

COFFEE DAY ENTERPRISES LIMITED



To,

**National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra Kurla Complex, Bandra (East)  
Mumbai – 400 051  
Tel No. 022-2659 8237/38**

**BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai – 400 001  
Tel No. 022-2272 2039/37/3121**

Dear Sirs,

24<sup>th</sup> May, 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**

A handwritten signature in blue ink, appearing to be "Sadananda Poojary", written over a horizontal line.

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

**Investor Communication:** Quarter ended 31 March 2019

**Attachment: Investor Presentation**

This investor update covers the Company's performance for the quarter ended 31 March 2019.

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 results for Coffee Day Enterprises Limited (CDEL) for the quarter ended 31 March, 2019. First, I would like to share some updates with you. Coffee Day Enterprises Limited (CDEL) and Coffee Day Trading Limited (subsidiary of CDEL) sold their entire stake in Mindtree Limited, a global IT consulting and services to Larsen & Toubro Limited. The transaction was concluded on May 3, 2019 and proceeds net of expenses and tax to the tune of Rs 2100 crores were received. The entire amount has been utilized for the reduction of debt.

During the quarter, we incorporated a subsidiary with a 51% stake with Impact HD Inc. to setup a chain of retail stores in India to expand our Fresh & Ground (F&G) business. Around 425 Fresh & Ground outlets have been transferred to this subsidiary to remodel into a chain of retail stores. These retail stores will cater to both F&B and convenience products.

The consolidated numbers of CDEL for Q4FY19 are as follows

- Net Operating Revenues of Rs 1,322 Cr, a growth of 17% YoY;
- EBITDA of Rs 253 Cr, a growth of 17% YoY; and
- PAT of Rs 26 Cr, a growth of 4% YoY

EBITDA and PAT for the period Q4FY19 includes exceptional gain amounting to Rs. 25 Crores & Rs 17 Crores respectively, on account of fair valuation of our equity stake in Global Edge Software Limited

For FY19, CDEL posted

- Net Operating Revenues of Rs 4,264 Cr, a growth of 13% YoY;
- EBITDA of Rs 961 Cr, a growth of 15% YoY; and
- PAT of Rs 128 Cr, a growth of 21% YoY

EBITDA and PAT for the period FY19 includes exceptional gain amounting to Rs. 98 Crores (FY18: Rs 53 Crores) & Rs 68 Crores (FY18: Rs 37 Crores) 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 Q4FY19, CDGL posted:

- Retail Net Revenues of Rs 353 Cr, up 1% YoY
- EBITDA of Rs 85 Cr, up 4% YoY and
- Profit after Tax of Rs 10 Cr, up 17% YoY

For FY19, CDGL posted:

- Retail Net Revenues of Rs 1,468 Cr, up 8% YoY
- EBITDA of Rs 335 Cr, a growth of 9% YoY; and
- PAT of Rs 41 Cr, a growth of 10% YoY

As of March 2019, our Café network stands at 1,752, spread across 243 cities in India. For the full year, we added 96 cafes. We are happy to report that for Q4FY19, our ASPD grew to Rs 15,926. Our Q4 SSSG came in at 5.48% and full year at 9.55%. This quarter is the 29th consecutive quarter of positive SSSG.



**COFFEE DAY ENTERPRISES LIMITED** **COFFEE  
Day®**

Our leadership in the Vending Machine segment continues. The total vending machine installations as of March 2019 stood at 56,799 machines, having added 4,707 machines during Q4FY19. Full-year gross additions to Vending Machines stood at 13,011.

Our other subsidiaries have also delivered steady performances during the quarter, backed by strong fundamentals.

For this quarter, SICAL reported a net revenue of Rs. 426 Cr, up 15 % YoY, while EBITDA came in at Rs. 48 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 Q2FY20.

We will continue to strengthen the much-loved Coffee Day brand, build on our relationships with the millennials by offering newer, more relevant and a wider base of products. We remain committed to enhancing value for all our esteemed shareholders.

Sincerely,



V G Siddhartha  
Chairman & Managing Director

# COFFEE Day

## Investor Presentation




Q4 FY19/ FY19





# CDEL: Q4FY19 Results Highlights






- Net Operating Revenues at Rs. 1,322 Cr; 17% YoY 
- EBITDA at Rs. 253 Cr; 17% YoY\* 
- Net Profit After Tax at Rs. 26 Cr; 4% YoY\* 

\*EBITDA and PAT for the period Q4FY19 includes exceptional gain amounting to Rs. 25 Crores & Rs 17 Crores respectively, on account of fair valuation of our equity stake in Global Edge Software Limited.

# CDEL: FY19 Results Highlights



- Net Operating Revenues at Rs. 4,264 Cr; 13% YoY 
- EBITDA at Rs. 961 Cr; 15% YoY\* 
- Net Profit After Tax at Rs. 128 Cr; 21% YoY\* 

\*EBITDA and PAT for the period FY19 includes exceptional gain amounting to Rs. 98 Crores (FY18: Rs 53 Crores ) & Rs 68 Crores (FY18: Rs 37 Crores) respectively, on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

# CDEL:

Sale of Equity shares held in Mindtree Limited;

Expansion of F&G business

- Coffee Day Enterprises Limited (CDEL) and Coffee Day Trading Limited (subsidiary of CDEL) sold their entire stake in Mindtree Limited, a global IT consulting and services to Larsen & Toubro Limited. The transaction was concluded on May 3, 2019 and proceeds net of expenses and tax to the tune of Rs 2,100 crores were received. The entire amount has been utilized for the reduction of debt
- During the quarter, we incorporated a subsidiary with a 51% stake with Impact HD Inc. to setup a chain of retail stores in India to expand our Fresh & Ground (F&G) business. Around 425 Fresh & Ground outlets have been transferred to this subsidiary to remodel into a chain of retail stores. These retail stores will cater to both F&B and convenience products



# Expansion of F&G Business with Impact HD Inc.

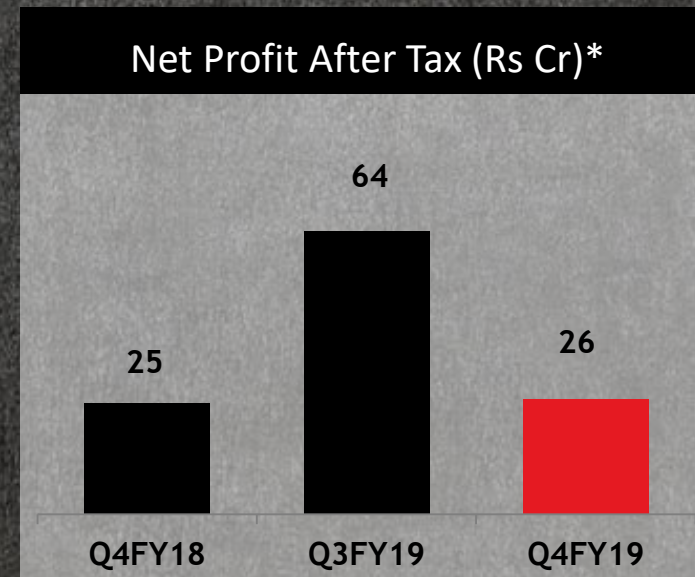
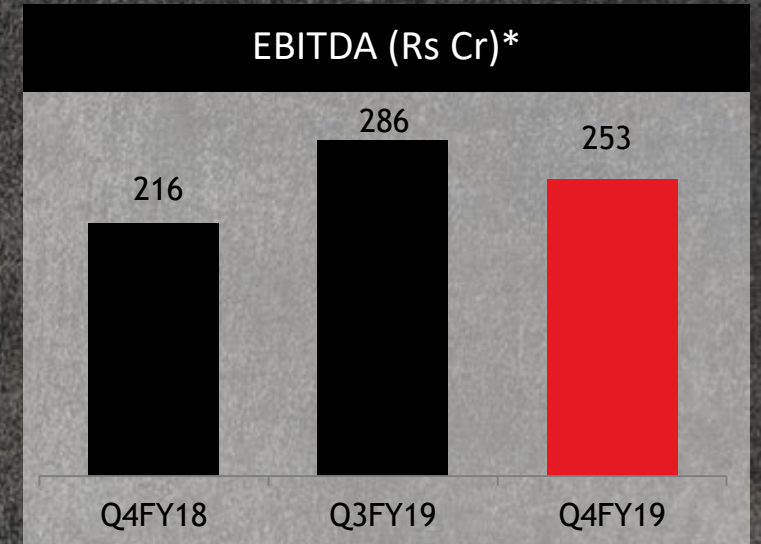
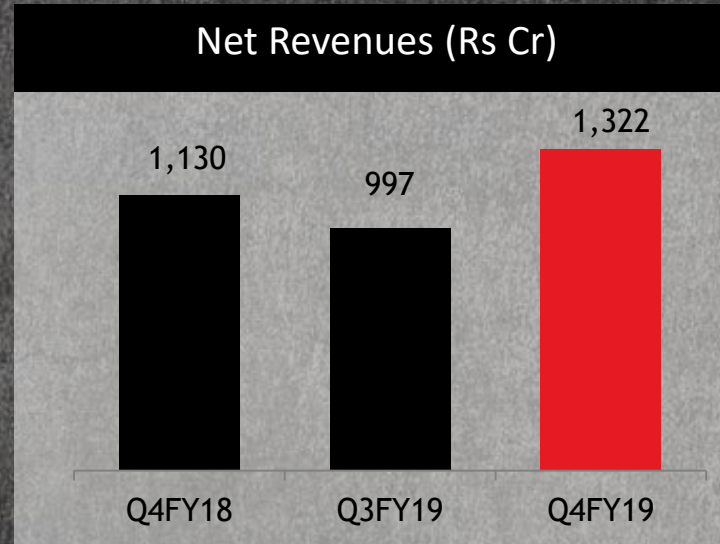


Subsidiary with  
51% stake by  
Coffee Day Group  
to set up chain of  
retail stores

425 F&G outlets have  
been moved to this  
subsidiary to remodel  
into chain of retail  
stores

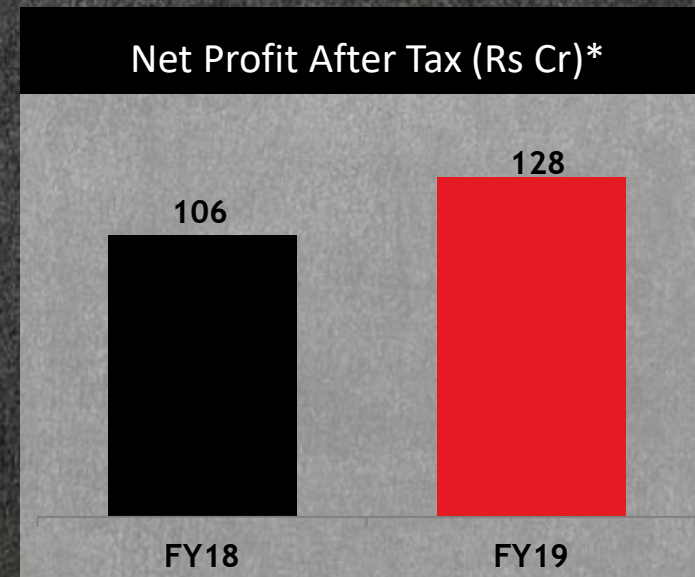
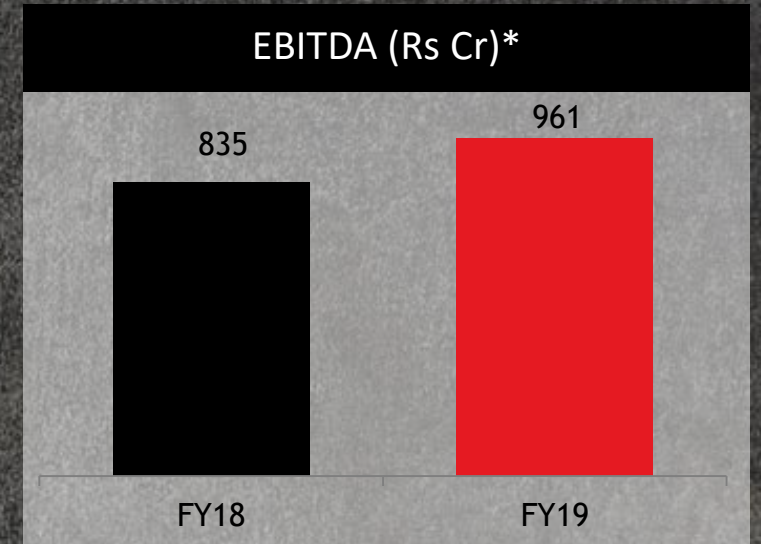
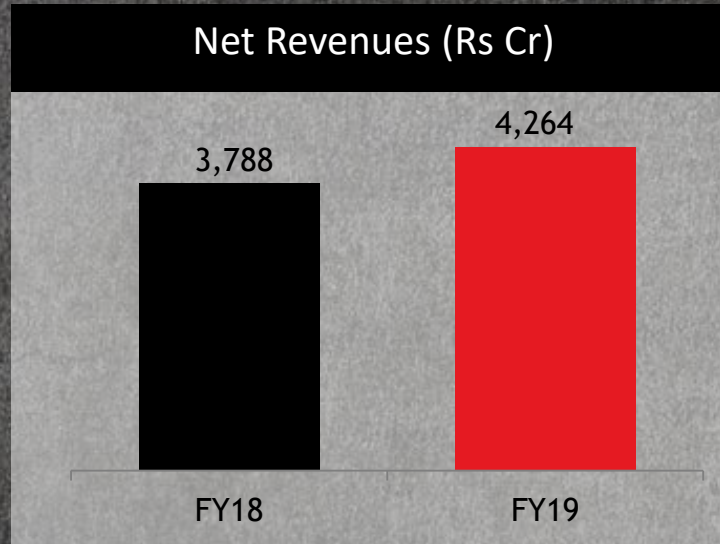
Retail stores will  
cater to both F&B  
and convenience  
products.

# CDEL Financial Performance: Q4FY19



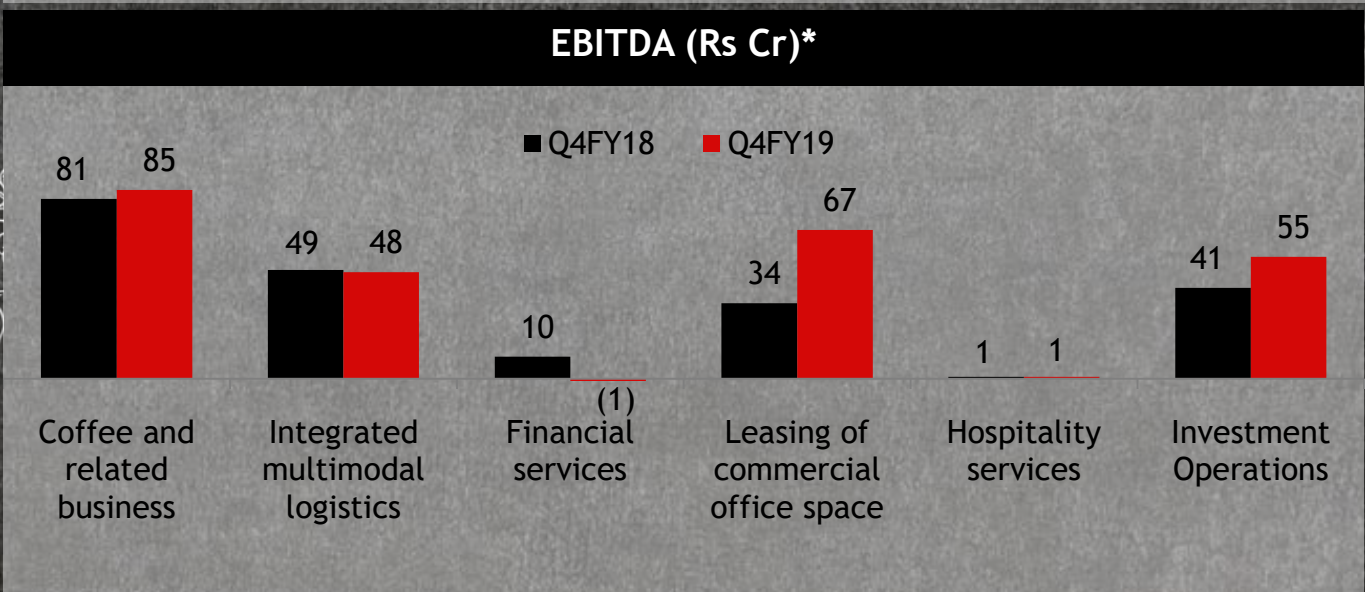
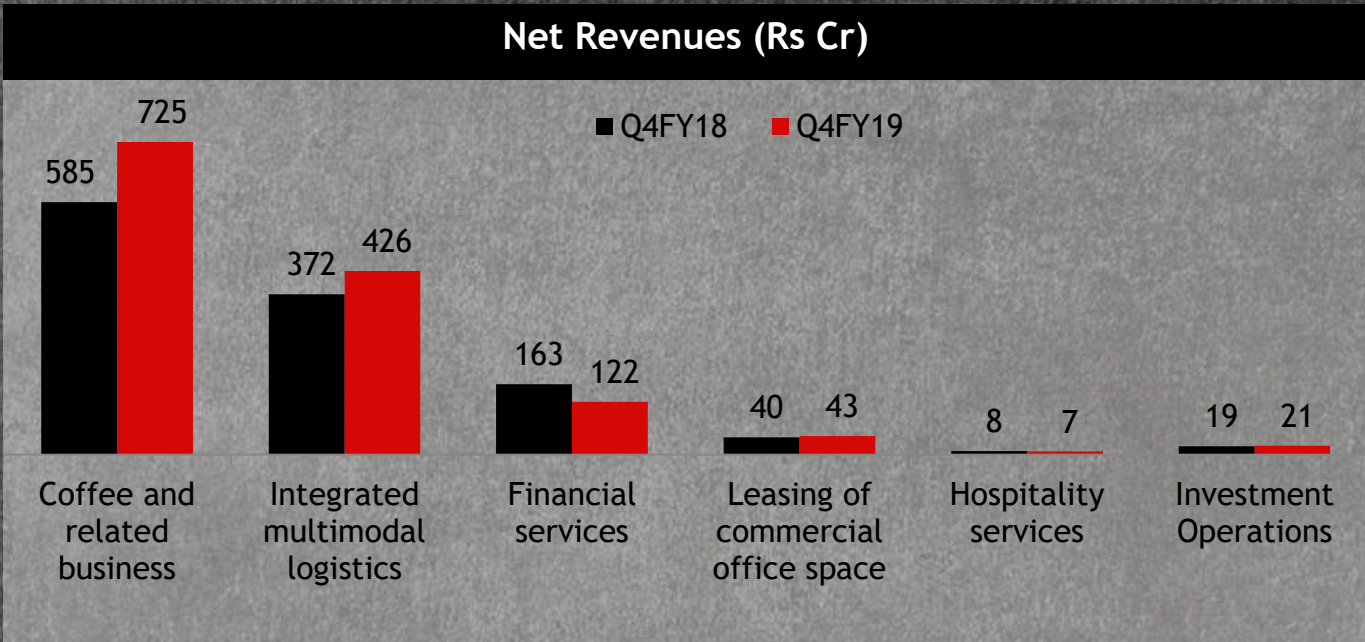
\*EBITDA and PAT for the period Q4FY19 includes exceptional gain amounting to Rs. 25 Crores & Rs 17 Crores respectively, on account of fair valuation of our equity stake in Global Edge Software Limited.

# CDEL Financial Performance: FY19



\*EBITDA and PAT for the period FY19 includes exceptional gain amounting to Rs. 98 Crores (FY18: Rs 53 Crores ) & Rs 68 Crores (FY18: Rs 37 Crores) respectively, on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

# CDEL Segment Results: Q4FY19 vs. Q4FY18

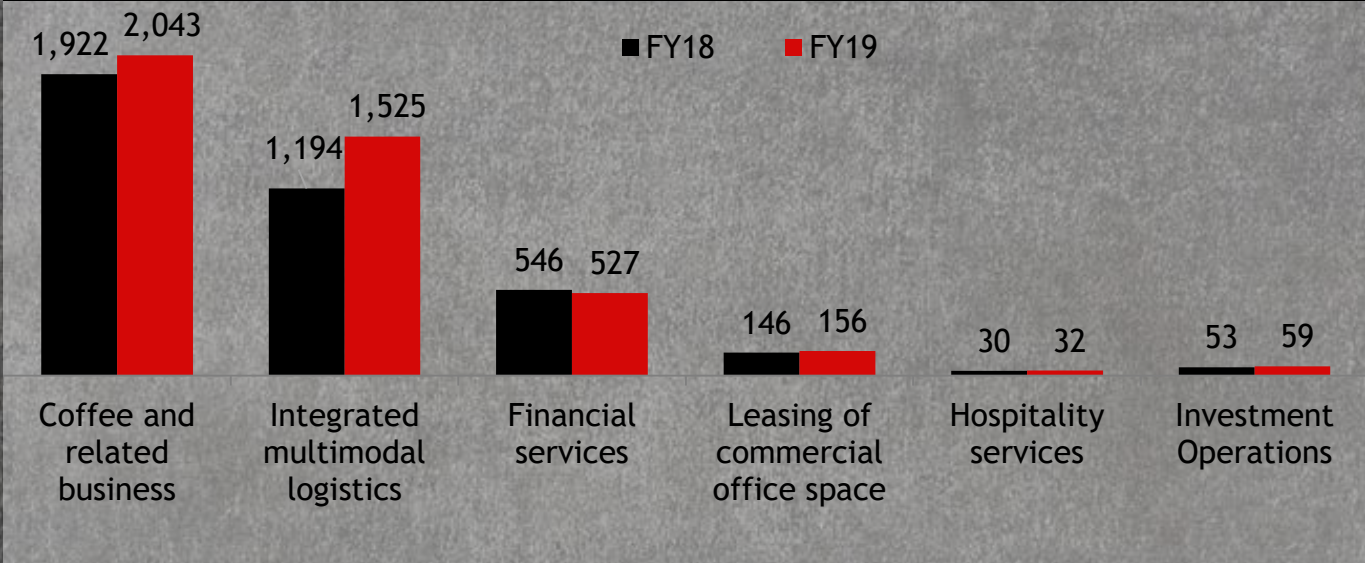


\*EBITDA for the period Q4FY19 includes exceptional gain amounting to Rs. 25 Crores on account of fair valuation of our equity stake in Global Edge Software Limited.

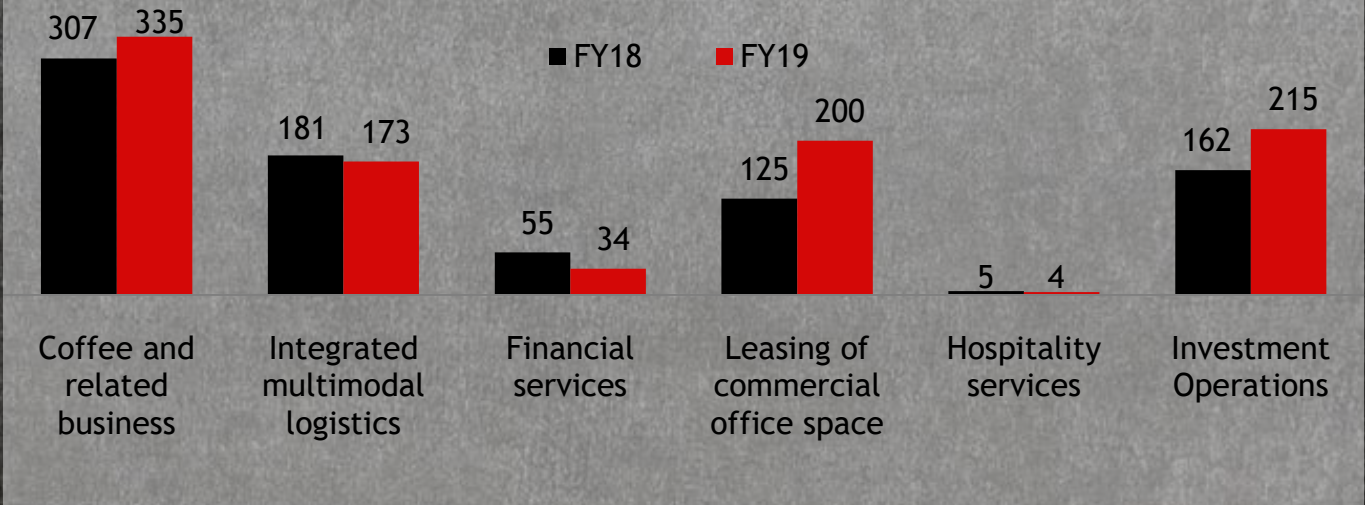
# CDEL Segment Results: FY19 vs. FY18



## Net Revenues (Rs Cr)

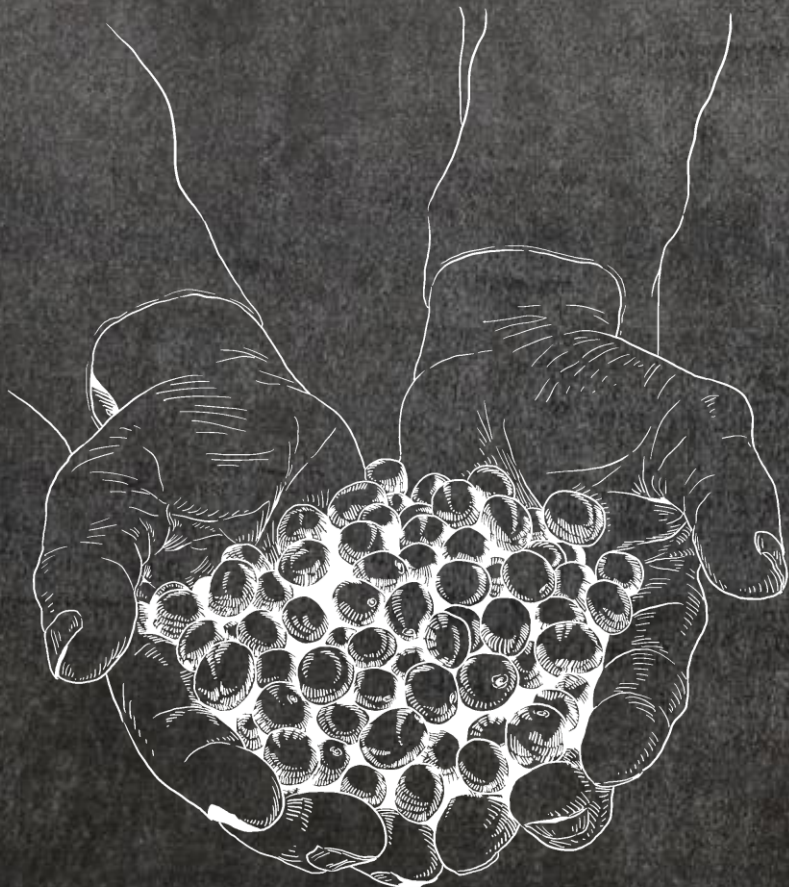


## EBITDA (Rs Cr)\*



\*EBITDA for the period FY19 includes exceptional gain amounting to Rs. 98 Crores (FY18: Rs 53 Crores ) on account of fair valuation / sale of our equity stake in Global Edge Software Limited.

# CDEL: Group Snapshot



**Coffee Day Enterprises Limited**

<p><b>Retail - Coffee Day Global (CDGL)</b></p>	<ul style="list-style-type: none"> <li>Vertically integrated coffee business</li> <li>Pioneered the coffee culture in the chained café segment in India</li> <li>Includes vending business and retailing of coffee products across various formats</li> </ul>
<p><b>Logistics (Sical)</b></p>	<ul style="list-style-type: none"> <li>Leading integrated logistics solutions provider in India</li> <li>Broad portfolio of ports, mining and transportation, surface logistics, supply chain solutions amongst others</li> </ul>
<p><b>Tech Parks and SEZs (Tanglin)</b></p>	<ul style="list-style-type: none"> <li>Setup for the development of technology parks &amp; SEZs</li> <li>Currently developing and operating a technology park in Bengaluru and Mangalore</li> </ul>
<p><b>Financial Services (Way2Wealth)</b></p>	<ul style="list-style-type: none"> <li>Retail-focused investment advisory company with pan India branch network</li> <li>Includes broking &amp; commission businesses, financial product distribution, fund-based activities and quant businesses</li> </ul>
<p><b>Investments (Coffee Day Trading)</b></p>	<ul style="list-style-type: none"> <li>Established to provide tech companies with access to capital</li> <li>Investments in Mindtree Limited, Global Edge Software Limited (exited with minor residual stake), Magnasoft, Ittiam Systems</li> </ul>

# CDEL: Key Segment Overview

Retail – Coffee Day Global (CDGL)

Logistics – SICAL





Tech Parks & SEZs – Tanglin



# CDGL:

## Q4FY19 Highlights







- Retail Net Revenue at Rs. 353 Cr; 1% YoY 
- EBITDA at Rs. 85 Cr; 4% YoY 
- Retail EBITDA at Rs. 82 Cr; 4% YoY 
- Net Profit After Tax at Rs. 10 Cr; 17% YoY 



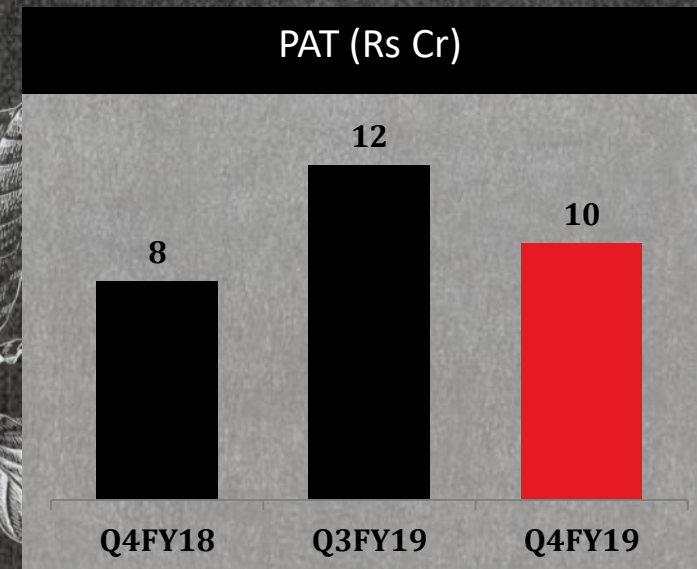
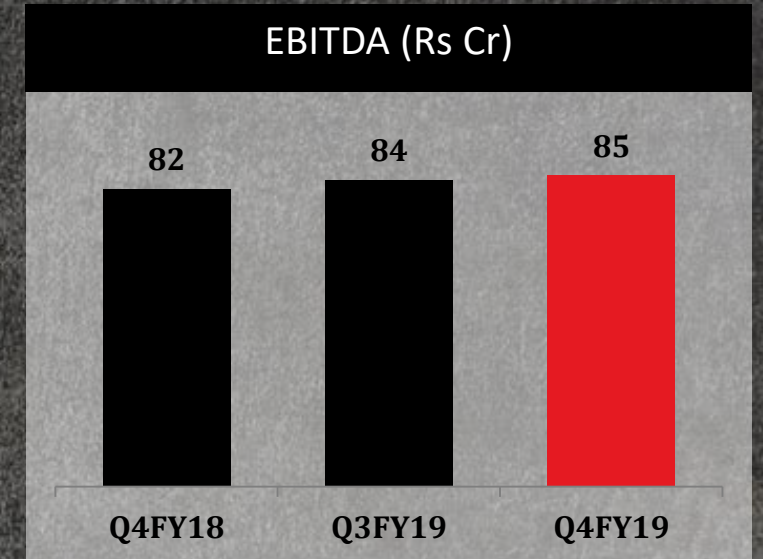
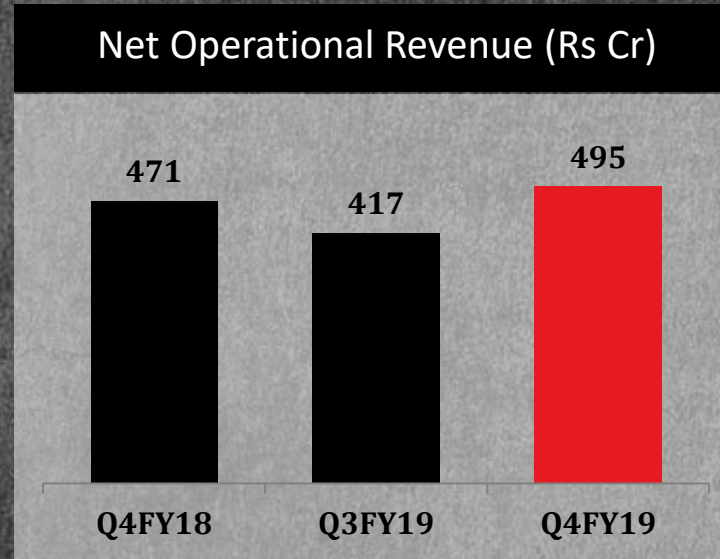
# CDGL:

## FY19 Highlights

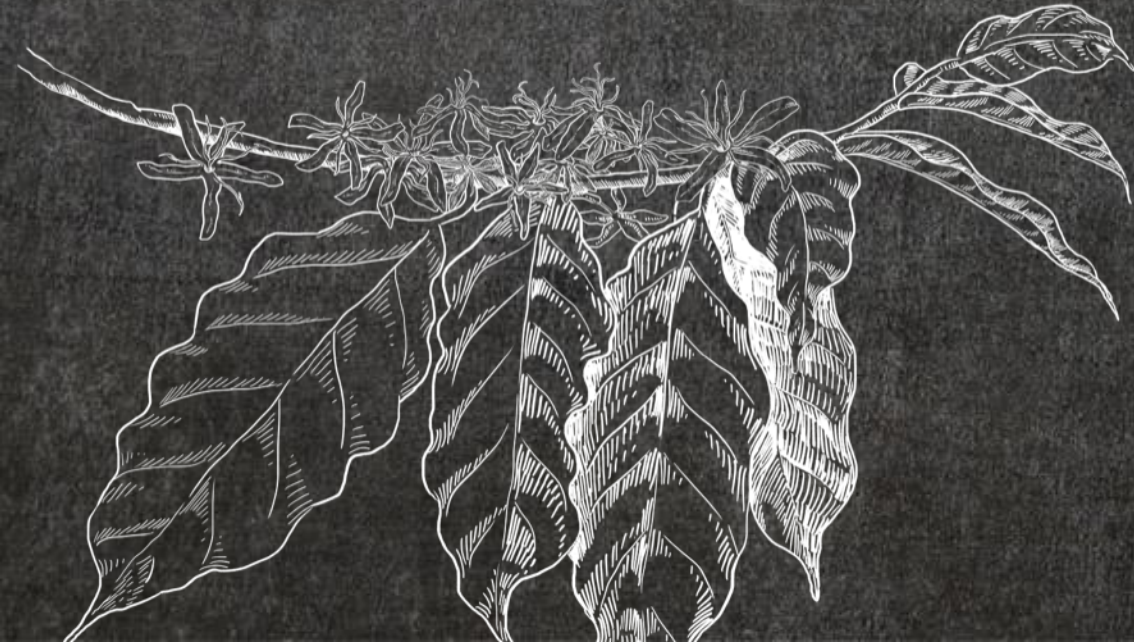
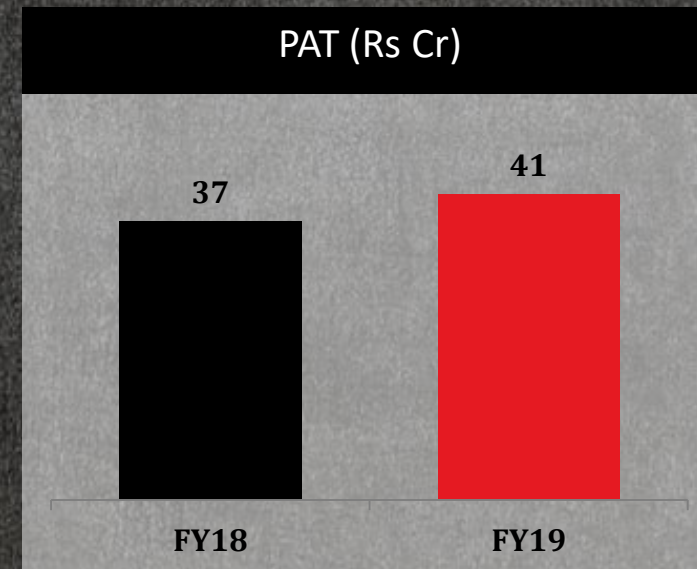
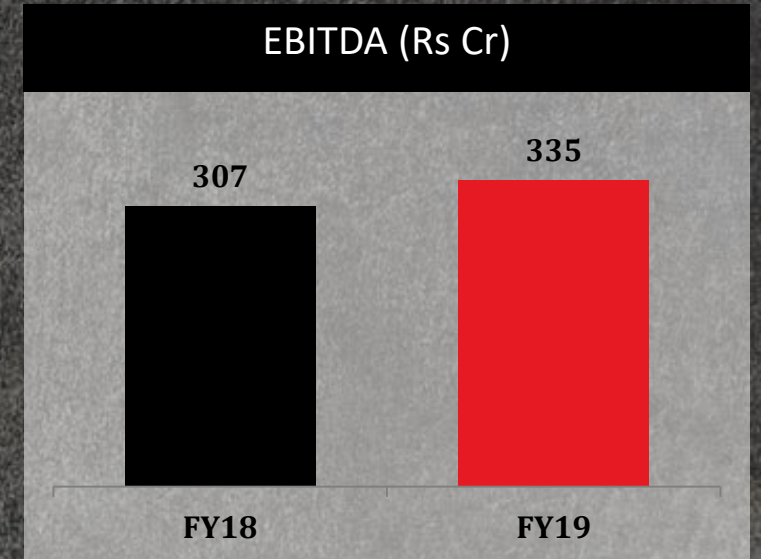
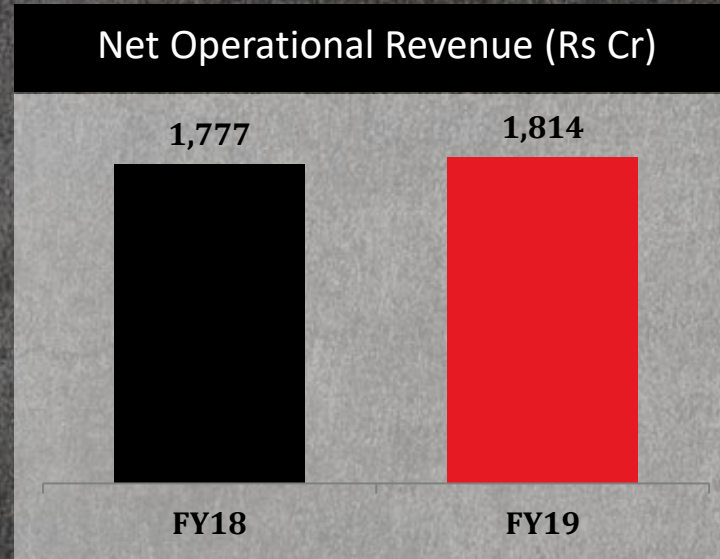


- Retail Net Revenue at Rs. 1,468 Cr; 8% YoY 
- EBITDA at Rs. 335 Cr; 9% YoY 
- Retail EBITDA at Rs. 329 Cr; 10% YoY 
- Net Profit After Tax at Rs. 41 Cr; 10% YoY 

# CDGL Financial Performance: Q4FY19



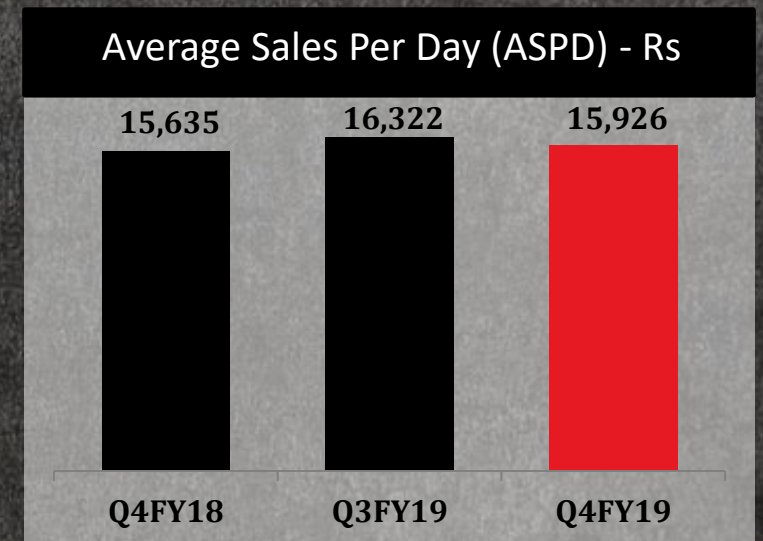
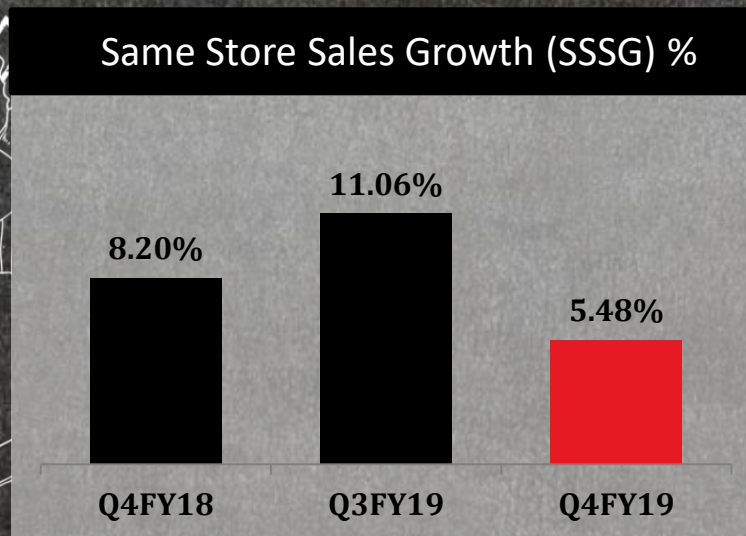
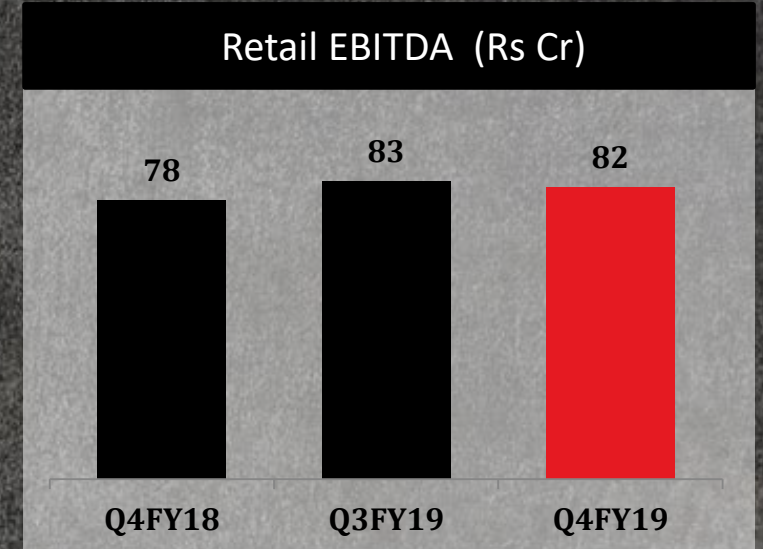
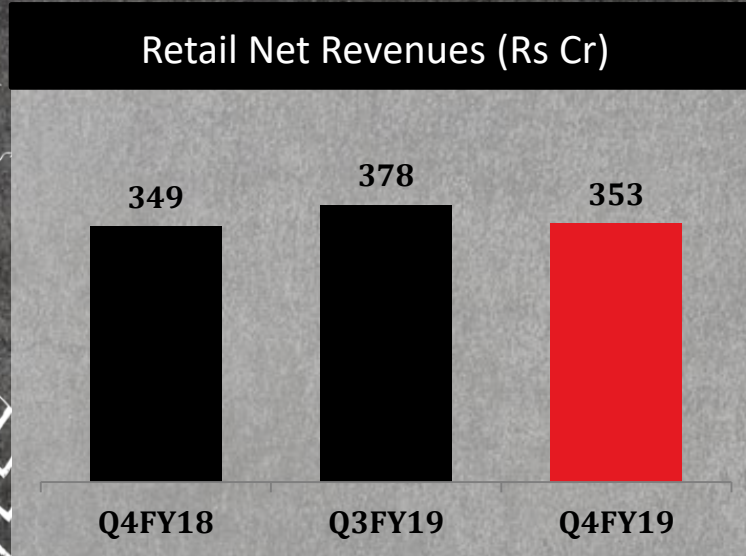
# CDGL Financial Performance: FY19



# CDGL Retail

## Metrics:

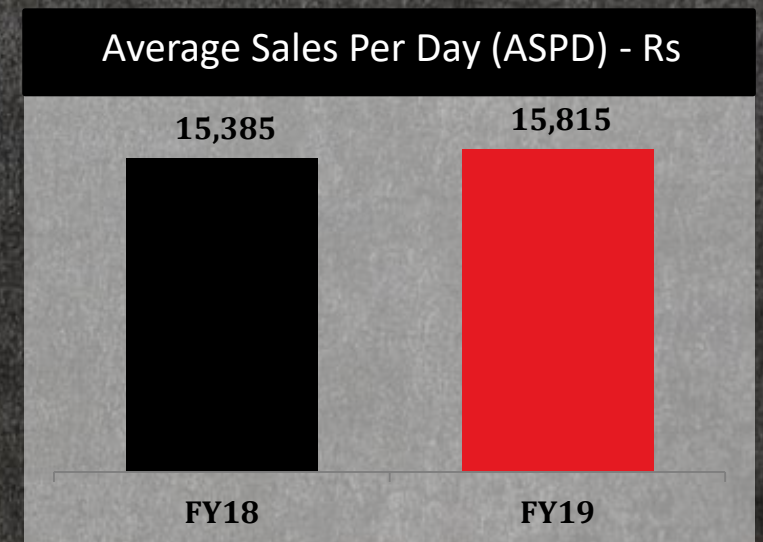
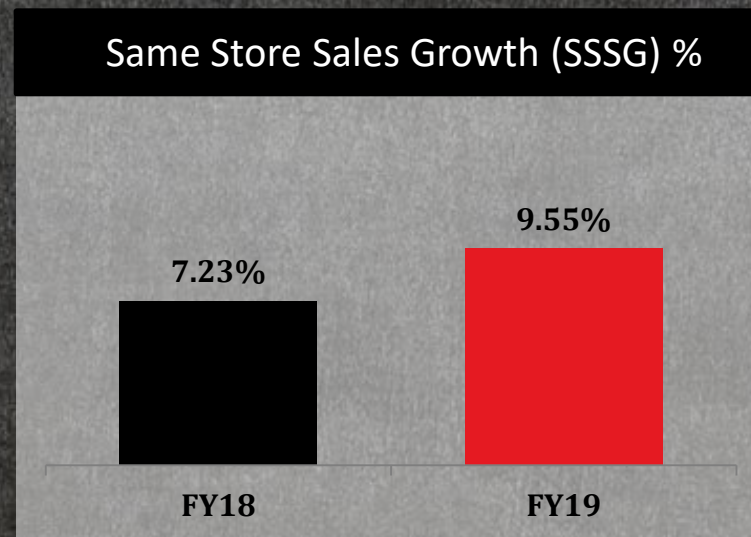
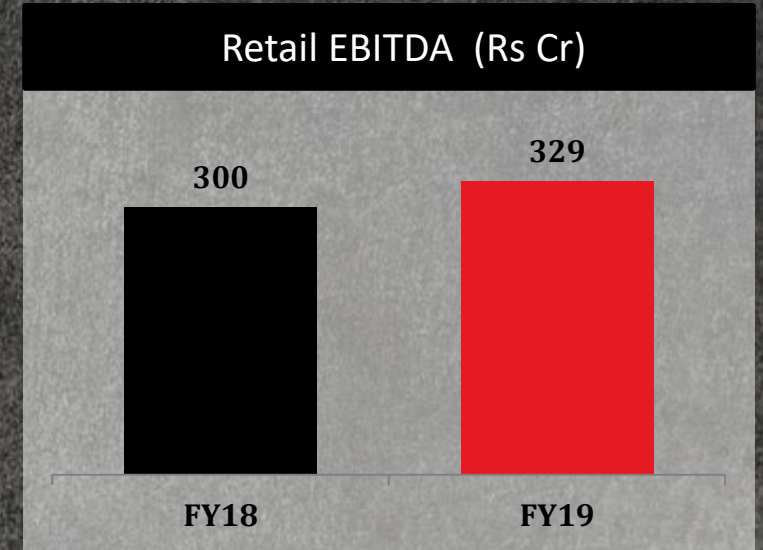
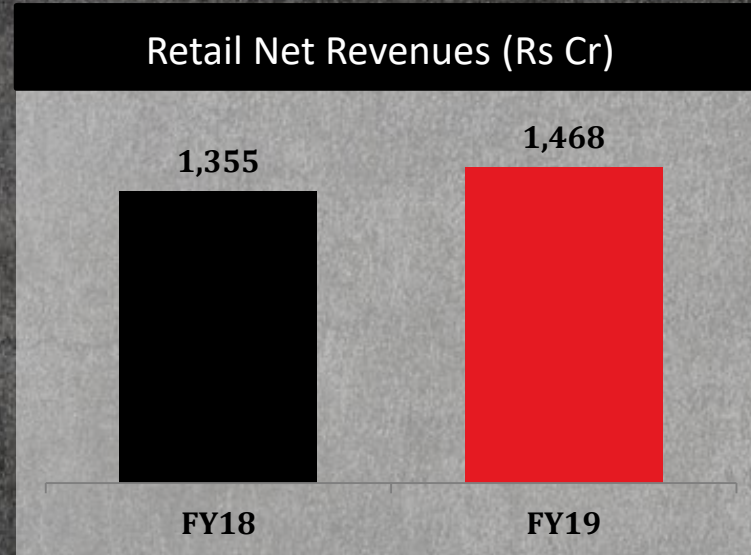
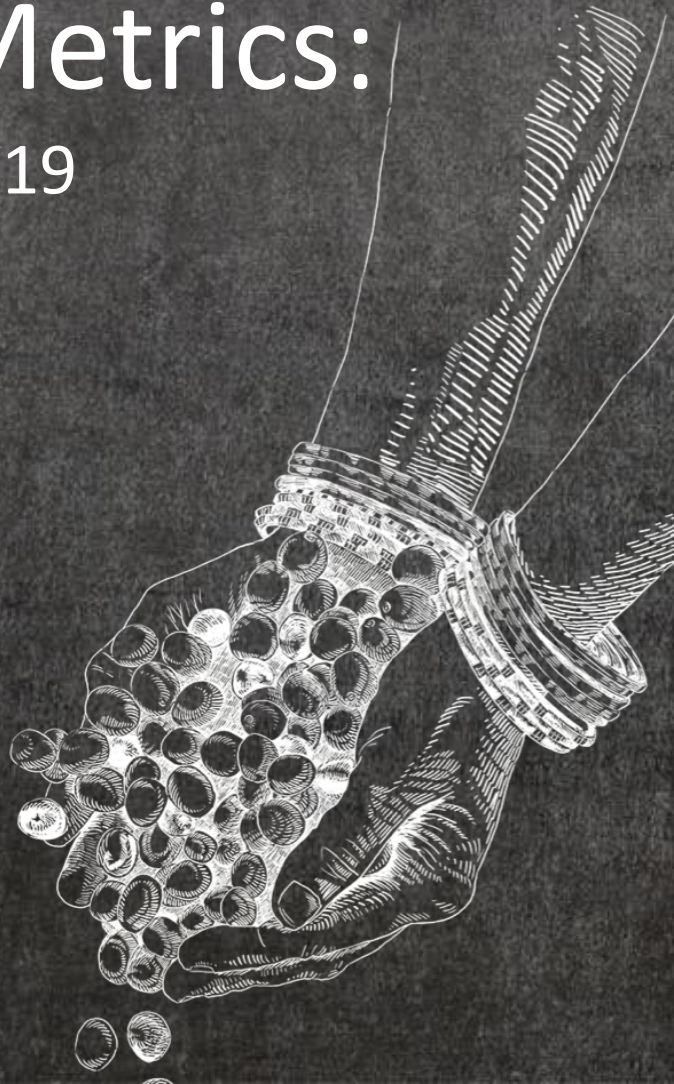
Q4FY19



# CDGL Retail

## Metrics:

FY19



# CDGL:

Enhancing  
Customer  
Experience



- Launched an exciting range of summer refreshers “Fruitilicious Fiesta” with the menu having fruity refreshers for every taste and palate
- Foray into retail stores with a 51% stake subsidiary along with Impact HD Inc. (formerly known as Mediaflag Inc.)
- Our mobile application currently offers personalized engagement to over 47.5 lakh customers

# Leveraging Digital Platforms:

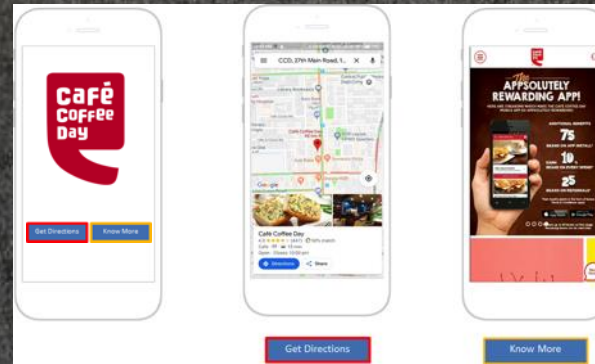
## Building Better Connect



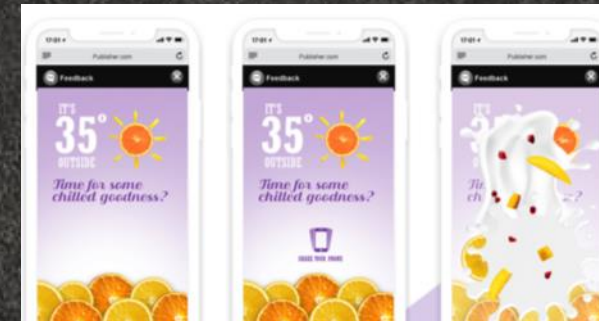
Tied up with leading online music channel and created an exclusive zone - CCD unplugged - having popular playlists enabling sharper targeting



Targeting consumers on the move - Customers receive a notification if they're in the vicinity of a CCD



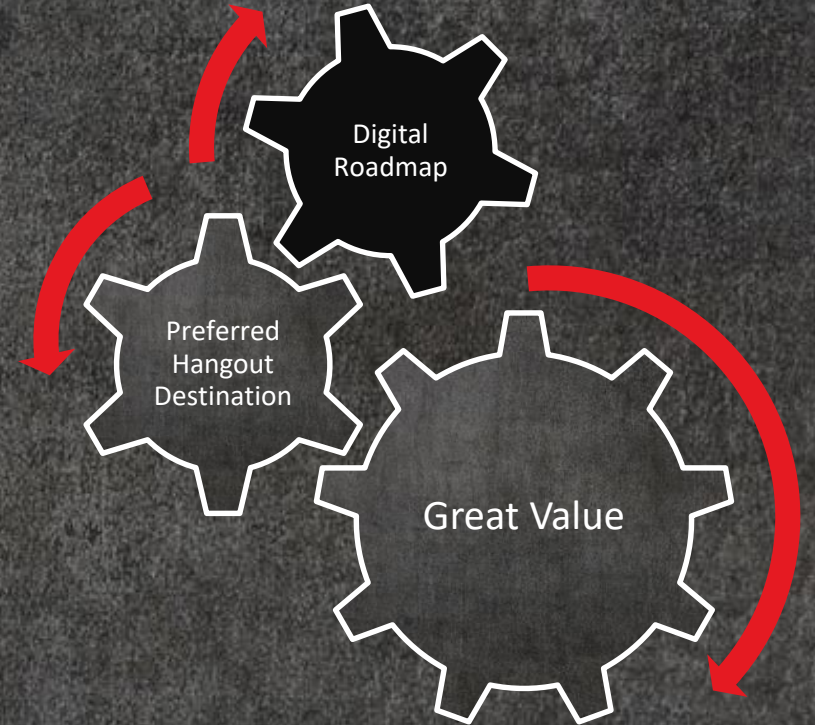
Partnered with local services online aggregators, popular with the millennials, increasing visits to the cafes



# Enhancing Digital Presence:

With Personalized  
Engagement Having  
Innovative Offerings

47.77 lakhs App Installs as of  
March 2019



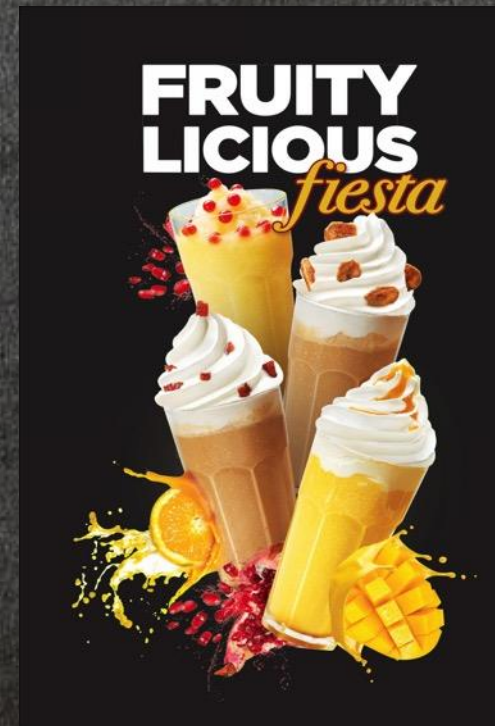
4.1





# Refreshing Fruity Frappes & Slush:

Indulging choices for Summers



Launched an exciting range of summer refresher “Fruitylicious Fiesta”

The menu has fruity refreshers that has been specially crafted using a mix of all-time favourite as well as unique fruits, blended to perfection with creamy milk, coffee or ice

The new indulgent offerings - ‘Alphonso Mango Smoothie’, ‘Zesty Orange and Date Frappe’ and ‘Luscious Banana Caramel Frappe’ received a very positive response across the country



# 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:

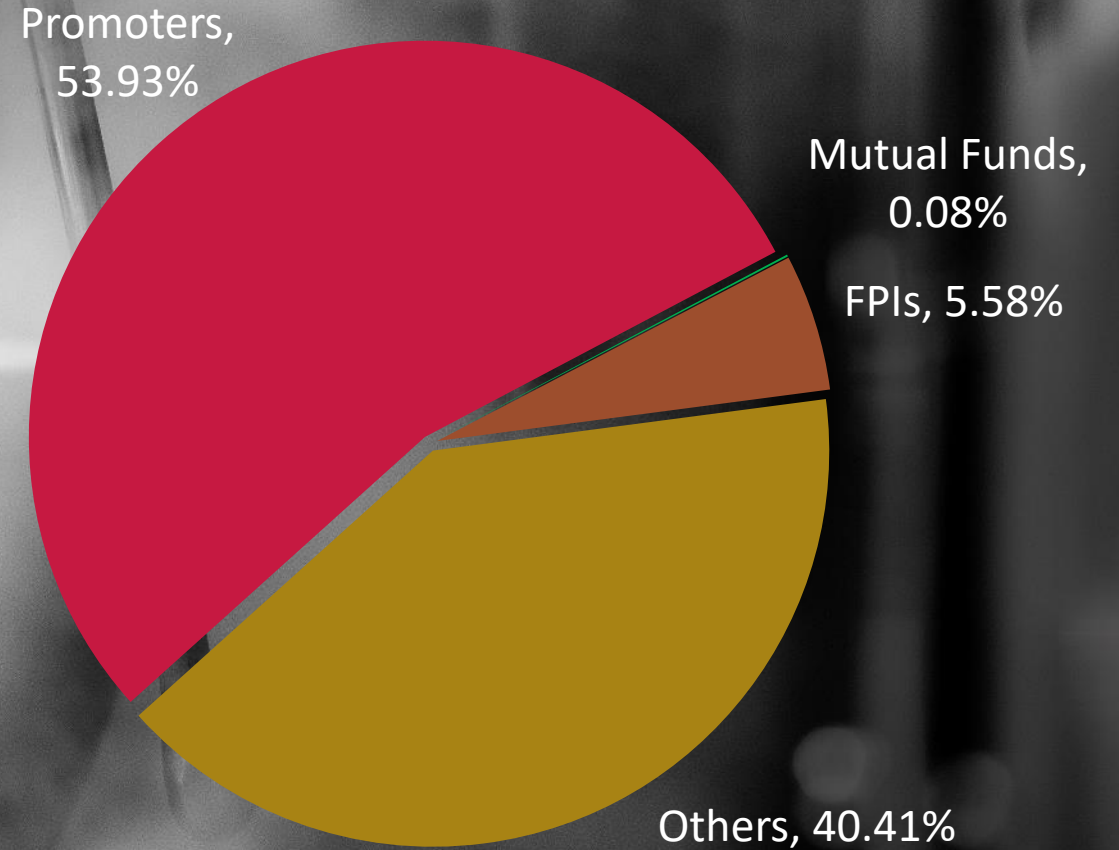
## Overview



- 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
- 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:

March 31, 2019



# Investor Contact:

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T: +91 80 4001 2345

W: [www.coffeeday.com](http://www.coffeeday.com)

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Bangalore 560001, Karnataka, India

