



January 27, 2021

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 – January 27, 2021

Please find enclosed a copy of the Press Release dated January 27, 2021 issued by the Company in relation to the Financial Results for the quarter and nine months ended December 31, 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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Registered Office: Pollibetta 571 215 South Kodagu Karnataka India
Corporate Identity Number (CIN) -L01131KA1943PLC000833
Website address - www.tatacoffee.com

Tata Coffee Limited announces results for Quarter ended December 31, 2020
[Q3FY21]

Highlights

- Consolidated Total Income for the quarter up by 6%
- Consolidated Net profit for the quarter up by 20%
- Consolidated Total Income for the Nine Months ended December 31, 2020 higher by 15%
- Consolidated Net Profit for the Nine Months ended December 31, 2020 higher by 32%

Tata Coffee Limited [TCL] announced its Standalone and Consolidated results for Q3FY21 this evening.

Q3FY21 – Consolidated results

- Consolidated Total Income for the quarter higher at Rs.538 crore compared to Rs.506 crore for the corresponding quarter of the previous year, an increase of 6%, driven by improved performance from the Group's value-added businesses
- Robust operating performance from Eight O'Clock Coffee [EOC] driven by higher sales realisations and favourable channel mix
- Tata Coffee Vietnam operations continue to improve with robust sales to key customers and healthy order pipeline
- Consequently, the Group's Consolidated Net Profit for Q3FY21 higher at Rs.50 crore compared to Rs.42 crore for the corresponding quarter of the previous year, an increase of 20%

Q3FY21 – Standalone results

- Standalone Total Income lower by 4% on reduction in shipments of Instant Coffee due to logistics issues, port congestion, global shortage of containers and fresh lockdowns in Europe. However this is a temporary issue. Our order pipeline continues to be strong
- Volume and pricing pressures on Instant Coffee business due to lower short-term demand with 'Out of Home' channels impacted across the globe; however, focus on internal operating efficiencies continue
- Higher Plantations revenues at Rs.67 crore compared to Rs.63 crore for the corresponding quarter of the previous year, an increase of 6%, driven by higher Pepper Sales and improved realisations on Tea compared to corresponding quarter of the previous year



- Plantations Segment profitability for Q3FY21 higher mainly on higher Coffee and Tea profitability. Tea performance improves significantly
- Dividend received from Overseas Subsidiary during the quarter at Rs.15 crore

Commentary

Commenting on the performance of the Company and the Group, Mr. Chacko P. Thomas, Managing Director, Tata Coffee Limited, said “Despite challenging conditions our overall performance has seen improvement. Our India Instant Coffee exports for the quarter have been lower due to logistics, port congestion, global shortage of containers and further lockdowns in Europe. However, we see this as a temporary issue. We have seen stable performances across key geographies. Our Vietnam operations continue to be robust and order pipeline continues to be healthy. Our Tea performance during the quarter has been strong benefitting from improved realisations. We see slowdown in demand in some geographies in the short-term, especially in the ‘Out of Home’ consumption due to the pandemic situation. The Company continues to drive aggressively cost optimization initiatives across its operations. Our Subsidiary, Eight O’Clock Coffee [EOC] has recorded improved performance driven by increased realisations and favourable channel mix. Focus on innovations continues with increased momentum.”

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 e-commerce portal.

TCL, through its wholly owned Subsidiary, Tata Coffee Vietnam Company Limited [TCVCL], had 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.

