.53	2.28	1.81		avg	6122.44	2078.25	0.76	2.95	
Rwanda	1996	396.77	1314.94	0.07	0.30	Rwanda	2002	9223.92	11333.51	1.23	0.81	3
	1997	5052.26	4857.44	0.79	1.04		2003	7884.38	10022.00	0.94	0.79	
	avg	2724.52	3086.19	0.43	0.88		avg	8554.15	10677.76	1.09	0.80	

HS codes: 090230: Black tea in packings <= 3 kg

Mi: market share (%)

Uv: unit value (\$US/kg)

Quad: quadrant number (see figure 1)

Table 5. Upgrading performance for selected countries - Black Tea (HS: 90240)

		Val (US\$)	MT	Mi	Uv			Val (US\$)	MT	Mi	Uv	Quad
Kenya	1992	289655.139	165544	26.3982878	1.74971693	Kenya	2002	462827.552	218423.438	39.3208653	2.11894637	1
	1993	296896.517	169682.6	26.8	1.74971693		2003	447702.544	275216.375	0.2937627	1.62672931	
	avg	293275.828	167613.3	26.5991439	1.74971693		avg	455265.048	246819.907	19.807314	1.84452322	
Sri Lanka	1992	213101.569	121295.75	19.4214284	1.75687581	Sri Lanka	2002	397153.648	204395	31.4934793	1.94306929	2
	1993	238916.918	137053.063	25.9868557	1.74324391		2003	384909.233	194936.188	24.9825451	1.97453965	
	avg	226009.244	129174.407	22.7041421	1.74964414		avg	391031.441	199665.594	28.2380122	1.95843176	
India	1993	178096.063	86759.875	19.3714063	2.05274688	India	2001	184713.344	97755.688	0.12120077	1.88954063	4
	1994	190307.922	97700.125	21.0406845	1.94787798		2002	227925.198	129498.125	18.0740062	1.76006562	
	1995	161064.906	74030.125	25.5682681	2.17566708		2003	233147.253	132551.313	15.1324293	1.75892074	
avg	176489.63	86163.375	21.993453	2.0483138	avg	215261.932	119935.042	11.1092121	1.794821			
Indonesia	1993	131122.707	105429.25	14.2621414	1.24370331	Indonesia	2001	91881.989	91905.063	0.06028892	0.99974894	4
	1994	80920.09	73171.688	8.94662747	1.10589344		2002	95962.686	93459.625	7.60964649	1.02678227	
	1995	81350.884	74256.188	12.914056	1.0955435		2003	90509.29	83534.125	5.87450812	1.08350078	
avg	97797.8937	84285.7087	12.0409416	1.16031407	avg	92784.655	89632.9377	4.51481451	1.03516249			
China	1993	111931.821	68356.938	12.1747598	1.63746101	China	2001	92561.764	65012.566	0.06073495	1.42375189	4
	1994	112253.332	74634.125	12.4108703	1.50404834		2002	86635.057	63950.406	6.86998442	1.35472255	
	1995	117217.449	76210.75	18.6076982	1.53806975		2003	79517.314	58888.895	5.1610736	1.35029387	
avg	113800.867	73067.271	14.3977761	1.55748074	avg	86238.045	62617.289	4.03059766	1.37722419			
Germany	1993	38876	8806.199	4.22852015	4.41461748	Germany	2001	45344.822	12981.758	0.02975328	3.49296467	4
	1994	38050	9727.5	4.20685611	3.91159085		2002	42317.195	12033.418	3.35566779	3.51663966	
	1995	46546	11340.398	7.38895043	4.10444148		2003	55080	12085.457	3.57496902	4.55754383	
avg	41157.3333	9958.03233	5.27477556	4.1330789	avg	47580.6723	12366.8777	2.32013003	3.84742807			
Argentina	1993	38224.569	43548.582	4.15766438	0.87774543	Argentina	2001	41091.302	57648.746	0.0269623	0.71278744	4
	1994	37668.292	43156.594	4.16465399	0.87282819		2002	39612.531	57307.285	3.14119342	0.69123029	
	1995	31582.292	41112.848	5.01353478	0.76818546		2003	33331.681	58461.574	2.16339373	0.57014683	
avg	35825.051	42606.008	4.44528438	0.84084505	avg	38011.838	57805.8683	1.77718315	0.65757749			
Malawi	1994	29890.435	35105.16	3.30472429	0.85145417	Malawi	2002	31863.353	35686.477	2.52669931	0.89286911	1
	1995	26551.033	32359.02	4.21484696	0.82051413		2003	32362.01	36491.668	2.10045721	0.88683285	
	avg	28220.734	33732.09	3.75978562	0.83661386		avg	32112.6815	36089.0725	2.31357826	0.88981731	
United Kingdom	1993	26350.391	9015.645	2.86611687	2.92274052	United Kingdom	2001	23790.688	6149.035	0.0156104	3.86901164	1
	1994	35462.163	12069.926	3.92074158	2.93805969		2002	27785.757	6570.309	2.20335421	4.22898786	
	1995	32671.698	10064.105	5.18647267	3.24635902		2003	26146.721	7199.164	1.69705369	3.63191073	
avg	31494.7507	10383.2253	3.99111037	3.03323386	avg	25907.722	6639.50267	1.30533944	3.90205762			
Tanzania	1997	28387.089	19026.227	2.18627641	1.49199781	Tanzania	2002	28983.431	24014.836	2.29832733	1.20689689	4
	1998	24524.775	21354.512	1.69500721	1.1484587		2003	21790.225	18693.664	1.41429519	1.16564762	
	avg	26455.932	20190.3695	1.94064181	1.31032431		avg	25386.828	21354.25	1.85631126	1.18884194	
South Africa	1993	1612.196	580	0.17535763	2.77964828	South Africa	2001	8512.335	5028.07	0.00558542	1.69296271	3
	1994	1049.393	375.785	0.11602222	2.79253563		2002	14206.536	9857.063	1.12654951	1.44125446	
	1995	2569.74	950	0.40793369	2.70498947		2003	10431.297	67052.375	0.67704364	0.15556939	
avg	1743.77633	635.261667	0.23310451	2.74497333	avg	11050.056	27312.5027	0.60305952	0.40457867			
Turkey	1993	30323.073	29315.059	3.2982232	1.03438554	Turkey	2001	3678.179	4688.203	0.00241346	0.78456052	4
	1994	3129.876	4067.5	0.34604305	0.76948396		2002	2824.761	3124	0.22399782	0.90421287	
	1995	827.827	981.5	0.1314135	0.84343046		2003	4484.337	4996.367	0.29105602	0.89751954	
avg	11426.9253	11454.6863	1.25855992	0.99757645	avg	3662.42567	4269.52333	0.1724891	0.85780669			
Hong Kong, China	1993	23918.625	8992.52	2.60161508	2.65983562	Hong Kong, China	2001	14737.426	4509.137	0.00967005	3.26834736	1
	1994	24508.735	8348.176	2.70971673	2.93581915		2002	6637.214	2094.438	0.52631762	3.16897134	
	1995	21212.362	6129.867	3.36735898	3.46049303		2003	4919.828	1661.465	0.31932158	2.96113851	
avg	23213.2407	7823.521	2.89289693	2.96710914	avg	8764.82267	2755.01333	0.28510308	3.18140844			
Netherlands	1993	21901.819	13262.949	2.38224825	1.65135363	Netherlands	2001	10819.282	6021.398	0.00709914	1.79680566	1
	1994	14370.852	8136.672	1.58885957	1.76618303		2002	13599.744	7516.359	1.07843213	1.80935264	
	1995	18046.117	9931.609	2.86473304	1.81703861		2003	15514.967	6952.77	1.00699939	2.23147997	
avg	18106.2627	10443.7433	2.27861362	1.73369472	avg	13311.331	6830.17567	0.69751022	1.94890024			
Taiwan, China	1993	13572	4061.875	1.47621863	3.34131405	Taiwan, China	2000	9332.651	1886.125	0.7928826	4.9480554	1
	1994	12385	3224.387	1.36930126	3.84104017		2001	7805.848	1630.695	0.00512185	4.7868228	
	1995	9421	1997.313	1.49553779	4.71683707		2002	7562.77	1529.188	0.59971233	4.94561166	
avg	11792.6667	3094.525	1.44701923	3.81081642	avg	8233.75633	1682.00267	0.4659056	4.89521004			
Bangladesh	1994	6014.83	3937.875	0.66500721	1.5274304	Bangladesh	2001	801.308	583.625	1.37298436	1.37298436	4
	1995	7938.354	6051.055	1.26017497	1.31189586		2003	3267.724	2354	0.21209172	1.38815803	
	avg	6976.592	4994.465	0.96259109	1.39686473		avg	2034.516	1468.8125	0.79253804	1.38514344	
Brazil	1993	8786.016	7873.238	0.95564991	1.11593426	Brazil	2001	4604.058	3674.75	0.00302098	1.25289013	1
	1994	8138.017	7797.602	0.89974945	1.04365637		2002	4039.055	3624.375	0.32028887	1.11441421	
	1995	6706.629	6630.262	1.06464464	1.01151795		2003	4137.849	3871.688	0.26856721	1.06874547	
avg	7876.88733	7433.70067	0.973348	1.05961858	avg	4260.32067	3723.60433	0.19729236	1.14413893			

HS codes: 090240: Black tea in packings > 3 kg

Mi: market share (%)

Uv: unit value (\$US/kg)

Quad: quadrant number (see figure 1)

Table 6. Upgrading performance for selected countries – Green Tea (HS: 090210)

		Val (US\$)	MT	Mi	Uv			Val (US\$)	MT	Mi	Uv	QUAD
China	1994	26620.19	10619.07	43.50	2.51	China	2001	87661.56	49498.82	0.59	1.77	3
	1993	36463.57	12259.68	62.00	2.97		2002	94866.30	56970.41	55.28	1.67	
	1995	29074.83	11496.85	50.24	2.53		2003	126908.68	72393.00	56.03	1.75	
							avg	110887.49	64681.71	55.65	1.71	
	Avg	30719.53	11458.53	51.92	2.68							
United Kingdom	1993	458.86	97.88	0.78	4.69	United Kingdom	2001	13581.28	1193.44	0.09	11.38	2
	1994	339.84	66.15	0.56	5.14		2002	16993.76	1490.31	9.90	11.40	
	1995	407.58	48.27	0.70	8.44		2003	28500.53	1461.69	12.58	19.50	
							avg	28500.53	1461.69	12.58	19.50	
	Avg	402.10	70.76	0.68	5.68							
Japan	1993	3065.89	188.20	5.22	16.29	Japan	2003	8981.57	542.63	3.97	16.55	4
	1994	3773.30	213.66	6.17	17.66		2002	7501.28	509.56	4.37	14.72	
	1995	4604.52	247.57	7.96	18.60		2001	6707.32	412.50	0.05	16.26	
							avg	7730.06	488.23	2.79	15.83	
	avg	3814.57	216.48	6.45	17.62							
Sri Lanka	1993	1126.97	487.00	1.92	2.31	Sri Lanka	2003	8437.51	1407.50	3.73	5.99	2
	1994	995.06	372.81	1.63	2.67		2002	16993.76	1490.31	9.90	11.40	
	1992	1.45	0.39	0.003	3.75		2001	13581.28	1193.44	0.09	11.38	
							avg	13004.18	1363.75	4.57	9.54	
	avg	707.83	286.73	1.18	2.47							
Germany	1993	140.00	16.70	0.24	8.38	Germany	2003	6901.00	477.38	3.05	14.46	2
	1994	256.00	30.52	0.42	8.39		2002	16993.76	1490.31	9.90	11.40	
	1995	350.00	38.83	0.60	9.01		2001	4516.04	454.75	0.03	9.93	
							avg	9470.26	807.48	4.33	11.73	
	avg	248.67	28.68	0.42	8.67							
belgium	1996	1320.75	235.52	2.27	5.61	Belgium	2003	6591.67	1626.75	2.91	4.05	4
	1995	899.44	145.79	1.55	6.17		2002	4878.81	1449.25	2.84	3.37	
	1997	2669.17	727.00	4.19	3.67		2001	3549.82	940.00	0.02	3.78	
							avg	5006.77	1338.67	1.93	3.74	
	avg	1629.78	369.44	2.67	4.41							
France	1996	5364.75	518.44	9.23	10.35	France	2003	5857.99	384.00	2.59	15.26	1
	1995	4993.26	660.63	8.63	7.56		2002	5045.22	451.69	2.94	11.17	
	1994	5951.00	782.38	9.72	7.61		2001	6149.43	789.38	0.04	7.79	
							avg	5684.21	541.69	1.86	10.49	
	avg	5436.34	653.81	9.19	8.31							
United States	1993	1336.96	436.95	2.28	3.06	United States	2003	4704.38	1569.63	2.08	3.00	4
	1994	3939.05	845.00	6.44	4.66		2002	2747.66	825.56	1.60	3.33	
	1995	2727.89	693.38	4.71	3.93		2001	2764.85	818.15	0.02	3.38	
							avg	3405.63	1071.11	1.23	3.18	
	avg	2667.97	658.44	4.48	4.05							
Netherlands	1993	360.46	57.48	0.61	6.27	Netherlands	2003	2430.19	485.38	1.07	5.01	4
	1994	378.45	55.82	0.62	6.78		2002	1291.66	133.28	0.75	9.69	
	1995	499.52	65.88	0.86	7.58		2001	709.34	111.70	0.00	6.35	
							avg	1477.06	243.45	0.61	6.07	
	avg	412.81	59.73	0.70	6.91							
India	1993	4140.25	1942.75	7.05	2.13	India	2003	2121.42	767.31	0.94	2.76	4
	1994	4644.81	1226.38	7.59	3.79		2002	765.42	240.00	0.45	3.19	
	1995	2373.41	798.63	4.10	2.97		2001	847.96	416.63	0.01	2.04	
							avg	1244.93	474.64	0.46	2.62	
	avg	3719.49	1322.58	6.25	2.81							
Hong Kong, China	1993	5978.14	1834.44	10.18	3.26	Hong Kong, China	2003	1759.90	226.65	0.78	7.76	1
	1994	7851.45	2907.15	12.83	2.70		2002	1851.65	237.38	1.08	7.80	
	1995	5847.18	1986.49	10.10	2.94		2001	1909.65	243.18	0.01	7.85	
							avg	1840.40	235.74	0.62	7.81	
	avg	6558.92	2242.69	11.04	2.92							
Brazil	1993	18.83	3.63	0.03	5.20	Brazil	2003	1439.55	277.00	0.64	5.20	2
	1994	74.37	9.38	0.12	7.93		2002	1382.22	309.50	0.81	4.47	
	1995	176.03	44.02	0.30	4.00		2001	1687.73	346.44	0.01	4.87	
							avg	1503.17	310.98	0.48	4.83	
	avg	89.74	19.01	0.15	4.72							
Indonesia	1993	2012.00	2154.25	3.43	0.93	Indonesia	2003	1426.48	878.00	0.63	1.62	1
	1994	80920.09	73171.69	8.95	1.11		2002	1969.34	1740.63	1.15	1.13	
	1995	422.25	477.25	0.73	0.88		2001	1501.04	1557.63	0.01	0.96	
							avg	1632.28	1392.08	0.60	1.17	
	avg	27784.78	25267.73	4.37	1.10							
Italy	1994	660.37	178.12	1.08	3.71	Italy	2003	1106.11	125.40	0.49	8.82	1
	1995	363.33	41.58	0.63	8.74		2002	623.94	90.73	0.36	6.88	
	1996	420.29	29.81	0.72	14.10		2001	502.13	88.04	0.00	5.70	
							avg	744.06	101.39	0.29	7.34	
	avg	481.33	83.17	0.81	5.79							
Kenya	1997	18.76	9.88	0.03	1.90	Kenya	2003	1096.51	222.78	0.48	4.92	2
	1998	248.36	52.50	0.28	4.73		2002	51.94	5.44	0.03	9.55	
	1999	90.43	23.18	0.09	3.90		2001	77.50	27.09	0.00	2.86	
							avg	408.65	85.10	0.17	4.80	
	avg	119.18	28.52	0.13	4.18							

HS codes: 090210: Green tea in packings <= 3 kg

Mi: market share (%)

Uv: unit value (\$US/kg)

Quad: quadrant number (see figure 1)

Table 7. Upgrading performance for selected countries – Green Tea (HS: 090220)

		US\$	MT	Mi	uv			US\$	MT	Mi	uv	QUAD
China	1993	155814.9	88120.31	78.25562	1.768207	China	2001	151656	132002.9	81.60359	1.148883	3
	1994	137044.5	86062.44	77.8033	1.592385		2002	139882.8	128082.9	78.35422	1.092127	
	1995	108937.6	68347.19	75.0198	1.593885		2003	149701.9	125612.3	75.8361	1.191777	
	avg	133932.3	80843.31	77.02624	1.65669		avg	147080.2	128566	78.59797	1.144005	
Germany	1993	503	83.5	0.252624	6.023952	Germany	2001	7125.922	1604.5	3.834341	4.44121	3
	1994	286	53.602	0.162369	5.335622		2002	8512.582	1945.625	4.768254	4.375243	
	1995	469	91.293	0.322977	5.137305		2003	12873	2513	6.521215	5.122563	
	avg	419.3333	76.13167	0.24599	5.508001		avg	9503.835	2021.042	5.04127	4.702444	
France	1996	2515.47	524.75	1.868301	4.793654	France	2001	2122.933	410	1.142315	5.177885	2
	1994	1362.35	380.688	0.773437	3.578652		2002	2925.734	483.313	1.638826	6.053497	
	1995	2161.06	484.375	1.488213	4.461543		2003	4220.333	665.688	2.13794	6.339806	
	avg	2012.96	463.271	1.37665	4.345103		avg	3089.667	519.667	1.639694	5.945474	
Japan	1993	1599.96	117.238	0.803555	13.64711	Japan	2001	2783.598	186.719	1.497808	14.90795	2
	1994	1257.547	97.543	0.713938	12.89223		2002	3499.639	252.684	0.964046	13.84986	
	1995	2616.282	213.004	1.801702	12.28278		2003	3725.766	217.469	1.887402	17.1324	
	avg	1824.596	142.595	1.106398	12.79565		avg	3336.334	218.9573	1.781835	15.23737	
Tanzania	1997	134.328	118.762	0.076578	1.131069	Tanzania	2001	48.653	35.379	0.026179	1.375194	2
	1998	27.589	15.5	0.011729	1.779935		2002	114.339	100.039	0.064046	1.142944	
	1999	28.851	14	0.012549	2.060786		2003	2893.245	2146	1.465662	1.348204	
	avg	63.58933	49.42067	0.033619	1.286695		avg	1018.746	760.4727	0.518629	1.339622	
United States	1993	1984.609	596.309	0.996739	3.328155	United States	2001	1954.987	463.371	1.051946	4.219053	4
	1994	2673.61	463.191	1.517869	5.772154		2002	2225.314	589.68	1.246492	3.773765	
	1995	3477.409	910.633	2.394716	3.818672		2003	2771.508	727.523	1.403993	3.809513	
	avg	2711.876	656.711	1.636441	4.129482		avg	2317.27	593.5247	1.234144	3.904252	
Indonesia	1993	11858.45	9073.172	5.955721	1.306979	Indonesia	2001	5228.948	5183.336	2.813611	1.0088	4
	1994	9603.102	7074.637	5.451899	1.357399		2002	4062.254	4002.5	2.275439	1.014929	
	1995	4047.991	2756.75	2.787647	1.468392		2003	2540.578	2686.813	1.287008	0.945573	
	avg	8503.18	6301.52	4.731756	1.349386		avg	3943.927	3957.55	2.125352	0.996558	
Taiwan, China	1993	2905	809.602	1.458991	3.588183	Taiwan, China	2000	1635.514	417.813	0.77521	3.914464	1
	1994	3102	718.563	1.761076	4.316949		2001	1306.975	300.125	0.703262	4.354769	
	1995	3771	815.273	2.596898	4.625444		2002	2155.595	408.563	1.207439	5.276041	
	avg	3259.333	781.146	1.938988	4.172502		avg	1699.361	375.5003	0.895303	4.525592	
Hong Kong, China	1993	13656.58	5029.891	6.858802	2.715084	Hong Kong, China	2001	1950.282	1058.25	1.049415	1.842931	4
	1994	9656.819	4404.566	5.482395	2.192456		2002	2270.089	1053.188	1.271572	2.155445	
	1995	10212.95	4351.145	7.033143	2.347186		2003	2175.28	961.449	1.101955	2.262502	
	avg	11175.45	4595.201	6.458114	2.431983		avg	2131.884	1024.296	1.140981	2.081317	
India	1993	3329.524	1544.063	1.672202	2.156339	India	2001	602.359	229.672	0.324119	2.622692	1
	1994	2684.272	1132	1.523922	2.371265		2002	1481.91	657.438	0.83008	2.254068	
	1995	478.129	337.5	0.329263	1.416679		2003	2061.341	617.625	1.044236	3.337528	
	avg	2163.975	1004.521	1.175129	2.154236		avg	1381.87	501.5783	0.732812	2.755043	
United Kingdom	1993	227.839	78.82	0.114429	2.890624	United Kingdom	2001	954.156	203.762	0.513416	4.682698	2
	1994	205.4	51.789	0.11661	3.966093		2002	1046.032	179.531	0.585926	5.82647	
	1995	340.405	54.891	0.23442	6.201472		2003	1741.919	250.523	0.882423	6.95313	
	avg	257.8813	61.83333	0.155153	4.170588		avg	1247.369	211.272	0.660588	5.90409	
Belgium	1995	458.05	112.48	0.315436	4.07228	Belgium	2001	983.019	122.117	0.528946	8.049813	2
	1996	231.35	30.746	0.171829	7.524556		2002	789.418	94.824	0.442186	8.325086	
	1997	845.992	242.633	0.482283	3.486715		2003	1429.911	194.969	0.724365	7.334043	
	avg	511.7973	128.6197	0.323183	3.979153		avg	1067.449	137.3033	0.565166	7.774388	
Georgia	1997	4566.68	4859.852	2.603375	0.939675	Georgia	2000	935.47	1687.25	0.443399	0.554435	4
	1998	1588.812	2012.5	0.675473	0.789472		2001	649.19	1719.313	0.349318	0.377587	
	1999	2020.696	3276.688	0.878927	0.616689		2003	1215.245	3085.75	0.61562	0.393825	
	avg	2725.396	3383.013	1.385925	0.805612		avg	933.3017	2164.104	0.469446	0.431265	
Singapore	1993	526.817	269	0.300328	1.958428	Singapore	2001	1105.427	660.688	0.594812	1.673145	3
	1994	1053.053	434.125	0.597842	2.425691		2002	1677.273	951.5	0.939511	1.762767	
	1995	614.175	225.34	0.422951	2.725548		2003	1168.458	815.438	0.591918	1.432921	
	avg	731.3483	309.4883	0.440374	2.363089		avg	1317.053	809.2087	0.708747	1.627581	
Netherlands	1993	229.772	47.359	0.115399	4.851707	Netherlands	2001	626.945	152.742	0.337349	4.104601	3
	1994	79.305	22.684	0.045023	3.496077		2002	634.963	312.313	0.355669	2.033098	
	1995	184.935	29.434	0.127355	6.28304		2003	1003.996	205.91	0.508605	4.875897	
	avg	164.6707	33.159	0.095926	4.966093		avg	755.3013	223.655	0.400541	3.377082	

HS codes: 090220: Green tea in packings > 3 kg

Mi: market share (%)

Uv: unit value (\$US/kg)

Quad: quadrant number (see figure 1)

Table 8. Upgrading performance for selected countries – Instant tea or mate (HS: 210120)

		Val (US\$)	MT	Mi	Uv			Val (US\$)	MT	Mi	Uv	QUAD
Canada	1993	35260.77	58203.51	29.79855	0.605819	Canada	2001	49618.43	49052.84	19.70959	1.01153	1
	1994	16417.34	27976.77	13.44882	0.58682		2002	51637	51562.48	19.51632	1.001445	
	1995	25401.28	41978.11	18.22464	0.605108		2003	51457.2	48911.37	14.9928	1.05205	
	avg	25693.13	42719.47	20.49067	0.601438		avg	50904.21	49842.23	18.0729	1.021307	
United States	1993	16637.7	5036.461	14.06037	3.303451	United States	2001	31297.26	10993.83	12.432	2.846802	4
	1994	18623.4	5718.938	15.25598	3.256443		2002	31167.12	9400.613	11.77968	3.315435	
	1995	16322.4	4432.863	11.71082	3.682134		2003	45359.36	11618.07	13.2161	3.904209	
	avg	17194.5	5062.754	13.67573	3.396274		avg	35941.24	10670.84	12.47593	3.368175	
Switzerland	1993	594.199	139	0.502152	4.274813	Switzerland	2001	6336.506	17678.73	2.517007	0.358425	3
	1994	746.965	168	0.611902	4.44622		2002	13329.02	28617.56	5.037732	0.465764	
	1995	984.475	197.207	0.706331	4.99209		2003	28163.51	54892.88	8.205845	0.513063	
	avg	775.213	168.069	0.606795	4.612469		avg	15943.01	33729.72	5.253528	0.47267	
Germany	1993	10586	790.313	8.946133	13.39469	Germany	2001	11319.64	1878.688	4.496424	6.025291	4
	1994	9265	788.438	7.589737	11.75108		2002	12925.4	2362.188	4.885183	5.471791	
	1995	10248	593.438	7.352628	17.26886		2003	19833	3778.188	5.77863	5.249342	
	avg	10033	724.063	7.962833	13.85653		avg	14692.68	2673.021	5.053412	5.496657	
United Kingdom	1993	7261.445	1035.188	6.136582	7.014615	United Kingdom	2001	26018.15	9071.773	10.33501	2.868034	3
	1994	8699.673	1025.688	7.12663	8.481793		2002	20468.79	9130.742	7.736222	2.241744	
	1995	8689.043	1117.125	6.234123	7.77804		2003	18894.35	6534.836	5.505142	2.891328	
	avg	8216.72	1059.334	6.499112	7.756499		avg	21793.76	8245.784	7.858792	2.643019	
India	1993	7060.296	1121.125	5.966592	6.29751	India	2001	14882.14	2498.438	5.911532	5.956579	3
	1994	3735.868	578.688	3.060362	6.455755		2002	15352.03	2748.313	5.802333	5.585983	
	1995	3837.284	423.438	2.753134	9.06221		2003	18304.8	3528.25	5.333367	5.188067	
	avg	4877.816	707.7503	3.926696	6.892001		avg	16179.66	2925	5.682411	5.531506	
Netherlands	1993	19759.33	3025.813	16.69843	6.530256	Netherlands	2001	9892.299	1380.75	3.92945	7.164439	1
	1994	29036.97	3996.625	23.78661	7.265371		2002	13462.74	875.313	5.088271	15.38048	
	1995	35941.03	3870.313	25.78659	9.286336		2003	16994.36	919.313	4.951552	18.48594	
	avg	28245.78	3630.917	22.09054	7.77924		avg	13449.8	1058.459	4.656424	12.70697	
Poland	1994	2129	1078	1.744042	1.974954	Poland	2002	7043	5881.223	2.661917	1.19754	3
	1995	1590	1010.313	1.140777	1.57377		2003	11394	8911.824	3.319806	1.278526	
	avg	1859.5	1044.157	1.442409	1.780863		avg	9218.5	7396.524	2.990862	1.246329	
Sri Lanka	1993	6479.747	734.188	5.475976	8.825733	Sri Lanka	2002	8777.177	1314	3.317353	6.679739	4
	1994	7356.089	850.813	6.025988	8.645953		2003	10621.44	1380	3.094709	7.696696	
	avg	6917.918	792.5005	5.750982	8.729229		avg	9699.309	1347	3.206031	7.200674	
China	1993	3126.364	786.25	2.642062	3.976298	China	2001	10355.16	5379.992	4.113308	1.924753	3
	1994	3032.839	775.688	2.484452	3.90987		2002	8090.588	3744.625	3.057856	2.160587	
	1995	4311.805	894.75	3.093589	4.819005		2003	8640.286	1984.813	2.517472	4.353199	
	avg	3490.336	818.896	2.740034	4.262246		avg	9028.677	3703.143	3.229545	2.438112	
Kenya	1997	6035.888	1050.625	4.140152	5.745045	Kenya	2001	2979.015	1182	1.183334	2.520317	4
	1998	6555.172	1162.688	2.813741	5.637946		2002	2750.211	1082	0.104017	2.541785	
	1999	6723.739	1246.938	3.209774	5.3922		2003	6701.162	1462	1.95248	4.583558	
	avg	6438.266	1153.417	3.387889	5.581907		avg	4143.463	1242	1.079943	3.336121	
Singapore	1993	1039.054	330.875	0.878095	3.140322	Singapore	2001	4589.184	1351.25	1.82293	3.396251	3
	1994	1840.08	397.938	1.507364	4.624037		2002	5639.352	1789.563	2.131405	3.151245	
	1995	3629.887	721.688	2.604333	5.029718		2003	5109.743	1570.563	1.488797	3.253447	
	avg	2169.674	483.5003	1.663264	4.48743		avg	5112.76	1570.459	1.814378	3.255584	
Japan	1993	1180.045	168.141	0.997245	7.018187	Japan	2001	2568.564	607.688	1.020293	4.226781	3
	1994	1005.031	154.938	0.823305	6.486666		2002	3919.993	766.5	1.48157	5.114146	
	1995	1846.187	218.285	1.324583	8.457691		2003	4751.114	1495	1.384305	3.178003	
	avg	1343.754	180.4547	1.048378	7.446493		avg	3746.557	956.396	1.295389	3.91737	
Italy	1994	2015.319	880.563	1.650917	2.288671	Italy	2001	2468.117	1535.813	0.980393	1.607043	4
	1995	3446.23	1442.625	2.472565	2.388861		2002	2753.678	1327.25	1.040759	2.074724	
							2003	3346.068	1129.375	0.974925	2.962761	
	avg	2730.775	1161.594	2.061741	2.350886		avg	2855.954	1330.813	0.998692	2.146023	
France	1994	3243.106	346	2.6567	9.373139	France	2001	1173.836	256.875	0.466275	4.569678	4
	1995	4651.072	559.313	3.337002	8.315687		2002	2264.871	501.5	0.856013	4.516193	
							2003	3154.215	2281.375	0.919026	1.382594	
	avg	3947.089	452.6565	2.996851	8.719833		avg	2197.641	1013.25	0.747105	2.168903	

HS codes: 210120: Extracts, essences, concentrates and preparations of tea or mate

Mi: market share (%)

Uv: unit value (\$US/kg)

Quad: quadrant number (see figure 1)

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