



27th July, 2017

1. The Dy. General Manager
Corporate Relationship Dept.
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street
MUMBAI - 400 001
Scrip Code No: 532301

2. The Secretary
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor
Plot No.C/1, G. Block
Bandra-Kurla Complex
Bandra (E)
MUMBAI – 400 051
Scrip symbol: TATACOFFEE

Dear Sir(s),

Sub: Press Release – 27th July, 2017

Please find enclosed a copy of the Press Release dated 27th July, 2017 issued by the Company in relation to the Financial Results for the quarter ended 30th June, 2017.

Please take the same on record.

Thanking you,

Yours faithfully
For **Tata Coffee Limited**

Anantha Murthy N
Head – Legal & Company Secretary

Encl: as above

TATA COFFEE LIMITED

57 Railway Parallel Road, Kumara Park West Bengaluru 560 020
Tel: 91 80 23560695 - 97 23561976 - 81 Fax: 91 80 23341843
Registered Office: Pollibetta 571 215 South Kodagu Karnataka India
Corporate Identity Number (CIN) -L01131KA1943PLC000833
Website address - www.tatacoffee.com



July 27, 2017

Tata Coffee Limited announces results for Q1, FY 2017-18

Tata Coffee Limited announced its results for the first quarter ended June 30, 2017, this evening.

Standalone Results

The Company's Total Income was at Rs. 186 Crores compared to Rs. 210 Crores of the corresponding quarter of the previous year. This has been on account of a reduction in sales volumes of Instant Coffee and Plantation products.

Plantation crop was impacted due to a shortfall in rain last year resulting in lower crop available for sale. Being an export led business export realization was also lower due to the appreciation of the Rupee.

The revenue from the Instant Coffee/Value Added business of the Company was at Rs. 112 Crores compared to Rs. 118 Crores for the corresponding quarter of the previous year. The operating profits of Instant Coffee/Value Added business were lower at Rs. 12 Crores compared to Rs. 23 Crores on lower Sales Volumes, exchange rate movement, mix and higher input costs.

The Plantations segment in the current quarter reported revenue of Rs 74 Crores compared to Rs.90 Crores, impacted by lower volume available for sale. The operating profits at Rs 18 crores are marginally higher due to improved performance of Tea segment.

The Company's focus on cost management and other mitigating actions like differentiation, customer focus and investment in long term sustainability measures have minimized the impact of above external factors on the quarterly performance. The Company's Standalone Profit before Tax for the current quarter is at Rs 31 Crores vis a vis Rs 36 Crores and Profit after tax is at Rs 24 Crores compared to Rs 27 crores for the corresponding quarter of the previous year.

Quarter ended June 2017-Stand Alone

- **Total Income for the period at Rs. 186 Crores Vs Rs.210 Crores.**
- **Profit before Tax at Rs. 31 Crores Vs Rs. 36 Crores**
- **Net Profit for the quarter at Rs.24 Crores Vs Rs.27 Crores.**



TATA COFFEE LIMITED

57 Railway Parallel Road, Kumara Park West Bengaluru 560 020
Tel: 91 80 23560695 - 97 23561976 - 81 Fax: 91 80 23341843
Registered Office: Pollibetta 571 215 South Kodagu Karnataka India
Corporate Identity Number (CIN) -L01131KA1943PLC000833
Website address - www.tatacoffee.com



Consolidated Results

The Company's Total Income was at Rs. 372 Crores for the current quarter compared to Rs. 430 Crores for the corresponding quarter of the previous year, on lower Standalone revenue as well as lower Sales Volumes recorded of Eight O' Clock Coffee (EOC) during the current quarter on account of intense competitive pressures.

The Consolidated Profit before tax is lower at Rs. 63 Crores compared to Rs. 91 Crores of the previous period due to lower profits of the standalone operations as well as that of Eight O' Clock Coffee. EOC had the benefit of lower input costs in the previous year.

The Consolidated Profit after tax for the current quarter is at Rs.45 Crores compared to Rs. 64 Crores for the corresponding quarter of the previous year and consequently, the Consolidated Group Net Profit, net of non-controlling interest, is at Rs. 34 Crores compared to Rs.46 Crores in the corresponding quarter of the previous year.

Quarter ended June 2017-Consolidated

- **Total Income for the quarter at Rs. 372 Crores Vs Rs.430 Crores.**
- **Group Consolidated Profit before tax at Rs. 63 Crores vs Rs.91 Crores.**
- **Group Consolidated Net Profit, post non-controlling interest, at Rs. 34 crores Vs Rs.46 Crores.**

Commentary

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director, Tata Coffee Limited, said – "The results for the Quarter have been impacted due to soft terminals, rupee appreciation and lower crop harvested in the previous year due to low rainfall. The company continues to focus on customer centricity as its core theme and has added new premium customers and has introduced customized blends in the quarter. While climate vagaries continue to cause concern, the company has also invested substantially in improving its Irrigation back up facilities and sound agronomy practices. The company has also continued its focus on expanding the Pepper crop.



TATA COFFEE LIMITED

57 Railway Parallel Road, Kumara Park West Bengaluru 560 020
Tel: 91 80 23560695 - 97 23561976 - 81 Fax: 91 80 23341843
Registered Office: Pollibetta 571 215 South Kodagu Karnataka India
Corporate Identity Number (CIN) -L01131KA1943PLC000833
Website address - www.tatacoffee.com



Tata Coffee continues its thrust on its Instant Coffee portfolio through efforts on enhanced sales in key geographies, customized blends and strengthening customer relationships. The Vietnam project is making satisfactory progress.

In the Tea category, the Company's project of converting one of its CTC factories to premium Orthodox facility is nearing completion".

Sustainability

Tata Coffee is committed to the use of sustainable practices in various areas of plantations, including irrigation and water management. This focus has also now extended to the instant coffee operations, including significant use of renewable energy (Wind and Solar) at the Theni manufacturing unit.

About TATA Coffee Limited

Tata Coffee is a subsidiary of Tata Global Beverages Limited. It is Asia's largest integrated coffee company, the 2nd largest exporter of Instant Coffee and foremost producer of Specialty Coffee in India. The Company produces more than 10,000 MT of shade grown Arabica and Robusta coffees at its 19 estates in South India and its two Instant Coffee manufacturing facilities have a combined installed capacity of 8400 MT. It exports Green Coffee to countries in Europe, Asia, Middle East and North America. Tata Coffee's farms are triple certified: Utz, Rainforest Alliance and SA 8000 reinforcing its commitment to the people and the environment.

VAS



TATA COFFEE LIMITED

57 Railway Parallel Road, Kumara Park West Bengaluru 560 020
Tel: 91 80 23560695 - 97 23561976 - 81 Fax: 91 80 23341843
Registered Office: Pollibetta 571 215 South Kodagu Karnataka India
Corporate Identity Number (CIN) -L01131KA1943PLC000833
Website address - www.tatacoffee.com