



July 28, 2020

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 – July 28, 2020

Please find enclosed a copy of the Press Release dated July 28, 2020 issued by the Company in relation to the Financial Results for the quarter ended June 30, 2020.

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

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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 Limited announces Financial Results for the Quarter ended June 30, 2020 [Q1FY21]

Highlights

- Consolidated Total Income for Q1FY21 higher by 26%
- Consolidated Net Profit for Q1FY21 grew by 77%
- Higher Plantations revenues in Q1

Tata Coffee Limited [TCL] announced its Standalone and Consolidated Financial Results for Q1FY21 this evening.

Q1FY21 – Consolidated Financial Results

- Consolidated Total Income for the quarter higher at Rs.592 crore compared to Rs.472 crore for the corresponding quarter of the previous year, an increase of 26%, driven by improved performance from the value-added businesses
- Strong operating performance from Eight' Clock Coffee (EOC) driven by higher volumes.
- TCVCL operations continues to improve with robust sales to key customers.
- Consequently, the Group's Consolidated Net Profit for Q1FY21 higher at Rs.62 crore compared to Rs.35 crore for the corresponding quarter of the previous year, an increase of 77%

Q1FY21 – Standalone Financial Results

- Standalone Total Income lower by 12% mainly on account of lower Sales of Instant Coffee due to COVID-19 related supply chain disruptions
- Pricing pressures on Instant Coffee business due to lower short-term demand with out-of-home channels impacted across the globe but focus on operating efficiencies continue
- Higher Plantations revenues at Rs.107 crore vs. Rs.92 crore for the corresponding quarter of the previous year, an increase of 16%, driven by highest ever Coffee Sales in Q1 of any year till date
- Plantations profitability for Q1FY21 was lower compared to the corresponding quarter of the previous year, impacted mainly by lower Pepper profitability. However, sequentially the plantation profitability is substantially higher compared to the previous quarter



Commentary

Commenting on the performance of the Company and the Group, Mr. Chacko P. Thomas, Managing Director, Tata Coffee Limited, said – “Our Instant Coffee exports from India continue to be healthy, running to full capacities. We have seen stable performances across key geographies. Our Vietnam operations continue to grow stronger quarter-on-quarter. Our Green Bean sales during the quarter were at its highest ever. We see slowness in demand especially in out of home consumption due to the pandemic situation though we expect the situation to improve over time. The Company had launched its single origin specialty Arabica brand “Sonnets” through its e-commerce site, which has received an enthusiastic response. The Company had to briefly suspend its operations in India in the initial part of Q1FY21 due to COVID-19 pandemic as per Government directives. The operations have since resumed and the units are functioning at near normal levels with adequate safeguards keeping in mind the safety and health of our employees as well as our customers, which are of paramount importance. The Company continues to monitor the evolving situation. The Company also continues to drive aggressively its cost optimisation agenda. Our Subsidiary, Eight O’Clock Coffee (EOC) has recorded substantially improved performance driven by increased off-takes.”

About TATA Coffee Limited

Tata Coffee Limited [TCL] is a subsidiary of Tata Consumer Products Limited [TCPL], formerly known as, Tata Global Beverages Limited [TGBL]. It is Asia’s largest integrated coffee Company, the second largest exporter of Instant Coffee and foremost producer of Specialty Coffee 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. 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 exports Green Coffee to countries in Europe, Asia, Middle East and North America. The Company is also the largest corporate producer of Pepper in India. The Company’s two Instant Coffee manufacturing facilities in India have a combined installed capacity of 8,400 MT. The Company is the exclusive and sole supplier of Premium Specialty Arabica roaster beans to Tata Starbucks stores in India. The Company has also recently launched its Coffee brand “Sonnets”, which has Single Origin Specialty Arabica beans on its ecommerce portal.

TCL, through its wholly owned Subsidiary, Tata Coffee Vietnam Company Limited [TCVCL], has commissioned a state-of-the-art Freeze-Dried Instant Coffee manufacturing facility in Vietnam with a capacity of 5,000 MT per annum, which became operational during Q1FY20.

