



J THOMAS & COMPANY PRIVATE LIMITED

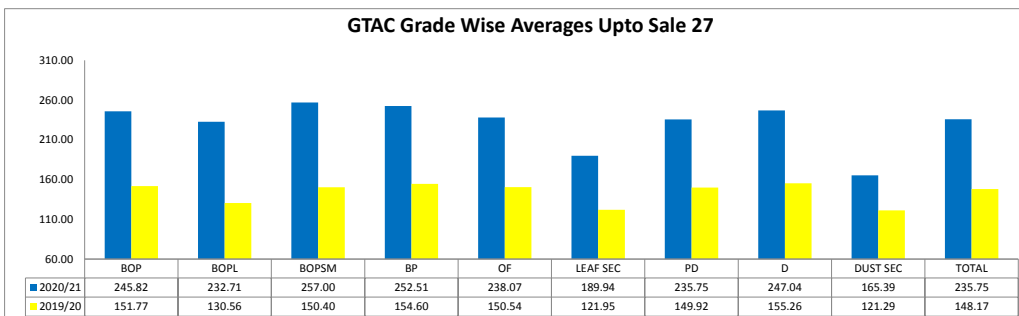
GUWAHATI MARKET SYNOPSIS - Sale 27(2020)

Market Report	
LEAF	DUST
<ul style="list-style-type: none"> * Market witnessed Strong Demand. * Good and best sorts sold firm to dealer following competition. * Select Fannings appreciated with competition. * Medium and plainer categories were irregular around last. 	<ul style="list-style-type: none"> * Market witnessed strong demand. * All clean and liquoring teas sold firm to dealer following competition. * Remainder sold irregular around last.

Buying Analysis	
LEAF	DUST
<ul style="list-style-type: none"> * HUL was active. * TCPL was selective. * Western India was mainstay of the market. * Other locals and packeteers lent fair support. * Exporters operated. 	<ul style="list-style-type: none"> * Major blenders were active. * Western India was active. * Other locals and packeteers lent fair support.

AUCTION AVERAGES									
	2020/21			2019/20			UPTO Sale 27		
	Sale 27	Sale 26	+/-	Sale 27	Sale 26	+/-	2020/21	2019/20	2018/19
LEAF	274.59	268.79	5.80	158.14	155.74	2.39	240.12	148.58	151.24
DUST	269.24	254.17	15.07	157.85	157.00	0.86	227.24	147.34	165.80
TOTAL	272.56	263.64	8.92	158.03	156.17	1.86	235.75	148.17	155.87

GTAC AUCTION AVERAGES									
SALE	20	21	22	23	24	25	26	27	
	LEAF	224.37	200.79	200.91	219.37	233.02	259.30	268.79	274.59
	133.74	134.29	138.71	148.75	155.62	162.18	155.74	158.14	
DUST	198.79	183.41	186.43	204.08	233.79	240.43	254.17	269.24	
	136.13	134.13	137.88	143.46	151.12	161.47	157.00	157.00	
TOTAL	216.92	195.68	196.67	214.82	230.00	252.52	263.64	272.56	
	134.55	134.29	138.43	147.00	154.11	161.95	156.17	158.03	

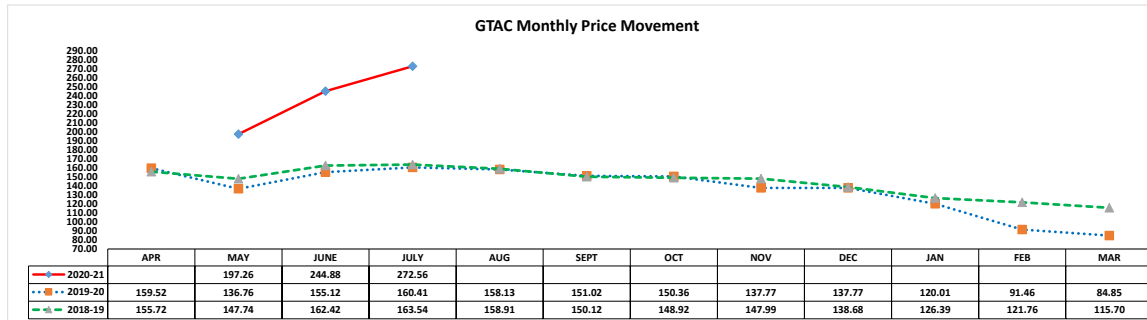


OFFER / SOLD QUANTITY & AVERAGE PRICE (2020/21)												
	THIS SALE				LAST SALE				UPTO Sale 27			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
BROKENS	1940198.8	1545584.3	283.71	20%	1915036.0	1592090.3	279.94	17%	10875338.2	9019066.3	250.89	17%
FANNINGS	629326.5	548254.3	263.72	13%	608658.1	460435.4	252.94	24%	3251086.9	2656397.6	238.07	18%
LEAF SEC.	186786.4	174662.2	227.98	6%	190535.3	186626.5	212.75	2%	1492872.8	1376475.1	173.47	8%
LEAF TOTAL	2756311.7	2268500.8	274.59	18%	2714229.4	2239152.2	268.79	18%	15619297.9	13051939.0	240.12	16%
	THIS SALE				LAST SALE				TO DATE			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
DUST	1295069.0	1146891.0	282.51	11%	1188791.1	1017936.7	266.20	14%	6384453.0	5430991.3	241.56	15%
DUST SEC.	280068.6	242469.0	206.45	13%	234125.8	200016.7	192.95	15%	1594042.4	1258296.2	165.39	21%
DUST TOTAL	1575137.6	1389360.0	269.24	12%	1422916.9	1217953.4	254.17	14%	7978495.40	6689287.50	227.24	16%
TOTAL	4331449.3	3657860.8	272.56	16%	4137146.3	3457105.6	263.64	16%	23597793.3	19741226.50	235.75	16%

OFFER / SOLD QUANTITY & AVERAGE PRICE												
LEAF	THIS SALE				LAST SALE				UPTO Sale 27			
	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %	OFFERED	SOLD	AVG.	OUT %
2020-21	2756311.7	2268500.8	274.59	18%	2714229.4	2239152.2	268.79	18%	15619297.9	13051939.0	240.12	16%
2019-20	2536723.8	1895709.8	158.13	25%	3053550.1	2208252.9	155.74	28%	28864755.4	20549632.4	148.58	29%
DUST	THIS SALE				LAST SALE				TO DATE			
2020-21	1575137.6	1389360.0	269.24	12%	1422916.9	1217953.4	254.17	14%	7978495.4	6689287.5	227.24	16%
2019-20	1451494.9	1069386.3	157.87	26%	1562043.7	1142004.7	157.00	27%	14838091.8	10090434.1	147.34	32%
TOTAL	THIS SALE				LAST SALE				TO DATE			
2020-21	4331449.3	3657860.8	272.56	16%	4137146.3	3457105.6	263.64	16%	23597793.3	19741226.5	235.75	16%
2019-20	3988218.7	2965096.1	158.03	26%	4615593.8	3350257.6	156.17	27%	43702847.1	30640066.5	148.17	30%

% OF TEAS SOLD	PRICE RANGE									
	LEAF					DUST				
	2020/21		UP TO Sale 27			2020/21		UP TO Sale 27		
	Sale 27	Sale 26	2020/21	2019/20	2018/19	Sale 27	Sale 26	2020/21	2019/20	2018/19
BELOW 100	0.00	0.00	0.59	2.22	8.01	0.50	0.95	4.26	3.70	2.27
BETWEEN 100.00-119.99	0.00	0.00	2.25	23.62	13.67	1.02	0.74	3.25	18.07	8.54
BETWEEN 120.00-139.99	0.12	0.62	3.95	27.49	22.03	1.21	1.66	3.90	30.01	18.68
BETWEEN 140.00-159.99	0.37	1.48	5.53	15.46	20.03	2.00	1.38	4.34	15.09	17.14
BETWEEN 160.00-179.99	0.86	2.96	6.07	10.90	14.30	1.55	2.75	5.53	12.77	14.29
BETWEEN 180.00-199.99	2.93	3.49	6.12	6.55	7.12	5.07	8.11	9.64	8.14	16.01
BETWEEN 200.00-219.99	13.90	9.20	11.63	5.33	6.52	14.90	12.89	13.68	5.77	11.99
BETWEEN 220.00-239.99	16.67	16.08	13.87	3.85	3.72	11.92	11.96	12.16	4.24	7.95
BETWEEN 240.00-259.99	12.04	11.18	11.29	1.88	1.85	8.98	15.00	11.49	1.62	2.23
BETWEEN 260.00-279.99	10.26	13.87	11.26	1.29	1.01	6.54	10.04	7.89	0.51	0.70
BETWEEN 280.00-299.99	8.38	11.41	8.12	0.59	0.56	7.84	7.73	7.35	0.08	0.17
300 AND ABOVE	34.47	29.71	19.30	0.81	1.18	38.48	26.80	16.52	-	0.03

SALE NO	FUTURE FRESH OFFERING (IN PACKAGES)								
	THIS YEAR-2020			LAST YEAR-2019			DIFFERENCE		
	LEAF	DUST	TOTAL	LEAF	DUST	TOTAL	LEAF	DUST	TOTAL
25	32692	13029	45721	29495	9126	38621	3197	3903	7100
26	44994	16161	61155	31130	12248	43378	13864	3913	17777
27	38917	17845	56762	27894	13960	41854	11023	3885	14908
TOTAL	116603	47035	163638	88519	35334	123853	28084	11701	39785



* Please note July 2020-21 Price is calculated on Sale 27 Only

GTAC BUYING (ALL TEAS) FOR THE Sale 27											
	CTC LEAF			DUST			TOTAL				
	Sale 27										
OFFER	15,618,920.4			Kgs	OFFER	7,978,872.9			Kgs	23,597,793.3	
SOLD	13,029,390.0			Kgs	SOLD	6,686,693.3			Kgs	19,716,083.3	
SOLD %	83%				SOLD %	84%					
ZONE	Kgs	AVG	%		Kgs	AVG	%	Kgs	AVG	%	
TCPL	492,983.0	196.34	4%	TCPL	673,644.8	234.88	10%	1,166,627.8	218.59	6%	
HUL	3,334,843.5	258.72	26%	HUL	2,109,791.7	280.46	32%	5,444,635.2	267.14	28%	
W.India	2,812,267.8	252.88	22%	W.India	1,116,797.0	199.17	17%	3,929,064.8	237.61	20%	
WI.Pack	940,017.5	244.45	7%	WI.Pack	1,085,654.1	217.10	16%	2,025,671.6	229.79	10%	
N.India	2,036,167.8	207.18	16%	N.India	510,104.4	174.56	8%	2,546,272.2	200.65	13%	
NI.Pack	455,879.0	210.01	3%	NI.Pack	263,288.9	215.82	4%	719,167.9	212.14	4%	
Packeteers	576,330.9	236.89	4%	Packeteers	338,032.8	169.07	5%	914,363.7	211.82	5%	
C.India	155,177.8	269.88	1%	C.India	89,392.1	218.53	1%	244,569.9	251.11	1%	
Exports	1,305,277.1	262.20	10%	Exports	224,748.5	194.33	3%	1,530,025.6	252.23	8%	
Local	881,732.1	213.16	7%	Local	209,572.6	178.17	3%	1,091,304.7	206.44	6%	
S.India	1,672.0	184.25	0%	S.India	45,019.8	125.05	1%	46,691.8	127.17	0%	
Others	37,041.5	186.05	0%	Others	20,646.6	136.84	0%	57,688.1	168.44	0%	
TOTAL	13,029,390.0	240.53		TOTAL	6,686,693.3	227.33		19,716,083.3	236.05		

ASSAM BATTING ORDER (GTAC+CTTA) Sale 14 TO 27				
MARK	2020-21		2019-20	
	KGS	AVG	KGS	AVG
HOOKHMOL	28337.3	399.03	93330.2	278.43
Hajua	38754.8	394.28	22006.0	248.49
Halmar	67835.1	382.56	141925.7	303.91
DoomurDullung	47196.5	368.12	33364.0	285.88
Kotalgoorie	18888.4	353.94	12522.2	244.22
Dubba	14794.1	353.14		
Gatoonga	86700.5	352.73	144978.8	237.72
Namroop	25121.3	346.27	77891.3	177.37
Ligripookrie	37351.9	344.71		
Dufflating	44171.5	343.03	91949.4	277.87
Harrocharai	11867.6	340.54	42306.1	250.14
Teok	30629.3	339.59	90261.4	193.62
Gelakey	20052.0	339.54	26918.3	249.15
Majull	68041.3	339.04	116231.5	212.58
Deha	33581.2	338.16	71906.4	230.45
Doomni	81974.4	337.35	167910.9	237.32
Rajgarh	34352.0	336.22	37123.7	190.05
Mokrung	41450.1	336.04	59828.4	256.13
Khowang	86055.7	335.87	229454.6	193.71
Banamalie	22685.7	333.46	46425.8	254.46
Deckiajuli	64073.9	332.97	102840.3	261.35
GONESHBARICLONAL	10635.7	332.86	22772.0	209.94
Duklingia	98482.4	331.51	189884.6	224.55
Salkathoni	71681.6	328.90	126832.6	201.73
Shyamguri	99575.9	328.70	101759.2	208.26

*Above 10,000 kgs.