

# TATA COFFEE LIMITED

## AUDITED STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2014

Part I :

(Rs. In Lakhs)

| Particulars   | Quarter ended<br>December 31, | Quarter ended<br>September 30, | Quarter ended<br>December 31, | Nine Months ended 31st<br>December |              | Year Ended<br>31st March |
|---|-------------------------------|--------------------------------|-------------------------------|------------------------------------|--------------|--------------------------|
|   | 2014                          | 2014                           | 2013                          | 2014                               | 2013         | 2014                     |
| <b>Income from operations</b>   |                               |                                |                               |                                    |              |                          |
| a. Income from operations (Net of excise duty)  | 14516                         | 16471                          | 14571                         | 46901                              | 47026        | 62158                    |
| b. Other operating income   | 913                           | 1087                           | 755                           | 2893                               | 1982         | 2934                     |
| <b>Total income from operations (net)</b>   | <b>15429</b>                  | <b>17558</b>                   | <b>15326</b>                  | <b>49794</b>                       | <b>49008</b> | <b>65092</b>             |
| <b>Expenses</b>   |                               |                                |                               |                                    |              |                          |
| a. Cost of materials consumed   | 5678                          | 5880                           | 5944                          | 17242                              | 16740        | 20937                    |
| b. Purchases of stock-in-trade  | 568                           | 1002                           | 530                           | 2646                               | 2308         | 3396                     |
| c. Changes in inventories of Finished goods,<br>Work-in-progress and Stock-in-trade     | (691)                         | 1147                           | (2357)                        | 69                                 | (4458)       | (3055)                   |
| d. Employee Benefits Expense  | 3894                          | 3510                           | 3648                          | 10900                              | 10195        | 13824                    |
| e. Depreciation and amortization expense  | 567                           | 547                            | 553                           | 1632                               | 1509         | 2051                     |
| f. Other expenses   | 3607                          | 3588                           | 3975                          | 11116                              | 12351        | 16143                    |
| <b>Total expenses</b>   | <b>13623</b>                  | <b>15674</b>                   | <b>12293</b>                  | <b>43605</b>                       | <b>38645</b> | <b>53296</b>             |
| <b>Profit from operations before Other income, Finance costs and Exceptional items</b>  | <b>1806</b>                   | <b>1884</b>                    | <b>3033</b>                   | <b>6189</b>                        | <b>10363</b> | <b>11796</b>             |
| Other income  | 1844                          | 326                            | 260                           | 2515                               | 3269         | 3518                     |
| <b>Profit from ordinary activities before Finance costs and Exceptional items</b>       | <b>3650</b>                   | <b>2210</b>                    | <b>3293</b>                   | <b>8704</b>                        | <b>13632</b> | <b>15314</b>             |
| Less: Finance costs   | 302                           | 248                            | 144                           | 772                                | 364          | 491                      |
| <b>Profit from ordinary activities after Finance Costs but before Exceptional items</b> | <b>3348</b>                   | <b>1962</b>                    | <b>3149</b>                   | <b>7932</b>                        | <b>13268</b> | <b>14823</b>             |
| Add (+) /Less (-): Exceptional Items  | 0                             | 0                              | 0                             | 0                                  | 0            | 0                        |
| <b>Profit from ordinary activities before Tax</b>                                       | <b>3348</b>                   | <b>1962</b>                    | <b>3149</b>                   | <b>7932</b>                        | <b>13268</b> | <b>14823</b>             |
| <b>Tax Expense</b>  | <b>982</b>                    | <b>412</b>                     | <b>1002</b>                   | <b>2142</b>                        | <b>3958</b>  | <b>4166</b>              |
| <b>Net Profit from ordinary activities after Tax</b>                                    | <b>2366</b>                   | <b>1550</b>                    | <b>2147</b>                   | <b>5790</b>                        | <b>9310</b>  | <b>10657</b>             |
| Extraordinary items (net of tax expense)  | 0                             | 0                              | 0                             | 0                                  | 0            | 0                        |
| <b>Net Profit for the period</b>  | <b>2366</b>                   | <b>1550</b>                    | <b>2147</b>                   | <b>5790</b>                        | <b>9310</b>  | <b>10657</b>             |
| Paid-up Equity Share Capital (Face Value Rs. 10/- each)                                 | 1867.70                       | 1867.70                        | 1867.70                       | 1867.70                            | 1867.70      | 1867.70                  |
| Reserves excluding Revaluation Reserve  |                               |                                |                               |                                    |              | 58522                    |
| Basic & Diluted Earning per Share (Rs per Share)  | 12.67                         | 8.30                           | 11.50                         | 31.00                              | 49.85        | 57.06                    |

### Part II : A

#### PARTICULARS OF SHAREHOLDING

##### 1) Public shareholding

|                            |         |         |         |         |         |         |
|----------------------------|---------|---------|---------|---------|---------|---------|
| Number of shares           | 7941055 | 7941055 | 7941055 | 7941055 | 7941055 | 7941055 |
| Percentage of shareholding | 42.52%  | 42.52%  | 42.52%  | 42.52%  | 42.52%  | 42.52%  |

##### 2) Promoters and Promoter Group Shareholding

###### a) Pledged/Encumbered

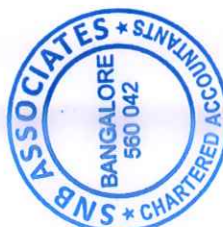
|  |         |         |        |         |        |         |
|--|---------|---------|--------|---------|--------|---------|
| Number of shares   | 3100040 | 3100040 | 210000 | 3100040 | 210000 | 3100040 |
| Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 28.88%  | 28.88%  | 1.96%  | 28.88%  | 1.96%  | 28.88%  |
| Percentage of shares (as a % of the total share capital of the company)                | 16.60%  | 16.60%  | 1.12%  | 16.60%  | 1.12%  | 16.60%  |

###### b) Non-encumbered

|  |         |         |          |         |          |         |
|--|---------|---------|----------|---------|----------|---------|
| Number of shares   | 7635942 | 7635942 | 10525982 | 7635942 | 10525982 | 7635942 |
| Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 71.12%  | 71.12%  | 98.04%   | 71.12%  | 98.04%   | 71.12%  |
| Percentage of shares (as a % of the total share capital of the company)                | 40.88%  | 40.88%  | 56.36%   | 40.88%  | 56.36%   | 40.88%  |

### Part II : B

| Particulars                                    | 3 months ended<br>31.12.2014 |
|--|------------------------------|
| <b>INVESTOR COMPLAINTS</b>                     |                              |
| Pending at the beginning of the quarter        | 0                            |
| Received during the quarter                    | 2                            |
| Disposed of during the quarter                 | 2                            |
| Remaining unresolved at the end of the quarter | 0                            |



## STANDALONE NOTES

1. (a) Income from Operations for the quarter and nine months ended 31<sup>st</sup> December 2014 is at Rs.154 crores and Rs.498 crores respectively compared to Rs.153 crores and Rs.490 crores for the corresponding quarter and nine months of the previous year.  
  
(b) The Income from Value Added Products Segment for the quarter has shown an increase compared to corresponding quarter of Previous Year, driven by higher volumes. With respect to Plantation Segment, both Income and Profitability have been impacted on account of lower Plantation output caused by adverse weather and biennial nature of the crops.  
  
(c) The Net Profit for the quarter and nine months ended 31<sup>st</sup> December 2014 is at Rs.24 crores and Rs.58 crores respectively compared to Rs.21 crores and Rs.93 crores for the corresponding quarter and nine months of the previous year.
2. The Company, in the current year has accounted for the value of the wind fallen/extracted timber and has assigned values to such trees based on Management's estimate of net realizable value. This has resulted in the Profit before Tax being higher for the Quarter and nine months by Rs.0.21 crores and Rs.7.11 crores respectively.
3. The Company is in the process of subdividing of its Equity Share Capital from the face value of Rs. 10/- each per share to Re. 1/- per share. The consent of the shareholders for subdivision has been obtained through Postal Ballot and the record date for this purpose has been fixed as 27th January 2015 in consultation with the Depositories and Stock Exchanges.
4. The High Court of Karnataka has vide its order dated 20th November 2014, approved the scheme of Merger of the Company's Wholly Owned Subsidiary – Alliance Coffee Limited with the Company with effect from 1st April 2013. Accordingly, the standalone results of the Company for the period ended December 2014 incorporate the results of Alliance Coffee Ltd and the impact of this on the Profit after Tax is Rs. 0.04 Crores.
5. In view of the seasonal nature of the Plantation activity, as per policy consistently followed, a portion of the Company's plantation related costs have been carried forward and will be charged during the period when the crop is harvested.
6. The figures for the previous periods are regrouped /re-arranged wherever necessary.
7. The aforementioned results were reviewed by the Audit Committee of the Board and subsequently taken on record by the Board of Directors at its Meeting held on 24<sup>th</sup> January, 2015.

For TATA COFFEE LIMITED



HARISH BHAT  
Chairman

Place: Bangalore.

Date: 24<sup>th</sup> January, 2015.

**Independent Auditor's Report on quarterly and year to date Financial Results of the  
Tata Coffee Ltd Pursuant to the Clause 41 of the Listing Agreement**

**To  
The Board of Directors  
Tata Coffee Ltd**

We have audited the quarterly financial results of Tata Coffee Ltd (the Company) for the quarter ended 31<sup>st</sup> December 2014 and year to date financial results for the period from 1<sup>st</sup> April 2014 to 31<sup>st</sup> December 2014, attached herewith, being submitted by the company pursuant to the requirement of clause 41 of the Listing Agreement except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from the records furnished to us by the management and have not been audited by us. These quarterly financial results have been prepared on the basis of the interim financial statements, which are the responsibility of the company's management. Our responsibility is to express an opinion on these financial results based on our audit of such interim financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, issued under Companies (Accounting Standards) Rules, 2006 which continue to apply under section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

Without qualifying our opinion, we draw attention to,

Note no 2 regarding valuation of wind fallen/extracted timber based on management estimate of net realizable value resulting in profit before tax being higher for the quarter and Nine months by Rs 21 lakhs and Rs 711 lakhs respectively

In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results:

(i) are presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and



# SNB ASSOCIATES

Chartered Accountants



(ii) give a true and fair view of the net profit and other financial information for the quarter ended 31<sup>st</sup> December 2014 as well as year to date results for the period from 1<sup>st</sup> April 2014 to 31<sup>st</sup> December 2014.

Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding as furnished by the company in terms of Clause 35 of the listing agreements with the stock exchanges and particulars relating to investor complaints disclosed in part II – select information for the Quarter and Nine months ended 31<sup>st</sup> December, 2014 of the statement, from the details furnished by the company's Registrars.

For SNB Associates  
Chartered Accountants

S.LAKSHMANAN

Partner

Membership No : 20045

(Firm Registration No: 015682N)



Place: Bangalore

Date : 24/01/2015

# TATA COFFEE LIMITED

## UNAUDITED CONSOLIDATED STATEMENT OF FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2014

### Part I :

(Rs.in.Lakhs)

| Particulars   | Quarter ended<br>December 31, | Quarter ended<br>September 30, | Quarter ended<br>December 31, | Nine Months ended 31st December |               | Year Ended<br>31st March |
|---|-------------------------------|--------------------------------|-------------------------------|---------------------------------|---------------|--------------------------|
|   | 2014                          | 2014                           | 2013                          | 2014                            | 2013          | 2014                     |
| <b>Income from operations</b>   |                               |                                |                               |                                 |               | <b>(AUDITED)</b>         |
| a. Income from operations (Net of excise duty)  | 40303                         | 40553                          | 37457                         | 116605                          | 123676        | 161103                   |
| b. Other operating income   | 2348                          | 3488                           | 1736                          | 7539                            | 4313          | 6614                     |
| <b>Total income from operations (net)</b>   | <b>42651</b>                  | <b>44041</b>                   | <b>39193</b>                  | <b>124144</b>                   | <b>127989</b> | <b>167717</b>            |
| <b>Expenses</b>   |                               |                                |                               |                                 |               |                          |
| a. Cost of materials consumed   | 16504                         | 15642                          | 15356                         | 43996                           | 47705         | 57975                    |
| b. Purchases of stock-in-trade  | 568                           | 1002                           | 530                           | 2646                            | 2308          | 3396                     |
| c. Changes in inventories of Finished goods,<br>Work-in-progress and Stock-in-trade         | (1078)                        | (418)                          | (3321)                        | (1289)                          | (6054)        | (2151)                   |
| d. Employee Benefits Expense  | 6911                          | 6460                           | 6405                          | 19194                           | 18298         | 24328                    |
| e. Depreciation and amortization expense  | 1458                          | 1394                           | 1251                          | 4123                            | 3494          | 4859                     |
| f. Sales Promotion & Selling Expenses   | 7773                          | 7504                           | 8546                          | 20919                           | 24400         | 31742                    |
| g. Other expenses   | 4771                          | 4618                           | 5237                          | 14200                           | 15933         | 21205                    |
| <b>Total expenses</b>   | <b>36907</b>                  | <b>36202</b>                   | <b>34004</b>                  | <b>103789</b>                   | <b>106084</b> | <b>141354</b>            |
| <b>Profit from operations before Other income, Finance costs<br/>and Exceptional items</b>  | <b>5744</b>                   | <b>7839</b>                    | <b>5189</b>                   | <b>20355</b>                    | <b>21905</b>  | <b>26363</b>             |
| Other income  | 275                           | 327                            | 261                           | 948                             | 951           | 1204                     |
| <b>Profit from ordinary activities before Finance costs and<br/>Exceptional items</b>       | <b>6019</b>                   | <b>8166</b>                    | <b>5450</b>                   | <b>21303</b>                    | <b>22856</b>  | <b>27567</b>             |
| Less: Finance costs   | 1085                          | 1051                           | 965                           | 3102                            | 2725          | 3693                     |
| <b>Profit from ordinary activities after Finance Costs but before<br/>Exceptional items</b> | <b>4934</b>                   | <b>7115</b>                    | <b>4485</b>                   | <b>18201</b>                    | <b>20131</b>  | <b>23874</b>             |
| Add (+) /Less (-): Exceptional Items  | 0                             | 0                              | (313)                         | 0                               | (9399)        | (10229)                  |
| <b>Profit/(Loss) from ordinary activities before Tax</b>                                    | <b>4934</b>                   | <b>7115</b>                    | <b>4172</b>                   | <b>18201</b>                    | <b>10732</b>  | <b>13645</b>             |
| Tax Expense   | 2075                          | 2198                           | (1206)                        | 6242                            | 2286          | 3286                     |
| <b>Net Profit/(Loss) from ordinary activities after Tax</b>                                 | <b>2859</b>                   | <b>4917</b>                    | <b>5378</b>                   | <b>11959</b>                    | <b>8446</b>   | <b>10359</b>             |
| Extraordinary items (net of tax expense)  | 0                             | 0                              | 0                             | 0                               | 0             | 0                        |
| <b>Net Profit/(Loss) for the period</b>   | <b>2859</b>                   | <b>4917</b>                    | <b>5378</b>                   | <b>11959</b>                    | <b>8446</b>   | <b>10359</b>             |
| Add : Share of Profit/(Loss) from Associate   | 0                             | 0                              | 0                             | 0                               | (2406)        | (2406)                   |
| Less : Minority Interest in Consolidated Profit   | 1029                          | 1681                           | 1612                          | 3862                            | (476)         | (195)                    |
| <b>Group Consolidated Net Profit/(Loss)</b>   | <b>1830</b>                   | <b>3236</b>                    | <b>3766</b>                   | <b>8097</b>                     | <b>6516</b>   | <b>8148</b>              |
| Paid-up Equity Share Capital (Face Value Rs.10/- each)                                      | 1867.70                       | 1867.70                        | 1867.70                       | 1867.70                         | 1867.70       | 1867.70                  |
| Reserves excluding Revaluation Reserve  |                               |                                |                               |                                 |               | 66266                    |
| Basic & Diluted Earning per Share (Rs Per Share)  | 9.80                          | 17.33                          | 20.17                         | 43.35                           | 34.89         | 43.62                    |

### Part II : A

|   |         |         |          |         |          |         |
|---|---------|---------|----------|---------|----------|---------|
| <b>PARTICULARS OF SHAREHOLDING</b>  |         |         |          |         |          |         |
| 1) Public Shareholding  |         |         |          |         |          |         |
| Number of Shares  | 7941055 | 7941055 | 7941055  | 7941055 | 7941055  | 7941055 |
| Percentage of shareholding  | 42.52%  | 42.52%  | 42.52%   | 42.52%  | 42.52%   | 42.52%  |
| 2) Promoters and promoter group Shareholding  |         |         |          |         |          |         |
| a) Pledged/Encumbered   |         |         |          |         |          |         |
| Number of shares  | 3100040 | 3100040 | 210000   | 3100040 | 210000   | 3100040 |
| Percentage of shares (as a % of the total shareholding of promoter<br>and promoter group) | 28.88%  | 28.88%  | 1.96%    | 28.88%  | 1.96%    | 28.88%  |
| Percentage of shares (as a % of the total share capital of the<br>company)                | 16.60%  | 16.60%  | 1.12%    | 16.60%  | 1.12%    | 16.60%  |
| b) Non-encumbered   |         |         |          |         |          |         |
| Number of shares  | 7635942 | 7635942 | 10525982 | 7635942 | 10525982 | 7635942 |
| Percentage of shares (as a % of the total shareholding of promoter<br>and promoter group) | 71.12%  | 71.12%  | 98.04%   | 71.12%  | 98.04%   | 71.12%  |
| Percentage of shares (as a % of the total share capital of the<br>company)                | 40.88%  | 40.88%  | 56.36%   | 40.88%  | 56.36%   | 40.88%  |

### Part II : B

|  |                                      |
|--|--------------------------------------|
| <b>Particulars</b>                             | <b>3 months ended<br/>31.12.2014</b> |
| <b>B) INVESTOR COMPLAINTS</b>                  |                                      |
| Pending at the beginning of the quarter        | 0                                    |
| Received during the quarter                    | 2                                    |
| Disposed of during the quarter                 | 2                                    |
| Remaining unresolved at the end of the quarter | 0                                    |



*[Signature]*



## CONSOLIDATED NOTES

1. (a) Income from Operations for the quarter and nine months ended 31<sup>st</sup> December 2014 is at Rs.427 crores and Rs.1241 crores respectively compared to Rs.392 crores and Rs.1280 crores for the corresponding quarter and nine months of the previous year.  
  
(b) The Profit before Tax for the quarter is at Rs.49 crores compared to Rs. 42 crores for the corresponding quarter of the previous year.  
  
(c) With respect to Plantation Segment, both Income and Profitability have been impacted on account of lower Plantation output caused by adverse weather and biennial nature of the crops.  
  
(d) The Group Consolidated Net Profit for the nine months ended 31st December, 2014 is at Rs.81 crores compared to Rs.65 crores for the corresponding period of the previous year.
2. During the quarter, Consolidated Coffee Inc, recorded a total income of USD 42 million compared to USD 37 million for the corresponding quarter of the previous year, driven largely by higher volumes.
3. The Company, in the current year has accounted for the value of the wind fallen/extracted timber and has assigned values to such trees based on Management's estimate of net realizable value. This has resulted in the Profit before Tax being higher for the Quarter and nine months by Rs.0.21 crores and Rs.7.11 crores respectively.
4. The Company is in the process of subdividing of its Equity Share Capital from the face value of Rs. 10/- each per share to Re. 1/- per share. The consent of the shareholders for subdivision has been obtained through Postal Ballot and the record date for this purpose has been fixed as 27th January 2015 in consultation with the Depositories and Stock Exchanges.
5. The High Court of Karnataka has vide its order dated 20th November 2014, approved the scheme of Merger of the Company's Wholly Owned Subsidiary – Alliance Coffee Limited with the Company with effect from 1st April 2013.
6. The summarized figures for Tata Coffee Limited as a standalone entity are:

|                               | Quarter ended 31 <sup>st</sup> Dec | Quarter ended 30th Sep | Quarter ended 31st Dec | Nine Months ended 31st Dec | Nine Months ended 31st Dec | Year ended 31st March |
|-------------------------------|------------------------------------|------------------------|------------------------|----------------------------|----------------------------|-----------------------|
|                               | 2014                               | 2014                   | 2013                   | 2014                       | 2013                       | 2014                  |
| Total Income (Rs Crores)      | 154                                | 176                    | 153                    | 498                        | 490                        | 651                   |
| Profit before Tax (Rs Crores) | 33                                 | 20                     | 31                     | 79                         | 133                        | 148                   |
| Profit after Tax (Rs Crores)  | 24                                 | 16                     | 21                     | 58                         | 93                         | 107                   |
| Earnings per share (Rs)       | 12.67                              | 8.30                   | 11.50                  | 31.00                      | 49.85                      | 57.06                 |

7. The figures for the previous periods are regrouped / re-arranged wherever necessary.
8. The aforementioned results were reviewed by the Audit Committee of the Board and subsequently taken on record by the Board of Directors at its Meeting held on 24<sup>th</sup> January, 2015.

For TATA COFFEE LIMITED



HARISH BHAT  
Chairman

Place: Bangalore.

Date: 24<sup>th</sup> January, 2015

**Independent Auditor's Review Report**

To  
The Board of Directors  
Tata Coffee Ltd

We have reviewed the accompanying statement of unaudited consolidated statement of financial results of Tata Coffee Ltd (the Company) and its subsidiary (together the Group) for the quarter ended 31<sup>st</sup> December 2014 and year to date financial results for the period from 1<sup>st</sup> April 2014 to 31<sup>st</sup> December 2014, attached herewith, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from the records furnished to us by the management and have not been reviewed by us. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Engagements to review financial information issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of the company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

We did not review the interim financial statements of a subsidiary included in the consolidated financial results whose interim financial statements reflect total assets (net) of Rs. 160602 lakhs as at 31<sup>st</sup> December 2014 as well as total revenue (net) of Rs. 27221 Lakhs and Rs. 74350 Lakhs respectively for the quarter and nine months ended 31<sup>st</sup> December 2014 and profit after tax of Rs. 2062 Lakhs and Rs. 7736 lakhs respectively for the quarter and nine months ended 31<sup>st</sup> December 2014 as considered in the consolidated financial results. These interim financial results and other financial information have been limited reviewed by the other auditor and we have relied on the same. Our opinion on the financial results for the period ended 31<sup>st</sup> December 2014 to the extent they have been derived from such interim financial results is based solely on the report of the other auditors.

Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying statement of unaudited Consolidated financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For SNB Associates  
Chartered Accountants

  
S.LAKSHMANAN  
Partner

Membership No: 20045  
(Firm Registration No: 015682N)



Place: Bangalore  
Date : 24/01/2015



**TATA COFFEE LIMITED**  
**Consolidated Segment wise Revenue, Results and Capital Employed**  
**for the Quarter/Nine months ended 31st December 2014**

| PARTICULARS  | Rs. in lakhs   |   |  |   |                 |  |
|--|--|---|--|---|-----------------|--|
|  | Quarter ended<br>December 31,<br>2014<br>(UNAUDITED) | Quarter ended<br>September 30,<br>2014<br>(UNAUDITED) | Quarter ended<br>December 31,<br>2013<br>(UNAUDITED) | Nine months ended December<br>2014<br>(UNAUDITED) |                 | Year ended<br>March 31,<br>2014<br>(AUDITED) |
|  |  |   |  |   |                 |  |
| <b>I. Segment Revenue</b>  |  |   |  |   |                 |  |
| 1 Plantations  | 5,815  | 7,680   | 7,310  | 21,344  | 24,497          | 30,041                                       |
| 2 Value Added Products   | 37,088   | 36,482  | 32,198   | 1,03,353  | 1,04,181        | 1,38,502                                     |
| 3 Unallocated  | 2  | 81  | 7  | 80  | 10              | 32   |
| Total  | 42,905   | 44,243  | 39,515   | 1,24,777  | 1,28,688        | 1,68,575                                     |
| Less: Inter Segment Revenue  | 254  | 202   | 322  | 633   | 699             | 858  |
| <b>Net Revenue from Operations</b>                                     | <b>42,651</b>  | <b>44,041</b>   | <b>39,193</b>  | <b>1,24,144</b>                                   | <b>1,27,989</b> | <b>1,67,717</b>                              |
| <b>II. Segment Results</b>   |  |   |  |   |                 |  |
| 1 Plantations  | 674  | 740   | 1,974  | 3,040   | 7,025           | 7,748  |
| 2 Value Added Products   | 5,155  | 7,095   | 3,240  | 17,417  | 15,211          | 19,445                                       |
| Add / (Less)   |  |   |  |   |                 |  |
| (i) Interest   | (1,085)  | (1,051)   | (965)  | (3,102)   | (2,725)         | (3,693)                                      |
| (ii) Other Un-allocable items, Investment Income and Exceptional items | 190  | 331   | (77)   | 846   | (8,779)         | (9,855)                                      |
| <b>Profit / (Loss) before Tax</b>                                      | <b>4,934</b>   | <b>7,115</b>  | <b>4,172</b>   | <b>18,201</b>                                     | <b>10,732</b>   | <b>13,645</b>                                |
| <b>III. Capital Employed</b><br>(Segment Assets - Segment Liabilities) |  |   |  |   |                 |  |
| 1 Plantations  | 24,955   | 22,819  | 20,968   | 24,955  | 20,968          | 23,603                                       |
| 2 Value Added Products   | 80,572   | 78,863  | 72,237   | 80,572  | 72,237          | 70,820                                       |
| 3 Unallocated  | (186)  | 871   | 1,121  | (186)   | 1,121           | (2,401)                                      |
| <b>Total</b>   | <b>1,05,341</b>                                      | <b>1,02,553</b>                                       | <b>94,326</b>  | <b>1,05,341</b>                                   | <b>94,326</b>   | <b>92,022</b>                                |

**Notes:**

- 1 Plantations includes Cultivation, Manufacture and sale of Coffee and Other Plantation Crops. Value Added Products includes Production and Sale of Roasted & Ground and Instant Coffee Products.
- 2 The segment wise revenue, results and capital employed figures relate to the respective amounts directly identifiable to each of the segments. Unallocable expenditure include expenses incurred on common services at the Corporate level.
- 3 The figures for the previous periods / years are re-grouped / re-arranged wherever necessary.



For TATA COFFEE LIMITED

HARISH BHAT  
Chairman

Place: Bangalore  
Date: 24th January 2015