



29th January, 2019

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 – 29th January, 2019

Please find enclosed a copy of the Press Release dated 29th January, 2019 issued by the Company in relation to the Financial Results for the quarter and nine-months ended, 31st December, 2018.

Please take the same on record.

Thanking you,

For Tata Coffee Limited

Anantha Murthy N
Head – Legal & Company Secretary

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



January 29, 2019

Results for the Quarter ended December 2018

Tata Coffee Limited announced its results for the third quarter ended December 31, 2018, this evening.

Standalone Results:

Quarter ended December 31, 2018–Standalone

The Company reported a Total Income for the quarter ended 31st December 2018 at Rs. 184 Crores compared to Rs. 179 Crores of the corresponding quarter of the previous year.

The value added Instant Coffee business has recorded its highest sales volume of the past 7 quarters. Revenues from value added Instant Coffee business for the current quarter is at Rs. 115 Crores compared to Rs. 108 Crores of the corresponding quarter of the previous year. The operating profits during the current quarter are lower at Rs 12 Crores vis a vis Rs 14 Crores of the corresponding quarter of the previous year on the adverse Fx movement in the current quarter. The Plantations segment for the current quarter reported a revenue of Rs. 57 Crores compared to Rs. 65 Crores of the corresponding quarter of the previous year. The Plantation profitability for the current quarter has been impacted by lower pepper realization and its fair value impact.

The Company in the current quarter has received Dividend of Rs. 14 Crores Vis a Vis Rs. 8 Crores of the previous year from its overseas subsidiary, Consolidated Coffee Inc. In the current quarter, the Company has also recorded a profit of Rs 1.60 Crore on sale of its non-core fixed asset.

Based on the above, the Standalone Profit before Tax for the current quarter is higher at Rs. 22 Crores compared to Rs. 16 Crores of the corresponding quarter of the previous year. Profit after Tax is higher at Rs. 16 Crores compared to Rs. 10 Crores of the corresponding quarter of the previous year.

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





Nine months ended December 31, 2018–Standalone

The Company reported a Total Income for the nine months ended 31st December 2018 at Rs. 544 Crores compared to Rs. 555 Crores of the corresponding period of the previous year. Profit after tax at Rs 59 Crores is at par to Rs 59 Crores of the previous year.

Consolidated Results

Quarter ended December 31,2018 -Consolidated

The Consolidated Total Income for the current quarter stood at Rs. 470 Crores compared to Rs.381 Crores of the corresponding quarter of the previous year, on account of higher sales recorded by Eight O' Clock (EOC), held through the Company's overseas subsidiary, Consolidated Coffee Inc. EOC has recorded a Total Income of \$ 41.56 Million for the current quarter compared to \$ 32.55 Million of the corresponding quarter of the previous year. The consolidated profit after tax, net of non-controlling interest, for the current quarter, stood at Rs. 11 Crores as compared to Rs. 43 Crores of the corresponding quarter of the previous year on lower EOC profitability due to phasing impact of Advertisement and Consumer promotions. The Profit after Tax for the corresponding quarter of the previous year had a tax reversal of Rs 53 crores on account of reduction in the US Federal Tax rates.

Nine months ended December 31, 2018–Consolidated

The Company reported a Total Income for the nine months ended 31st December 2018 at Rs. 1358 Crores compared to Rs. 1141 Crores of the corresponding period of the previous year. Profit after tax net of non-controlling interest at Rs 58 Crores is lower to Rs 100 Crores of the previous year impacted by Plantations and EOC profitability but mitigated partly by Instant coffee performance. The Profit after Tax for the corresponding quarter of the previous year had a tax reversal of Rs 53 crores on account of reduction in the US Federal Tax rates.



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



Commentary

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director, Tata Coffee Limited, said – "Instant Coffee business has recorded the highest volume of sales compared to past several quarters. The offtakes to Africa and European geographies continue to be strong and our focus on new customer acquisition is paying strong dividend. Profitability of the Instant Coffee business has been impacted due to current competitive pressures and adverse foreign exchange rates.

While the plantation harvesting progress is satisfactory, the terminals continue to be depressed.

The company continues to focus on customer centricity, premiumisation and differentiation as its core themes and these are helping tide over some of the current competitive pressures and subdued terminals environment".

The 5000 MT 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 current quarter".

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.



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