



J THOMAS & COMPANY PRIVATE LIMITED

KOLKATA MARKET SYNOPSIS - SALE 20 (2023 - 24)

CTC
Market Report
• Good demand
• Assams tended easier following drop in quality.
• Mediums met with better enquiry. Doors followed similar trend

Buying Analysis
• Western India : Operated on the better teas
• TCPL : Primarily operated on the mediums Hindustan Unilever : Selective
• Exporters : Some enquiry on bolder broken Other Internal/Local : Fair support

Orthodox
Market Report
• Good demand
• All sorts sold at irregularly lower rates. Smaller broken met with less demand and witnessed withdrawals.
• Fannings irregular around last. Secondaries sold irregular and at times lower.

Buying Analysis
• CIS: Good Support
• Middle East : Very Selective
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DUST
Market Report
• Good demand
• Selected Assams maintaining quality irregularly easier.
• Remainder followed similar trend.

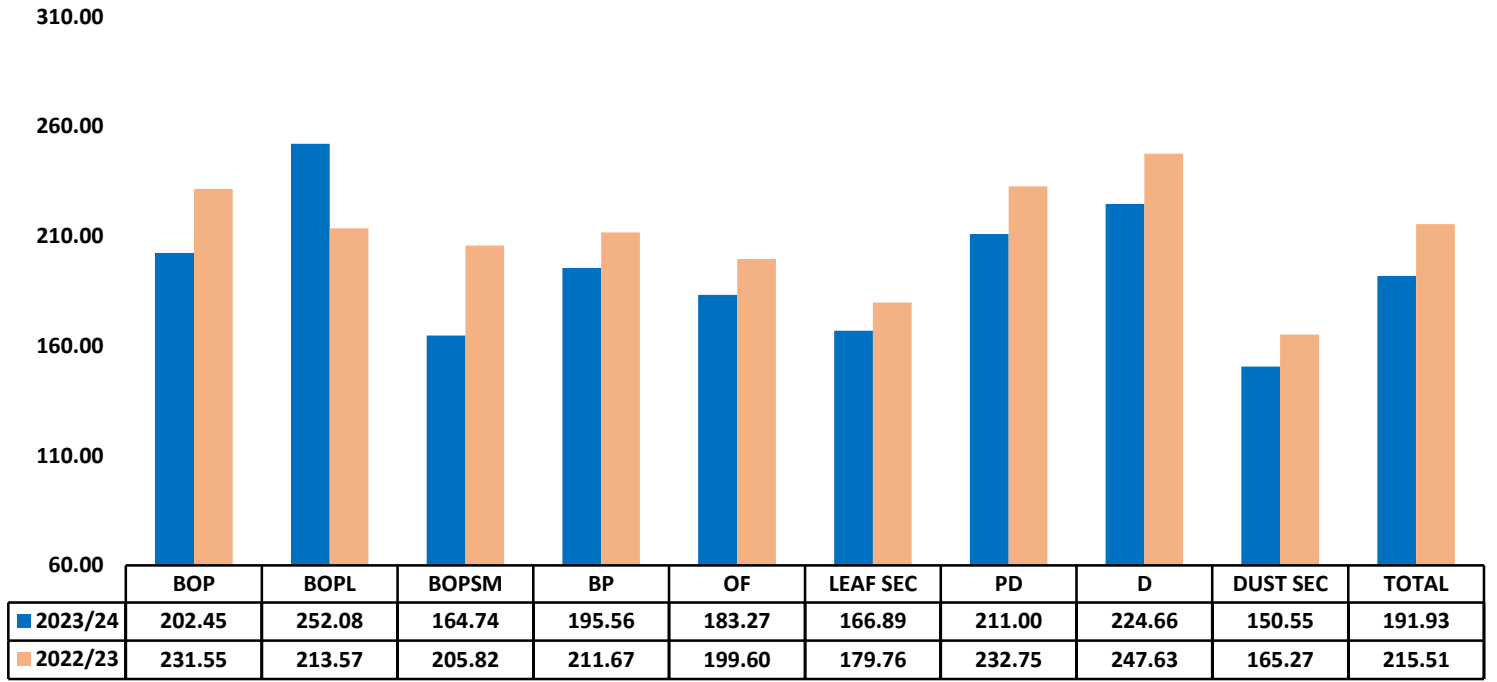
Buying Analysis
• Hindustan Unilever : Operated TCPL : Quiet
• Western India : Operated on better teas
• Other internal : Fair support

Darjeeling
Market Report
• Good demand
• Whole leaf grades irregularly easier. Broken and Fannings readily absorbed. Useful demand for Organic teas.
• Exporters : Fairly active Local/Internal : Mainstay TCPL: Good support

AUCTION AVERAGES									
	2023/24			2022/23			UP TO SALE 20		
	SALE 20	SALE 19	+/-	SALE 20	SALE 19	+/-	2023/24	2022/23	2021/22
CTC LEAF	181.28	196.70	-15.42	196.88	193.63	3.25	190.86	212.84	214.39
DUST	189.50	189.22	0.29	200.75	207.84	-7.09	194.90	223.71	209.14
TOTAL	183.69	194.30	-10.61	197.95	197.51	0.43	191.93	215.51	213.11
ORTHODOX	197.25	210.08	-12.82	259.36	265.85	-6.49	223.99	263.44	246.13
DARJEELING	596.90	811.52	-214.62	395.40	503.92	-108.52	686.39	524.67	585.34
ALL TEAS	196.91	207.04	-10.13	219.48	218.46	1.02	210.64	235.15	227.11

KOLKATA AUCTION AVERAGES							
SALE		16	17	18	19	20	21
CTC LEAF	2023/24	193.72	201.03	187.49	196.70	181.28	
	2022/23	234.36	236.78	211.61	193.63	196.88	186.15
DUST	2023/24	209.04	197.76	193.73	189.22	189.50	
	2022/23	268.28	244.73	221.97	207.84	200.75	189.22
TOTAL	2023/24	197.09	200.11	189.32	194.30	183.69	
	2022/23	241.59	238.74	214.21	197.51	197.95	187.06
ORTHODOX	2023/24	245.28	234.46	223.92	210.08	197.25	
	2022/23	267.65	280.14	272.08	265.90	259.36	261.49
DARJEELING	2023/24	713.04	869.17	856.91	811.52	596.90	
	2022/23	976.63	678.34	547.41	503.92	395.40	343.42

Kolkata Grade Wise Averages CTC Leaf / Dust Upto Sale 20



KOLKATA GRADE WISE ORTHODOX AVARAGES UPTO SALE 20

GRADE	2023 - 24		2022 - 23		GRADE	2023 - 24		2022 - 23		GRADE	2023 - 24		2022 - 23	
	QTY.	AVG	QTY.	AVG		QTY.	AVG	QTY.	AVG		QTY.	AVG	QTY.	AVG
TGFOP1	179430.0	259.44	118263.0	340.79	FBOP	731489.7	229.50	447088.5	270.86	GBOP1/FBOP1	410221.8	152.47	186255.0	208.34
TGFOP	527109.1	248.09	327951.5	315.30	GFBOP	269442.0	204.02	231831.3	273.26	BOPF/GOF/FOF	373896.6	140.63	146034.9	204.56
GFOP	304432.3	256.55	177402.4	300.83	GBOP	309678.4	194.74	253201.3	266.63					
FOP	319070.2	242.57	169916.6	251.03	BPS	225872.0	326.65	100465.4	267.72					

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	7,74,220	5,51,893	180.57	29%	6,84,395	5,42,124	198.93	21%	43,24,314	29,08,233	189.17	33%
FANNINGS	2,12,861	1,51,943	191.90	29%	2,07,682	1,62,272	197.45	22%	11,06,734	7,89,312	203.26	29%
LEAF SEC.	53,995	42,307	152.40	22%	43,754	35,253	158.92	19%	2,66,593	2,02,541	166.89	24%
LEAF TOTAL	10,41,076.0	7,46,143.5	181.28	28%	9,35,830.1	7,39,648.3	196.70	21%	56,97,640.7	39,00,085.4	190.86	32%
DUST	3,62,483	2,23,917	208.32	38%	4,47,953	3,14,430	191.79	30%	18,55,942	11,88,702	203.24	36%
DUST SEC.	1,03,606	85,141	140.02	18%	41,530	33,961	165.36	18%	2,74,050	2,23,589	150.55	18%
DUST TOTAL	4,66,089.3	3,09,057.3	189.50	34%	4,89,482.8	3,48,391.2	189.22	29%	21,29,992.4	14,12,291.6	194.90	34%
TOTAL	15,07,165.4	10,55,200.8	183.69	30%	14,25,312.9	10,88,039.5	194.30	24%	78,27,633.1	53,12,377.0	191.93	32%

OFFER / SOLD QUANTITY & AVERAGE PRICE ORTHODOX

WHOLE LEAF	4,64,695	3,25,561	219.85	30%	5,36,640	2,86,627	231.15	47%	26,79,111	18,71,718	245.81	30%
BROKENS	5,67,867	3,61,428	213.19	36%	5,65,026	3,13,028	235.35	45%	29,32,856	18,27,437	239.74	38%
FANNINGS	1,01,562	80,427	129.25	21%	1,28,193	90,310	134.71	30%	6,00,443	4,18,900	141.63	30%
SECONDARY	1,58,919	1,44,140	144.20	9%	1,35,344	1,26,976	153.82	6%	5,49,040	5,05,475	154.51	8%
ORTH. TOTAL	12,93,043.3	9,11,555.2	197.25	30%	13,65,202.1	8,16,940.6	210.08	40%	67,61,450.0	46,23,529.6	223.99	32%

OFFER / SOLD QUANTITY & AVERAGE PRICE DARIEELING

WHOLE LEAF	35,455	17,760	757.03	50%	18,499	11,618	1,053.13	37%	81,484	42,703	934.65	48%
BROKENS	13,001	9,164	449.75	30%	5,496	5,042	430.28	8%	24,907	19,266	437.25	23%
FANNINGS	8,665	7,185	388.74	17%	3,995	2,173	404.23	46%	23,895	17,246	349.99	28%
DARI. TOTAL	57,121.0	34,108.8	596.90	40%	27,990.4	18,833.0	811.52	33%	1,30,285.4	79,215.1	686.39	39%

OFFER / SOLD QUANTITY & AVERAGE PRICE

CTC	THIS SALE				LAST SALE				TO DATE			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2023-24	1041076.0	746143.5	181.28	28%	935830.1	739648.3	196.70	21%	5697640.7	3900085.4	190.86	32%
2022-23	1740574.1	1043110.3	196.88	40%	1563215.9	903030.4	193.63	42%	8324206.0	4635561.8	212.84	44%
DUST	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2023-24	466089.3	309057.3	189.50	34%	489482.8	348391.2	189.22	29%	2129992.4	1412291.6	194.90	34%
2022-23	815589.0	396993.4	200.75	51%	542056.3	339174.7	207.84	37%	2770811.7	1511593.2	223.71	45%
ORTHODOX	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2023-24	1293043.3	911555.2	197.25	30%	1365202.1	816940.6	210.08	40%	6761450.0	4623529.6	223.99	32%
2022-23	669119.8	627314.2	259.36	6%	402157.0	386547.0	265.85	4%	2957715.9	2828418.6	263.44	4%
DARJEELING	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2023-24	57121.0	34108.8	596.90	40%	27990.4	18833.0	811.52	33%	130285.4	79215.1	686.39	39%
2022-23	91584.8	34041.0	395.40	63%	51027.4	26960.0	503.92	47%	276416.4	140487.9	524.67	49%
TOTAL	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2023-24	2857329.7	2000864.8	196.91	30%	2818505.5	1923813.1	207.04	32%	14719368.6	10015121.7	210.64	32%
2022-23	3316867.6	2101458.8	219.48	37%	2558456.6	1655712.1	218.46	35%	14329150.0	9116061.4	235.15	36%

PRICE RANGE

% OF TEAS SOLD	CTC LEAF					DUST				
	2023/24		UP TO SALE 20			2023/24		UP TO SALE 20		
	SALE 20	SALE 19	2023/24	2022/23	2021/22	SALE 20	SALE 19	2023/24	2022/23	2021/22
BELOW 160	45.72	34.58	43.03	25.53	15.60	38.08	36.44	37.42	18.09	19.48
BETWEEN 160.00-179.99	13.01	12.13	8.04	11.88	18.10	10.30	11.17	9.63	12.33	13.13
BETWEEN 180.00-199.99	5.20	5.50	4.84	10.58	13.53	5.81	6.81	6.21	8.76	12.83
BETWEEN 200.00-219.99	9.34	9.30	7.81	9.57	12.07	9.11	7.61	6.72	9.98	9.58
BETWEEN 220.00-139.99	9.31	10.74	8.81	8.29	9.14	12.66	15.19	12.47	9.96	9.59
BETWEEN 240.00-259.99	5.87	9.27	7.40	7.74	7.39	12.23	14.68	11.46	10.51	12.23
BETWEEN 260.00-279.99	5.76	5.81	6.45	6.61	6.15	5.12	3.04	6.28	6.87	11.54
ABOVE 280	5.79	12.65	13.60	19.79	18.02	6.71	5.06	9.80	23.50	11.62

PRICE RANGE

% OF TEAS SOLD	ORTHODOX					% OF TEAS SOLD	DARJEELING		
	2023/24		UP TO SALE 20				2023/24		UP TO SALE 20
	SALE 20	SALE 19	2023/24	2022/23	2021/22		SALE 20	SALE 19	2023/24
BELOW 200	52.93	39.30	29.16	12.78	13.00	BELOW 300.00	1.66	6.71	10.74
BETWEEN 200.00-219.99	15.18	15.54	11.51	4.09	3.18	BETWEEN 301.00-400.99	17.30	4.40	10.77
BETWEEN 220.00-239.99	14.19	21.41	18.14	8.13	20.63	BETWEEN 401.00-500.99	19.41	17.36	14.61
BETWEEN 240.00-259.99	7.46	7.69	18.98	8.48	25.29	BETWEEN 501.00-600.99	18.01	7.37	11.55
BETWEEN 260.00-279.99	1.70	3.83	8.80	34.64	19.17	BETWEEN 601.00-700.99	8.88	6.68	8.79
ABOVE 280	8.54	12.23	13.40	31.88	18.72	ABOVE 701.00	34.74	57.48	43.54

FUTURE FRESH OFFERING (IN PACKAGES)

SALE NO	THIS YEAR-2023 - 24					LAST YEAR-2022 - 23					DIFFERENCE				
	CTC LEAF	ORTHODOX	DARJEELING	DUST	TOTAL	LEAF	ORTHODOX	DARJEELING	DUST	TOTAL	LEAF	ORTHODOX	DARJEELING	DUST	TOTAL
21	29954	48914	4284	9556	92708	31153	18525	4068	11537	65283	-1199	30389	216	-1981	27425
22	30453	32875	3904	10528	77760	29894	20069	3928	9766	63657	559	12806	-24	762	14103
TOTAL	60407	81789	8188	20084	170468	61047	38594	7996	21303	128940	-640	43195	192	-1219	41528

Kolkata Monthly Price Movement All Teas

300.00
270.00
240.00
210.00
180.00
150.00
120.00
90.00

	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR
2023	219.11	204.40										
2022	250.79	221.98	269.73	281.40	279.27	243.06	238.64	229.50	196.20	166.34	153.29	148.10
2021	221.95	231.86	247.45	233.39	222.66	220.03	214.09	216.58	199.72	174.92	153.76	149.03

CTTA BUYING (ALL TEAS) FOR THE SALE 20

	CTC LEAF			DUST			TOTAL				
	SALE 20										
OFFER	10,41,076.0 Kgs			4,66,089.3 Kgs			15,07,165.4 Kgs				
SOLD	7,46,143.5 Kgs			3,09,057.3 Kgs			10,55,200.8 Kgs				
SOLD %	72%			66%			70%				
ZONES	KGS.	AVG.	%	Kgs	AVG	%	Kgs	AVG	%		
W.India	2,18,622.6	211.67	29%	W.India	75,452.8	232.65	24%	W.India	2,94,075.4	217.05	28%
Local	1,67,765.0	175.90	22%	N.India	58,159.0	143.49	19%	Local	1,82,093.6	175.29	17%
N.India	1,20,411.0	158.04	16%	HUL	56,286.2	205.40	18%	N.India	1,78,570.0	153.30	17%
HUL	1,00,073.8	133.35	13%	S.India	48,685.4	221.16	16%	HUL	1,56,360.0	159.28	15%
WI.Pack	57,689.4	208.99	8%	Exports	25,849.6	110.21	8%	WI.Pack	67,306.8	205.75	6%
NI.Pack	28,477.0	176.18	4%	Others	14,422.5	163.42	5%	S.India	58,798.8	222.08	6%
Others	16,907.7	174.47	2%	Local	14,328.6	168.20	5%	Exports	38,774.2	149.30	4%
Exports	12,924.6	227.48	2%	WI.Pack	9,617.4	186.31	3%	NI.Pack	29,725.0	174.93	3%
TCPL	12,873.2	140.89	2%	TCPL	5,007.8	149.97	2%	Others	31,330.2	169.38	3%
S.India	10,113.4	226.53	1%	NI.Pack	1,248.0	146.26	0%	TCPL	17,881.0	143.43	2%
Packeteers	285.8	131.00	0%					Packeteers	285.8	131.00	0%
Grand Total	7,46,143.5	181.29	100%	TOTAL	3,09,057.3	189.51	100%	TOTAL	10,55,200.8	183.69	100%

	ORTHODOX			DARJEELING			
	SALE 20						
OFFER	12,93,043.3 Kgs			57,121.0 Kgs			
SOLD	9,11,555.2 Kgs			34,108.8 Kgs			
SOLD %	70%			60%			
ZONE	Kgs	AVG	%	Kgs	AVG	%	
Others	2,88,615.8	171.29	32%	Local	16,182.5	570.12	47%
Middle East	2,81,455.2	214.67	31%	Exports	8,139.6	490.01	24%
Local	1,15,746.8	207.79	13%	Others	3,686.5	544.34	11%
Exports	69,327.2	186.96	8%	Other Exports	2,696.0	910.32	8%
Domestic	66,325.4	189.31	7%	TCPL	1,974.2	626.70	6%
Other Exports	36,054.6	205.86	4%	Domestic	968.0	1,064.48	3%
CIS	30,408.4	259.73	3%	C.India	243.2	1,006.59	1%
W.India	18,288.0	206.39	2%	W.India	218.8	784.47	1%
N.India	5,333.8	241.64	1%				
TOTAL	9,11,555.2	197.25	100%	TOTAL	34,108.8	596.90	100%

ASSAM CTC BATTING ORDER (GTAC+CTTA) Sale 14 to 20

MARK	2023-24		2022-23	
	KGS	AVG	KGS	AVG
GATOONGA	21543	417.20	42804	405.47
HALMARI	44265	389.37	46496	388.50
DECKIAJULI	36197	377.68	24446	352.30
HOOKHMOL	12266	375.86	15544	351.57
DUFLATING	11342	341.17	18080	353.95
SALKATHONI	18498	338.32	51826	333.90
DOOMNI	30114	334.43	46054	315.62
HAJUA	18766	333.83	16070	301.23
BETTYBARI	56358	322.82	23579	255.69
MAJULI	14464	317.71	65219	304.32
KHARIKATIA	21856	316.67	49717	284.84
DILLI CLONAL	26746	315.69	18367	310.49
BORBAM	39879	314.42	50622	297.94
DEHA	21503	312.23	29299	296.93
DUKLINGIA	42121	310.18	70677	252.44
BORJAN	32252	309.02	81475	311.52
NAGRIJULI	15119	308.17	45241	259.25
GHILLIDARY	15967	306.90	32710	304.38
AMGOORIE	64134	306.80	42291	307.78
GELAKEY	19604	303.55	15632	325.38
TINGALIHILLS	18527	303.04	5369	268.83
KENDUGURI HI GROWN	23692	302.87	22989	305.38
ORANG(CLONAL)	28065	302.56	17736	238.87
KHONA	20221	301.70	12957	296.76
BORSAPORI	13451	301.66	51431	280.46

* Above 10,000 Kgs.

DOOARS CTC BATTING ORDER (STAC+CTTA) Sale 14 to 20

MARK	2023-24		2022-23	
	KGS	AVG	KGS	AVG
KARTICK	36353	339.99	35240	319.04
DALGAON	111224	312.09	105564	272.06
BARADIGHI	61873	311.03	67059	283.59
GHATIA ROYAL	52657	310.93	49111	310.17
CHULSA	39222	307.45	55715	336.91
HOPE	71057	307.16	55461	321.30
MAINAKROYAALE	10749	306.25	0	0.00
JITI	110329	304.99	106307	303.90
ARYAMAN SPECIAL	13039	302.93	16407	278.78
KUMARGRAM	71747	302.00	57526	295.30
GULMA	63887	301.94	65492	291.98
SANKOS	50421	301.80	70931	307.46
BINAGURI	130705	295.38	122495	275.03
PAHARGOOMIAH	69387	294.96	97596	298.03
ZURRANTEE	21257	290.63	33672	304.76
CHALOUNI	53946	288.27	50486	297.28
NEPUCHAPUR	76727	286.11	58170	271.93
DANGUAJHAR	115000	285.46	64071	312.85
ATAL	18134	285.44	34527	241.86
LEESH RIVER	88740	283.38	73631	335.83
HILLAROYALE	20582	281.23	42418	292.33
RYDAK	84741	280.46	67319	285.83
NANGDALA	51736	280.07	40290	285.68
NUXALBARIIMPERIAL	37612	279.99	51058	247.62
GANDRAPARA	110068	278.77	96364	288.17

* Above 10,000 Kgs.

ASSAM ORTHODOX BATTING ORDER (GTAC+CTTA) Sale 14 to 20

MARK	2023-24		2022-23	
	KGS	AVG	KGS	AVG
KOILAMARI	158748	258.73	180201	274.01
DEJOO	36719	257.97	42066	335.47
NOKHROY	31696	252.75	0	0.00
BORPATRA	40763	246.59	16499	320.17
PENGAREE	34361	241.90	0	0.00
GINGIA	67068	241.78	95796	262.02
HARMUTTY	29553	240.73	17923	332.09
NAMSANG	35883	239.69	47196	274.20
BARGANG	44060	238.89	11786	272.03
KOOMSONG	162337	238.79	103824	276.00
BAGHJAN	188216	238.44	151322	270.23
MADHUTING	75607	238.04	0	0.00
SINGLIJAN	50391	236.24	38683	281.43
MAIJONGA	21731	235.94	6548	229.54
DIKOM	85417	235.48	78137	274.01
PHILLOBARI	104864	233.54	59751	262.47
BOKAKHAT	19153	233.46	23851	282.87
ACHABAM	10240	233.00	0	0.00
MAJULIGHUR	108358	232.51	120207	259.15
SEAJULI	46532	232.29	44598	274.31
SUOLA	21329	231.23	14685	262.65
MENOKA	31632	231.06	44413	252.61
BEESAKOPIE	140677	231.04	212433	266.74
DIROK	20577	230.84	0	0.00
SESSA 'B'	37951	230.43	5352	367.18

* Above 10,000 Kgs.

DARJEELING BATTING ORDER Sale 14 to 20

MARK	2023-24		2022-23	
	KGS	AVG	KGS	AVG
TEESTA VALLEY	5329	1093.50	5210	837.65
CASTLETON	3333	1024.73	10727	569.18
GIELLE	4006	974.51	4985	715.59
PUTTABONG	2243	931.22	2198	1118.57
THURBO	8149	882.51	10930	540.35
BARNESBEG (ORGANIC)	3166	863.09	2319	555.93
BADAMTAM (ORGANIC)	2693	860.79	4758	695.43
GOPALDHARA	1882	858.05	729	596.72
SUNGMA	1009	846.62	1641	1033.50
BALASUN	1190	816.73	3029	823.06
GLENBURN	2924	797.70	6628	611.51
MARGARET'S HOPE	3636	761.62	11152	692.40
KALEJVALLEY(UP)	3301	754.70	0	0.00
HILLTON	530	714.31	6507	438.81
MIM	4075	655.45	8726	598.22
ROHINI	2606	632.62	3168	293.66
SINGELL	1109	511.44	847	420.63
POOBONG	1383	492.94	329	367.50
SOURENI	1731	480.17	1361	293.61
UPPER FAGU	9945	436.57	7107	340.22
GYA/MILLIKTHONG	710	421.00	2096	634.57
SNOWVIEW	1875	348.73	1718	317.39
MISSION HILL	5363	336.07	6887	299.13

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