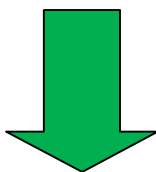




25 YEARS

**PARCON**  
INDIA PRIVATE LIMITED

**MARKET UPDATE (ORTHODOX)**

SALE 12

KOLKATA Thursday, 22<sup>nd</sup> Mar, 2018**1. MARKET DESCRIPTION****ORTHODOX :**

- GOOD DEMAND
- CLEAN WELL MADE WHOLE LEAF SOLD WELL WITH COMPETITION
- REMAINDER LOWER FOLLOWING QUALITY
- MIDDLE EAST & CIS OPERATING. SOME SUPPORT FROM THE INTERNAL TRADE

	WHOLE LEAF	BROKENS		FANNINGS
		LARGER	SMALLER	
BEST	NQ	NQ	NQ	NQ
GOOD	NQ	NQ	NQ	NQ
MEDIUM	NQ	NQ	NQ	NQ

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

	2017/2018			2016/2017			UPTO SALE 12		
	SALE 12	SALE 09	+/-	SALE 12	SALE 09	+/-	2017-18	2016-17	+/-
ORTHODOX	169.60	169.08	+0.52	166.95	169.20	-2.25	211.10	212.62	-1.52

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

	OFFERED QUANTITY	SOLD QUANTITY	OUT %	OUT % IN SALE 12 LAST YEAR	OUT % UPTO SALE NO 12		
					2017-18	2016-17	2015-16
ORTHODOX	3.68	2.73	26	9	24	17	14

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

	WHOLE LEAF	BROKENS	FANNINGS
S/12 /2018	226.16	164.09	124.96
S/09 /2018	208.22	175.15	105.26
S/12 /2017	209.33	152.94	121.81

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

	WHOLE LEAF	BROKENS	FANNINGS	TOTAL
OFFERED-S/12 (2018)	21%	56%	23%	100%
SOLD - S/12 (2018)	23%	55%	22%	100%

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

	2017-18		UPTO SALE 12		
	SALE 12	SALE 09	2017-18	2016-17	2015-16
A. % OF TEA SELLING ABOVE RS.300	1.23	3.62	4.19	4.71	9.97
B. % OF TEA SELLING BETWEEN RS.250-299.99	10.61	4.21	12.83	10.76	11.94
C. % OF TEA SELLING BETWEEN RS.240-249.99	4.28	3.34	7.48	7.40	7.68
D. % OF TEA SELLING BETWEEN RS 220-239.99	7.16	12.36	22.56	26.92	20.35
E. % OF TEA SELLING BETWEEN RS.200-219.99	15.01	18.83	21.13	17.59	14.13
F. % OF TEA SELLING BETWEEN RS.180-199.99	3.19	2.87	7.28	9.64	9.64
G. % OF TEA SELLING BETWEEN RS.150-179.99	12.79	7.20	9.08	9.95	12.62
H. % OF TEA SELLING BELOW RS.150	45.74	47.55	15.44	13.03	13.67

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

	SALE	THIS YEAR		LAST YEAR	
		QUANTITY	CL. DATE	QUANTITY	CL. DATE
KOLKATA	14	8927	16.03.2018	1271	18.03.2017

CURRENCY RATES: 1USD \$=₹65.10 INR, 1GBP £=₹92.18 INR, 1EUR € =₹80.17 INR (SOURCE IN REUTERS.COM -22<sup>nd</sup> Mar 2018)

**KOLKATA ASSAM ORTHODOX PRICE RANGE**

Price Range	2018		UPTO SALE - 12		
	SALE-12	SALE-09	2017-18	2016-17	2015-16
% OF TEA SELLING ABOVE RS 300.00	1.5	4.9	4.2	4.8	10.3
% OF TEA SELLING BETWEEN RS 290-299.99	1.1	0.3	0.8	0.9	1.0
% OF TEA SELLING BETWEEN RS 280-289.99	4.5	0.6	1.4	1.5	1.8
% OF TEA SELLING BETWEEN RS 270-279.99	3.1	1.0	2.3	1.9	2.2
% OF TEA SELLING BETWEEN RS 260-269.99	1.7	1.1	3.4	3.0	3.1
% OF TEA SELLING BETWEEN RS 250-259.99	2.2	2.1	5.2	3.7	4.3
% OF TEA SELLING BETWEEN RS 240-249.99	5.2	3.2	7.8	7.6	8.1
% OF TEA SELLING BETWEEN RS 230-239.99	3.3	6.5	10.3	12.6	9.9
% OF TEA SELLING BETWEEN RS 220-229.99	4.9	6.0	13.1	15.0	11.3
% OF TEA SELLING BETWEEN RS 210-219.99	8.9	13.6	11.7	10.3	7.7
% OF TEA SELLING BETWEEN RS 200-209.99	6.8	9.2	10.1	7.6	7.1
% OF TEA SELLING BETWEEN RS.190-199.99	1.5	1.4	3.9	4.9	4.8
% OF TEA SELLING BETWEEN RS.180-189.99	2.0	1.8	3.5	4.8	5.1
% OF TEA SELLING BETWEEN RS.170-179.99	4.6	1.0	3.4	4.0	5.6
% OF TEA SELLING BETWEEN RS 160-169.99	3.4	3.8	2.9	3.1	4.3
% OF TEA SELLING BETWEEN RS.150-159.99	6.6	3.0	2.2	2.4	2.7
% OF TEA SELLING BETWEEN RS.140-149.99	5.8	5.4	2.0	2.6	1.4
% OF TEA SELLING BETWEEN RS.130-139.99	5.9	4.4	2.0	2.4	1.1
% OF TEA SELLING BETWEEN RS.120-129.99	8.0	5.4	2.4	2.0	1.2
% OF TEA SELLING BETWEEN RS.110-119.99	4.2	5.2	2.3	1.7	1.2
% OF TEA SELLING BETWEEN RS.100-109.99	3.5	3.0	2.6	1.9	1.9
% OF TEA SELLING BELOW RS.100	11.1	16.9	2.5	1.3	4.0