



Date: 21st March, 2024

To,
BSE Limited,
Corporate Relationship Department,
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai - 400001

Dear Sir/Madam,

Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Submission of Press Release

Reference: Vintage Coffee and Beverages Limited (Scrip Code: 538920)

Please find enclosed herewith the Press Release for Vintage Coffee and Beverages Limited on Increasing of Production Capacity by Q4FY25.

The above information will also be made available on the website of the Company:
<https://vcbl.coffee.in>.

This is for your information and records, please.

Thanking you,

Yours sincerely,
For Vintage Coffee and Beverages Limited

Balakrishna Tati
Managing Director
DIN: 02181095

Encl.: As above

VINTAGE COFFEE AND BEVERAGES LIMITED

Formerly known as "Spaceage Products Ltd"

(CIN No. L15100TG1980PLC161210)

Regd. & Corporate office : 202, Oxford Plaza, No.9-1-129/1, S.D.Road, Secunderabad- 500003, Telangana, INDIA
Phone +91 040 40266650, Fax: +91 040 27700805 | E-mail: info@vcbl.coffee | Website: www.vcbl.coffee



Date: 21st March, 2024

Vintage Coffee and Beverages Limited (VCBL) to increase capacity by 45% and production by 3x by Q4FY25.

Vintage Coffee and Beverages Limited (VCBL) has unveiled ambitious plans to fortify its position in the global coffee market, announcing a series of strategic initiatives aimed at bolstering production capacity, expanding market presence, and delivering enhanced value to consumers.

Mr. Balakrishna Tati, Chairman and Managing Director of Vintage Coffee and Beverages Limited, says “VCBL remains committed to delivering excellence in quality and service while spearheading innovation and expansion in the global coffee market. We are excited about the journey ahead and look forward to continued success and growth”.

In response to the surging global demand for coffee, VCBL has made the strategic decision to enhance the production capacity by an additional 2000 MT, aiming for an annual capacity of 6500 MT. The process of installing this additional capacity will commence in the upcoming months and is expected to be completed by the end of the Q4FY25. VCBL also aims to ramp up utilisation of current 4500 MTPA capacities by end of Q2FY25 to 100% from 52% in Q3FY24. The proceeds from current preferential issue of shares would help the company in meeting its working capital needs for ramping up the current utilisation and in undertaking the required brownfield capex.

This brownfield expansion will result in a substantial increase in VCBL’s daily production capacity from the current 13 MT to 18 MT during the early stages of the fourth quarter of the current financial year. With this enhanced capacity, VCBL will pivot its sales strategy towards providing value-added products under various brands with stringent certifications.”

Moreover, VCBL is set to commission modern automated packaging lines to ensure safe and efficient container outturns. They are delighted to announce that VCBL has secured major contracts in the Middle East, Europe, Russia, and West Africa. Moreover, VCBL plans to introduce its proprietary brands in West Africa and Russia, capitalizing on emerging market opportunities.

Furthermore, VCBL aims to penetrate select segments of the Indian market, including e-commerce, HORECA, and retail spaces. With these strategic initiatives in place, they anticipate a further increase of 150% in revenue by the conclusion of the fiscal year 2025.

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Vintage Coffee and Beverages Ltd.

Investor Presentation – March 2024



VINCOFE | 538920



Disclaimer

Certain statements made in this presentation relating to the Company's objectives, projections, outlook, expectations, estimates, among others may constitute 'forward-looking statements' within the meaning of applicable laws and regulations. Actual results may differ from such expectations, projections etc., whether express or implied. These forward-looking statements are based on various assumptions, expectations and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, competitive intensity, pricing environment in the market, economic conditions affecting demand and supply, change in input costs, ability to maintain and manage key customer relationships and supply chain sources, new or changed priorities of trade, significant changes in political stability in India and globally, government regulations and taxation, climatic conditions, natural calamity, commodity price fluctuations, currency rate fluctuations, litigation among others over which the Company does not have any direct control. These factors may affect our ability to successfully implement our business strategy. The company cannot, therefore, guarantee that the 'forward-looking' statements made herein shall be realized. The Company, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. This document does not carry any right of publication or disclosure to any other party and neither this document nor any of its contents may be used for any other purpose without the prior written consent of the undersigned.

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



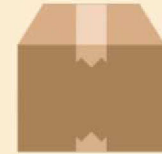
Tins
25/50/100/200 gm



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.

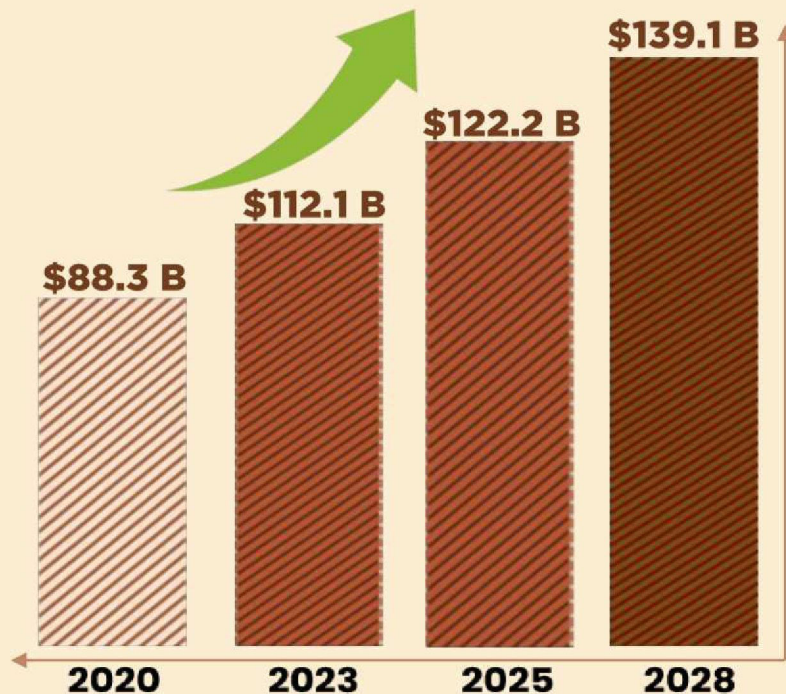
Coffee Market Analysis





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



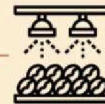
2. Nursery:
Seeds are germinated to grow young coffee plants



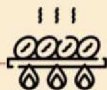
3. Planting:
Seedlings are transplanted into suitable soil and climate conditions



4. Harvesting:
Ripe coffee cherries are carefully harvested



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



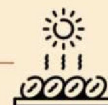
9. Roasting:
Green beans are roasted to bring out their flavors



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



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



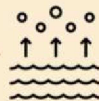
6. Drying:
The coffee beans are dried



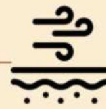
10. Grinding:
Breaking down roasted beans into fine particles to maximize surface area for extraction



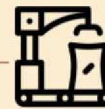
11. Extraction:
Pulling out the soluble compounds out of coffee beans



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

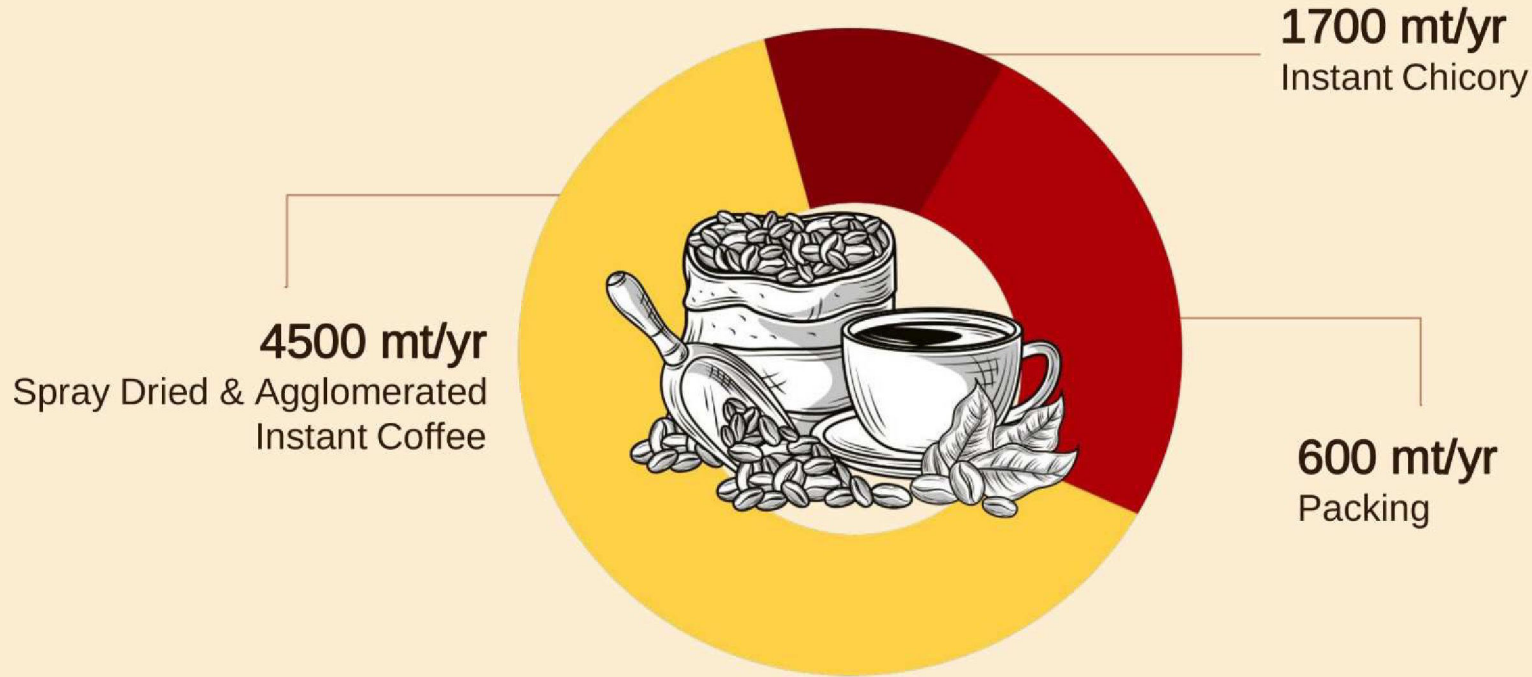


Quality Control

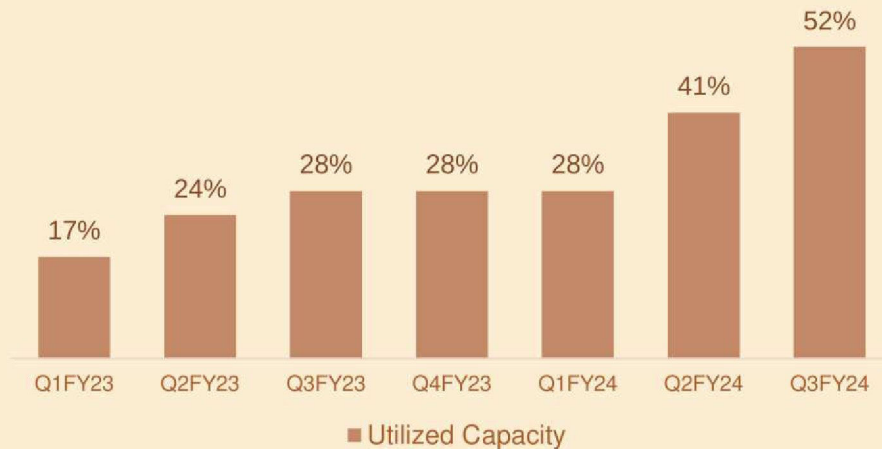


Warehouse

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





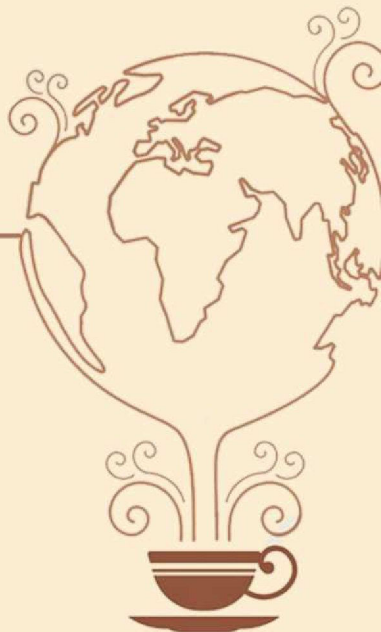
Market Strategy

● 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



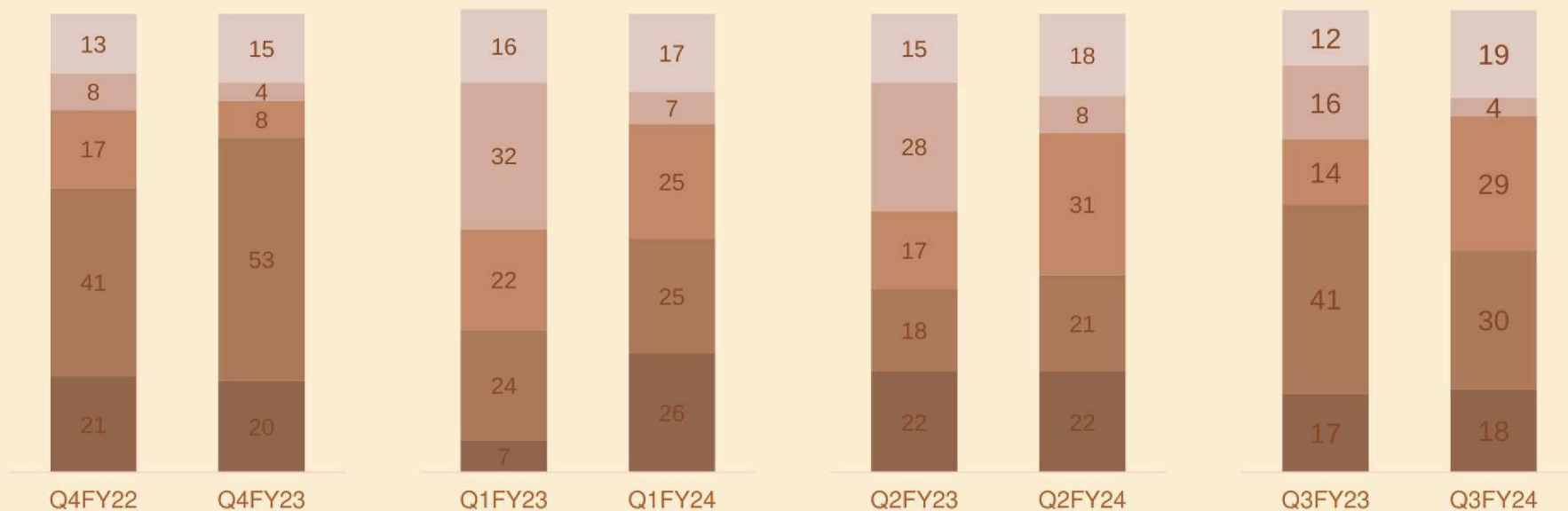
Consolidated figures in INR crores

*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

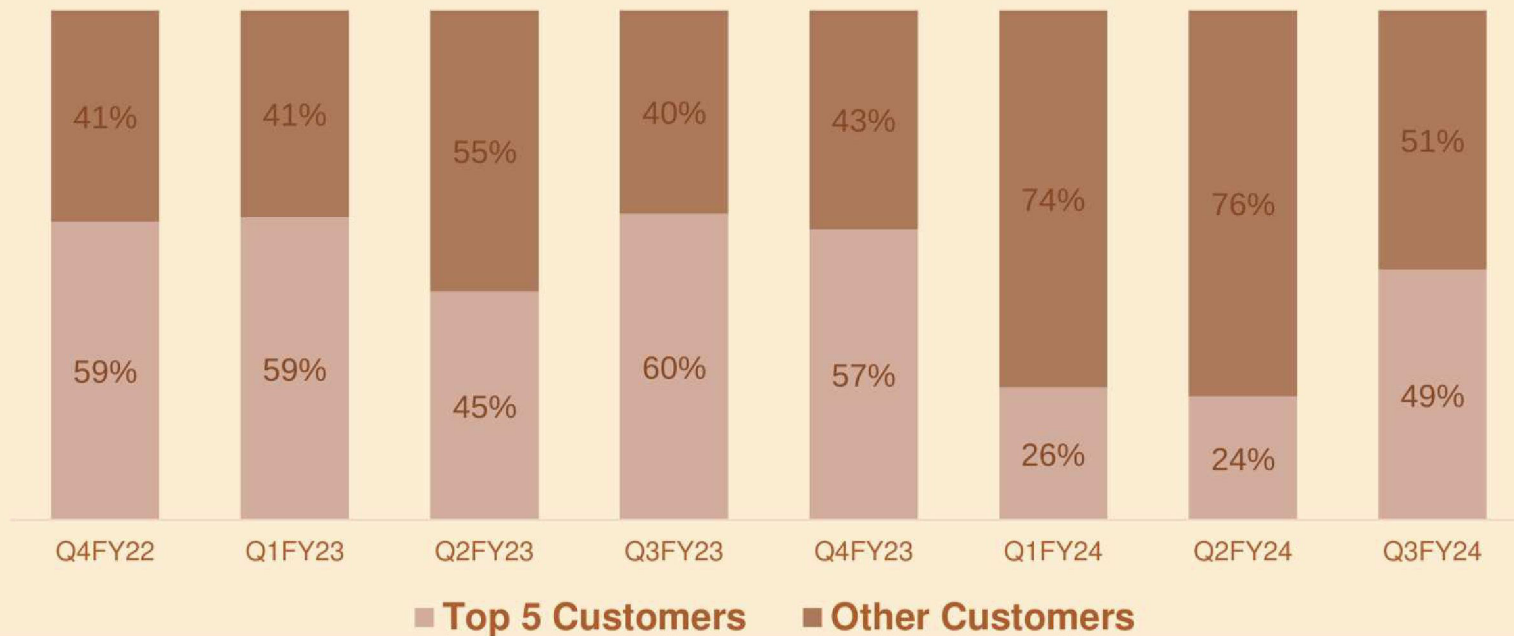


% of Total Sales

*Figures are rounded to nearest number for ease of reporting



Revenue Concentration



■ Top 5 Customers ■ Other Customers

% 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

