



January 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 – January 28, 2020

Please find enclosed a copy of the Press Release dated January 28, 2020 issued by the Company in relation to the financial results for the quarter ended December 31, 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

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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

January 28, 2020

Tata Coffee Limited announces results for Quarter ended December 31, 2019
[Q3FY20]

- **Standalone Profit Before Tax increases by 42%**
- **Consolidated Total income increases by 8%**
- **Consolidated Profit Before Tax increases by 70%**

Tata Coffee Limited [TCL] announced its Standalone and Consolidated results for Q3FY20, this evening.

Q3FY20 – Standalone results

- Instant Coffee volumes continue to be robust.
- Key geographies continue to do well
- Pricing pressures on Instant coffee business but focus on operating efficiencies continue
- Overall revenues for Plantation segment higher on higher sales volume
- Plantation profitability improves aided by cost efficiencies
- Dividend received from overseas subsidiary during the quarter at Rs.14 crores
- Profit Before Exceptional Items and Tax for the quarter higher at Rs.25 crores compared to Rs.20 crores for the corresponding period in the previous year
- Profit after Tax for the quarter higher at Rs.24 crores compared to Rs.16 crores for the corresponding period in the previous year

Q3FY20 – Consolidated results

- Consolidated Total Income for the quarter higher at Rs.506 crores compared to Rs.470 crores for the corresponding period in the previous year
- Profit Before Exceptional Items and Tax for the quarter higher at Rs.53 crores compared to Rs.33 crores for the corresponding period in the previous year
- EOC reports higher profits due to lower advertisement and promotion costs and overall cost optimisation
- Vietnam operations continue to improve with healthy sales to key customers. Order pipeline healthy
- Profit After Tax for the quarter higher at Rs.42 crores compared to Rs.22 crores for the corresponding period in the previous year



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 strong, running to full capacities. We have seen good performances across geographies. On Plantations, improvement in prices and operating efficiencies have resulted in better profits. The newly established state-of-art plant in Vietnam has also registered robust sales in the third quarter, sequentially increasing production and sales. The Company has a robust sales order pipeline.”

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 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. 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 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.

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, which became operational during Q1FY20.

