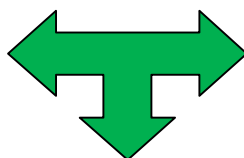




25 YEARS

PARCON
INDIA PRIVATE LIMITED

**MARKET UPDATE (ORTHODOX)**

SALE 45

KOLKATA Saturday, 11th Nov, 2017**1. MARKET DESCRIPTION****ORTHODOX :**

- GOOD DEMAND.
- APART FROM PRIMARY WHOLE LEAF AND LARGER BROKENS THAT SETTLED LOWER, PRICES FOR THE REMAINDER WERE IRREGULAR BUT AROUND LAST. POOR FANNINGS WERE NEGLECTED.
- MIDDLE EAST AND CIS ACTIVE WITH FAIR SUPPORT FROM HUL AND THE INTERNAL TRADE.

| | WHOLE LEAF | BROKENS | | FANNINGS |
|--------|------------------|-----------|------------------|---------------|
| | | LARGER | SMALLER | |
| BEST | 270 – 330 (+)(N) | 230 - 250 | 220 – 240 (+)(N) | 180 – 200 (+) |
| GOOD | 240 - 260 | 210 - 225 | 210 - 220 | 140 - 170 |
| MEDIUM | 220 - 230 | 190 - 210 | 190 - 205 | NQ |

N-NOMINAL**2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)**

| | 2017/2018 | | | 2016/2017 | | | UPTO SALE 45 | | |
|----------|-----------|---------|--------|-----------|---------|-------|--------------|--------|-------|
| | SALE 45 | SALE 44 | +/- | SALE 45 | SALE 44 | +/- | 2017 | 2016 | +/- |
| ORTHODOX | 222.45 | 211.04 | +11.41 | 209.81 | 210.83 | -1.02 | 222.43 | 224.91 | -2.48 |

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

| | OFFERED QUANTITY | SOLD QUANTITY | OUT % | OUT % IN SALE 45 LAST YEAR | OUT % UPTO SALE NO 45 | | |
|----------|------------------|---------------|-------|----------------------------------|--------------------------|-------|-------|
| | | | | | 2017 | 2016 | 2015 |
| ORTHODOX | 11.53 | 9.25 | 19.82 | 11.91 | 22.20 | 15.20 | 16.18 |

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

| | WHOLE LEAF | BROKENS | FANNINGS |
|-----------|------------|---------|----------|
| S/45/2017 | 258.52 | 201.98 | 159.97 |
| S/44/2017 | 250.07 | 198.29 | 158.57 |
| S/45/2016 | 235.70 | 201.73 | 162.22 |

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

| | WHOLE LEAF | BROKENS | FANNINGS | TOTAL |
|---------------------|------------|---------|----------|-------|
| OFFERED-S/45 (2017) | 39.53% | 50.11% | 10.29% | 100% |
| SOLD - S/45 (2017) | 42.67% | 48.60% | 8.73% | 100% |

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

| | 2017 | | UPTO SALE 45 | | |
|---|---------|---------|--------------|-------|-------|
| | SALE 45 | SALE 44 | 2017 | 2016 | 2015 |
| A. % OF TEA SELLING ABOVE RS.300 | 5.07 | 2.56 | 5.00 | 6.32 | 12.63 |
| B. % OF TEA SELLING BETWEEN RS.250-299.99 | 18.72 | 15.47 | 14.51 | 12.26 | 12.92 |
| C. % OF TEA SELLING BETWEEN RS.240-249.99 | 5.91 | 7.08 | 8.55 | 8.38 | 6.71 |
| D. % OF TEA SELLING BETWEEN RS 220-239.99 | 22.58 | 20.72 | 26.24 | 33.12 | 18.77 |
| E. % OF TEA SELLING BETWEEN RS.200-219.99 | 23.70 | 25.54 | 22.69 | 16.62 | 14.39 |
| F. % OF TEA SELLING BETWEEN RS.180-199.99 | 7.92 | 7.83 | 6.03 | 8.37 | 10.83 |
| G. % OF TEA SELLING BETWEEN RS.150-179.99 | 6.29 | 6.73 | 7.95 | 8.15 | 12.29 |
| H. % OF TEA SELLING BELOW RS.150 | 9.81 | 14.07 | 9.03 | 6.79 | 11.46 |

5. FUTURE OFFERINGS (PACKAGES) :

| | SALE | THIS YEAR | | LAST YEAR | |
|---------|------|-----------|------------|-----------|------------|
| | | QUANTITY | CL. DATE | QUANTITY | CL. DATE |
| KOLKATA | 48 | 41153 | 08.11.2017 | 43014 | 09.11.2016 |

CURRENCY RATES: 1USD \$=₹65.16 INR, 1GBP £=₹85.93 INR, 1EUR € =₹76.00 INR (SOURCE IN REUTERS.COM -11th Nov 2017)

KOLKATA ORTHODOX PRICE RANGE

| Price Range | 2017 | | UPTO SALE - 45 | | |
|--|---------|---------|----------------|------|------|
| | SALE-45 | SALE-44 | 2017 | 2016 | 2015 |
| % OF TEA SELLING ABOVE RS 300.00 | 5.1 | 2.6 | 5.0 | 6.4 | 12.9 |
| % OF TEA SELLING BETWEEN RS 290-299.99 | 1.5 | 1.5 | 0.8 | 1.1 | 1.2 |
| % OF TEA SELLING BETWEEN RS 280-289.99 | 2.2 | 3.9 | 1.5 | 1.7 | 2.2 |
| % OF TEA SELLING BETWEEN RS 270-279.99 | 2.7 | 3.3 | 2.4 | 2.2 | 2.6 |
| % OF TEA SELLING BETWEEN RS 260-269.99 | 5.2 | 3.3 | 3.9 | 3.3 | 3.6 |
| % OF TEA SELLING BETWEEN RS 250-259.99 | 7.9 | 3.4 | 6.1 | 4.1 | 3.8 |
| % OF TEA SELLING BETWEEN RS 240-249.99 | 6.2 | 7.4 | 8.8 | 8.6 | 7.0 |
| % OF TEA SELLING BETWEEN RS 230-239.99 | 9.7 | 9.7 | 11.9 | 15.4 | 8.7 |
| % OF TEA SELLING BETWEEN RS 220-229.99 | 14.2 | 11.9 | 15.0 | 18.5 | 10.8 |
| % OF TEA SELLING BETWEEN RS 210-219.99 | 12.0 | 11.1 | 12.7 | 10.6 | 7.6 |
| % OF TEA SELLING BETWEEN RS 200-209.99 | 13.0 | 16.0 | 10.5 | 6.2 | 7.2 |
| % OF TEA SELLING BETWEEN RS.190-199.99 | 5.3 | 4.7 | 2.9 | 4.0 | 5.4 |
| % OF TEA SELLING BETWEEN RS.180-189.99 | 2.9 | 3.5 | 3.1 | 4.3 | 5.5 |
| % OF TEA SELLING BETWEEN RS.170-179.99 | 2.0 | 2.5 | 3.0 | 3.5 | 5.3 |
| % OF TEA SELLING BETWEEN RS 160-169.99 | 1.8 | 1.5 | 2.5 | 2.4 | 4.3 |
| % OF TEA SELLING BETWEEN RS.150-159.99 | 0.7 | 2.0 | 1.7 | 1.8 | 2.5 |
| % OF TEA SELLING BETWEEN RS.140-149.99 | 0.9 | 0.7 | 1.6 | 1.9 | 1.2 |
| % OF TEA SELLING BETWEEN RS.130-139.99 | 1.1 | 1.3 | 1.6 | 1.8 | 1.0 |
| % OF TEA SELLING BETWEEN RS.120-129.99 | 1.4 | 1.8 | 1.8 | 1.2 | 0.9 |
| % OF TEA SELLING BETWEEN RS.110-119.99 | 1.4 | 2.9 | 1.6 | 0.6 | 0.9 |
| % OF TEA SELLING BETWEEN RS.100-109.99 | 2.5 | 3.7 | 1.2 | 0.3 | 1.5 |
| % OF TEA SELLING BELOW RS.100 | 0.5 | 1.2 | 0.3 | 0.1 | 3.9 |