

To,

National Stock Exchange of India Limited
Manager-Listing
Exchange Plaza,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051
Tel No. 022-2659 8237/38
takeover@nse.co.in

BSE Limited
General manager-DSC
Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai – 400 001
Tel No. 022-2272 2039/37/3121
corp.relations@bseindia.com

Dear Sirs,

07th February, 2019

Regulation 30 of SEBI (LODR) Regulations, 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.

Thanking you,

For **Coffee Day Enterprises Limited**


Sadananda Poojary
Company Secretary & Compliance Officer
M. No.: F5223



COFFEE DAY ENTERPRISES LIMITED



Investor Communication: Quarter ended 31 December 2018

Attachment: Investor Presentation

This investor update covers the Company's performance for the quarter ended 31 December, 2018.

Contact Info: Mr. Sadananda Poojary
Company Secretary and Compliance Officer
Email/Phone: investors@coffeeday.com/+91 80 4001 2345

Dear Investors,

I am happy to report strong results for Coffee Day Enterprises Limited (CDEL) for the quarter ended 31 December, 2018. First, I would like to share an update on the Group's restructuring efforts. The company's board has given an in-principle approval to sell the equity shares held by the company, its subsidiary and the promoter respectively, in Mindtree Limited.

The consolidated numbers of CDEL for Q3FY19 are as follows

- Net Operating Revenues of Rs 997 Cr, a growth of 3% YoY;
- EBITDA of Rs 286 Cr, a growth of 47% YoY*; and
- PAT of Rs 64 Cr, a growth of 237% YoY*

For 9MFY19, CDEL posted

- Net Operating Revenues of Rs 2,942 Cr, a growth of 11% YoY;
- EBITDA of Rs 708 Cr, a growth of 14% YoY*; and
- PAT of Rs 102 Cr, a growth of 26% YoY*

*EBITDA and PAT for the period Q3FY19 & 9MFY19 includes an exceptional gain amounting to Rs 73 Cr (9MFY18: Rs 53 Cr) and Rs 50 Cr (9MFY18: Rs 39 Cr) respectively, on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

Our flagship Coffee business, CDGL, has once again posted a healthy growth.

For Q3FY19, CDGL posted:

- Retail Net Revenues of Rs 378 Cr, up 9% YoY
- EBITDA of Rs 84 Cr, up 7% YoY and
- Profit after Tax of Rs 12 Cr, up 24% YoY

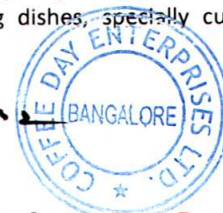
For 9MFY19, CDGL posted:

- Retail Net Revenues of Rs 1,115 Cr, up 11% YoY
- EBITDA of Rs 250 Cr, a growth of 11% YoY; and
- PAT of Rs 31 Cr, a growth of 8% YoY

As of December 2018, our Café network stands at 1,751, spread across 243 cities in India. We added 20 cafes during Q3FY19. We are happy to report that for Q3FY19, our ASPD grew to Rs 16,322 which is a 9.7 % growth over Q3FY18, excluding the GST impact. Our SSSG came in at 11.06%. This quarter is the 28th consecutive quarter of positive SSSG.

Our leadership in the Vending Machine segment continues. The total vending machine installations as of December 2018 stood at 54,146 machines, having added 3,120 machines during Q3FY19.

We are constantly looking for opportunities to offer our young customers new experiences through innovative and modern routes in the F&B space. During the festive season we introduced a delightful range of winter beverages with the 'Season's Treatings' Menu and added more cheerfulness to the Christmas celebrations. The partnership with Uber entered a couple of quarters ago, has provided us with a new age delivery mechanism to engage with young consumers. Our brand Home Cravings, exclusively offered on Uber eats, continues delivering mouth-watering dishes, specially curated for the millennials.



COFFEE DAY ENTERPRISES LIMITED



For this quarter, SICAL reported a net revenue of Rs. 414 Cr, up 26 % YoY, while EBITDA came in at Rs. 42 Cr. SICAL Iron Ore Terminals Limited, a subsidiary of SICAL Logistics Limited, has received all the clearances and financial closure for the modification of the existing iron ore terminal to handle common user coal at the Kamarajar Port. The company is in the process of executing this project and will start generating revenues in next few quarters.

Our subsidiary Tanglin, has a let-out officespace portfolio of 3.9 million square feet as of December, 2018. Additionally, 6 lakh sq. ft. is ready and awaiting occupancy certificate. We expect the building to be occupied in a phased manner over the coming quarters. For Q3FY19, Tanglin reported a rental income of Rs. 39 Cr. Our office space absorption is expected to grow on the backdrop of robust demand from IT/ITeS companies in key markets such as Bengaluru. Over the upcoming quarters, a metro station is expected to connect the Global Village property in Bengaluru. This will boost the demand for this location and provide faster connectivity to the city center.

Our strong brand equity, singular focus on customer delight, innovative menus and delivery mechanisms, along with our unique value offering, positions us well among the millennials.

I would like to thank you for your support over the years. We remain committed to enhancing value for our shareholders.

Sincerely,

V G Siddhartha
Chairman & Managing Director



**COFFEE
Day**




Investor Presentation

Q3FY19 (Oct - Dec 2018)



CDEL: Q3FY19 Results Highlights






- Net Operating Revenues at Rs. 997 Cr; 3% YoY 
- EBITDA at Rs. 286 Cr; 47% YoY* 
- Net Profit After Tax at Rs. 64 Cr ; 237% YoY* 

*EBITDA and PAT for the period Q3FY19 includes exceptional gain amounting to Rs. 73 Cr and Rs. 50 Cr respectively, on account of fair valuation of our equity stake in Global Edge Software Limited.

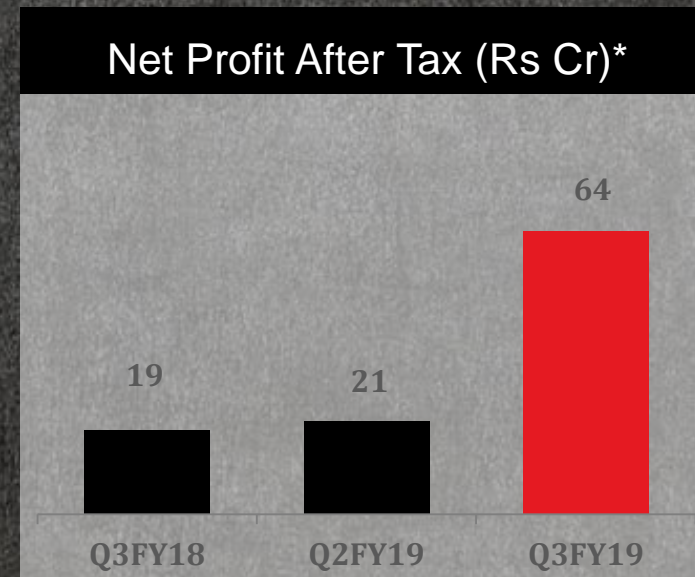
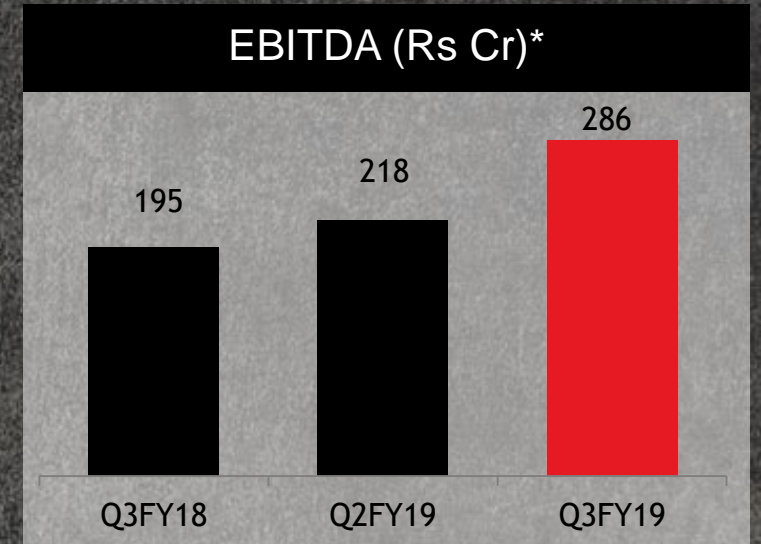
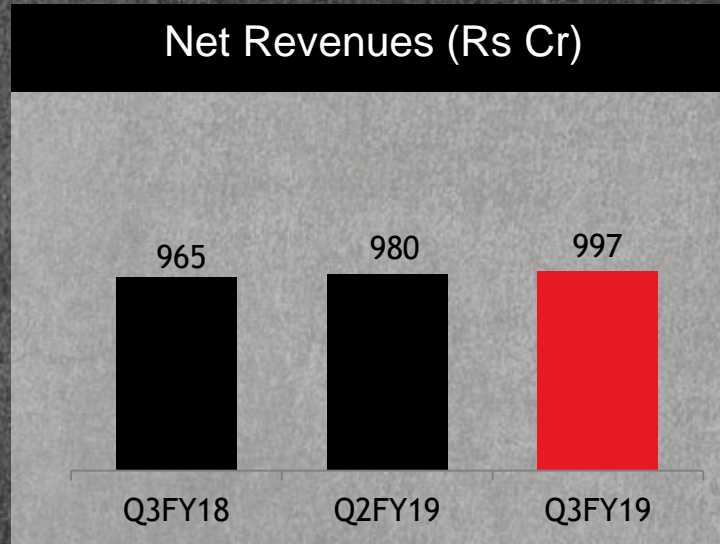
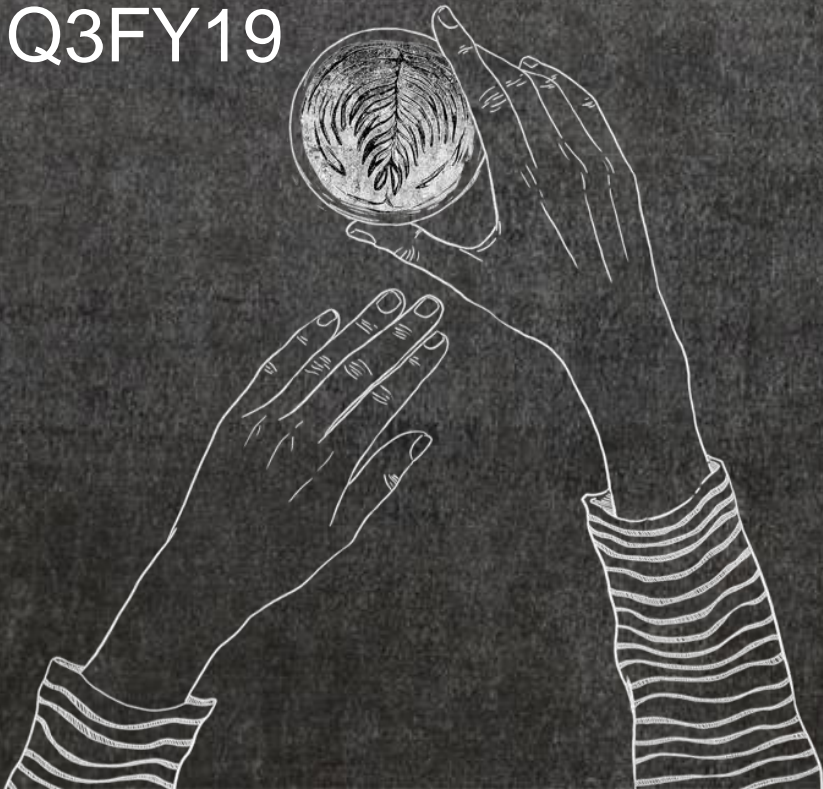
CDEL: 9MFY19 Results Highlights



- Net Operating Revenues at Rs. 2,942 Cr; 11% YoY 
- EBITDA at Rs. 708 Cr; 14% YoY* 
- Net Profit After Tax at Rs. 102 Cr; 26% YoY* 

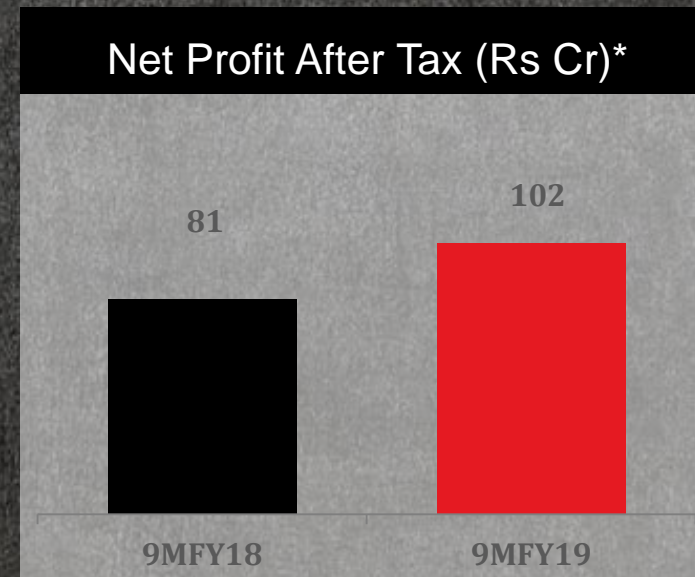
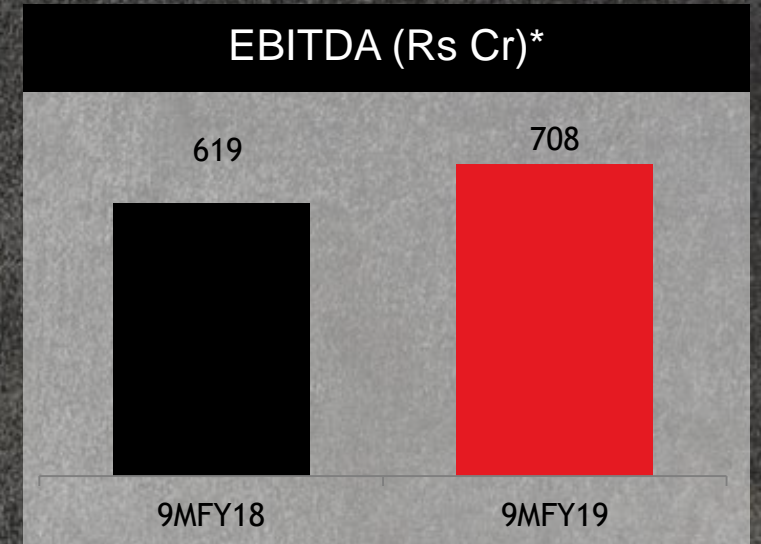
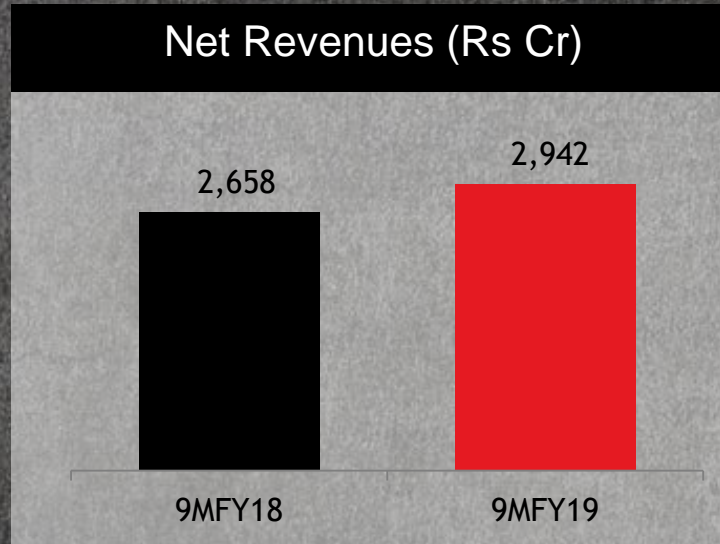
*EBITDA and PAT for the period 9MFY19 includes exceptional gain amounting to Rs. 73 Cr (9MFY18: Rs. 53 Cr) and Rs. 50 Cr (9MFY18: Rs. 39 Cr) respectively, on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

CDEL Financial Performance: Q3FY19



*EBITDA and PAT for the period Q3FY19 includes exceptional gain amounting to Rs. 73 Cr and Rs. 50 Cr respectively, on account of fair valuation of our equity stake in Global Edge Software Limited.

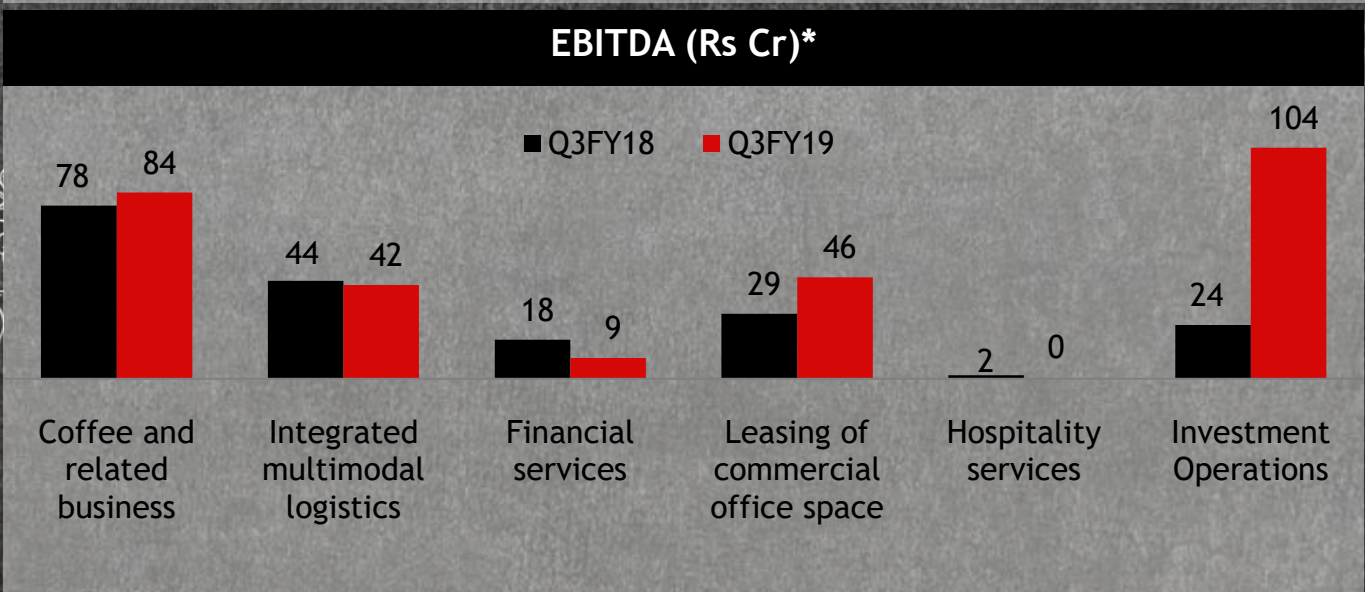
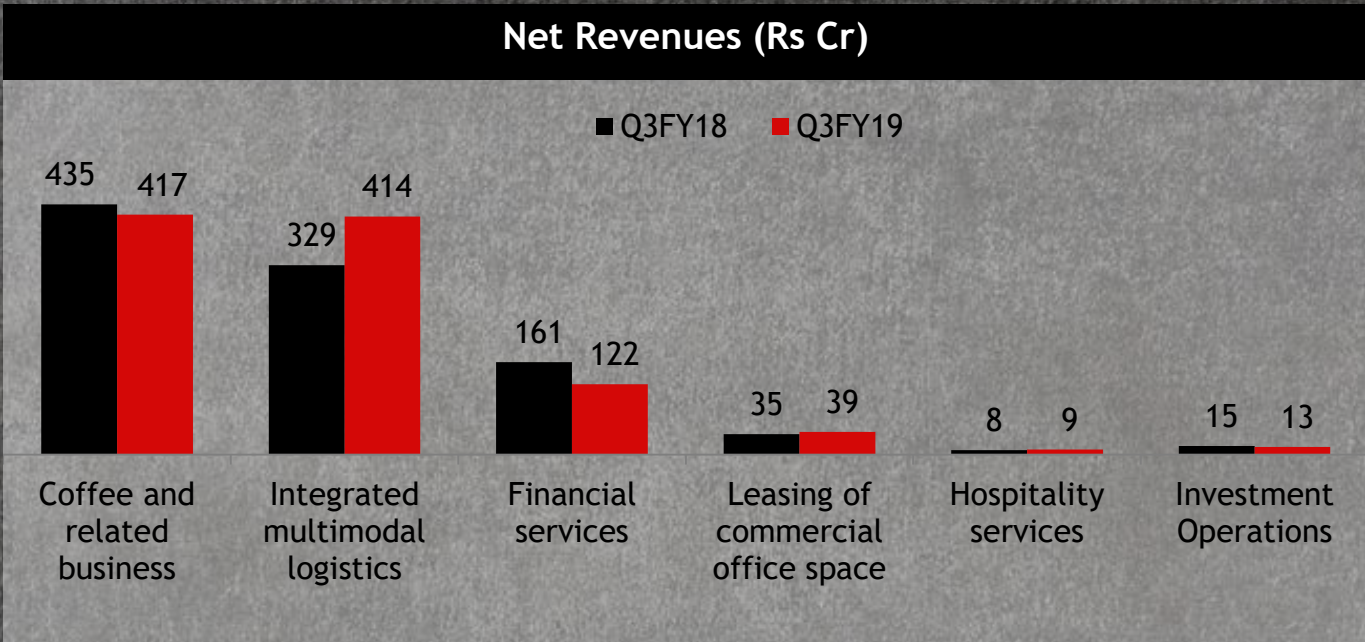
CDEL Financial Performance: 9MFY19



*EBITDA and PAT for the period 9MFY19 includes exceptional gain amounting to Rs. 73 Cr (9MFY18: Rs. 53 Cr) and Rs. 50 Cr (9MFY18: Rs. 39 Cr) respectively, on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

CDEL Segment Results:

Q3FY19 vs. Q3FY18



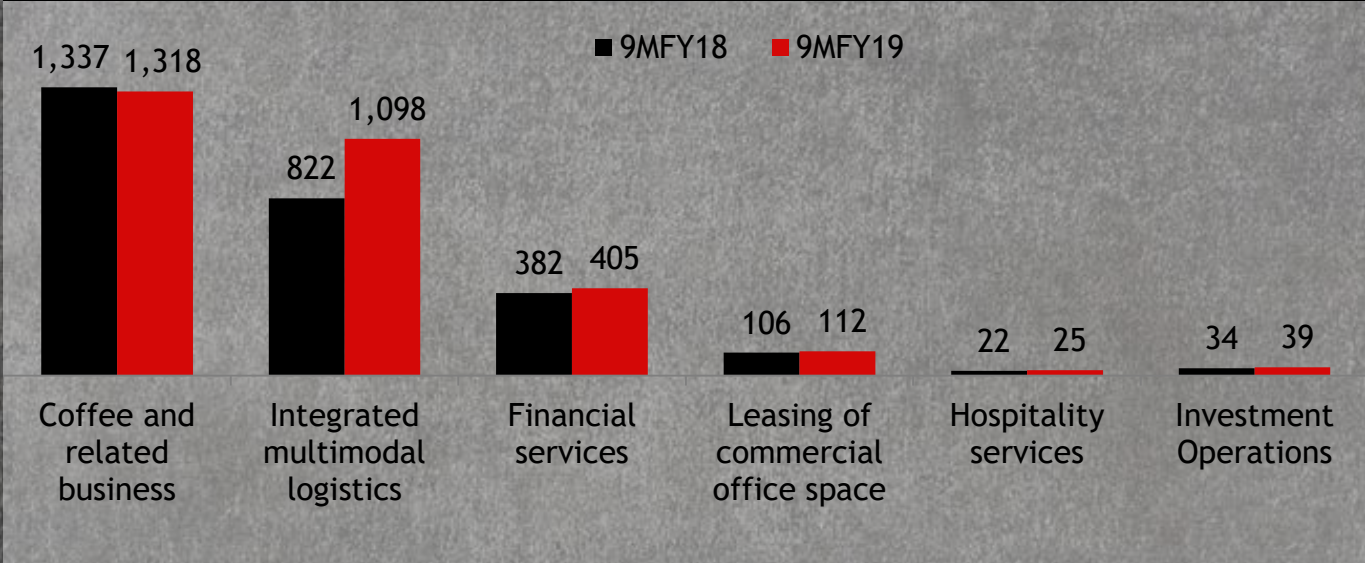
*EBITDA and PAT for the period Q3FY19 includes exceptional gain amounting to Rs. 73 Cr and Rs. 50 Cr respectively, on account of fair valuation of our equity stake in Global Edge Software Limited.

CDEL Segment Results:

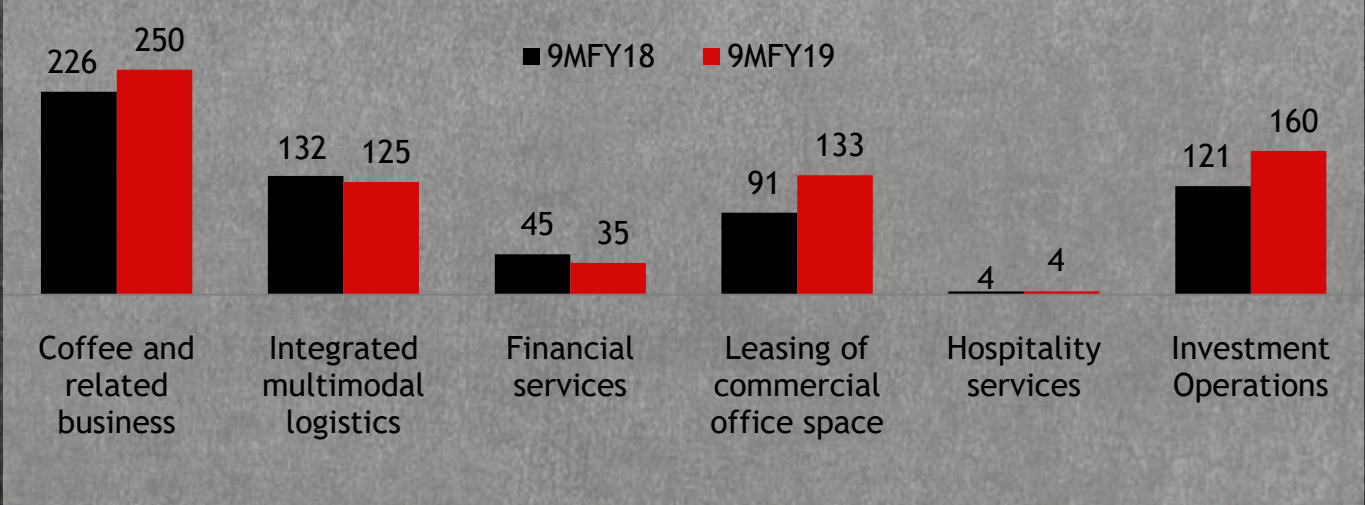
9MFY19 vs. 9MFY18



Net Revenues (Rs Cr)

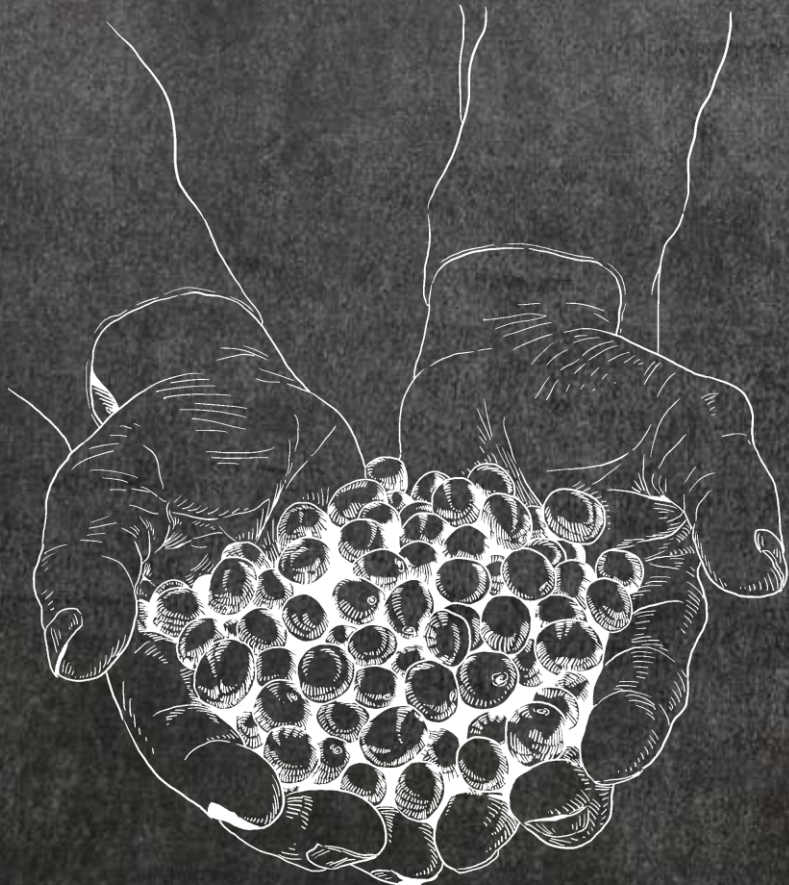


EBITDA (Rs Cr)*



*EBITDA and PAT for the period 9MFY19 includes exceptional gain amounting to Rs. 73 Cr (9MFY18: Rs. 53 Cr) and Rs. 50 Cr (9MFY18: Rs. 39 Cr) respectively, on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

CDEL: Group Snapshot



Coffee Day Enterprises Limited

Retail - Coffee Day Global (CDGL)

- 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
- Broad portfolio of ports, mining and transportation, surface logistics, supply chain solutions amongst others

Tech Parks and SEZs (Tanglin)

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

Financial Services (Way2Wealth)

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

Investments (Coffee Day Trading)

- Established to provide tech companies with access to capital
- Investments in Mindtree Limited, Global Edge Software Limited (exited with minor residual stake), Magnasoft, Ittiam Systems

CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL

Tech Parks & SEZs – Tanglin



CDGL:

Q3FY19 Highlights







- Retail Net Revenue at Rs. 378 Cr; 9% YoY ↑
- EBITDA at Rs. 84 Cr; 7% YoY ↑
- Retail EBITDA at Rs. 83 Cr; 8% YoY ↑
- Net Profit After Tax at Rs. 12 Cr; 24% YoY ↑

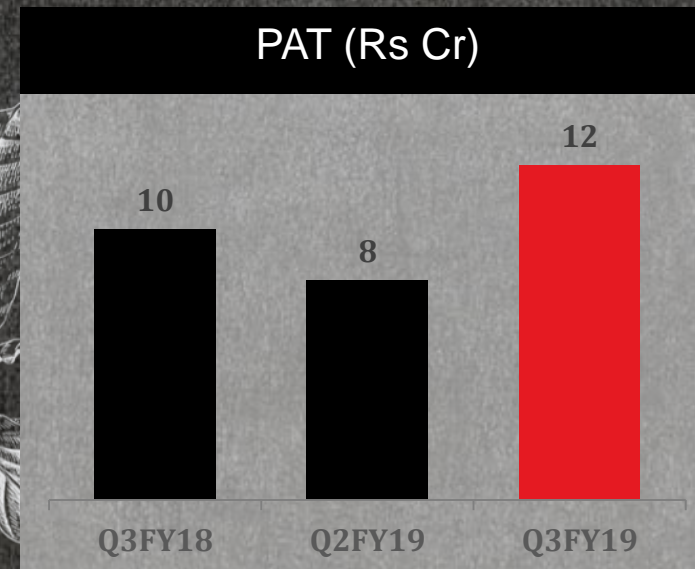
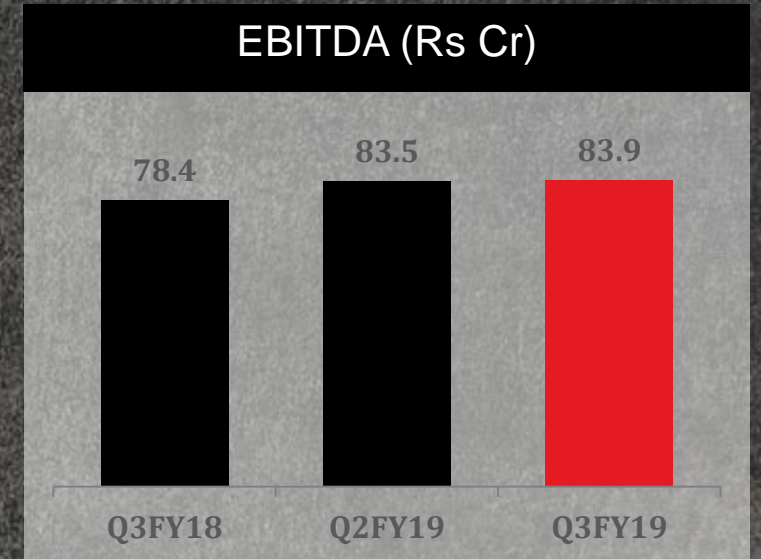
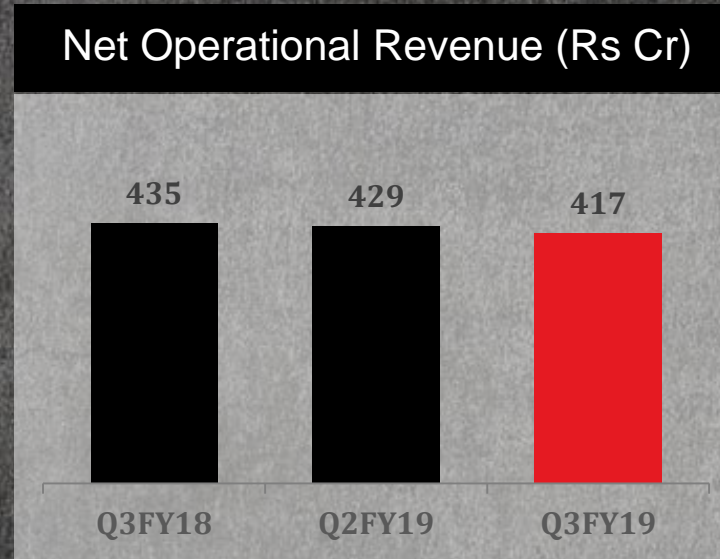
CDGL:

9MFY19 Highlights

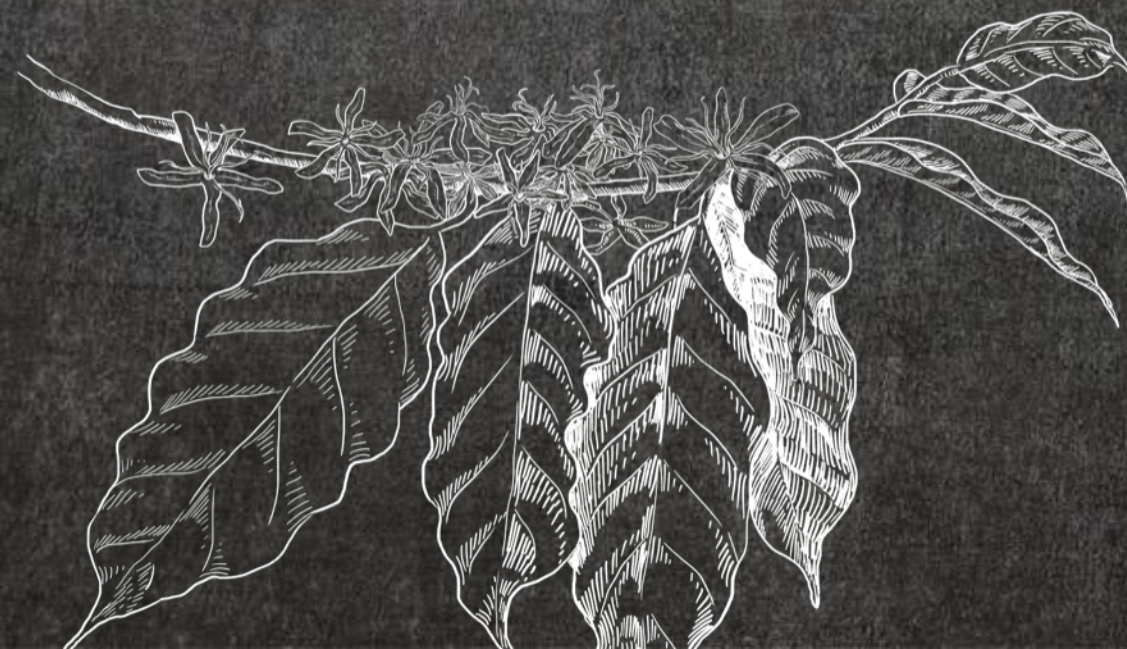
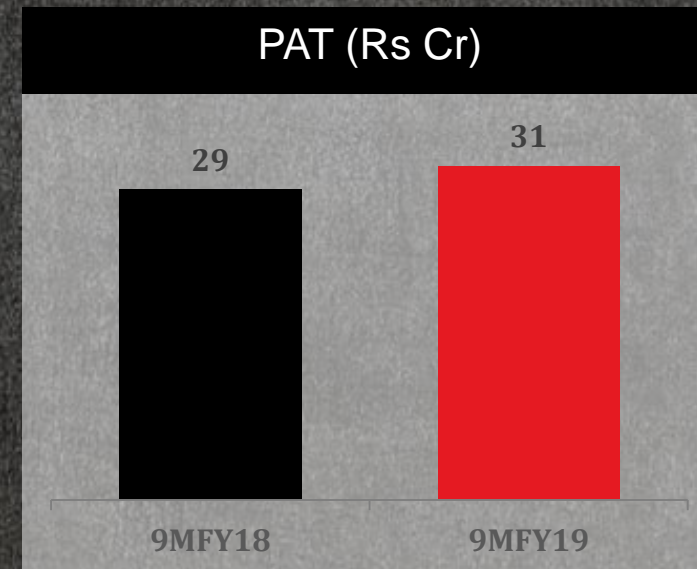
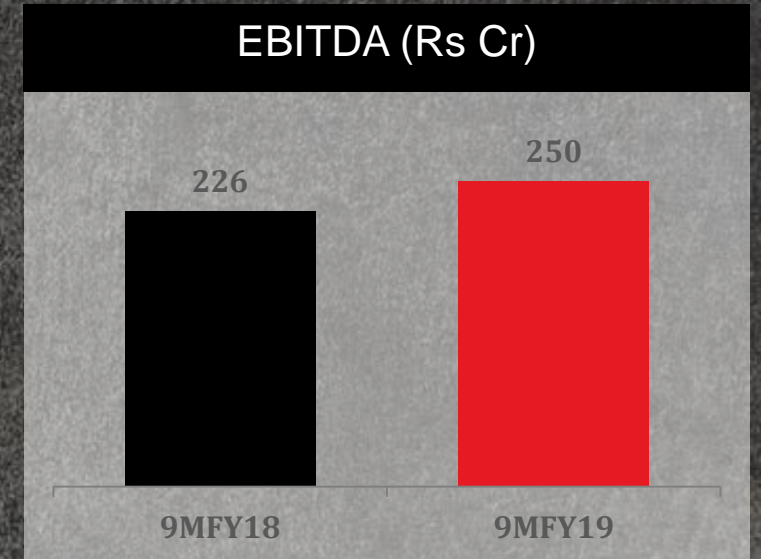
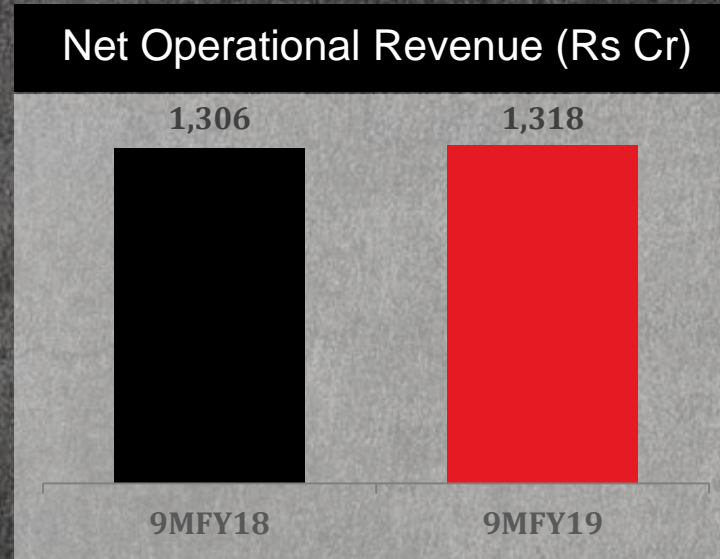


- Retail Net Revenue at Rs. 1,115 Cr; 11% YoY 
- EBITDA at Rs. 250 Cr; 11% YoY 
- Retail EBITDA at Rs. 247 Cr; 12% YoY 
- Net Profit After Tax at Rs. 31 Cr; 8% YoY 

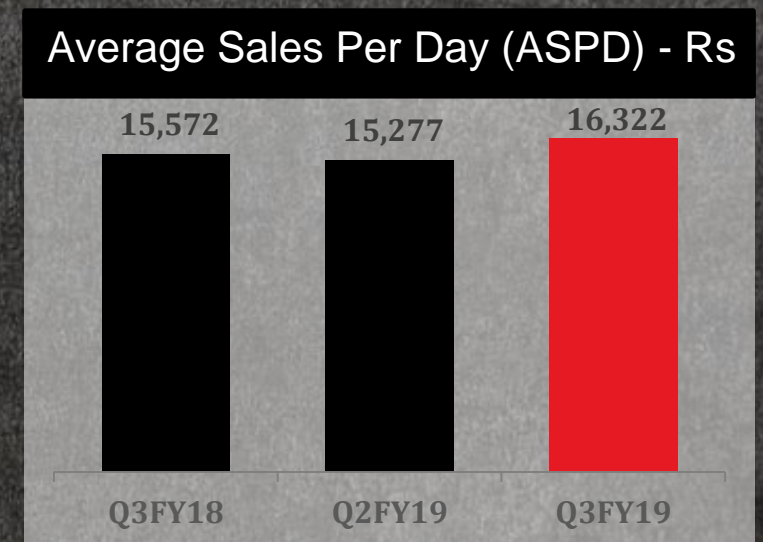
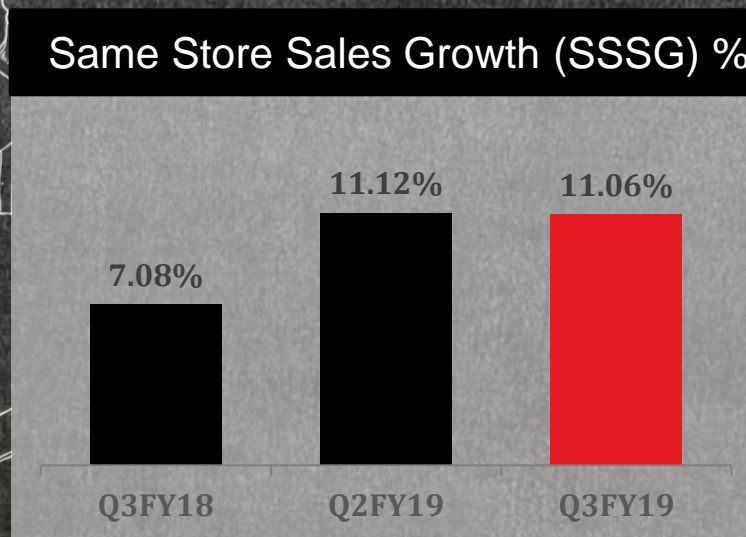
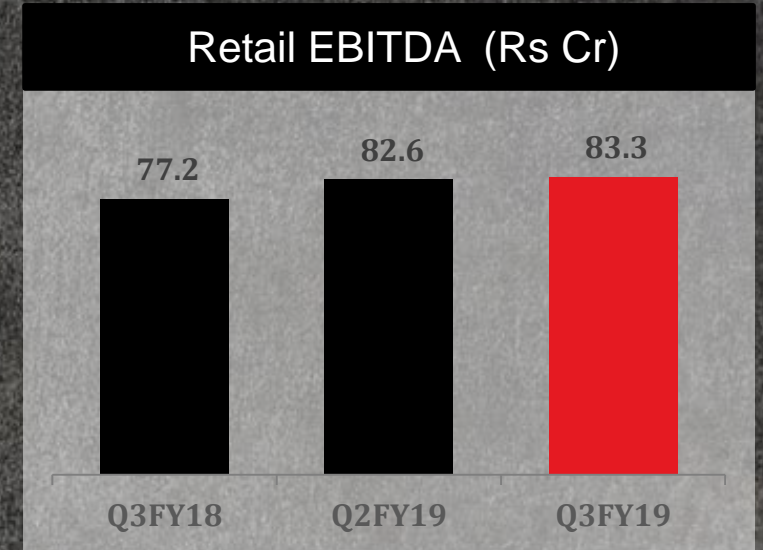
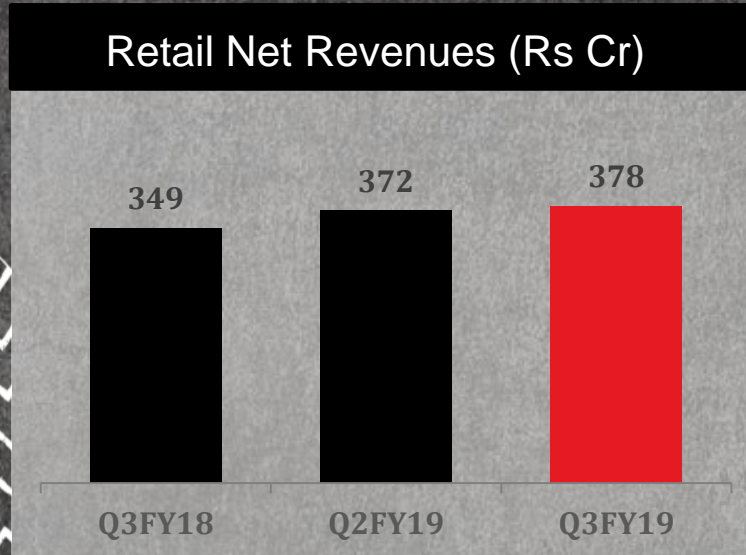
CDGL Financial Performance: Q3FY19



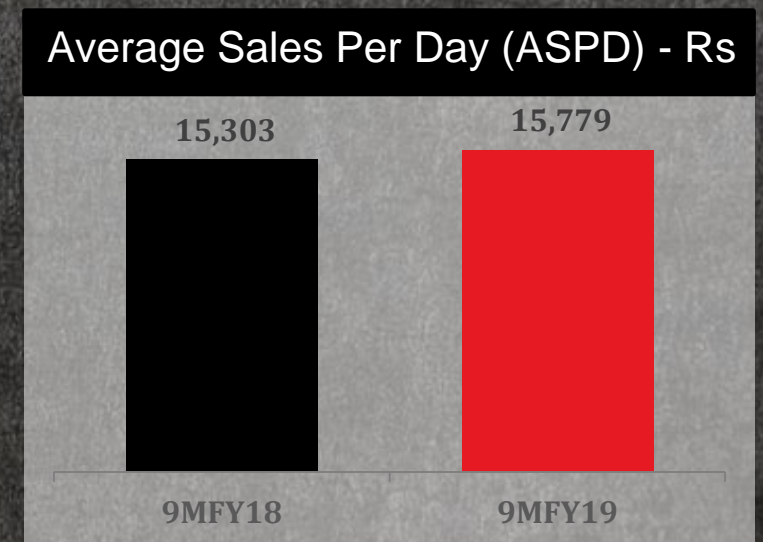
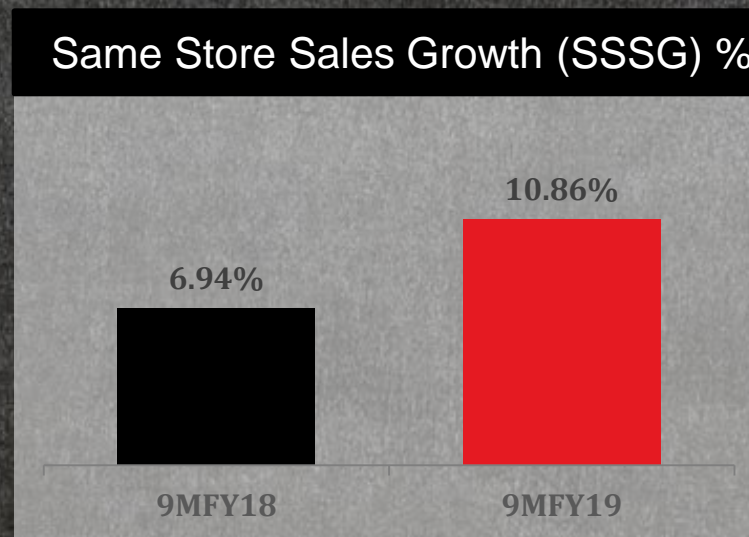
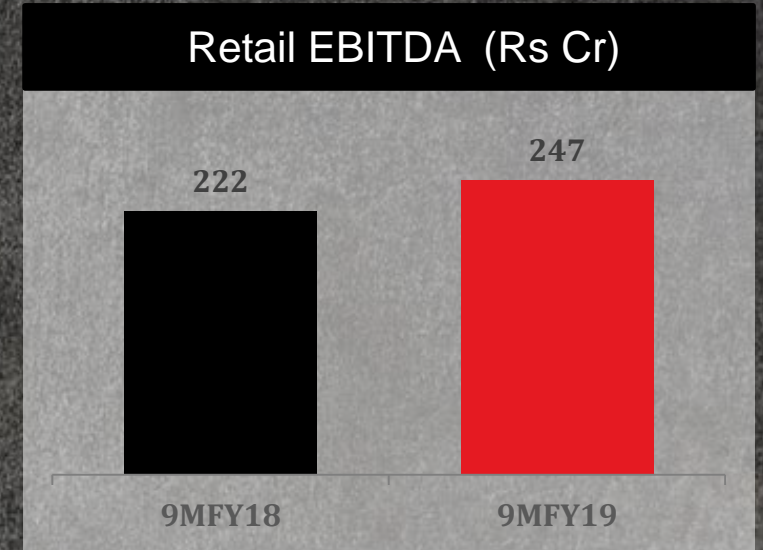
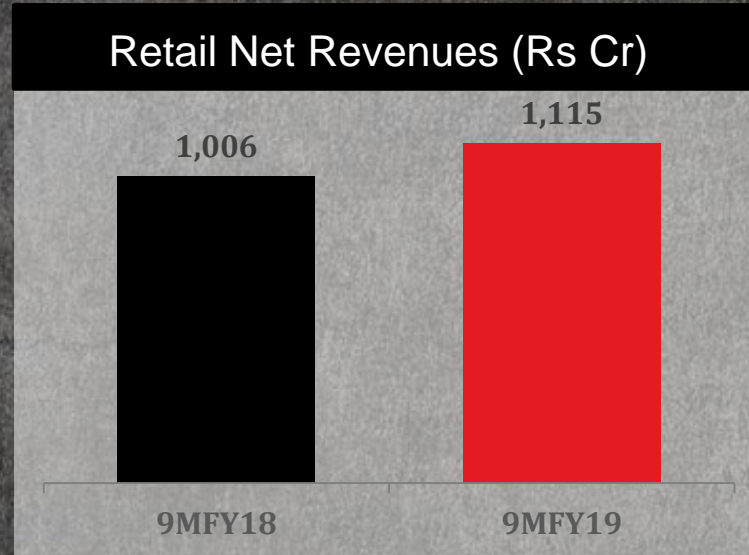
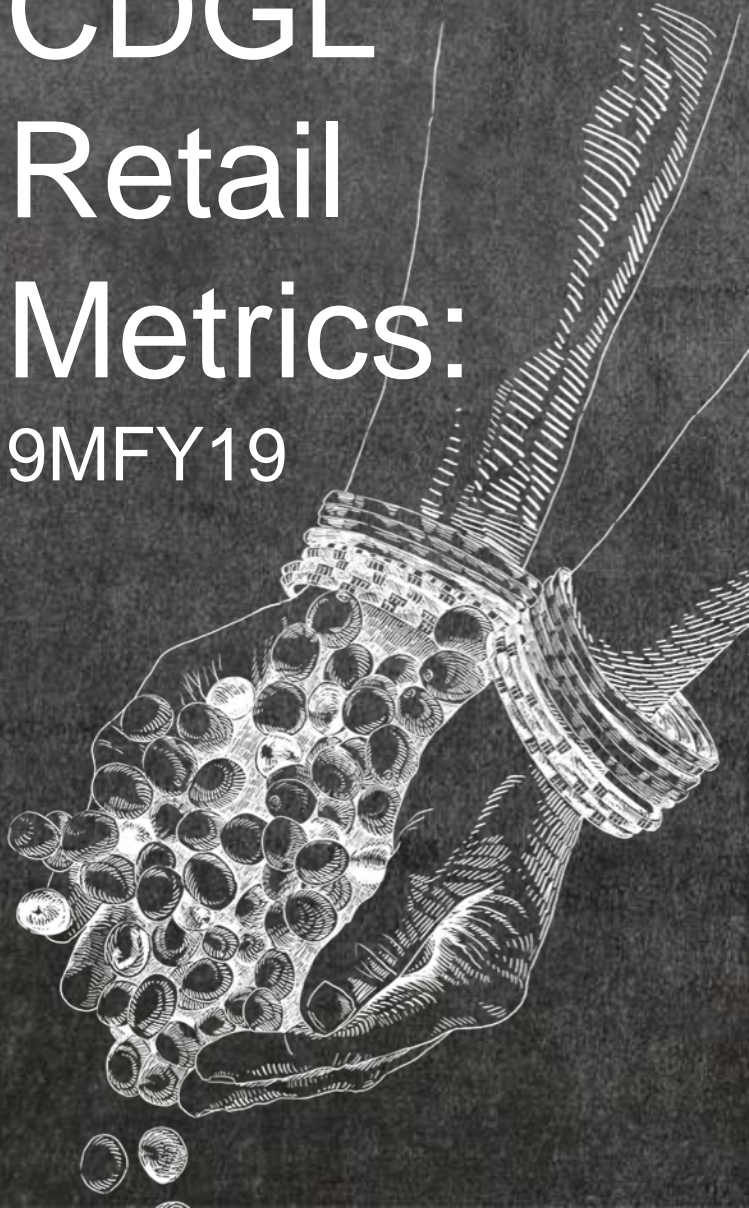
CDGL Financial Performance: 9MFY19



CDGL Retail Metrics: Q3FY19



CDGL Retail Metrics: 9MFY19



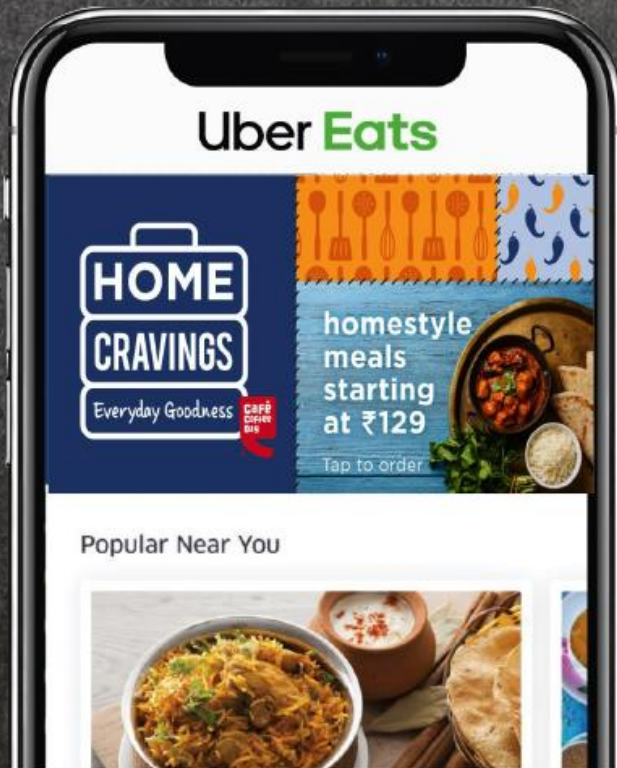
CDGL:

Continuing Customer Delight



- We made this festive season a special one by introducing a delightful range of winter beverages with the 'Season's Treatings' Menu
- Our brand Home Cravings, exclusively offered on Uber eats, continues delivering great quality products, specially curated for millennials
- Our mobile application currently offers personalized engagement to over 47 lakh customers

Partnership with Uber Eats



Our Promise



Homestyle Balance
of Oil & Spices



High Quality,
Fresh Ingredients



Highest Standards
of Hygiene



The partnership provides us with a new age platform to engage with young consumers

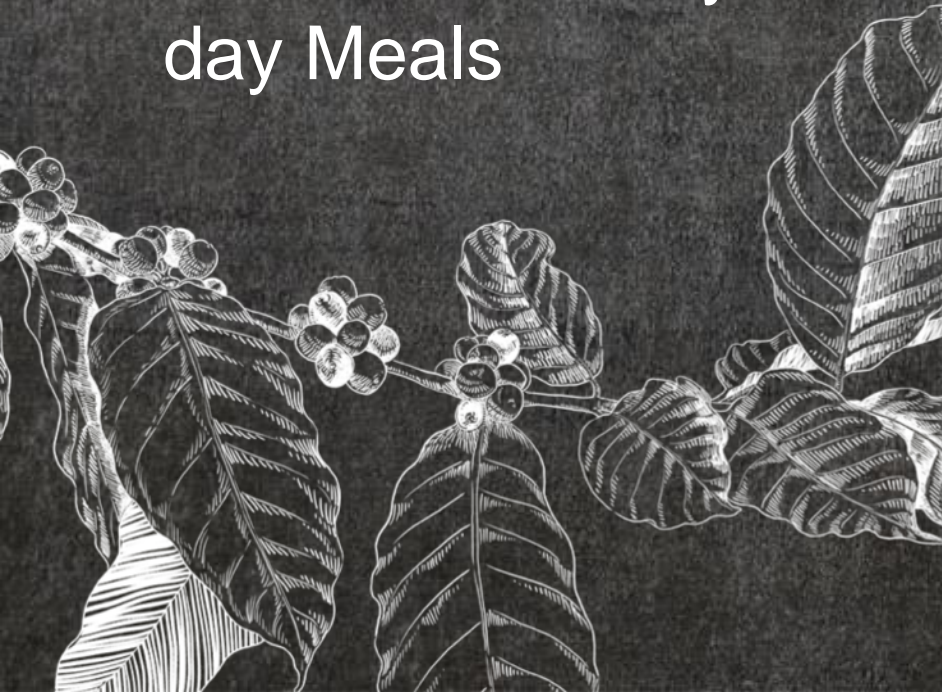
The engagement will combine our robust and innovative F&B expertise, and the technology of Uber Eats

Our virtual brand "Home Cravings" offers consumers wholesome, home-style meals with high quality fresh ingredients

61 choices for all daily consumption occasions

Home Cravings-

Perfect Menu
engineered for
Millennial's Every
day Meals



Everyday Meals



Home-style
Biryani



Snacks



Desserts

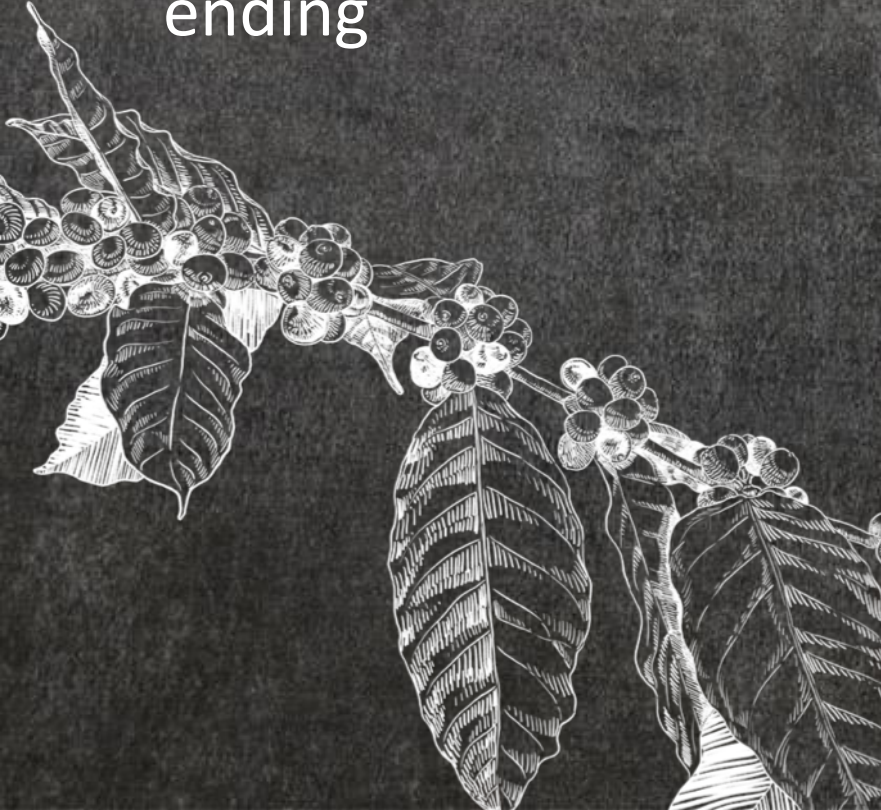


Beverage

Packing goodness with home-style meals

Season's Treatings

for the perfect year
ending



12 Days of Christmas set Social media abuzz
3.3 lakh organic impressions and over 18,000 engagements



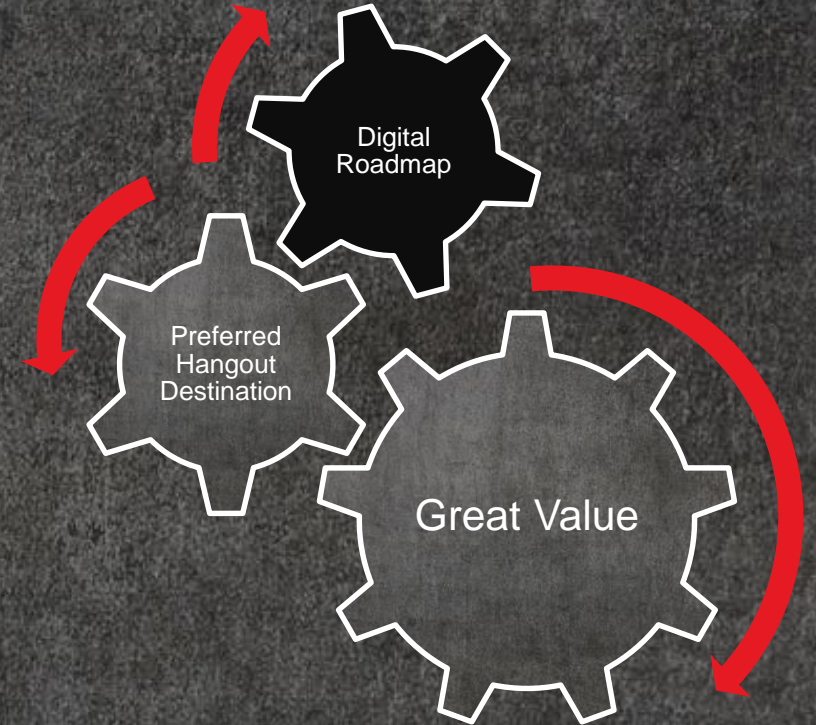
Introduced a delightful
range of winter
beverages

The range had a great
mix of globally
trending Red Velvet
hot and cold smoothie,
indulgent drinks like
Belgian Hot Chocolate
and timeless classics
with a twist like
Jaggery Inverted
cappuccino and
Jaggery filter coffee

Enhancing Digital Presence:

With Personalized
Engagement Having
Innovative Offerings

47.07 lakhs App Installs as
of December 2018



4.1



CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL

Tech Parks & SEZs – Tanglin



SICAL:

Overview



- **Integrated Logistics** – Sical offers integrated logistics solutions for both container and bulk cargo
- **Mining and Transportation** – Sical is engaged in surface mining of coal and removal of over burden and transportation
- **Surface Logistics**
 - **Rail** – One of India's largest private sector container train operator with pan India operations. Two terminals at Bangalore and Chennai under implementation
 - **Container Freight Station** – Multiple CFS Facility at Chennai, Tuticorin and Vizag with capacity to handle more than 1,50,000 TEUs. CFS is spread across 3,00,000 sq.m
 - **Road** – Pan India operations; fleet in excess of 1,000+ vehicles consisting of Tankers, Trailers, Tippers, Auto Mobile Carriers and medium size vehicles
- **Supply Chain solutions** – Sical offers supply chain solutions including refrigerated transportation services, cold stores, primary and secondary distribution, warehousing solutions and 3PL services
- **SICAL Iron Ore Terminals Limited**, a subsidiary of SICAL Logistics Limited, has received all the clearances and financial closure for the modification of the existing iron ore terminal to handle common user coal at the Kamarajar Port. The company is in the process of executing this project and will start generating revenues in next few quarters

CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL

Tech Parks & SEZs – Tanglin



Tech Parks & SEZs, Tanglin:



- Wholly-owned subsidiary, Tanglin is engaged in the business of developing technology parks in Bengaluru and Mangaluru
- Our technology parks are conceptualized as ‘Global Village’ in Bengaluru, and ‘Tech Bay’ in Mangaluru
- Our IT park let-out office space portfolio stands at 3.9 msft
 - Anchor tenants, Mindtree and Accenture, currently occupy over 2 mn sq. ft.
- Additionally, 6 lakh sq. ft. is ready and awaiting occupancy certificate
- Over the next 8-12 months, a metro station will be expected to get added next to the Global Village property in Bengaluru. This will boost the demand for this location and provide faster connectivity to the city center.

Shareholding Pattern:

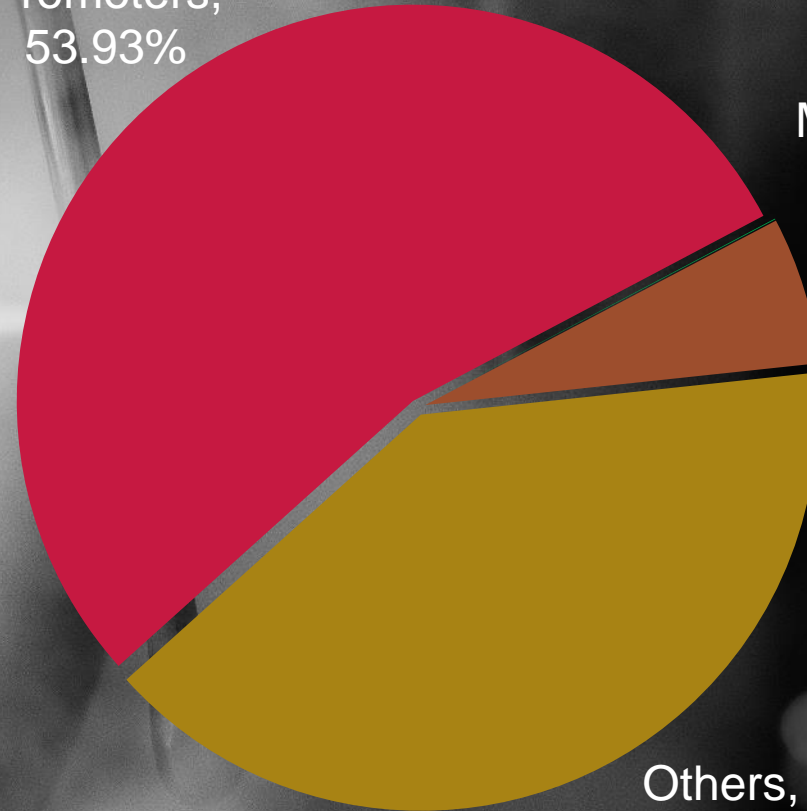
December 31, 2018

Promoters,
53.93%

Mutual Funds,
0.03%

FPIs, 6.02%

Others,
40.02%



Investor Contact:

E: investors@coffeeday.com

T: +91 80 4001 2345

W: www.coffeeday.com

CIN:

L55101KA2008PLC046866

Coffee Day Square, 23/2, Vittal Mallya Road,
Bangalore 560001, Karnataka, India

