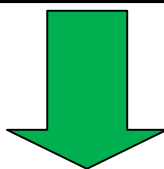




PARCON

INDIA PRIVATE LIMITED

25 YEARS



MARKET UPDATE (CTC)

SALE 09
KOLKATA Friday, 02nd Mar 2018

1. MARKET DESCRIPTION

- DEMAND – GOOD.
- MARKET – IRREGULAR & LOWER FOLLOWING QUALITY. SELECT CLEAN, LIQUORING SORTS SOLD WELL PARTICULARLY IN THE DUST CATEGORY.
- BUYING – W/EXPORTERS ACTIVE WITH FAIR SUPPORT FROM INTERNAL. HUL & TGBL SELECTIVE AT THE LOWER LEVEL.

2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)

	2017/2018			2016/2017			UPTO SALE 09		
	SALE 09	SALE 08	+/-	SALE 09	SALE 08	+/-	2017-18	2016-17	2015-16
CTC	112.22	111.62	+0.60	109.10	110.20	-1.10	148.60	146.13	153.10
DUST	112.14	113.17	-1.03	105.71	110.91	-5.20	160.87	149.25	157.34
TOTAL	112.20	111.99	+0.21	108.03	110.42	-2.39	152.32	147.11	154.42

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

CATEGORY	OFFERED QUANTITY	SOLD QUANTITY	OUT %	OUT %	OUT %		
				IN SALE 09 LAST YEAR	UPTO SALE NO 09		
					2017-18	2016-17	2015-16
CTC	18.05	13.47	25%	27%	30%	31%	27%
DUST	4.47	4.05	9%	13%	16%	21%	22%
TOTAL	22.52	17.52	22%	23%	26%	28%	26%

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

	BROKENS	FANNINGS	DUST	LEAF SEC.	DUST SEC.
S/09/2018	115.79	121.88	127.05	84.27	95.55
S/08/2018	114.40	122.09	126.93	83.33	97.13
S/09/2017	109.67	116.45	119.65	96.27	96.24

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

	BROKENS	FANNINGS	DUST	LEAF SEC.	DUST SEC.	TOTAL
OFFERED-S/09(2018)	54%	16%	11%	11%	9%	100%
SOLD - S/09(2018)	48%	17%	12%	12%	11%	100%

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

PRICE RANGE- LEAF AND DUST COMBINED	2017-18		UPTO SALE 09		
	SALE 09	SALE 08	2017-18	2016-17	2015-16
A. % OF TEA SELLING ABOVE RS.200	0.86	0.95	18.38	11.17	22.65
B. % OF TEA SELLING BETWEEN RS.180-199.99	1.40	1.50	9.86	10.20	9.85
C. % OF TEA SELLING BETWEEN RS.170-179.99	1.80	1.99	5.91	6.37	5.98
D. % OF TEA SELLING BETWEEN RS 160-169.99	1.84	2.73	6.39	7.42	5.91
E. % OF TEA SELLING BETWEEN RS.150-159.99	3.53	2.97	7.40	7.98	5.85
F. % OF TEA SELLING BETWEEN RS.140-149.99	4.92	4.89	7.83	8.65	6.00
G. % OF TEA SELLING BETWEEN RS.130-139.99	11.60	8.83	8.98	9.91	6.34
H. % OF TEA SELLING BETWEEN RS.120-129.99	13.17	12.53	8.73	11.13	8.09
I. % OF TEA SELLING BETWEEN RS.110-119.99	12.88	15.84	8.21	11.37	7.60
J. % OF TEA SELLING BETWEEN RS.100-109.99	14.59	14.54	7.36	11.03	7.35
K.% OF TEA SELLING BELOW RS.100	33.42	33.24	10.96	4.76	14.39

5. FUTURE OFFERINGS (PACKAGES) :

	SALE	THIS YEAR		LAST YEAR		VARIANCE
		QUANTITY	UPTO	QUANTITY	UPTO	UPTO
KOLKATA	12	21464	4384514	3027	4844499	-459985
SILIGURI	10	10912	4717509	DROPPED	3877491	+840018
GUWAHATI	10	4543	5129149	8613	4636736	+492413

KOLKATA PRICE RANGE SALE 14-09

ASSAM ESTATE

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.240	5.9	2.5	12.2
% OF TEA SELLING BETWEEN RS 230-239.99	4.1	1.5	5.8
% OF TEA SELLING BETWEEN RS 220-229.99	6.6	2.4	5.9
% OF TEA SELLING BETWEEN RS 210-219.99	6.8	4.2	6.1
% OF TEA SELLING BETWEEN RS 200-209.99	6.7	6.7	6.8
% OF TEA SELLING BETWEEN RS.190-199.99	5.4	6.4	5.5
% OF TEA SELLING BETWEEN RS.180-189.99	6.1	7.2	6.7
% OF TEA SELLING BETWEEN RS.170-179.99	6.4	7.2	6.8
% OF TEA SELLING BETWEEN RS 160-169.99	7.8	8.7	6.9
% OF TEA SELLING BETWEEN RS.150-159.99	8.1	9.3	6.3
% OF TEA SELLING BETWEEN RS.140-149.99	8.3	9.5	5.6
% OF TEA SELLING BETWEEN RS.130-139.99	8.5	9.6	4.6
% OF TEA SELLING BETWEEN RS.120-129.99	7.0	9.0	4.8
% OF TEA SELLING BETWEEN RS.110-119.99	5.2	7.4	4.0
% OF TEA SELLING BETWEEN RS.100-109.99	3.5	5.9	4.0
% OF TEA SELLING BELOW RS.100	3.6	2.6	7.8

ASSAM BLF

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.180	7.0	0.9	2.1
% OF TEA SELLING BETWEEN RS.170-179.99	2.7	1.0	1.5
% OF TEA SELLING BETWEEN RS.160-169.99	4.5	2.9	3.1
% OF TEA SELLING BETWEEN RS.150-159.99	8.3	5.4	4.1
% OF TEA SELLING BETWEEN RS.140-149.99	11.0	8.4	6.8
% OF TEA SELLING BETWEEN RS.130-139.99	13.6	13.4	9.9
% OF TEA SELLING BETWEEN RS.120-129.99	16.4	19.8	15.4
% OF TEA SELLING BETWEEN RS.110-119.99	14.5	20.9	15.9
% OF TEA SELLING BETWEEN RS.100-109.99	10.1	16.0	14.7
% OF TEA SELLING BETWEEN RS.90-99.99	5.8	7.4	9.6
% OF TEA SELLING BELOW RS.90	6.1	3.9	17.1

DOOARS/TERAI ESTATE

Price Range	2017	2016	2015
% OF TEA SELLING BETWEEN RS.220	1.0	0.2	0.4
% OF TEA SELLING BETWEEN RS.210-219.99	1.4	0.6	0.7
% OF TEA SELLING BETWEEN RS.200-199.99	3.5	2.1	3.0
% OF TEA SELLING BETWEEN RS.190-199.99	9.2	4.9	7.1
% OF TEA SELLING BETWEEN RS.180-189.99	17.1	9.4	14.6
% OF TEA SELLING BETWEEN RS.170-179.99	17.8	16.3	14.6
% OF TEA SELLING BETWEEN RS 160-169.99	12.3	15.8	10.3
% OF TEA SELLING BETWEEN RS 150-159.99	13.3	14.8	12.1
% OF TEA SELLING BETWEEN RS 140-149.99	7.4	14.4	12.4
% OF TEA SELLING BETWEEN RS 130-139.99	6.7	9.6	9.2
% OF TEA SELLING BETWEEN RS 120-129.99	3.8	5.4	7.3
% OF TEA SELLING BELOW RS.120	6.6	6.4	8.3

DOOARS/TERAI BOUGHT LEAF

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.140	2.8	2.2	3.0
% OF TEA SELLING BETWEEN RS.135-139.99	1.0	1.4	1.1
% OF TEA SELLING BETWEEN RS.130-134.99	1.7	2.4	1.8
% OF TEA SELLING BETWEEN RS.125-129.99	2.9	3.5	2.9
% OF TEA SELLING BETWEEN RS.120-124.99	4.9	7.1	5.3
% OF TEA SELLING BETWEEN RS.115-119.99	8.1	11.9	6.2
% OF TEA SELLING BETWEEN RS.110-114.99	10.3	16.2	8.7
% OF TEA SELLING BETWEEN RS.105-109.99	10.8	22.0	8.8
% OF TEA SELLING BETWEEN RS.100-104.99	12.5	18.6	9.6
% OF TEA SELLING BETWEEN RS.95-99.99	8.4	7.2	7.1
% OF TEA SELLING BETWEEN RS.90-94.99	11.7	4.8	10.3
% OF TEA SELLING BELOW RS.90	24.9	2.9	35.3

CACHAR/TRIPURA

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.180	3.6	2.3	1.5
% OF TEA SELLING BETWEEN RS.170-179.99	2.0	1.2	2.5
% OF TEA SELLING BETWEEN RS.160-169.99	3.0	1.9	4.2
% OF TEA SELLING BETWEEN RS.150-159.99	7.0	3.5	3.8
% OF TEA SELLING BETWEEN RS.140-149.99	14.9	6.0	6.4
% OF TEA SELLING BETWEEN RS.130-139.99	23.1	18.6	15.4
% OF TEA SELLING BETWEEN RS.120-129.99	21.9	27.3	23.6
% OF TEA SELLING BETWEEN RS.110-119.99	11.2	18.9	17.8
% OF TEA SELLING BETWEEN RS.100-109.99	7.4	13.3	13.4
% OF TEA SELLING BELOW RS.100	5.9	7.0	11.4