

COFFEE DAY ENTERPRISES LIMITED



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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,

11th August, 2016

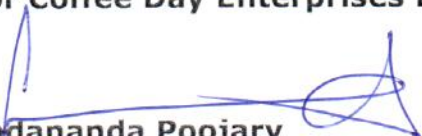
Regulation 30 of LODR, 2015 read with Schedule III: Presentation to Analysts / Institutional Investors

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

A copy of the same is attached for your records.

Thanking you,

For Coffee Day Enterprises Limited


Sadananda Poojary
Company Secretary & Compliance Officer

Investor Communication

Quarter ending June, 2016

Attachment: Investor Presentation

This Investor updates covers the Company's performance for the quarter ending 30th June, 2016

Contact Info: Mr. Sadananda Poojary

Company Secretary & Compliance officer

investors@coffeeday.com

Ph no: +91 80 4001 2345

Dear Investors,

I am delighted to share the first quarter results for Fiscal 2016-17. The retail coffee business posted a very strong quarter, yet again, with gross retail revenue up 13% YoY and PAT at Rs. 57 million, up 9% YoY.

Overall, on a consolidated basis, Coffee Day Enterprises Limited posted total gross revenues of INR 8,346 million, a growth of 23% YoY and an EBITDA of INR 1,588 million, up 16% YoY. The profit growth trajectory continues for the third consecutive quarter after listing, with the company's profit after tax for the first-quarter ended June 2016 at INR 114 million, compared to a loss of Rs.783 million for the same period last year.

We have undertaken several new initiatives in the past quarter to grow your company. Notable among this is the all-India launch of our Mobile App which has seen remarkable success. We have already achieved a download of 6 lakhs since the launch, with over 8% of our bill transactions coming via this App. Our Home Delivery service continues to gain momentum and we are launching this in several other cities going forward. We continue to focus on expanding our food offerings at the Cafes and have recently introduced the freshly assembled food segment and Ice Cream Sundaes . I am happy to share that Our Café network has now grown to 1622 across 236 cities and Vending Machine installations to 36,916. The introduction of Wi-Fi at our cafes is another step towards focusing on consumer delight.

We are happy to announce the introduction of the Coffee Day Schaerer vending machines across key partner sites.

I would like to reiterate our stated commitment to growing the retail coffee business at double-digits over the next couple of years.

At the group level, many of our other businesses are also gaining significant momentum. In this quarter, Sical registered a 47% increase in revenue over the same period last year. Tanglin's occupancy of 3.2 msft has begun yielding rentals and another 700k sft is already constructed and will be occupied over the short term.

With the economic revival underway, alongside, several of our businesses are also picking up pace. Our endeavor, as always, will be to grow each of our businesses to full potential and maximize returns to shareholders.

Sincerely,



V G Siddhartha
Chairman & Managing Director

**COFFEE
Day**



**Q1FY17
Investor Presentation**

11 August 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.*

CDEL – Q1 FY17 Results Highlights

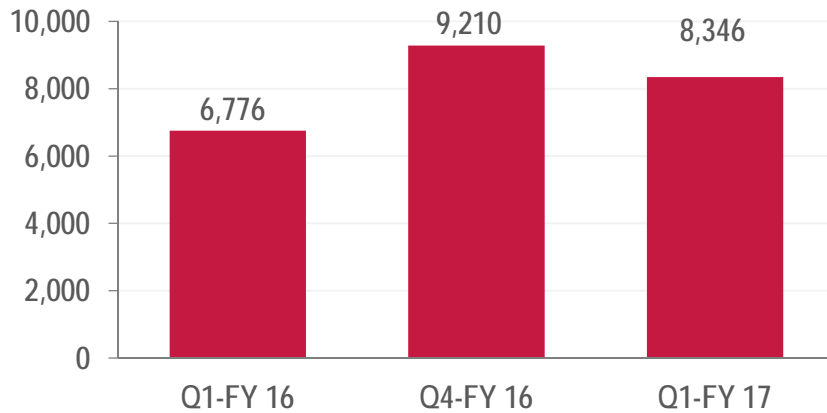


- Total Gross Revenue at Rs. 8,346 million, up 23% YoY
- EBIDTA at Rs. 1,588 million ; up 16% YoY
- Profit After Tax at Rs. 114 million vs. Rs. (783) million loss in Q1FY16

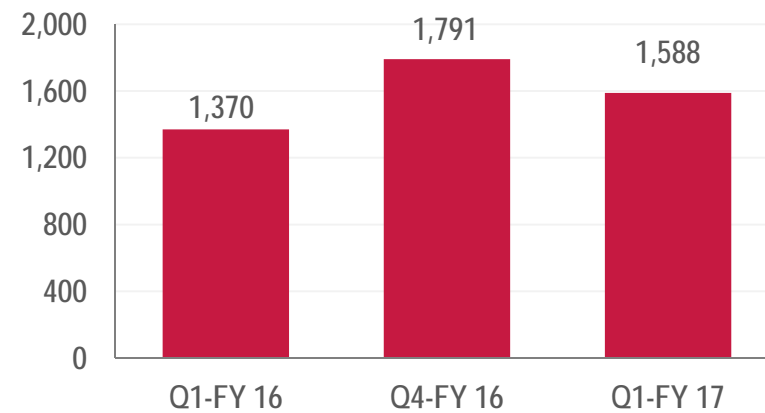
CDEL Financial Performance – Q1 FY17



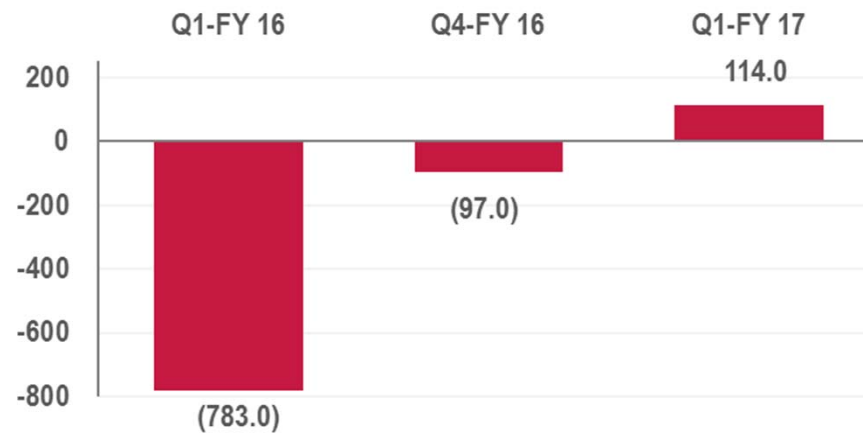
Gross Revenue (Rs mn)



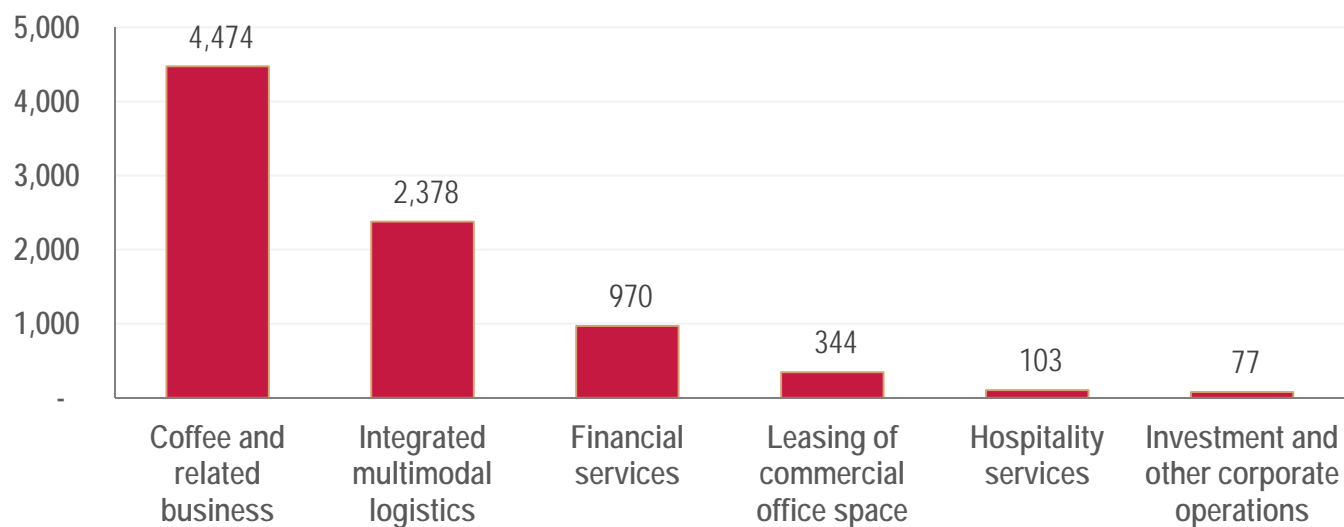
EBITDA (Rs mn)



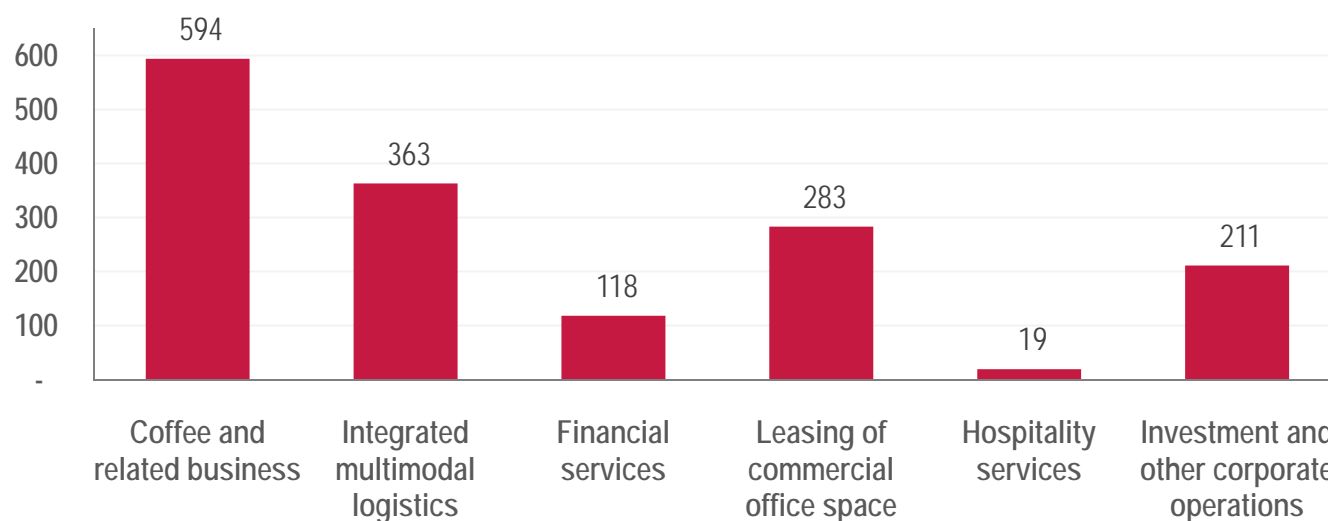
PAT (Rs mn)



CDEL Segment Revenue & EBITDA – Q1 FY17



Revenue (Rs mn)



EBITDA (Rs mn)

CDEL - Group Snapshot



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

Investments – Coffee Day Trading



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

CDEL - Group Snapshot



Retail – Coffee Day Global (CDGL)

Logistics - SICAL

Tech Parks & SEZs - Tanglin

Financial Services – Way2Wealth





Coffee Day Global - CDGL



Café Network

Café Coffee Day



The Lounge



The Square



Vending



Fresh & Ground



Xpress Format



Exports



Catering to Coffee Lovers Across the Spectrum



CDGL Q1 FY17 Highlights

**COFFEE
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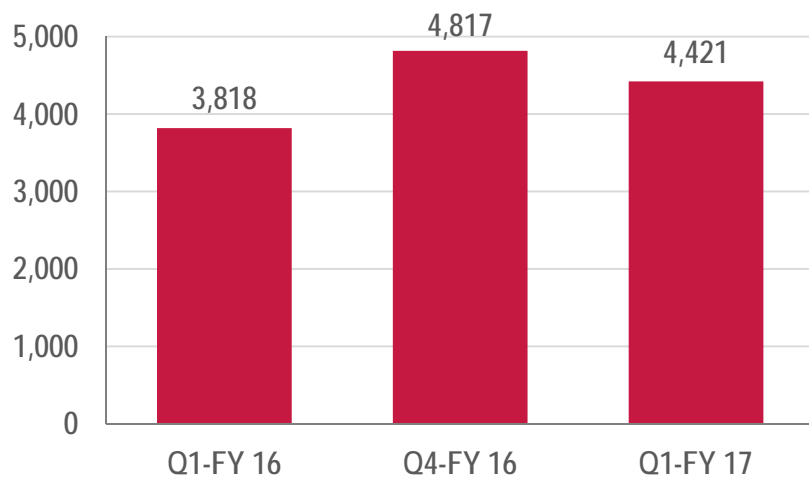
- Gross Revenue at Rs. 4,420.8 million; 16% growth YoY
- Retail Gross Revenue at Rs. 3,395.9 million; 13% growth YoY
- EBIDTA at Rs. 595.3 million, 4% growth YoY
- Net Profit After Tax at Rs. 57 million, 9% growth YoY



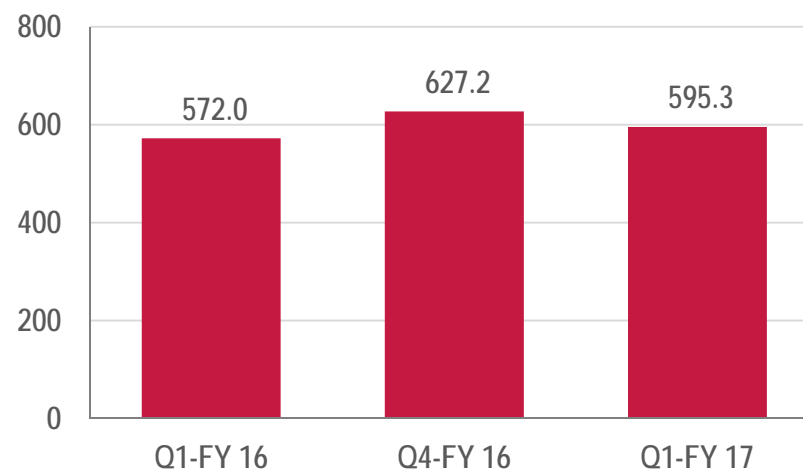
CDGL Financial Performance - Q1 FY17



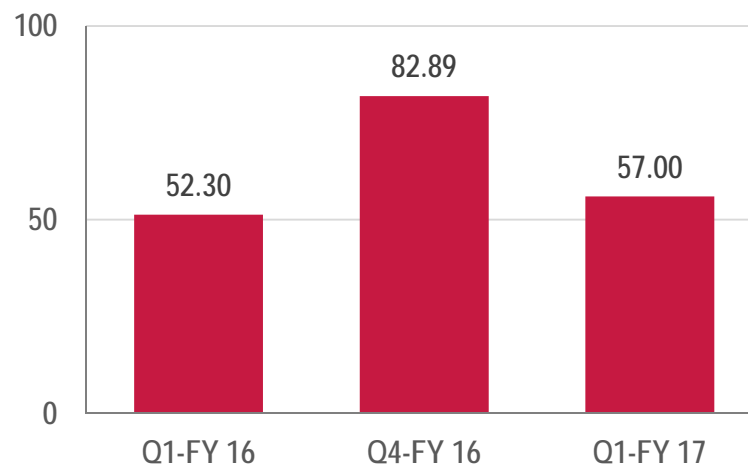
Revenue (Rs mn)



EBITDA (Rs mn)



PAT (Rs mn)

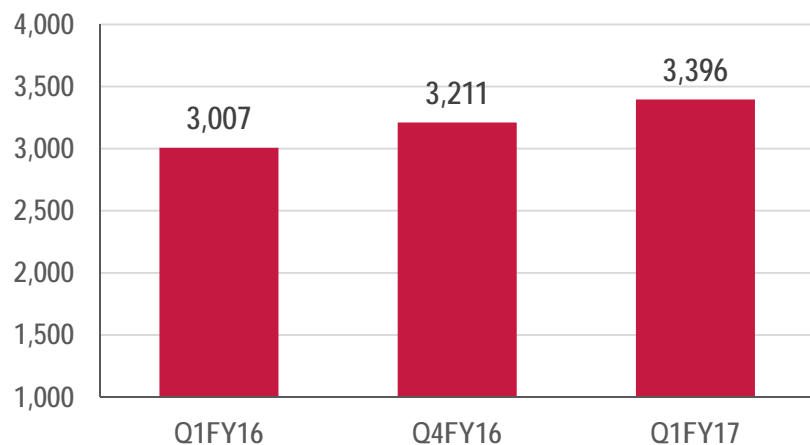




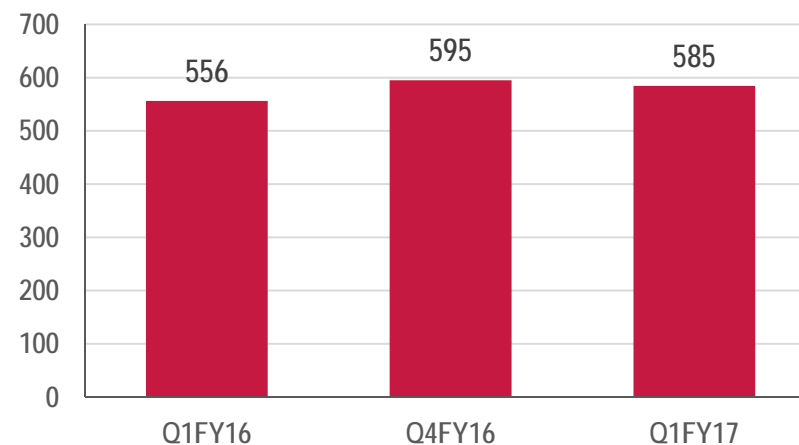
CDGL – Retail Metrics - Q1 FY17 (1/2)



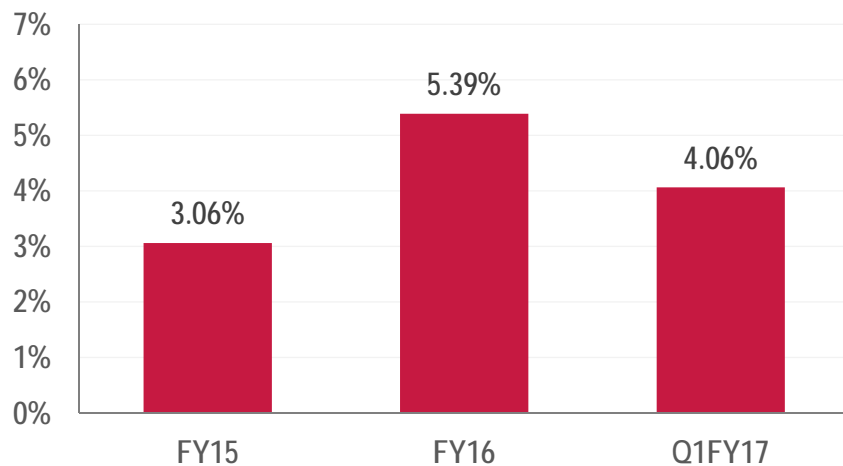
Retail Gross Revenues (INR MM) Q1 FY17



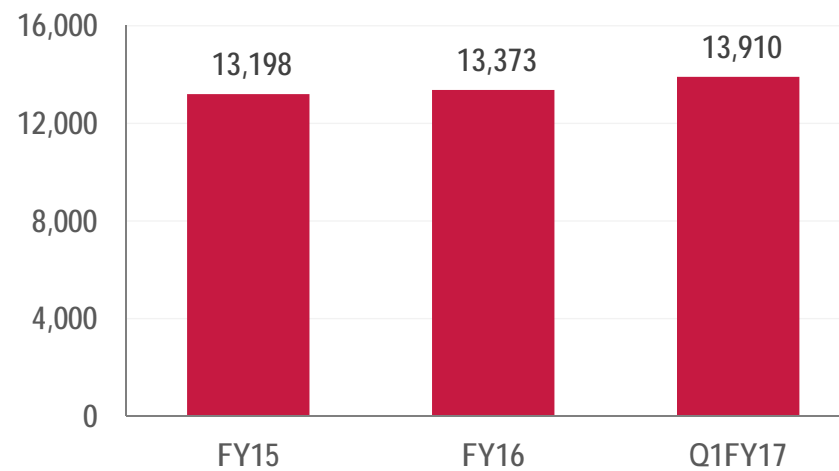
Retail EBITDA (INR MM) Q1 FY17



Same Store Sales Growth (SSSG) %



Average Sales Per Day (ASPD) - INR

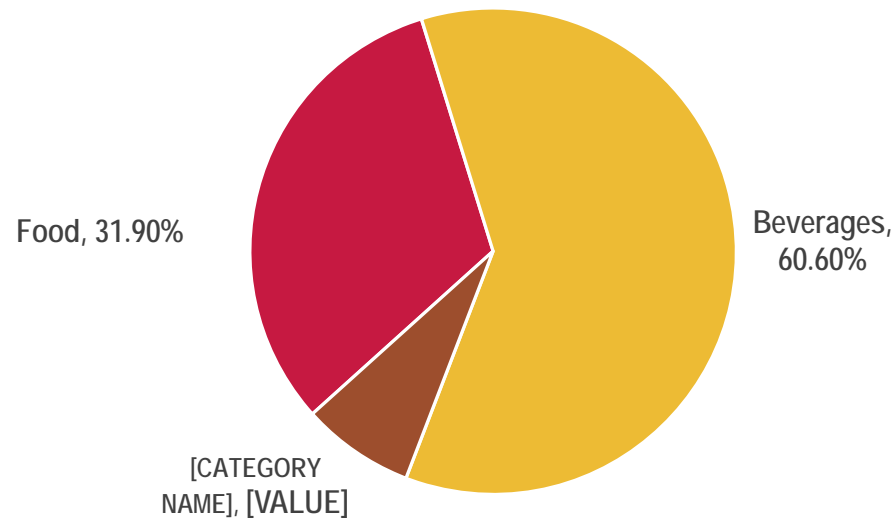




CDGL – Retail Metrics - Q1 FY17 (2/2)



Product Mix at Cafes –Q1 FY17





CDGL - Q1 FY17 Marketing Highlights (1/3)

**COFFEE
Day**

Freshly Made Food



- ☕ In addition to Bangalore, launch of fresh assembly food now across in 110 cafes in Mumbai and Pune
- ☕ Subsequent scale up in Delhi, Kolkata, Hyderabad, Chennai and Tricity.
- ☕ Products include Wraps, Biryanis, Pizzas, Hot Dogs and Sandwiches



Café Coffee Day

COME AND SAVOUR OUR
EXCLUSIVE RANGE OF
WRAPS, BIRYANIS AND OTHER

Freshly made
SPECIALS





CDGL - Q1 FY17 Marketing Highlights (2/3)

**COFFEE
Day**

Sundaes and Ice creams



☕ Launch in Chennai and Hyderabad on July 16th 2016, in 150 cafes

☕ Future launches planned in Delhi NCR, Ahmedabad, Kolkata, Hyderabad, Chennai and Tricity

☕ Products include:

- Choco cookie sundae
- Chocolate overload sundae
- Scoopy doo vanilla, chocolate, strawberry
- Nutty hot fudge
- Sinful strawberry sundae



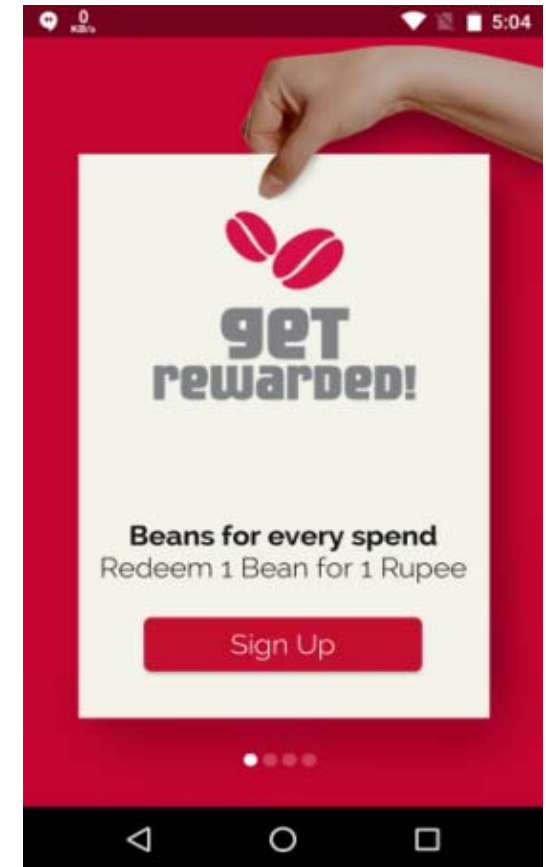
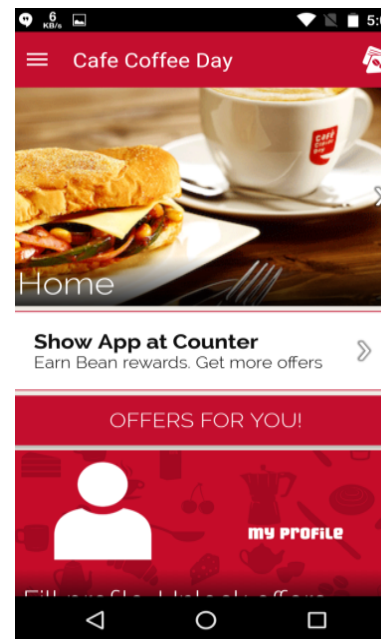
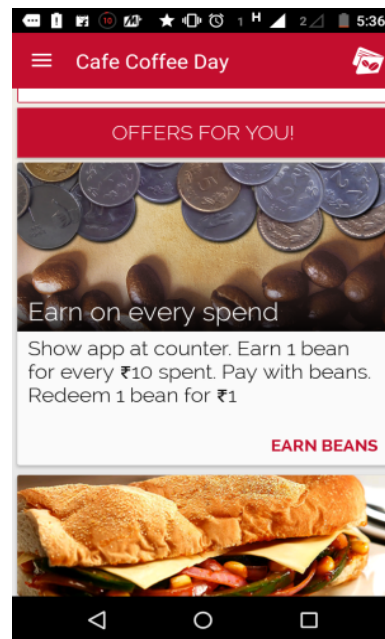
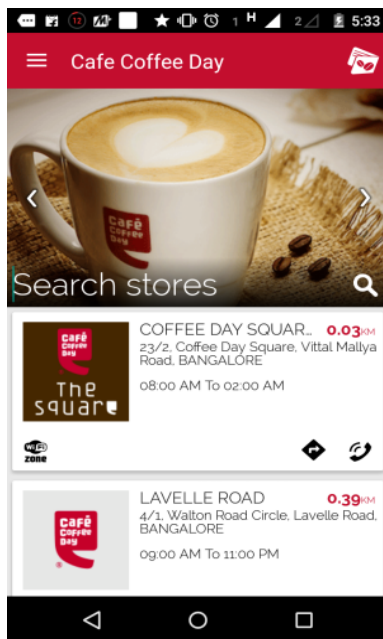


CDGL - Q1 FY17 Marketing Highlights (3/3)



CCD Mobile App

- ☕ Phase 1 launch in Karnataka and Maharashtra
- ☕ PAN India launch – July on Android & IOS
- ☕ Weekly notifications and offers keep the engagement and loyalty
- ☕ Current install at 6 Lakhs
- ☕ 8-10% of our billed transactions via App



CDEL - Group Snapshot



Retail – Coffee Day Global (CDGL)

Logistics - SICAL

Tech Parks & SEZs - Tanglin

Financial Services – Way2Wealth





Logistics, SICAL - Snapshot

**COFFEE
DAY**

- ❖ **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 overburden and transportation
- ❖ **Coastal Shipping** – Sical will roll out the business of movement of inland cargo through sea during the course of this quarter, resulting in lesser pollution and reduced road accidents, in addition to economic benefits to the customers
- ❖ **Surface Logistics**
 - Rail - One of India's largest private sector container train operator with pan India operations.
 - Container Freight Station - Multiple CFS Facility at Chennai, Tuticorin and Vizag with capacity to handle more than 1.5 million TEUs.
 - Road - Pan India operations; fleet in excess of 1000+ vehicles consisting of Tankers, Trailers, Tippers, Auto Mobile Carriers and medium size vehicles
- ❖ **Port** – Presence in major, intermediate and minor ports in the country. Owns two terminals on BOT basis to operate coal at Ennore

CDEL - Group Snapshot



Retail – Coffee Day Global (CDGL)

Logistics - SICAL

Tech Parks & SEZs - Tanglin

Financial Services – Way2Wealth





Tech Parks & SEZs, Tanglin - Snapshot

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- ❖ Wholly-owned subsidiary, Tanglin is engaged in the business of developing technology parks in Bengaluru and Mangalore
- ❖ Our technology parks are conceptualized as 'Global Village' in Bengaluru, and 'Tech Bay' in Mangalore
- ❖ Current let out office space clocking rent is 32.3 lac sq. ft
- ❖ Additional 7 lac sq ft completed and will be occupied soon

CDEL - Group Snapshot



Retail – Coffee Day Global (CDGL)

Logistics - SICAL

Tech Parks & SEZs - Tanglin

Financial Services – Way2Wealth



Technical Ideas Today 08 Jul. 2016 | All figures in ₹

Equity	Action	Initiation	Target	SL
ADANI PORT EQ	SELL	Below 210	201	215.1
INDUSIND EQ	SELL	Below 1100	1080	1111

Equity Derivatives	Action	Initiation	Target	SL
TITAN EQ	BUY	Above 407	417	403.9
ENGINEERSIN	SELL	Around 211	210	215.50
BPCL	BUY	Above 1111	1130	1098

Currency Derivatives	Action	Initiation	Target	SL
USDINR	SELL	Below 67.50	67.02	67.71
GBPINR	BUY	Above 88.30	88.78	88.04
EURINR	SELL	Below 74.78	74.22	75.06

Commodity Derivatives	Action	Initiation	Target	SL
MCX COPPER AUG	SELL	On rise at 321	313	326



Financial Services, Way2Wealth - Snapshot

**COFFEE
DAY**

W2W offers a wide range of financial products, advice & services under one roof to retail, institutional & corporate clients:

- ❖ **Broking Business** – Equity, Commodity, Currency, Insurance and Realty Services
- ❖ **Distribution Business** – Various investment products like Mutual Funds, Primary Market Products, Fixed Income Products and other Structured Products
- ❖ **Wealth Management & Portfolio Management Services** offered to HNIs
- ❖ **Speciality Products** - Financial Planning and National Pension System Products for the mass affluent class
- ❖ **Financing Products** - Margin Trade Financing, IPO Financing, Lending Against Shares are the key offerings for premium clients seeking leverage
- ❖ **Quant Products** are built through quantitative techniques in assisting active market participants and for treasury/proprietary desk requirements



Reconciliation of IND-AS – CDGL (1/2)



	Quarter ended	Quarter ended	Year ended
Net Profit reconciliation - Consolidated	31-Mar-16	30-Jun-15	31-Mar-16
Profit after tax (PAT) as per previous GAAP	45.69	18.92	106.37
Reclassification of actuarial gains / (losses) to other comprehensive income	1.55	1.55	6.21
Reversal of straight lining of rental expense to the extent of structured escalation which is in line with expected general inflation	19.40	20.26	80.69
Finance income recognized due to fair valuation of certain financial assets	12.18	12.18	48.70
Additional rental compensation due to fair valuation of rental deposits recognized on a straight line basis over lease term	(14.28)	(14.28)	(57.12)
Impact on finance cost consequent to adoption of effective interest method	0.63	0.63	2.53
Decrease in depreciation consequent to adoption of deemed cost model for property, plant and equipment	46.64	31.62	171.49
Stock compensation expense recognized at fair value	(5.74)	(0.60)	(12.67)
Income tax impact due to Ind AS adjustments	(23.18)	(17.98)	(87.51)
Profit after tax and share of loss of joint venture as per Ind AS [A]	82.89	52.30	258.69
Other comprehensive income (OCI)			
Reclassification of actuarial gains / (losses) from statement of profit and loss	(1.55)	(1.55)	(6.21)
Income tax relating to the above	0.54	0.54	2.15
Sub-total [B]	(1.01)	(1.01)	(4.06)
Total comprehensive income [A+B]	81.87	51.28	254.63

Rs. Million



Reconciliation of IND-AS – CDEL (2/2)



Net Profit reconciliation - Consolidated	Quarter ended		Year ended
	31 March 2016	30 June 2015	31 March 2016
Profit after tax and share of profit from associates and joint ventures but before minority interest as per previous GAAP	340.24	(164.39)	183.06
Reclassification of actuarial gains / (losses) to other comprehensive income	(3.78)	(0.27)	(1.17)
Reversal of straight lining of rental expense to the extent of structured escalation which is in line with expected general inflation	25.65	21.13	81.71
Finance income / (expense) recognized due to fair valuation of certain financial assets	7.06	9.74	32.75
Gain / loss on fair valuation of derivatives	(102.93)	7.91	2.55
Additional rental (compensation) / income due to fair valuation of rental deposits recognized on a straight line basis over lease term	(7.74)	(10.27)	(34.98)
Finance cost recognized under effective interest method	(1.81)	(60.72)	41.82
Redemption premium on debentures and preference shares debited to securities premium under previous GAAP debited to finance cost under Ind AS	(303.64)	(557.05)	(1,030.11)
Impact on depreciation consequent to adoption of deemed cost model for property, plant and equipment	86.63	68.43	329.60
Stock compensation expense recognized at fair value	(5.74)	(0.60)	(12.67)
Impact on discounting of long term liabilities and retention dues	(1.70)	(1.70)	(6.70)
Adoption of equity method instead of Proportionate consolidation method in accounting of Joint Ventures	10.05	7.93	26.54
Adjustment in share of profits from associates due to impact of business combination accounting, discounting of financial assets and others.	(44.13)	(16.43)	(83.85)
Impairment of receivables under expected credit loss model	(6.30)	(6.30)	(25.50)
Other adjustments	17.01	(4.95)	12.55
Income tax impact due to Ind-AS adjustment	20.30	(40.33)	(143.41)
Profit after tax and share of profit from associates and joint ventures but before minority interest as per Ind AS	29.16	(747.87)	(627.81)



CDEL – Utilisation of IPO funds



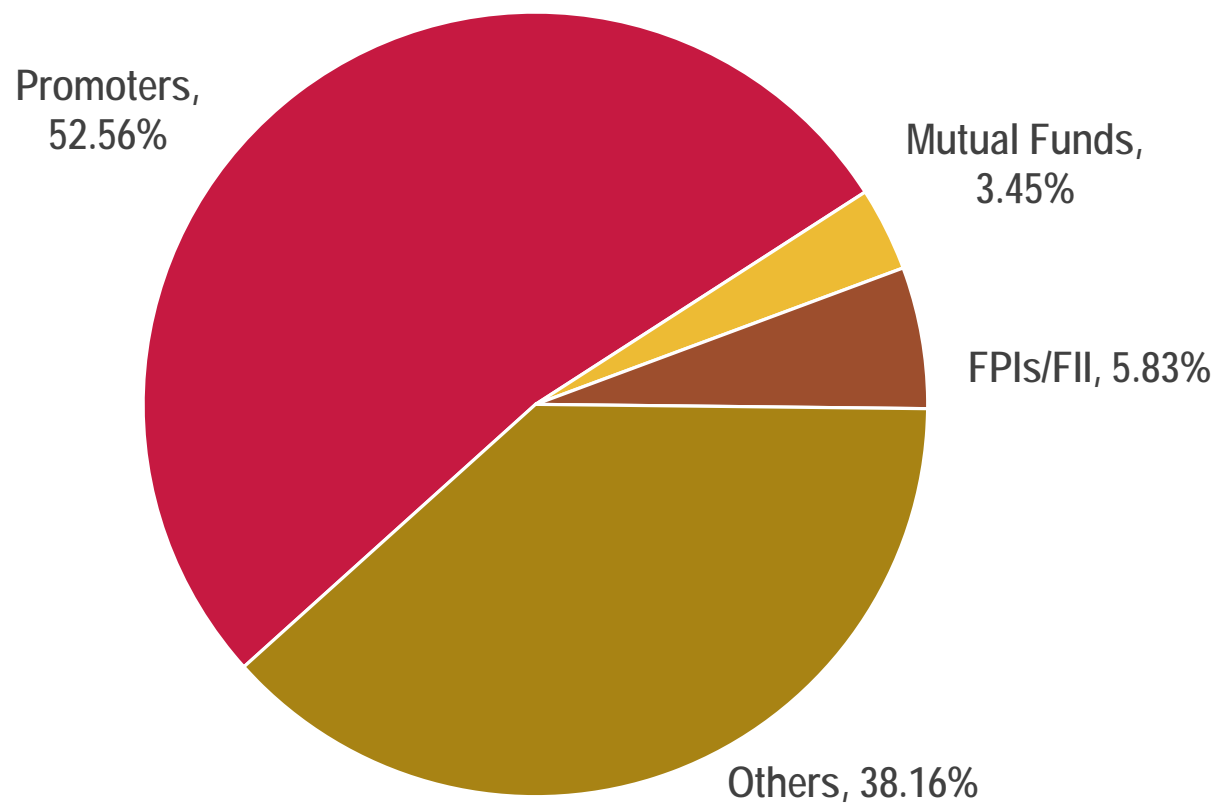
Rs. Million

Particulars	Objects of the issue as per prospectus	Utilised upto June 30, 2016	Unutilised amount as at June 30, 2016
A. Financing our coffee businesses			
1. Setting-up of new Café Network outlets and Coffee Day Xpress kiosks	877.10	470.01	407.09
2. Manufacturing and assembling of vending machines	973.61	535.59	438.02
3. Refurbishment of existing Café Network outlets and vending machines	605.83	286.59	319.24
4. Setting-up of a new coffee roasting plant facility, along with integrated coffee packing facility and tea packing facility	418.56	286.83	131.73
B. Repayment or pre-payment of loans of our Company and Subsidiaries	6,328.00	6,328.00	-
C. General Corporate purpose	1,557.30	1,557.30	-
IPO Expenses	739.60	739.60	0.00
Total	11,500.00	10,203.93	1,296.07



Shareholding Pattern as on June 30, 2016

**COFFEE
Day**



COFFEE Day

Investor Contact

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