



**J THOMAS & COMPANY PRIVATE LIMITED**  
**GUWAHATI MARKET SYNOPSIS - Sale 1(2020)**

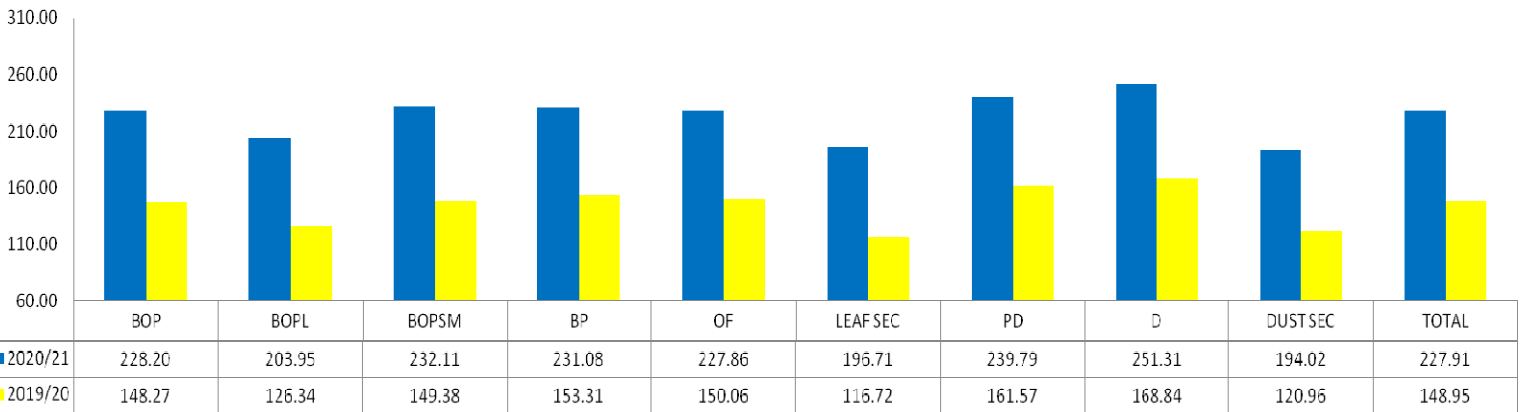
Market Report	
LEAF	DUST
<ul style="list-style-type: none"> <li>* Market witnessed strong demand.</li> <li>* Good and cleaner varieties were firm to occasionally dearer owing to good competition.</li> <li>* Remainder irregular around last.</li> </ul>	<ul style="list-style-type: none"> <li>* Market witnessed strong demand.</li> <li>* Good liquoring teas were firm to occasionally dearer with competition.</li> <li>* Remainder barely steady.</li> </ul>

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

AUCTION AVERAGES									
	2020/21			2019/20			UPTO Sale 1		
	Sale 1	Sale 54	+/-	Sale 1	Sale 51	+/-	2020/21	2019/20	2018/19
LEAF	169.08	165.05	4.03	127.91	131.16	-3.25	224.73	145.79	146.31
DUST	165.28	162.00	3.28	143.23	143.17	0.06	234.53	155.88	160.86
<b>TOTAL</b>	<b>168.00</b>	<b>164.11</b>	<b>3.90</b>	<b>132.00</b>	<b>134.30</b>	<b>-2.30</b>	<b>227.91</b>	<b>148.95</b>	<b>150.81</b>

GTAC AUCTION AVERAGES									
SALE	47	48	49	50	51	52	54	1	
LEAF	2020/21	175.69	168.05	164.54	164.13	157.19	161.86	165.05	169.08
	2019/20	137.33	134.15	136.14	134.14	131.16	0.00	0.00	127.91
DUST	2020/21	177.78	170.56	161.69	170.63	158.08	157.73	162.00	165.28
	2019/20	152.58	147.46	153.39	153.39	143.17	0.00	0.00	143.23
TOTAL	2020/21	176.38	168.33	163.79	165.86	157.42	160.78	164.11	168.00
	2019/20	141.86	137.92	140.61	138.88	134.30	0.00	0.00	132.00

**GTAC Grade Wise Averages Upto Sale 1**

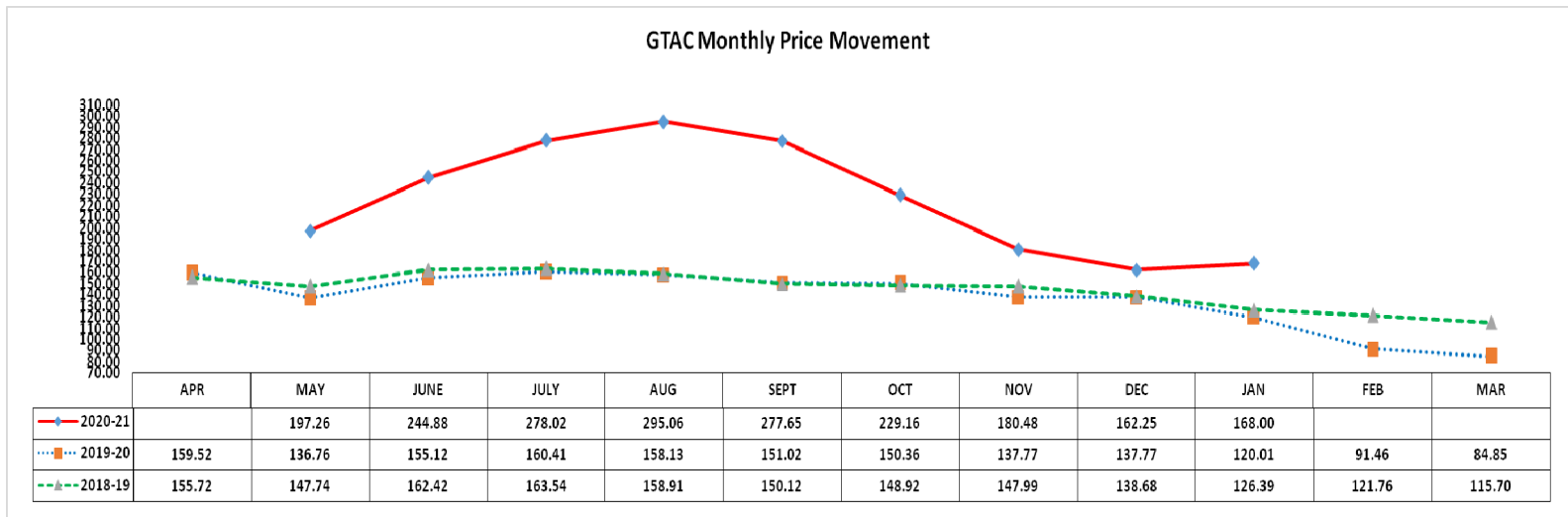


OFFER / SOLD QUANTITY & AVERAGE PRICE (2020/21)												
	THIS SALE				LAST SALE				UPTO Sale 1			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
BROKENS	2378787.3	2170581.3	173.81	9%	1847927.1	1677020.5	169.20	9%	78175763.9	57539472.5	229.44	26%
FANNINGS	604034.1	560142.3	175.84	7%	468062.5	415100.8	169.57	11%	22158669.8	16010234.4	227.86	28%
LEAF SEC.	562447.8	524594.7	142.31	7%	351303.7	323596.9	137.79	8%	10664728.0	9419819.2	190.62	12%
LEAF TOTAL	3545269.2	3255318.3	169.08	8%	2667293.3	2415718.2	165.05	9%	110999161.7	82969526.1	224.73	25%
	THIS SALE				LAST SALE				TO DATE			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
DUST	1031501.4	908457.3	175.28	12%	876710.0	765016.6	173.54	13%	40588240.6	31150997.8	245.75	23%
DUST SEC.	394428.5	382219.2	141.53	3%	364161.1	322015.9	134.59	12%	10742761.6	8629615.7	194.02	20%
DUST TOTAL	1425929.9	1290676.5	165.28	9%	1240871.1	1087032.5	162.00	12%	51331002.2	39780613.50	234.53	23%
TOTAL	4971199.1	4545994.8	168.00	9%	3908164.4	3502750.7	164.11	10%	162330163.9	122750139.60	227.91	24%

OFFER / SOLD QUANTITY & AVERAGE PRICE												
LEAF	THIS SALE				LAST SALE				UPTO Sale 1			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2020-21	3545269.2	3255318.3	169.08	8%	2667293.3	2415718.2	165.05	9%	110999161.7	82969526.1	224.73	25%
2019-20	4554982.9	3273233.9	127.91	28%	4680899.8	3328707.2	131.16	29%	124737719.9	90349797.9	145.79	28%
DUST	THIS SALE				LAST SALE				TO DATE			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2020-21	1425929.9	1290676.5	165.28	9%	1240871.1	1087032.5	162.00	12%	51331002.2	39780613.5	234.53	23%
2019-20	1550642.4	1191104.5	143.23	23%	1466416.5	1178532.8	143.17	20%	54497834.0	41154025.1	155.88	24%
TOTAL	THIS SALE				LAST SALE				TO DATE			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2020-21	4971199.1	4545994.8	168.00	9%	3908164.4	3502750.7	164.11	10%	162330163.9	122750139.6	227.91	24%
2019-20	6105625.3	4464338.4	132.00	27%	6147316.3	4507240.0	134.30	27%	179235553.9	131503823.0	148.95	27%

PRICE RANGE										
% OF TEAS SOLD	LEAF					DUST				
	2020/21		UP TO Sale 1			2020/21		UP TO Sale 1		
	Sale 1	Sale 54	2020/21	2019/20	2018/19	Sale 1	Sale 54	2020/21	2019/20	2018/19
BELOW 100	0.00	0.00	0.10	6.69	2.36	0.00	0.04	0.74	5.39	0.75
BETWEEN 100.00-119.99	0.60	2.51	1.41	24.12	16.44	2.89	6.07	1.61	16.58	9.59
BETWEEN 120.00-139.99	13.63	20.19	5.41	23.52	31.35	15.62	20.21	4.86	23.69	23.42
BETWEEN 140.00-159.99	34.65	33.39	11.51	13.59	21.06	36.57	30.42	8.05	13.01	20.27
BETWEEN 160.00-179.99	23.94	18.03	11.20	10.92	13.00	22.45	19.81	9.93	10.28	13.20
BETWEEN 180.00-199.99	10.32	10.25	7.74	7.55	6.56	8.80	9.22	7.87	8.58	13.42
BETWEEN 200.00-219.99	6.74	6.52	8.41	6.16	4.57	3.39	6.86	8.30	8.37	11.43
BETWEEN 220.00-239.99	4.68	3.64	12.93	4.34	2.79	3.84	2.38	10.68	10.38	6.71
BETWEEN 240.00-259.99	2.38	1.97	11.81	1.75	0.98	2.43	1.58	13.14	3.46	0.94
BETWEEN 260.00-279.99	1.39	1.54	12.40	0.65	0.39	0.80	1.07	9.75	0.22	0.20
BETWEEN 280.00-299.99	0.76	1.34	6.55	0.29	0.19	1.42	0.48	6.44	0.03	0.05
300 AND ABOVE	0.92	0.60	12.53	0.42	0.32	1.79	1.86	18.61	0.00	0.01

FUTURE FRESH OFFERING (IN PACKAGES)									
SALE NO	THIS YEAR-2020			LAST YEAR-2019			DIFFERENCE		
	LEAF	DUST	TOTAL	LEAF	DUST	TOTAL	LEAF	DUST	TOTAL
4	33577	10641	44218	47933	16358	64291	-14356	-5717	-20073
5	35736	12821	48557	50106	18433	68539	-14370	-5612	-19982
6	38178	16555	54733	43652	16262	59914	-5474	293	-5181
TOTAL	107491	40017	147508	141691	51053	192744	-34200	-11036	-45236



\* Please note January 2020-21 Price is calculated on Sale 1 Only

**GTAC BUYING (ALL TEAS) FOR THE Sale 1**

	CTC LEAF			DUST				TOTAL					
	Sale 1												
OFFER	35,45,269.2			Kgs	OFFER	14,25,929.9			Kgs	OFFER	49,71,199.1		Kgs
SOLD	32,52,525.2			Kgs	SOLD	12,90,044.3			Kgs	SOLD	45,42,569.5		Kgs
SOLD %	92%				SOLD %	90%				SOLD %	91%		
ZONE	Kgs	AVG	%	ZONE	Kgs	AVG	%	ZONE	Kgs	AVG	%		
TCPL	1,80,579.2	139.88	6%	TCPL	1,55,737.3	141.98	12%	TCPL	3,36,316.5	140.85	7%		
HUL	2,87,229.1	180.15	9%	HUL	1,40,853.1	200.53	11%	HUL	4,28,082.2	186.86	9%		
W.India	6,15,679.8	177.87	19%	W.India	3,43,530.2	167.65	27%	W.India	9,59,210.0	174.21	21%		
Wl.Pack	2,11,441.8	193.81	7%	Wl.Pack	1,71,021.1	180.42	13%	Wl.Pack	3,82,462.9	187.82	8%		
N.India	8,90,500.1	164.81	27%	N.India	1,04,331.8	170.14	8%	N.India	9,94,831.9	165.37	22%		
Nl.Pack	3,02,925.0	173.21	9%	Nl.Pack	77,157.6	149.14	6%	Nl.Pack	3,80,082.6	168.32	8%		
Packeteers	93,646.8	154.36	3%	Packeteers	53,638.1	138.75	4%	Packeteers	1,47,284.9	148.68	3%		
C.India	54,639.8	167.32	2%	C.India	35,379.7	151.08	3%	C.India	90,019.5	160.94	2%		
Exports	1,25,384.1	153.17	4%	Exports	90,255.7	147.10	7%	Exports	2,15,639.8	150.63	5%		
Local	3,07,992.9	169.19	9%	Local	57,971.8	174.13	4%	Local	3,65,964.7	169.97	8%		
S.India	899.4	156.35	0%	S.India	33,933.2	147.87	3%	S.India	34,832.6	148.09	1%		
Others	1,81,607.2	157.71	6%	Others	26,234.7	155.80	2%	Others	2,07,841.9	157.47	5%		
<b>TOTAL</b>	<b>32,52,525.2</b>	<b>169.23</b>		<b>TOTAL</b>	<b>12,90,044.3</b>	<b>165.36</b>		<b>TOTAL</b>	<b>45,42,569.5</b>	<b>168.13</b>			

**ASSAM BATTING ORDER (GTAC+CTTA) Sale 14 TO 1**

\* ABOVE 1,00,000 KGS

MARK	2020-21		2019-20	
	KGS	AVG	KGS	AVG
Halmari	4,95,569	377.14	6,10,071	291.50
DOOMURDULLUNG	3,62,268	368.04	4,93,784	260.60
HOOKHMOL	3,28,792	361.20	3,70,874	267.05
HAJUA	3,07,232	360.15	3,65,728	225.72
Mokrung	5,13,582	354.57	5,05,254	262.21
Gatoonga	8,49,109	346.15	9,99,967	247.36
KHOOMTAIE	1,50,233	338.73	1,62,058	206.44
Behubor	1,10,917	335.22	270	130.00
Kotalgoorie	2,36,743	332.67	2,04,380	233.74
DUBBA	1,86,626	332.59	9,809	121.46
Gelakey	1,10,387	330.80	1,29,476	237.64
Sotai	1,17,319	323.98	2,01,898	230.87
Deha	3,28,813	321.65	2,84,778	239.84
Duflating	3,70,542	321.37	6,72,020	248.14
Mohokutie	1,96,523	320.30	1,68,813	223.02
Salkathoni	6,24,334	317.98	8,21,855	214.43
Banamalie	1,70,414	316.56	2,20,043	245.36
Lukwah	7,95,947	315.89	9,36,934	238.67
MACKEYPORE	2,28,911	313.61	1,94,248	205.62
Namroop	6,95,680	313.48	3,90,710	202.71
Kharikatia	4,67,109	312.81	4,15,018	244.49
Ligripookrie	2,85,454	311.48	39,285	163.64
MOKALBARICLONAL	1,33,378	310.84	2,22,700	200.46
Khongea	4,34,138	307.44	4,86,979	225.30
KOOMTAI(B)	13,73,704	305.18	17,33,756	219.04