



TATA COFFEE LIMITED ANALYST MEET – FY 2011-12

9th May, 2012



AGENDA

- Q4 Highlights
- FY 2011-12 Highlights
- Business Outlook
- Financial Review

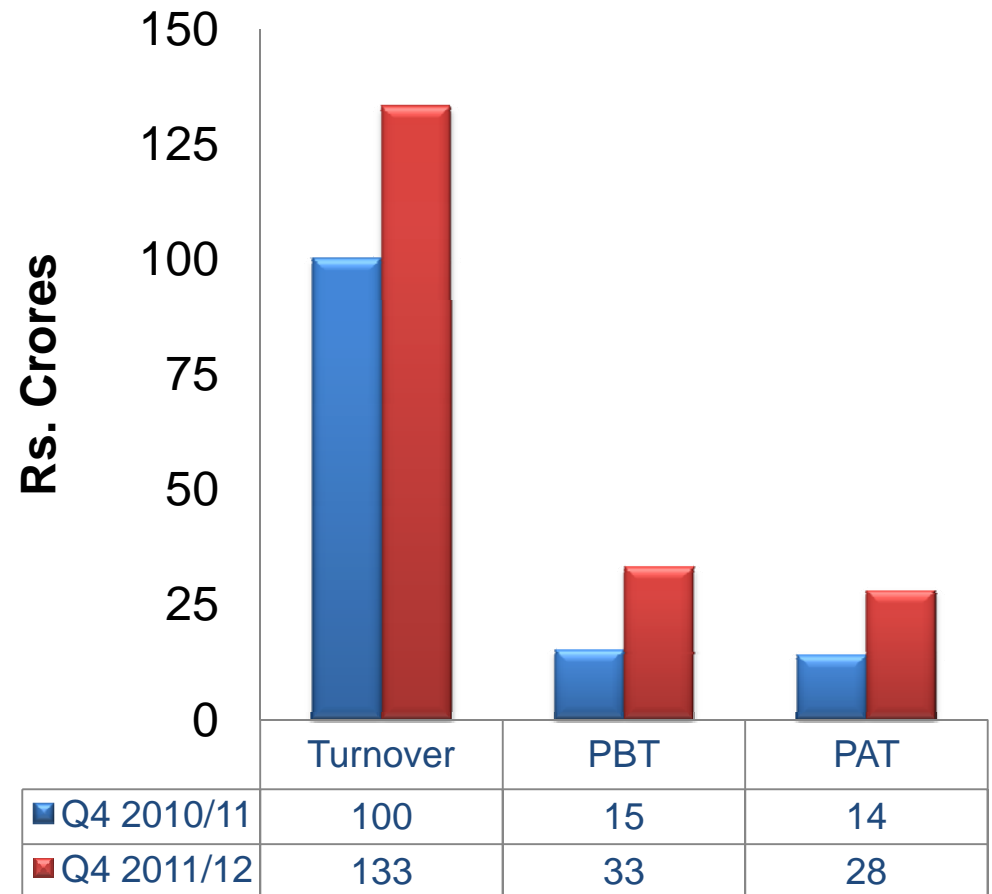
Q4 - HIGHLIGHTS

Q4 Highlights



Turnover, PBT and PAT at all time high levels

- ✓ Turnover at Rs.133 Cr up 33%
- ✓ PBT at Rs 33.35 Cr up 122%
- ✓ PAT at Rs.28.48 Cr up 111%





Q4 Highlights – Instant Coffee

- Production up by 4% over PY.
- Sales realization up by 21% over PY.
- Higher share of Non-Russian markets.
- Better Green Coffee management.
- Efficient GC Price Pass through.
- Lower Power & Fuel cost at ICD-Toopran due to usage of Spent coffee.

Q4 Highlights - Plantation



- Higher sale of Specialty and Certified Coffee
- Higher proportion revenue from value added Pepper
- Tea realizations improving in recent months.

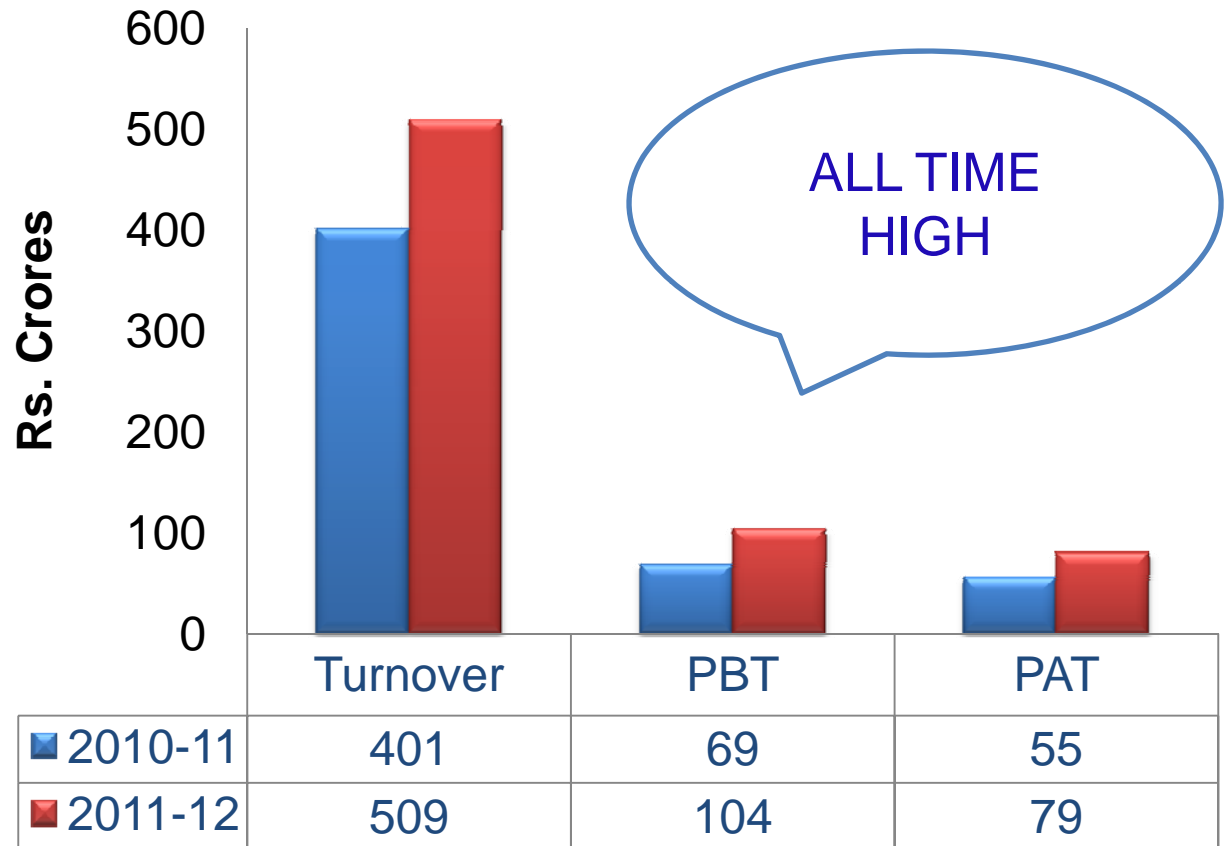


FY 2011-12 HIGHLIGHTS

FY 2011-12 Highlights



- ↑ Sales up by 27%
- ↑ PBT up by 52%
- ↑ PAT up by 44%
- ↑ EPS up by Rs. 12.73
- Rs. 42.22 vs. 29.49





FY 2011-12 Highlights – Instant Coffee

- Sales volume up by 12% over PY
- Higher share of Non-Russian markets (1683 MT)
- 26% increase over PY
- Full Capacity Utilization
- Better Green Coffee management
- Production up by 28% over PY



FY 2011-12 Highlights - Plantation

- Surge in Coffee Terminal rates.
- Higher sale of Specialty and Certified Coffees.
- Higher proportion of production & revenue from value added Pepper.
- Tea realization marginally higher than PY. But impacted due to severe drought especially in Q3 & Q4.

Business Outlook





Business Outlook – Instant Coffee

- Comfortable Order Book position for Q1
- Focus on New markets
- Improved through-put of FDC plant



Business Outlook – Plantation

- Focus on Specialty Coffee
- New State of the Art Pulping facilities in Coffee estates
- Modernization of Tea factories in Anamallais



Business Outlook - Coffee Scenario

- Global consumption maintained 2% growth rate to touch 137 mln bags in spite of high coffee prices.
- Coffee is a biennial crop with alternating years of high and low production, also known as 'ON' and 'OFF' years leading to cyclic supply trends.
- The world's largest supplier, Brazil is harvesting it's biggest 'ON' year crop, although the estimate has been downgraded from 60mln to 55 mln bags. But even at 55 mln bags, the tightness in the market has considerably eased resulting in Arabica prices softening.
- World inventory in Arabica in producing and consuming countries is at an all time low but is expected to build up slightly with the big harvest from Brazil. Robusta inventories which peaked in July 2011, has started declining slowly.

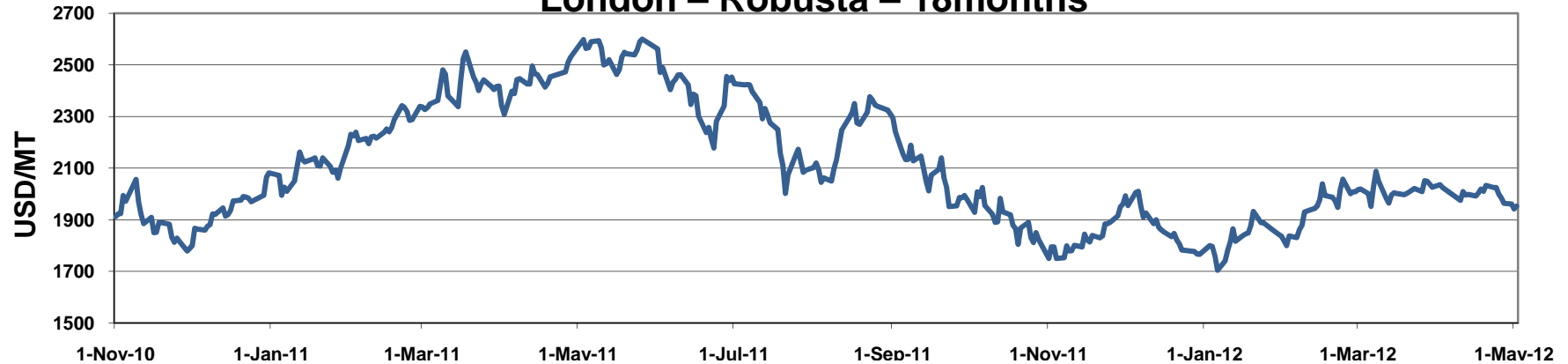


Arabica & Robusta Terminal – 18 months

NY – Arabica – 18months

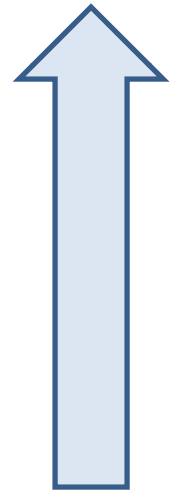
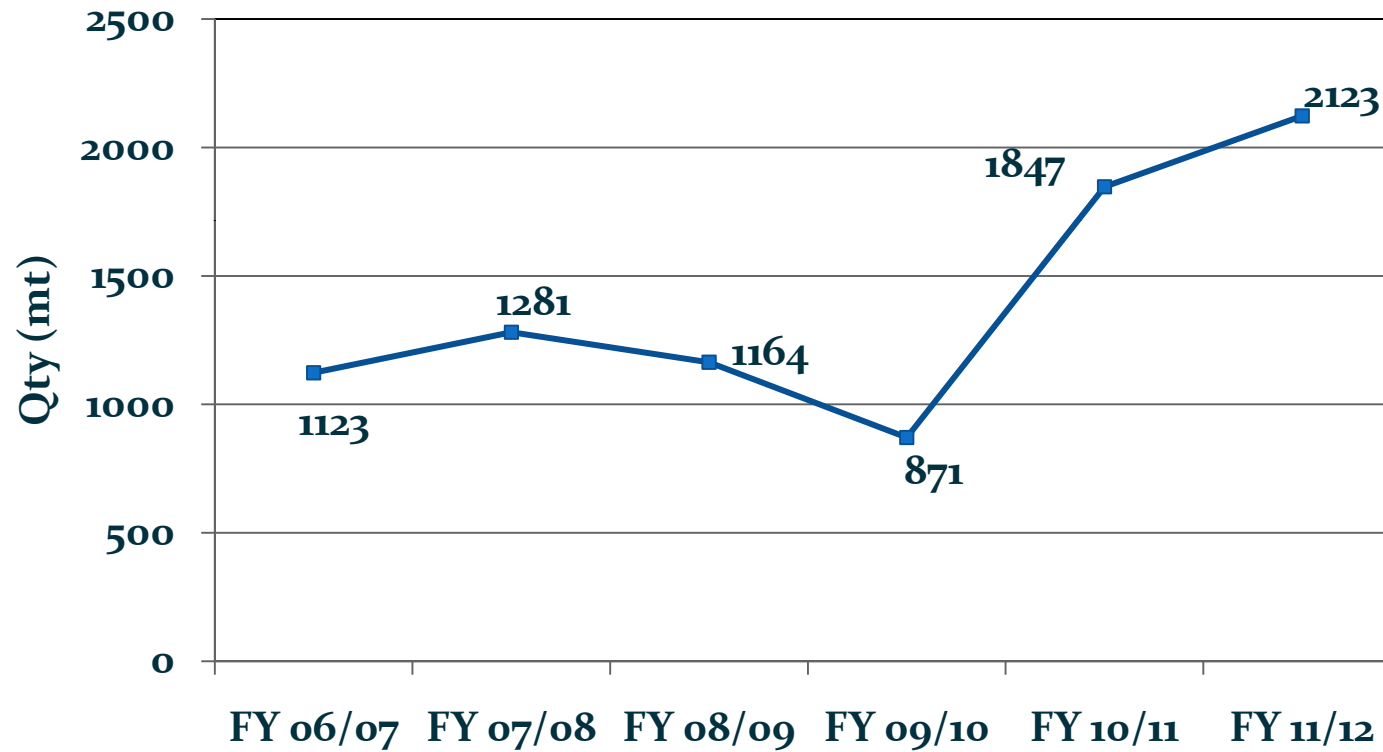


London – Robusta – 18months





Specialty & Certified Sales



Specialty & Certified Sales

- *Key Differentiator for Tata Coffee*



- Growing demand in developed countries for sustainably grown coffees.
 - **ONLY Coffee Plantation Company** with comprehensive Triple Certification leading to differentiation.
- | | | | |
|---------------------|--|---|---|
| Utz | - Efficient Farm Management Practices. |  |  |
| Rainforest Alliance | - Bio-diversity (For Environment Protection) |  |  |
| SA8000 | - Labour standard certification | | |
- High degree of focus on Quality leading to well-established reputation in the premium markets. Large number of National & International Awards year-on-year for quality.
 - Rapidly growing sales to the premium paying market segments for Certified and Specialty coffees.
 - Successful entry into lucrative US market with Washed Robusta.



TCL STANDALONE FINANCIALS



Rs. Lakhs **TATA**

Performance Highlights- Q4-2011/12

PARTICULARS	Q4		Variance	
	2011-12	2010-11	Rs. L	%
Total Operating Income	13,274	10,016	3,258	33
Profit before Ex Var & Int	2,162	1,501	661	44
Exchange Variance	(29)	(13)	(16)	
Interest Charges	(148)	(201)	53	
Profit before Other Income	1,985	1,287	698	54
Other Income	200	217	(17)	
Exceptional Income/ (Expense)	1,113	0	1113	
PBT	3,298	1,504	1,794	119
PAT	2,813	1,353	1,460	108

TATA Coffee Limited



Rs. Lakhs **TATA**

Performance Highlights - FY 2011-12

PARTICULARS	Year Ended		Variance	
	Mar 2012	Mar 2011	Rs. L	%
Total Operating Income	50,852	40,073	10,779	27%
Profit before Ex Var & Int	9,600	5,147	4,453	87%
Exchange Variance	(96)	(964)	868	
Interest Charges	(732)	(1,026)	294	
Profit before Other Income	8,772	3,157	5,615	178%
Other Income	805	2,640	(1,835)	
Exceptional Income/ (Expense)	839	1,066	(227)	
PBT	10,416	6,863	3,553	52%
PAT	7,885	5,508	2,377	43%

TATA Coffee Limited

Profitability Analysis – FY 2011-12



- Increase in Total Income by 27% driven by higher Instant Coffee Volume and better realization in Plantation
- Profit before Exchange Variance and Interest up by 87% - Higher Instant Coffee sales volume, Margins and better coffee realization
- Exchange variance in previous period was on account of Hedge contracts majority of which got matured in last fiscal
- Lower interest on account of cash management benefits and lower borrowings
- Profit before Other Income up by 178% driven by higher Operating Profit and lower interest

TCL - Balance Sheet

Rs. Lakhs



	31 Mar 2012	31 Mar 2011
Sources of Funds		
Shareholders' Funds	45,725	40,301
Loans & Provisions	5,476	10,070
Deferred Tax Liability	1,056	1,337
Total	52,257	51,708
Application of Funds		
Net Fixed Assets	23,141	22,561
Investments	14,564	14,570
Long Term Loans and Advances	4,181	2,415
Net Working Capital	10,371	12,162
Total	52,257	51,708

TATA Coffee Limited



FY 2011-12 Financial Performance- Balance Sheet **TATA**

- Strong Financial Performance leading to sharp reductions in Borrowings from Rs 119 Cr in March 11 to Rs 72 Cr in March 12.
- Increase in working capital is on account of strategic position to go long in GC procurement.
- Sharp increase in Shareholder funds Rs 403 Cr from March 11 to Rs.457 Cr in March 12 driven by higher profits.

Tata Coffee – Ratios



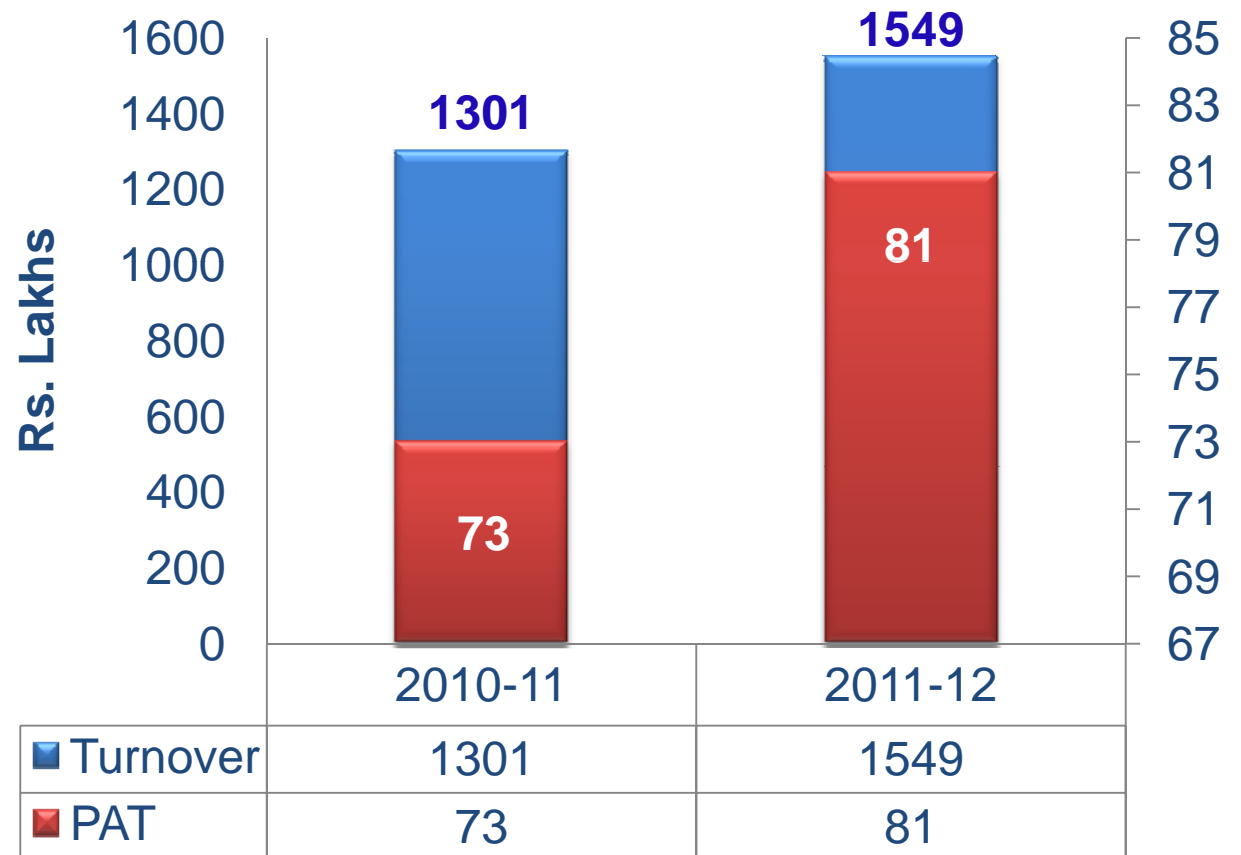
	March 2012	March 2011
ROCE %	21%	14%
Debt Equity Ratio	0.16	0.29
E.P.S. (Rs.)	42.22	29.49
PE Multiple (02/05/2012) (Rs.)	20.28 x	
Market Capitalization (as of 02/05/2012)	Rs.1607 Cr	

TCL Group - FY 2011-12 Highlights



↑ Group Sales up by 19%

↑ Group Profit up by 12%





TCL Group Results - Q4 & FY 2012 Vs 2011

Rs. Lakhs **TATA**

Q4 2011/12	Q4 2010/11		March 2012	March 2011	Variance	%
38,201	33,516	Total Income	154,900	130,136	24,764	19%
(34,277)	(29,522)	Operating Expenditure	(139,421)	(108,847)	(30,574)	
(1,322)	(1,112)	Interest	(4,621)	(5,031)	410	
(268)	23	Investment, Exceptional Income / (Expense)	(865)	776	(1641)	
2,334	2,905	PBT	9,993	17,034	(7,041)	
2,953	2,225	PAT	8,354	10,971	(2,617)	
(70)	(471)	Minority Interest	(235)	(3,715)	3,480	
2,883	1,754	Group Consolidated Net Profit	8,119	7,257	863	12%
15.44	9.39	EPS (Rs.)	43.47	38.85	4.62	

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Thank You