



1. MARKET DESCRIPTION

- DEMAND - FAIR FOR LEAF GOOD FOR DUST
- MARKET - BETTER SORTS WERE IRREGULAR AROUND LAST. REMAINDER WERE EASIER AND SOLD IN LINE WITH QUALITY.
- BUYING - WI AND BLENDERS WERE ACTIVE WITH GOOD SUPPORT FROM THE INTERNAL TRADE.

2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)

	2017/2018			2016/2017			UPTO SALE 21		
	SALE 21	SALE 20	+/-	SALE 21	SALE 20	+/-	2017	2016	2015
CTC	137.61	146.37	-8.76	144.69	144.22	0.47	145.53	150.57	153.82
DUST	145.85	152.18	-6.33	144.92	147.00	-2.08	151.74	152.85	160.29
TOTAL	140.41	147.87	-7.46	144.77	145.06	-0.29	147.05	151.20	155.22

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

CATEGORY	OFFERED QUANTITY	SOLD QUANTITY	OUT %	OUT %	OUT % UPTO SALE NO 21		
				IN SALE 21 LAST YEAR	2017	2016	2015
CTC	18.87	12.92	32%	35%	35%	34%	34%
DUST	8.29	6.66	20%	36%	31%	33%	36%
TOTAL	27.15	19.58	28%	35%	34%	34%	34%

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

	BROKENS	FANNINGS	DUST	LEAF SEC	DUST SEC
S/21/2017	138.06	139.97	151.52	125.20	122.47
S/20/2017	148.27	144.30	158.52	132.93	129.58
S/21/2016	148.29	147.28	155.01	114.04	116.84

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

	BROKENS	FANNINGS	DUST	LEAF SEC.	DUST SEC.	TOTAL
OFFERED-S/21(2017)	48.32%	5.62%	11.67%	15.54%	18.85%	100%
SOLD - S/21(2017)	46.26%	5.45%	12.19%	14.26%	21.83%	100%

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

PRICE RANGE- LEAF AND DUST COMBINED	2017		UPTO SALE 21		
	SALE 21	SALE 20	2017	2016	2015
A. % OF TEA SELLING ABOVE RS.220	1.42	3.82	4.64	1.51	3.33
B. % OF TEA SELLING BETWEEN RS.200-219.99	3.66	4.16	6.28	5.53	10.00
C. % OF TEA SELLING BETWEEN RS.180-199.99	6.44	11.30	9.90	14.04	19.37
D. % OF TEA SELLING BETWEEN RS 160-179.99	12.25	16.36	13.17	20.61	19.29
E. % OF TEA SELLING BETWEEN RS.150-159.99	10.95	10.13	8.11	10.53	7.05
F. % OF TEA SELLING BETWEEN RS.140-149.99	15.16	11.33	9.87	10.41	6.59
G. % OF TEA SELLING BETWEEN RS.130-139.99	13.55	10.47	10.31	9.30	6.23
H. % OF TEA SELLING BETWEEN RS.120-129.99	10.59	10.72	9.73	11.24	7.84
I % OF TEA SELLING BETWEEN RS.110-119.99	10.50	8.74	13.26	9.55	6.52
J. % OF TEA SELLING BETWEEN RS.100-109.99	10.85	8.18	11.08	4.96	5.22
K.% OF TEA SELLING BELOW RS.100	4.62	4.80	3.65	2.32	8.56

5. FUTURE OFFERINGS (PACKAGES) :

	SALE	THIS YEAR		LAST YEAR		VARIANCE
		FOR	UPTO	FOR	UPTO	
KOLKATA	24	69496	524872	67338	629567	-104695
SILIGURI	23	76816	535631	67430	508311	+27320
GUWAHATI	23	58120	582671	72623	656357	-73686

CURRENCY RATES: 1USD \$ = ` 64.50 INR, 1GBP £ = ` 82.53 INR, 1EUR € = ` 72.13 INR (SOURCE IN REUTERS.COM -27th May 2017)

KOLKATA PRICE RANGE SALE 14-21

ASSAM ESTATE

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.240	3.0	0.8	1.2
% OF TEA SELLING BETWEEN RS 230-239.99	1.6	0.4	1.3
% OF TEA SELLING BETWEEN RS 220-229.99	2.7	1.3	3.8
% OF TEA SELLING BETWEEN RS 210-219.99	3.2	1.9	6.4
% OF TEA SELLING BETWEEN RS 200-209.99	4.3	5.9	9.1
% OF TEA SELLING BETWEEN RS.190-199.99	4.2	7.4	10.3
% OF TEA SELLING BETWEEN RS.180-189.99	8.2	11.6	13.2
% OF TEA SELLING BETWEEN RS.170-179.99	10.3	14.8	13.8
% OF TEA SELLING BETWEEN RS 160-169.99	10.8	14.3	11.5
% OF TEA SELLING BETWEEN RS.150-159.99	12.7	13.8	6.5
% OF TEA SELLING BETWEEN RS.140-149.99	13.7	12.1	5.1
% OF TEA SELLING BETWEEN RS.130-139.99	12.0	5.2	4.9
% OF TEA SELLING BETWEEN RS.120-129.99	7.6	4.5	5.9
% OF TEA SELLING BETWEEN RS.110-119.99	3.8	3.2	3.8
% OF TEA SELLING BETWEEN RS.100-109.99	1.6	2.1	1.8
% OF TEA SELLING BELOW RS.100	0.3	0.6	1.5

ASSAM BLF

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.180	1.7	0.8	0.5
% OF TEA SELLING BETWEEN RS.170-179.99	0.9	1.4	1.9
% OF TEA SELLING BETWEEN RS.160-169.99	4.3	2.2	5.4
% OF TEA SELLING BETWEEN RS.150-159.99	9.0	5.5	8.8
% OF TEA SELLING BETWEEN RS.140-149.99	18.2	12.2	10.1
% OF TEA SELLING BETWEEN RS.130-139.99	21.1	15.6	15.6
% OF TEA SELLING BETWEEN RS.120-129.99	18.2	17.3	24.7
% OF TEA SELLING BETWEEN RS.110-119.99	12.0	25.4	18.9
% OF TEA SELLING BETWEEN RS.100-109.99	8.1	12.3	6.5
% OF TEA SELLING BELOW RS.100	6.6	7.3	7.8

DOOARS/TERAI ESTATE

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.230	4.5	0.5	1.5
% OF TEA SELLING BETWEEN RS.220-229.99	6.5	0.8	1.0
% OF TEA SELLING BETWEEN RS.210-219.99	10.2	3.2	2.9
% OF TEA SELLING BETWEEN RS.200-199.99	13.2	9.1	12.6
% OF TEA SELLING BETWEEN RS.190-199.99	14.5	12.1	18.3
% OF TEA SELLING BETWEEN RS.180-189.99	17.9	18.1	24.5
% OF TEA SELLING BETWEEN RS.170-179.99	11.9	19.0	17.6
% OF TEA SELLING BETWEEN RS 160-169.99	9.3	15.3	10.2
% OF TEA SELLING BETWEEN RS 150-159.99	7.1	12.3	4.4
% OF TEA SELLING BETWEEN RS 140-149.99	2.8	4.6	1.8
% OF TEA SELLING BETWEEN RS 130-139.99	1.3	1.6	2.2
% OF TEA SELLING BETWEEN RS 120-129.99	0.5	2.6	1.6
% OF TEA SELLING BELOW RS.120	0.2	0.9	1.5

DOOARS/TERAI BOUGHT LEAF

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.140	6.0	13.3	19.5
% OF TEA SELLING BETWEEN RS.135-139.99	2.2	6.1	4.0
% OF TEA SELLING BETWEEN RS.130-134.99	4.1	10.5	4.9
% OF TEA SELLING BETWEEN RS.125-129.99	4.9	11.9	5.3
% OF TEA SELLING BETWEEN RS.120-124.99	7.4	16.4	8.2
% OF TEA SELLING BETWEEN RS.115-119.99	14.0	14.1	6.6
% OF TEA SELLING BETWEEN RS.110-114.99	19.7	10.4	8.2
% OF TEA SELLING BETWEEN RS.105-109.99	18.2	5.1	7.2
% OF TEA SELLING BETWEEN RS.100-104.99	13.9	6.3	8.4
% OF TEA SELLING BETWEEN RS.95-99.99	3.0	3.2	4.5
% OF TEA SELLING BETWEEN RS.90-94.99	3.0	1.9	4.8
% OF TEA SELLING BELOW RS.90	3.6	0.7	18.3

CACHAR/TRIPURA

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.180	7.0	2.9	5.9
% OF TEA SELLING BETWEEN RS.170-179.99	2.7	2.1	10.4
% OF TEA SELLING BETWEEN RS.160-169.99	7.6	2.7	18.6
% OF TEA SELLING BETWEEN RS.150-159.99	10.2	8.6	17.7
% OF TEA SELLING BETWEEN RS.140-149.99	15.7	11.1	22.7
% OF TEA SELLING BETWEEN RS.130-139.99	23.5	22.1	10.0
% OF TEA SELLING BETWEEN RS.120-129.99	21.2	22.7	7.2
% OF TEA SELLING BETWEEN RS.110-119.99	8.5	15.0	4.0
% OF TEA SELLING BETWEEN RS.100-109.99	1.5	9.3	2.7
% OF TEA SELLING BELOW RS.100	2.1	3.5	0.8