



PARCON

MARKET UPDATE(ORTHODOX)

SALE 16

25 YEARS

INDIA PRIVATE LIMITED

NEW SEASON TEAS ONLY

KOLKATA

Monday, April 23, 2018

1. MARKET DESCRIPTION

- ORTHODOX:**
- GOOD DEMAND.
 - THE NOMINAL WEIGHT OF TIPPY TEAS REALISED ATTRACTIVE PRICES.
 - BOLDER WHOLE LEAF WERE READILY ACCEPTED AT FIRM RATES.
 - REMAINDER WAS ABSORBED AT LAST LEVELS EXCEPT BROKENS WHICH MET WITH TEPID DEMAND.
 - MIDDLE EAST & CIS OPERATING.

| | WHOLE LEAF | BROKENS | | FANNINGS |
|--------|------------|---------|---------|------------|
| | | LARGER | SMALLER | |
| BEST | 280-330(N) | NQ | NQ | NQ |
| GOOD | 250-270 | 220-230 | 220-240 | 170-190(N) |
| MEDIUM | NQ | NQ | NQ | NQ |

2. TOTAL AUCTION WEIGHTED AVERAGE- NEW SEASON ONLY (IN RS)

| | 2018/2019 | | | 2017/2018 | | | UPTO SALE 16 | | |
|----------|-----------|---------|-------|-----------|---------|-------|--------------|--------|--------|
| | SALE 16 | SALE 15 | +/- | SALE 16 | SALE 15 | +/- | 2018 | 2017 | +/- |
| ORTHODOX | 239.44 | 232.10 | +7.34 | 221.42 | 225.84 | -4.42 | 237.23 | 223.59 | +13.64 |

3. A. QUANTITY OFFERED AND SOLD IN SALE – 16 (NEW SEASON ONLY) (IN LAC KGS)

| | OFFERED QUANTITY | SOLD QUANTITY | OUT % | OUT % IN SALE 16 LAST YEAR | OUT % UPTO SALE NO 16 | | |
|----------|------------------|---------------|-------|----------------------------------|--------------------------|------|------|
| | | | | | 2018 | 2017 | 2016 |
| ORTHODOX | 1.02 | 0.82 | 19 | 26 | 19 | 22 | 10 |

B. CATEGORY WISE WEIGHTED AVERAGE - ORTHODOX (IN RS.) – NEW SEASON ONLY

| | WHOLE LEAF | BROKENS | FANNINGS |
|-----------|------------|---------|----------|
| S/16/2018 | 271.31 | 223.72 | 178.65 |
| S/15/2018 | 253.34 | 218.34 | 149.41 |
| S/16/2017 | 242.93 | 218.05 | 171.38 |

C. CATEGORY WISE OFFERED AND SOLD PERCENTAGE - ORTHODOX – NEW SEASON ONLY

| | WHOLE LEAF | BROKENS | FANNINGS | TOTAL |
|--------------------|------------|---------|----------|-------|
| OFFERED-S/16(2018) | 40% | 55% | 5% | 100% |
| SOLD - S/16(2018) | 39% | 55% | 6% | 100% |

4. PRICE RANGE FOR ORTHODOX (NEW SEASON ONLY)

| | 2018 | | UPTO SALE 16 | | |
|---|---------|---------|--------------|-------|-------|
| | SALE 16 | SALE 15 | 2018 | 2017 | 2016 |
| A. % OF TEA SELLING ABOVE RS.300 | 5.45 | 3.10 | 4.64 | 2.22 | 4.78 |
| B. % OF TEA SELLING BETWEEN RS.250-299.99 | 24.00 | 25.14 | 24.83 | 12.72 | 14.99 |
| C. % OF TEA SELLING BETWEEN RS.240-249.99 | 12.82 | 8.27 | 11.60 | 15.97 | 7.17 |
| D. % OF TEA SELLING BETWEEN RS 220-239.99 | 34.04 | 41.98 | 35.96 | 30.98 | 47.42 |
| E. % OF TEA SELLING BETWEEN RS.200-219.99 | 14.24 | 11.47 | 13.06 | 23.84 | 15.20 |
| F. % OF TEA SELLING BETWEEN RS.180-199.99 | 4.06 | 1.82 | 3.64 | 3.50 | 3.95 |
| G. % OF TEA SELLING BETWEEN RS.150-179.99 | 4.46 | 4.60 | 4.50 | 7.99 | 4.25 |
| H. % OF TEA SELLING BELOW RS.150 | 0.93 | 3.62 | 1.76 | 2.78 | 2.24 |

5. FUTURE OFFERINGS (PACKAGES) :

| | SALE | THIS YEAR | | LAST YEAR | |
|---------|------|-----------|------------|-----------|------------|
| | | QUANTITY | CL. DATE | QUANTITY | CL. DATE |
| KOLKATA | 19 | 35542 | 19.04.2018 | 32001 | 20.04.2017 |

CURRENCY RATES: 1USD \$= ` 66.03 INR, 1GBP £= ` 92.87 INR, 1EUR € = ` 81.22 INR (SOURCE IN REUTERS.COM –20th Apr 2018)