



26<sup>th</sup> July, 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, 5<sup>th</sup> Floor  
Plot No.C/1, G. Block  
Bandra-Kurla Complex  
Bandra (E)  
**MUMBAI – 400 051**  
Scrip symbol: TATACOFFEE

Dear Sir(s),

**Sub: Press Release – 26<sup>th</sup> July, 2018**

Please find enclosed a copy of the Press Release dated 26<sup>th</sup> July, 2018 issued by the Company in relation to the Financial Results for the quarter ended 30<sup>th</sup> June, 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**

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](http://www.tatacoffee.com)



July 26, 2018

## **Results for the Quarter ended June 2018**

Tata Coffee Limited announced its results for the first quarter ended June 30, 2018, this evening.

### **Standalone Results:**

#### **Quarter ended June 30, 2018–Standalone**

The Company reported a Total Income from operations for the quarter ended 30<sup>th</sup> June, 2018 at Rs. 163 Crores compared to Rs. 186 Crores of the corresponding quarter of the previous year.

The revenues from value added business for the current quarter is at Rs. 90 Crores compared to Rs. 112 Crores of the corresponding quarter of the previous year on lower sales volumes in a select Geography while most are ahead of last year. The operating profits during the current quarter are higher at Rs 14 Crores vis a vis Rs 12 Crores of the corresponding quarter of the previous year on favourable product mix, lower commodity costs and favourable exchange rate movements. The Plantations segment for the current quarter reported revenue of Rs. 73 Crores compared to Rs. 74 Crores of the corresponding quarter of the previous year. The operating profits for the current quarter is at Rs. 5 Crores compared to Rs. 18 Crores of the corresponding quarter of the previous year. This is primarily due to lower tea production due to adverse climatic conditions and lower tea and pepper realisations.

Based on the above, the Standalone Profit before Tax for the current quarter is at Rs. 17 Crores compared to Rs. 31 Crores corresponding quarter of the previous year. Profit after Tax is at Rs. 13 Crores compared to Rs. 24 Crores of the corresponding quarter of the previous year.

#### **Quarter ended June 30, 2018–Consolidated**

The Company's Consolidated Total Income for the current quarter stood at Rs. 426 Crores compared to Rs. 372 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 \$ 39.64 Million for the current quarter compared to \$ 28.86 Million of the corresponding quarter of the previous year. The consolidated profit before tax for the current quarter is lower at Rs 41 Crores vis a vis Rs 63 Crores of the corresponding quarter of the previous year mainly due to lower operating performance in the standalone operations and one time exceptional expenses in the Group's USA operations.



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The consolidated profit after tax, net of non-controlling interest, for the current quarter, stood at Rs. 22 Crores as compared to Rs. 34 Crores of the corresponding quarter of the previous year.

### **Commentary**

Commenting on the Company's performance, Mr. Sanjiv Sarin, Managing Director, Tata Coffee Limited, said – "Profitability of the instant coffee business improved both sequentially as well as with respect to corresponding quarter previous year. This was achieved through a better product mix, favourable commodity costs and exchange rate benefits. Revenue was lower due to adverse impact of sales in one geography while most other geographies were ahead of last year. We have expanded our instant coffee customer base and sales from new customers contributed to over 7% of the total volumes in the quarter. The company continues to focus on customer centricity, premiumisation and differentiation as its core themes and this has helped reduce the impact of the soft commodity environment. The Plantation profitability for the quarter was however impacted due to lower tea production as well as realisations in Tea and Pepper. Rainfall in the current season has been good in our coffee estates. This has resulted in filling our increased rain-water harvesting capacity and should help our future crop. Our sharp focus on cost and supply chain management continues.

The Vietnam freeze dried instant coffee project is on schedule. 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 2<sup>nd</sup> 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.



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