



J THOMAS & COMPANY PRIVATE LIMITED

GUWAHATI MARKET SYNOPSIS - Sale 22(2021)

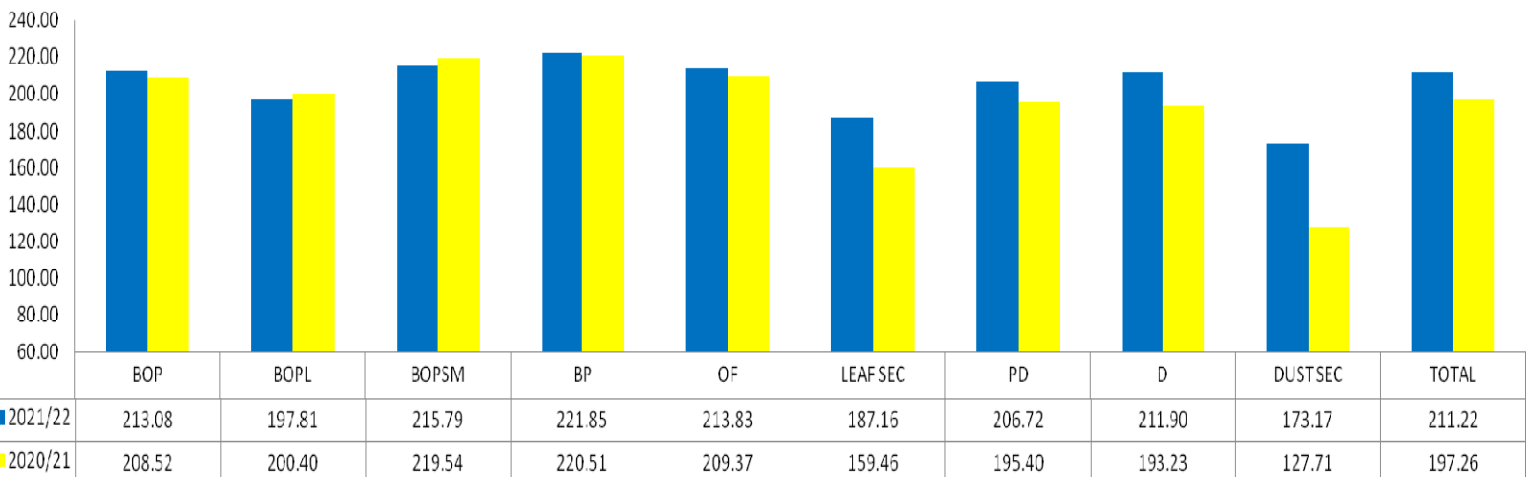
| Market Report  |  |
|--|--|
| LEAF   | DUST   |
| <ul style="list-style-type: none"> <li>* Market witnessed good demand.</li> <li>* Improved liquoring sorts were firm to occasionally dearer following competition.</li> <li>* Remainder were irregular around last.</li> </ul> | <ul style="list-style-type: none"> <li>* Market witnessed good demand.</li> <li>* Improved teas sold at firm to occasionally dearer rates.</li> <li>* Remainder were barely steady and tended easier.</li> </ul> |

| Buying Analysis   |   |
|---|---|
| LEAF  | DUST  |
| <ul style="list-style-type: none"> <li>* TCPL : Active.</li> <li>* HUL : Operated.</li> <li>* WI : Active on liquoring sorts.</li> <li>* Internals : Fair support.</li> </ul> | <ul style="list-style-type: none"> <li>* TCPL : Active.</li> <li>* HUL : Operated.</li> <li>* WI : Active on liquoring sorts.</li> <li>* Internals : Fair support.</li> </ul> |

| AUCTION AVERAGES |               |               |             |               |               |             |               |               |               |
|------------------|---------------|---------------|-------------|---------------|---------------|-------------|---------------|---------------|---------------|
|                  | 2021/22       |               |             | 2020/21       |               |             | UPTO Sale 22  |               |               |
|                  | Sale 22       | Sale 21       | +/-         | Sale 22       | Sale 21       | +/-         | 2021/22       | 2020/21       | 2019/20       |
| LEAF             | 231.53        | 228.26        | 3.27        | 200.91        | 200.79        | 0.12        | 213.93        | 205.64        | 142.09        |
| DUST             | 215.97        | 211.10        | 4.87        | 186.43        | 183.41        | 3.02        | 204.03        | 178.85        | 140.67        |
| <b>TOTAL</b>     | <b>226.96</b> | <b>223.05</b> | <b>3.91</b> | <b>196.67</b> | <b>195.68</b> | <b>0.98</b> | <b>211.22</b> | <b>197.26</b> | <b>141.63</b> |

| GTAC AUCTION AVERAGES |         |         |        |        |        |        |        |        |        |
|-----------------------|---------|---------|--------|--------|--------|--------|--------|--------|--------|
| SALE                  | 15      | 16      | 17     | 18     | 19     | 20     | 21     | 22     |        |
|                       | LEAF    | 2021/22 | 0.00   | 199.67 | 200.82 | 205.91 | 215.15 | 222.06 | 228.26 |
| 2020/21               |         | 185.70  | 0.00   | 0.00   | 0.00   | 0.00   | 224.37 | 200.79 | 200.91 |
| DUST                  | 2021/22 | 0.00    | 197.18 | 189.24 | 199.21 | 202.22 | 209.15 | 211.10 | 215.97 |
|                       | 2020/21 | 121.34  | 0.00   | 0.00   | 0.00   | 0.00   | 198.79 | 183.41 | 186.43 |
| TOTAL                 | 2021/22 | 0.00    | 199.06 | 198.07 | 204.11 | 211.54 | 217.91 | 223.05 | 226.96 |
|                       | 2020/21 | 151.40  | 0.00   | 0.00   | 0.00   | 0.00   | 216.92 | 195.68 | 196.67 |

GTAC Grade Wise Averages Upto Sale 22



**OFFER / SOLD QUANTITY & AVERAGE PRICE (2020/21)**

|                   | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | UPTO Sale 22      |                    |               |            |
|-------------------|------------------|------------------|---------------|------------|------------------|------------------|---------------|------------|-------------------|--------------------|---------------|------------|
|                   | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD               | AVG.          | OUT %      |
| <b>BROKENS</b>    | 1222493.4        | 1006904.7        | 236.63        | 18%        | 820258.0         | 600068.2         | 236.46        | 27%        | 9949312.6         | 7633053.3          | 217.24        | 23%        |
| <b>FANNINGS</b>   | 358833.4         | 255601.3         | 233.86        | 29%        | 258737.8         | 181442.5         | 222.41        | 30%        | 2789691.4         | 2146534.6          | 213.83        | 23%        |
| <b>LEAF SEC.</b>  | 173610.2         | 139635.0         | 190.56        | 20%        | 119316.7         | 97435.8          | 188.71        | 18%        | 988864.6          | 809589.3           | 182.89        | 18%        |
| <b>LEAF TOTAL</b> | <b>1754937.0</b> | <b>1402141.0</b> | <b>231.53</b> | <b>20%</b> | <b>1198312.5</b> | <b>878946.5</b>  | <b>228.26</b> | <b>27%</b> | <b>13727868.6</b> | <b>10589177.2</b>  | <b>213.93</b> | <b>23%</b> |
|                   | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | TO DATE           |                    |               |            |
|                   | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD               | AVG.          | OUT %      |
| <b>DUST</b>       | 641166.6         | 468640.8         | 224.70        | 27%        | 480651.7         | 306148.3         | 219.83        | 36%        | 5039571.6         | 3404259.9          | 209.35        | 32%        |
| <b>DUST SEC.</b>  | 163224.6         | 114567.1         | 180.27        | 30%        | 117728.0         | 76906.5          | 176.36        | 35%        | 929185.9          | 585909.6           | 173.17        | 37%        |
| <b>DUST TOTAL</b> | <b>804391.2</b>  | <b>583207.9</b>  | <b>215.97</b> | <b>27%</b> | <b>598379.7</b>  | <b>383054.8</b>  | <b>211.10</b> | <b>36%</b> | <b>5968757.5</b>  | <b>3990169.50</b>  | <b>204.03</b> | <b>33%</b> |
| <b>TOTAL</b>      | <b>2559328.2</b> | <b>1985348.9</b> | <b>226.96</b> | <b>22%</b> | <b>1796692.2</b> | <b>1262001.3</b> | <b>223.05</b> | <b>30%</b> | <b>19696626.1</b> | <b>14579346.70</b> | <b>211.22</b> | <b>26%</b> |

**OFFER / SOLD QUANTITY & AVERAGE PRICE**

| LEAF           | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | UPTO Sale 22      |                   |               |            |
|----------------|------------------|------------------|---------------|------------|------------------|------------------|---------------|------------|-------------------|-------------------|---------------|------------|
|                | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD              | AVG.          | OUT %      |
| <b>2021/22</b> | 1754937.0        | 1402141.0        | 231.53        | 20%        | 1198312.5        | 878946.5         | 228.26        | 27%        | 13727868.6        | 10589177.2        | 213.93        | 23%        |
| <b>2020/21</b> | 1428162.4        | 1238631.8        | 200.91        | 13%        | 2035390.5        | 1605142.7        | 200.79        | 21%        | 4862969.6         | 4060968.3         | 205.64        | 16%        |
| DUST           | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | UPTO Sale 22      |                   |               |            |
|                | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD              | AVG.          | OUT %      |
| <b>2021/22</b> | 804391.2         | 583207.9         | 215.97        | 27%        | 598379.7         | 383054.8         | 211.10        | 36%        | 5968757.5         | 3990169.5         | 204.03        | 33%        |
| <b>2020/21</b> | 633239.3         | 512994.3         | 186.43        | 19%        | 820691.1         | 667309.4         | 183.41        | 19%        | 2262761.4         | 1848759.2         | 178.85        | 18%        |
| TOTAL          | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | TO DATE           |                   |               |            |
|                | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD              | AVG.          | OUT %      |
| <b>2021/22</b> | <b>2559328.2</b> | <b>1985348.9</b> | <b>226.96</b> | <b>22%</b> | <b>1796692.2</b> | <b>1262001.3</b> | <b>223.05</b> | <b>30%</b> | <b>19696626.1</b> | <b>14579346.7</b> | <b>211.22</b> | <b>26%</b> |
| <b>2020/21</b> | <b>2856081.6</b> | <b>1728365.0</b> | <b>199.55</b> | <b>39%</b> | <b>1567074.7</b> | <b>1317231.2</b> | <b>216.92</b> | <b>16%</b> | <b>5064329.3</b>  | <b>4158101.4</b>  | <b>202.73</b> | <b>18%</b> |

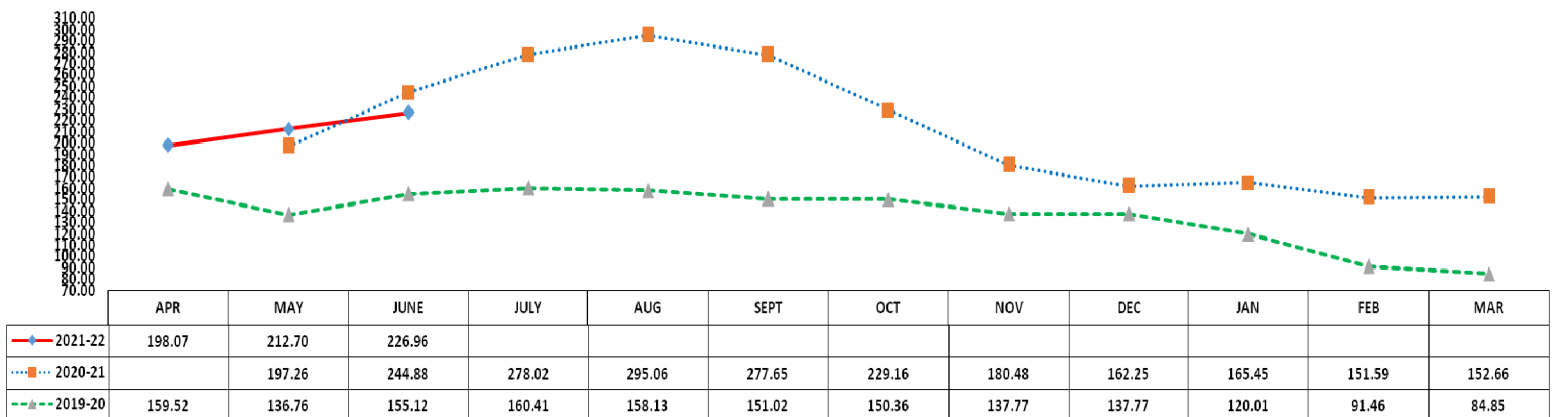
**PRICE RANGE**

| % OF TEAS SOLD               | LEAF    |         |               |         |         |         | DUST    |               |         |         |  |
|------------------------------|---------|---------|---------------|---------|---------|---------|---------|---------------|---------|---------|--|
|                              | 2021/22 |         | UP TO Sale 22 |         |         | 2021/22 |         | UP TO Sale 22 |         |         |  |
|                              | Sale 22 | Sale 21 | 2021/22       | 2020/21 | 2019/20 | Sale 22 | Sale 21 | 2021/22       | 2020/21 | 2019/20 |  |
| <b>BELOW 100</b>             | 0.00    | 0.00    | 0.00          | 1.75    | 2.35    | 0.00    | 0.00    | 0.05          | 13.22   | 3.16    |  |
| <b>BETWEEN 100.00-119.99</b> | 0.00    | 0.00    | 0.04          | 5.27    | 24.24   | 0.10    | 0.00    | 0.12          | 7.76    | 18.16   |  |
| <b>BETWEEN 120.00-139.99</b> | 0.18    | 0.09    | 0.38          | 8.49    | 31.20   | 0.00    | 0.52    | 0.25          | 7.50    | 35.64   |  |
| <b>BETWEEN 140.00-159.99</b> | 3.23    | 1.80    | 3.78          | 10.62   | 16.68   | 2.80    | 6.13    | 6.16          | 8.99    | 16.86   |  |
| <b>BETWEEN 160.00-179.99</b> | 10.76   | 11.31   | 18.80         | 9.11    | 10.63   | 15.51   | 20.15   | 25.65         | 9.86    | 13.93   |  |
| <b>BETWEEN 180.00-199.99</b> | 12.36   | 14.89   | 21.46         | 8.25    | 6.00    | 19.56   | 20.99   | 21.82         | 8.25    | 6.91    |  |
| <b>BETWEEN 200.00-219.99</b> | 19.46   | 23.17   | 19.46         | 11.43   | 4.41    | 27.50   | 14.62   | 16.13         | 12.82   | 3.24    |  |
| <b>BETWEEN 220.00-239.99</b> | 17.10   | 20.14   | 12.91         | 11.94   | 2.47    | 8.30    | 11.89   | 9.50          | 10.23   | 1.61    |  |
| <b>BETWEEN 240.00-259.99</b> | 15.23   | 10.61   | 7.72          | 11.36   | 1.13    | 10.37   | 10.05   | 8.34          | 10.95   | 0.39    |  |
| <b>BETWEEN 260.00-279.99</b> | 6.50    | 4.01    | 5.02          | 10.32   | 0.52    | 5.32    | 5.77    | 4.68          | 6.04    | 0.09    |  |
| <b>BETWEEN 280.00-299.99</b> | 2.63    | 2.05    | 3.41          | 6.94    | 0.19    | 2.77    | 4.03    | 3.13          | 3.74    | 0.00    |  |
| <b>300 AND ABOVE</b>         | 12.56   | 11.94   | 7.03          | 4.51    | 0.19    | 7.76    | 5.85    | 4.18          | 0.63    | 0.00    |  |

**FUTURE FRESH OFFERING (IN PACKAGES)**

| SALE NO      | THIS YEAR-2021 |              |               | LAST YEAR-2020 |              |               | DIFFERENCE  |             |              |
|--------------|----------------|--------------|---------------|----------------|--------------|---------------|-------------|-------------|--------------|
|              | LEAF           | DUST         | TOTAL         | LEAF           | DUST         | TOTAL         | LEAF        | DUST        | TOTAL        |
| <b>23</b>    | 20379          | 9000         | <b>29379</b>  | 18847          | 8621         | <b>27468</b>  | 1532        | 379         | <b>1911</b>  |
| <b>24</b>    | 28666          | 12469        | <b>41135</b>  | 23987          | 9354         | <b>33341</b>  | 4679        | 3115        | <b>7794</b>  |
| <b>25</b>    | 32658          | 14179        | <b>46837</b>  | 32692          | 13029        | <b>45721</b>  | -34         | 1150        | <b>1116</b>  |
| <b>TOTAL</b> | <b>81703</b>   | <b>35648</b> | <b>117351</b> | <b>75526</b>   | <b>31004</b> | <b>106530</b> | <b>6177</b> | <b>4644</b> | <b>10821</b> |

**GTAC Monthly Price Movement**



\* Please note June 2021-22 Price is calculated on Sale 22 Only

**GTAC BUYING (ALL TEAS) FOR THE Sale 22**

|              | CTC LEAF           |               |        | DUST         |                   |               | TOTAL       |              |                    |               |     |
|--------------|--------------------|---------------|--------|--------------|-------------------|---------------|-------------|--------------|--------------------|---------------|-----|
|              | Sale 22            |               |        |              |                   |               |             |              |                    |               |     |
| OFFER        | 17,54,937.0        | Kgs           | OFFER  | 8,04,391.2   | Kgs               | OFFER         | 25,59,328.2 | Kgs          |                    |               |     |
| SOLD         | 13,98,847.5        | Kgs           | SOLD   | 5,81,999.7   | Kgs               | SOLD          | 19,80,847.2 | Kgs          |                    |               |     |
| SOLD %       | 80%                |               | SOLD % | 72%          |                   | SOLD %        | 77%         |              |                    |               |     |
| ZONE         | Kgs                | AVG           | %      | ZONE         | Kgs               | AVG           | %           | ZONE         | Kgs                | AVG           | %   |
| TCPL         | 2,91,355.2         | 211.70        | 21%    | TCPL         | 2,50,051.5        | 194.47        | 43%         | TCPL         | 5,41,406.7         | 203.74        | 27% |
| HUL          | 1,64,023.2         | 258.43        | 12%    | HUL          | 58,147.2          | 288.60        | 10%         | HUL          | 2,22,170.4         | 266.33        | 11% |
| W.India      | 3,15,774.9         | 251.40        | 23%    | W.India      | 84,312.5          | 206.05        | 14%         | W.India      | 4,00,087.4         | 241.84        | 20% |
| Wl.Pack      | 77,412.4           | 287.49        | 6%     | Wl.Pack      | 60,699.5          | 250.93        | 10%         | Wl.Pack      | 1,38,111.9         | 271.42        | 7%  |
| N.India      | 2,41,783.3         | 220.49        | 17%    | N.India      | 37,049.8          | 210.79        | 6%          | N.India      | 2,78,833.1         | 219.20        | 14% |
| Nl.Pack      | 82,057.5           | 202.96        | 6%     | Nl.Pack      | 21,473.6          | 213.17        | 4%          | Nl.Pack      | 1,03,531.1         | 205.08        | 5%  |
| Packeteers   | 49,477.1           | 215.35        | 4%     | Packeteers   | 576.2             | 201.00        | 0%          | Packeteers   | 50,053.3           | 215.18        | 3%  |
| C.India      | 21,905.1           | 212.82        | 2%     | C.India      | 21,417.3          | 211.39        | 4%          | C.India      | 43,322.4           | 212.11        | 2%  |
| Exports      | 30,122.3           | 228.91        | 2%     | Exports      | 15,552.3          | 211.24        | 3%          | Exports      | 45,674.6           | 222.89        | 2%  |
| Local        | 1,22,249.1         | 214.80        | 9%     | Local        | 22,213.2          | 235.62        | 4%          | Local        | 1,44,462.3         | 218.00        | 7%  |
| S.India      | -                  | -             | 0%     | S.India      | -                 | -             | 0%          | S.India      | -                  | -             | 0%  |
| Others       | 2,687.4            | 184.69        | 0%     | Others       | 10,506.6          | 227.93        | 2%          | Others       | 13,194.0           | 219.12        | 1%  |
| <b>TOTAL</b> | <b>13,98,847.5</b> | <b>232.08</b> |        | <b>TOTAL</b> | <b>5,81,999.7</b> | <b>216.42</b> |             | <b>TOTAL</b> | <b>19,80,847.2</b> | <b>227.48</b> |     |

**ASSAM BATTING ORDER (GTAC+CTTA) Sale 14 TO 22(CTTA Sale 21)**

\* Above 5,000 Kgs

| MARK          | 2021-22 |        |        | 2020-21 |        |        |
|---------------|---------|--------|--------|---------|--------|--------|
|               | RANK    | KGS    | AVG    | RANK    | KGS    | AVG    |
| HAJUA         | 1       | 21,064 | 358.24 |         |        |        |
| Sotai         | 2       | 11,018 | 348.38 | 3       | 2,491  | 312.02 |
| Duflating     | 3       | 7,559  | 348.10 | 26      | 7,074  | 278.29 |
| Halmari       | 4       | 50,115 | 345.89 | 1       | 19,348 | 328.43 |
| DOOMURDULLUNG | 5       | 39,464 | 342.10 |         |        |        |
| Silonibari    | 6       | 44,548 | 336.13 | 105     | 12,258 | 243.95 |
| Mohokutie     | 7       | 9,784  | 332.50 |         |        |        |
| KHOOMTAIE     | 8       | 35,643 | 324.51 |         |        |        |
| Gatoonga      | 9       | 29,703 | 323.90 | 8       | 3,155  | 301.46 |
| Doomni        | 10      | 76,607 | 320.85 | 7       | 11,728 | 303.90 |
| Borjan        | 11      | 11,007 | 320.03 | 116     | 3,638  | 239.20 |
| Gelakey       | 12      | 23,413 | 319.66 | 64      | 989    | 259.30 |
| Kharikatia    | 13      | 43,599 | 319.52 | 132     | 15,638 | 235.00 |
| Thowra        | 14      | 8,204  | 318.91 | 273     | 13,452 | 189.84 |
| Borsapori     | 15      | 29,455 | 318.39 |         |        |        |
| Banamalie     | 16      | 6,278  | 313.56 | 53      | 3,506  | 262.48 |
| DUBBA         | 17      | 10,542 | 312.77 |         |        |        |
| Hirajuli      | 18      | 27,853 | 312.55 | 17      | 21,144 | 288.95 |
| AMGOORIE      | 19      | 64,712 | 312.06 | 4       | 7,893  | 308.28 |
| Deckiajuli    | 20      | 65,532 | 309.16 | 6       | 11,828 | 306.48 |
| KOOMTAI(B)    | 21      | 34,060 | 307.93 | 29      | 4,115  | 274.04 |
| Deha          | 22      | 31,146 | 307.14 | 18      | 1,991  | 286.09 |
| Kanu          | 23      | 6,267  | 304.12 |         |        |        |
| Salkathoni    | 24      | 48,072 | 303.83 | 13      | 10,016 | 292.31 |
| Mokrung       | 25      | 10,336 | 303.58 | 9       | 3,464  | 299.18 |