



Our Coffee Story

Trust Quality Value

TATA COFFEE

69th ANNUAL REPORT 2011-2012

**Annual General Meeting on
Friday, the 27th July, 2012 at the
Registered Office
at 11:30 a.m.**

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COMPANY INFORMATION**Board of Directors**

Mr. R.K. Krishna Kumar (Chairman)
 Mr. P.T. Siganporia
 Mr. U.M. Rao
 Prof. A. Monappa
 Mr. Venu Srinivasan
 Mr. S. Sanathanakrishnan
 Mr. Hameed Huq (Managing Director)
 Mr. M. Deepak Kumar (Executive Director – Finance)
 Mr. T.V. Alexander (Till 05.02.2012)
 Mr. R. Govindarajan (Till 05.08.2011)

Registered Office

Pollibetta – 571 215
 Kodagu, Karnataka State

Corporate Office

No. 57, Railway Parallel Road,
 Kumara Park (W), Bangalore – 560 020
 Tel : (080) 23560695 Fax : (080) 23341843
 E-mail : investors@tatacoffee.com
 Website : www.tatacoffee.com

Registrar and Transfer Agent

TSR Darashaw Ltd.
 6-10, Haji Mosa Patrawala Ind. Estate,
 20, Dr. E. Moses Road,
 Mahalaxmi, Mumbai – 400 011
 Tel : 022-6656 8484 Fax : 022-6656 8496
 E-mail : csg-unit@tsrdarashaw.com
 Website : www.tsrdarashaw.com

Auditors

N.M. Raiji & Co.
 SNB Associates

Bankers

Corporation Bank
 Indian Overseas Bank
 Standard Chartered Bank
 Hongkong and Shanghai Banking Corporation Limited
 ICICI Bank Limited
 HDFC Bank Limited
 RABOBANK International

Debenture Trustees**Rights Issue of Partly Convertible Debentures**

IDBI Trusteeship Services Ltd.
 Asian Building, Ground Floor,
 17, R. Kamani Marg, Ballard Estate,
 Mumbai – 400 001.

Board Committees**Audit Committee**

Mr. S. Santhanakrishnan – Chairman
 Mr. U. Mahesh Rao
 Prof. A. Monappa

Shareholders/Investors Grievance Committee

Mr. R.K. Krishna Kumar – Chairman
 Mr. S. Santhanakrishnan
 Mr. Hameed Huq

Remuneration Committee

Mr. U. Mahesh Rao – Chairman
 Mr. R.K. Krishna Kumar
 Prof. A. Monappa
 Mr. Venu Srinivasan

NOTICE

NOTICE is hereby given that the 69th Annual General Meeting of the Company will be held at the Registered Office of the Company at Pollibetta, Kodagu, on Friday, the 27th July, 2012 at 11.30 A.M. to transact the following business:

1. To receive and adopt the audited Profit and Loss Account for the year ended 31st March, 2012 and the Balance Sheet as at that date together with the Reports of the Directors and Auditors thereon.
2. To declare a Dividend on Equity shares.
3. To appoint a Director in place of Mr. S. Santhanakrishnan who retires by rotation and is eligible for re-appointment.
4. To appoint a Director in place of Mr. Venu Srinivasan who retires by rotation and is eligible for re-appointment.
5. To appoint Auditors and fix their remuneration.

By Order of the Board

M.K.C. PAI

Company Secretary

Place: Mumbai

Date: 30th May, 2012

NOTES:

1. The Register of Members of the Company will remain closed from 10th July, 2012 to 27th July, 2012, both days inclusive.
2. **A member entitled to attend and vote at the Meeting is entitled to appoint a proxy to attend and vote in his/her stead and the proxy need not be a member of the Company. Proxies in order to be effective must be received at the Company's Registered Office not less than 48 hours before the Meeting.**
3. Dividend, if declared at the Annual General Meeting will be paid within 30 days thereof to those members whose names appear on the Register of Members of the Company, after giving effect to valid transfers in respect of the Shares lodged with the Company on or before the close of business hours on 9th July, 2012 or to their mandatees. The dividend in respect of Shares held in electronic form would be payable to the beneficial owners of Shares recorded with the Depositories as of the end of 9th July, 2012 as per details furnished by the Depositories for the purpose.
4. **All unclaimed/unpaid dividends upto the financial year ended 31st March, 1996 have been transferred to the General Revenue Account of the Central Government. Shareholders who have not en-cashed the warrants in respect of the dividend up to the aforesaid financial year are requested to claim their dividend from the Registrar of Companies, 2nd Floor, "E" Wing, Kendriya Sadan, Koramangala, Bangalore, Karnataka by making an application in the prescribed Form.**

Pursuant to Section 205A read with Section 205C of the Companies Act, 1956, the unclaimed/unpaid dividend for the financial years ended 31st March, 1997 to 31st March, 2004 has been transferred to the Investor Education and Protection Fund of the Central Government ("the Fund"). The balance lying in the unpaid dividend account for the year ended 31st March, 2005 will be transferred to the Fund shortly. Shareholders are requested to note that once unpaid/unclaimed amounts are transferred to the Fund, no claim shall lie against the Fund or the Company. Shareholders who have not yet en-cashed their dividend warrants are requested to do so sufficiently in advance before the said transfers take place.

5. Securities and Exchange Board of India (SEBI) vide their Circular dated 15th October, 2001, has made it mandatory for all companies to use the bank account details furnished by the shareholders for distributing dividend through Electronic Clearing Service (ECS) wherever ECS and Bank Details are available. In the event of ECS facility not being available for any reason, companies are required to print the bank account details on the payment instrument for distribution of dividend to the investors.

As per RBI notification, with effect from 1st October, 2009, the remittance of money through ECS is replaced by National-ECS (NECS) and banks have been instructed to move to the NECS platform with immediate effect. NECS essentially operates on the new and unique bank account number allotted by banks post implementation of Core Banking Solutions (CBS) for centralized processing of inward instructions and efficiency in handling bulk transactions.

Shareholders holding shares in physical form are requested to notify their bank details giving the name of the bank, the branch, account number and type and also any change of address to the Company's Registrar and Transfer Agent, TSR Darashaw Ltd. In case the holdings are in electronic form, the said details should be conveyed to their Depository Participant. Shareholders who wish to avail the NECS facility offered by the Company should, in addition to the aforesaid bank details also furnish their Bank Branch Code & CBS Account number to the Registrar's / Depository Participant. Members holding shares in physical form and desirous of availing this facility are requested to contact the Company's Registrar and Transfer Agent.

The bank particulars of the Shareholders recorded with the Depository Participant as of the book closure date, the data of which will be received through Depositories will be used by the Company for printing on the dividend warrants. This would ensure that the dividend warrants cannot be deposited in any account other than the one specified on the warrants. For safety and in the interest of the shareholders, it is important that bank account details are correctly provided to the Depository Participants. The bank details (mandate) for shares held in physical form will not be applicable/applied for shares held in electronic form and vice versa.

**Details of Directors seeking appointment/ re-appointment/ retiring by rotation
(In pursuance of Clause 49 of the Listing Agreement)**

Name of Director	S. Santhanakrishnan	Venu Srinivasan
Date of Birth	01.11.1950	11.12.1952
Date of Appointment	13.10.2008	13.10.2008
Qualifications	Graduate in Science, Degree in Law, Fellow Member of the Institute of Chartered Accountants of India.	B. Tech. PGDM (IIM)
Expertise in specific functional area	Chartered Accountant	Overall – Business Management
Directorship in other Companies (excluding foreign companies) as on 31.03.2012	As detailed below (1)	As detailed below (2)
Chairman/Member of Committees* of the Boards of which he is a Director as on 31.03.2012	As detailed below (1)	As detailed below (2)
No. of Shares held in the Company	Nil	Nil

* Includes Audit, Remuneration and Shareholders/Investors Grievance Committees only for other companies.

(1) Directorships in Companies & Memberships in Committees of Mr. S. Santhanakrishnan

Sl. No.	Name of the Company	Membership in Committees	
		Name of the Committee	Position held
1.	Tata Realty and Infrastructure Limited	Finance Committee	Member
2.	Tata Housing Development Company Limited	Audit Committee	Chairman
3.	IDBI Federal Life Insurance Co. Limited	Audit Committee	Chairman
4.	The Catholic Syrian Bank Ltd.	Management Committee	Member
5.	Edelweiss Trusteeship Co. Pvt. Ltd.	Audit & Risk Committee	Chairman
6.	Sands BKC Properties Pvt. Ltd.	-	-
7.	Sands Chembur Properties Pvt. Ltd.	-	-
8.	TMI e2e Academy Pvt. Ltd.	-	-

(2) Directorships in Companies & Memberships in Committees of Mr. Venu Srinivasan

Sl. No.	Name of the Company	Membership in Committees	
		Name of the Committee	Position held
1.	TVS Motor Company Limited, Chairman & Managing Director	Investors Grievance Committee	Member
2.	Sundaram-Clayton Limited, Chairman & Managing Director	Investors Grievance Committee	Member
3.	Harita-NTI Limited, Chairman	Audit Committee	Chairman
4.	TVS Credit Services Limited, Chairman	-	-
5.	Lucas TVS Limited	-	-
6.	TVS Sundram Iyengar & Sons Limited	Audit Committee	Member
7.	Southern Roadways Limited	-	-
8.	Sundram Fasteners Limited	-	-
9.	Cummins India Limited	-	-
10.	Sundram Non-conventional Energy Systems Limited	-	-
11.	TVS Investments Limited	-	-
12.	Oriental Hotels Limited	-	-
13.	TVS Energy Limited	-	-

TATA COFFEE LIMITED**2007/2008 TO 2011/2012 A FIVE YEAR REVIEW**

INCOME & DIVIDEND ETC		2007-08	2008-09	2009-10	2010-11	2011-12
Sale Value of Coffee and						
Estate Products and Gross Income						
From Services rendered	(₹ in Lakhs)	32692.38	33678.62	37342.43	42209.94	51657.20
Profit Before Tax	(₹ in Lakhs)	3857.45	2840.60	4999.92	6862.18	10415.74
As percentage of Sales		12	8	13	16	20
Profit After Tax	(₹ in Lakhs)	2468.13	1864.42	3198.98	5508.46	7885.28
As percentage of Sales		8	6	9	13	15
As percentage of Networth		7	6	9	14	17
(Shareholder's Funds)						
Expenses as percentage of Income		88	92	87	84	80
Current Assets/Current Liabilities		2.39:1	1.73:1	2.59:1	2.89:1	2.31:1
Debt/Equity Ratio		0.58:1	0.58:1	0.41:1	0.29:1	0.16:1
Fixed Assets/Net Worth (as percentage)		72	81	65	56	51
Net Profit per Equity Share	(₹)	13.21	9.98	17.13	29.49	42.22
Dividend per Share	(₹)	7	6	7.50	10	11
Assets & Liabilities	(₹ in Lakhs)					
Net Fixed Assets		24653.08	24374.13	23318.91	22561.37	23141.05
Long-term loans and advances		-	-	-	-	4180.77
Stocks		8329.58	12545.97	11674.88	12532.37	12395.28
Debtors, Loans and Advances		11371.97	9694.43	9482.44	11408.14	9851.63
Other Assets		771.56	1037.69	2149.27	1095.99	1533.43
Sundry Liabilities		8566.60	13441.60	8990.32	8655.54	10305.26
Net Current Assets		11906.51	9836.49	14316.27	16380.96	13475.11
Deferred Revenue Expenditure		23.63	3.96	-	-	-
Investments in Shares & Securities		18382.92	14677.62	14677.62	14570.24	14564.09
Total Assets		54966.14	48892.20	52312.80	53512.57	55360.99
Represented by	(₹ in Lakhs)					
Share Capital		1867.70	1867.70	1867.70	1867.70	1867.70
Reserves		32293.45	28405.60	34120.26	38433.48	43858.02
Shareholders' Interest (Net Worth)		34161.15	30273.30	35987.96	40301.18	45725.72
Loans		19934.78	17666.51	14864.22	11874.05	7183.24
Long-term liabilities and Long-term provisions		-	-	-	-	1396.03
Deferred Tax Liability (Net)		870.21	952.39	1460.62	1337.34	1056.00
Total Liabilities		54966.14	48892.20	52312.80	53512.57	55360.99

PRODUCTION (IN TONNES)

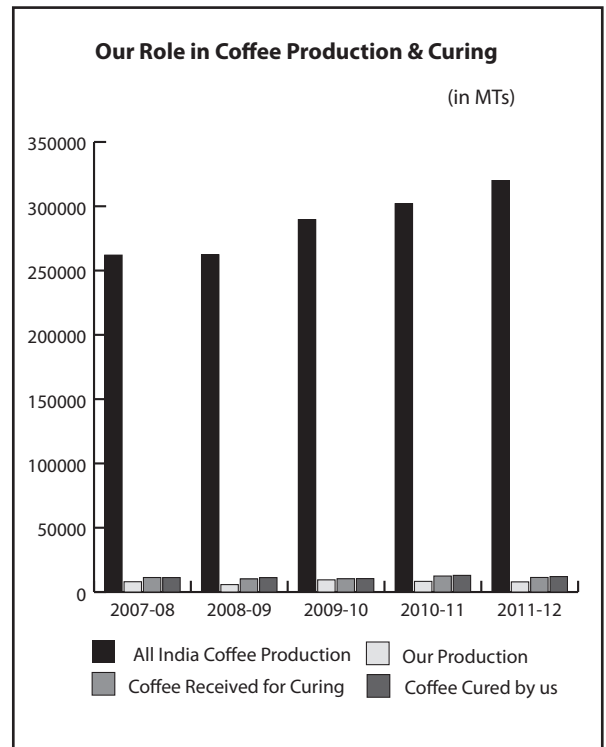
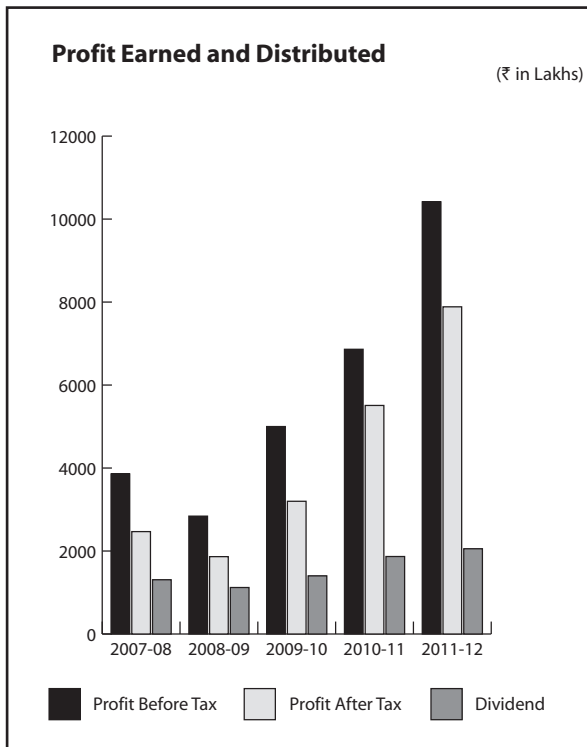
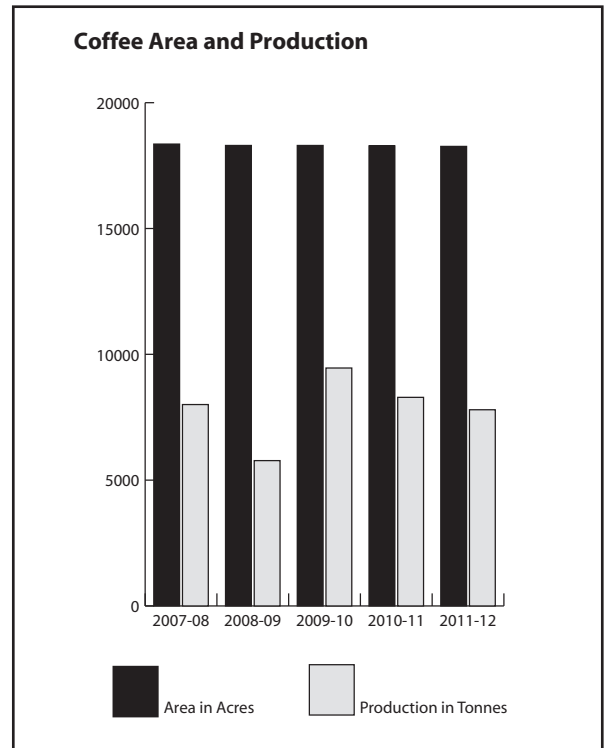
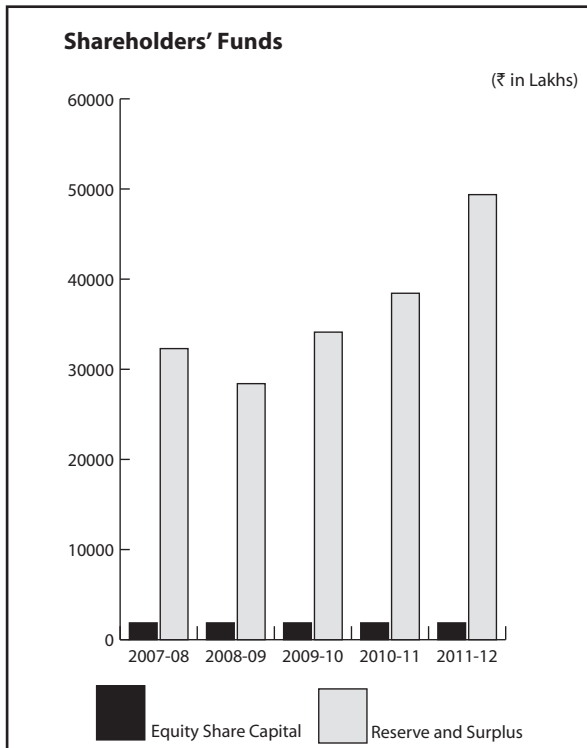
YEAR	COFFEE						CURED	INSTANT
	ARABICA	ROBUSTA	TOTAL	TEA	PEPPER	CARDAMOM	COFFEE	COFFEE
2002-03	3044	6813	9857	1114	856	4.43	13027	3590
2003-04	2338	5539	7877	1048	1150	7.10	14548	5368
2004-05	2680	4944	7624	1119	1328	10.98	13241	3341
2005-06	2110	6434	8544	2699	981	14.23	11105	4236
2006-07	2014	5503	7517	6936	861	44.49	11870	3628
2007-08	2233	5771	8004	6576	682	4.97	11247	4966
2008-09	1551	4225	5776	7606	1515	14.52	11195	5219
2009-10	2171	7285	9456	7994	884	32.01	10427	2955
2010-11	1670	6620	8290	7334	535	16.02	12959	4974
2011-12	2129	5746	7875	6775	864	13.35	12010	6347

Note: The crop figures for the year 2005-06 and onwards include crop of Anamallai Group Estates which were acquired by the Company during the year 2005-06.

ACREAGE STATEMENT - 5 YEARS

	2007-08	2008-09	2009-10	2010-11	2011-12	
	Acres				Acres	Hectares
COFFEE*						
Arabica	7489	7563	7539	7489	7528	3048
Robusta	10709	10651	10675	10709	10649	4311
Mixed Coffee	86	86	86	86	86	35
	18284	18300	18300	18284	18263	7394
TEA	6089	6089	6089	6089	6089	2465
OTHER CROPS						
Cardamom	429	496	504	429	429	174
Paddy	50	37	39	50	41	17
Pure Pepper/Areca	539	472	464	539	523	212
Oil Palm/ Bamboo/ etc.	103	99	95	103	102	41
TOTAL CULTIVATED AREA	25494	25492	25492	25494	25447	10303

* Pepper interplanted in Coffee



DIRECTORS REPORT

Your Directors are pleased to submit their Report together with the Audited Statement of Accounts for the year ended 31st March, 2012.

	2011/12 ₹ in Lakhs	2010/11 ₹ in Lakhs
Profit from Operations before Other Income & Interest	9503.76	4182.41
Add: Other Income	805.43	2640.39
Operating profit before Interest	10309.19	6822.80
Less: Interest	732.02	1026.22
	9577.17	5796.58
Add: Exceptional Income.....	838.57	1065.60
Profit Before Tax.....	10415.74	6862.18
Provision for Tax: Current Year	2811.80	1477.00
Deferred Tax.....	(281.34)	(123.28)
	2530.46	1353.72
Profit After Tax.....	7885.28	5508.46
Add: Surplus brought forward from Previous Year.....	4585.04	1420.09
Amount available for appropriation	12470.32	6928.55
General Reserve No. I	792.03	550.84
General Reserve No. II.....	365.45	311.17
Debenture Redemption Reserve A/c	(1060.99)	(692.80)
Dividends		169.21
Interim Dividend	-	933.85
Final (Proposed).....	2054.47	933.85
Tax on Dividend.....	333.29	306.60
Balance carried forward.....	9986.07	4585.04

TURNOVER

Your Company's turnover during the year under review was ₹ 508.52 crores as compared to ₹ 400.73 crores in the previous year, registering an increase of 27% over last year.

PROFITS

Profit from Operations before 'Other income and interest' for the year ended 31st March, 2012, stood at ₹ 95.04 crores as against ₹ 41.82 crores in the previous year, reflecting an increase of 127%. Profit before Tax at ₹ 104.16 crores vis-à-vis ₹ 68.62 crores in the previous year reflects an increase of 52%. Profit after Tax in 2011-12 stood at ₹ 78.85 crores as against ₹ 55.08 crores in the previous year.

DIVIDEND

Your Directors have recommended a dividend of ₹ 11/- per share aggregating to ₹ 2054.47 lakhs for the year 2011-12. The Dividend Tax amounts to ₹ 333.29 lakhs.