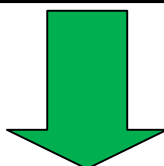




PARCON

INDIA PRIVATE LIMITED

25 YEARS



MARKET UPDATE (CTC)

SALE 12

KOLKATA Thursday, 22nd Mar 2018

1. MARKET DESCRIPTION

- DEMAND : FAIR FOR LEAF AND GOOD FOR DUST
- MARKET : IRREGULAR FOLLOWING QUALITY
- BUYING : GOOD SUPPORT FROM DTL AND EXPORTERS. TGBL AND HUL INACTIVE. WI AND LOCAL TRADERS ACTIVE.

2. TOTAL AUCTION WEIGHTED AVERAGE (IN RS)

	2017/2018			2016/2017			UPTO SALE 12		
	SALE 12	SALE 09	+/-	SALE 12	SALE 11	+/-	2017-18	2016-17	2015-16
CTC	97.54	112.22	-14.68	103.57	105.95	-2.38	147.85	144.28	152.72
DUST	108.41	112.14	-3.73	108.82	111.52	-2.70	160.51	148.16	157.10
TOTAL	99.42	112.20	-12.78	104.79	106.99	-2.20	151.67	145.47	154.08

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

CATEGORY	OFFERED QUANTITY	SOLD QUANTITY	OUT %	OUT %	OUT % UPTO SALE NO 12		
				IN SALE 12 LAST YEAR	2017-18	2016-17	2015-16
CTC	20.25	13.00	36%	24%	30%	30%	27%
DUST	3.68	2.72	26%	1%	16%	21%	22%
TOTAL	23.95	15.72	34%	19%	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/12/2018	97.83	118.22	122.94	75.24	94.99
S/09/2018	115.79	121.88	127.05	84.27	95.55
S/12/2017	103.09	113.40	115.78	97.53	95.78

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

	BROKENS	FANNINGS	DUST	LEAF SEC.	DUST SEC.	TOTAL
OFFERED-S/12 (2018)	61%	11%	7%	13%	8%	100%
SOLD - S/12 (2018)	56%	14%	8%	13%	9%	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 12		
	SALE 12	SALE 09	2017-18	2016-17	2015-16
A. % OF TEA SELLING ABOVE RS.200	0.90	0.86	18.16	10.71	22.47
B. % OF TEA SELLING BETWEEN RS.180-199.99	0.78	1.40	9.74	9.79	9.78
C. % OF TEA SELLING BETWEEN RS.170-179.99	1.34	1.80	5.86	6.13	5.94
D. % OF TEA SELLING BETWEEN RS 160-169.99	0.84	1.84	6.32	7.16	5.87
E. % OF TEA SELLING BETWEEN RS.150-159.99	1.83	3.53	7.33	7.70	5.83
F. % OF TEA SELLING BETWEEN RS.140-149.99	2.49	4.92	7.76	8.38	6.00
G. % OF TEA SELLING BETWEEN RS.130-139.99	5.22	11.60	8.94	9.74	6.41
H. % OF TEA SELLING BETWEEN RS.120-129.99	10.63	13.17	8.75	11.19	8.15
I. % OF TEA SELLING BETWEEN RS.110-119.99	10.85	12.88	8.24	11.69	7.62
J. % OF TEA SELLING BETWEEN RS.100-109.99	14.21	14.59	7.44	11.62	7.48
K.% OF TEA SELLING BELOW RS.100	50.93	33.42	11.45	5.89	14.48

5. OFFERINGS (L.PACKAGES) :

	SALE	THIS YEAR		LAST YEAR		VARIANCE
		FOR	UPTO	FOR	UPTO	UPTO
KOLKATA	13	-	43.85	-	49.72	-5.87
SILIGURI	13	0.07	46.04	0.23	40.34	+5.70
GUWAHATI	13	0.07	51.29	0.04	47.76	+3.53

KOLKATA PRICE RANGE SALE 14-12

ASSAM ESTATE

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.240	6.0	2.4	12.3
% OF TEA SELLING BETWEEN RS 230-239.99	4.2	1.4	5.8
% OF TEA SELLING BETWEEN RS 220-229.99	6.7	2.3	5.9
% OF TEA SELLING BETWEEN RS 210-219.99	6.9	4.0	6.1
% OF TEA SELLING BETWEEN RS 200-209.99	6.8	6.5	6.8
% OF TEA SELLING BETWEEN RS.190-199.99	5.4	6.2	5.5
% OF TEA SELLING BETWEEN RS.180-189.99	6.0	7.0	6.7
% OF TEA SELLING BETWEEN RS.170-179.99	6.3	7.0	6.8
% OF TEA SELLING BETWEEN RS 160-169.99	7.6	8.4	6.7
% OF TEA SELLING BETWEEN RS.150-159.99	7.9	9.0	6.2
% OF TEA SELLING BETWEEN RS.140-149.99	8.1	9.1	5.6
% OF TEA SELLING BETWEEN RS.130-139.99	8.4	9.4	4.8
% OF TEA SELLING BETWEEN RS.120-129.99	7.0	9.4	4.8
% OF TEA SELLING BETWEEN RS.110-119.99	5.2	8.1	4.0
% OF TEA SELLING BETWEEN RS.100-109.99	3.6	6.8	4.2
% OF TEA SELLING BELOW RS.100	3.9	3.1	7.9

ASSAM BLF

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.180	7.2	1.3	2.1
% OF TEA SELLING BETWEEN RS.170-179.99	3.4	1.1	2.0
% OF TEA SELLING BETWEEN RS.160-169.99	5.6	2.7	4.3
% OF TEA SELLING BETWEEN RS.150-159.99	9.3	5.2	4.8
% OF TEA SELLING BETWEEN RS.140-149.99	11.4	9.3	6.6
% OF TEA SELLING BETWEEN RS.130-139.99	12.9	13.6	9.4
% OF TEA SELLING BETWEEN RS.120-129.99	15.2	17.7	15.3
% OF TEA SELLING BETWEEN RS.110-119.99	14.0	20.0	15.6
% OF TEA SELLING BETWEEN RS.100-109.99	9.4	16.0	14.3
% OF TEA SELLING BETWEEN RS.90-99.99	5.3	7.6	9.3
% OF TEA SELLING BELOW RS.90	6.2	5.4	16.3

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	3.6	2.0	2.9
% OF TEA SELLING BETWEEN RS.190-199.99	9.4	4.8	7.0
% OF TEA SELLING BETWEEN RS.180-189.99	17.6	9.1	14.5
% OF TEA SELLING BETWEEN RS.170-179.99	18.3	15.9	14.4
% OF TEA SELLING BETWEEN RS 160-169.99	12.6	15.4	10.2
% OF TEA SELLING BETWEEN RS 150-159.99	13.5	14.4	12.1
% OF TEA SELLING BETWEEN RS 140-149.99	7.6	14.4	12.3
% OF TEA SELLING BETWEEN RS 130-139.99	7.0	9.9	9.1
% OF TEA SELLING BETWEEN RS 120-129.99	4.0	6.0	7.4
% OF TEA SELLING BELOW RS.120	4.1	7.3	9.1

DOOARS/TERAI BOUGHT LEAF

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.140	2.7	2.0	2.9
% OF TEA SELLING BETWEEN RS.135-139.99	1.0	1.3	1.1
% OF TEA SELLING BETWEEN RS.130-134.99	1.6	2.2	1.8
% OF TEA SELLING BETWEEN RS.125-129.99	2.8	3.3	2.8
% OF TEA SELLING BETWEEN RS.120-124.99	4.7	6.7	5.3
% OF TEA SELLING BETWEEN RS.115-119.99	8.0	11.2	6.1
% OF TEA SELLING BETWEEN RS.110-114.99	10.2	15.4	8.6
% OF TEA SELLING BETWEEN RS.105-109.99	10.7	21.1	8.7
% OF TEA SELLING BETWEEN RS.100-104.99	12.4	18.1	9.5
% OF TEA SELLING BETWEEN RS.95-99.99	8.6	7.6	7.2
% OF TEA SELLING BETWEEN RS.90-94.99	11.8	6.0	10.4
% OF TEA SELLING BELOW RS.90	25.6	5.1	35.5

CACHAR/TRIPURA

Price Range	2017	2016	2015
% OF TEA SELLING ABOVE RS.180	3.5	2.2	1.5
% OF TEA SELLING BETWEEN RS.170-179.99	1.9	1.2	2.5
% OF TEA SELLING BETWEEN RS.160-169.99	2.9	1.8	4.2
% OF TEA SELLING BETWEEN RS.150-159.99	6.9	3.3	3.7
% OF TEA SELLING BETWEEN RS.140-149.99	14.5	5.8	6.4
% OF TEA SELLING BETWEEN RS.130-139.99	22.7	17.8	15.3
% OF TEA SELLING BETWEEN RS.120-129.99	21.8	26.4	23.4
% OF TEA SELLING BETWEEN RS.110-119.99	11.2	19.0	17.8
% OF TEA SELLING BETWEEN RS.100-109.99	7.5	14.1	13.6
% OF TEA SELLING BELOW RS.100	7.1	8.5	11.6