February 2, 2017

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

Bombay Stock Exchange 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 24 January, 2017 we enclose herewith a copy of the Presentation which will be made at the Analyst's call to be held on today, 2nd February, 2017 between 5.45 p.m. and 6.45 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**

TATA GLOBAL BEVERAGES LIMITED 1, BISHOP LEFROY ROAD KOLKATA-20

(V. Madan)
Vice President & Company Secretary

Encl. : as above

TATA GLOBAL BEVERAGES LIMITED
Kirloskar Business Park Block-C 3rd & 4th Floor Hebbal Bengaluru-560 024
Tel 91-80-67171200 Fax 91-80 6717 1201
Registered Office 1 Bishop Lefroy Road Kolkata 700 020
Corporate Identity Number (CIN) - L15491WB1962PLC031425
E-mail id - investor.relations@tataglobalbeverages.com
Website address – www.tataglobalbeverages.com

TATA GLOBAL BEVERAGES

TATA



Analyst Call - Results for the 9 months ended December 2016

February 2, 2017

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

- **Business Performance**
- **Financial Overview**



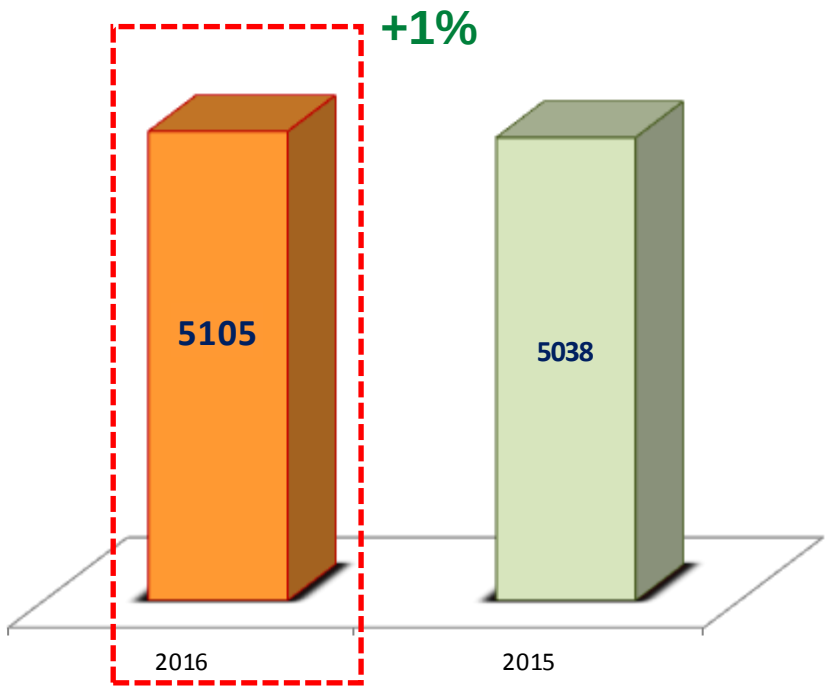
Business Performance

Key Highlights

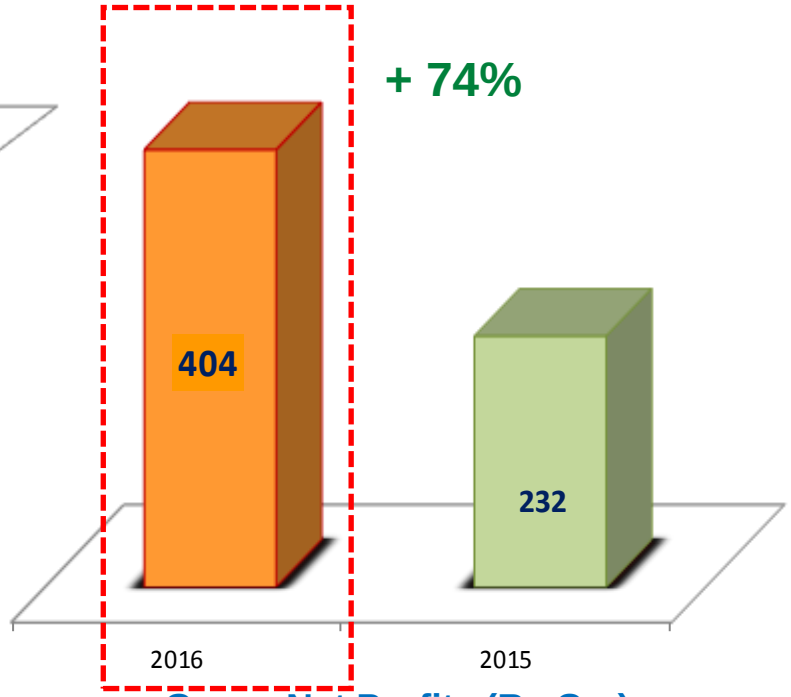
- **Third consecutive quarter of operating profit growth.**
- **Significant spends behind brands.**
  - Topline up by 1% (2% in underlying currency) for the year to date
  - Topline up by 3% (5% in underlying currency) for the quarter
  - Volume growth in tea.
- **The group focuses on NPD agenda for growth and combating competitive intensity in developed markets .**
- **Commodity costs**
  - Softness prevails in India and Kenya tea prices
  - Coffee Cost – significant volatility during the year, specially in Q3
- **Good cost management.**
- **Currency Markets**
  - Depreciation in GBP mainly due to Brexit
  - Adverse impact on topline
  - No material impact on operating profit
- **Financials reported under IND (AS)**



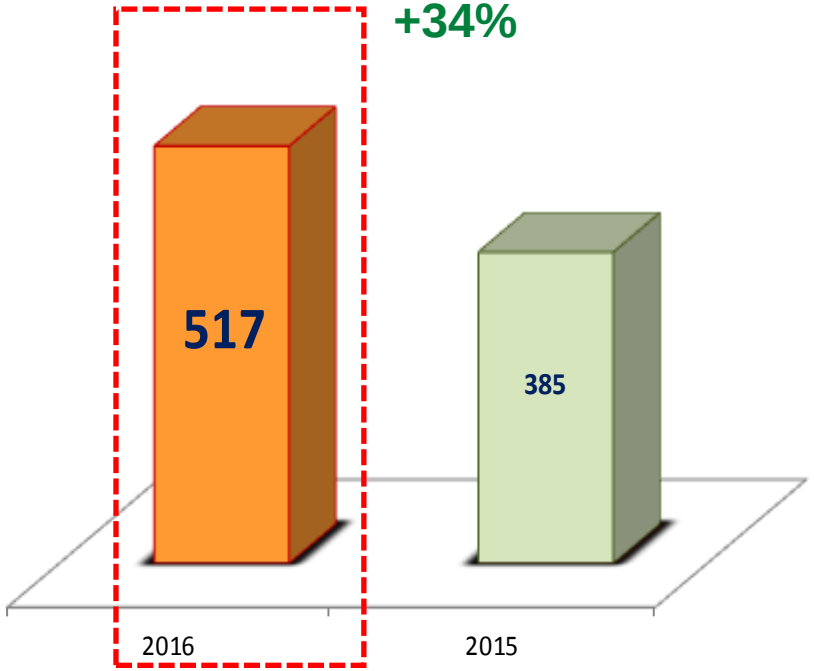
Snapshot of financials - YTD



Total Operating Income (Rs Crs)

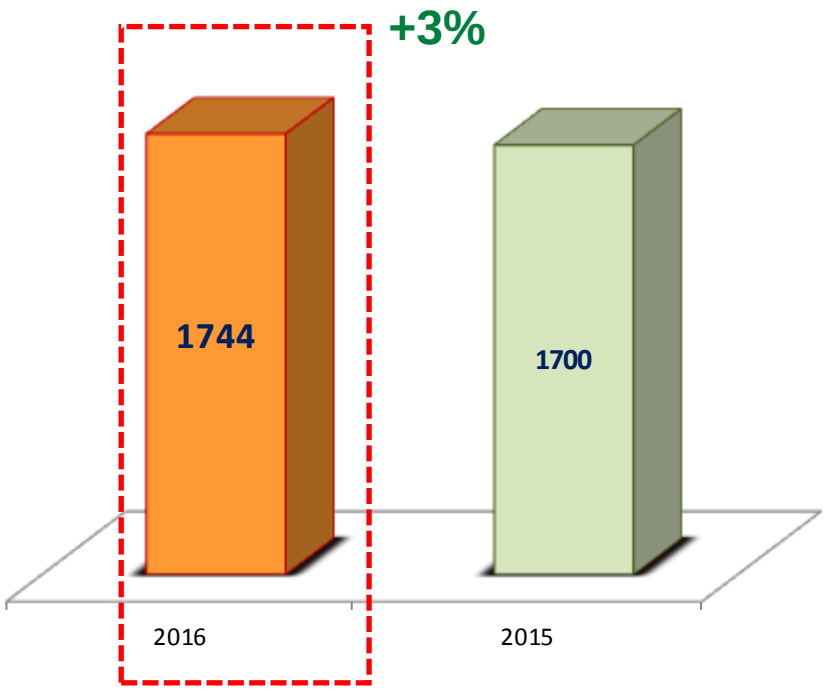


Group Net Profits (Rs Crs)

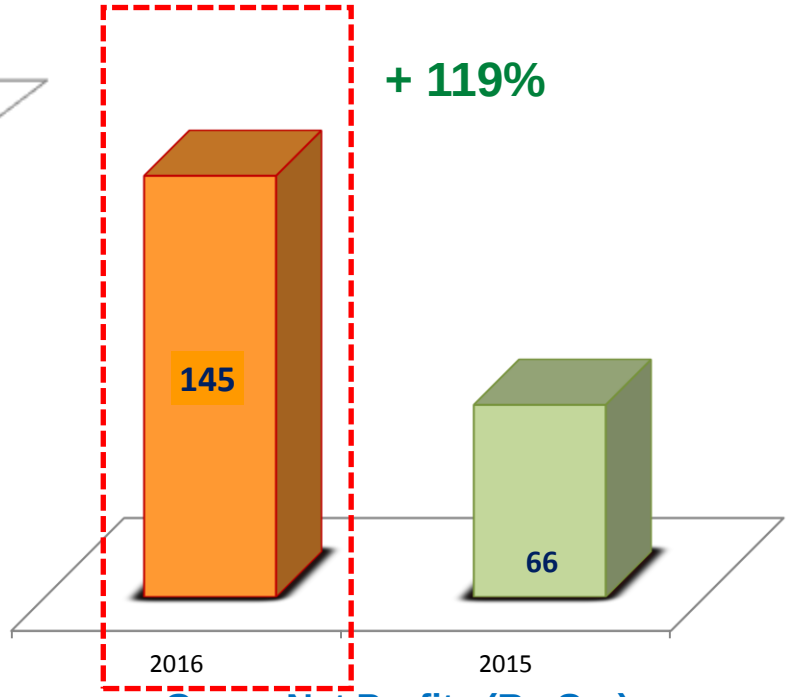


Profit before exceptional items (Rs Crs)

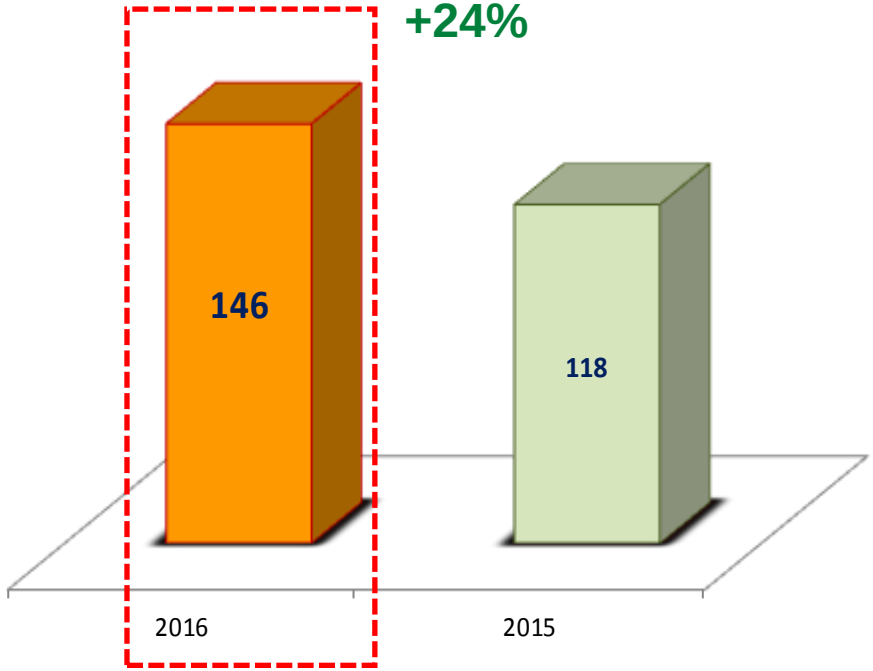
Snapshot of financials – Quarter 3



Total Operating Income (Rs Crs)



Group Net Profits (Rs Crs)



Profit before exceptional items (Rs Crs)

Performance Update – Branded Business











INDIA

- Good Growth continues in Q3, despite de-monetisation
- Continues to be the volume and value leader
- Gains market share touching the highest level in the last 18 months.
- Effective management of commodity cost.
- Tata Tea Gold Mixture , Tata Tea Elaichi are showing good signs of success.
- Tata Coffee Grand – steady gains in market shares.
- Tea Veda launched during the quarter, consumer response positive



UK

- Achieves highest MAT value shares since mid 2015
- Tetley has grown market shares in all major categories notwithstanding continuing competitive intensity
  - In UK , focus on innovation continues in Premium, Greens and Speciality Teas to combat the declines in Everyday black.
  - Green tea continues to grow with continued improvement in Super Greens
- Multimedia campaign on Tetley Super Tea range ran during the quarter supported with promotions and in-store display
- Various awards won which further is an endorsement of our products
  - Grocers New Product award – Tetley Super fruits, Boost, Blueberry and Raspberry
  - Great Taste award – won this award for the third year in a row – Kenyan Gold, Earl Grey, Green tea mango and passion fruit, Super Greens heart forest fruits
- Tetley Smile Train Challenge was run during the quarter to promote and raise funds for the Smile Train charity

Performance Update – Branded Business





USA

- Good performance by US coffee
  - Bag Coffee grows
  - Good improvement in operating profit
- Launched infusions and Brazilian Breakfast coffee – Alert and Relax
  - Sales on pace to exceed expectations
  - Support through various on-ground activities
- Tetley Green Tea reflects modest growth despite decline in category.
- Tetley Super Tea wins Product Of The Year in USA.



Canada

- Good topline performance
- Maintains volume and value leadership
- New launches get favourable customer response
  - New Ayurveda line of teas
  - Tetley Care (Herbal care) – lemon and ginger flavour



Rest of EMEA

- Stable performance in some European markets
- Good topline performance in Russia in underlying currency.

Performance Update – Non Branded Business





- **Spectacular performance by Tata Coffee Ltd continues - reflecting increase in Operating Income as well as Operating Profit**

- **Instant Coffee**
  - Improvement in coffee extraction business driven by volume improvement.

- **Instant Tea**
  - Instant tea business reflects a stable topline performance with good improvements in operating profit.

- **Plantations**
  - Improvements in tea plantation attributable to price increases.
  - Stable performance in coffee plantations.

Performance Update – Incubatory businesses







Middle East

- ME - Strong quarter with healthy growth in all major markets
  - Fresh foil pack launched – well appreciated by customers and trade.
  - New tea commercial - focussing of health benefits of Tetley green tea.



Starbucks JV

- Topline growth with good store-level profitability
- Expansion of stores to continue including in new formats
- Focus on Cash breakeven.



NourishCo

- Double digit growth continues for Tata Gluco Plus / Himalayan
- TWP pet performance improves
- Himalayan Sparkling being rolled out in 5star hotels and upscale restaurants
- Himalayan flavoured water being piloted in select channels.

Other Significant Events

- **China JV Sale** – SPA has been signed and transaction will be subject to completion of definitive agreements and satisfaction of condition precedent.

- **Entry into China** with Tetley Branded Products on alibaba.com

- **Tata Coffee** - State of the art green field freeze dried instant coffee facility is proposed to be set up in Vietnam with a capacity of 5000mt pa.

- Tetley achieves target of **100% Rainforest Alliance** certified sourcing of teas in December 2016 in EMEA and CAA regions.



9 months - Financial Overview

Financial Overview

- **Operating income up by 1% (2% in underlying currency) for the period to date**
- **Operating income up by +3% (5% in underlying currency) for the quarter**
  - Volume growth in branded tea business
  - Improvements in Branded Business –India (despite de-monetisation impact), Canada and Russia
  - Improved non-branded business performance - Coffee extraction and tea plantation

  Offset by
  - Adverse currency movements
- **Profits before exceptional higher than prior year by 34% and higher by 24% for the quarter.**
- **Significant increase in spends behind core brands and new launches in Q3.**
  - Improved performance in Branded Business in some markets
  - Lower commodity costs
  - Good cost management.
  - Improved performance in Non Branded Business
  - Lower interest costs and higher other income.
- **Higher Exceptional Income – Empirical treated as a subsidiary from October 1, 2016 pursuant to a change in agreement**
  - Exceptional income based on fair value measurement of current holding
- **Group net profit significantly improves over prior year by 74% (+119% for the quarter)**
  - Improved operating performance
  - Higher exceptional Income

Financial Highlights - PL

Quarter ending December			Particulars	Nine months ending December		
Actual	PY	Variance	(In Rs crores)	Actual	PY	Variance
1744	1700	44	Total Operating Income	5105	5038	67
153	139	14	EBIT	517	402	115
14	9	5	Other Income	67	56	11
(20)	(30)	8	Finance Cost	(67)	(73)	6
145	118	27	Profit Before Exceptional Items	517	385	132
50	(11)	61	Exceptional Items	48	(18)	66
195	107	88	Profit Before Tax	565	367	198
(50)	(47)	(3)	Tax	(185)	(148)	(37)
145	60	85	Profit After Tax	380	219	161
-	6	(6)	Share of Profit from JVs & Associates	24	13	11
145	66	79	Consolidated Group Net Profit	404	232	172
2.02	0.92	1.10	Earning Per Share (not annualised) (Rs)	5.67	3.34	2.33

Financial Highlights - OCI

Quarter ending December			Particulars	Nine months ending December		
Actual	PY	Variance	(In Rs crores)	Actual	PY	Variance
145	66	79	Group Net Profit	404	232	172
36	6	30	Other Comprehensive Income	(285)	91	(376)
181	72	109	Total Comprehensive income	119	323	(204)

- **Other Comprehensive Income mainly represents**
  - Impact of fair value of Investments, Cash flow hedges, Actuarial Gain/Loss on employee benefits and Foreign Currency Translation Reserve (FCTR)
    - ❑ Actuarial Gain/Loss on employee benefits in overseas entities , FCTR and Cash Flow Hedges were being reflected under reserves in IGAAP.
    - ❑ Actuarial Gain/ Loss on Employee benefits for Indian entities has been reflected under OCI under IND(AS) as opposed to taking it to Statement of Profit & Loss as per IGAAP.
    - ❑ Fair value accounting of Investments has been introduced under IND(AS) principles.
- **Current year movement is mainly due to GBP depreciation against INR whereas in previous year, the movement is mainly due to GBP appreciation against INR.**

Region-wise Income from Operations

Quarter ending December			Particulars	Nine months ending December		
Actual	PY	Variance	(In Rs Crores)	Actual	PY	Variance
454	396	58	**CAA**	1166	1094	72
364	419	(55)	**EMEA**	1147	1232	(85)
720	696	24	**India Brands**	2177	2127	50
1538	**1511**	**27**	**Total Brands**	**4490**	**4453**	**37**
225	206	19	**Total Non Branded Operations**	666	616	50
(19)	(17)	(2)	Other and Eliminations	(51)	(31)	(20)
1744	1700	44	**TOTAL OPERATING INCOME**	5105	5038	67

YTD EMEA sales dip is due to weakness in GBP whereas CAA has benefited from favourable currency movements and accounting treatment of a JV.

Segment - YTD

Particulars	Segment Revenue		Segment Results		Capital Employed	
(In Rs Crores)	Dec 16	Dec 15	Dec 16	Dec 15	Dec 16	Dec 15
Branded Business						
Tea	3618	3604	465	441	3820	4141
Coffee	847	828	130	92	1668	1764
Others	25	21	(15)	(17)	20	38
Total Branded Business	**4490**	**4453**	**580**	**516**	**5508**	**5943**
Non Branded Business	**666**	**616**	**91**	**48**	**797**	**801**
Less: Inter-segment Revenue	(51)	(31)				
Un-allocable items			(106)	(197)	868	809
Total	**5105**	**5038**	**565**	**367**	**7173**	**7553**

- 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.
- Accordingly, the group has reported its segment results for these segments. This complies with Ind AS – 108 – Segment reporting principles, and is made effective from 1st April, 2016 and the previous periods numbers have been regrouped/reclassified.

IND(AS) – Reconciliation between IGAAP and IND(AS) representation for Q3 and YTD Dec 2015

QTD Dec – 2015				YTD Dec – 2015		
Total Income from Operations	Profit from Operations	Group Consolidated Net Profit	Rs in Crs	Total Income from Operations	Profit from Operations	Group Consolidated Net Profit
2081	**134**	**68**	**IGAAP**	**6145**	**400**	**249**
			Adjustments:			
(224)			Revenue	(634)		
(157)	-	(1)	Equity Accounting of JV	(473)	9	(2)
	(4)	(3)	Agricultural Produce		(27)	(19)
		(4)	Amortised cost adjustment on Long term Borrowings			(12)
	9	5	Other Adjustments		20	16
1700	**139**	**66**	**INDAS**	**5038**	**402**	**232**

- **Revenue** - Expenditure adjusted with revenue based on the measurement principles of IND(AS), which were previously reflected as an expense as per IGAAP.
- **Equity Accounting of JV** - Joint venture equity accounted as per IND(AS) as opposed to proportionate consolidation under IGAAP.
- **Agricultural Produce** - Fair valuation of agricultural produce as per IND(AS)
- **Amortised cost adjustment on Long term Borrowings** - Recognition of finance cost under effective interest rate method for redemption premium on debentures, which was adjusted to reserves under IGAAP.
- **Other adjustments** in IND (AS) :
  - Actuarial gain/loss on employee benefits for Indian Companies accounted in Reserves
  - Expenditure on Bearer plants, now capitalised
  - IND(AS) transition adjustments of Associate entities
- Corresponding tax impact on the above as applicable


Tetley
SUPER GREEN TEA
Boost
B6
EIGHT O'CLOCK
TATA TEA
Premium
TATA
WATER
PLUS
JEMČA
ZLATÝ
ČERNÝ ČAJ
Tetley
Cinnamon Orange
Tetley
SIGNATURE
MINT TO BE
Tetley
100% Steamed
EIGHT O'CLOCK
ORIGINAL
TATA
GLUCO+
map
ESPRESSO CAPSULES
VENEZIA
STRONG
BLEND
map
VENEZIA
STRONG
Himalayan
GOOD EARTH
Sweet &Spicy
Tetley
ORANGE PEKOE
vitax
HERBAL INSPIRATIONS

Thank you