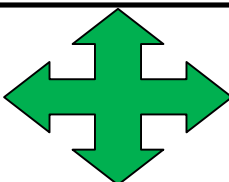




25 YEARS

**PARCON**  
INDIA PRIVATE LIMITED

**MARKET UPDATE (ORTHODOX)**

SALE 37

KOLKATA Friday, Sept 15, 2017

**1. MARKET DESCRIPTION**

ORTHODOX :

- GOOD DEMAND.
- NOMINAL QUANTITY OF TIPPY TEAS OFFERED SOLD AT A PREMIUM. CLEAN, WELL MADE WHOLE LEAF & BROKENS WERE IRREGULAR AROUND LAST. FANNINGS REMAINED FIRM. STALKY, POORER SORTS WERE DISCOUNTED AND SUFFERED SOME WITHDRAWALS.
- MIDDLE EAST OPERATED ALONG WITH ENQUIRY FROM CIS. HUL LENT SOME SUPPORT.

	WHOLE LEAF	BROKENS		FANNINGS
		LARGER	SMALLER	
BEST	270 – 350 (+)	225 – 250	225 - 260	180 – 190 (+)
GOOD	220 - 260	200 - 220	200 - 220	150 - 170
MEDIUM	180 – 210 (N)	170 – 200 (N)	NQ	130 – 140 (N)

N-NOMINAL

**2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)**

	2017/2018			2016/2017			UPTO SALE 37		
	SALE 37	SALE 36	+/-	SALE 37	SALE 36	+/-	2017	2016	+/-
ORTHODOX	214.40	217.75	-3.35	214.06	220.25	-6.19	225.28	231.41	-6.13

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

	OFFERED QUANTITY	SOLD QUANTITY	OUT %	OUT % IN SALE 37 LAST YEAR	OUT % UPTO SALE NO 37		
					2017	2016	2015
ORTHODOX	8.42	6.83	19.00	15.00	23.13	13.00	17.43

**B. CATEGORY WISE WEIGHTED AVERAGE – ORTHODOX (IN RS.) - SEASON 2017-2018**

	WHOLE LEAF	BROKENS	FANNINGS
S/37/2017	253.71	205.49	154.94
S/36/2017	251.70	206.61	154.89
S/37/2016	245.82	214.55	172.83

**C. CATEGORY WISE OFFERED AND SOLD PERCENTAGE - ORTHODOX - SEASON 2017 - 2018**

	WHOLE LEAF	BROKENS	FANNINGS	TOTAL
OFFERED-S/37 (2017)	32.19%	53.15%	14.66%	100%
SOLD - S/37 (2017)	33.11%	52.89%	14.00%	100%

**4. PRICE RANGE FOR ORTHODOX (FURTHER BREAK UP ON PAGE -2)**

	2017		UPTO SALE 37		
	SALE 37	SALE 36	2017	2016	2015
A. % OF TEA SELLING ABOVE RS.300	4.68	6.79	5.72	7.91	14.61
B. % OF TEA SELLING BETWEEN RS.250-299.99	13.23	11.17	13.43	13.96	14.57
C. % OF TEA SELLING BETWEEN RS.240-249.99	7.90	7.98	9.07	8.79	5.25
D. % OF TEA SELLING BETWEEN RS 220-239.99	20.40	25.61	29.15	34.70	16.08
E. % OF TEA SELLING BETWEEN RS.200-219.99	24.02	22.05	20.70	15.09	14.79
F. % OF TEA SELLING BETWEEN RS.180-199.99	7.23	6.46	6.04	7.43	10.67
G. % OF TEA SELLING BETWEEN RS.150-179.99	10.71	6.77	8.39	7.10	12.97
H. % OF TEA SELLING BELOW RS.150	11.84	13.17	7.50	5.01	11.06

**5. FUTURE OFFERINGS (PACKAGES) :**

	SALE	THIS YEAR		LAST YEAR	
		QUANTITY	CL. DATE	QUANTITY	CL. DATE
KOLKATA	41	58433	13.09.2017	D R O P P E D	

CURRENCY RATES: 1USD \$=₹64.07 INR, 1GBP £=₹86.99 INR, 1EUR € =₹76.68 INR (SOURCE IN REUTERS.COM -15<sup>th</sup> Sep 2017)

**KOLKATA ORTHODOX PRICE RANGE**

Price Range	2017		UPTO SALE - 37		
	SALE-37	SALE-36	2017	2016	2015
% OF TEA SELLING ABOVE RS 300.00	4.7	6.8	5.7	7.9	14.6
% OF TEA SELLING BETWEEN RS 290-299.99	0.4	0.1	0.6	1.2	1.3
% OF TEA SELLING BETWEEN RS 280-289.99	1.0	0.6	1.1	1.9	2.6
% OF TEA SELLING BETWEEN RS 270-279.99	3.1	1.9	1.8	2.2	3.0
% OF TEA SELLING BETWEEN RS 260-269.99	3.9	3.8	3.6	3.7	3.9
% OF TEA SELLING BETWEEN RS 250-259.99	4.8	4.6	6.4	4.9	3.7
% OF TEA SELLING BETWEEN RS 240-249.99	7.9	8.0	9.1	8.8	5.2
% OF TEA SELLING BETWEEN RS 230-239.99	9.4	13.4	12.9	16.6	6.5
% OF TEA SELLING BETWEEN RS 220-229.99	11.0	12.2	16.3	18.1	9.6
% OF TEA SELLING BETWEEN RS 210-219.99	11.9	9.2	12.6	9.5	7.6
% OF TEA SELLING BETWEEN RS 200-209.99	12.1	12.8	8.2	5.6	7.2
% OF TEA SELLING BETWEEN RS.190-199.99	3.3	3.1	2.7	3.8	5.1
% OF TEA SELLING BETWEEN RS.180-189.99	3.9	3.4	3.3	3.7	5.5
% OF TEA SELLING BETWEEN RS.170-179.99	3.2	3.1	3.3	2.9	5.0
% OF TEA SELLING BETWEEN RS 160-169.99	3.1	2.1	2.9	2.4	4.9
% OF TEA SELLING BETWEEN RS.150-159.99	4.4	1.6	2.1	1.8	3.0
% OF TEA SELLING BETWEEN RS.140-149.99	3.5	2.0	2.1	1.8	1.5
% OF TEA SELLING BETWEEN RS.130-139.99	2.2	2.8	1.8	1.4	1.4
% OF TEA SELLING BETWEEN RS.120-129.99	1.9	2.7	1.8	1.0	1.3
% OF TEA SELLING BETWEEN RS.110-119.99	2.3	3.5	1.3	0.4	1.0
% OF TEA SELLING BETWEEN RS.100-109.99	1.9	1.9	0.5	0.3	1.9
% OF TEA SELLING BELOW RS.100	0.0	0.3	0.1	0.0	4.1