



## J THOMAS & COMPANY PRIVATE LIMITED

GUWAHATI MARKET SYNOPSIS - SALE 5/2024

(\*NEW SEASON TEAS ONLY)

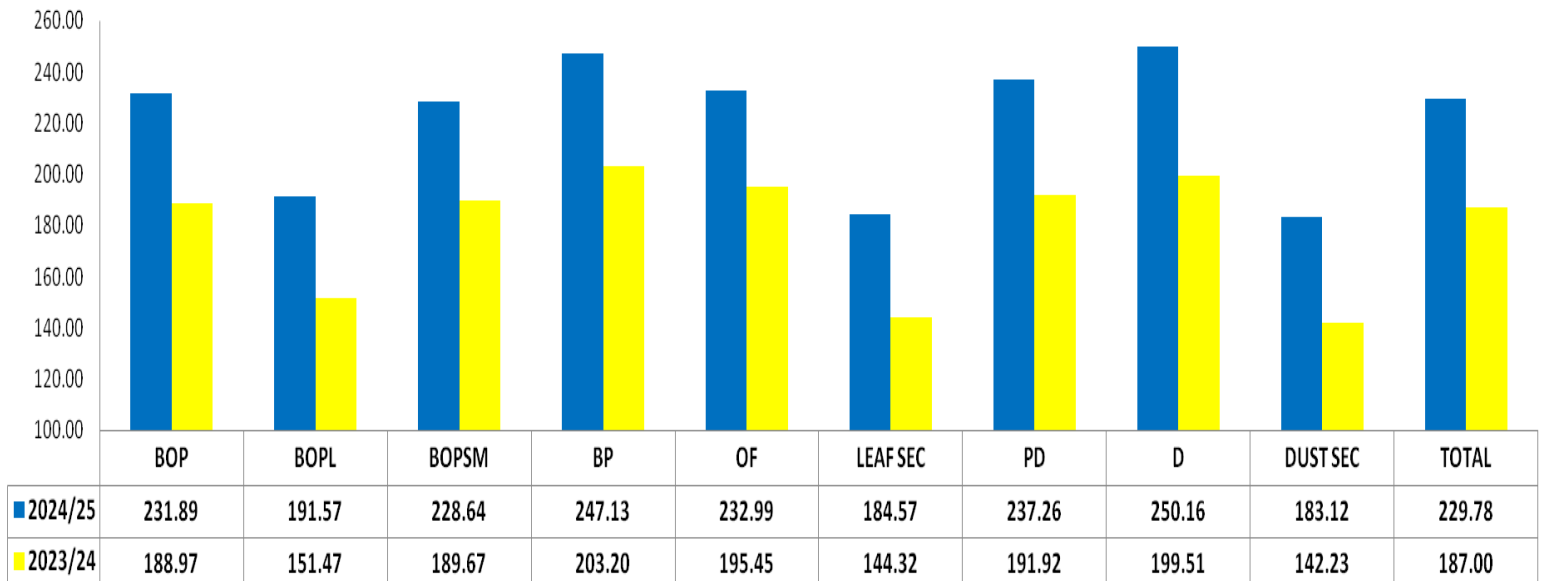
| Market Report                                                    |                                                        |
|------------------------------------------------------------------|--------------------------------------------------------|
| LEAF                                                             | DUST                                                   |
| * Market witnessed good demand.                                  | * Market witnessed fair demand.                        |
| * Nominal weight of good and cleaner varieties sold around last. | * All varieties irregular and lower following quality. |
| * Remainder irregular following quality.                         |                                                        |

| Buying Analysis                             |                                  |
|---------------------------------------------|----------------------------------|
| LEAF                                        | DUST                             |
| * Major Blenders: Selective                 | * WI: Selective                  |
| * WI: Selective on the liquoring teas.      | * Major Blenders: Very Selective |
| * INTERNALS : Fair support.                 | * INTERNALS : Fair support.      |
| * Exporters: Some enquiry on bolder broken. |                                  |

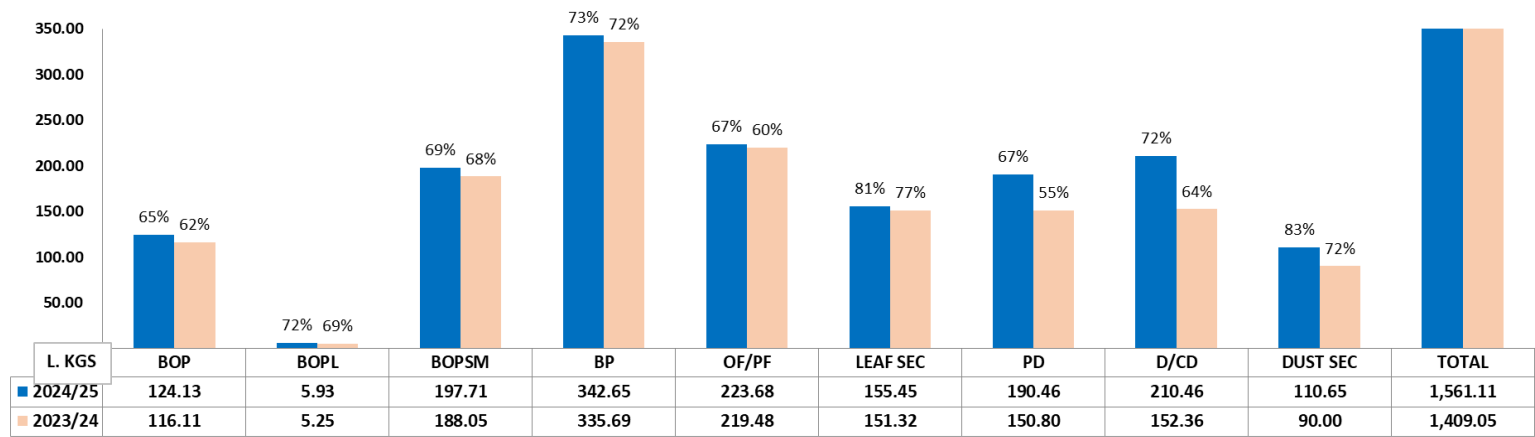
| AUCTION AVERAGES |               |               |             |               |               |              |               |               |             |               |               |               |
|------------------|---------------|---------------|-------------|---------------|---------------|--------------|---------------|---------------|-------------|---------------|---------------|---------------|
|                  | 2024/25       |               |             | 2023/24       |               |              | 2022/23       |               |             | UPTO SALE 5   |               |               |
|                  | SALE 5        | SALE 4        | +/-         | SALE 5        | SALE 4        | +/-          | SALE 5        | SALE 4        | +/-         | 2024/25       | 2023/24       | 2022/23       |
| LEAF             | 149.59        | 143.90        | 5.69        | 126.83        | 128.74        | -1.90        | 139.89        | 140.15        | -0.25       | 229.25        | 188.35        | 189.90        |
| DUST             | 145.21        | 138.78        | 6.43        | 121.64        | 122.58        | -0.94        | 146.95        | 142.42        | 4.53        | 230.86        | 183.49        | 193.43        |
| <b>TOTAL</b>     | <b>148.25</b> | <b>142.50</b> | <b>5.76</b> | <b>125.33</b> | <b>127.09</b> | <b>-1.76</b> | <b>141.68</b> | <b>140.70</b> | <b>0.98</b> | <b>229.78</b> | <b>187.00</b> | <b>190.87</b> |

| GTAC AUCTION AVERAGES |         |        |        |        |        |        |        |        |        |  |
|-----------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--|
| SALE                  |         | 50     | 51     | 52     | 1      | 2      | 3      | 4      | 5      |  |
| LEAF                  | 2024/25 | 188.21 | 173.48 | 164.96 | 155.77 | 154.54 | 149.88 | 143.90 | 149.59 |  |
|                       | 2023/24 | 163.52 | 159.02 | 151.30 | 146.45 | 137.47 | 131.84 | 128.74 | 126.83 |  |
| DUST                  | 2024/25 | 199.21 | 185.49 | 165.48 | 158.08 | 157.03 | 144.00 | 138.78 | 145.21 |  |
|                       | 2023/24 | 165.07 | 155.87 | 149.06 | 146.32 | 134.02 | 127.80 | 122.58 | 121.64 |  |
| TOTAL                 | 2024/25 | 191.42 | 176.95 | 165.08 | 156.41 | 155.20 | 148.38 | 142.50 | 148.25 |  |
|                       | 2023/24 | 163.89 | 158.28 | 150.73 | 146.41 | 136.53 | 130.81 | 127.09 | 125.33 |  |

### GTAC Grade Wise Averages Upto Sale 5



GTAC Grade Wise Sold Quantities & Sold % Upto Sale 5



OFFER / SOLD QUANTITY & AVERAGE PRICE (2024/25)

|            | THIS SALE |           |        |       | LAST SALE |           |        |       | UPTO SALE 5  |              |        |       |
|------------|-----------|-----------|--------|-------|-----------|-----------|--------|-------|--------------|--------------|--------|-------|
|            | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED      | SOLD         | AVG.   | OUT % |
| BROKENS    | 8,73,299  | 6,56,799  | 153.15 | 25%   | 26,82,272 | 18,61,226 | 148.58 | 31%   | 10,04,56,299 | 7,06,48,967  | 236.64 | 30%   |
| FANNINGS   | 2,64,736  | 1,74,959  | 155.03 | 34%   | 7,62,633  | 4,73,263  | 145.64 | 38%   | 3,35,89,485  | 2,23,68,280  | 232.99 | 33%   |
| LEAF SEC.  | 1,92,887  | 1,77,407  | 131.04 | 8%    | 6,08,390  | 5,09,222  | 125.16 | 16%   | 1,40,72,077  | 1,19,36,676  | 178.47 | 15%   |
| LEAF TOTAL | 13,30,922 | 10,09,165 | 149.59 | 24%   | 40,53,295 | 28,43,711 | 143.90 | 30%   | 14,81,17,861 | 10,49,53,922 | 229.25 | 29%   |
|            | THIS SALE |           |        |       | LAST SALE |           |        |       | TO DATE      |              |        |       |
|            | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED      | SOLD         | AVG.   | OUT % |
| DUST       | 5,17,769  | 3,18,577  | 152.48 | 38%   | 12,32,694 | 6,70,413  | 147.52 | 46%   | 5,76,85,129  | 4,00,92,283  | 244.03 | 30%   |
| DUST SEC.  | 1,50,022  | 1,23,007  | 126.37 | 18%   | 5,55,264  | 4,01,405  | 124.17 | 28%   | 1,33,04,394  | 1,10,65,059  | 183.12 | 17%   |
| DUST TOTAL | 6,67,791  | 4,41,584  | 145.21 | 34%   | 17,87,957 | 10,71,818 | 138.78 | 40%   | 7,09,89,523  | 5,11,57,342  | 230.86 | 28%   |
| TOTAL      | 19,98,713 | 14,50,748 | 148.25 | 27%   | 58,41,252 | 39,15,528 | 142.50 | 33%   | 21,91,07,384 | 15,61,11,264 | 229.78 | 29%   |

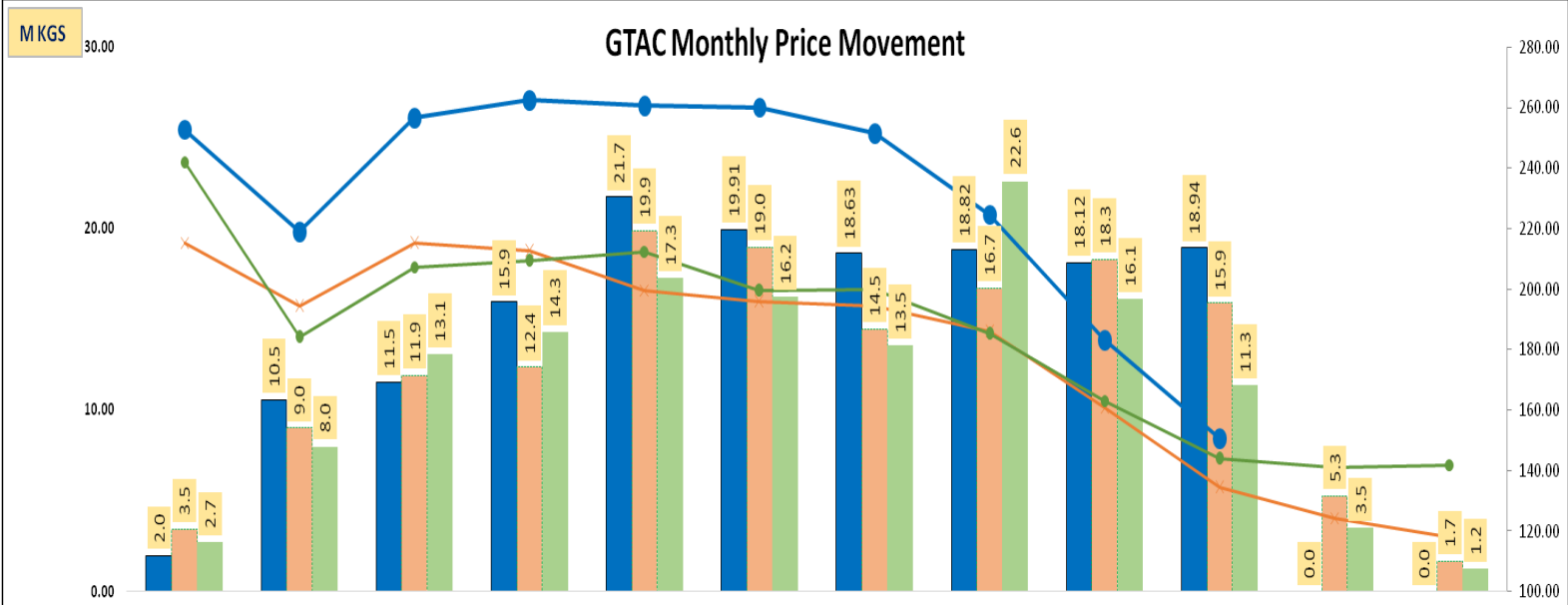
OFFER / SOLD QUANTITY & AVERAGE PRICE

| LEAF    | THIS SALE |           |        |       | LAST SALE |           |        |        | UPTO SALE 5  |              |        |       |
|---------|-----------|-----------|--------|-------|-----------|-----------|--------|--------|--------------|--------------|--------|-------|
|         | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT %  | OFFERED      | SOLD         | AVG.   | OUT % |
| 2024/25 | 13,30,922 | 10,09,165 | 149.59 | 24%   | 40,53,295 | 28,43,711 | 143.90 | 30%    | 14,81,17,861 | 10,49,53,922 | 229.25 | 29%   |
| 2023/24 | 22,84,417 | 17,55,213 | 126.83 | 23%   | 27,76,891 | 20,06,295 | 128.74 | 28%    | 15,03,57,592 | 10,15,89,184 | 188.35 | 32%   |
| DUST    | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT %  | OFFERED      | SOLD         | AVG.   | OUT % |
|         | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT %  | OFFERED      | SOLD         | AVG.   | OUT % |
| 2024/25 | 6,67,791  | 4,41,584  | 145.21 | 34%   | 17,87,957 | 10,71,818 | 138.78 | 13878% | 7,09,89,523  | 5,11,57,342  | 230.86 | 28%   |
| 2023/24 | 10,57,912 | 7,13,772  | 121.64 | 33%   | 12,88,626 | 7,30,142  | 122.58 | 43%    | 6,35,24,062  | 3,93,15,825  | 183.49 | 38%   |
| TOTAL   | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT %  | OFFERED      | SOLD         | AVG.   | OUT % |
|         | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT %  | OFFERED      | SOLD         | AVG.   | OUT % |
| 2024/25 | 19,98,713 | 14,50,748 | 148.25 | 27%   | 58,41,252 | 39,15,528 | 142.50 | 33%    | 21,91,07,384 | 15,61,11,264 | 229.78 | 29%   |
| 2023/24 | 33,42,329 | 24,68,985 | 125.33 | 26%   | 40,65,516 | 27,36,437 | 127.09 | 33%    | 21,38,81,654 | 14,09,05,010 | 187.00 | 34%   |

PRICE RANGE

| % OF TEAS SOLD        | LEAF    |        |             |         |         | DUST    |        |             |         |         |
|-----------------------|---------|--------|-------------|---------|---------|---------|--------|-------------|---------|---------|
|                       | 2024/25 |        | UPTO SALE 5 |         |         | 2024/25 |        | UPTO SALE 5 |         |         |
|                       | 0.00    | SALE 4 | 2024/25     | 2023/24 | 2022/23 | SALE 5  | SALE 4 | 2024/25     | 2023/24 | 2022/23 |
| BELOW 150             | 63.40   | 68.28  | 14.13       | 31.64   | 29.55   | 60.36   | 76.01  | 12.21       | 34.59   | 30.07   |
| BETWEEN 151.00-200.00 | 28.43   | 24.02  | 23.40       | 30.59   | 34.84   | 33.76   | 17.79  | 23.68       | 29.59   | 32.07   |
| BETWEEN 201.00-250.00 | 7.09    | 6.92   | 28.45       | 21.91   | 17.72   | 5.08    | 5.10   | 28.69       | 21.53   | 16.95   |
| BETWEEN 251.00-300.00 | 0.50    | 0.44   | 17.15       | 9.83    | 11.60   | 0.49    | 0.75   | 17.66       | 10.46   | 12.08   |
| BETWEEN 301.00-350.00 | 0.37    | 0.16   | 10.53       | 4.25    | 4.64    | 0.31    | 0.29   | 12.29       | 2.61    | 6.59    |
| BETWEEN 351.00-400.00 | 0.21    | 0.11   | 5.01        | 1.11    | 1.26    | 0.00    | 0.06   | 4.31        | 1.03    | 1.91    |
| ABOVE 400.00          | 0.00    | 0.06   | 1.32        | 0.67    | 0.40    | 0.00    | 0.00   | 1.15        | 0.19    | 0.32    |

| FUTURE FRESH OFFERING (IN PACKAGES) |                |       |        |                |        |        |            |         |         |
|-------------------------------------|----------------|-------|--------|----------------|--------|--------|------------|---------|---------|
| SALE NO                             | THIS YEAR-2024 |       |        | LAST YEAR-2023 |        |        | DIFFERENCE |         |         |
|                                     | LEAF           | DUST  | TOTAL  | LEAF           | DUST   | TOTAL  | LEAF       | DUST    | TOTAL   |
| 5                                   | 12,908         | 2,994 | 15,902 | 26,829         | 8,986  | 35,815 | -13,921    | -5,992  | -19,913 |
| 6                                   | 6,046          | 1,154 | 7,200  | 18,177         | 8,174  | 26,351 | -12,131    | -7,020  | -19,151 |
| 7                                   | 7,402          | 891   | 8,293  | 16,717         | 4,923  | 21,640 | -9,315     | -4,032  | -13,347 |
| TOTAL                               | 26,356         | 5,039 | 31,395 | 61,723         | 22,083 | 83,806 | -35,367    | -17,044 | -52,411 |



|           | APR    | MAY    | JUNE   | JULY   | AUG    | SEPT   | OCT    | NOV    | DEC    | JAN    | FEB    | MAR    |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2024 AVG. | 252.77 | 219.00 | 256.54 | 262.32 | 260.67 | 260.10 | 251.52 | 224.62 | 183.13 | 150.73 |        |        |
| 2023 AVG. | 215.34 | 194.23 | 215.06 | 212.53 | 199.50 | 195.65 | 194.48 | 185.85 | 160.86 | 134.31 | 124.23 | 118.06 |

\* Please note January 2024-25 Price is calculated on 1,2,3,4,5 Only

| GTAC BUYING (NEW TEAS) FOR THE SALE 5 |             |        |      |            |            |        |      |            |             |        |      |
|---------------------------------------|-------------|--------|------|------------|------------|--------|------|------------|-------------|--------|------|
|                                       | LEAF        |        |      | DUST       |            |        |      | TOTAL      |             |        |      |
|                                       |             |        |      |            |            |        |      |            |             |        |      |
| OFFER                                 | 13,30,922.1 |        | Kgs  | OFFER      | 6,67,790.7 |        | Kgs  | OFFER      | 19,98,712.8 |        | Kgs  |
| SOLD                                  | 10,09,164.7 |        | Kgs  | SOLD       | 4,41,583.7 |        | Kgs  | SOLD       | 14,50,748.4 |        | Kgs  |
| SOLD %                                | 76%         |        |      | SOLD %     | 66%        |        |      | SOLD %     | 73%         |        |      |
| ZONE                                  | Kgs         | AVG    | %    | ZONE       | Kgs        | AVG    | %    | ZONE       | Kgs         | AVG    | %    |
| TCPL                                  | 52,183      | 131.77 | 5%   | TCPL       | 3,571      | 131.59 | 1%   | TCPL       | 55,753      | 131.76 | 4%   |
| HUL                                   | 1,12,574    | 151.05 | 11%  | HUL        | 3,840      | 148.24 | 1%   | HUL        | 1,16,414    | 150.96 | 8%   |
| W.India                               | 1,71,675    | 157.15 | 17%  | W.India    | 93,185     | 154.31 | 21%  | W.India    | 2,64,860    | 156.15 | 18%  |
| WI.Pack                               | 15,475      | 154.35 | 2%   | WI.Pack    | 13,410     | 141.65 | 3%   | WI.Pack    | 28,884      | 148.45 | 2%   |
| N.India                               | 2,73,002    | 151.07 | 27%  | N.India    | 62,400     | 147.41 | 14%  | N.India    | 3,35,402    | 150.39 | 23%  |
| NI.Pack                               | 1,03,224    | 138.90 | 10%  | NI.Pack    | 69,286     | 158.14 | 16%  | NI.Pack    | 1,72,510    | 146.63 | 12%  |
| Packeteers                            | 61,261      | 150.20 | 6%   | Packeteers | 41,418     | 126.34 | 9%   | Packeteers | 1,02,679    | 140.58 | 7%   |
| C.India                               | 2,580       | 159.78 | 0%   | C.India    | 8,355      | 154.76 | 2%   | C.India    | 10,936      | 155.95 | 1%   |
| Exports                               | 54,465      | 144.69 | 5%   | Exports    | 49,895     | 126.80 | 11%  | Exports    | 1,04,360    | 136.14 | 7%   |
| Local                                 | 1,08,379    | 143.24 | 11%  | Local      | 39,764     | 147.93 | 9%   | Local      | 1,48,144    | 144.50 | 10%  |
| S.India                               | 4,844       | 164.37 | 0%   | S.India    | 18,467     | 144.31 | 4%   | S.India    | 23,311      | 148.47 | 2%   |
| Others                                | 49,503      | 167.97 | 5%   | Others     | 37,993     | 138.14 | 9%   | Others     | 87,497      | 155.02 | 6%   |
| TOTAL                                 | 10,09,165   | 149.59 | 100% | TOTAL      | 4,41,584   | 145.21 | 100% | TOTAL      | 14,50,748   | 148.25 | 100% |

## ASSAM BATTING ORDER (GTAC+CTTA) Upto SALE 5

| MARK                   | 2024-25 |           |        | 2023-24 |           |        |
|------------------------|---------|-----------|--------|---------|-----------|--------|
|                        | RANK    | KGS       | AVG    | RANK    | KGS       | AVG    |
| GATOONGA               | 1       | 5,66,819  | 454.60 | 1       | 6,14,680  | 461.22 |
| HOOKHMOL               | 2       | 3,86,043  | 442.60 | 2       | 4,43,913  | 428.79 |
| MOKRUNG                | 3       | 4,24,112  | 423.49 | 3       | 3,31,712  | 426.11 |
| HALMARI                | 4       | 7,50,711  | 404.87 | 4       | 7,91,214  | 391.53 |
| HATIMARA               | 5       | 4,18,378  | 399.79 | 21      | 2,89,974  | 308.36 |
| DOOMURDULLUNG          | 6       | 6,84,849  | 378.91 | 11      | 3,52,231  | 350.57 |
| SALKATHONI             | 7       | 6,12,287  | 369.99 | 6       | 4,60,571  | 379.82 |
| HAJUA                  | 8       | 6,14,458  | 357.49 | 12      | 2,70,411  | 335.65 |
| KAMARBUND              | 9       | 2,22,627  | 355.75 | 13      | 2,09,389  | 332.38 |
| GHILLIDARY             | 10      | 3,67,008  | 347.18 | 9       | 3,50,588  | 354.48 |
| DEJOO                  | 11      | 1,04,884  | 345.53 | 97      | 2,14,154  | 233.64 |
| HARMUTTY               | 12      | 1,64,005  | 342.30 | 31      | 1,84,997  | 279.06 |
| BORJAN                 | 13      | 5,29,485  | 342.05 | 10      | 7,88,479  | 350.76 |
| KHARIKATIA             | 14      | 5,84,671  | 341.91 | 16      | 4,68,779  | 316.10 |
| KOOMTAI(B)             | 15      | 18,33,557 | 338.22 | 26      | 17,89,666 | 291.99 |
| BANAMALIE              | 16      | 2,08,596  | 337.98 | 7       | 1,91,208  | 364.57 |
| DECKIAJULI             | 17      | 6,13,918  | 334.41 | 8       | 5,71,901  | 356.33 |
| NAHORHABICLONALSPECIAL | 18      | 2,21,400  | 334.39 | 15      | 1,87,765  | 321.82 |
| BORSILLAH              | 19      | 3,29,965  | 333.09 |         |           |        |
| GELAKEY                | 20      | 3,33,335  | 332.70 | 14      | 2,06,069  | 324.40 |
| DUFLATING              | 21      | 5,60,886  | 327.55 | 18      | 5,23,811  | 311.21 |
| DEHA                   | 22      | 3,83,145  | 327.28 | 17      | 4,48,977  | 311.60 |
| DOOLAHAT               | 23      | 6,41,469  | 326.34 | 19      | 5,42,443  | 309.38 |
| KAKADONGA              | 24      | 2,06,867  | 325.76 | 30      | 2,02,141  | 281.03 |
| JAMIRAH                | 25      | 2,35,518  | 323.44 |         |           |        |

\* Above 1,00,000 Kgs

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