



7th November, 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 – 7th November, 2017

Please find enclosed a copy of the Press Release dated 7th November, 2017 issued by the Company in relation to the Financial Results for the quarter and six-months ended 30th September, 2017.

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



November 7, 2017

Tata Coffee Limited announces results for Q2, FY 2017-18

Tata Coffee Limited announced its results for the second quarter ended September 30, 2017, this evening.

Standalone Results:

Quarter ended September 2017-Stand Alone

The Company's Total Income was at Rs. 190 Crores compared to Rs. 211 Crores of the corresponding quarter of the previous year, a decrease of 10%, on lower sales volumes of Instant Coffee, resulting from postponement of orders in one geography and lower realisation due to declining market price of plantation produces viz Coffee, Pepper and Tea.

The revenue from the Instant Coffee/Value Added business of the Company was at Rs. 92 Crores compared to Rs. 115 Crores for the corresponding quarter of the previous year. The operating profits were lower at Rs 13 crores compared to Rs 23 Crores on lower sales volume and higher input costs.

The Plantations segment in the current quarter reported revenue of Rs 84 Crores compared to Rs.77 Crores, on higher sales volume of Coffee and Tea. However, on lower realisations, the Operating profits were lower at Rs 5 Crores compared to Rs 8 Crores of the previous period.

In the current Quarter, the Company has received dividend of Rs.13 Crores vis a vis Rs 17 Crores of the corresponding quarter of the previous year from its overseas subsidiary Consolidated Coffee Inc.

The Company's Standalone Profit before Tax for the current quarter is at Rs 31 Crores vis a vis Rs 43 Crores and Profit after tax is at Rs 24 Crores compared to Rs 32 crores for the corresponding quarter of the previous year.

- ***Total Income for the period at Rs. 190 Crores Vs Rs.211 Crores.***
- ***Profit before Tax at Rs.31 Crores Vs Rs. 43 Crores***
- ***Net Profit for the quarter at Rs.24 Crores Vs Rs.32 Crores.***



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Six months ended September 2017 –Standalone

The Company reported a decrease of 10% in its Total Income from operations for the six months ended 30th September 2017 at Rs.376 Crores compared to Rs.420 Crores of the previous year, driven primarily by lower sale volume of its Instant Coffee business and lower realisations of Tea and Pepper.

The revenues from value added business for the six months ended 30th September 2017 is at Rs.204 Crores compared to Rs.233 Crores, a decrease of 12 % over the previous year. The operating profits of Instant Coffee/Value Added business registered a decrease at Rs.25 Crores vs Rs.46 Crores over the previous year, driven by lower sales volumes and higher input costs.

The Plantations segment for the six months ended 30th September 2017 reported revenue of Rs.158 Crores compared to Rs.168 Crores of the previous year. The operating profits are at Rs.23 Crores Vs Rs.25 Crores, a decrease of 8% over the previous year driven by lower Pepper realizations.

In the Six months period, the Company has received Dividend of Rs.13 Crores vis a vis Rs 17 Crores of previous six months period from its overseas subsidiary Consolidated Coffee.

Based on the above, TCL's standalone Profit before Tax for the six months ended 30th September 2017 is at Rs.62 Crores vis-à-vis Rs.79 Crores and Profit after Tax is at Rs 49 Crores compared to Rs 59 Crores of the previous year.

Consolidated Results

Quarter ended September 2017-Consolidated

The Company's Consolidated Total Income was at Rs. 387 Crores for the current quarter compared to Rs. 375 Crores for the corresponding quarter of the previous year, on higher Sales recorded of Eight O' Clock Coffee (EOC) during the current quarter.

In the Current Quarter, Eight O' Clock Coffee Company recorded a Total Income of \$ 32.754 Million compared to \$ 27.005 Million for the corresponding quarter of the previous year.

The Consolidated Profit before tax is lower at Rs. 55 Crores compared to Rs. 69 Crores of the previous period due to lower profits of the standalone operations as well as that of Eight O' Clock Coffee. EOC had the benefit of lower input costs in the previous year.

Consequently, the Consolidated Group Net Profit, net of non-controlling interest, is at Rs. 23 Crores compared to Rs.30 Crores in the corresponding quarter of the previous year.

- **Total Income for the quarter at Rs. 387 Crores Vs Rs.375 Crores.**
- **Group Consolidated Profit before tax at Rs. 55 Crores vs Rs.69 Crores.**
- **Group Consolidated Net Profit, post non-controlling interest, at Rs. 23 crores Vs Rs.30 Crores.**

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Six Months ended September 2017-Consolidated

The Company reported a decrease in its Consolidated Total Income from Operations at Rs.759 Crores for the six months ended 30th September 2017 compared to Rs.805 Crores of the previous year, a decrease of 6 %.

EOC has recorded a Total Income of \$ 61.617 Million for the six months ended 30th September 2017 compared to \$ 59.999 Million of the previous year. The subsidiary's operating performance for the period was impacted by higher commodity costs.

Profit before Tax for the six months ended 30th September 2017 is lower at Rs.117 Crores Vs Rs.160 Crores of the previous year due to lower operational performance of both standalone and EOC operations.

Consequently, the Consolidated Group Net Profit, post non-controlling interest, is at Rs.57 Crores compared to Rs.76 Crores of the previous year, a decrease of 24 %.

Commentary

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director, Tata Coffee Limited, said – "The results for the Quarter have been impacted due to soft commodity prices and lower sales volume of Instant Coffee on postponement of orders in one geography. The company, however, continues to focus on customer centricity, premiumization and differentiation as its core themes. It has achieved a breakthrough with key Customers in South Asia and Australia. While climate vagaries continue to cause concern, the company has invested substantially in improving its water harvesting capability, sound agronomy practices and creating a strong key account management team. The company has also been focusing on expanding sustainably produced Pepper crop and customer outreach.

We continue our thrust on rebalancing our Geographic portfolio in Instant Coffee.

The Vietnam project is making satisfactory progress, so also the project of converting one of our CTC tea factories to premium Orthodox tea facility, which is nearing completion".

Sustainability

Tata Coffee is committed to the use of sustainable practices in various areas of plantations, including irrigation and water management. This focus has also now extended to the instant coffee operations, including significant use of renewable energy (Wind and Solar) at the Theni manufacturing unit.



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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 approx. 10,000 MT of shade grown Arabica and Robusta coffees at its 19 estates in South India and is also one of the largest producers of Pepper in India. The Company also has two Instant Coffee manufacturing facilities which 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 also implementing 5000 MT state of art Freeze Dried Coffee plant in Vietnam.



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