



J THOMAS & COMPANY PRIVATE LIMITED

GUWAHATI MARKET SYNOPSIS - Sale 36/2023

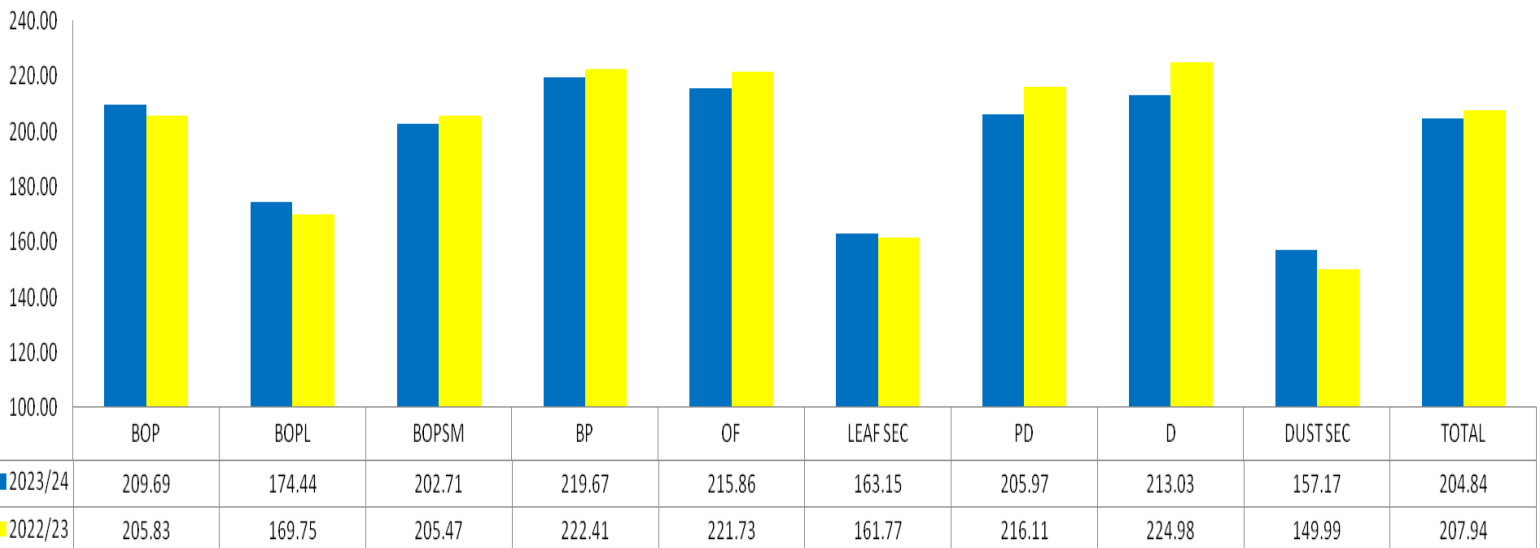
| Market Report | |
|---|--|
| LEAF | DUST |
| * Market witnessed good demand. | * Market witnessed fair demand. |
| * Select best and good liquoring sorts barely steady. | * Best and good liquoring sorts barely steady |
| * Remainder irregular and lower. | * Better mediums met with some enquiry and sold around last. |
| | * Remainder irregular & lower. |

| Buying Analysis | |
|---|------------------------------------|
| LEAF | DUST |
| * MAJOR BLENDERS : Active. | * MAJOR BLENDERS : Active. |
| * WI : Operated on liquoring sorts. | * WI : Operated. |
| * INTERNALS : Fair support. | * INTERNALS : Fair support. |
| * EXPORTERS : Some export enquiry on bolder broken. | * SOUTH INDIA : Selective enquiry. |

| AUCTION AVERAGES | | | | | | | | | | | | |
|------------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|---------------|-------------|---------------|---------------|---------------|
| | 2023/24 | | | 2022/23 | | | 2021/22 | | | UPTO Sale 36 | | |
| | Sale 36 | Sale 35 | +/- | Sale 36 | Sale 35 | +/- | Sale 36 | Sale 35 | +/- | 2023/24 | 2022/23 | 2021/22 |
| LEAF | 192.32 | 199.02 | -6.70 | 212.36 | 217.99 | -5.63 | 174.72 | 172.84 | 1.88 | 207.28 | 208.76 | 194.70 |
| DUST | 194.12 | 189.90 | 4.22 | 213.00 | 211.71 | 1.29 | 174.36 | 171.45 | 2.92 | 198.92 | 205.84 | 190.76 |
| TOTAL | 192.88 | 196.17 | -3.28 | 212.53 | 216.31 | -3.78 | 174.61 | 172.38 | 2.23 | 204.84 | 207.94 | 193.50 |

| GTAC AUCTION AVERAGES | | | | | | | | | | |
|-----------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--|
| SALE | | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | |
| LEAF | 2023/24 | 213.18 | 211.35 | 209.13 | 204.19 | 198.49 | 199.76 | 199.02 | 192.32 | |
| | 2022/23 | 206.83 | 215.87 | 210.35 | 210.56 | 210.88 | 212.36 | 217.99 | 212.36 | |
| DUST | 2023/24 | 204.45 | 208.24 | 195.11 | 200.53 | 190.04 | 192.98 | 189.90 | 194.12 | |
| | 2022/23 | 207.86 | 213.51 | 209.05 | 214.29 | 210.98 | 211.54 | 211.71 | 213.00 | |
| TOTAL | 2023/24 | 210.55 | 210.47 | 205.49 | 203.13 | 195.78 | 197.73 | 196.17 | 192.88 | |
| | 2022/23 | 207.14 | 215.17 | 210.00 | 211.67 | 210.91 | 212.12 | 216.31 | 212.53 | |

GTAC Grade Wise Averages Upto Sale 36



OFFER / SOLD QUANTITY & AVERAGE PRICE (2023/24)

| | THIS SALE | | | | LAST SALE | | | | UPTO Sale 36 | | | |
|-------------------|------------------|------------------|---------------|------------|------------------|------------------|---------------|------------|-------------------|--------------------|---------------|------------|
| | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % |
| BROKENS | 2761455.7 | 1915406.1 | 198.66 | 31% | 2861348 | 1953261.6 | 207.54 | 32% | 41506313.9 | 29428733.5 | 211.62 | 29% |
| FANNINGS | 1143192.8 | 655901.8 | 197.98 | 43% | 1131152.9 | 631659.8 | 197.11 | 44% | 14799660.3 | 9638134.1 | 215.86 | 35% |
| LEAF SEC. | 428235.4 | 334148.1 | 144.85 | 22% | 425267.8 | 318338.1 | 150.53 | 25% | 5013300.6 | 3995477.1 | 154.66 | 20% |
| LEAF TOTAL | 4332883.9 | 2905456.0 | 192.32 | 33% | 4417768.7 | 2903259.5 | 199.02 | 34% | 61319274.8 | 43062344.7 | 207.28 | 30% |
| | THIS SALE | | | | LAST SALE | | | | TO DATE | | | |
| | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % |
| DUST | 1712940.7 | 1085303.2 | 204.58 | 37% | 1656934.8 | 1022936.6 | 201.23 | 38% | 23175468.9 | 14207424.7 | 209.49 | 39% |
| DUST SEC. | 327262.0 | 248001.5 | 148.35 | 24% | 358149.5 | 297761.5 | 150.97 | 17% | 4389826.7 | 3597746.4 | 157.17 | 18% |
| DUST TOTAL | 2040202.7 | 1333304.7 | 194.12 | 35% | 2015084.3 | 1320698.1 | 189.90 | 34% | 27565295.5 | 17805171.09 | 198.92 | 35% |
| TOTAL | 6373086.6 | 4238760.7 | 192.88 | 33% | 6432853.0 | 4223957.6 | 196.17 | 34% | 88884570.3 | 60867515.79 | 204.84 | 32% |

OFFER / SOLD QUANTITY & AVERAGE PRICE

| LEAF | THIS SALE | | | | LAST SALE | | | | UPTO Sale 36 | | | |
|----------------|------------------|------------------|---------------|------------|------------------|------------------|---------------|------------|-------------------|-------------------|---------------|------------|
| | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % |
| 2023/24 | 4332883.9 | 2905456.0 | 192.32 | 33% | 4417768.7 | 2903259.5 | 199.02 | 34% | 61319274.8 | 43062344.7 | 207.28 | 30% |
| 2022/23 | 3285091.8 | 2376701.3 | 212.36 | 28% | 3346871.7 | 2650246.5 | 217.99 | 21% | 61657397.1 | 42243132.2 | 208.76 | 31% |
| DUST | THIS SALE | | | | LAST SALE | | | | UPTO Sale 36 | | | |
| | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % |
| 2023/24 | 2040202.7 | 1333304.7 | 194.12 | 35% | 2015084.3 | 1320698.1 | 189.90 | 34% | 27565295.5 | 17805171.1 | 198.92 | 35% |
| 2022/23 | 1174003.7 | 897764.2 | 213.00 | 24% | 1243314.0 | 964256.5 | 211.71 | 22% | 24465477.5 | 16365152.0 | 205.84 | 33% |
| TOTAL | THIS SALE | | | | LAST SALE | | | | UPTO Sale 36 | | | |
| | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % | OFFERED | SOLD | AVG. | OUT % |
| 2023/24 | 6373086.6 | 4238760.7 | 192.88 | 33% | 6432853.0 | 4223957.6 | 196.17 | 34% | 88884570.3 | 60867515.8 | 204.84 | 32% |
| 2022/23 | 4459095.5 | 3274465.5 | 212.53 | 27% | 4590185.7 | 3614503.0 | 216.31 | 21% | 86122874.5 | 58608284.2 | 207.94 | 32% |

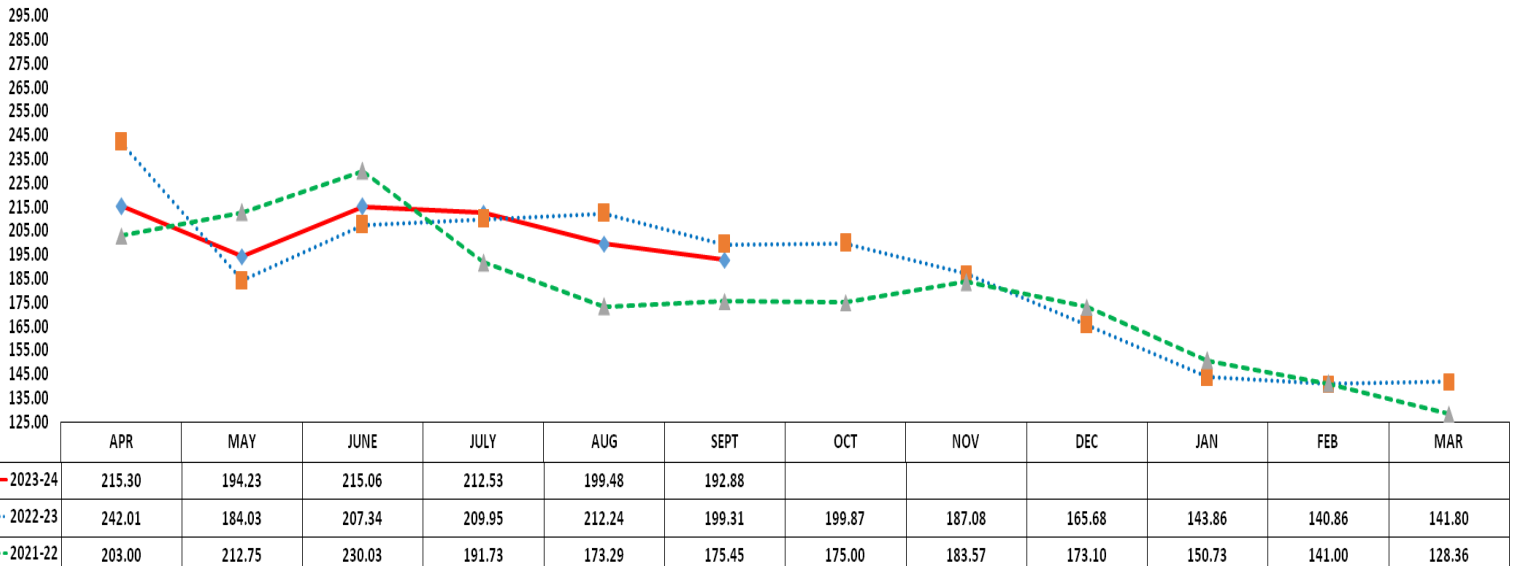
PRICE RANGE

| % OF TEAS SOLD | LEAF | | | | | | DUST | | | | | |
|------------------------------|---------|---------|---------------|---------|---------|---------|---------|---------|---------------|---------|--|--|
| | 2023/24 | | UP TO Sale 36 | | | | 2023/24 | | UP TO Sale 36 | | | |
| | Sale 36 | Sale 35 | 2023/24 | 2022/23 | 2021/22 | Sale 36 | Sale 35 | 2023/24 | 2022/23 | 2021/22 | | |
| BELOW 100 | 0.97 | 0.48 | 0.35 | 0.71 | 0.05 | 0.75 | 1.22 | 0.35 | 0.79 | 0.19 | | |
| BETWEEN 100.00-119.99 | 5.80 | 4.96 | 4.69 | 5.98 | 2.41 | 6.07 | 6.54 | 4.62 | 7.98 | 4.89 | | |
| BETWEEN 120.00-139.99 | 9.76 | 7.72 | 9.91 | 9.28 | 10.38 | 10.49 | 9.30 | 12.09 | 11.61 | 14.23 | | |
| BETWEEN 140.00-159.99 | 13.09 | 13.45 | 12.16 | 11.48 | 17.14 | 11.69 | 15.67 | 14.38 | 12.14 | 15.63 | | |
| BETWEEN 160.00-179.99 | 15.19 | 14.64 | 12.27 | 12.23 | 17.44 | 11.27 | 10.40 | 11.46 | 12.82 | 14.48 | | |
| BETWEEN 180.00-199.99 | 10.57 | 9.88 | 9.66 | 10.60 | 12.89 | 7.74 | 10.53 | 8.88 | 8.54 | 11.64 | | |
| BETWEEN 200.00-219.99 | 12.29 | 12.04 | 10.20 | 9.90 | 11.69 | 17.67 | 13.19 | 10.96 | 8.07 | 10.12 | | |
| BETWEEN 220.00-239.99 | 14.03 | 13.72 | 10.62 | 7.51 | 8.04 | 15.03 | 14.95 | 10.53 | 6.00 | 8.06 | | |
| BETWEEN 240.00-259.99 | 9.34 | 10.81 | 8.37 | 7.32 | 5.93 | 9.94 | 10.25 | 9.15 | 6.30 | 5.54 | | |
| BETWEEN 260.00-279.99 | 3.25 | 4.91 | 7.11 | 6.43 | 4.01 | 4.77 | 3.52 | 6.98 | 4.74 | 4.49 | | |
| BETWEEN 280.00-299.99 | 1.75 | 2.30 | 4.59 | 5.45 | 3.58 | 1.78 | 1.69 | 5.06 | 4.63 | 4.47 | | |
| 300 AND ABOVE | 3.96 | 5.09 | 10.07 | 13.12 | 6.44 | 2.77 | 2.73 | 5.56 | 16.37 | 6.25 | | |

FUTURE FRESH OFFERING (IN PACKAGES)

| SALE NO | THIS YEAR-2023 | | | LAST YEAR-2022 | | | DIFFERENCE | | |
|--------------|----------------|---------------|---------------|----------------|---------------|---------------|---------------|--------------|---------------|
| | LEAF | DUST | TOTAL | LEAF | DUST | TOTAL | LEAF | DUST | TOTAL |
| 37 | 120100 | 39808 | 159908 | 133259 | 42167 | 175426 | -13159 | -2359 | -15518 |
| 38 | 130394 | 41476 | 171870 | 133228 | 42078 | 175306 | -2834 | -602 | -3436 |
| 39 | 134454 | 45130 | 179584 | 146563 | 48612 | 195175 | -12109 | -3482 | -15591 |
| TOTAL | 384948 | 126414 | 511362 | 413050 | 132857 | 545907 | -28102 | -6443 | -34545 |

GTAC Monthly Price Movement



* Please note September 2023-24 Price is calculated on Sale 36 Only

GTAC BUYING (NEW TEAS) FOR THE Sale 36

| CTC LEAF | | | | DUST | | | | TOTAL | | | | | | |
|------------|-------------|--------|------|------------|-------------|-------------|------|------------|-------------|--------|-------------|--|--|-----|
| OFFER | 43,32,883.9 | | | Kgs | OFFER | 20,40,202.7 | | | Kgs | OFFER | 63,73,086.6 | | | Kgs |
| SOLD | 29,05,456.0 | | | Kgs | SOLD | 13,33,304.7 | | | Kgs | SOLD | 42,38,760.7 | | | Kgs |
| SOLD % | 67% | | | | SOLD % | 65% | | | | SOLD % | 67% | | | |
| ZONE | Kgs | AVG | % | ZONE | Kgs | AVG | % | ZONE | Kgs | AVG | % | | | |
| TCPL | 3,55,379.1 | 178.78 | 12% | TCPL | 4,10,467.4 | 198.14 | 31% | TCPL | 7,65,846.5 | 189.15 | 18% | | | |
| HUL | 6,18,850.0 | 186.28 | 21% | HUL | 2,44,389.5 | 221.01 | 18% | HUL | 8,63,239.5 | 196.11 | 20% | | | |
| W.India | 4,50,802.5 | 205.83 | 16% | W.India | 2,14,399.0 | 191.18 | 16% | W.India | 6,65,201.5 | 201.11 | 16% | | | |
| WI.Pack | 93,954.9 | 226.80 | 3% | WI.Pack | 21,785.0 | 214.62 | 2% | WI.Pack | 1,15,739.9 | 224.50 | 3% | | | |
| N.India | 4,85,818.0 | 195.27 | 17% | N.India | 2,23,842.8 | 174.50 | 17% | N.India | 7,09,660.8 | 188.72 | 17% | | | |
| NI.Pack | 1,96,978.2 | 205.12 | 7% | NI.Pack | 9,597.0 | 292.84 | 1% | NI.Pack | 2,06,575.2 | 209.19 | 5% | | | |
| Packeteers | 1,03,128.6 | 152.41 | 4% | Packeteers | 76,942.0 | 164.20 | 6% | Packeteers | 1,80,070.6 | 157.45 | 4% | | | |
| C.India | 64,608.8 | 211.11 | 2% | C.India | 25,985.5 | 179.39 | 2% | C.India | 90,594.3 | 202.01 | 2% | | | |
| Exports | 1,90,253.7 | 186.63 | 7% | Exports | 18,904.5 | 163.03 | 1% | Exports | 2,09,158.2 | 184.49 | 5% | | | |
| Local | 1,82,219.9 | 194.03 | 6% | Local | 38,101.5 | 167.68 | 3% | Local | 2,20,321.4 | 189.47 | 5% | | | |
| S.India | 19,941.1 | 323.83 | 1% | S.India | 38,279.5 | 187.94 | 3% | S.India | 58,220.6 | 234.48 | 1% | | | |
| Others | 1,43,521.2 | 166.61 | 5% | Others | 10,611.0 | 186.87 | 1% | Others | 1,54,132.2 | 168.00 | 4% | | | |
| TOTAL | 29,05,456.0 | 192.32 | 100% | TOTAL | 13,33,304.7 | 194.12 | 100% | TOTAL | 42,38,760.7 | 192.88 | 100% | | | |

ASSAM BATTING ORDER (GTAC+CTTA) Upto Sale 36

*Above 25,000 Kgs

| MARK | 2023-24 | | | 2022-23 | | |
|------------------------|---------|------------|--------|---------|------------|--------|
| | RANK | KGS | AVG | RANK | KGS | AVG |
| Gatoonga | 1 | 2,82,978.7 | 476.09 | 1 | 3,21,683.8 | 441.01 |
| HOOKHMOL | 2 | 1,56,121.0 | 452.88 | 2 | 1,59,720.6 | 425.06 |
| Mokrung | 3 | 1,53,988.6 | 431.64 | 3 | 2,17,134.5 | 420.17 |
| Sotai | 4 | 67,047.1 | 419.31 | 7 | 95,789.3 | 391.04 |
| Halmari | 5 | 3,43,170.3 | 407.67 | 4 | 3,05,986.1 | 417.10 |
| Salkathoni | 6 | 2,66,153.6 | 397.87 | 6 | 2,85,053.8 | 404.07 |
| Banamalie | 7 | 81,314.7 | 387.89 | 5 | 79,793.4 | 412.62 |
| DOOMURDULLUNG | 8 | 1,15,672.8 | 382.38 | 8 | 1,19,949.4 | 388.47 |
| Deckiajuli | 9 | 2,86,533.3 | 371.75 | 15 | 2,40,206.8 | 356.18 |
| Borjan | 10 | 3,59,559.0 | 369.59 | 20 | 4,02,956.1 | 340.83 |
| Behubor | 11 | 37,197.4 | 367.27 | 9 | 55,223.4 | 382.69 |
| MADHUHATI | 12 | 72,459.9 | 365.01 | | | |
| Ghillidary | 13 | 1,21,341.0 | 364.89 | 17 | 1,40,852.5 | 346.16 |
| HAJUA | 14 | 1,25,657.2 | 357.16 | 10 | 1,05,580.7 | 379.45 |
| Duflating | 15 | 1,59,353.1 | 355.50 | 12 | 2,40,114.3 | 358.78 |
| Haroocharai | 16 | 1,16,811.4 | 352.61 | 179 | 1,64,021.9 | 251.53 |
| KAMARBUND | 17 | 86,518.0 | 349.59 | 11 | 89,908.4 | 371.52 |
| Gelakey | 18 | 99,841.4 | 338.15 | 13 | 86,867.7 | 357.94 |
| NAHORHABICLONALSPECIAL | 19 | 84,898.0 | 335.68 | 19 | 1,21,151.2 | 343.96 |
| Khona | 20 | 1,48,678.9 | 334.80 | 22 | 1,39,365.4 | 331.47 |
| Hatimara | 21 | 54,578.5 | 328.50 | | 17,908.8 | 290.80 |
| Harmutty | 22 | 54,640.1 | 323.08 | 37 | 47,828.2 | 317.12 |
| Kharikatia | 23 | 2,47,013.9 | 322.95 | 30 | 3,78,558.7 | 321.60 |
| Deha | 24 | 1,99,585.1 | 321.03 | 14 | 1,66,391.3 | 356.79 |
| Khongea | 25 | 1,67,364.3 | 319.61 | 18 | 1,99,157.2 | 345.45 |

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