



PARCON

MARKET UPDATE (CTC)

25 YEARS

INDIA PRIVATE LIMITED

NEW SEASON TEAS ONLY

SALE 14

KOLKATA

Friday, 7 April, 2017

1. MARKET DESCRIPTION

- DEMAND- GOOD
- NEW SEASON TEAS OPENING LEVELS ARE AS FOLLOWS:
DOOARS : BEST- 240-260 (N), GOOD- 200-230 (N), MEDIUM- NQ, PLAIN- 100-140
ASSAM/CACHAR- NQ
- BUYING- DUNCANS AND LOCAL BUYERS WERE ACTIVE WITH SOME SUPPORT FROM TGBL AND HUL. WI SELECTIVE.

2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)

| | SALE NO - 14 | | | | |
|-------|--------------|--------|--------|--------|--------|
| | 2017 | 2016 | +/- | 2015 | 2014 |
| CTC | 138.57 | 166.90 | -28.33 | 156.72 | 150.40 |
| DUST | 129.76 | 165.98 | -36.22 | 171.91 | 145.68 |
| TOTAL | 137.99 | 166.82 | -28.83 | 157.88 | 150.21 |

3. A. QUANTITY OFFERED AND SOLD IN SALE - COMBINED (IN LAC KGS)

| CATEGORY | OFFERED QUANTITY | SOLD QUANTITY | OUT % | OUT % IN SALE 14 LAST YEAR | OUT % UPTO SALE NO 14 | | |
|----------|------------------|---------------|-------|-------------------------------|--------------------------|------|------|
| | | | | | 2017 | 2016 | 2015 |
| CTC | 2.87 | 1.72 | 40% | 37% | 40% | 37% | 41% |
| DUST | 0.17 | 0.12 | 27% | 54% | 27% | 54% | 39% |
| TOTAL | 3.04 | 1.84 | 39% | 39% | 39% | 39% | 40% |

B. CATEGORY WISE WEIGHTED AVERAGE - CTC LEAF AND DUST(IN RS.) - SEASON 2017 - 2018

| | BROKENS | FANNINGS | DUST | LEAF SEC. | DUST SEC. |
|-----------|---------|----------|--------|-----------|-----------|
| S/14/2017 | 136.13 | 147.90 | 129.97 | | |
| S/14/2016 | 166.44 | 170.71 | 169.91 | 126.15 | 142.92 |

C. CATEGORY WISE OFFERED AND SOLD PERCENTAGE -CTC LEAF AND DUST - SEASON 2017 - 2018

| | BROKENS | FANNINGS | DUST | LEAF SEC. | DUST SEC. | TOTAL |
|--------------------|---------|----------|-------|-----------|-----------|-------|
| OFFERED-S/14(2017) | 71.51% | 22.32% | 4.58% | 0.68% | 0.92% | 100% |
| SOLD - S/14(2017) | 74.03% | 19.36% | 6.15% | | 0.47% | 100% |

4. PRICE RANGE- CTC LEAF AND ALL DUST COMBINED (FURTHER BREAK UP ON PAGE -2)

| PRICE RANGE- LEAF AND DUST COMBINED | SALE 14 | | |
|---|---------|-------|-------|
| | 2017 | 2016 | 2015 |
| A. % OF TEA SELLING ABOVE RS.220 | 8.64 | 8.18 | 7.16 |
| B. % OF TEA SELLING BETWEEN RS.200-219.99 | 2.97 | 18.59 | 10.00 |
| C. % OF TEA SELLING BETWEEN RS.180-199.99 | 1.19 | 7.86 | 8.32 |
| D. % OF TEA SELLING BETWEEN RS 160-179.99 | 0.58 | 12.02 | 11.97 |
| E. % OF TEA SELLING BETWEEN RS.150-159.99 | 3.45 | 11.08 | 14.46 |
| F. % OF TEA SELLING BETWEEN RS.140-149.99 | 16.83 | 17.79 | 14.50 |
| G. % OF TEA SELLING BETWEEN RS.130-139.99 | 9.92 | 13.30 | 11.40 |
| H. % OF TEA SELLING BETWEEN RS.120-129.99 | 21.32 | 8.54 | 8.57 |
| I. % OF TEA SELLING BETWEEN RS.110-119.99 | 24.30 | 2.16 | 7.62 |
| J. % OF TEA SELLING BETWEEN RS.100-109.99 | 10.28 | 0.47 | 4.30 |
| K.% OF TEA SELLING BELOW RS.100 | 0.52 | 0.00 | 1.69 |

5. FUTURE OFFERINGS (PACKAGES) :

| | SALE | THIS YEAR | | LAST YEAR | | VARIANCE |
|----------|------|-----------|--------|-----------|--------|----------|
| | | FOR | UPTO | FOR | UPTO | |
| KOLKATA | 16 | 28733 | 60171 | 58445 | 117934 | -57763 |
| SILIGURI | 17 | 55473 | 199253 | 59251 | 219677 | -20424 |
| GUWAHATI | 16 | 28870 | 51650 | 77545 | 140655 | -89005 |

CURRENCY RATES: 1USD \$= ` 64.39 INR, 1GBP £= ` 80.06 INR, 1EUR € = ` 68.48 INR (SOURCE IN REUTERS.COM -07th Apr 2017)

Our Website : www.parcon-india.com

KOLKATA PRICE RANGE SALE 14

DOOARS/TERAI ESTATE

| Price Range | 2017-18 | 2016-17 | 2015-16 |
|--|---------|---------|---------|
| % OF TEA SELLING ABOVE RS.260 | 10.2 | 1.7 | 6.9 |
| % OF TEA SELLING BETWEEN RS.250-259.99 | 7.9 | 0.9 | 2.8 |
| % OF TEA SELLING BETWEEN RS.240-249.99 | 17.8 | 2.3 | 2.6 |
| % OF TEA SELLING BETWEEN RS.230-239.99 | 15.7 | 0.5 | 5.7 |
| % OF TEA SELLING BETWEEN RS.220-229.99 | 13.8 | 9.4 | 3.9 |
| % OF TEA SELLING BETWEEN RS.210-219.99 | 20.4 | 29.6 | 12.8 |
| % OF TEA SELLING BETWEEN RS.200-199.99 | 1.7 | 27.5 | 25.6 |
| % OF TEA SELLING BETWEEN RS.190-199.99 | 8.2 | 10.5 | 16.6 |
| % OF TEA SELLING BETWEEN RS.180-189.99 | 0.9 | 7.8 | 11.7 |
| % OF TEA SELLING BETWEEN RS.170-179.99 | 2.2 | 5.0 | 3.8 |
| % OF TEA SELLING BETWEEN RS.160-169.99 | 1.1 | 1.4 | 1.1 |
| % OF TEA SELLING BELOW RS.160 | | 3.5 | 6.7 |

DOOARS/TERAI BOUGHT LEAF

| Price Range | 2017-18 | 2016-17 | 2015-16 |
|--|---------|---------|---------|
| % OF TEA SELLING ABOVE RS.150 | 2.9 | 32.4 | 28.7 |
| % OF TEA SELLING BETWEEN RS.145-149.99 | 9.3 | 9.4 | 12.4 |
| % OF TEA SELLING BETWEEN RS.140-144.99 | 10.4 | 19.3 | 9.0 |
| % OF TEA SELLING BETWEEN RS.135-139.99 | 3.1 | 9.3 | 9.2 |
| % OF TEA SELLING BETWEEN RS.130-134.99 | 8.5 | 11.6 | 7.9 |
| % OF TEA SELLING BETWEEN RS.125-129.99 | 8.9 | 7.8 | 5.8 |
| % OF TEA SELLING BETWEEN RS.120-124.99 | 16.0 | 6.0 | 6.7 |
| % OF TEA SELLING BETWEEN RS.115-119.99 | 11.2 | 1.4 | 5.8 |
| % OF TEA SELLING BETWEEN RS.110-114.99 | 17.3 | 2.1 | 5.6 |
| % OF TEA SELLING BETWEEN RS.105-109.99 | 3.5 | 0.6 | 2.1 |
| % OF TEA SELLING BETWEEN RS.100-104.99 | 8.6 | 0.2 | 4.3 |
| % OF TEA SELLING BELOW RS.100 | 0.3 | | 2.5 |