



27th January, 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 January, 2017

Please find enclosed a copy of the Press Release dated 27th January, 2017 issued by the Company in relation to the Unaudited Financial Results for the quarter and Nine months ended 31st December, 2016.

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
Registered Office: Pollibetta 571 215 South Kodagu Karnataka India
Corporate Identity Number (CIN) -L01131KA1943PLC000833
Website address - www.tatacoffee.com



January 27, 2017

Tata Coffee Limited announces results for Q3, FY 2016-17

Continued Strong performance in Instant Coffee business

Tata Coffee Limited announced its results for the third quarter and nine months ended December 31, 2016, this evening.

Standalone Results

Quarter ended December 16

The Company for the quarter reported an increase of 11% in its Total income at Rs 189 Crores compared to Rs.170 Crores of the corresponding quarter of the previous year, while total Profit from Operations is Rs.28 Crores Vs Rs.24 Crores, an increase of 13% due to improved operational performance in instant coffee business. The Instant Coffee business of the company continued to deliver robust profit performance.

The Instant Coffee/Value Added business of the Company reported robust growth in its topline sales on volume growth. All key geographies reported volume growths. The revenues from value added business for the quarter is at Rs.122 Crores compared to Rs.106 Crores an increase of 16% over corresponding quarter of the previous year. The operating profits of Instant Coffee/Value Added business registered a substantial improvement at Rs.24 Crores vs Rs.16 Crores in the previous period, an increase of 52% driven by higher sales volumes, favourable sales mix and lower commodity costs.

The Plantations segment in the current quarter reported revenue of Rs.75 Crores compared to Rs.69 Crores, an increase of 8% on account of higher sales realization. Despite adverse weather conditions impacting the Plantation crops, the operating profits are maintained at Rs. 11 Crores in line with the corresponding quarter of the previous year. In the current Quarter, TCL has received dividend of Rs 16.95 Crores from the overseas subsidiary Consolidated Coffee Inc. Considering improved operational performance and dividend Income, TCL's standalone Profit before Tax for the current quarter is higher at Rs.47 Crores Vs Rs.21 Crores an increase of 124%. The Profit after Tax for the quarter is Rs.35 Crores vis a vis Rs.15 Crores for the corresponding quarter of the previous year, an increase of 137%.



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Nine months ended December 16

The Company reported an increase of 9% in its Total Income from operations for the nine months ended 31st December 2016 at Rs.586 Crores compared to Rs.537 Crores of the corresponding period of the previous year, mainly driven by superior performance of its Instant Coffee business. The Total Profit from Operations for nine months ended 31st December 2016 is Rs.89 Crores Vs Rs 58 Crores for the corresponding nine months of the previous year, an increase of 52% due to improved overall operational performance.

The Instant Coffee/Value Added business of the Company reported strong topline sales on volume growth. All key geographies reported robust volume growths. The revenues from value added business for nine months ended 31st December 2016 is at Rs.355 Crores compared to Rs.307 Crores, an increase of 16% over corresponding nine months of the previous year. The operating profits of Instant Coffee/Value Added business registered a substantial improvement at Rs.70 Crores vs Rs.38 Crores in the previous nine months period, an increase of 86% driven by higher sales volumes, favourable sales mix and lower commodity costs.

The Plantations segment for the nine months ended 31st December 2016 reported revenue of Rs.243 Crores compared to Rs.240 Crores of the previous year. The operating profits are at Rs.36 Crores Vs Rs.27 Crores, an increase of 35% over the previous period with Coffee and Tea recording improved performance.

TCL has received Dividend of Rs 33.70 Crores from the overseas subsidiary Consolidated Coffee Inc. for nine months ended 31st December 2016.

Considering improved operational performance and dividend Income, TCL's standalone Profit before Tax for nine months ended 31st December 2016 is higher at Rs.126 Crores Vs Rs 57 Crores, an increase of 122%. The Profit after Tax for nine months ended 31st December 2016 is Rs.95 Crores compared to Rs.40 Crores for the corresponding nine months of the previous year, an increase of 135%.

Quarter ended December 2016-Stand Alone

- **Total Income for the quarter at Rs.189 Crores Vs. Rs.170 crores, increase of 11%**
- **Profit from Operations at Rs.28 Crores Vs Rs.24 Crores, increase of 13%**
- **Dividend received from Overseas subsidiary Rs 16.95 Crores Vs Nil**
- **Profit before Tax at Rs.47 Crores Vs Rs.21 Crores, increase of 124%**
- **Net Profit for the period at Rs.35 Crores Vs Rs.15 Crores, increase of 137%**

Nine months ended December 2016-Stand Alone

- **Total Income for the nine months period at Rs.586 Crores Vs Rs.537 crores, increase of 9%**
- **Profit from Operations at Rs.89 Crores Vs Rs.58 Crores, increase of 52%**
- **Dividend received from Overseas subsidiary Rs 33.70 Crores Vs Nil**
- **Profit before Tax at Rs.126 Crores Vs Rs.57 Crores, increase of 122%**
- **Net Profit for the period at Rs.95 Crores Vs Rs.40 Crores, increase of 135%**



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Consolidated Results

Quarter ended December 16

The Company reported its Consolidated Total Income from Operations at Rs.413 Crores for the current quarter compared to Rs.402 Crores for corresponding quarter of the previous year, an increase of 3%.

EOC has recorded a Total Income of \$ 33.28 Million during the quarter compared to \$ 35.24 Million of the previous year.

The Consolidated Operating Profits for the quarter is at Rs.69 Crores compared to Rs.74 Crores for corresponding quarter of the previous year, a decrease of 7%.

Profit before Tax for the current quarter is higher at Rs.65 Crores Vs Rs.63 Crores for the corresponding quarter of the previous year and consequently, the Consolidated Group Net Profit, post non-controlling interest, is at Rs.30 Crores compared to Rs.29 Crores in the corresponding quarter of the previous year, an increase of 4%.

Nine months ended December 16

The Company reported an increase in its Consolidated Total Income from Operations at Rs.1211 Crores for the nine months ended 31st December 2016 compared to Rs.1157 Crores for corresponding nine months of the previous year, an increase of 5%, driven by improved standalone performance.

Eight O' Clock Coffee (EOC) has recorded a Total Income of \$93.28 Million for the nine months ended 31st December 2016 compared to \$ 95.70 Million for corresponding nine months of the previous year. The subsidiary's operating performance for the nine months ended are higher compared to previous year on lower commodity and other costs.

The Consolidated Operating Profits for the nine months ended 31st December 2016 is higher at Rs.242 Crores compared to Rs.167 Crores for the corresponding nine months of the previous year, an increase of 45% on strong operational performance of all businesses.

Profit before Tax for the nine months ended 31st December 2016 is higher at Rs.224 Crores Vs Rs 144 Crores for the corresponding nine months of the previous year and consequently, the Consolidated Group Net Profit, post non-controlling interest, is higher at Rs.105 Crores compared to Rs.69 Crores in the corresponding nine months of the previous year, an increase of 53%.

Quarter ended December 2016-Consolidated

- *Total Income for the quarter at Rs.413 Crores Vs Rs.402 Crores, increase of 3%*
- *Group Consolidated Profit from operations at Rs.69 Crores vs Rs.74 Crores*
- *Group Consolidated Net Profit, post non-controlling interest, at Rs 30 crores Vs Rs.29 crores*



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Nine months ended December 2016-Consolidated

- **Total Income for the nine months period at Rs.1211 Crores Vs Rs.1157 Crores, increase of 5%**
- **Group Consolidated Profit from operations at Rs.242 Crores vs Rs.167 Crores, increase of 47%**
- **Group Consolidated Net Profit, post non-controlling interest, at Rs.105 crores Vs Rs.69 Crores, increase of 53%**

Commentary

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director, Tata Coffee Limited, said – "The results for the Quarter reflects result of our sustained effort on Customer centricity with focus on premium products, strong quality and service across all segments. However we will have to carefully observe global coffee prices and Indian coffee production due to monsoon deficit. "

We are pleased to inform you that Starbucks has launched Tata Coffee's Nullore Estates Microlot coffee for sale under the Starbucks" Reserve" Brand for sale in their select US stores. Nullore Estates Microlot is the first coffee of Indian origin to be chosen by Starbucks in this high premium segment. This is a proud moment for Indian coffee." The Company in the current year had expanded its monsooning facilities and this year's monsooned offerings have generated very good interest from reputed roasters worldwide. He also mentioned that the company continues to grow its Instant Coffee portfolio in a robust manner by focusing on enhanced sales in key geographies and strengthening customer relationships.

We are also pleased to inform that Tata Coffee has announced setting up a state of the art freeze dried coffee plant in Vietnam with an installed capacity of 5000MT p.a. This move will further strengthen Tata Coffee's growth in the premium instant coffee segment strengthening the global foot print. The company has made significant strides in moving up the coffee quality value chain by focusing on differentiation, premiumization and customer centricity.

Sustainability

Tata Coffee is committed to the use of sustainable practices in various areas of plantations, including water and energy management. The Company continues to focus on excellent agronomy on plantations, including increased emphasis on irrigation, to ensure sustainability of crops notwithstanding changes caused by global warming.



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The Company is 2rd 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.

Disclaimer

Statements in this press release describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.



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