

Vintage Coffee and Beverages Ltd.

Investor Presentation – March 2024



VINCOFE | 538920



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Our Introduction





About Us

Vintage Coffee and Beverages Ltd (VCBL) incorporated in year 1980, is publicly listed company on BSE Ltd. and headquartered in Hyderabad - India. The company is at the forefront of manufacturing and exporting quality: Instant Coffee, Instant Chicory and range of other beverages. With a strong foothold in private labeling, it offers bespoke solutions that cater to diverse customers needs.

The factory was **commissioned in a record 14 months** period with the latest state of the art technology to manufacture Instant Coffee.





Range of Products

Instant Coffee Range



Spray Dried
Instant Coffee



Agglomerated
Instant Coffee



Instant Chicory

Packaging Range



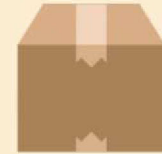
Tins
25/50/100/200 gm



Sachets
1 gm to 1 kg



Pouches
45 gm to 1 kg



25kg
Corrugated Box

Our Subsidiaries



Vintage Coffee Pvt Ltd



Mfg. & Exports Instant Coffee
(100% Export Oriented Unit)



Spread across 23 Acres of land

📍 Sy.No. 75,77,78,85,87,88 Rachur Village, Veldanda (M)
Nagarkurnool District, Telangana 509360.

Delecto Foods Pvt Ltd



Mfg. & Exports Instant &
other chicory products



Spread across 2 Acres of land

📍 Sry.No.58/3.58/4 Singaipally Village, Wargal Mandal,
Siddipet, Telangana 502279.

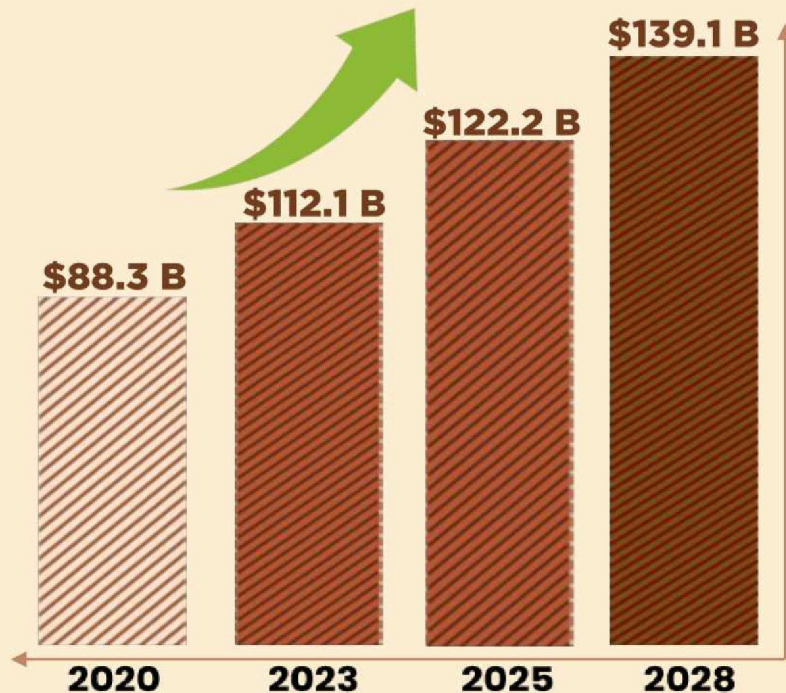
Coffee Market Analysis





Instant Coffee Market

By 2028, the world instant coffee market would grow to become USD 139.1 Billion dollar market. The global coffee market thrives, with a growing demand for specialty coffee, driven by consumers' quest for unique, high-quality experiences and diverse flavor profiles.



Coffee is **2nd largest** traded commodity after oil



US ranks 1st on the list of top coffee drinking countries

Northern Europe **dominates** coffee consumption per capita

2.25 BILLION cups of coffee are consumed daily, only water is more popular than coffee

Production of Instant Coffee



1. Seed Selection:
Cultivation begins with selection of right seeds for planting



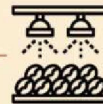
2. Nursery:
Seeds are germinated to grow young coffee plants



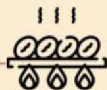
3. Planting:
Seedlings are transplanted into suitable soil and climate conditions



4. Harvesting:
Ripe coffee cherries are carefully harvested



5. Processing:
Coffee cherries are processed to remove the outer skin & pulp



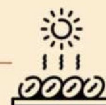
9. Roasting:
Green beans are roasted to bring out their flavors



8. Export:
Processed coffee beans are sorted, graded, and packed for export



7. Milling:
Dried beans are milled to remove the parchment layer



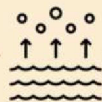
6. Drying:
The coffee beans are dried



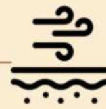
10. Grinding:
Breaking down roasted beans into fine particles to maximize surface area for extraction



11. Extraction:
Pulling out the soluble compounds out of coffee beans



12. Evaporation:
Removing water from brewed coffee to concentrate its flavor and aroma.



13. Spray Drying:
Atomizing brewed coffee into fine droplets & rapidly drying to form instant coffee powder



14. Agglomeration:
Combining fine coffee particles into larger granules to improve solubility and texture

Production of Chicory Processing



Chicory root



Roasted Chicory



Roasted Chicory
Grain



Liquid Chicory
Extract



Spray Dried Instant
Chicory

..... 100% natural origin chicory



Become the top supplier of soluble coffee in the industry by winning customer hearts.

Our Vision



Our Mission

Systems and discipline at every level

Source high quality beans from various origins

State of the art technology to meet customer requirements

Minimize costs to meet stakeholder expectations

Innovative products & packaging with upgradation

Execute orders on time while maintaining quality

Management Team

We are a group of coffee professionals very passionate about coffee with a combined experience of over 100+ years in the areas of Technology, Manufacturing, Marketing, Commercial and Customer Service.





Key Personnel



Balakrishna Tati
Chairman & MD

Mr. Tati Balakrishna, a seasoned professional with a BA, LLB, and PG Diploma in Intl. Trade, brings over three decades of experience in the hot beverages industry. Renowned for his role in elevating sales at Tata Coffee Ltd from US\$ 3 million to US\$ 50 million, he transitioned to Vayhan Coffee Private Limited as Director of Sales and Marketing. Additionally, he co-founded Delecto Foods Private Limited in 2012, achieving rapid export growth from US\$ 2 million to a targeted US\$ 8 million.

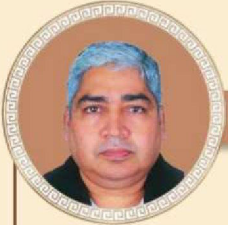


Venkateswarlu Tati
Dy. MD

As the Deputy Managing Director at Vintage Coffee Pvt Ltd, Mr. Venkateswarlu holds an M.Tech in P.O.M from BITS Pilani and brings 23 years of diverse experience. His expertise lies in the production departments of both the pharma and beverage industries, with a strong skill set in operations, process management, technical problem-solving, quality control, and microbiology.



Key Personnel



C. Jawahar

**CEO & Director
Sales & Marketing**

With a Master's in Economics and Law and 31 years of experience in coffee sales, including 24 years at Tata Coffee, excels in FMCG sales, marketing, new business development, SAP, green coffee trading, and instant coffee sales. He launched brands like Tata Cafe and Coorg Double Roast and expanded Tata Coffee's non-Russia business to 40%.



B Raja Rajeswari

**Director
Operations**

With a B.SC Grad and a Certificate in Export Management, she brings 24+ years of diverse experience in the food and beverage industry, specializing in Instant Coffee and Instant Chicory. Her expertise spans across Export Commercials, Purchase, Logistics, Factory Management, Administration, and General Management.



Y Kranthi Kumar

Chief Financial Officer

Highly accomplished CA and MBA with 14+ yrs experience in finance, operations, and PE investments. Expertise in IGAAP, taxes, SEZ compliances, and corporate law. Skilled in FP&A, MIS, budgeting, and investment due diligence. Skilled in streamlining operations & implementing financial controls. Strong leadership, communication, and liaison skills with govt, banks, and investors.



Advance & Modern Technology

0% discharge

60% water recovery

Created 300+ jobs,
directly and indirectly



Probat profile roaster with
high-tech turbo roasting
from Brazil

Fully automated extraction
system to capture rich
aroma & deliver consistent
product

World-class aroma
recovery technology for rich
cup taste



Plant Gallery



De stoner



Probat Profile Roaster



Extraction



Evaporation



Plant Gallery



Aroma Addback



Spray Dryer



Agglomeration



Electronic Controls



Plant Gallery



Remote
Monitoring

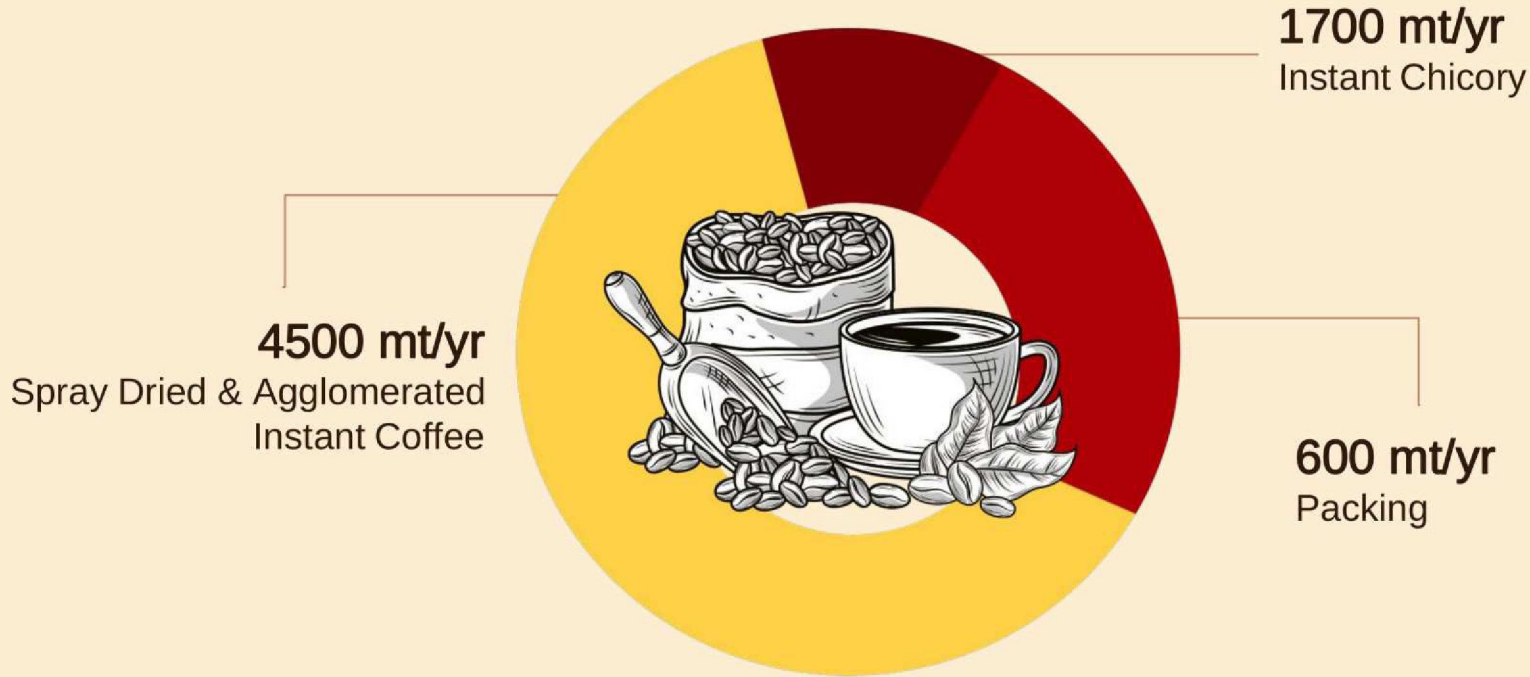


Quality Control



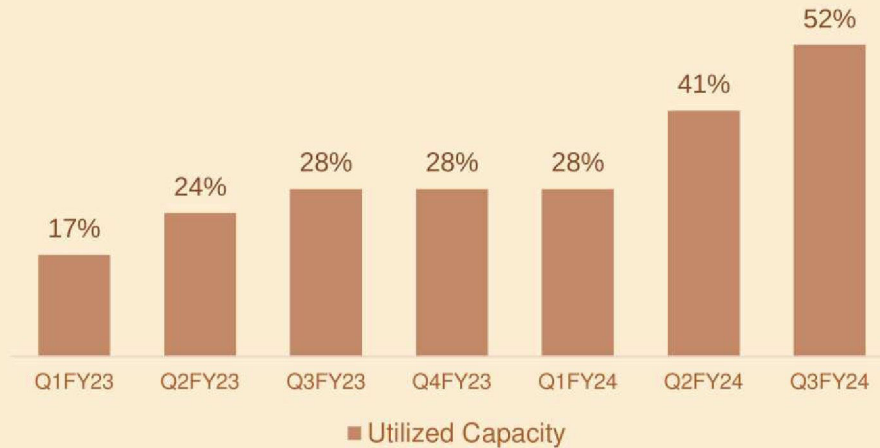
Warehouse

Installed Production Capacity





Capacity Utilization



- During Q3FY24, company utilized 52% of its production capacity
- In FY2024-25, company will **operate at 100% capacity**
- By Q4FY2025, company will add **2000MT production capacity**
- **For brown field expansion, company has land parcel of 10 acres available**

Market Strategy





Market Strategy

● Current Market

South East Asia,
Russia & CIS,
Europe, Africa, etc.



● New Market

USA, New Zealand
& Australia



Entered Russia & CIS countries within a span of 12 months and build strong customer base.



Added African markets for premium range products and South East Asia for powder coffee which helped in **increasing the margins**.



Expanded to European market which has highest per capita coffee consumption

Planning aggressively to explore:



USA (#1 consumer market)



New Zealand



Australia

Financial Performance





Revenue Mix



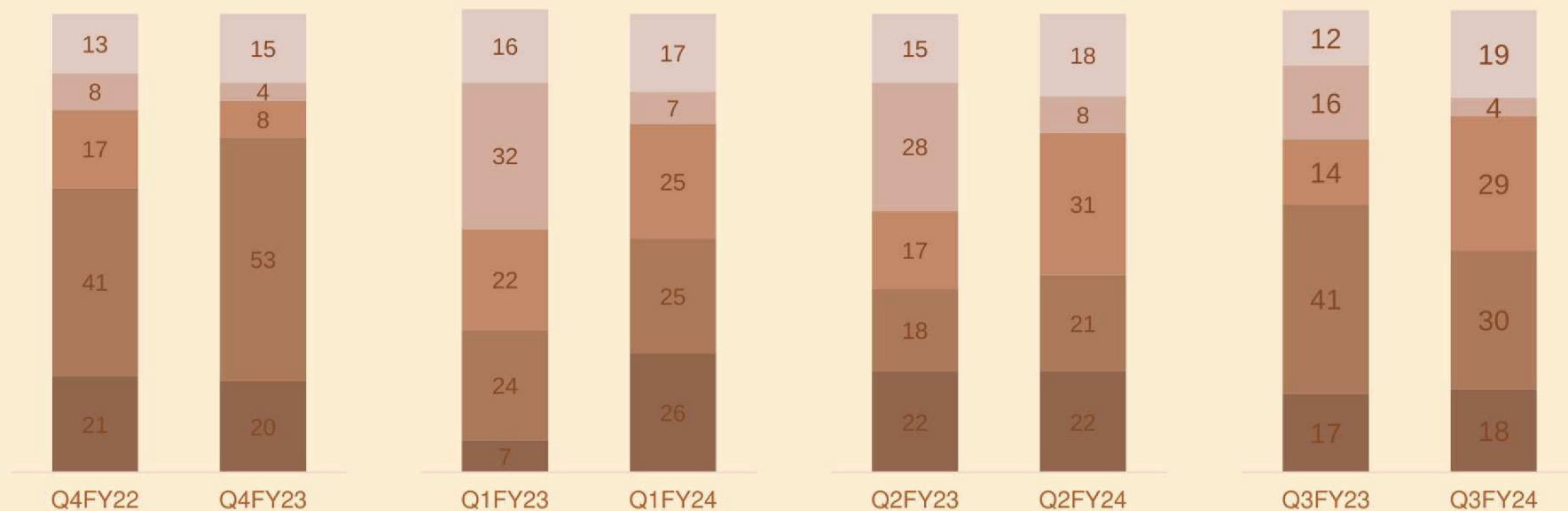
Consolidated figures in INR crores

*Figures are rounded to nearest number for ease of reporting



Geographical Sales Mix %

■ Russia & CIS ■ South-east Asia ■ Middle East & Africa ■ Europe & US ■ Domestic-India

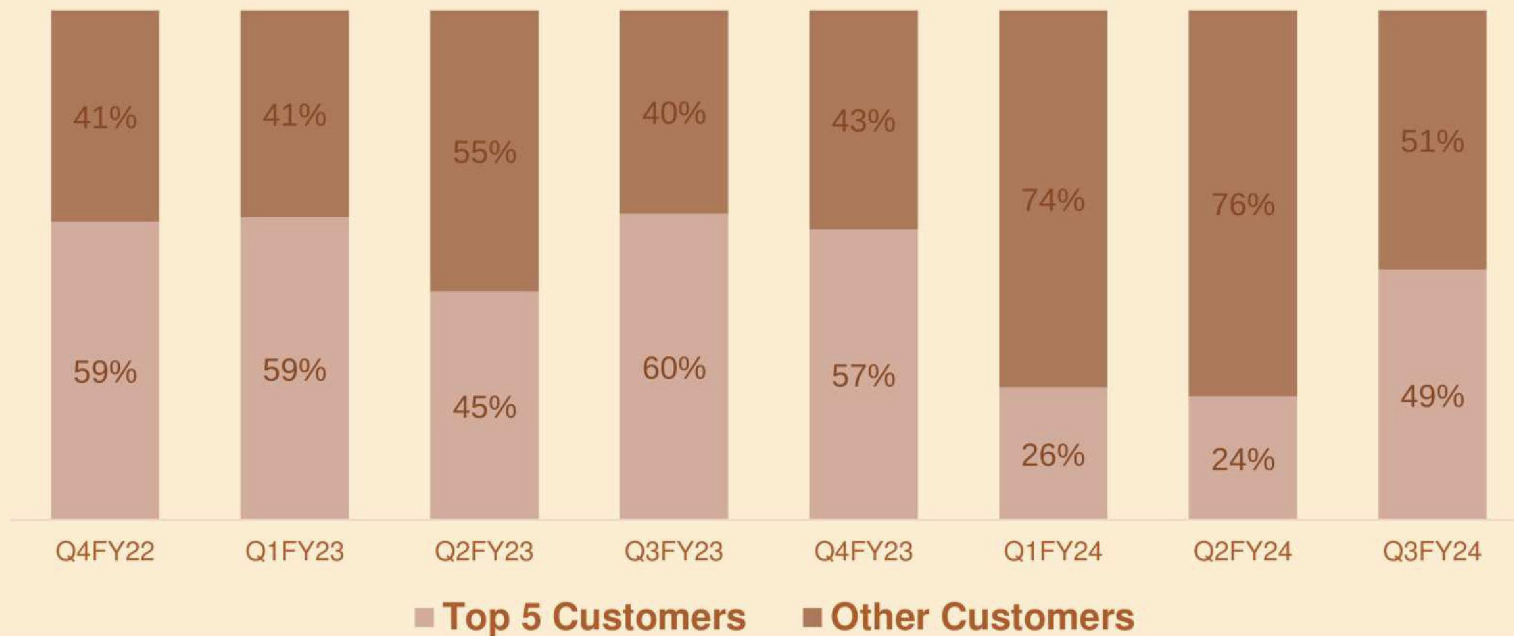


% of Total Sales

*Figures are rounded to nearest number for ease of reporting



Revenue Concentration



% of Total Sales

*Figures are rounded to nearest number for ease of reporting



Financial Highlights



Revenue[#](INR crore)
+102%



Operating Profit^{##}(INR crore)
+60%



Operating Margin (%)
-21%



Net Profit (INR crore)
+155%

[#]Revenue represents consolidated figures

^{##}Operating profit excludes other income

*Figures are rounded to nearest number for ease of reporting

CSR & GO-Green Initiatives



- Actively supports local endeavors such as school and temple support, water for drinking and farming, and providing employment opportunities.
- Operates a large ETP plant with zero liquid discharge, utilizing treated water for gardens and other utilities.
- Implements rainwater harvesting techniques to replenish groundwater.
- Uses LPG gas in roaster for clean burning instead of wood firing.
- Spent coffee is used as a boiler fuel to save conventional fuel.
- Utilizes rice husk (instead of coal) as bio-fuel for boilers.
- Actively exploring solar power for its operations.

certifications



कॉफी बोर्ड
COFFEE BOARD
Government of India
Ministry of Commerce & Industry



Special
Economic
Zone



FEDERATION OF INDIAN
EXPORT ORGANISATIONS

recognitions



Media Gallery



THANK YOU

Do you have any questions?



EMAIL

mdo@vintagecoffee.in



WEBSITE

www.vcbl.coffee

www.vintagecoffee.in

www.delectofoods.in

