



**J THOMAS & COMPANY PRIVATE LIMITED**  
**GUWAHATI MARKET SYNOPSIS - Sale 34(2021)**

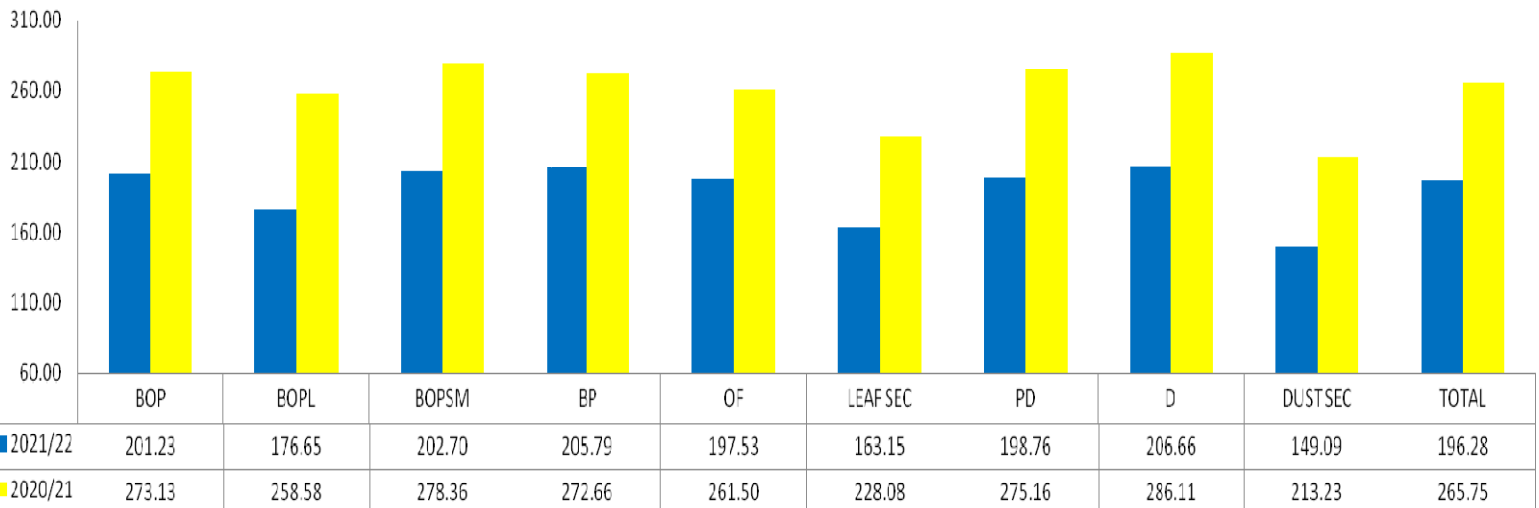
| Market Report  |  |
|--|--|
| LEAF   | DUST   |
| <ul style="list-style-type: none"> <li>* Market witnessed good demand.</li> <li>* Clean and good liquoring descriptions were steady.</li> <li>* Remainder were irregular.</li> </ul> | <ul style="list-style-type: none"> <li>* Market witnessed good demand.</li> <li>* Clean and liquoring varieties were firm to occasionally dearer with competition.</li> <li>* Remainder sold irregular around last.</li> </ul> |

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

| AUCTION AVERAGES |         |         |       |         |         |       |         |         |       |              |         |         |
|------------------|---------|---------|-------|---------|---------|-------|---------|---------|-------|--------------|---------|---------|
|                  | 2021/22 |         |       | 2020/21 |         |       | 2019/20 |         |       | UPTO Sale 34 |         |         |
|                  | Sale 34 | Sale 33 | +/-   | Sale 34 | Sale 33 | +/-   | Sale 34 | Sale 33 | +/-   | 2021/22      | 2020/21 | 2019/20 |
| LEAF             | 170.41  | 175.62  | -5.21 | 288.34  | 290.58  | -2.24 | 151.45  | 154.03  | -2.58 | 197.50       | 264.71  | 152.87  |
| DUST             | 171.39  | 169.45  | 1.94  | 314.29  | 306.23  | 8.06  | 166.22  | 161.79  | 4.43  | 193.45       | 267.64  | 155.04  |
| TOTAL            | 170.73  | 173.49  | -2.75 | 298.04  | 296.34  | 1.70  | 156.13  | 156.76  | -0.64 | 196.28       | 265.75  | 153.59  |

| GTAC AUCTION AVERAGES |         |        |        |        |        |        |        |        |        |  |
|-----------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--|
| SALE                  |         | 27     | 28     | 29     | 30     | 31     | 32     | 33     | 34     |  |
| LEAF                  | 2021/22 | 204.92 | 193.00 | 182.91 | 180.30 | 175.47 | 175.10 | 175.62 | 170.41 |  |
|                       | 2020/21 | 274.59 | 277.62 | 276.06 | 276.06 | 288.97 | 292.20 | 290.58 | 288.34 |  |
| DUST                  | 2021/22 | 212.64 | 202.27 | 185.41 | 180.74 | 176.24 | 169.75 | 169.45 | 171.39 |  |
|                       | 2020/21 | 269.24 | 288.19 | 286.00 | 286.00 | 288.84 | 310.11 | 306.23 | 314.29 |  |
| TOTAL                 | 2021/22 | 207.16 | 195.69 | 183.69 | 180.80 | 175.70 | 173.47 | 173.49 | 170.73 |  |
|                       | 2020/21 | 272.56 | 281.70 | 279.70 | 279.70 | 288.92 | 298.28 | 296.34 | 298.04 |  |

**GTAC Grade Wise Averages Upto Sale 34**



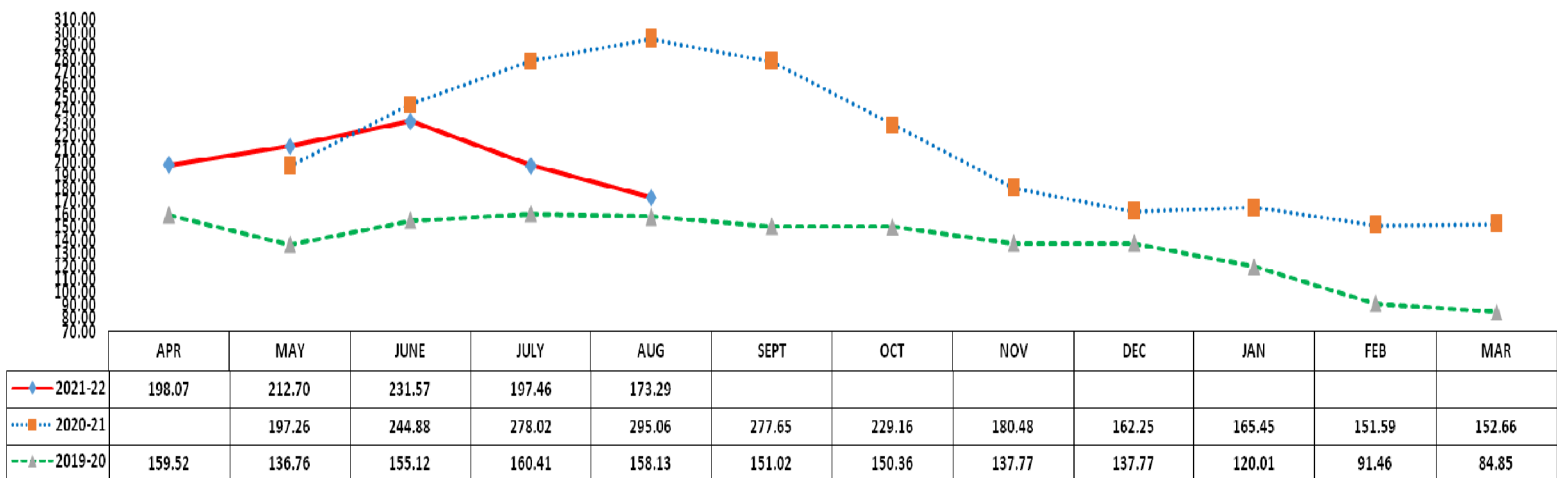
| OFFER / SOLD QUANTITY & AVERAGE PRICE (2020/21) |                  |                  |               |            |                  |                  |               |            |                   |                    |               |            |
|---|------------------|------------------|---------------|------------|------------------|------------------|---------------|------------|-------------------|--------------------|---------------|------------|
|   | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | UPTO Sale 34      |                    |               |            |
|   | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD               | AVG.          | OUT %      |
| BROKENS   | 3349364.8        | 2534055.1        | 176.63        | 24%        | 3568326.2        | 2666961.4        | 182.81        | 25%        | 44910160.1        | 31519333.2         | 202.53        | 30%        |
| FANNINGS  | 1234909.4        | 850629.6         | 170.32        | 31%        | 1155738.2        | 795627.6         | 172.55        | 31%        | 14495355.8        | 9295264.1          | 197.53        | 36%        |
| LEAF SEC.                                       | 489495.4         | 421691.8         | 133.18        | 14%        | 451072.7         | 381651.5         | 131.72        | 15%        | 5183920.7         | 3902049.5          | 156.73        | 25%        |
| <b>LEAF TOTAL</b>                               | <b>5073769.6</b> | <b>3806376.5</b> | <b>170.41</b> | <b>25%</b> | <b>5175137.1</b> | <b>3844240.5</b> | <b>175.62</b> | <b>26%</b> | <b>64589436.6</b> | <b>44716646.8</b>  | <b>197.50</b> | <b>31%</b> |
|   | THIS SALE        |                  |               |            | LAST SALE        |                  |               |            | TO DATE           |                    |               |            |
|   | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED          | SOLD             | AVG.          | OUT %      | OFFERED           | SOLD               | AVG.          | OUT %      |
| DUST  | 1993439.5        | 1495205.9        | 183.27        | 25%        | 2187681.5        | 1641645.3        | 179.20        | 25%        | 25280621.2        | 15838801.8         | 202.90        | 37%        |
| DUST SEC.                                       | 521155.0         | 399335.1         | 126.92        | 23%        | 514523.9         | 386785.3         | 128.08        | 25%        | 5668547.8         | 3373828.8          | 149.09        | 40%        |
| <b>DUST TOTAL</b>                               | <b>2514594.5</b> | <b>1894541.0</b> | <b>171.39</b> | <b>25%</b> | <b>2702205.4</b> | <b>2028430.6</b> | <b>169.45</b> | <b>25%</b> | <b>30949169.0</b> | <b>19212630.60</b> | <b>193.45</b> | <b>38%</b> |
| <b>TOTAL</b>                                    | <b>7588364.1</b> | <b>5700917.5</b> | <b>170.73</b> | <b>25%</b> | <b>7877342.5</b> | <b>5872671.1</b> | <b>173.49</b> | <b>25%</b> | <b>95538605.6</b> | <b>63929277.40</b> | <b>196.28</b> | <b>33%</b> |

| OFFER / SOLD QUANTITY & AVERAGE PRICE |           |           |        |       |           |           |        |       |              |            |        |       |
|---------------------------------------|-----------|-----------|--------|-------|-----------|-----------|--------|-------|--------------|------------|--------|-------|
| LEAF                                  | THIS SALE |           |        |       | LAST SALE |           |        |       | UPTO Sale 34 |            |        |       |
|                                       | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED      | SOLD       | AVG.   | OUT % |
| 2021/22                               | 5073769.6 | 3806376.5 | 170.41 | 25%   | 5175137.1 | 3844240.5 | 175.62 | 26%   | 64589436.6   | 44716646.8 | 197.50 | 31%   |
| 2020/21                               | 3240187.7 | 2487390.9 | 288.34 | 23%   | 3549816.0 | 2944130.3 | 290.58 | 17%   | 33925698.3   | 28292799.6 | 264.71 | 17%   |
| DUST                                  | THIS SALE |           |        |       | LAST SALE |           |        |       | TO DATE      |            |        |       |
|                                       | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED      | SOLD       | AVG.   | OUT % |
| 2021/22                               | 2514594.5 | 1894541.0 | 171.39 | 25%   | 2702205.4 | 2028430.6 | 169.45 | 25%   | 30949169.0   | 19212630.6 | 193.45 | 38%   |
| 2020/21                               | 1675952.5 | 1484934.4 | 314.29 | 11%   | 1909722.3 | 1716627.6 | 306.23 | 10%   | 17874014.1   | 15431392.2 | 267.64 | 14%   |
| TOTAL                                 | THIS SALE |           |        |       | LAST SALE |           |        |       | TO DATE      |            |        |       |
|                                       | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED   | SOLD      | AVG.   | OUT % | OFFERED      | SOLD       | AVG.   | OUT % |
| 2021/22                               | 7588364.1 | 5700917.5 | 170.73 | 25%   | 7877342.5 | 5872671.1 | 173.49 | 25%   | 95538605.6   | 63929277.4 | 196.28 | 33%   |
| 2020/21                               | 4916140.2 | 3972325.3 | 298.04 | 19%   | 5459538.3 | 4660757.9 | 296.34 | 15%   | 51799712.4   | 43724191.8 | 265.75 | 16%   |

| PRICE RANGE           |         |         |               |         |         |         |         |               |         |         |
|-----------------------|---------|---------|---------------|---------|---------|---------|---------|---------------|---------|---------|
| % OF TEAS SOLD        | LEAF    |         |               |         |         | DUST    |         |               |         |         |
|                       | 2021/22 |         | UP TO Sale 34 |         |         | 2021/22 |         | UP TO Sale 34 |         |         |
|                       | Sale 34 | Sale 33 | 2021/22       | 2020/21 | 2019/20 | Sale 34 | Sale 33 | 2021/22       | 2020/21 | 2019/20 |
| BELOW 100             | 0.21    | 0.08    | 0.05          | 0.27    | 2.22    | 0.15    | 0.59    | 0.27          | 1.86    | 3.26    |
| BETWEEN 100.00-119.99 | 6.59    | 5.61    | 1.86          | 1.04    | 21.82   | 3.91    | 8.26    | 10.83         | 1.41    | 16.74   |
| BETWEEN 120.00-139.99 | 19.75   | 18.96   | 8.86          | 1.83    | 25.88   | 12.62   | 24.16   | 25.85         | 1.77    | 26.78   |
| BETWEEN 140.00-159.99 | 25.22   | 24.35   | 16.51         | 2.55    | 14.67   | 15.38   | 23.63   | 19.76         | 1.96    | 13.58   |
| BETWEEN 160.00-179.99 | 17.78   | 15.33   | 17.86         | 2.82    | 10.56   | 15.20   | 9.81    | 7.94          | 2.57    | 10.69   |
| BETWEEN 180.00-199.99 | 8.87    | 8.25    | 13.32         | 2.91    | 7.35    | 12.41   | 6.39    | 6.72          | 4.78    | 8.26    |
| BETWEEN 200.00-219.99 | 5.83    | 8.31    | 12.20         | 6.22    | 6.99    | 10.70   | 8.07    | 7.05          | 8.05    | 7.79    |
| BETWEEN 220.00-239.99 | 4.00    | 5.82    | 8.53          | 10.95   | 5.16    | 8.20    | 8.00    | 7.19          | 10.95   | 9.61    |
| BETWEEN 240.00-259.99 | 4.12    | 4.38    | 6.08          | 15.74   | 2.52    | 5.80    | 2.46    | 3.05          | 13.86   | 2.86    |
| BETWEEN 260.00-279.99 | 2.18    | 2.91    | 4.10          | 19.27   | 1.26    | 4.43    | 3.40    | 3.74          | 11.07   | 0.37    |
| BETWEEN 280.00-299.99 | 2.86    | 3.74    | 3.64          | 10.70   | 0.63    | 4.55    | 2.05    | 4.22          | 8.81    | 0.07    |
| 300 AND ABOVE         | 2.60    | 2.26    | 6.98          | 25.69   | 0.93    | 6.65    | 3.20    | 3.38          | 32.92   | 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         |
| 35                                  | 45254          | 19646        | 64900         | 50511          | 21332        | 71843         | -5257         | -1686         | -6943         |
| 36                                  | 37594          | 14973        | 52567         | 49254          | 23016        | 72270         | -11660        | -8043         | -19703        |
| 37                                  | 37648          | 13426        | 51074         | 42756          | 15447        | 58203         | -5108         | -2021         | -7129         |
| <b>TOTAL</b>                        | <b>120496</b>  | <b>48045</b> | <b>168541</b> | <b>142521</b>  | <b>59795</b> | <b>202316</b> | <b>-22025</b> | <b>-11750</b> | <b>-33775</b> |

GTAC Monthly Price Movement



\* Please note August 2021-22 Price is calculated on Sale 31,32,33,34 Only

**GTAC BUYING (ALL TEAS) FOR THE Sale 34**

|              | CTC LEAF           |               |     | DUST         |                    |               |     | TOTAL        |                    |               |     |
|--------------|--------------------|---------------|-----|--------------|--------------------|---------------|-----|--------------|--------------------|---------------|-----|
|              |                    |               |     |              |                    |               |     |              |                    |               |     |
| OFFER        | 50,73,769.6 Kgs    |               |     | OFFER        | 25,14,594.5 Kgs    |               |     | OFFER        | 75,88,364.1 Kgs    |               |     |
| SOLD         | 37,93,781.9 Kgs    |               |     | SOLD         | 18,90,947.7 Kgs    |               |     | SOLD         | 56,84,729.6 Kgs    |               |     |
| SOLD %       | 75%                |               |     | SOLD %       | 75%                |               |     | SOLD %       | 75%                |               |     |
| ZONE         | Kgs                | AVG           | %   | ZONE         | Kgs                | AVG           | %   | ZONE         | Kgs                | AVG           | %   |
| TCPL         | 5,35,821.4         | 139.14        | 14% | TCPL         | 2,77,226.8         | 129.31        | 15% | TCPL         | 8,13,048.2         | 135.79        | 14% |
| HUL          | 6,06,557.1         | 165.58        | 16% | HUL          | 2,53,956.3         | 225.94        | 13% | HUL          | 8,60,513.4         | 183.39        | 15% |
| W.India      | 8,81,153.8         | 192.11        | 23% | W.India      | 3,79,832.1         | 163.57        | 20% | W.India      | 12,60,985.9        | 183.51        | 22% |
| Wl.Pack      | 1,28,700.8         | 176.94        | 3%  | Wl.Pack      | 1,57,816.2         | 169.36        | 8%  | Wl.Pack      | 2,86,517.0         | 172.76        | 5%  |
| N.India      | 6,69,333.9         | 172.74        | 18% | N.India      | 2,23,278.0         | 154.49        | 12% | N.India      | 8,92,611.9         | 168.17        | 16% |
| Nl.Pack      | 1,60,875.3         | 167.33        | 4%  | Nl.Pack      | 69,039.3           | 234.34        | 4%  | Nl.Pack      | 2,29,914.6         | 187.45        | 4%  |
| Packeteers   | 1,84,620.8         | 184.21        | 5%  | Packeteers   | 51,989.1           | 147.69        | 3%  | Packeteers   | 2,36,609.9         | 176.19        | 4%  |
| C.India      | 59,228.7           | 157.81        | 2%  | C.India      | 41,132.5           | 147.87        | 2%  | C.India      | 1,00,361.2         | 153.74        | 2%  |
| Exports      | 3,16,326.9         | 171.68        | 8%  | Exports      | 3,91,441.0         | 184.05        | 21% | Exports      | 7,07,767.9         | 178.52        | 12% |
| Local        | 1,89,329.3         | 167.58        | 5%  | Local        | 44,538.9           | 135.78        | 2%  | Local        | 2,33,868.2         | 161.52        | 4%  |
| S.India      | -                  | -             | 0%  | S.India      | -                  | -             | 0%  | S.India      | -                  | -             | 0%  |
| Others       | 61,833.9           | 156.37        | 2%  | Others       | 697.5              | 141.00        | 0%  | Others       | 62,531.4           | 156.20        | 1%  |
| <b>TOTAL</b> | <b>37,93,781.9</b> | <b>170.97</b> |     | <b>TOTAL</b> | <b>18,90,947.7</b> | <b>171.72</b> |     | <b>TOTAL</b> | <b>56,84,729.6</b> | <b>171.22</b> |     |

**ASSAM BATTING ORDER (GTAC+CTTA) Sale 14 TO 34**

| MARK          | 2021-22 |          |        | 2020-21 |          |        |
|---------------|---------|----------|--------|---------|----------|--------|
|               | RANK    | KGS      | AVG    | RANK    | KGS      | AVG    |
| HOOKHMOL      | 1       | 1,26,519 | 389.24 | 2       | 1,01,897 | 424.06 |
| Halmar        | 2       | 2,20,023 | 379.13 | 1       | 1,63,841 | 426.64 |
| Gatoonga      | 3       | 3,19,722 | 366.23 | 4       | 2,41,752 | 407.66 |
| Mokrung       | 4       | 1,65,668 | 362.81 | 3       | 1,54,844 | 416.77 |
| DOOMURDULLUNG | 5       | 1,65,561 | 355.17 | 5       | 1,44,413 | 405.39 |
| Sotai         | 6       | 69,686   | 350.90 | 6       | 29,404   | 397.83 |
| HAJUA         | 7       | 1,27,294 | 348.13 | 8       | 1,46,036 | 389.03 |
| Gelakey       | 8       | 71,829   | 346.34 | 18      | 37,922   | 366.07 |
| Silonibari    | 9       | 1,58,930 | 338.37 | 128     | 44,167   | 318.17 |
| Kharikatia    | 10      | 3,11,781 | 332.62 | 65      | 1,15,441 | 338.40 |
| Duflating     | 11      | 1,33,592 | 331.19 | 10      | 1,14,209 | 377.48 |
| DUBBA         | 12      | 1,38,552 | 328.10 | 7       | 34,877   | 393.48 |
| Salkathoni    | 13      | 3,16,274 | 323.81 | 13      | 2,06,061 | 372.37 |
| Khongea       | 14      | 1,65,960 | 323.56 | 59      | 1,86,078 | 342.05 |
| Mohokutie     | 15      | 70,217   | 323.53 | 21      | 90,321   | 364.29 |
| Banamalie     | 16      | 76,754   | 323.39 | 15      | 55,579   | 367.05 |
| Hirajuli      | 17      | 1,69,446 | 317.20 | 52      | 1,02,167 | 345.79 |
| Kotalgoorie   | 18      | 99,461   | 316.80 | 11      | 78,570   | 377.39 |
| Borjan        | 19      | 1,82,448 | 316.29 | 24      | 1,64,336 | 359.36 |
| KHOOMTAIE     | 20      | 78,217   | 314.42 | 19      | 64,834   | 365.42 |
| KOOMTAI(B)    | 21      | 5,26,001 | 313.29 | 33      | 4,45,070 | 354.28 |
| Majuli        | 22      | 3,75,767 | 313.21 | 22      | 2,10,427 | 363.16 |
| Deha          | 23      | 1,59,195 | 310.79 | 20      | 99,146   | 365.11 |
| AMGOORIE      | 24      | 2,45,109 | 307.71 | 55      | 53,433   | 343.10 |
| Borbam        | 25      | 2,13,052 | 307.43 | 83      | 73,714   | 331.36 |

\* Above 30,000 Kgs