

COFFEE DAY ENTERPRISES LIMITED



TO,

National Stock Exchange of India Limited
Manager-Listing
cmlist@nse.co.in

Dear Sirs,

11th February, 2016

Regulation 30 of LODR, 2015 read with Schedule III: Presentation to Analysts / Institutional Investors

Please find herewith the Presentation made to Analysts /Institutional Investors.

A copy of the same is attached for your records

Kindly take the same on record

Thanking you,

For Coffee Day Enterprises Limited


Sadananda Poojary
Company Secretary & Compliance Officer

CC:

BSE Limited
General manager-DSC
corp.relations@bseindia.com

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Investor Communication

Quarter ending December, 2015

Coverage:

- 1. Financial Highlights**
- 2. Financial results**
- 3. Investor Presentation**

This Investor updates covers the Company's performance for the quarter ending 31st December, 2015

Contact Info: Mr. Sadananda Poojary

Company Secretary & Compliance officer

investors@coffeeday.com

Ph no: +91 80 400012345

Dear Investors,

I am very pleased to announce our third-quarter numbers for fiscal 2015-16. Despite the macro economic slowdown, our retail coffee business has posted a strong growth in the quarter, with gross retail revenues up by 14% YoY and retail EBITDA up by 15% YoY. Further I am delighted to share with you the profit number for the coffee business - Coffee Day Global's Profit After Tax for the quarter stood at INR 24 million, a 186% increase over the loss posted in the year-ago period and a 32% increase over the second quarter of this fiscal.

Overall, on a consolidated basis, Coffee Day Enterprises Limited posted revenues of INR 6,797 million, a growth of 15% YoY and an EBITDA of INR 1,338 million, up 17% YoY. Owing to the tremendous efforts by our teams. I am happy to report that we were able to achieve profitability. The company's profit after tax for the third quarter ended December 2015 stood at INR 11 million, a 105% YoY increase over a loss posted in the year-ago period.

Looking ahead I would like to reiterate our commitment to the targets that we have set for ourselves for the growth of your company. We believe that we are well positioned to unlock value from our strong home-grown brands, a sizeable market presence and proven legacy in this business. We will continue to commit ourselves to ambitious targets with an aim to grow the retail coffee business at double-digits over the next couple of years. Alongside, we will endeavor to deliver profitable growth across the businesses.

I would like to thank you for your continued support and confidence in us.

Sincerely,



V G Siddhartha
Chairman & Managing Director



Coffee Day Enterprises Limited

Financial Highlights

Q3-FY 16

Total net Revenue at Rs. 6,797 million; up 15% YoY

EBIDTA at Rs. 1,338 million; up 17% YoY

Net profit/(loss) after tax at Rs. 11 million; up 105% YoY

YTD Dec 15 -FY 16

Total Revenue at Rs. 19,685 million; up 12% YoY

EBIDTA at Rs. 3,826 million; up 23% YoY

Net profit/(loss) after tax at Rs. (269) million; up 62% YoY

Note: figures have been rounded off for the purpose of reporting

Details of Financial performance

Rs. Million

Particulars	Q3-FY 16	Q2-FY 16	Q3-FY 15	Q2 vs Q3 Growth %	Q3 YOY Growth %	YTD Dec 15 (FY 16)	YTD Dec 14 (FY 15)	YTD-YOY Growth %
Net Operational Revenue	6,796.8	6,658.0	5,921.0	2.1%	14.8%	19,685.3	17,644.8	11.6%
EBIDTA	1,337.6	1,347.0	1,140.2	-0.7%	17.3%	3,826.1	3,111.5	23.0%
Net Profit/(Loss)	11.0	(93.0)	(209.4)	111.9%	105.3%	(269.1)	(700.6)	61.6%

Note:- Net Profit/(Loss) after considering profit/(loss) from minority and associates



Coffee Business (CDGL Consolidation)
Financial Highlights

Q3-FY 16

Retail Gross Revenue at Rs. 3,202 million; up 14% YoY

Retail EBIDTA at Rs. 585 million; up 15% YoY

Net profit after tax at Rs. 24 million; up 186% YoY

YTD Dec 15 (FY 16)

Retail Gross Revenue at Rs. 9,325 million; up 12% YoY

Retail EBIDTA at Rs. 1,698 million; up 16.5%

Net profit after tax at Rs. 61 million; up 187% YoY

Note: figures has been rounded off for the purpose of reporting

Details of Financial performance

Rs. Million

Particulars	Q3-FY 16	Q2-FY 16	Q3-FY 15	Q2 vs Q3 Growth %	Q3 YOY Growth %	YTD Dec 15 (FY 16)	YTD Dec 14 (FY 15)	YTD-YOY Growth %
<u>Gross Operational Revenue</u>	3,593.0	3,297.3	3,132.9	9.0%	14.7%	10,705.8	9,949.7	7.6%
Retail	3,201.8	3,116.0	2,811.2	2.8%	13.9%	9,325.0	8,302.5	12.3%
Procurement, Production & Export (PPE)	391.2	181.3	321.7	115.7%	21.6%	1,380.9	1,647.2	-16.2%
<u>EBIDTA</u>	589.0	576.9	515.7	2.1%	14.2%	1,718.4	1,502.3	14.4%
Retail	584.7	576.3	508.8	1.5%	14.9%	1,697.9	1,457.2	16.5%
Procurement, Production & Export (PPE)	4.2	0.5	7.0	686.0%	-39.2%	20.5	45.1	-54.5%
Profit before Tax (PBT)	44.7	41.2	(9.6)	8.6%	564.5%	121.5	(38.8)	413.4%
TAX	21.0	23.2	18.1	-9.4%	16.0%	60.8	30.8	97.2%
Profit after Tax (PAT)	23.7	18.0	(27.7)	31.6%	185.6%	60.7	(69.6)	187.2%

Particulars	Q3-FY 16	Q2-FY 16	Q3-FY 15
Average Sales Per Day (ASPD) for the qtr	13,747	13,448	13,773
Same Store Sales Growth (SSSG) for the qtr	4.9%	5.3%	3.4%

Particulars	Q3-FY 16	Q2-FY 16	Q3-FY 15
Café closing count	1,586	1,555	1,472
Vending Machines closing count	33,742	32,071	28,777

PART I Statement of unaudited consolidated financial results for the quarter and nine months ended on 31 December 2015 (Rs. in Millions except per share data)

Sl. No.	Particulars	Quarter ended			Year to Date		
		31 December 2015	30 September 2015	31 December 2014	31 December 2015	31 December 2014	31 March 2015
		Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
1	Income from operations						
	a) Net sales / Income from operations (net of excise duty)	6,702.46	6,591.75	5,853.21	19,397.22	17,402.61	24,463.28
	b) Other operating income	94.29	66.15	67.80	288.07	242.21	330.28
	Total income from operations (net)	6,796.75	6,657.90	5,921.01	19,685.29	17,644.82	24,793.56
2	Expenses						
	a) Cost of material consumed	1,300.87	1,122.99	1,019.74	3,938.88	4,041.33	6,175.96
	b) Purchase of stock-in-trade	96.12	110.31	40.67	206.42	60.45	131.44
	c) Changes in inventories of finished goods, work-in-progress and stock in trade	(60.36)	(45.92)	128.00	23.33	58.89	273.91
	d) Cost of logistics services	1,703.37	1,599.62	1,883.95	4,503.28	5,293.31	6,725.36
	e) Employee benefit expense	868.52	863.70	656.47	2,500.09	1,849.84	2,541.68
	f) Depreciation and amortisation expenses	731.31	686.21	655.16	2,063.47	1,910.61	2,574.16
	g) Other expenses	1,691.36	1,787.69	1,166.65	5,074.64	3,671.12	5,209.43
	Total expenses	6,331.19	6,124.60	5,550.64	18,310.11	16,885.55	23,631.94
3	Profit from operations before other income, finance costs and exceptional items (1 - 2)	465.56	533.30	370.37	1,375.18	759.27	1,161.62
4	Other income	140.76	127.63	114.72	387.48	441.62	693.60
5	Profit from ordinary activities before finance costs and exceptional items (3 + 4)	606.32	660.93	485.09	1,762.66	1,200.89	1,855.22
6	Finance costs	762.46	850.59	888.61	2,446.71	2,483.25	3,262.33
7	(Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)	(156.14)	(189.66)	(403.52)	(684.05)	(1,282.36)	(1,407.11)
8	Exceptional income / (expense)	-	-	-	-	-	-
9	(Loss) from ordinary activities before tax (7 - 8)	(156.14)	(189.66)	(403.52)	(684.05)	(1,282.36)	(1,407.11)
10	Tax expense, net	49.22	94.75	16.50	195.25	60.61	150.24
11	(Loss) for the period from ordinary activities after tax (9-10)	(205.36)	(284.41)	(420.02)	(879.30)	(1,342.97)	(1,557.35)
12	Share of profit of associates	240.59	256.30	219.17	722.03	693.46	903.17
13	Minority Interest	(24.20)	(65.27)	(8.50)	(111.79)	(51.04)	(183.50)
14	Net profit/ (loss) after tax, minority interest and share of profit of associates (11-12-13)	11.03	(93.38)	(209.35)	(269.06)	(700.55)	(837.68)
15	Paid-up equity share capital (face value of Rs 10 each)	2,060.02	1,709.41	142.47	2,060.02	142.47	145.92
16	Reserves (excluding revaluation reserve), annualised	-	-	-	-	-	5,312.91
17	Earnings / (loss) per share (not annualised)						
	Basic (Rs.)	0.06	(0.79)	(1.80)	(1.87)	(6.02)	(7.18)
	Diluted (Rs.)	0.06	(0.79)	(1.80)	(1.87)	(6.02)	(7.18)

For Coffee Day Enterprises Ltd.

Chairman & Managing Director

Consolidated Segment wise revenue, results and capital employed for the quarter and nine months ended 31 December 2015

(Rs. in Millions)

Sl. No.	Particulars	Quarter ended			Year to Date		Year ended
		31 December 2015	30 September 2015	31 December 2014	31 December 2015	31 December 2014	31 March 2015
		Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
1	Segment revenue						
	a) Coffee and related business	3,238.46	2,962.77	2,762.34	9,593.78	8,787.68	12,803.92
	b) Integrated multimodal logistics	2,182.44	2,021.50	2,217.24	5,797.23	6,315.74	8,190.76
	c) Financial services	880.53	1,235.15	513.56	2,924.07	1,403.89	2,224.67
	d) Leasing of commercial office space	325.17	301.62	271.53	914.09	716.37	1,007.95
	e) Hospitality services	63.93	43.67	67.48	183.46	193.73	257.27
	f) Others	106.22	93.19	88.86	272.66	227.41	308.99
	Net income from operations	6,796.75	6,657.90	5,921.01	19,685.29	17,644.82	24,793.56
2	Segment results						
	Profit / (loss) before tax and interest from each segment						
	a) Coffee and related business	116.74	154.19	131.98	431.94	295.83	382.64
	b) Integrated multimodal logistics	148.40	121.18	89.37	373.44	280.70	393.70
	c) Financial services	65.47	192.33	(10.09)	295.27	(6.31)	139.42
	d) Leasing of commercial office space	123.34	93.97	78.89	340.92	166.35	289.44
	e) Hospitality services	(18.01)	(15.61)	34.83	(23.52)	15.26	(23.31)
	f) Others	30.83	18.43	29.07	55.09	40.91	49.04
	Total	466.77	564.49	354.05	1,473.14	792.74	1,230.93
	Unallocable						
	Less: Finance costs	762.46	850.59	888.61	2,446.71	2,483.25	3,262.33
	Less: Other unallocable expenses	1.21	31.19	(16.32)	97.96	33.47	69.31
	Add: Other income	140.76	127.63	114.72	387.48	441.62	693.60
	Profit/ (loss) before tax	(156.14)	(189.66)	(403.52)	(684.05)	(1,282.36)	(1,407.11)
3	Capital employed						
	a) Coffee and related business	12,184.55	10,785.08	12,753.64	12,184.55	12,753.64	11,820.29
	b) Integrated multimodal logistics	16,130.19	17,179.43	14,285.38	16,130.19	14,285.38	14,312.01
	c) Financial services	708.40	1,056.82	938.01	708.40	938.01	681.76
	d) Leasing of commercial office space	11,727.82	12,002.13	8,598.01	11,727.82	8,598.01	8,249.16
	e) Hospitality services	4,934.95	5,011.95	5,056.57	4,934.95	5,056.57	4,898.65
	f) Others	398.17	356.75	381.36	398.17	381.36	312.67
	Total	46,084.08	46,392.16	42,012.97	46,084.08	42,012.97	40,274.54
	Unallocable assets / (liabilities)	8,195.65	(3,176.98)	(408.29)	8,195.65	(408.29)	764.27
		54,279.73	43,215.18	41,604.68	54,279.73	41,604.68	41,038.81

For Coffee Day Enterprises Ltd.


 Chairman & Managing Director

Notes:

- 1 The above results of Coffee Day Enterprises Limited ("the Company"), its subsidiaries, associates and joint ventures, (collectively known as "the CCD Group") are prepared in accordance with the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (hereinafter referred to as 'the Listing Regulations, 2015').

The consolidated figures above include figures of subsidiary companies namely Coffee Day Global Limited, Tanglin Developments Limited, Coffee Day Hotels and Resorts Private Limited, Coffee Day Trading Limited, Way2Wealth Securities Private Limited, Amalgamated Holdings Limited, Ganga Coffee Curing Works Limited, A.N Coffeeday International Limited, Coffee Day Properties (India) Private Limited, Classic Coffee Curing Works, Coffeelab Limited, Coffee Day Gastronomie Und Kaffeehandles GmbH, Coffee Day CZ a.s, Tanglin Retail Reality Developments Private Limited, Sical Logistics Limited, Sical Infra Assets Limited, Sical Iron Ore Terminal Limited, Sical Iron Ore Terminal (Mangalore) Limited, Norsesea Offshore India Limited, Bergen Offshore Logistics Pte. Limited, Norsesea Global Offshore Pte Limited, Sical Multimodal and Rail Transport Limited, Sical Adams Offshore Limited, Sical Saumya Mining Limited, Girividyuth India Limited, Wilderness Resorts Private Limited, Karnataka Wildlife Resorts Private Limited, Mandi2Market Traders Private Limited, Way2Wealth Distributors Private Limited, Way2Wealth Capital Private Limited, Way2Wealth Realty Advisors Private Limited, Way2Wealth Brokers Private Limited, Way2Wealth Insurance Brokers Private Limited, AlphaGrep Securities Private Limited, Way2Wealth Commodities Private Limited, Techno Shares and Stocks Limited, Way2Wealth Illuminati Pte. Limited, Techno Commodity Broking Private Limited, AlphaGrep Holding HK Limited, Magnasoft Consulting India Private Limited, Magnasoft Europe Limited and Magnasoft Spatial Services Inc.

The consolidated figures above include proportionate figures of joint ventures namely Coffee Day Schaefer Technologies Private Limited, PSA Sical Terminals Limited, Sical Sattva Rail Terminal Private Limited, AlphaGrep Technologies Limited, Alphagrep HK Limited, Alphagrep Trading Limited as well as the Group's share of profits from associate companies namely Itiam Systems Private Limited, Global Edge Software Private Limited, Mindtree Limited, Barefoot Resorts and Leisure India Private Limited.

- 2 The above results were reviewed by the Audit Committee and thereafter approved by the Board of Directors in their meeting held on 11 February 2016 and have undergone a "Limited Review" by the Statutory Auditors of the Company and have issued an unqualified review report. The review report of the Statutory Auditors is being filed with the Bombay Stock Exchange and National Stock Exchange and is also available on the Company's website at www.coffeeday.com.
- 3 Pursuant to the provisions of the Listing Agreement, the Management has decided to publish consolidated financial results in the newspapers. However, the standalone financial results will be made available on the Company's website www.coffeeday.com and also on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com).
- 4 During May 2015, the Company had issued 102,140,857 number of equity shares as bonus shares in the ratio of 1:7. Further, subsequent to the bonus issue, the Company had converted 63,158,232 number of compulsorily convertible debentures and 1,357,410 number of compulsorily convertible preference shares into 54,208,336 number of equity shares as per the terms and conditions specified in the agreement.
- 5 During the three months period ended 31 December 2015, the Company has completed the initial public offer (IPO) and raised a total capital of Rs 11,500 million by issuing 35,060,975 equity shares of Rs 10 each at a premium of Rs 318 per share. The equity shares of the Company were listed on BSE and NSE effective 2 November 2015. The proceeds from IPO is Rs 10,766 million (net of issue expenses).

Details of utilisation of proceeds of IPO are as follows:

Particulars	Objects of the issue as per the prospectus	(Rs in millions)	
		Utilised upto 31 December 2015	Unutilised amount as at 31 December 2015
Financing coffee businesses	2,875.10	434.57	2,440.53
Repayment or prepayment of loans	6,328.00	3,298.00	3,030.00
General corporate purposes	1,562.90	1,562.90	-
Total	10,766.00	5,295.37	5,470.53

Unutilised amounts of the issue as at 31 December 2015 have been temporarily deployed in fixed deposits with banks.

Expenses incurred by the Company aggregating to Rs 734 million (including service tax), in connection with IPO have been adjusted towards the securities premium in accordance with Section 52 of the Companies Act, 2013.

- 6 Information of standalone unaudited financial results of the Company in terms of Regulation 47 (b) of the Listing Regulations, 2015 is as under:

Particulars	(Rs in Millions)			
	Quarter ended			Year ended
	31 December 2015	30 September 2015	31 December 2014	31 March 2015
	Unaudited	Unaudited	Unaudited	Audited
Total income from operations, net	140.48	93.89	97.2	286.88
(Loss)/ profit before tax and exceptional items	(250.50)	(381.73)	(301.98)	(1,257.94)
(Loss)/ profit after tax and exceptional items	(250.50)	(381.73)	(301.98)	(1,257.94)

- 6 Previous period's / year's figures have been regrouped / reclassified, where necessary, to conform to current period's classification.

For and on behalf of the Board of Directors



V. G. Siddhartha
Chairman and Managing Director
 Coffee Day Enterprises Limited (Formerly Coffee Day Enterprises Private Limited)
 Place: Bangalore
 Date: 11 February 2016



Newspaper Publishing Report
For the Quarter and nine months ended 31 December 2015

(Rs in million except per share data)

Particulars	Quarter ending 31 December 2015	Year to date figures 31 December 2015	Quarter ending 31 December 2014
Total income from operations (net)	6,796.75	19,685.29	5,921.01
Net Profit / (Loss) from ordinary activities after tax	11.03	(269.06)	(209.35)
Net Profit / (Loss) for the period after tax (after Extraordinary items)	11.03	(269.06)	(209.35)
Equity Share Capital	2,060.02	2,060.02	142.47
Earnings Per Share (before extraordinary items) (of ₹ 10/- each)			
Basic :	0.06	(1.87)	(1.80)
Diluted :	0.06	(1.87)	(1.80)
Earnings Per Share (after extraordinary items) (of ₹ 10/- each)			
Basic :	0.06	(1.87)	(1.80)
Diluted :	0.06	(1.87)	(1.80)

Notes:

1. The above is an extract of the detailed format of Quarterly Financial Results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing and other Disclosure Requirements) Regulations, 2015. The full format of the Quarterly Financial Results are available on the website of BSE (www.bseindia.com) and NSE (www.nseindia.com) and on the Company's website www.coffeeday.com.

2. The above results were reviewed by the Audit Committee and thereafter approved by the Board of Directors in their meeting held on 11 February 2016 and have undergone a 'Limited Review' by the Statutory Auditors of the Company.

3. Reviewed financial results of Coffee Day Enterprises Limited (Standalone Information)

(Rs in Millions)

Particulars	Quarter ended			Year ended
	31 December 2015	30 September 2015	31 December 2014	31 March 2015
	Unaudited	Unaudited	Unaudited	Audited
Total income from operations, net	140.48	93.89	97.20	286.88
(Loss)/ profit before tax and exceptional items	(250.50)	(381.73)	(301.98)	(1,257.94)
(Loss)/ profit after tax and exceptional items	(250.50)	(381.73)	(301.98)	(1,257.94)

For Coffee Day Enterprises Ltd.

Chairman & Managing Director

PART I Statement of unaudited standalone financial results for the quarter and nine months ended on 31 December 2015

(Rs. in Millions except per share data)

Sl no	Particulars	Quarter ended			Nine months ended		Year ended
		31 December 2015	30 September 2015	31 December 2014	31 December 2015	31 December 2014	31 March 2015
		Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
1	Income from operations						
	a) Revenue from operations, net	105.56	67.70	71.01	200.78	111.63	160.28
	b) Other operating income	34.92	26.19	26.19	148.42	91.67	126.60
	Total income from operations (net)	140.48	93.89	97.20	349.20	203.30	286.88
2	Expenses						
	a) Purchase of stock in trade	79.49	48.56	40.67	128.05	40.67	66.19
	b) Employee benefit expense	17.83	14.56	13.22	45.70	35.06	48.34
	c) Depreciation and amortisation expenses	1.77	1.76	1.70	5.25	5.12	6.29
	d) Advertisement expenses	2.67	31.19	-	95.47	32.78	42.49
	e) Other expenses	19.14	10.81	11.80	43.30	35.24	78.94
	Total expenses	120.90	106.88	67.39	317.77	148.87	242.25
3	Profit from operations before other income, finance costs and exceptional items (1 - 2)	19.58	(12.99)	29.81	31.43	54.43	44.63
4	Other income	33.16	3.72	4.76	43.98	14.23	20.37
5	Profit from ordinary activities before finance costs and exceptional items (3 + 4)	52.74	(9.27)	34.57	75.41	68.66	65.00
6	Finance costs	303.24	372.46	336.55	1,017.53	982.76	1,322.94
7	(Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)	(250.50)	(381.73)	(301.98)	(942.12)	(914.10)	(1,257.94)
8	Exceptional income / (expense)	-	-	-	-	-	-
9	(Loss) from ordinary activities before tax (7 - 8)	(250.50)	(381.73)	(301.98)	(942.12)	(914.10)	(1,257.94)
10	Tax expense, net	-	-	-	-	-	-
11	Net (loss) from ordinary activities after tax (9-10)	(250.50)	(381.73)	(301.98)	(942.12)	(914.10)	(1,257.94)
12	Paid-up equity share capital (face value of Rs 10 each)	2,060.02	1,709.41	142.47	2,060.02	142.47	145.92
13	Reserves (excluding revaluation reserve), as per balance sheet of previous accounting year	-	-	-	-	-	3,745.05
14	Earnings / (loss) per share (not annualised)						
	Basic (Rs)	(1.28)	(3.24)	(2.59)	(6.55)	(7.85)	(10.78)
	Diluted (Rs)	(1.28)	(3.24)	(2.59)	(6.55)	(7.85)	(10.78)

For Coffee Day Enterprises Ltd.

Chairman & Managing Director

Coffee Day Enterprises Limited
Registered office: 23/2, Coffee Day Square, Vittal Mallya Road, Bengaluru 560 001



Segment wise revenue, results and capital employed for the quarter and nine months ended 31 December 2015

(Rs. in Millions)

Sl no	Particulars	Quarter ended			Nine months ended		Year ended
		31 December 2015	30 September 2015	31 December 2014	31 December 2015	31 December 2014	31 March 2015
		Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
1	Segment revenue						
	a) Coffee trading	83.38	50.95	41.02	134.33	41.02	66.51
	b) Hospitality	22.18	16.75	29.99	66.45	70.61	93.77
	c) Investment operation	34.92	26.19	26.19	148.42	91.67	126.60
	Total income from operations (net)	140.48	93.89	97.20	349.20	203.30	286.88
2	Segment results (profit / (loss) before tax and interest from each segment)						
	a) Coffee trading	3.90	2.39	0.35	6.29	0.35	0.32
	b) Hospitality	(6.66)	(7.02)	5.11	(11.73)	2.42	2.71
	c) Investment operation	34.92	26.19	26.19	148.42	91.67	126.60
	Total	32.16	21.56	31.65	142.98	94.44	129.63
	Unallocable						
	Finance costs	303.24	372.46	336.55	1,017.53	982.76	1,322.94
	Other unallocable expenses	12.58	34.55	1.84	111.55	40.01	85.00
	Other income	33.16	3.72	4.76	43.98	14.23	20.37
	(Loss) before tax	(250.50)	(381.73)	(301.98)	(942.12)	(914.10)	(1,257.94)
3	Segment capital employed (Segment assets - segment liabilities)						
	a) Coffee trading	-	-	-	-	-	-
	b) Hospitality	76.58	75.13	73.95	76.58	73.95	75.84
	c) Investment operation	24,312.34	20,669.98	20,634.09	24,312.34	20,634.09	20,612.01
	d) Unallocated	2,603.18	(977.01)	(840.79)	2,603.18	(840.79)	(944.64)
		26,992.10	19,768.10	19,867.25	26,992.10	19,867.25	19,743.21

For Coffee Day Enterprises Ltd.

Chairman & Managing Director

Notes:

- 1 The above results of Coffee Day Enterprises Limited ("the Company") are prepared in accordance with the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (hereinafter referred to as 'the Listing Regulations, 2015').
- 2 The above results were reviewed by the Audit Committee and thereafter approved by the Board of Directors in their meeting held on 11 February 2016 and have undergone a 'Limited Review' by the Statutory Auditors of the Company and have issued an unqualified review report. The review report of the Statutory Auditors is being filed with the Bombay Stock Exchange and National Stock Exchange and is also available on the Company's website at www.coffeeday.com.
- 3 During the three months period ended 30 September 2015, the Company had issued 102,140,857 number of equity shares as bonus shares in the ratio of 1:7. Further, subsequent to the bonus issue, the Company had converted 63,158,232 number of compulsorily convertible debentures and 1,357,410 number of compulsorily convertible preference shares into 54,208,336 number of equity shares as per the terms and conditions specified in the agreement.
- 4 During the three months period ended 31 December 2015, the Company has completed the initial public offer (IPO) and raised a total capital of Rs 11,500 million by issuing 35,060,975 equity shares of Rs 10 each at a premium of Rs 318 per share. The equity shares of the Company were listed on BSE and NSE effective 2 November 2015. The proceeds from IPO is Rs 10,766 million (net of issue expenses).

Details of utilisation of IPO are as follows:

Particulars	Objects of the issue as per the prospectus	(Rs in millions)	
		Utilised upto 31 December 2015	Unutilised amount as at 31 December 2015
Financing our coffee businesses operated through our subsidiary, Coffee Day Global Limited ('CDGL')	2,875.10	434.57	2,440.53
Repayment or prepayment of loans of our Company and subsidiary companies	6,328.00	3,298.00	3,030.00
General corporate purposes	1,562.90	1,562.90	-
Total	10,766.00	5,295.47	5,470.53

Unutilised amounts of the issue as at 31 December 2015 have been temporarily deployed in fixed deposits with banks.

Expenses incurred by the Company aggregating to Rs 734 million (including service tax), in connection with IPO have been adjusted towards the securities premium in accordance with Section 52 of the Companies Act, 2013.

- 5 Previous period's / year's figures have been regrouped / reclassified, where necessary, to conform to current period's classification.

for and on behalf of the Board of Directors



V. G. Siddhartha
Chairman and Managing Director
Coffee Day Enterprises Limited (formerly Coffee Day Enterprises Private Limited)
Place: Bangalore
Date: 11 February 2016

PART I Statement of unaudited consolidated financial results for the quarter and nine months ended on 31 December 2015 (Rs in Millions except per share data)

Sl. No.	Particulars	Quarter ended		Nine months ended		Year ended
		31 December 2015	30 September 2015	31 December 2014	31 December 2015	31 March 2015
		Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from operations					
	a) Revenue from operations, net	3,088.50	2,814.59	2,701.67	9,200.04	12,412.90
	b) Other operating income	45.73	35.86	20.53	177.19	213.32
	Total income from operations (net)	3,134.23	2,850.45	2,722.20	9,377.23	12,626.22
2	Expenses					
	a) Cost of material consumed	1,292.89	1,109.73	1,020.27	3,917.64	6,109.84
	b) Changes in inventories of finished goods, work-in-progress	(59.26)	(45.94)	127.95	24.43	273.89
	c) Employee benefit expense	443.35	414.91	345.45	1,252.36	1,368.14
	d) Depreciation and amortisation expenses	433.01	397.15	386.49	1,216.90	1,498.73
	e) Rent	421.88	393.63	370.85	1,207.33	1,415.47
	f) Other expenses	478.82	417.69	368.52	1,328.09	1,567.61
	Total expenses	3,010.69	2,687.17	2,619.53	8,946.75	12,233.68
3	Profit from operations before other income, finance costs and exceptional items (1 - 2)	123.54	163.28	102.67	430.48	392.54
4	Other income	32.41	16.42	26.57	71.04	91.12
5	Profit from ordinary activities before finance costs and exceptional items (3 + 4)	155.95	179.70	129.24	501.52	483.66
6	Finance costs	111.23	138.51	138.87	380.02	555.02
7	Profit / (loss) from ordinary activities after finance costs but before exceptional items (5 - 6)	44.72	41.19	(9.63)	121.50	(71.36)
8	Exceptional income / (expense)	-	-	-	-	-
9	Profit / (loss) from ordinary activities before tax (7 - 8)	44.72	41.19	(9.63)	121.50	(71.36)
10	Tax expense, net	20.98	23.15	18.09	60.81	71.95
11	Net profit / (loss) after tax (9-10)	23.74	18.04	(27.72)	60.69	(143.31)
12	Paid-up equity share capital (face value of Rs 10 each)	168.06	162.60	162.60	168.06	162.60
13	Reserves (excluding revaluation reserve)	-	-	-	-	7,403.55
14	Earnings / (loss) per share (not annualised)					
	Basic (Rs)	0.15	0.11	(0.17)	0.37	(0.91)
	Diluted (Rs) (refer note 6)*	0.15	0.11	(0.17)	0.37	(0.91)

* Except for 3 months ended 30 September 2015, the potential for dilution in net profit is nil.

For Coffee Day Global Limited

Managing Director



Coffee Day Global Limited
Registered office: K. M. Road, Chikamagalur

(Rs in Millions)

Consolidated segment wise revenue, results and capital employed for the quarter and nine months ended 31 December 2015

Sl. No.	Particulars	Quarter ended		31 December 2014	Nine months ended		31 March 2015
		31 December 2015	30 September 2015		31 December 2015	31 December 2014	
		Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
1	Segment revenue						
	a) Production, procurement and export division	414.98	170.75	312.35	1,385.47	1,608.03	3,115.82
	b) Retail operation	2,719.25	2,679.70	2,409.85	7,991.76	7,139.51	9,510.40
	Total income from operations (net)	3,134.23	2,850.45	2,722.20	9,377.23	8,747.54	12,626.22
2	Segment results						
	Profit / (loss) before tax and interest from each segment						
	a) Production, procurement and export division	54.11	(6.64)	14.92	55.44	30.16	55.40
	b) Retail operation	69.43	169.92	87.75	375.04	269.25	337.14
	Total	123.54	163.28	102.67	430.48	299.41	392.54
	Unallocable expenses, net	78.82	122.09	112.30	308.98	338.18	463.90
3	Profit / (loss) before tax	44.72	41.19	(9.63)	121.50	(38.77)	(71.36)
	Capital employed						
	a) Production, procurement and export division	2,584.53	2,098.10	2,247.39	2,584.53	2,247.39	2,847.21
	b) Retail operation	9,521.94	8,546.36	10,124.14	9,521.94	10,124.14	8,897.22
	Total	12,106.47	10,644.46	12,371.53	12,106.47	12,371.53	11,744.43
	Unallocable assets / (liability)	2,449.30	709.42	(1,453.51)	2,449.30	(1,453.51)	(1,240.24)
		14,555.77	11,353.88	10,918.02	14,555.77	10,918.02	10,504.19

For Coffee Day Global Limited

[Signature]

Managing Director

Notes:

- 1 The above results of Coffee Day Global Limited ("the Company"), its subsidiaries and joint ventures, (collectively known as "the CDGL Group") are prepared in accordance with requirement of the Accounting Standard-21 "Consolidated Financial Statements" prescribed by Companies (Accounting Standard) Rules, 2006 (as amended) and in the format as prescribed under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (hereinafter referred to as "the Listing Regulations, 2015").
- 2 As the Company is an unlisted entity, it is not mandatorily required to prepare the financial results in accordance with the Listing Regulations, 2015. However, the Company has voluntarily prepared the financial results using the format prescribed by the Listing Regulations, 2015 pursuant to listing of shares of Coffee Day Enterprises Limited, its holding company for its submission to Bombay Stock Exchange and National Stock Exchange.
- 3 The consolidated figures above include figures of subsidiaries namely Amalgamated Holdings Limited, Ganga Coffee Curing Works Limited, A.N Coffeeday International Limited, Coffeelab Limited, Coffee Day Properties (India) Private Limited and Classic Coffee Curing Works and a joint venture namely Coffee Day Schaerer Technologies Private Limited.
- 4 The above results were reviewed by the Audit Committee and thereafter approved by the Board of Directors in their meeting held on 11 February 2016 and have undergone a "Limited Review" by the Statutory Auditors of the Company and have issued an unqualified review report. The review report of the Statutory Auditors is being filed with Bombay Stock Exchange and National Stock Exchange and is available on the Company's website at www.coffeeday.com.
- 5 During the three months period ended 31 December 2015, the Company has converted 3,970,222 number of optionally convertible International Financial Corporation subscribed "A" preference share held by International Financial Corporation (2,894,411 preference shares) and V. G. Siddhartha (1,075,811 preference shares) into 3,970,222 number of equity shares and 900,000 number of optionally convertible International Financial Corporation subscribed "B" preference share into 1,491,863 number of equity shares as per the terms and conditions specified in the agreement. Subsequent to the conversion of the preference shares, V. G. Siddhartha has bought 4,386,274 shares held by International Financial Corporation.
- 6 During the three months ended 31 December 2015, CDGL has issued 41,000,000 number of compulsorily convertible debenture of Rs 100 each to Coffee Day Enterprises Limited (CDEL), the holding Company aggregating Rs 4,100 million. The terms of conversion will be agreed after 4 years and 9 months from the date of issue and accordingly the impact on EPS cannot be presently ascertained.
- 7 Previous period's / year's figures have been regrouped / reclassified, where necessary, to conform to current period's classification.

For and on behalf of the Board of Directors


V. G. Siddhartha
Managing Director
Coffee Day Global Limited
Place: Bangalore
Date: 11 February 2016

**COFFEE
Day**

café coffee day

**café
coffee
day**

Q3 FY16

Investor presentation

11 February 2016

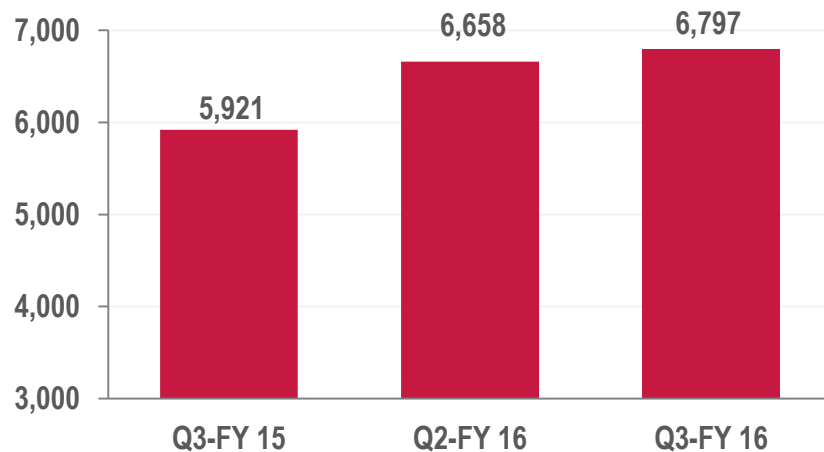
- *This presentation contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Coffee Day Enterprises Limited and its subsidiary companies’ (“CDEL”) future business developments and economic performance.*
- *While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.*
- *These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.*
- *CDEL undertakes no obligation to periodically revise any forward looking statements to reflect future / likely events or circumstances.*

- Total Net Revenue at Rs. 6,797 million, up 15% YoY
- EBIDTA at Rs. 1,337 million; up 17% YoY
- Net Profit After Tax at Rs. 11 million; up 105% YoY
- Group turns profitable in the quarter

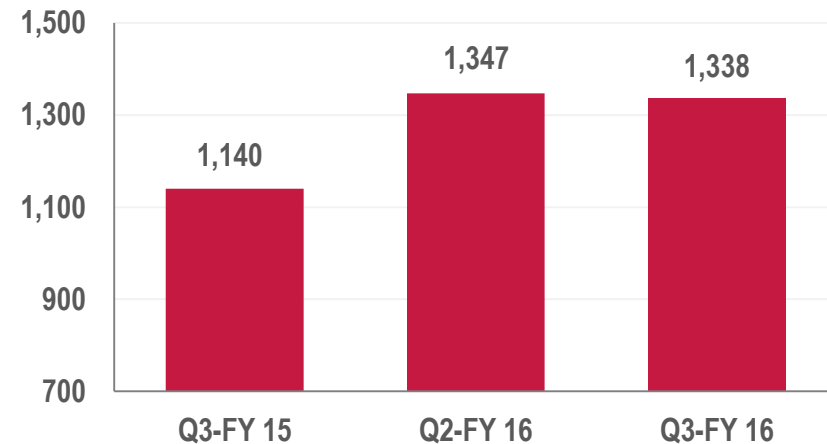
CDEL Financial Performance – Q3 FY16



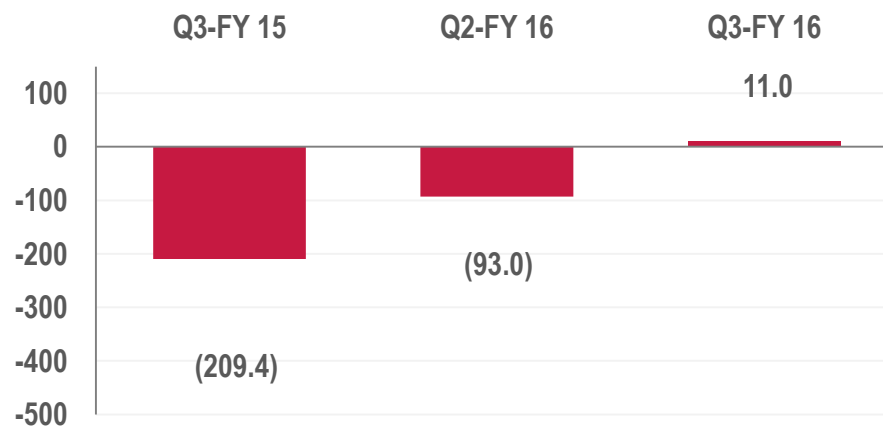
Revenue (Rs mn)



EBITDA (Rs mn)



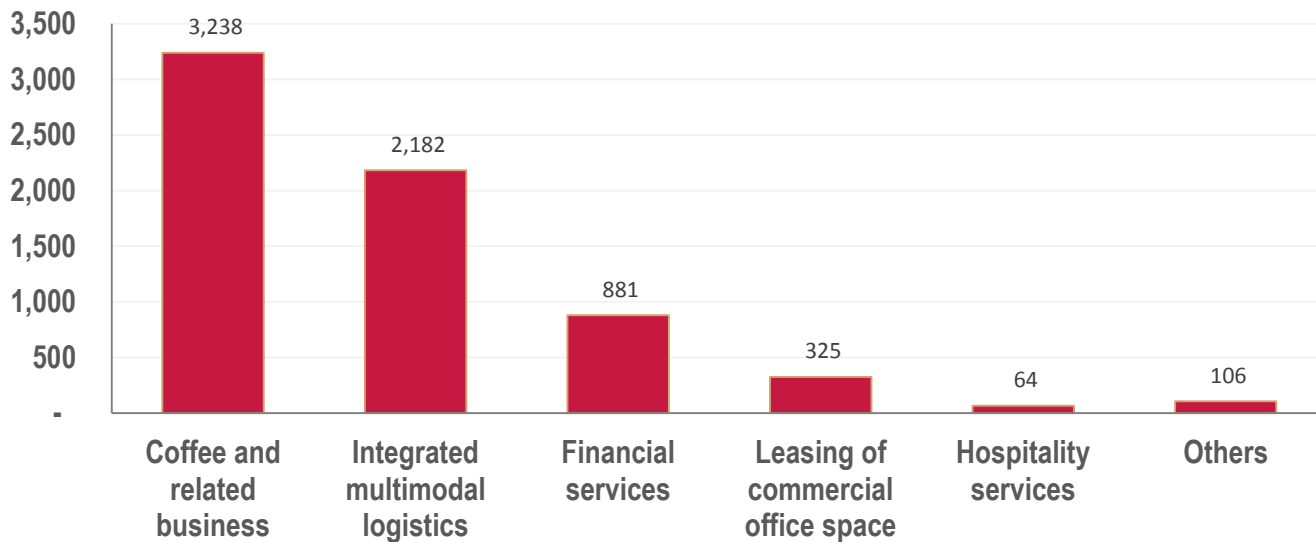
PAT (Rs mn)



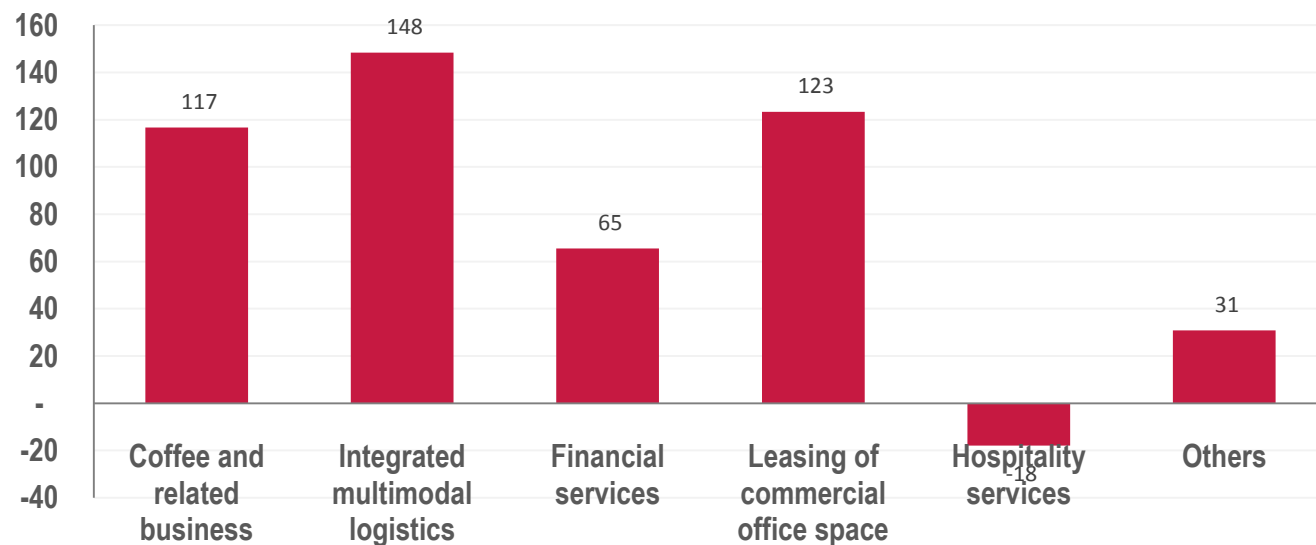
CDEL Segment Revenue & Results - Q3 FY16



Revenue (Rs mn)



Results (Rs mn)



Note:- Results explanation



Coffee Day Global (CDGL) – Q3 FY16 Highlights



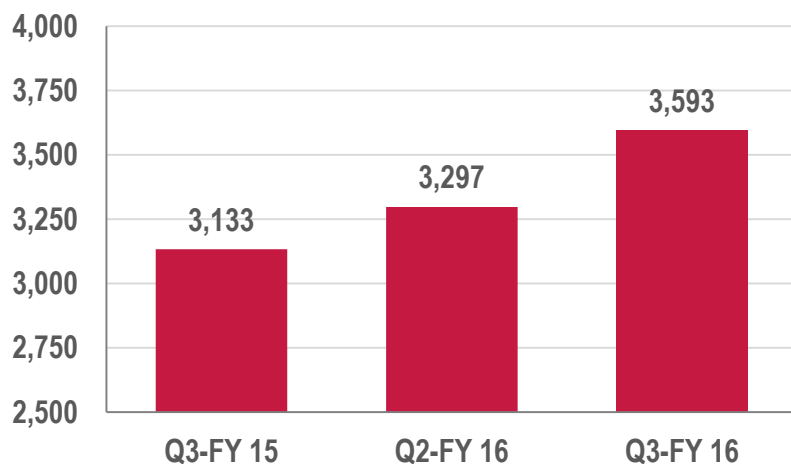
- Retail Gross Revenue at Rs. 3,202 million, 14% growth YOY
- Gross Revenue at Rs. 3,593 million; 15% growth YoY
- EBIDTA at Rs. 589 million, 14% growth YOY
- Net Profit After Tax at Rs. 24 million, 186% growth YOY; up 32% QoQ.



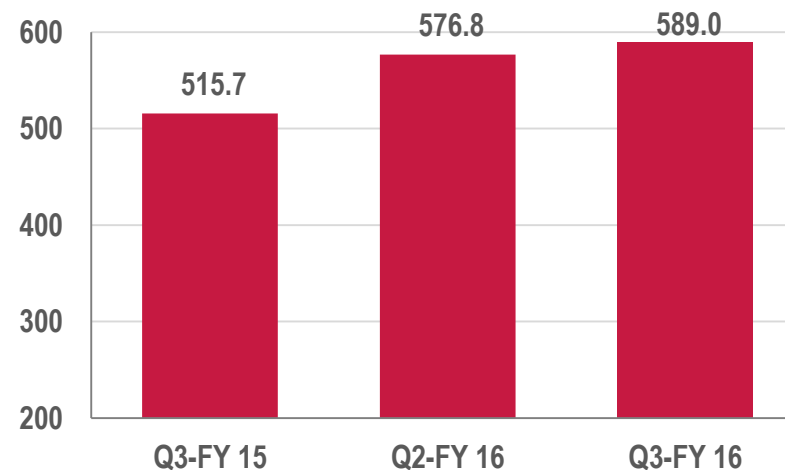
CDGL Financial Performance - Q3 FY16

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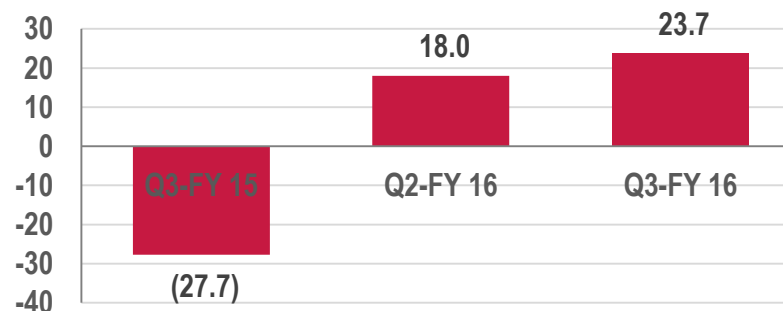
Revenue (Rs mn)



EBITDA (Rs mn)



PAT (Rs mn)

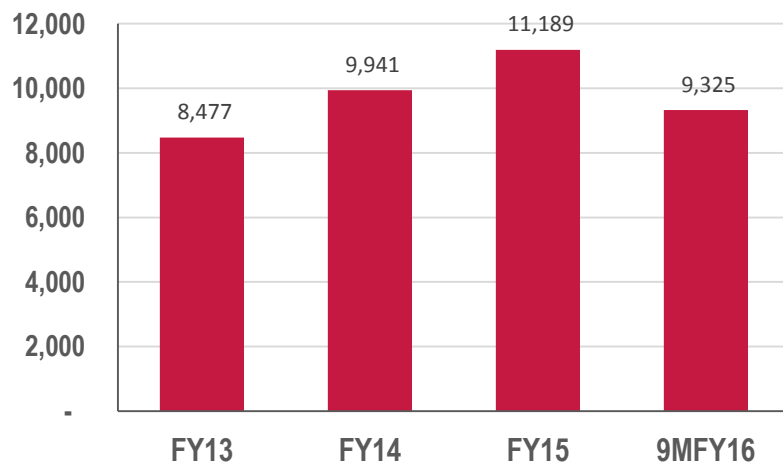




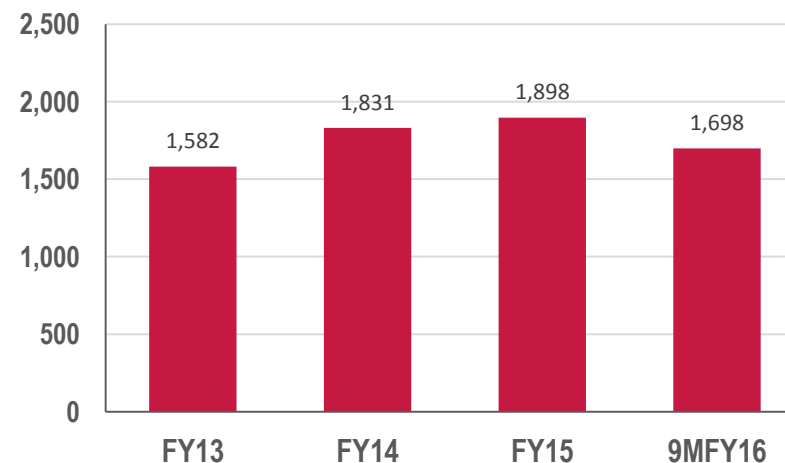
CDGL – Retail Metrics - 9M FY16 & Q3 FY16



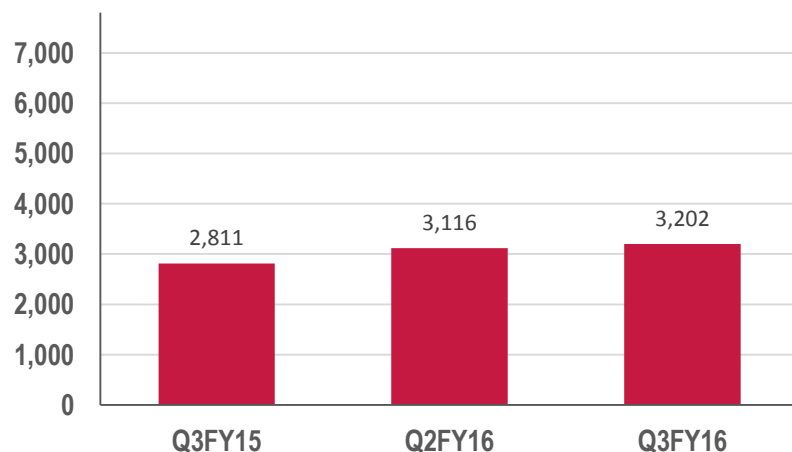
Retail Gross Revenues (INR MM) 9M FY16



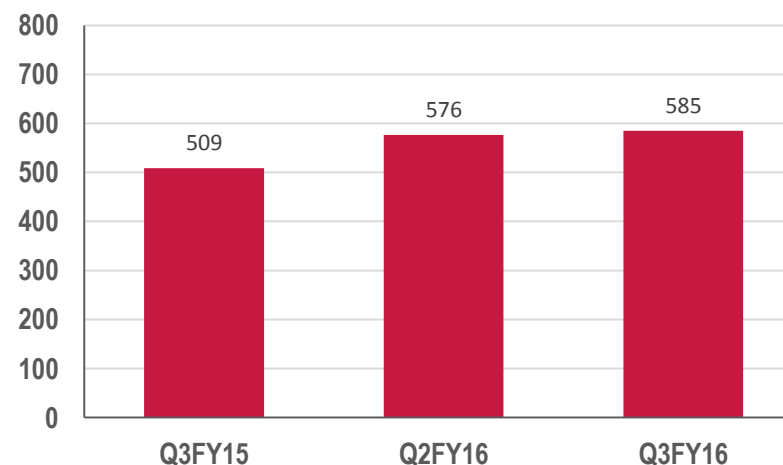
Retail EBITDA (INR MM) 9M FY16



Retail Gross Revenues (INR MM) Qtr FY16



Retail EBITDA (INR MM) Qtr FY16

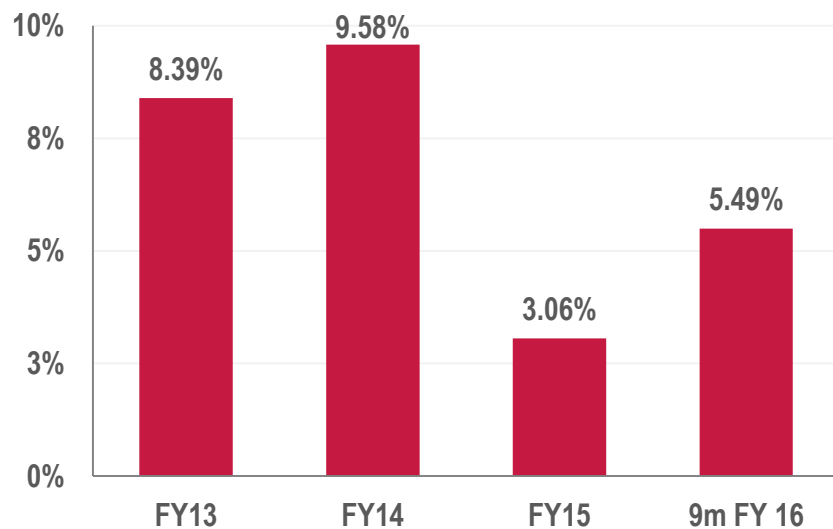




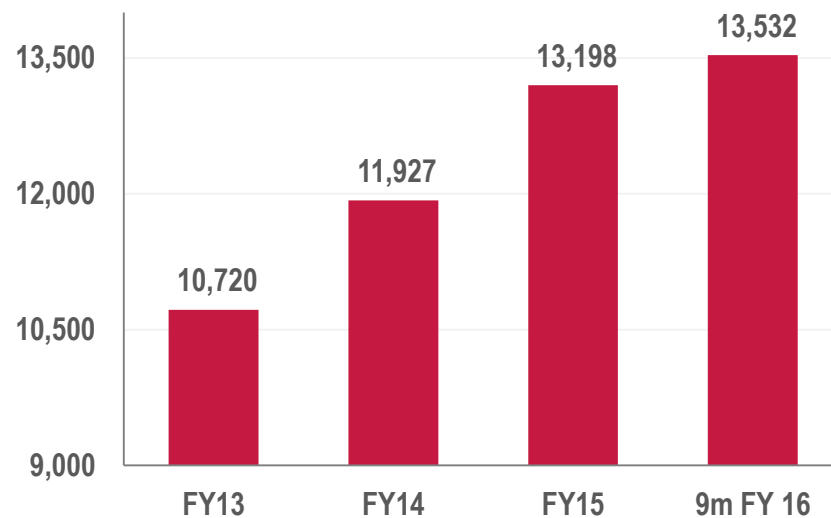
CDGL - Key Business Metrics



Same Store Sales Growth (SSSG) %



Average Sales Per Day (ASPD) - INR

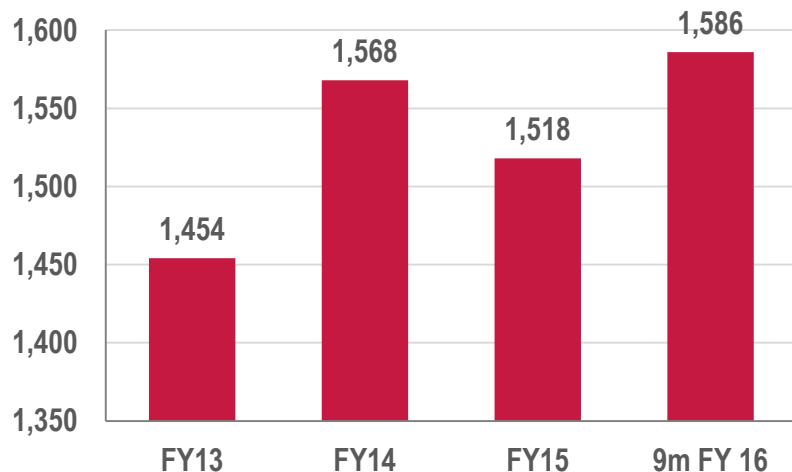




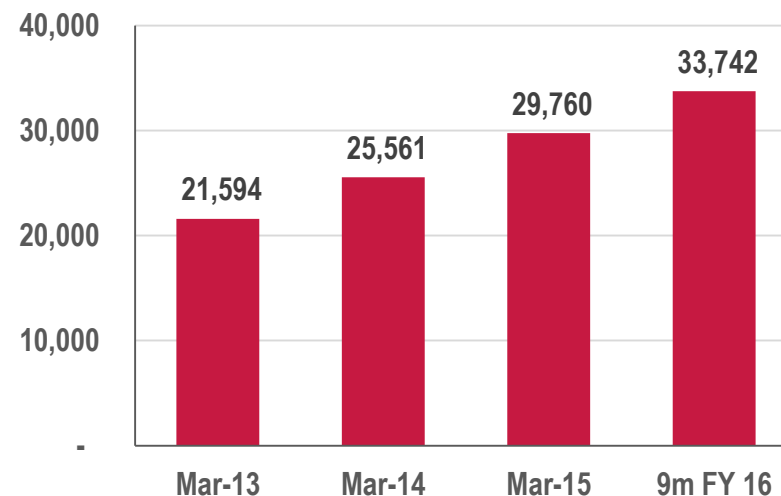
CDGL - Key Business Metrics



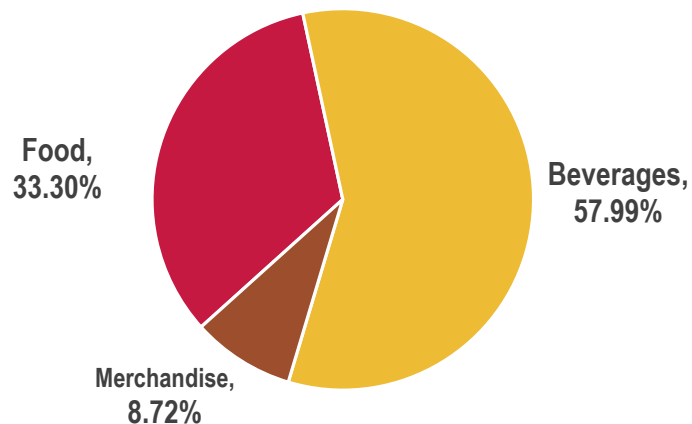
No. of Cafe Outlets



No. Of Vending Machines



Product Mix at Cafes -Q3 FY16





CDGL - Business Highlights – Q3 FY16

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Launch of a New Menu



Super Menu with new Sandwiches, Soups, Short-eats and Deserts

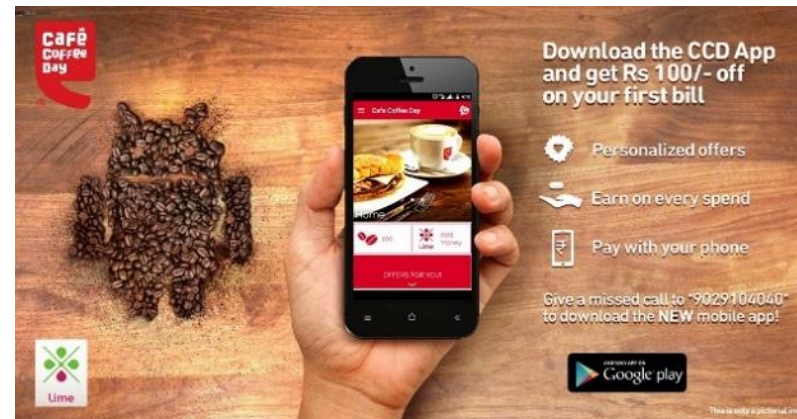


Home Delivery Pilot



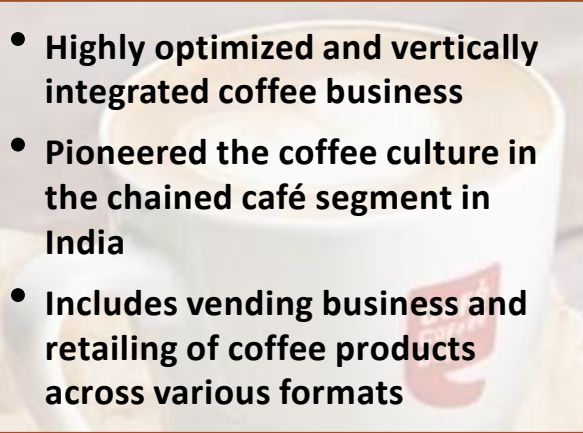
- ☕ Home Delivery Pilot in Bangalore
- ☕ With new food and beverage offerings
- ☕ Encouraging consumer feedback
- ☕ Roll out in other cities in May 2016

New Mobile App



- ☕ Introduction of New Mobile App in FEB'16
- ☕ Trials underway in Q3'16
- ☕ App offering : Higher rewards, personalised offers, wallet
- ☕ National roll out : April 2016

Retail – Coffee Day Global (CDGL)

- 
- Highly optimized and vertically integrated coffee business
 - Pioneered the coffee culture in the chained café segment in India
 - Includes vending business and retailing of coffee products across various formats

Logistics - SICAL

- 
- Leading integrated logistics solutions provider in India with over 5 decades of experience
 - Broad portfolio of integrated logistics solutions

Tech Parks & SEZs - Tanglin

- 
- Setup for the development of technology parks & SEZs
 - Currently developing and operating a Special Economic Zone in Bengaluru and a technology park in Mangalore

Financial Services – Way2Wealth

- 
- Retail-focused investment advisory company
 - Includes broking & commission businesses, financial product distribution, fund-based activities and quant businesses
 - Pan-India branch network

Hospitality – The Serai

- 
- Chain of Luxury resorts – The Serai
 - Minority stake in the Barefoot Resort in the Andaman and Nicobar Islands

Investments – Coffee Day Trading

- 
- Established to provide companies with access to capital
 - Investments in Mindtree Limited, Global Edge Software Limited, Magnasoft, Ittiam Systems



CDGL – Group Snapshot

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Café Network

Café Coffee Day



The Lounge



The Square



Vending



Fresh & Ground



Xpress Format



Exports



Catering to Coffee Lovers Across the Spectrum



CDEL – Utilisation of IPO funds

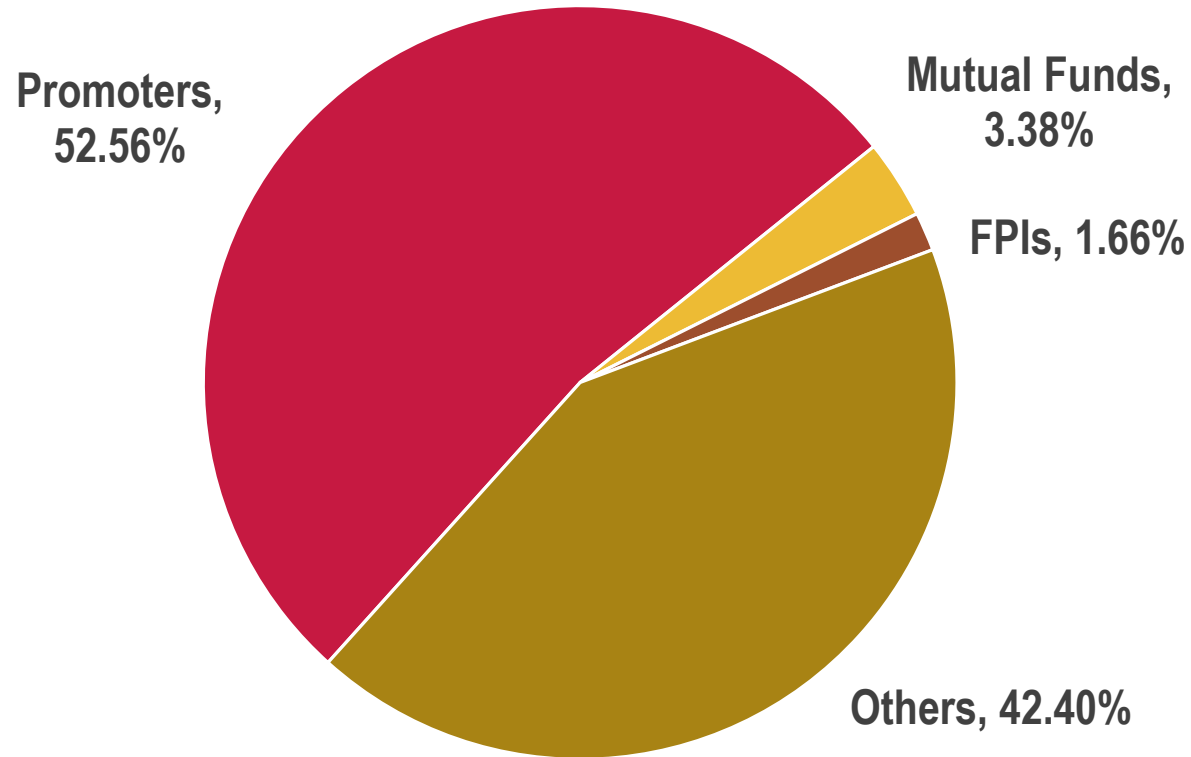


Utilisation of IPO funds upto 31st Dec-15

INR Million

Particulars	Allocation	Utilised	Balance to be utilised
A. Capital Expenditure of Coffee Business	2,875	435	2,441
B. Repayment of Loan	6,328	3,298	3,030
C. General Corporate purpose	1,563	1,563	-
D. IPO Expenses	734	734	0
Total	11,500	6,029	5,471

Shareholding Pattern as on December 31, 2015



COFFEE Day

Investor Contact

Email - investors@coffeeday.com

Tel: +91 80 4001 2345

CIN: L55101KA2008PLC046866

Website: www.coffeeday.com

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Bangalore-560001, Karnataka, India

