



J THOMAS & COMPANY PRIVATE LIMITED  
KOLKATA MARKET SYNOPSIS - SALE 26

| CTC  |
|--|
| Market Report  |
| • Good demand .  |
| • Assams fully firm to dearer following seasonal improvement in quality. |
| •  |

| DUST  |
|---|
| Market Report   |
| • Good demand.  |
| • Assams fully firm to dearer following quality.          |
| • Nominal quantity of Dooars and Cachar sold around last. |

| Buying Analysis   |
|---|
| • Hindustan Unilever: Active . TCPL : Selective and operated on medium sorts. |
| • Other Internals & Locals : Good support.                                    |
| • Exporters : Good enquiry for bolder brokens.                                |

| Buying Analysis                            |
|--|
| • Hindustan Unilever: Active               |
| • Other Internals & Locals : Good support. |

| Orthodox  |
|---|
| Market Report   |
| • Strong demand .   |
| • Select few tippy lines on offer readily absorbed. Whole leaf grades witnessed competition and sold at fully firm to dearer rates. Larger and smaller brokens dearer and appreciated in line with quality. |
| • Cleaner secondaries attracted competition and sold at fully firm rates. Browner stalkier varieties firm. Leafy fannings fully firm to dearer with browner sorts sold readily.                             |

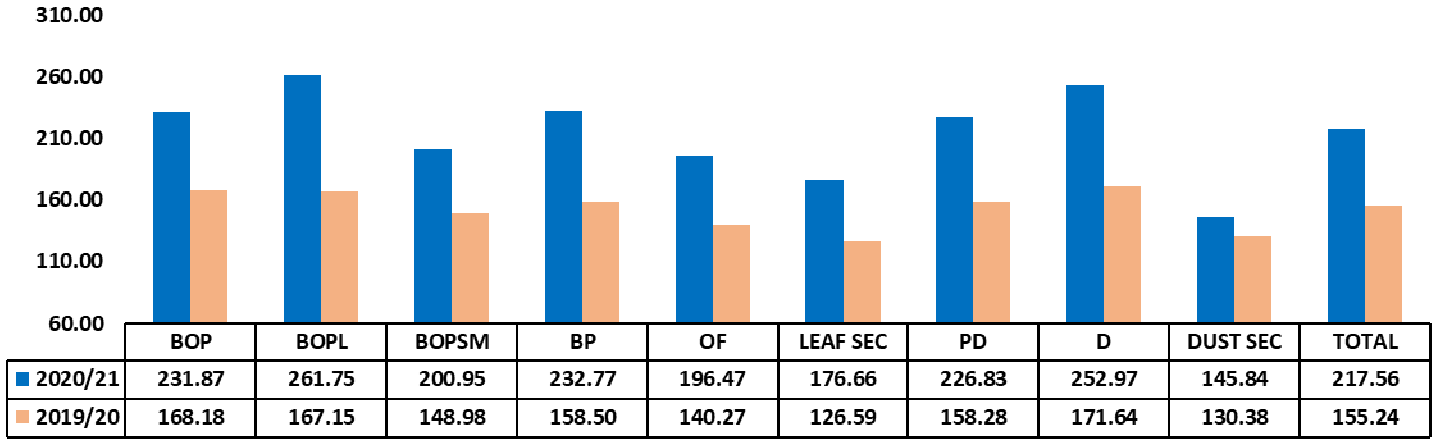
| Darjeeling  |
|---|
| Market Report   |
| • Good demand on well made Whole Leaf grades and greenish Brokens and Fannings. |
| • Tata Tea: Active. Other Locals and Internals- Fair Support.                   |

| Buying Analysis                                    |
|--|
| • Middle East : Active.                            |
| • CIS: Active.                                     |
| • Other internals & locals: Selective. HUL: Quiet. |

| AUCTION AVERAGES |         |         |        |         |         |        |              |         |         |
|------------------|---------|---------|--------|---------|---------|--------|--------------|---------|---------|
|                  | 2020/21 |         |        | 2019/20 |         |        | UPTO SALE 26 |         |         |
|                  | SALE 26 | SALE 25 | +/-    | SALE 26 | SALE 25 | +/-    | 2020/21      | 2019/20 | 2018/19 |
| CTC LEAF         | 261.10  | 251.68  | 9.42   | 171.66  | 169.30  | 2.36   | 221.39       | 154.48  | 155.86  |
| DUST             | 216.21  | 228.58  | -12.37 | 176.42  | 176.62  | -0.20  | 204.05       | 157.29  | 169.83  |
| TOTAL            | 247.34  | 247.44  | -0.10  | 173.17  | 171.35  | 1.82   | 217.56       | 155.23  | 160.01  |
| ORTHODOX         | 313.10  | 306.66  | 6.44   | 266.36  | 267.89  | -1.53  | 285.88       | 258.62  | 219.15  |
| DARJEELING       | 299.83  | 399.61  | -99.78 | 302.19  | 330.11  | -27.92 | 420.80       | 401.89  | 534.96  |
| ALL TEAS         | 271.95  | 275.63  | -3.68  | 204.31  | 204.49  | -0.18  | 247.12       | 187.76  | 178.07  |

| KOLKATA AUCTION AVERAGES |         |        |        |        |        |        |        |
|--------------------------|---------|--------|--------|--------|--------|--------|--------|
| SALE                     |         | 22     | 23     | 24     | 25     | 26     | 27     |
| CTC LEAF                 | 2020/21 | 207.97 | 201.18 | 223.95 | 251.68 | 261.10 |        |
|                          | 2019/20 | 143.84 | 149.55 | 157.14 | 169.30 | 171.66 | 175.04 |
| DUST                     | 2020/21 | 208.65 | 198.57 | 219.08 | 228.58 | 216.21 |        |
|                          | 2019/20 | 146.26 | 156.93 | 163.35 | 176.62 | 176.42 | 180.51 |
| TOTAL                    | 2020/21 | 208.13 | 200.78 | 223.14 | 247.44 | 247.34 |        |
|                          | 2019/20 | 144.51 | 151.61 | 159.03 | 171.35 | 173.17 | 176.81 |
| ORTHODOX                 | 2020/21 | 246.39 | 261.23 | 281.71 | 306.66 | 313.10 |        |
|                          | 2019/20 | 246.74 | 247.44 | 255.52 | 267.89 | 266.36 | 254.85 |
| DARJEELING               | 2020/21 | 644.35 | 440.72 | 387.23 | 399.61 | 299.83 |        |
|                          | 2019/20 | 402.57 | 319.24 | 278.60 | 330.11 | 302.19 | 355.74 |

## Kolkata Grade Wise Averages CTC Leaf / Dust Upto Sale 26



### KOLKATA GRADE WISE ORTHODOX AVARAGES UPTO SALE 26

| GRADE  | 2020     |        | 2019     |        | GRADE | 2020     |        | 2019      |        | GRADE        | 2020      |        | 2019      |        |
|--------|----------|--------|----------|--------|-------|----------|--------|-----------|--------|--------------|-----------|--------|-----------|--------|
|        | QTY.     | AVG    | QTY.     | AVG    |       | QTY.     | AVG    | QTY.      | AVG    |              | QTY.      | AVG    | QTY.      | AVG    |
| TGFOP1 | 51515.1  | 376.23 | 369583   | 312.37 | FBOP  | 341062.5 | 304.09 | 1199887.7 | 277.02 | GBOP1/FBOP1  | 149333.50 | 187.97 | 457310.50 | 156.46 |
| TGFOP  | 204003.1 | 344.62 | 780939.6 | 295.49 | GFBOP | 76076.4  | 305.42 | 563830.9  | 275.08 | BOPF/GOF/FOF | 112866.70 | 236.32 | 533630.00 | 210.96 |
| GFOP   | 120156.2 | 310.19 | 456401.9 | 281.79 | GBOP  | 143597.8 | 293.65 | 688115    | 260.98 |              |           |        |           |        |
| FOP    | 78260.9  | 252.74 | 399377   | 219.16 | BPS   | 60284.2  | 281.90 | 217559.4  | 251.33 |              |           |        |           |        |

### OFFER / SOLD QUANTITY & AVERAGE PRICE CTC / DUST

|            | THIS SALE   |            |        |       | LAST SALE  |            |        |       | TO DATE     |             |        |       |
|------------|-------------|------------|--------|-------|------------|------------|--------|-------|-------------|-------------|--------|-------|
|            | OFFERED     | SOLD       | AVG.   | OUT % | OFFERED    | SOLD       | AVG.   | OUT % | OFFERED     | SOLD        | AVG.   | OUT % |
| BROKENS    | 5,03,188    | 4,36,941   | 270.49 | 13%   | 3,69,226   | 3,40,037   | 262.69 | 8%    | 24,59,053   | 21,53,059   | 225.53 | 12%   |
| FANNINGS   | 1,70,974    | 1,43,517   | 242.25 | 16%   | 1,12,504   | 95,703     | 223.63 | 15%   | 6,84,442    | 5,23,194    | 218.69 | 24%   |
| LEAF SEC.  | 38,088      | 33,440     | 219.29 | 12%   | 30,252     | 27,767     | 213.61 | 8%    | 1,82,717    | 1,68,172    | 176.66 | 8%    |
| LEAF TOTAL | 7,12,249.2  | 6,13,897.9 | 261.10 | 14%   | 5,11,982.6 | 4,63,507.2 | 251.69 | 9%    | 33,26,211.5 | 28,44,425.1 | 221.39 | 14%   |
| DUST       | 2,19,482    | 1,64,712   | 258.90 | 25%   | 92,889     | 59,785     | 253.25 | 36%   | 6,75,737    | 4,99,868    | 239.62 | 26%   |
| DUST SEC.  | 1,22,002    | 1,06,703   | 150.31 | 13%   | 49,700     | 44,487     | 195.42 | 10%   | 4,77,094    | 3,05,410    | 145.84 | 36%   |
| DUST TOTAL | 3,41,484.3  | 2,71,414.6 | 216.21 | 21%   | 1,42,588.6 | 1,04,271.4 | 228.58 | 27%   | 11,52,830.4 | 8,05,277.7  | 204.05 | 30%   |
| TOTAL      | 10,53,733.6 | 8,85,312.5 | 247.34 | 16%   | 6,54,571.2 | 5,67,778.6 | 247.44 | 13%   | 44,79,041.9 | 36,49,702.8 | 217.56 | 19%   |

### OFFER / SOLD QUANTITY & AVERAGE PRICE ORTHODOX

|             |            |            |        |     |            |            |        |    |             |             |        |     |
|-------------|------------|------------|--------|-----|------------|------------|--------|----|-------------|-------------|--------|-----|
| WHOLE LEAF  | 2,26,329   | 2,03,159   | 345.75 | 10% | 1,69,434   | 1,60,461   | 335.85 | 5% | 7,57,822    | 6,98,290    | 318.07 | 8%  |
| BROKENS     | 2,47,289   | 2,05,535   | 314.46 | 17% | 2,04,643   | 1,91,539   | 308.11 | 6% | 8,90,405    | 8,09,727    | 293.18 | 9%  |
| FANNINGS    | 54,601     | 43,708     | 238.85 | 20% | 40,552     | 37,332     | 245.94 | 8% | 2,11,241    | 1,75,318    | 232.14 | 17% |
| SECONDARY   | 41,076     | 30,636     | 193.31 | 25% | 37,510     | 30,294     | 217.73 | 0% | 2,32,786    | 2,06,615    | 194.04 | 11% |
| ORTH. TOTAL | 5,69,295.1 | 4,83,038.9 | 313.10 | 15% | 4,52,139.0 | 4,19,626.2 | 306.66 | 7% | 20,92,254.4 | 18,89,951.1 | 285.88 | 10% |

### OFFER / SOLD QUANTITY & AVERAGE PRICE DARJEELING

|             |          |          |        |     |          |          |        |     |            |            |        |     |
|-------------|----------|----------|--------|-----|----------|----------|--------|-----|------------|------------|--------|-----|
| WHOLE LEAF  | 23,448   | 15,042   | 622.28 | 36% | 15,984   | 9,801    | 521.33 | 39% | 1,50,254   | 84,925     | 625.21 | 43% |
| BROKENS     | 34,101   | 27,170   | 225.13 | 20% | 10,488   | 6,051    | 344.49 | 42% | 1,02,258   | 68,608     | 300.34 | 33% |
| FANNINGS    | 41,320   | 23,126   | 177.86 | 44% | 16,000   | 7,922    | 291.12 | 50% | 1,00,979   | 45,848     | 222.43 | 55% |
| DARJ. TOTAL | 98,869.1 | 65,338.2 | 299.83 | 34% | 42,472.2 | 23,774.4 | 399.61 | 44% | 3,53,490.8 | 1,99,381.2 | 420.80 | 44% |

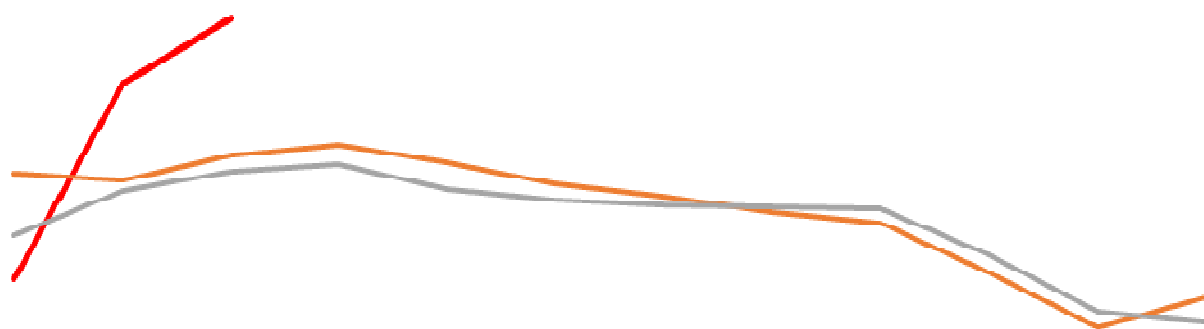
| PRICE RANGE           | CTC LEAF  |         |               |         |         | DUST    |         |               |         |         |
|-----------------------|-----------|---------|---------------|---------|---------|---------|---------|---------------|---------|---------|
| % OF TEAS SOLD        | 2019/20   |         | UP TO SALE 26 |         |         | 2019/20 |         | UP TO SALE 26 |         |         |
|                       | SALE 26   | SALE 25 | 2020/21       | 2019/20 | 2018/19 | SALE 26 | SALE 25 | 2020/21       | 2019/20 | 2018/19 |
|                       | BELOW 100 | 0.00    | 0.00          | 1.03    | 3.07    | 8.08    | 14.71   | 0.54          | 12.32   | 3.05    |
| BETWEEN 100.00-119.99 | 0.00      | 0.00    | 1.88          | 23.01   | 14.75   | 1.09    | 0.46    | 3.13          | 12.68   | 7.04    |
| BETWEEN 120.00-139.99 | 0.00      | 0.21    | 4.74          | 22.88   | 15.76   | 0.63    | 1.77    | 3.24          | 22.28   | 12.76   |
| BETWEEN 140.00-159.99 | 1.13      | 0.45    | 6.26          | 12.40   | 17.43   | 5.62    | 9.49    | 8.74          | 17.22   | 15.91   |
| BETWEEN 160.00-179.99 | 7.11      | 8.86    | 20.24         | 11.11   | 15.56   | 4.52    | 6.58    | 9.86          | 17.80   | 16.16   |
| BETWEEN 180.00-199.99 | 16.59     | 21.69   | 13.57         | 8.89    | 10.94   | 9.50    | 15.37   | 8.38          | 9.19    | 18.22   |
| BETWEEN 200.00-219.99 | 14.88     | 7.85    | 8.69          | 7.71    | 8.32    | 10.66   | 8.18    | 7.70          | 8.28    | 15.66   |
| ABOVE 220             | 60.28     | 60.94   | 43.59         | 10.93   | 9.17    | 53.25   | 57.62   | 46.63         | 9.51    | 10.69   |

| PRICE RANGE           | ORTHODOX  |         |               |         |         | PRICE RANGE           | DARJEELING |              |               |
|-----------------------|-----------|---------|---------------|---------|---------|-----------------------|------------|--------------|---------------|
| % OF TEAS SOLD        | 2019/20   |         | UP TO SALE 26 |         |         | % OF TEAS SOLD        | 2019/20    |              | UP TO SALE 26 |
|                       | SALE 26   | SALE 25 | 2020/21       | 2019/20 | 2018/19 |                       | SALE 26    | SALE 25      | 2020/21       |
|                       | BELOW 140 | 1.04    | 0.19          | 3.45    | 4.47    |                       | 6.02       | BELOW 300.00 | 59.87         |
| BETWEEN 140.00-159.99 | 2.63      | 1.35    | 3.08          | 2.07    | 2.72    | BETWEEN 301.00-400.99 | 12.59      | 31.32        | 13.88         |
| BETWEEN 160.00-179.99 | 2.12      | 0.87    | 2.52          | 2.57    | 5.29    | BETWEEN 401.00-500.99 | 8.85       | 16.50        | 13.55         |
| BETWEEN 180.00-199.99 | 1.75      | 2.59    | 2.88          | 2.99    | 6.99    | BETWEEN 501.00-600.99 | 4.68       | 9.08         | 12.86         |
| BETWEEN 200.00-219.99 | 1.17      | 1.96    | 3.38          | 5.75    | 29.19   | BETWEEN 601.00-700.99 | 7.27       | 9.44         | 12.42         |
| ABOVE 220             | 91.30     | 93.03   | 84.69         | 82.15   | 49.78   | ABOVE 701.00          | 6.74       | 7.04         | 10.43         |

| FUTURE FRESH OFFERING (IN PACKAGES) |                |          |            |       |        |                |          |            |       |        |            |          |            |        |         |
|-------------------------------------|----------------|----------|------------|-------|--------|----------------|----------|------------|-------|--------|------------|----------|------------|--------|---------|
| SALE NO                             | THIS YEAR-2020 |          |            |       |        | LAST YEAR-2019 |          |            |       |        | DIFFERENCE |          |            |        |         |
|                                     | CTC LEAF       | ORTHODOX | DARJEELING | DUST  | TOTAL  | LEAF           | ORTHODOX | DARJEELING | DUST  | TOTAL  | LEAF       | ORTHODOX | DARJEELING | DUST   | TOTAL   |
| 27                                  | 22274          | 40014    | 2066       | 7793  | 72147  | 53975          | 48636    | 5298       | 20977 | 128886 | -31701     | -8622    | -3232      | -13184 | -56739  |
| 28                                  | 25407          | 37259    | 2671       | 9381  | 74718  | 69293          | 56146    | 3663       | 25774 | 154876 | -43886     | -18887   | -992       | -16393 | -80158  |
| TOTAL                               | 47681          | 77273    | 4737       | 17174 | 146865 | 123268         | 104782   | 8961       | 46751 | 283762 | -75587     | -27509   | -4224      | -29577 | -136897 |

### Kolkata Monthly Price Movement All Teas

280.00  
270.00  
260.00  
250.00  
240.00  
230.00  
220.00  
210.00  
200.00  
190.00  
180.00  
170.00  
160.00  
150.00  
140.00  
130.00  
120.00  
110.00  
100.00  
90.00



|      | APR    | MAY    | JUNE   | JULY   | AUG    | SEPT   | OCT    | NOV    | DEC    | JAN    | FEB    | MAR    |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2020 | 135.40 | 229.93 | 262.01 |        |        |        |        |        |        |        |        |        |
| 2019 | 186.98 | 183.00 | 195.59 | 200.00 | 191.75 | 180.98 | 175.16 | 167.36 | 162.66 | 138.46 | 111.75 | 126.52 |
| 2018 | 156.43 | 177.98 | 187.56 | 191.03 | 178.80 | 173.63 | 170.75 | 170.58 | 169.27 | 146.87 | 119.00 | 114.22 |