February 2, 2018

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 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 Asscn. Ltd.
7 Lyons Range
Kolkata 700 001
Scrip Code – 10000027 (Demat)
27 (Physical)

Dear Sirs,

Further to our letter dated 22nd January, 2018 we enclose herewith a copy of the Presentation which will be made at the Analyst's call to be held today, 02nd February, 2018 between 7.00 p.m. and 8.00 p.m.

A copy of the same is also uploaded on the Company's website www.tataglobalbeverages.com .

This is for your information and records.

Yours faithfully,
For **Tata Global Beverages Limited**

(V. Madan)
Vice President & Company Secretary

Encl. : as above

TATA GLOBAL BEVERAGES LIMITED
Kirloskar Business Park, Block C -3rd & 4th Floors, Hebbal, Bangalore - 560 024.
Tel 080 67171200 Fax 080 67171201.
Registered Office: 1 Bishop Lefroy Road, Kolkata – 700020
Corporate Identity Number (CIN) - L15491WB1962PLC031425
E-mail id - investor.relations@tataglobalbeverages.com
Website address – www.tataglobalbeverages.com

TATA GLOBAL BEVERAGES

TATA



Analyst Call Q3 2017-18

2nd February 2018



Agenda

1. **BUSINESS PERFORMANCE**

2. FINANCIAL OVERVIEW



Business Performance

Key Highlights - Consolidated

Seventh consecutive quarter of operating profit and group net profit growth

- **Revenue from operations higher in underlying terms on a year to date basis.**
  - For the quarter, excluding Russia, Revenue from operations is higher by 3% attributable to improvements in India and UK with underperformances mainly in the Non Branded Business
  - Everyday Black tea category decline and retailer pressure continues in developed markets
- **Commodity costs**
  - Softness in India tea prices
  - International tea prices impacted due to Brexit
  - Coffee prices continues to be volatile – but reduce from previous highs
- **Significant improvement in Profit before Exceptional Items and Group Net Profit**
  - Good cost management
  - Lower finance cost
  - Phasing of advertisement spends
- **Currency Markets**
  - Brexit impact
- **Increased focus on under performing businesses and operational efficiency**
  - Exit from China, restructuring of Russian operations and internal restructure.
- **Divestment of holding in its associate EMSPL, Sri Lanka in Q3, as a part of the company's overall strategy**
- **Benefit of new enacted tax rates in the US.**

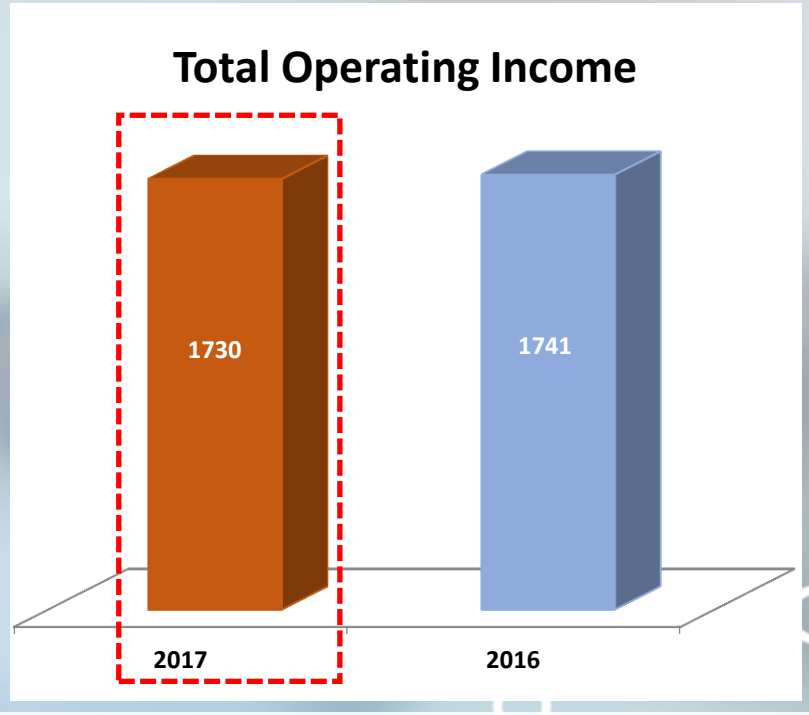


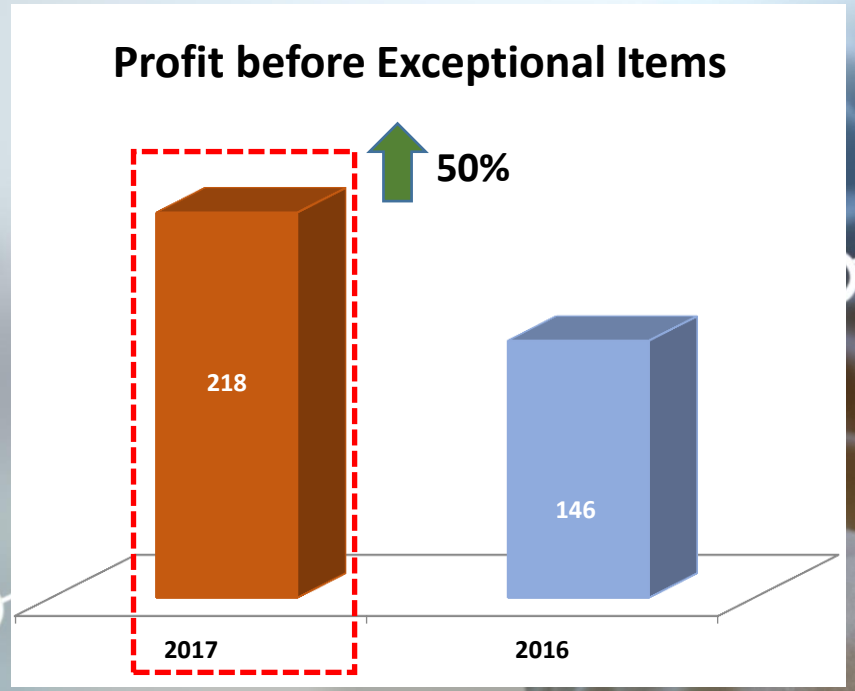
Tata Tea 1868 – 3 uniquely curated special edition tea blends (Kashmiri Kahwa, Organic Hathikuli, Masala Chai) on occasion of **Tata Group's 150 years**, unveiled at the World Economic Forum, Davos, in Jan 2018.

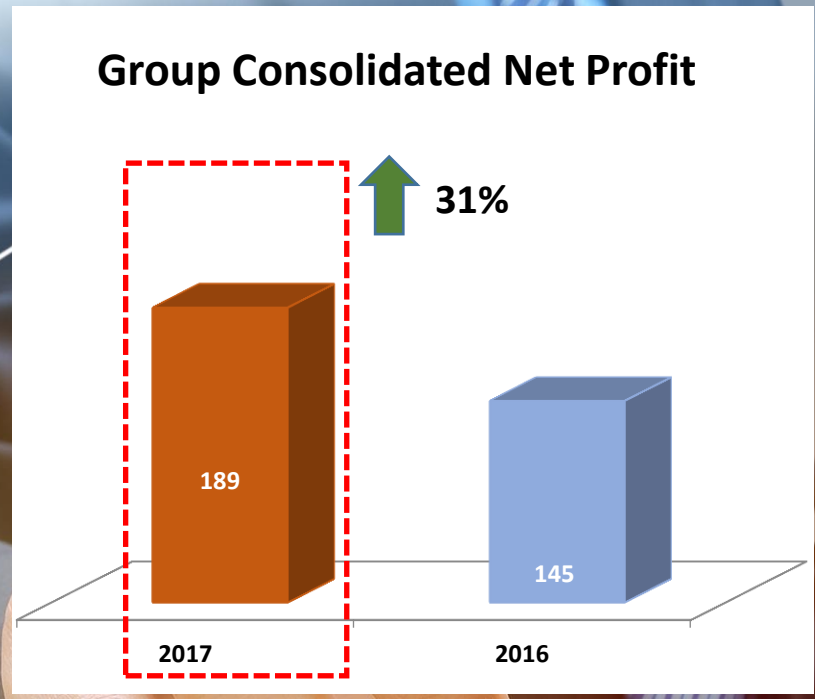


Snapshot of Consolidated Financials – Q3

in Rs Crores





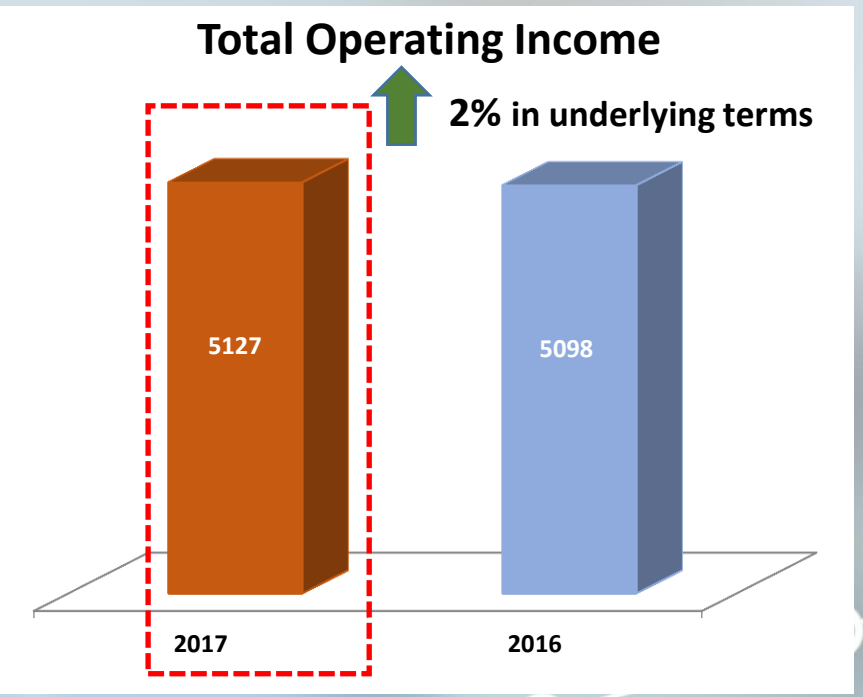


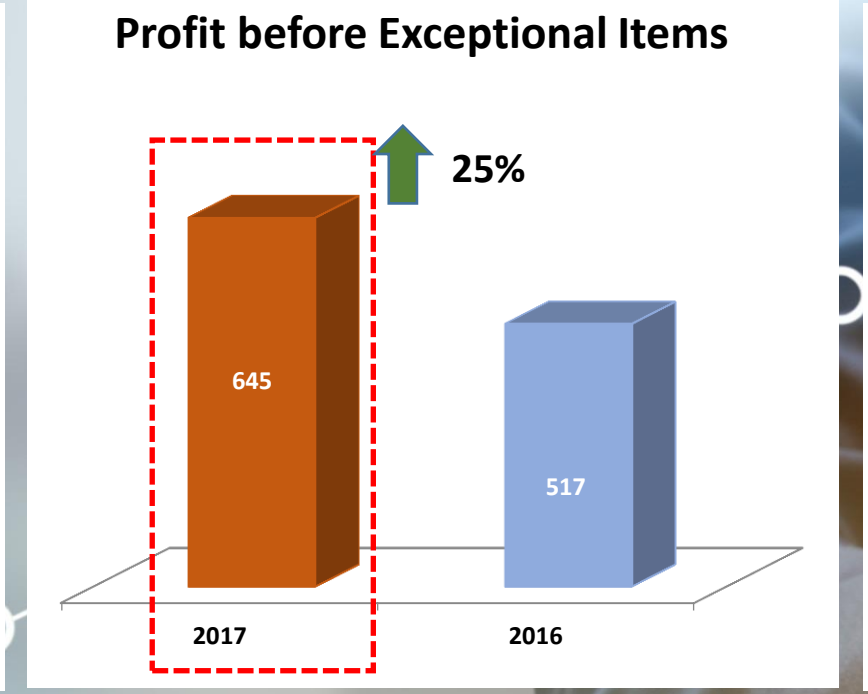
3% in underlying currency, excluding Russia

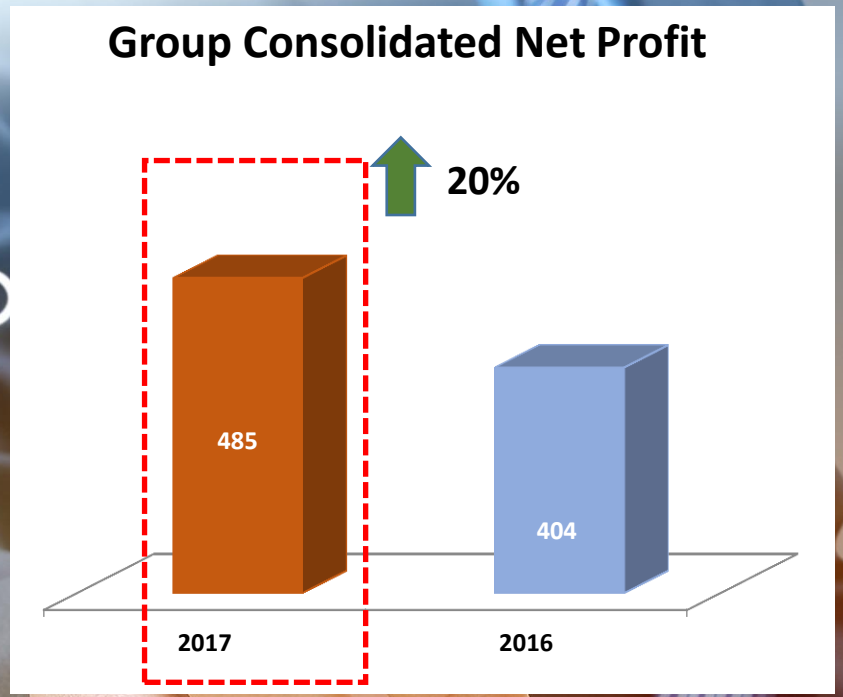
Strong performance in Quarter 3

Snapshot of Consolidated Financials – YTD

in Rs Crores







Strong performance on a 9 months YTD basis

Performance Update – Branded Business

INDIA





- Sales improvement for both quarter and year to date
  - Good growth in sales, post transition to GST
- Maintains volume leadership in Tea with growth in market shares
- Commodity cost benefits
- New Launches performing well –
  - **Tata Tea Masala Chai –** launched during the quarter
  - **Tata Tea Elaichi** - Growing at a robust pace
  - **Tata Coffee Grand** – New Hot Tea shop (HTS) variant and Roast and Ground Bags adding to the topline
  - **Tata Cha** – Out of Home (OOH) initiative - Pilot launch of its tea café in Bangalore in November
  - **Fruski -** Tea based ready to drink beverage – pilot launch









Performance Update – Branded Business

UK





- **UK continues to grow** market shares predominantly in non black tea category
- **Green Tea** continues to grow with improvement in Super Greens Tea
- Robust topline growth in **Teapigs** (our super premium tea brand)
- **Category decline** in everyday black tea and continuing competitor intensity poses to be a challenge
- **New Launches** - Tetley's new **Super Squash** launched in November, hit shelves in major multiples
- Tetley was awarded **Foodservice Brand of the Year for 2017** at the Wholesale Distributors Gold Medal Awards



Performance Update – Branded Business

US

- Topline improvement in **Branded Coffee** on a year to date basis
  - Benefits of Keurig K-cup direct sales
  - Private label sales
- Improved performance in Tetley Super
- Empirical adds to topline and operating profits







CANADA

- Stable topline performance despite aggressive competitive intensity
- Continue to maintains volume and value leadership
- New launches during the period
  - Tetley RTD - **Lemon Ginger; Orange Blossom Peach Mango; Hibiscus Pomegranate Berry**



Rest of EMEA

- Stable performance in European markets

Performance Update – Non Branded Business





Tata Coffee

- Lower sales both in coffee extraction and Plantation business

Instant Tea

- Instant tea business reflects a stable performance

Associate (APPL, KDHPC and EMSPL)

- Good performance across all associates driven by higher volumes and improved realizations
- Investment in EMSPL sold during Q3

Performance Update – JV Businesses

Tata Starbucks



106 stores as on 31, Dec 2017



- Double digit topline growth
  - better in store performance
  - growth in new stores and new formats to continue



Performance Update – Incubatory Businesses

NourishCo

- Sales continue to grow driven by double digit growth for both Tata Gluco Plus & Himalayan
- Achieved break-even during the year.





Middle East

- Stable sales for the period to date
  - Both in Tetley and Tata Tea Brands
- Loose Tea introduced under Tetley portfolio - Strong and Gold variants







Bangladesh

- Topline driven by volume led growth
- **Tata Tea Gold** launched in Bangladesh





Focus on Strategic Priorities

- Focus on base businesses continues despite everyday black tea category decline and higher competitive intensity in developed markets
- New Product Launches continues to drive the improvement in sales
- Incubatory businesses showing improved performances – both in terms of sales and operating profits
- Divestment of its holding in Estate Management Services (Private) Limited, Sri Lanka in Q3, as a part of the company's strategy to focus on branded business in key geographies



Financial Overview

Consolidated Financial Overview – Operating Performance

Seventh consecutive quarter of operating profit and group net profit growth

Quarter 3 highlights -

Operating income marginally lower (increase of 3%, excluding impact of Russia exit)

- Growth in Indian branded Tea business
- Improved performance in UK

Partly offset by

- Underperformance in US and Non Branded Operations
- Russia exit

Group Profit before exceptional items improves by 50%

- Lower commodity cost in India tea and US coffee
- Good Cost management
- Lower finance costs
- Phasing of advertisement spends

Partly offset by

- Higher UK tea commodity cost due to Brexit

Group consolidated net profits significantly higher by 31%

- Deferred tax benefit on reduction of US tax rates
- Adverse impact of exceptional expenditure

Consolidated Financial Highlights – P&L

in Rs Crores

Quarter ended Dec 31, 2017			Particulars	Year to date Dec 31, 2017		
Actual	PY	Variance		Actual	PY	Variance
1730	1741	(11)	Revenue from operations	5127	5098	29
1524	1591	67	Total operating Expenses	4521	4587	66
206	150	56	Operating Profit (EBIT)	606	511	95
12%	*9%*		*EBIT %*	*12%*	*10%*	
21	17	4	Other Income	68	73	(5)
(9)	(21)	12	Finance Cost	(29)	(67)	38
218	146	72	Profit Before Exceptional Items	645	517	128
13%	*8%*		*Profit before exceptional items %*	*13%*	*10%*	
(12)	49	(61)	Exceptional Items	(20)	48	(68)
206	195	11	Profit Before Tax	625	565	60
12%	*11%*		*PBT %*	*12%*	*11%*	
(20)	(50)	30	Tax	(173)	(186)	13
186	145	41	Profit After Tax	453	379	74
11%	*8%*		*PAT %*	*9%*	*7%*	
3	(0)	2	Share of Profit from JVs & Associates	32	25	7
189	145	44	Consolidated Group Net Profit	485	404	81
168	128	40	Attributable to owners of the parent	436	358	78
2.66	2.02		Earning Per Share (not annualised) (Rs)	6.91	5.67	

Consolidated Financial Highlights - OCI

in Rs Crores

Quarter ended Dec 31, 2017			Particulars	Year to date Dec 31, 2017		
Actual	PY	Variance		Actual	PY	Variance
189	**145**	**44**	**Consolidated Group Net Profit**	**485**	**404**	**81**
8	*(27)*	*35*	*Changes in Fair Value of Equity Instruments*	*60*	*147*	*(87)*
(76)	*66*	*(142)*	*Exchange difference on translation of foreign operations*	*199*	*(422)*	*621*
23	*(3)*	*27*	*Others*	*31*	*(10)*	*41*
(45)	**36**	**(80)**	**Other Comprehensive Income**	**290**	**(285)**	**575**
144	**181**	**(36)**	**Total Comprehensive income**	**775**	**119**	**656**

Other comprehensive income

- Changes in fair value of equity investment mainly reflects the movement in quoted share prices.
- Exchange difference reflects the impact of currency translation mainly on account of Brexit for our overseas subsidiaries in UK in the PY. Increase in sterling from March, hence the favourable currency translation for the current year.
- Others primarily represent actuarial gain / loss on retirement benefits and cash flow hedges

Region-wise Revenue from Operations – Consolidated

in Rs Crores

Quarter ended Dec 31, 2017			Particulars	Year ended Dec 31, 2017		
Actual	PY	Variance		Actual	PY	Variance
437	457	(20)	**CAA**	1244	1164	80
331	368	(37)	**EMEA***	1010	1145	(135)
775	724	51	**India Brands**	2292	2173	119
1543	**1549**	**(6)**	**Total Brands**	**4546**	**4482**	**64**
189	211	(22)	**Total Non Branded Operations**	597	660	(63)
(2)	(19)	17	Others and Eliminations	(16)	(44)	28
1730	**1741**	**(11)**	**TOTAL OPERATING INCOME**	**5127**	**5098**	**29**

** Impacted by currency volatility due to Brexit and Russia exit.*

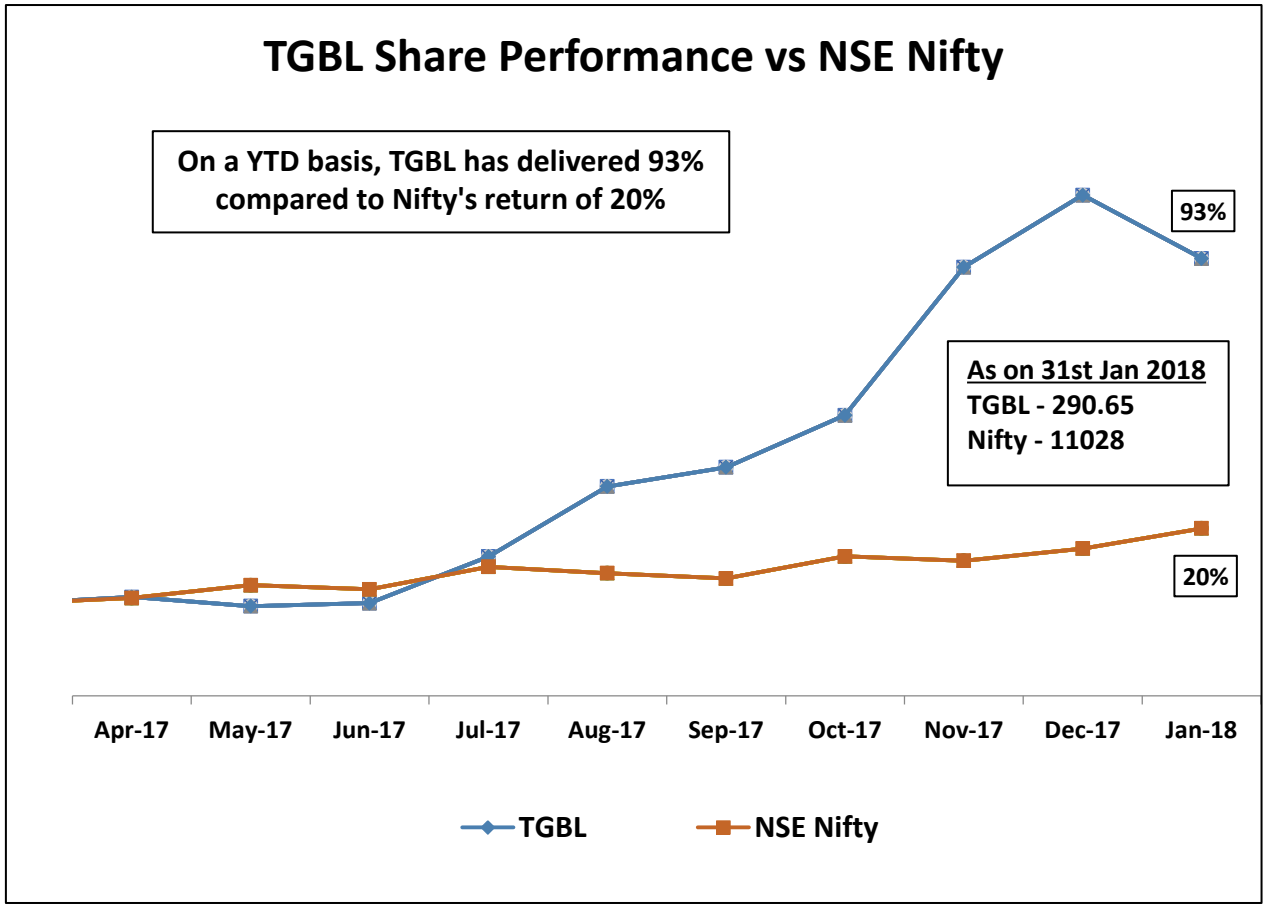
Consolidated Segment – YTD

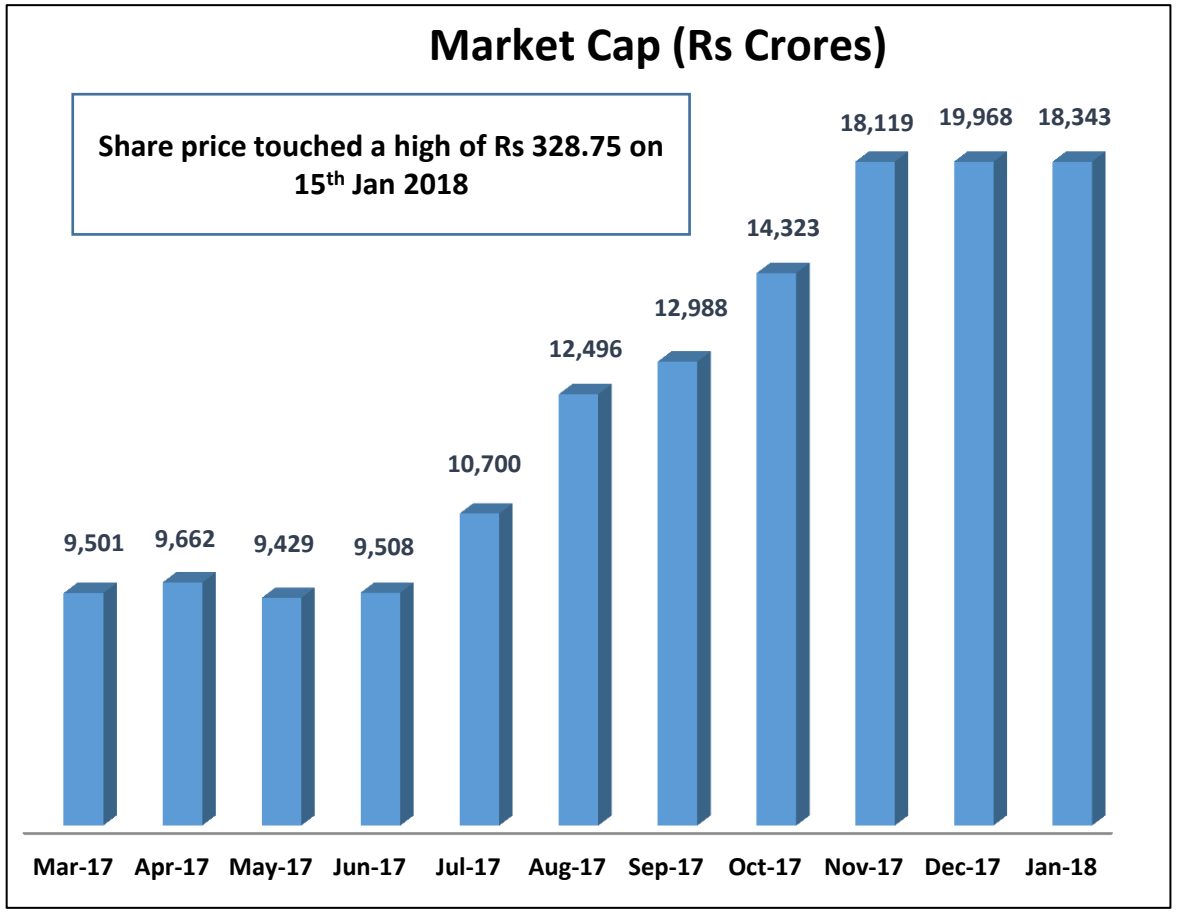
in Rs Crores

Particulars	Segment Revenue		Segment Results		Capital Employed	
	Dec 17	Dec 16	Dec 17	Dec 16	Dec 17	Dec 16
Branded Business						
Tea	3746	3620	543	465	3879	3820
Coffee	793	847	154	130	1526	1667
Others	26	23	(11)	(15)	33	20
Total Branded Business	**4565**	**4490**	**686**	**580**	**5438**	**5507**
Non Branded Business	**596**	**658**	**52**	**80**	**1037**	**797**
Less: Inter-segment Revenue	(34)	(50)				
Un-allocable items			(113)	(95)	1282	845
Total	**5127**	**5098**	**625**	**565**	**7757**	**7149**

- The group has organised it's business into Branded Segment and Non Branded Segment.
  - Branded Segment is further sub-categorised as Branded Tea, Branded Coffee and the residual as Branded Others.

Share Performance – *31st Jan 2018*






teapigs
tummy tonic
peppermint leaves
TATA TEA
Premium
TATA
WATER
PLUS
Tetley
SUPER GREEN TEA
Boost
Berry Burst
EIGHT O'CLOCK
ORIGINAL
Tetley
Indulgence
CHOCOLATE MINT
map
STRONG
Himalayan
TATA TEA
Teaveda
AYURVEDIC GOODNESS
Tetley
Cinnamon Orange
Tetley
Signature
BLOOMING GARDEN
sencha green tea
TATA GLUCO+
Tetley
Ayurvedic
BALANCE
COOL PITTA
vitax
HERBAL INSPIRATIONS
MIETA & MIOD
GOOD EARTH

Thank you