



25th October, 2018

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 – 25th October, 2018

Please find enclosed a copy of the Press Release dated 25th October, 2018 issued by the Company in relation to the Financial Results for the quarter and six-months ended, 30th September, 2018.

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



October 25, 2018

Results for the Quarter ended September 2018

Tata Coffee Limited announced its results for the Second quarter ended September 30, 2018, this evening.

Standalone Results:

Quarter ended September 30, 2018–Standalone

The Company reported a Total Income for the quarter ended 30th September 2018 at Rs. 198 Crores compared to Rs. 190 Crores of the corresponding quarter of the previous year.

The revenues from value added Instant Coffee business for the current quarter is at Rs. 110 Crores compared to Rs. 92 Crores of the corresponding quarter of the previous year driven by higher sales volumes. The operating profits during the current quarter are higher at Rs 17 Crores vis a vis Rs 13 Crores of the corresponding quarter of the previous year on account of higher volumes, favourable product mix, lower commodity costs and favourable exchange rate movements. The Instant Coffee business also registered a higher revenue and Operating profit compared to the immediately preceding quarter. The Plantations segment for the current quarter reported revenue of Rs. 73 Crores compared to Rs. 84 Crores of the corresponding quarter of the previous year. The Plantation profitability for the current quarter has been impacted due to lower realisations in Arabica and Pepper, and lower Tea production.

In the current quarter, the Company has recorded a profit of Rs 14.5 Crore on sale of its non-core fixed asset. The Company also received Dividend of Rs. 15 Crores Vis a Vis Rs. 13 Crores of the previous year from its overseas subsidiary, Consolidated Coffee Inc.

Based on the above, the Standalone Profit before Tax for the current quarter is higher at Rs. 42 Crores compared to Rs. 31 Crores for the corresponding quarter of the previous year. Profit after Tax is higher at Rs. 30 Crores compared to Rs. 24 Crores for the corresponding quarter of the previous year.



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Six months ended September 30, 2018–Standalone

The Company reported a Total Income for the six months ended 30th September 2018 at Rs. 361 Crores compared to Rs. 376 Crores for the corresponding period of the previous year. Profit after tax at Rs 43 Crores is lower compared to previous year due to lower Plantation profitability.

Consolidated Results

Quarter ended September 30, 2018 -Consolidated

The Consolidated Total Income for the current quarter stood at Rs. 461 Crores compared to Rs. 387 Crores for the corresponding quarter of the previous year, on account of higher revenue recorded by Eight O' Clock (EOC), held through the Company's overseas subsidiary, Consolidated Coffee Inc. EOC has recorded a Total Income of \$ 40.21 Million for the current quarter compared to \$ 32.75 Million for the corresponding quarter of the previous year. The consolidated profit after tax, net of non-controlling interest, for the current quarter, is higher at Rs. 25 Crores as compared to Rs. 23 Crores of the corresponding quarter of the previous year.

Six months ended September 30, 2018–Consolidated

The Company reported a Total Income for the six months ended 30th September 2018 at Rs. 888 Crores compared to Rs. 759 Crores for the corresponding period of the previous year. Profit after tax net of non-controlling interest at Rs 47 Crores is lower to Rs 57 Crores of the previous year impacted by Plantation profitability but mitigated to large extent by value added Instant coffee performance.

Commentary

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director and CEO, Tata Coffee Limited, said – "Profitability of the Instant Coffee business improved both sequentially as well as with respect to corresponding quarter of previous year. This was achieved through higher volume, a strong product mix and exchange rate benefits. Key new customers have added to the performance.

The company's focus on customer centricity, premiumisation and differentiation as its core themes in ICD and Green Coffee have helped its performance in the current competitive and subdued terminals environment".

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We do not expect a significant impact of the recent heavy rains on the coffee crop because of our strong agriculture practices and the impact of rain being localized to a few estates in North Coorg. We estimate some impact in Pepper due to a disruption of the crop setting in process which is currently under assessment, though the long term health of our Pepper vines continues to be very good.

The company has put in several cost reduction measures to further enhance business efficiencies.

The 5000MT freeze dried plant at Vietnam which is being built to world-class standards is nearing completion and we are pleased to inform that the same will get commissioned in the 4th quarter of the current financial year".

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 8000- 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. The Company is the largest producer of Pepper in India.



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