



25<sup>th</sup> October, 2019

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, 5<sup>th</sup> Floor  
Plot No.C/1, G. Block  
Bandra-Kurla Complex  
Bandra (E)  
**MUMBAI – 400 051**  
Scrip symbol: TATACOFFEE

Dear Sir(s),

**Sub: Press Release – 25<sup>th</sup> October, 2019**

Please find enclosed a copy of the Press Release dated 25<sup>th</sup> October, 2019 issued by the Company in relation to the Financial Results for the quarter ended 30<sup>th</sup> September, 2019.

Please take the same on record.

Thanking you,

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](http://www.tatacoffee.com)



October 25, 2019

## Tata Coffee Limited announces results for Quarter ended September 30, 2019

### Overall Increase in Total Income in Quarter 2 FY 2019-20

Tata Coffee Limited [TCL] announced its Standalone and Consolidated results for Q2FY20, this evening.

#### Quarter ended September 30, 2019 – Standalone results

The Company reported a Total Income for the quarter ended September 30, 2019 at ₹205 Crore as against ₹198 Crore for the corresponding quarter of the previous year, representing an increase of 4%.

The Instant Coffee business, part of the Value-Added business segment, continued its good quarterly sales volume with all the geographies registering higher sales volume over the corresponding quarter of the previous year; however, the margins were under pressure due to the prevailing global environment. Revenues for the Value-Added business segment for the current quarter was at ₹112 Crore as against ₹110 Crore for the corresponding quarter of the previous year. The Operating profits of the Value-Added business segment stood at ₹16 Crore as against ₹17 Crore for the corresponding quarter of the previous year, on account of competitive intensity and adverse sales mix.

The Plantations segment for the current quarter reported Revenues of ₹79 Crore as against ₹73 Crore for the corresponding quarter of the previous year on higher sales volume but lower unit realisation, mainly in the case of Tea and Pepper.

The Company received Dividend of ₹14 Crore from its overseas subsidiary, Consolidated Coffee Inc., during the quarter.

The Standalone Profit Before Exceptional items and Tax for the current quarter was higher at ₹28 Crore.

#### Six months ended September 30, 2019 – Standalone results

The Company reported a Total Income for the six months ended September 30, 2019 at ₹410 Crore compared to ₹361 Crore of the corresponding period of the previous year, representing an increase of 14%.

Profit before Exceptional items and Tax for the quarter was higher at ₹48 Crore compared to ₹45 Crore for the corresponding period of the previous year. Profit after tax was higher at ₹45 Crore compared to ₹43 Crore for the corresponding period of the previous year.

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### Quarter ended September 30, 2019 – Consolidated results

The Consolidated Total Income for the current quarter stood at ₹486 Crore as against ₹461 Crore for the corresponding quarter of the previous year, representing an increase of 5%.

Eight O’Clock Coffee Company [EOC], held through TCL’s overseas subsidiary, Consolidated Coffee Inc., recorded a Total Income of USD 38.92 Million for the current quarter as against USD 40.21 Million in the corresponding quarter of the previous year. Despite increase in sales volume in the current quarter compared to the corresponding quarter of the previous year, the Turnover was lower largely on account of higher Trade spends.

On the back of improved performance of EOC and the Value-Added business segment of TCL offset partially by the Plantation segment profitability, the Group’s Consolidated Profit before Exceptional items and Tax was at ₹47 Crore vis-à-vis ₹39 Crore. Profit After Tax, net of non-controlling interest, for the current quarter was flat at ₹25 Crore for the quarter.

Tata Coffee Vietnam Company Limited [TCVCL], the Company’s wholly owned overseas subsidiary, had commenced its commercial production of Freeze Dried Instant Coffee in Q1FY20 and has registered sales to some key customers during the quarter. The Company has a robust order pipeline.

### Six months ended September 30, 2019 – Consolidated results

The Company reported a Total Income for the six months ended September 30, 2019 at ₹958 Crore compared to ₹888 Crore of the corresponding period of the previous year, representing an increase of 8%. Profit after tax, net of non-controlling interest, was ₹48 Crore compared to ₹47 Crore in the corresponding period of the previous year. The current period’s performance was mainly impacted by Plantation business segment profitability but mitigated to a large extent by the Value-Added business segment performance and EOC.

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## Commentary

Commenting on the Company's and Group's performance, Mr. Chacko P. Thomas, Managing Director, Tata Coffee Limited, said – "I am pleased to report that our Soluble Coffee business continues to perform well, registering higher volumes during the quarter compared to the corresponding quarter of the previous year. We have seen good performances across geographies. On Plantations, falling coffee terminal and lower pepper prices have had some impact on profitability, but we have been able to keep it in check through efficiency improvements in our operations.

Operations at the new state-of-the-art TCVCL Plant at Vietnam continue on a healthy note. Production and dispatches have started, and we are sequentially ramping up each month. The Plant is expected to reach very high capacity utilization in H2FY20. We also have a healthy order book for the coming quarters.

The Plant holds received prestigious certifications from BRC [British Retail Consortium] and LEED [Leadership in Energy and Environmental Design], which will help in building and enhancing customer confidence".

## **About TATA Coffee Limited**

Tata Coffee Limited [TCL] is a subsidiary of Tata Global Beverages Limited [TGBL]. It is Asia's largest integrated coffee Company, the 2<sup>nd</sup> largest exporter of Instant Coffee and foremost producer of Specialty Coffee in India. The Company is also the largest corporate producer of Pepper in India.

The Company produces between 8,000 - 10,000 MT of shade grown Arabica and Robusta Coffee at its 19 estates in South India. Its two Instant Coffee manufacturing facilities in India have a combined installed capacity of 8,400 MT. Tata Coffee's estates are certified by three agencies: UTZ, Rainforest Alliance and SA 8000 reaffirming its commitment to the people and the environment.

TCL, through its Subsidiary, Tata Coffee Vietnam Company Limited [TCVCL], has a new state-of-art Freeze Dried Coffee manufacturing facility in Vietnam with a capacity of 5,000 MT. TCL exports Green Coffee to countries in Europe, Asia, Middle East and North America.

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