



7th May, 2018

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 May, 2018

Please find enclosed a copy of the Press Release dated 7th May, 2018 issued by the Company in relation to the Audited Financial Results for the financial year ended 31st March, 2018.

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

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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

May 7, 2018

Tata Coffee Limited announces results for Q4 and FY 2017-18

Tata Coffee Limited announced its results for the fourth quarter and full year ended 31st March 2018, this evening.

Standalone Results:

Financial Year ended March 2018–Standalone

The Company reported a Total Income from operations for the financial year ended 31st March 2018 at Rs. 762 Crores compared to Rs. 848 Crores of the previous year.

The revenues from value added business for the financial year ended 31st March 2018 is at Rs. 416 Crores compared to Rs. 468 Crores. The sales volumes were impacted due to underperformance of one key customer in the first half of the year. The Company has now garnered significant new accounts and expanded across new geographies, which the management expects to grow, especially with the new production facility coming up in Vietnam. The operating profits of Instant Coffee/Value Added business during the year at Rs 51 Crores vis a vis Rs 86 Crores of the previous year due to the lower sales volumes and adverse exchange rate.

The Plantations segment for the financial year ended 31st March 2018 reported revenue of Rs. 310 Crores compared to Rs. 335 Crores of the previous year. The operating profits were impacted due to soft terminals across all products and lower production of Robusta crop which got impacted by an unseasonal rain pattern last year. Pepper saw a record global crop resulting in low prices. Despite introduction of minimum import price by the Government, Pepper prices remained soft due to large Indian crop and unconventional trade flows. For the financial year ended 31st March 2018, the Company has received Dividend of Rs. 34 Crores vis a vis Rs. 47 Crores of the previous year from its overseas subsidiary, Consolidated Coffee Inc.

Based on the above, the Company's standalone Profit before Tax for the financial year ended 31st March 2018 is at Rs. 81 Crores and Profit after Tax is at Rs. 63 Crores.

The Board of Directors has recommended a Dividend payment of Rs.1.50 per share (face value of Re.1/- each) (for the financial year 2017-18).

Quarter ended March 2018-Stand Alone

The Company's Total Income was at Rs. 207 Crores compared to Rs. 218 Crores of the corresponding quarter of the previous year, primarily due to lower rupee realizations and lower than estimated coffee and tea crop output.



The Revenue from the Instant Coffee/Value added business of the Company is lower at Rs 104 crores on marginally lower sales volumes and impacted by lower rupee realisations.

Consolidated Results

The Company's Consolidated Total Income at Rs 449 crores for the quarter is higher by 10% compared to Rs 408 crores for the corresponding quarter of the previous year, on account of higher revenues recorded at the overseas subsidiary Eight O' clock Coffee Company (EOC). In the current quarter, EOC has recorded a Total Income of \$ 39.58 million compared to \$ 29.95 million for the corresponding quarter of the previous year.

Financial Year ended March 2018-Consolidated

The Company's Consolidated Total Income stood at Rs. 1589 Crores for the financial year ended 31st March 2018 compared to Rs. 1629 Crores of the previous year on account of lower revenue in the Company's standalone operations.

EOC has recorded a Total Income of \$ 133.75 Million for the financial year ended 31st March 2018 compared to \$ 123.24 Million of the previous year.

The consolidated profit before tax for the year is lower at Rs 186 Crores mainly due to lower profits in the standalone operations.

Commentary

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director, Tata Coffee Limited, said – "There have been strong headwinds in the environment - soft commodity prices and an unseasonal rain pattern impacting the Robusta crop. Instant coffee saw a volume decline due to a specific customer which impacted performance. We have expanded our customer and Geography base which will enable stable growth going forward. The company continues to focus on customer centricity, premiumization and differentiation as its core themes for example - its focus on growing its specialty, Monsooned coffee product offerings, and new instant coffee products for identified segments. While climate vagaries are there, the company has invested substantially in improving its water harvesting capability and sound agronomy practices. We are also focusing on expanding sustainably produced Pepper and customer outreach. There is a sharp focus on cost and supply chain management.

The Vietnam Freeze dried Instant Coffee project is making satisfactory progress. We expect timely commissioning of this new 5,000 MT plant, which is being built to world-class standards".



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.

