



November 13, 2018

**National Stock Exchange of
India Ltd.**

Exchange Plaza, 5th Floor,
G Block, Bandra-Kurla Complex,
Bandra East, Mumbai – 400 051
Scrip Code: TATAGLOBAL

BSE Ltd.

Corporate Relationship Dept,
1st Floor, New Trading Wing,
Rotunda Building, PJ Towers,
Dalal Street, Mumbai – 400 001
Scrip Code : 500800

Calcutta Stock Exchange Ltd.,

7, Lyons Range,
Kolkata – 700 001
Scrip Code : 10000027 (Demat)
27 (Physical)

Sub: Presentation for the Analyst's Meet

Dear Sir/Madam,

Further to our letter dated November 9, 2018, we have enclosed a copy of the Presentation which will be made at the Analyst's Meet to be held today, November 13, 2018 at Mumbai.

A copy of the presentation is being uploaded on the Company's website www.tataglobalbeverages.com

This is for your information and records.

Yours Sincerely

For **TATA GLOBAL BEVERAGES LIMITED**


Neelabja Chakrabarty
Company Secretary

Encl : as above

TATA GLOBAL BEVERAGES LIMITED

11/13 Botawala Building 1st Floor Office No 2-6 Horniman Circle Fort Mumbai 400 001 India

Tel 91 22 6121 8400 Fax 91 22 6121 8499

Registered Office 1 Bishop Lefroy Road Kolkata 700 020

Corporate Identity Number - L15491WB1962PLC031425

e-mail investor.relations@tataglobalbeverages.com

website www.tataglobalbeverages.com

INVESTOR PRESENTATION

NOVEMBER 2018



TATA GLOBAL BEVERAGES

13th November 2018

Disclaimer



Certain statements made in this presentation relating to the Company's objectives, projections, outlook, expectations, estimates, among others may constitute 'forward-looking statements' within the meaning of applicable laws and regulations. Actual results may differ from such expectations, projections etc., whether express or implied. Several factors could make a significant difference to the Company's operations. These include climatic conditions, economic conditions affecting demand and supply, government regulations and taxation, natural calamity, currency rate changes, among others over which the Company does not have any direct control.

AGENDA

AGENDA

COMPANY
PROFILE

KEY HIGHLIGHTS
OF THE QUARTER

REGIONWISE
PERFORMANCE

FINANCIAL
OVERVIEW

Our journey



1960s
Investment in Plantations in India

1980s
Domestic branded play in tea



Acquisition of Eight O'clock Coffee



Acquisition of Vitax

TATA GLOBAL BEVERAGES
New Corporate Identity formed



JV formed with Starbucks

Internal restructure & exits from loss making businesses

1960-1990s

2000

2005

2006

2007

2010

2011

2012

2014

2017

1990s
Acquisition of interest in coffee plantations

Acquisition of Good Earth



teapigs.

Investment in Himalayan – A natural mineral water brand



Formation of JV with Pepsi-Co - NourishCo



Acquisition of the MAP brand



Our Brand Positioning

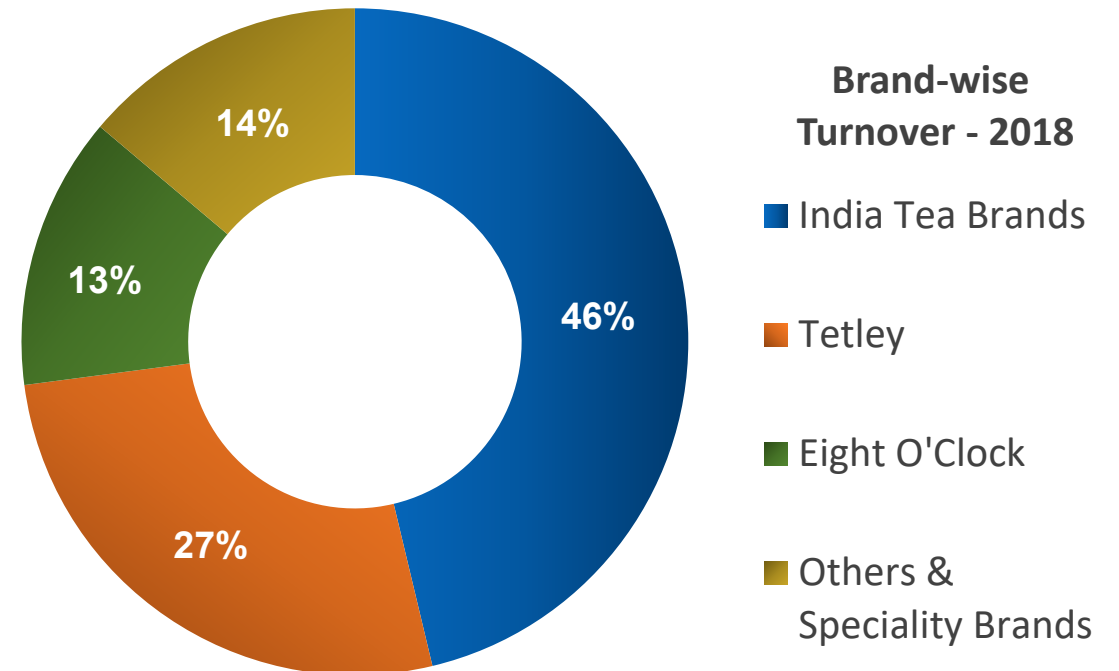
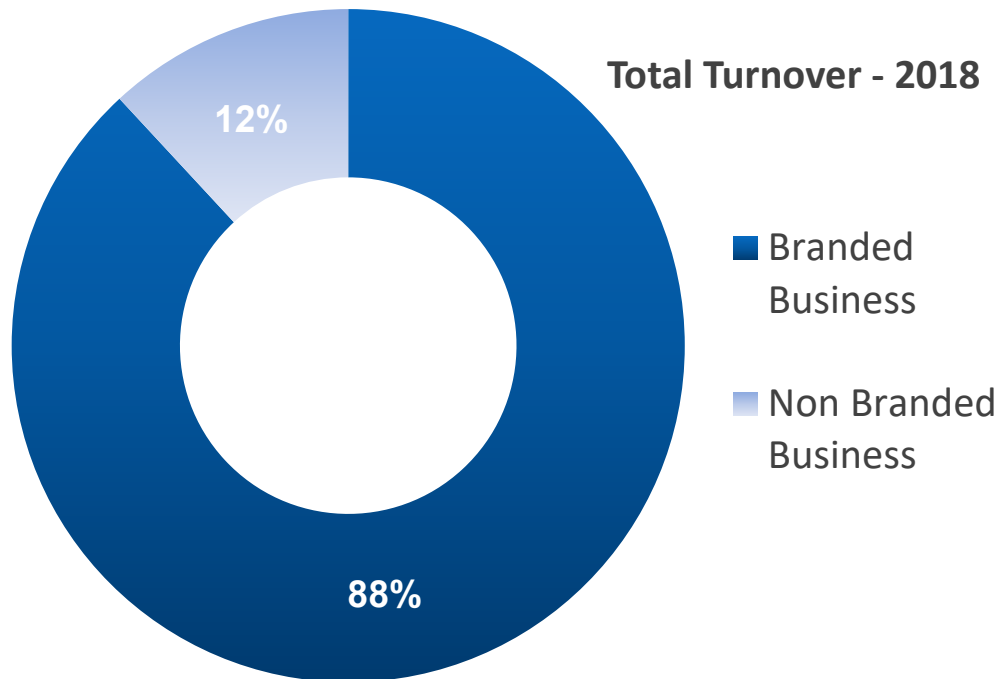


	US	UK	EUROPE AND OTHER MARKETS	INDIA
Super Premium	teapigs.	teapigs.	teapigs.	
Premium				
Main-stream				
Value				

Business Profile



88% OF OUR SALES COMES THROUGH OUR **BRANDED BUSINESS**

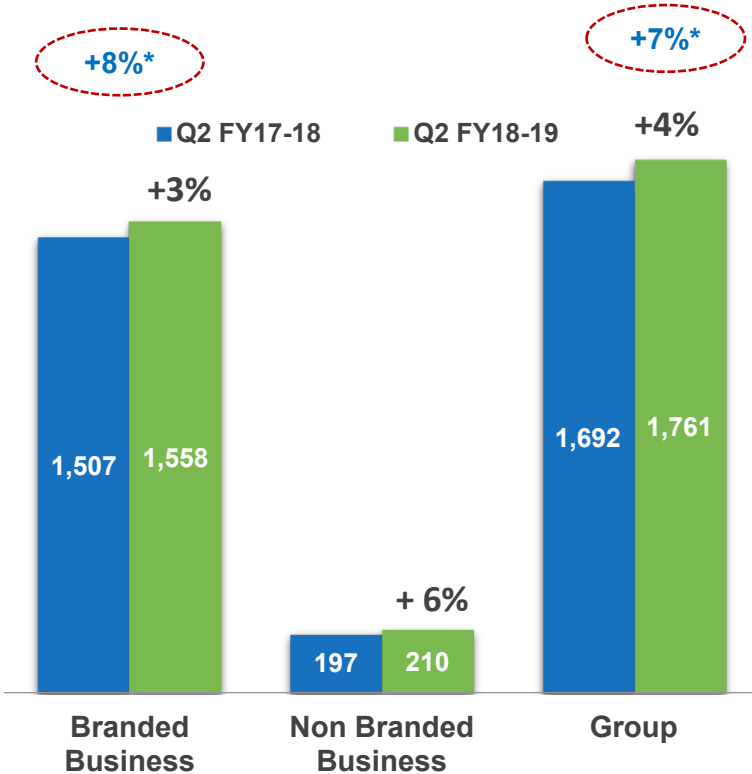


Based on full year numbers as on March 2018

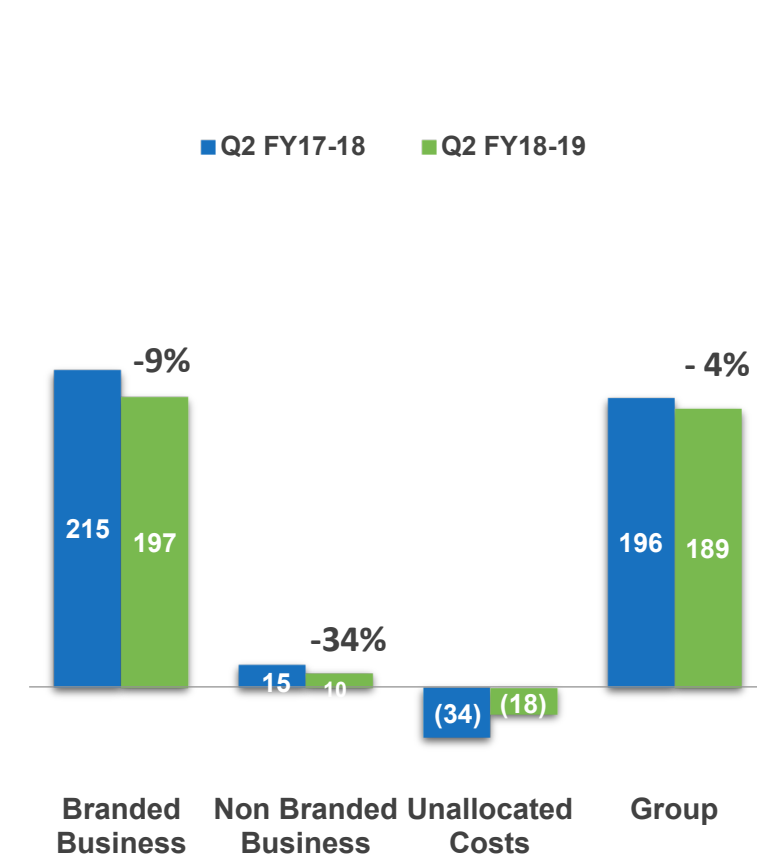
Consolidated Financials – Quarter ended 30th September 2018



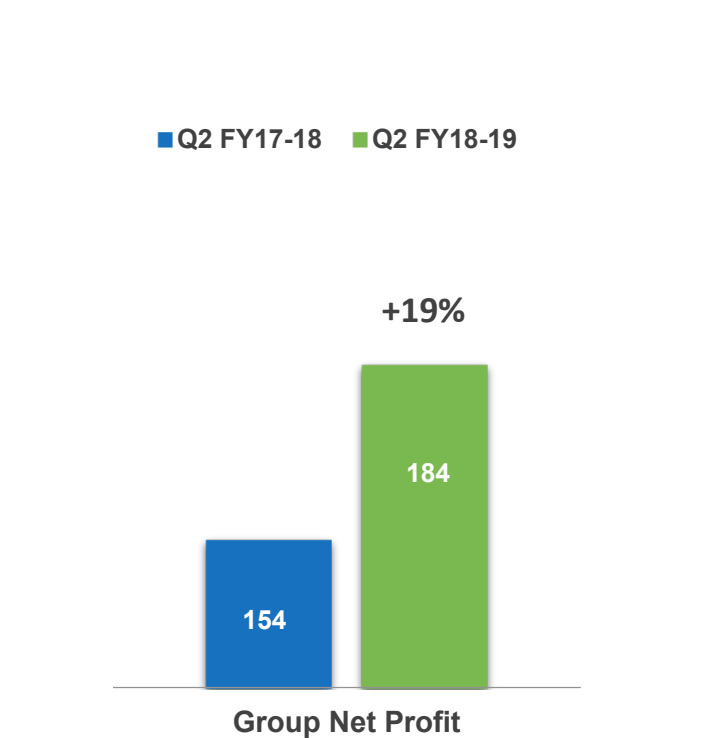
Revenue (in INR cr)



PBT (in INR cr)



Group Net Profit (in INR cr)



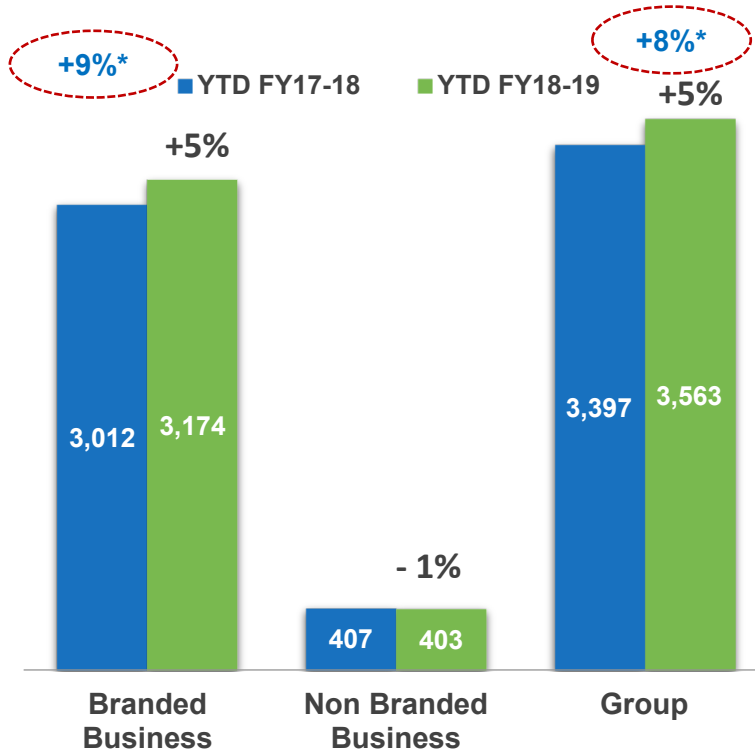
* Excluding the revenue from Russia Business, since divested

Non Branded Business - Includes Tata Coffee Ltd and other B2B businesses
Inter-segment sales not represented as not material

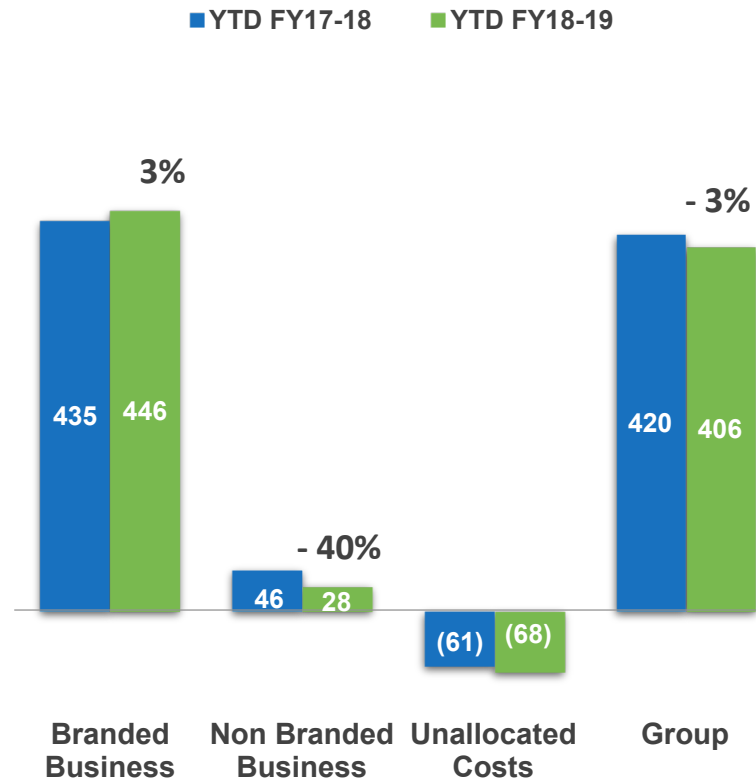
Consolidated Financials – YTD 30th September 2018



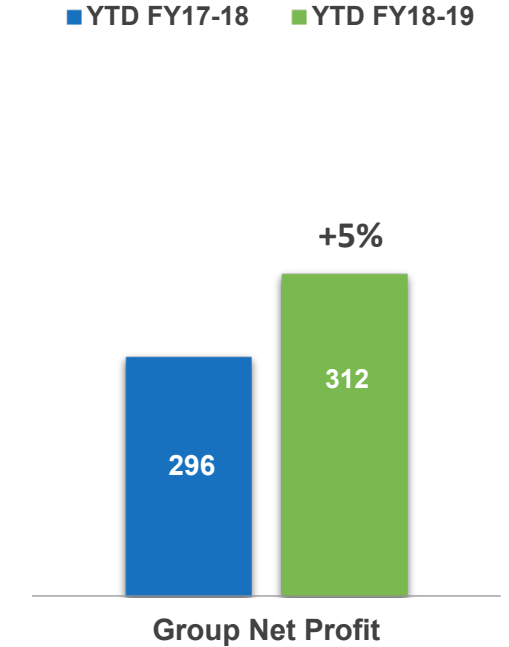
Revenue (in INR cr)



PBT (in INR cr)



Group Net Profit (in INR cr)



*Excluding the revenue from Russia Business, since divested

#Non Branded Business - Includes Tata Coffee Ltd and other B2B businesses
Inter-segment sales not represented as not material



Key Highlights for the 2nd Quarter

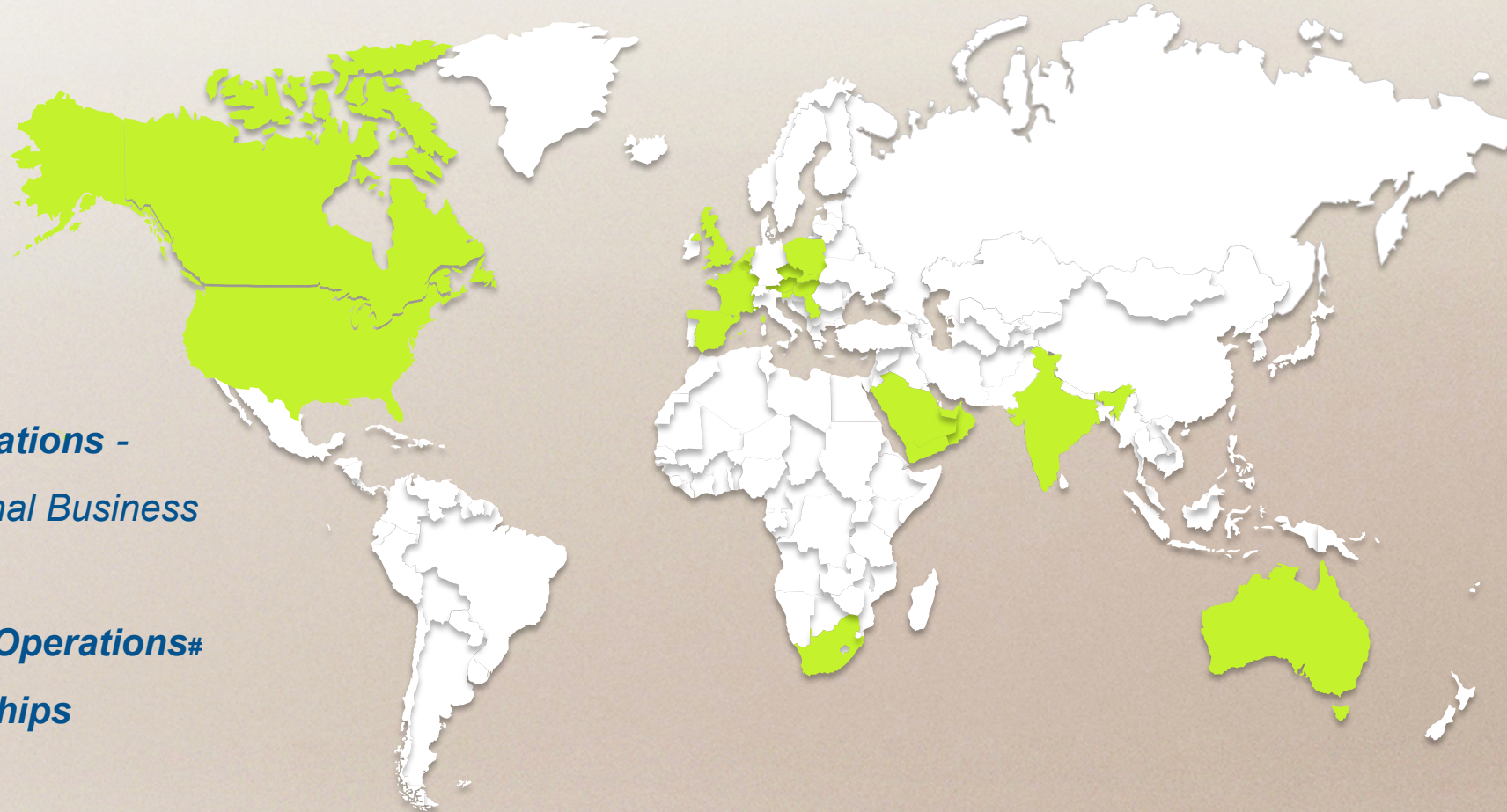
Positives

- ↑ Improvement in operating performance aided by topline growth in Branded Business
 - ↑ India grows at +7%, driven by volume growth of +9% (Highest in the last 8 Quarters)
 - ↑ Green tea in India continues to grow in volume terms +14%
 - ↑ Top line improvement in US coffee by +23% in underlying terms aided by Keurig direct sales
- ↑ Focus on stabilising the new launches to correct portfolio mix in UK
- ↑ Improvement in performance of Tata Coffee Ltd, driven by Instant Coffee
- ↑ Good performance by Tata Starbucks, double digit YoY growth - opens 9 new stores during the Quarter

Challenges

- ↓ Underperformance in UK (-14%) on yoy basis, led by declining black tea markets
- ↓ India market – competitive headwinds continues
- ↓ Higher tea commodity cost
- ↓ Lower realisation and lower crop in Plantation Business.

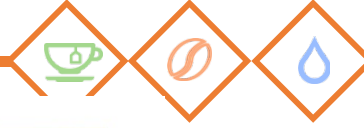
REGIONWISE PERFORMANCE – Quarter 2



- Branded Operations -**
 - International Business*
 - India*
- Non Branded Operations#**
- JVs / Partnerships**

#Non Branded Business - Includes Tata Coffee Ltd and other B2B businesses

India



Improved topline growth –

↑ Tea portfolio grows +9% in volume and +7% in value terms

↑ Growth in both National and Regional brands

↑ Grows value market share by +0.2%* against Q1 of the current year.

↑ Green tea continues to grow market share aided by new campaign - Volume growth of +14%

↑ Impact of reversal of provisions not required.

↓ Higher commodity cost.

■ **New Initiative** - Out of home experience stores **Cha by Tata Tea** in Bangalore.

■ Four store opened till date



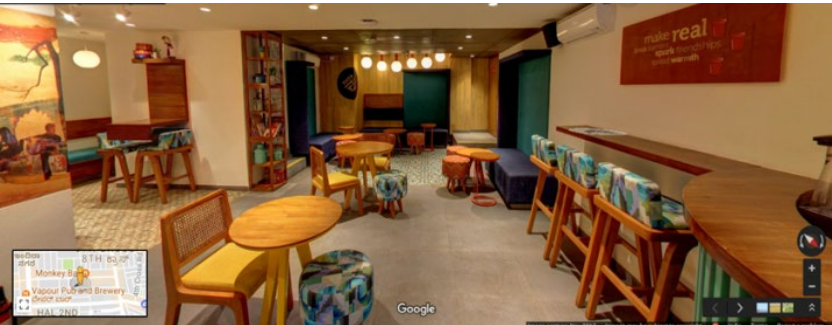
Cha by Tata Tea - Spreading Chai Warmth



- ✓ Currently, 4 operational pilot stores
- ✓ Concept works across all platforms - Price, Menu, Experience
- ✓ Revenues, COGS , Profitability on track

- ✓ 6 new menu launches in 9 months of operations has helped sustain buzz & revenues

High Street @ Indiranagar



Kiosk @ IT tech Park Food Court; RMZ Ecoworld



Kiosk @ Mall Food Court; Mantri Mall



New Store @ Church Street



International Business Reorganisation



TGBL has re-organised its international operations, from having two international region heads – Canada, America and Australia (CAA), Europe, Middle East and Africa (EMEA) – to one international head – **Mr. Adil Ahmad**.



Mr. Ahmad (ex Reckitt Benckiser) who joined TGBL in 2015, and his team would focus on the core international markets of UK, US and Canada. Also experienced country heads have been appointed/nominated for these core markets.



The Middle Eastern markets are now under the India team vs. the EMEA team earlier

Mr Adil Ahmad

International Business Head

Graeme Karavis - UK

Rishi Daing - USA

Kathy Grant-Munoz- Canada

US & Canada



US

- Coffee growth ↑ 32% (in underlying terms ↑ 23%)
 - ↑ Aided by direct Keurig K-cups sales
- Tea sales flat - Growth in Good Earth sales offset by adverse performance in Tetley and Empirical.
- ↓ Margin impacted by adverse sales mix and higher investment for K-cups.



CANADA

Sales flat - Growth in Specialty offset by lower sales in Black Tea.

↑ New Launch of Tetley Super Teas, Canada's first line of teas fortified with vitamins and minerals. Initial response is very encouraging

- 3 variants – Immune, Antiox & Boost





- UK revenue lower by ↓ 6% (in underlying terms ↓ 14%)
 - ↓ Decline in black tea market exacerbated by prolonged summer this year.
 - ↑ Gains market share both in volume and value despite declining tea market



- ↑ Focus on stabilising the new launches such as Tetley Squash and Tetley Cold Infusions to a correct portfolio mix

- Higher investment behind Tetley Squash.

- ↓ Adverse fx resulting in higher commodity cost.



Other International Business



Australia -

- ↑ **Tea** - Kombucha (RTD) – Driving distribution and awareness
 - 3 new flavors launched – Cloudy Lemonade, Blood Orange and Peach
 - Focus on distribution and gaining momentum for the summer months
- ↓ **Coffee** – Lower sales in the quarter
 - License for Caffitaly for the pods business has been terminated. New licencing arrangement with another partner initiated



Rest of Europe -

- Poland / Czech – Focus on synergies in manufacture & cost-out
- Tetley Iced tea was launched in Portugal in a range of flavours to appeal to younger consumers and build on the brand's strengths.



Joint Ventures



Tata Starbucks

Strong double digit topline growth continues driven by growth through new stores and improved in store performance

- **129 stores** opened till date.
- **9 new stores** added in Q2
- **Chandigarh** is the 8th city to have a Starbucks in India
- All cities profitable.



Bangladesh

Top line growth in double digits, but tea cost impacts profitability

Nourishco

Performance flat

- **Tata Gluco Plus** –
 - National rollout process is on with launches in West Bengal and Jharkhand

Other Businesses



TATA COFFEE LIMITED

- Operating Income **↑4%**
 - ↑ Improved performance in instant coffee sales
 - ↓ Adverse performance in plantations business
- Profits includes profit on sale of property
- Freeze Dried Instant Coffee plant in Vietnam on track and blend sampling with key customers have started

INSTANT TEA (B2B Business)

- Stable performance in sales and profit

ASSOCIATES (Tea Plantations)

APPL

- ↑ Sales up **14%** driven by higher volumes

KDHP

- ↓ Performance impacted by the severe floods in Kerala



FINANCIAL OVERVIEW



Financial Highlights for the Quarter



REVENUE FROM OPERATIONS ↑ 7 % on a like to like basis (excluding the impact of Russia exit) and ↑ 4% at constant currency

↑ Growth led by India Branded business

↑ Direct Keurig K-cups sales, offset by

↓ International business performance mainly UK

PROFIT BEFORE TAX ↓ 4%

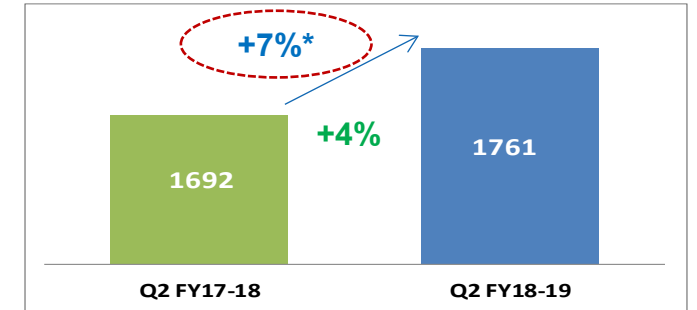
↓ Higher commodity cost in India and UK

↓ Higher investment behind brands and listings

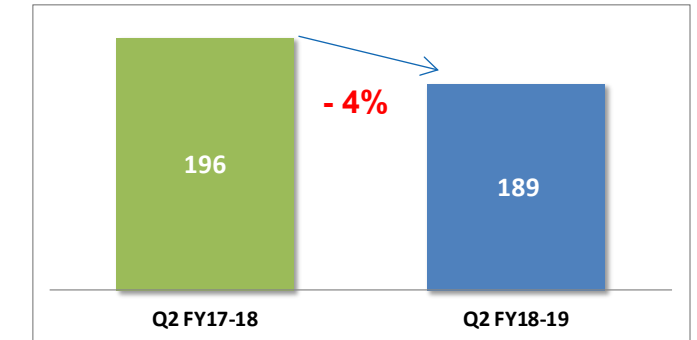
GROUP NET PROFIT ↑ 19%

↑ On account of lower tax and higher profits from Associates and Joint Ventures

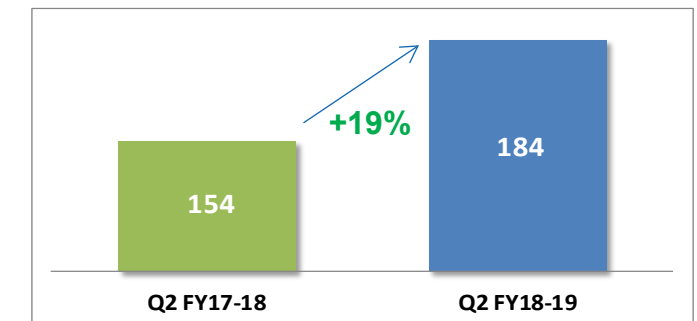
REVENUE



PBT



GROUP NET PROFIT



Financial Highlights - Consolidated



INR Crs PARTICULARS	Quarter ended September			Year to date September			Year Ended 31st March
	2018	2017	% Change	2018	2017	% Change	2018
Revenue from Operations	1,761	1,692	4.1%	3,563	3,397	4.9%	6,815
Other Income	71	34	111.1%	99	48	107.4%	94
Total Operating Expenses	-1,625	-1,507	7.8%	-3,208	-2,996	7.0%	-6,092
Finance Costs	-11	-10	19.2%	-24	-21	16.2%	-43
Profit Before Exceptional Items	195	208	-6.2%	431	427	0.9%	774
PBT before exceptional %	11%	12%		12%	13%		11%
Exceptional Items	-7	-12		-25	-7		-21
Profit before Tax (PBT)	189	196	-3.8%	406	420	-3.3%	753
PBT %	11%	12%		11%	12%		11%
Profit after Tax (PAT)	125	123	1.3%	259	266	-2.9%	567
PAT %	7%	7%		7%	8%		8%
Share of net profit/(loss) in Associates and Joint Ventures	59	31	89.8%	53	30	78.9%	-11
Group Consolidated Net Profit	184	154	19.1%	312	296	5.3%	557
EPS (Rs.) – (not annualised)	2.69	2.28		4.53	4.25		7.85
Cash & Cash Equivalent / Current Investments				1,352	1336		1,502
Market cap (as on 30th Sep)				14,787	12,471	18.6%	16,330



Financial Highlights – OCI (Consolidated)

INR Crs PARTICULARS	Quarter ended September			Year to date September			Year Ended 31st March
	2018	2017	Variance	2018	2017	Variance	2018
Consolidated Group Net Profit / PAT	184	154	30	312	296	16	557
Changes in Fair Value of Equity Instruments	(2)	43	(45)	1	52	(51)	59
Exchange difference on translation of foreign operations	268	164	104	268	275	(7)	408
Others	1	2	(1)	29	8	21	38
Other Comprehensive Income	267	209	58	298	335	(37)	505
Total Comprehensive Income	451	363	88	610	631	(21)	1062

Other comprehensive income

- Changes in fair value of equity investment mainly reflects the movement in quoted share prices
- Others primarily represent actuarial gain / loss on retirement benefits and cash flow hedges
- Exchange difference reflects the impact of currency translation mainly on account of our overseas subsidiaries

Financial Highlights - Standalone



INR Crs PARTICULARS	Quarter ended September			Year to date September			Year Ended 31st March
	2018	2017	% Change	2018	2017	% Change	2018
Revenue from Operations	847	795	6.6%	1,756	1,654	6.1%	3,217
Other Income	74	52	42.1%	134	97	37.9%	148
Total Operating Expenses	-757	-679	11.5%	-1,506	-1,384	8.8%	-2,743
Finance Costs	-3	-4	-23.1%	-6	-7	-3.6%	-14
Profit Before Exceptional Items	162	165	-1.5%	378	360	4.8%	608
PBT before exceptional %	19%	21%		22%	22%		19%
Exceptional Items	0	0		0	19		115
Profit before Tax (PBT)	162	165	-1.5%	378	379	-0.3%	723
PBT %	19%	21%		22%	23%		22%
Profit after Tax (PAT)	120	120	0.0%	268	273	-1.7%	534
PAT %	14%	15%		15%	16%		17%
Total Comprehensive Income	116	161	-28.0%	270	322	-16.1%	598
EPS (Rs.) – (not annualised)	1.90	1.90		4.25	4.32		8.47

Segment Performance



Segment Revenue			Segment Results			Particulars (INR Crores)	Segment Revenue			Segment Results			Capital Employed	
Qtr Sept 2018	Qtr Sept 2017	% Change	Qtr Sept 2018	Qtr Sept 2017	% Change		YTD Sept 2018	YTD Sept 2017	% Change	YTD Sept 2018	YTD Sept 2017	% Change	YTD Sept 2018	YTD Sept 2017
						Branded Business								
1248	1208	3%	165	166	-1%	Tea	2563	2454	4%	375	349	7%	4154	3641
303	290	5%	38	51	-25%	Coffee	595	540	10%	82	91	-11%	1806	1613
6	9	-29%	(7)	(2)	182%	Others	17	18	-7%	(10)	(5)	87%	30	27
1558	1507	3%	197	215	-9%	Total Branded Business	3174	3012	5%	446	435	3%	5990	5282
210	197	6%	10	15	-34%	Non Branded Business	403	407	-1%	28	46	-40%	1243	950
(7)	(13)	-46%				Less: Inter-segment Revenue	(13)	(22)	-40%					
			(11)	(10)	19%	Finance Cost				(24)	(21)	16%		
			(6)	(24)	-74%	Un-allocable items				(44)	(41)	9%	1201	1376
1761	1692	4%	189	196	-4%	Total	3563	3397	5%	406	420	-3%	8435	7608

#Non Branded Business - Includes Tata Coffee Ltd and other B2B businesses



Region-wise Revenue from Operations

Qtr September				INR Crs	YTD September			
2018	2017	Variance	%	PARTICULARS	2018	2017	Variance	%
783	780	3	0%	International Business	1564	1493	71	5%
775	727	48	7%	India	1610	1519	91	6%
1558	1507	51	3%	Total Branded Operations	3174	3012	162	5%
210	198	12	6%	Non Branded Operations	403	407	(5)	-1%
(7)	(13)	5	-42%	Inter - segment eliminations	(13)	(22)	9	-39%
1761	1692	68	4%	Total Operating Income	3563	3397	166	5%

#Non Branded Business - Includes Tata Coffee Ltd and other B2B businesses



Balance Sheet - Summary

<i>Details</i> <i>(in INR crs)</i>	Consolidated	
	As at September 30, 2018	As at March 31, 2018
Total Equity	8,435	8,041
Non-Current Liabilities	1132	955
Current Liabilities	1,767	1,585
Liabilities of Disposal group	12	11
TOTAL EQUITY & LIABILITIES	11,345	10,592
Goodwill	3,979	3,724
Other Non Current Assets	2,645	2,333
Current Asset	4,685	4,497
Assets of Disposal group	37	38
TOTAL ASSETS	11,345	10,592

Standalone	
As at September 30, 2018	As at March 31, 2018
4,301	4,213
112	110
587	569
-	-
4,999	4,892
-	-
2,771	2,792
2,229	2,100
-	-
4,999	4,892

COMPANY INFORMATION

Equity Share details

Bombay Stock Exchange (BSE) – **500800**

National Stock Exchange (NSE) – **TATAGLOBAL**

ISIN No – **INE192A01025**

(International Securities Identification
Number)

Depository Receipt

Luxembourg Stock Exchanges - **US8765692038**

London Stock Exchange - **TGBL**

www.tataglobalbeverages.com