

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,

09th August, 2018

**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



Investor Communication: Quarter ended 30 June 2018

Attachment: Investor Presentation

This investor update covers the Company's performance for the quarter ended June 30, 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 share with you the key highlights of Coffee Day Enterprises Limited (CDEL) results for the quarter ended June 2018. The consolidated numbers of CDEL for Q1FY19 are as follows:

- Gross Operating Revenues of Rs 11,006 million, a growth of 17 % YoY;
- EBITDA of Rs 2,019 million, a growth of 8% YoY; and
- PAT of Rs 170 million, a growth of 13 % YoY.

Our flagship Coffee business, CDGL, has once again posted a healthy growth in Q1FY19, with:

- Retail gross revenues came in at Rs 4,132 million, up 14.4% YoY excluding GST impact.
- Retail EBITDA of Rs 786 million, up 13 % YoY and
- Profit after Tax of Rs 105 million, up 7 % YoY

Our performance for the quarter is testimony to relentless efforts of each of our major verticals, borne out of their commitment towards delivering strong operating level performance.

As of June 2018, our Café network stands at 1,742 spread across 246 cities in India. We added 30 cafes during Q1FY19. We are happy to report that for Q1FY19, our ASPD grew to Rs 15,739 which is a 15.6 % growth vs. Q1FY18 excluding the GST impact. Our SSSG came in at 10.4 %. This quarter has been the 26th consecutive quarter of positive SSSG for us. The % of café transactions through digital stands at above 48% during Q1FY19.

Our leadership in the Vending Machine segment continues – total vending machine installations as at June 2018 stood at almost 49,397 machines, having added a gross of over 2,576 machines during Q1FY19.

During the quarter gone by, some of our key initiatives included:

- Coffee Day Global Limited has entered in to an agreement with UBER for technology services through the "UberEats App" for distribution of food products and beverages. This will enable us to increase retail sales.
- Launched a completely new "Totally Worth it Menu" starting at Rs29/-. The menu offers 24 delightful treats, curated specially for the youth to meet all types of hunger occasions.
- We are building stronger customer relationships by offering occasion-based themes to get families and friends together into our cafes.

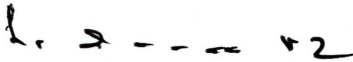


For this quarter, SICAL reported a revenue of Rs. 3,692 million, up 30% YoY, while EBITDA came in at Rs. 409 million. SICAL Iron Ore Terminals Limited, a subsidiary of SICAL Logistics Limited, has received all the clearances and financial closure for the modification of the existing iron ore terminal 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 8-12 months.

Our let-out office space portfolio of 3.46 million square feet yielded a rental income of Rs. 373 million for Q1FY19. 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 next 8-12 months, a metro station is expected to connect Global Village property in Bengaluru. This will boost the demand for this location and provide faster connectivity to the city center. We expect revenues of Rs. 200 crores from Tanglin in the next 12-15 months.

We truly believe the strong connect with our customers and value proposition will help us maintain our leadership position in the coffee business. We shall continue to grow our non-Coffee business by focusing on execution and pursuing growth opportunities. We remain committed to growing all our businesses and continuing to create shareholder value.

Sincerely,



V G Siddhartha
Chairman & Managing Director

COFFEE Day




Investor Presentation

Q1FY19 (Apr-Jun 2018)



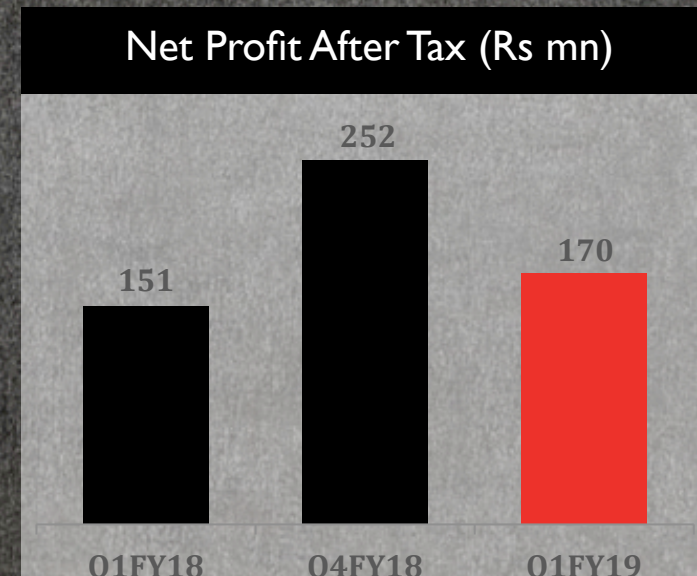
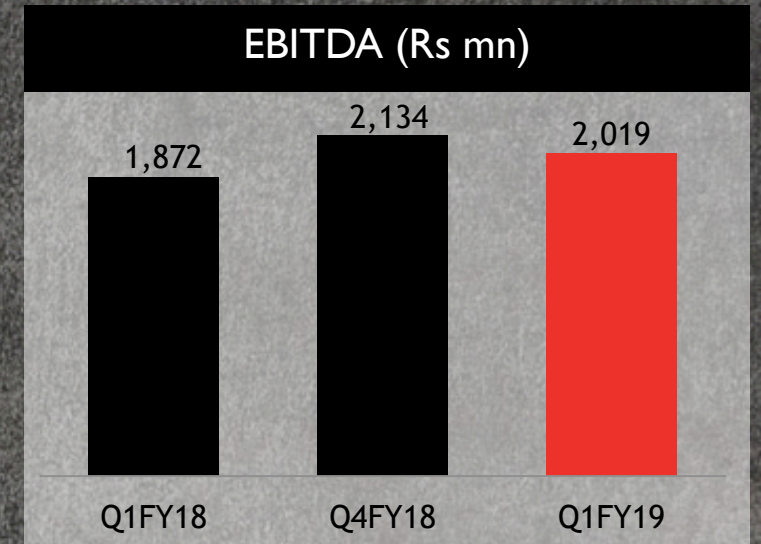
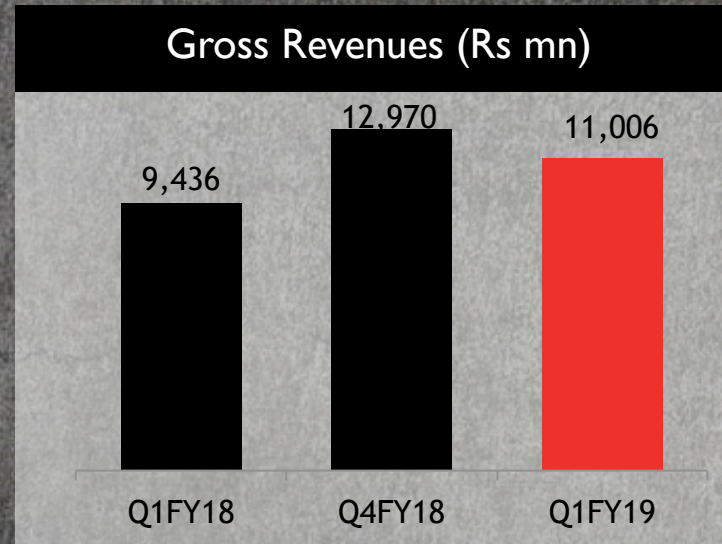
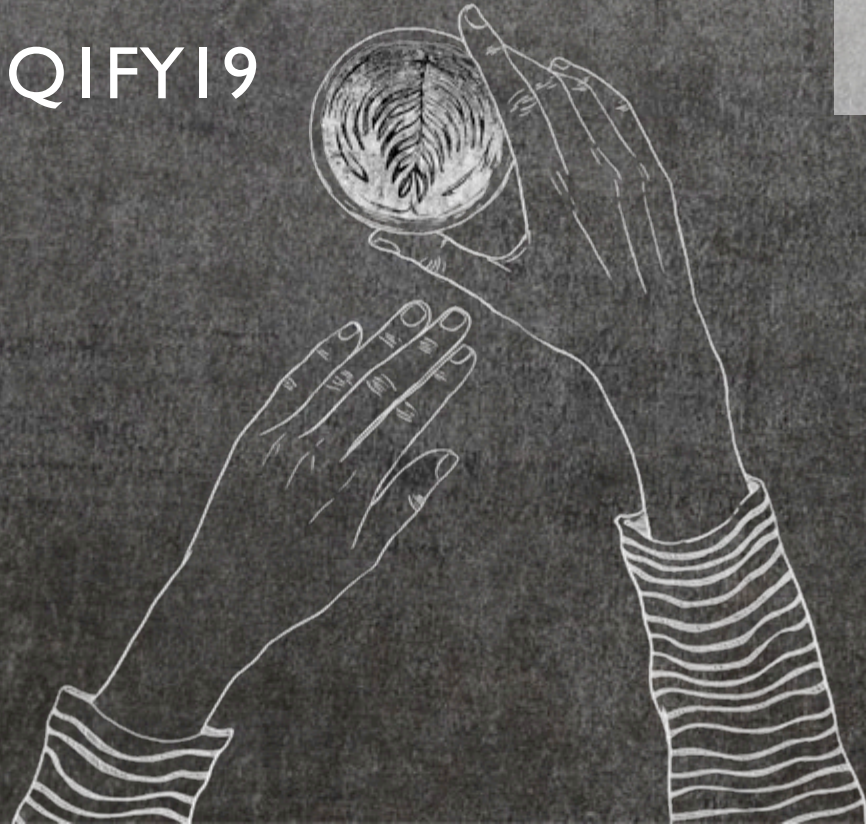
CDEL: Q1FY19 Results Highlights



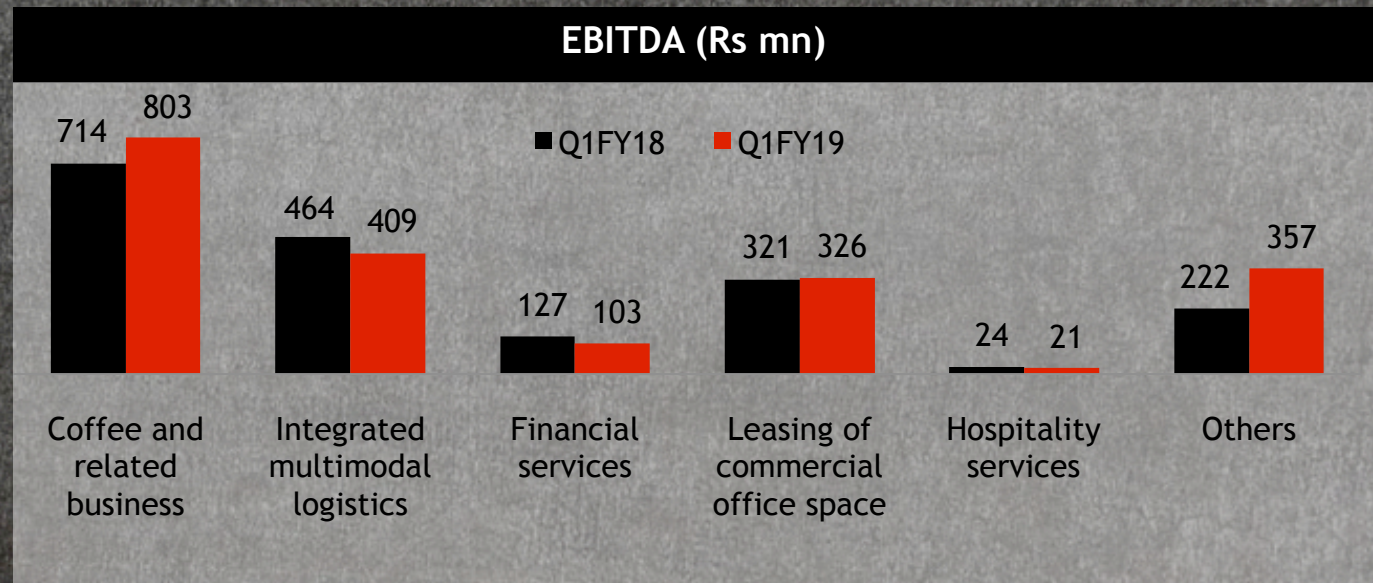
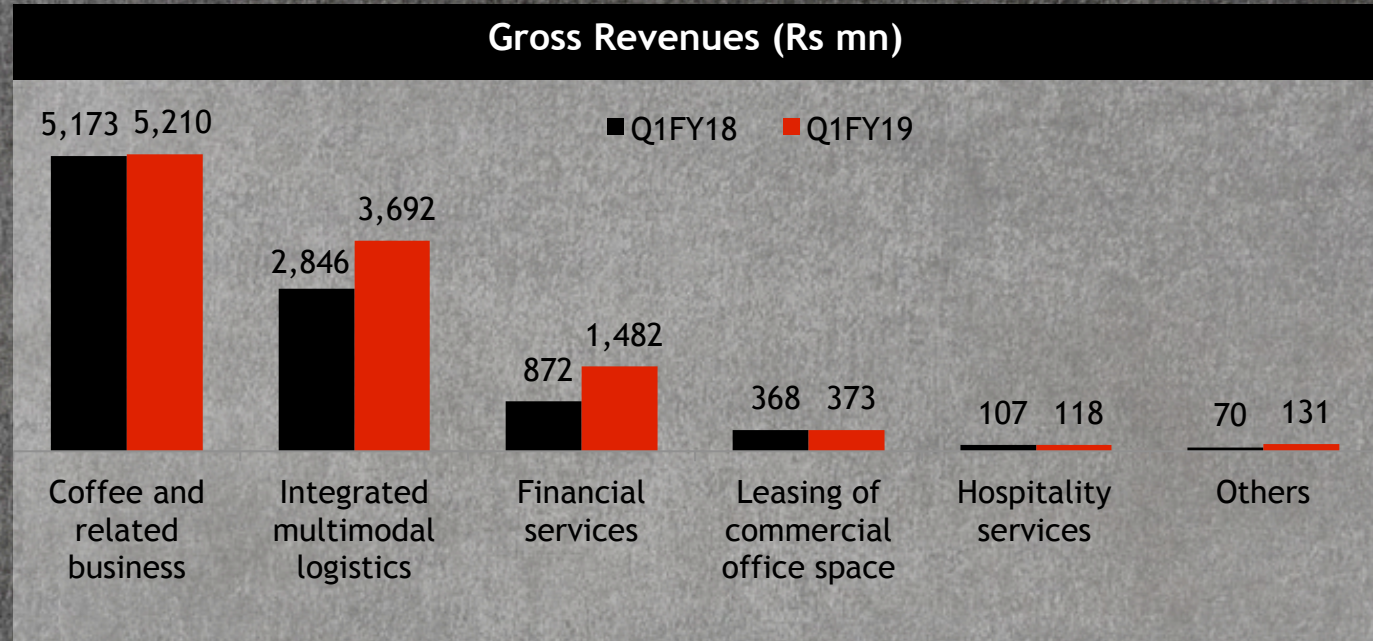
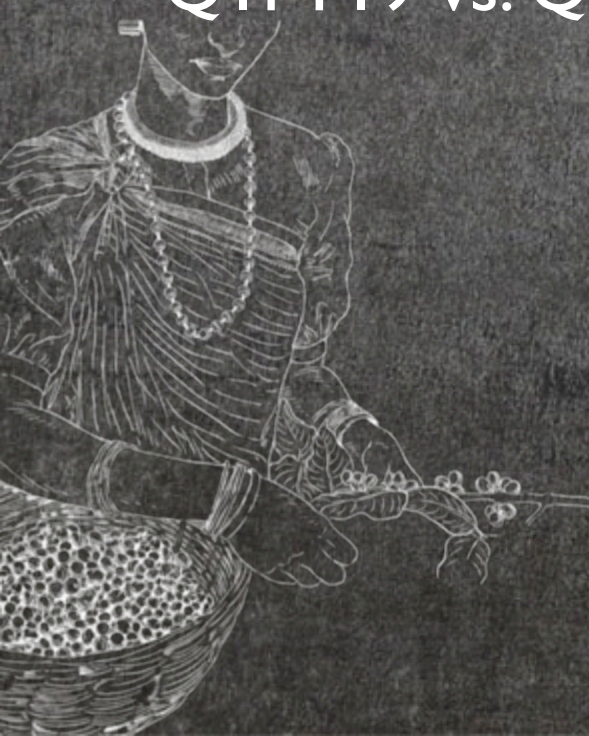
- Gross Operational Revenues at Rs. 11,006 million; 17% YoY 
- EBITDA at Rs. 2,019 million; 8% YoY 
- Net Profit After Tax at Rs. 170 million; 13% YoY 

CDEL

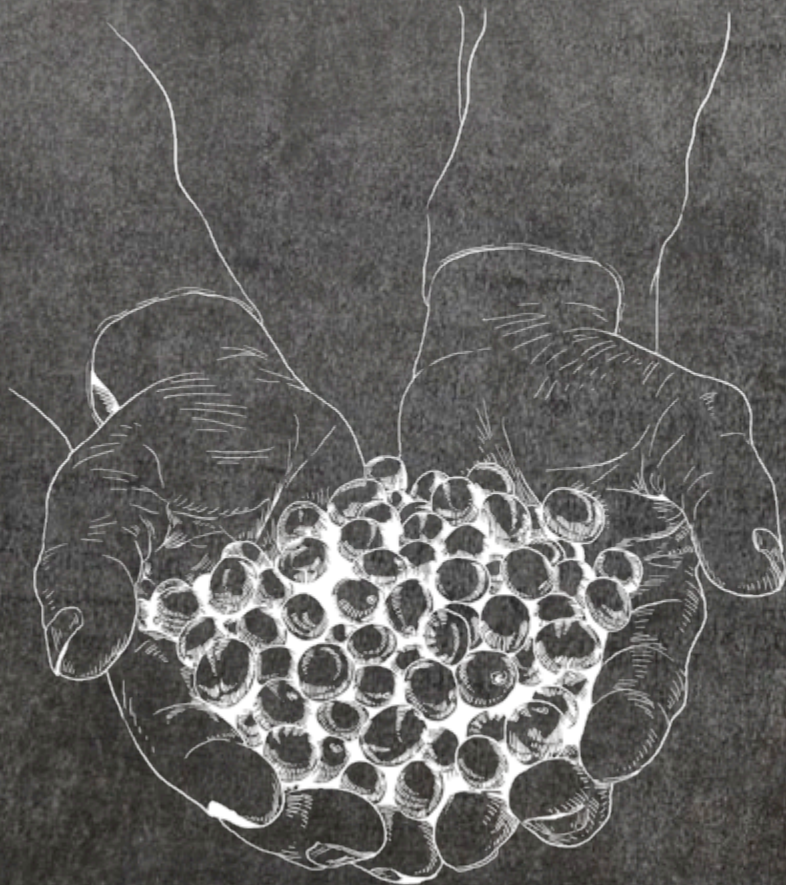
Financial Performance: Q1FY19



CDEL Segment Results: Q1FY19 vs. Q1FY18



CDEL: Group Snapshot



Coffee Day Enterprises Limited

Retail - Coffee Day Global (CDGL)	<ul style="list-style-type: none">• 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)	<ul style="list-style-type: none">• 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)	<ul style="list-style-type: none">• Setup for the development of technology parks & SEZs• Currently developing and operating a technology park in Bengaluru and Mangalore
Financial Services (Way2Wealth)	<ul style="list-style-type: none">• 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)	<ul style="list-style-type: none">• 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



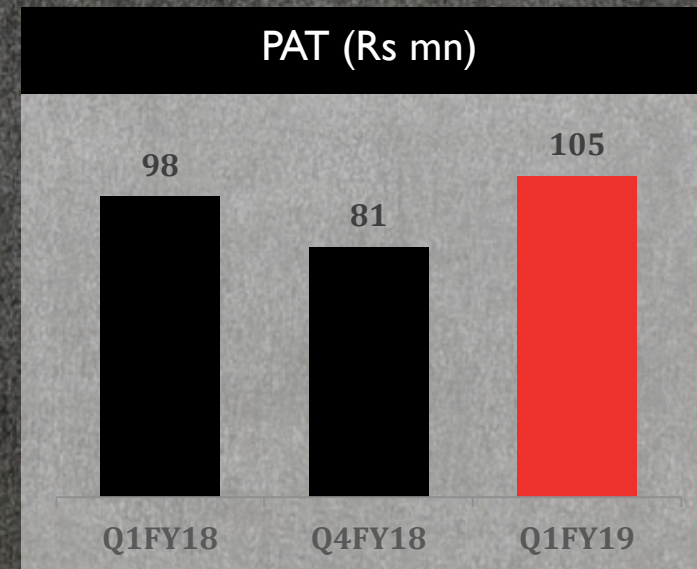
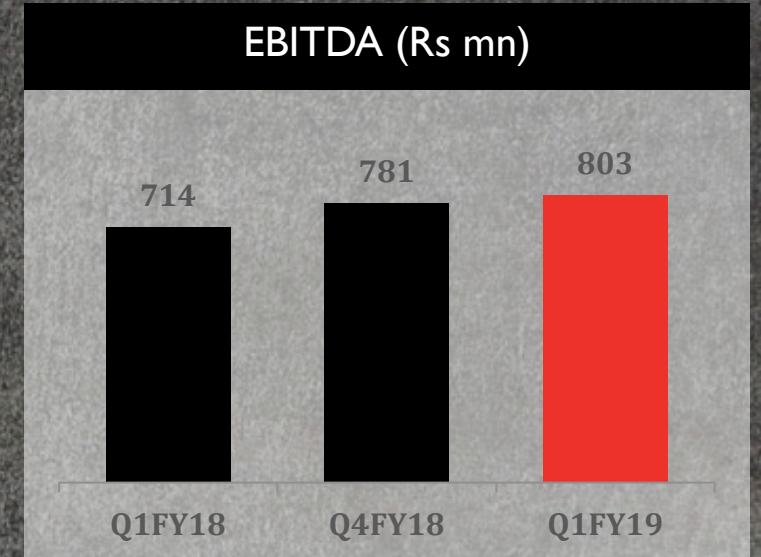
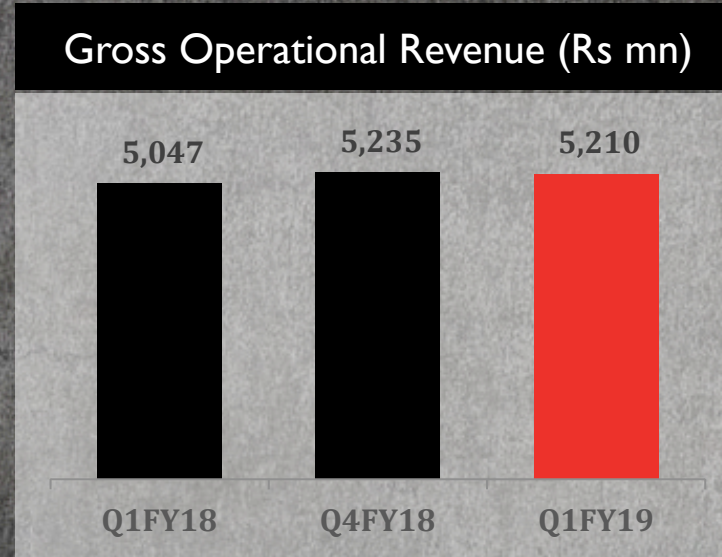
CDGL:

Q1FY19 Highlights



- Gross Operational Revenue at Rs. 5,210 million; 3% YoY (8% excluding GST impact) ↑
- Retail Gross Revenue at Rs. 4,132 million; 8% YoY (14.4% excluding GST impact) ↑
- EBITDA at Rs. 803 million; 12% YoY ↑
- Retail EBITDA at Rs. 786 million; 13% YoY ↑
- Net Profit After Tax at Rs. 105 million; 7% YoY ↑

CDGL Financial Performance: Q1FY19



CDGL

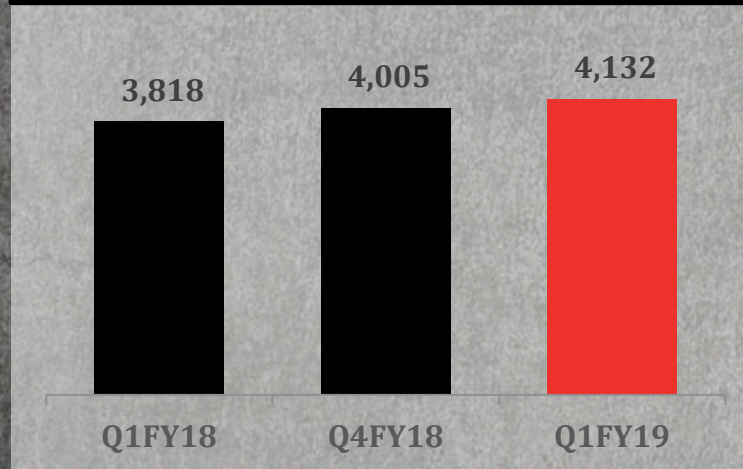
Retail

Metrics:

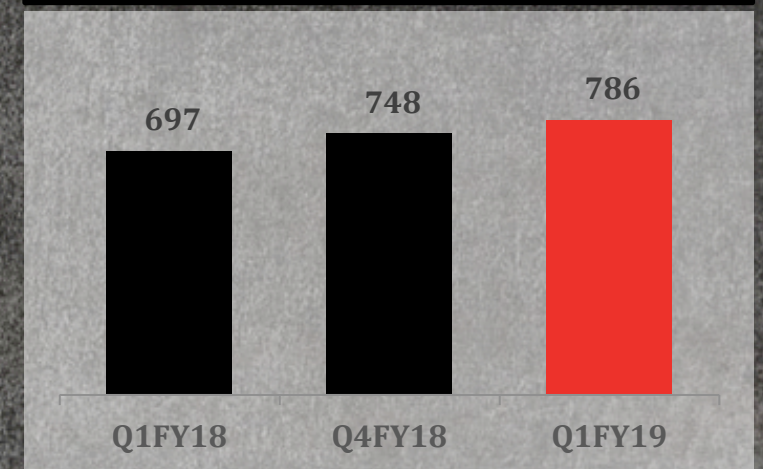
Q1FY19



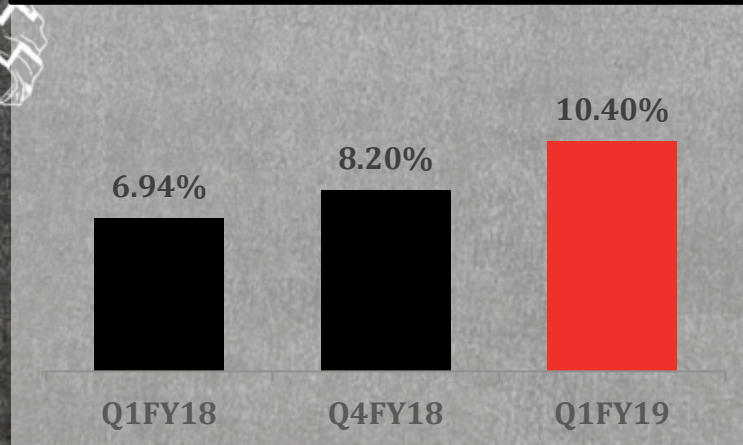
Retail Gross Revenues (Rs mn)



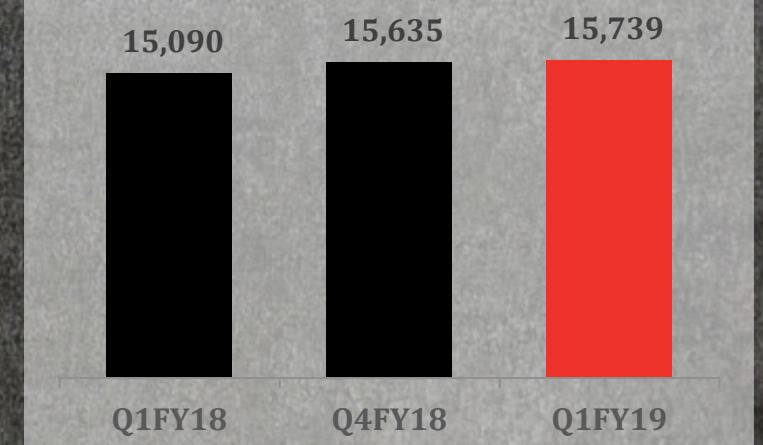
Retail EBITDA (Rs mn)



Same Store Sales Growth (SSSG) %



Average Sales Per Day (ASPD) - Rs



CDGL:

Enhancing Value
Proposition,
Ensuring Customer
Delight



- An agreement with UBER for technology services through the "UberEats App" for distribution of food products and beverages
- F&B innovation continues with an attractively priced completely new "Totally Worth it Menu"
- Stronger consumer engagement with innovative initiatives on special days to bring families together

Magical Celebrations Cake:

Creating Value



01.

New Category,
Wide Choices

02.

Strong Reach,
Great Quality

03.

Attractive Pricing,
More Celebrations

Totally Worth It Menu: Value Offerings



Unique and innovative offerings

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 150,000 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 8-12 months.

CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL

Tech Parks & SEZs – Tanglin



Tech Parks & SEZs, Tanglin:

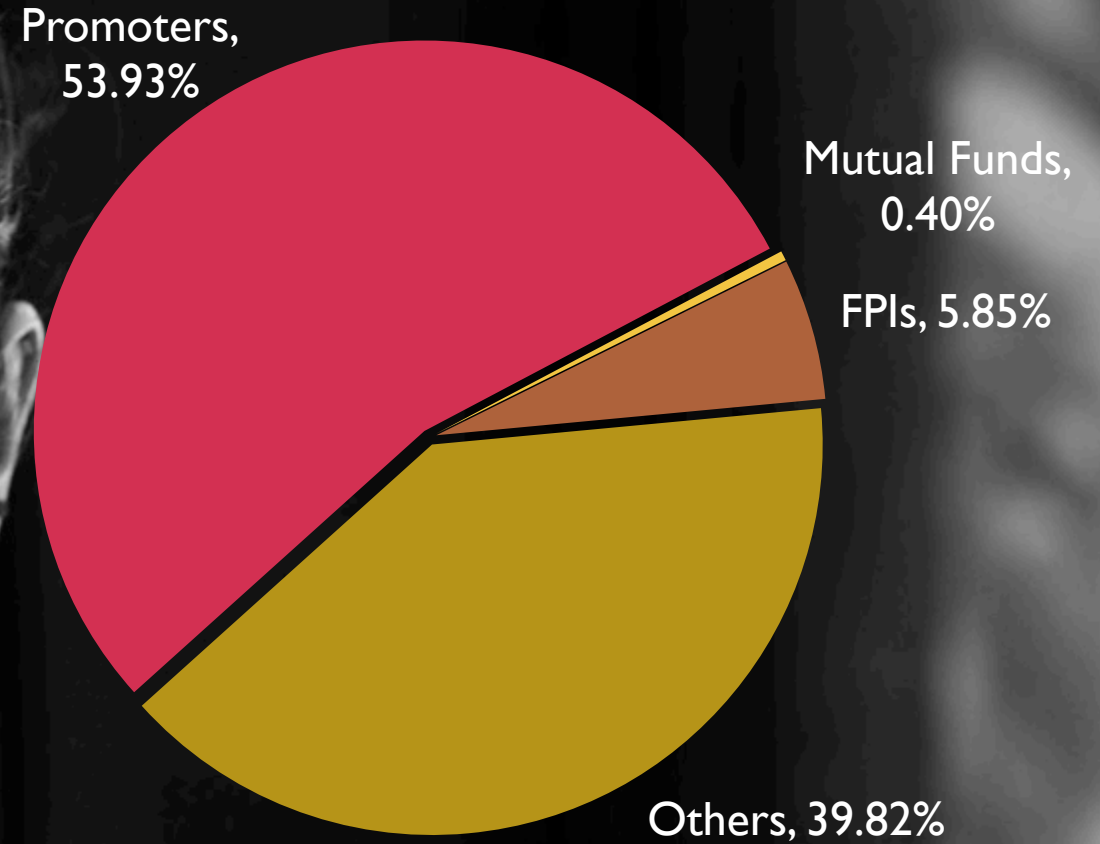
Overview



- 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
- Current let-out office space clocking rent is close to 3.46 mn sq. ft.
 - Anchor tenants, Mindtree and Accenture, currently occupy over 2 mn sq. ft.
- Additional 7.5 lakh sq. ft. is completed and is significantly occupied and the remaining portion will be occupied in next two quarters. Construction for additional 7.5 lakh sq. ft. is in progress
- 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. We expect revenues of Rs. 200 crores from Tanglin in the next 12-15 months

Shareholding Pattern:

June 30, 2018



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