



Date: 25th November, 2024

To,
BSE Limited,
Corporate Services Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai, Maharashtra - 400001

To,
National Stock Exchange of India Limited,
Corporate Relation Department,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra East,
Mumbai, Maharashtra - 400051

Scrip Code: 538920

Symbol: VINCOFE

Dear Sir/Madam,

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

Unit: Vintage Coffee and Beverages Limited

With reference to the captioned subject, please find enclosed herewith the Investor Presentation of Vintage Coffee and Beverages Limited for the month of November, 2024.

The above presentation 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

Vintage Coffee and Beverages Ltd.

Investor Presentation – November 2024



VINCOFE | 538920



VINCOFE | INE498Q01014

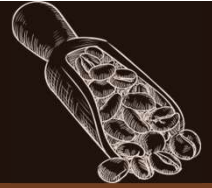


Disclaimer

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., NSE 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.

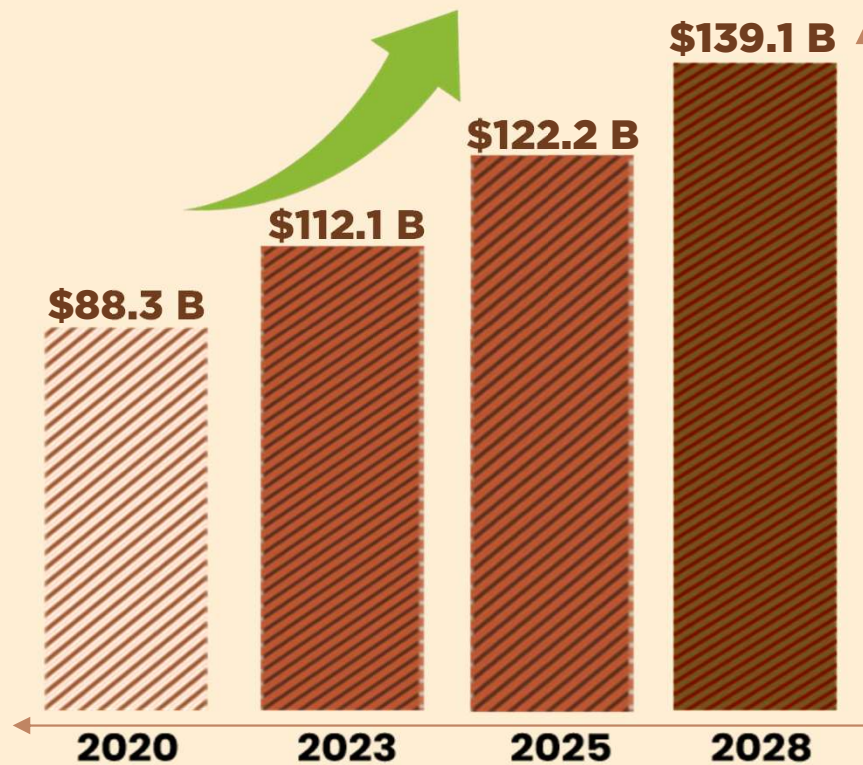
Coffee Market Analysis





Instant Coffee Market

Coffee, the 2nd most consumed beverage in the World. For years, coffee has been a very popular drink in the world and is even in second place after water. 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.



Source: <https://www.statista.com/outlook/cmo/hot-drinks/coffee/worldwide#revenue>

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



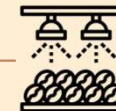
2. Nursery:
Seeds are germinated to grow young coffee plants



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



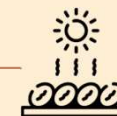
9. Roasting:
Green beans are roasted to bring out their flavors



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



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



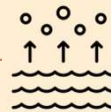
6. Drying:
The coffee beans are dried



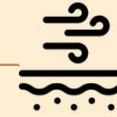
10. Grinding:
Breaking down roasted beans into fine particles to maximize surface area for extraction



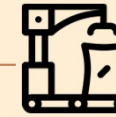
11. Extraction:
Pulling out the soluble compounds out of coffee beans



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

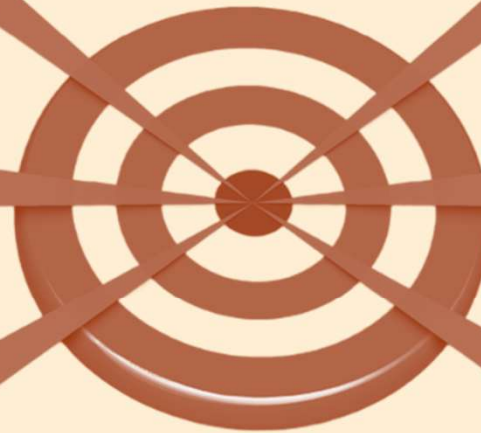


Our Mission

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 in International 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 (VCPL)

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 (DFPL)

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
(VCBL)

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



Packaging Line

We proudly announces the commencement of commercial production near Hyderabad at fully automated packaging line at our subsidiary, Vintage Coffee Private Limited, **starting October 31, 2024, ahead of the planned January 2025 timeline**. It will significantly boost the company's market competitiveness by increasing the share of consumer packs in its export product mix.

Key Highlights:

- **Strategic Growth in Consumer Packs:** The new packaging line will help **raise consumer pack exports by 25%**, tapping into premium revenue streams due to higher realization compared to bulk instant coffee.
- **Market Expansion:** Strengthening presence in lucrative markets, including the Middle East, Europe, Russia, and West Africa, enhances VCBL's export footprint and revenue potential.

Mr. Balakrishna Tati, Chairman & Managing Director of VCBL, stated, *This milestone underscores our commitment to quality, innovation, and global market expansion. It aligns with our vision of not only scaling volumes but also optimizing our product mix and margins for sustained growth.*



Premium Café Lounge Opening



Grand Opening of a New Brew in Town!

The company steps into India's coffee culture with the grand opening of its Premium Café Lounge in Navi Mumbai on 14th Sept. '24.



This chic, spacious lounge invites coffee lovers to indulge in plantation-fresh, expertly blended brews, with a exclusive space for business professionals.

This milestone marks a shift from B2B to direct consumer engagement.

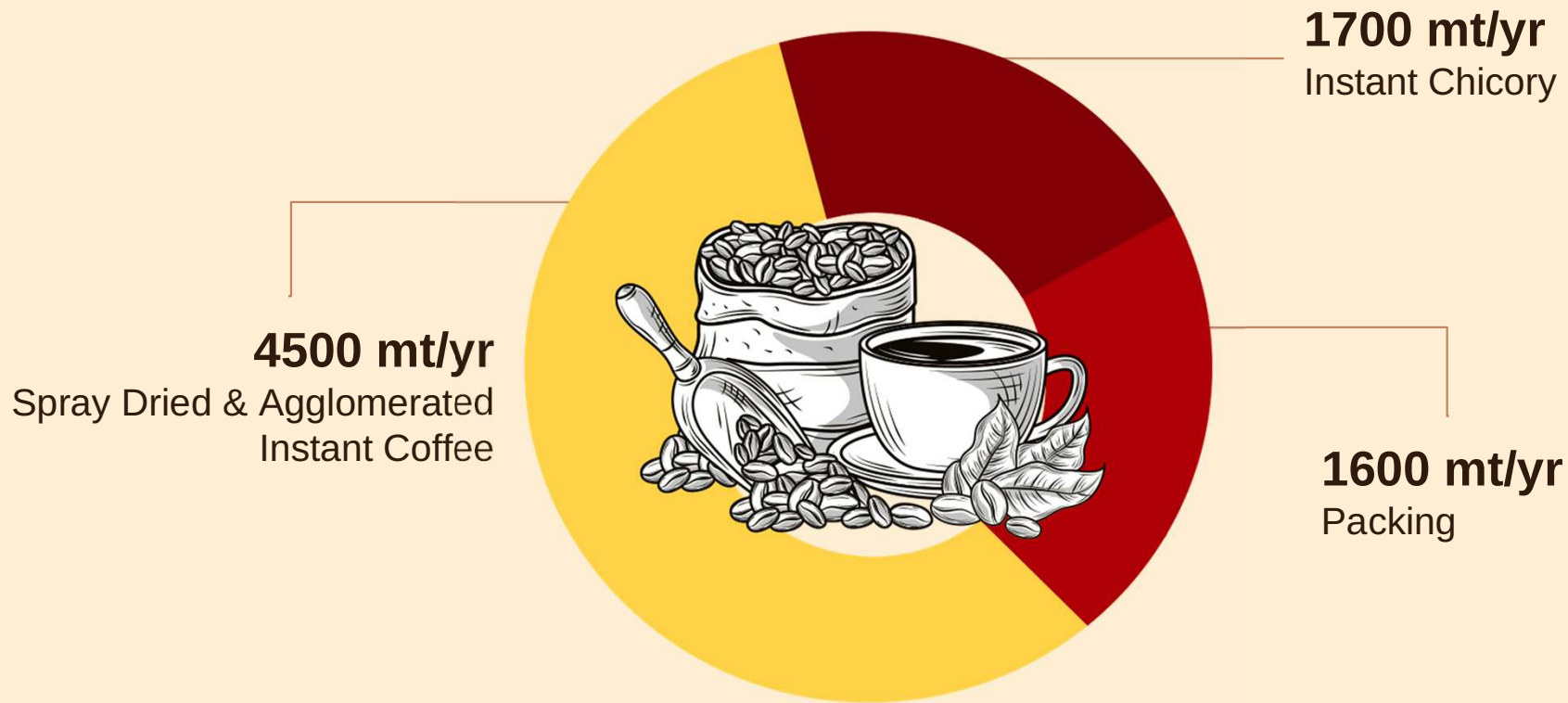


NSE Listing Ceremony



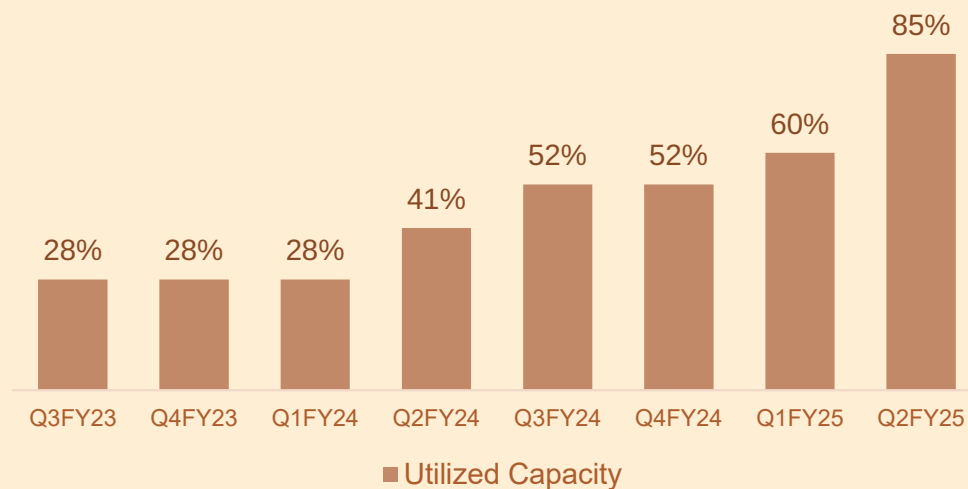
w.e.f. on 18th October 2024

Installed Production Capacity





Capacity Utilization



- During Q2FY25 company **utilized 85%** of its production capacity
- Company will operate at **100% of existing installed capacity** by Q3 FY 25
- By Q4 FY 25 company will **add another 2000MT** to existing production capacity
- As of Q2 FY 25 company has fixed **order book of 85 crores**
- Currently, company operates in 12 acres of land and for additional brown field expansion 10 acres of land is available.

*Figures are rounded to nearest number for ease of reporting.

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



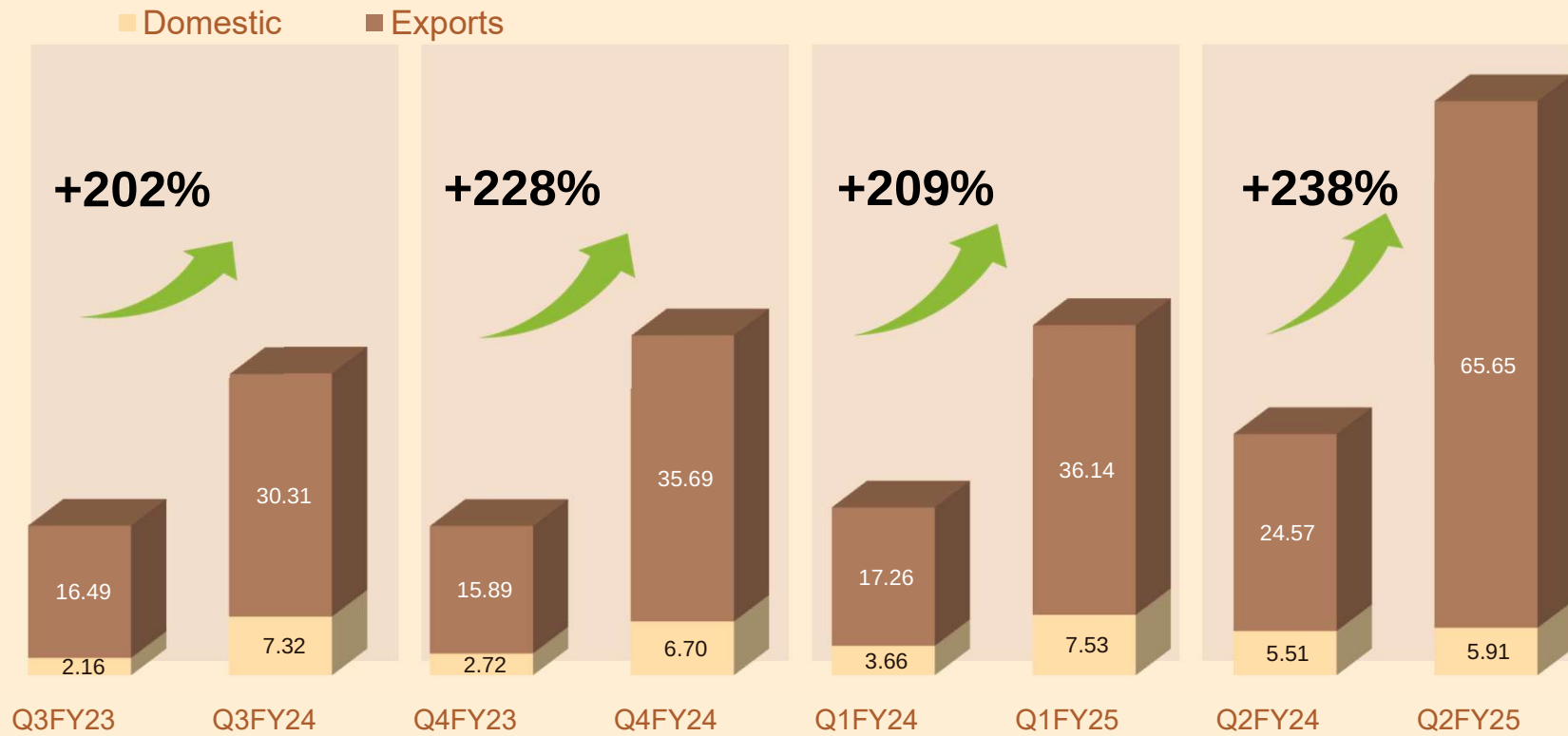
Australia

Financial Performance





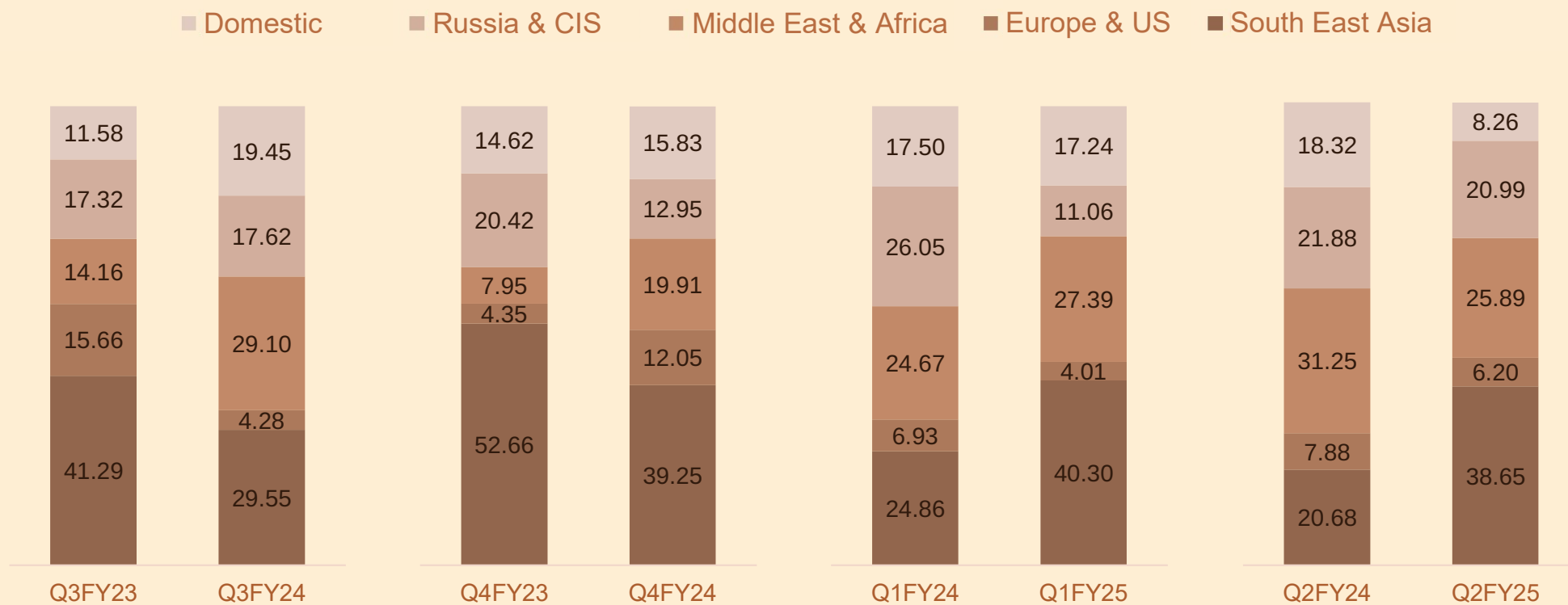
Revenue Mix



Consolidated figures in INR crores
*Figures are rounded to nearest number for ease of reporting



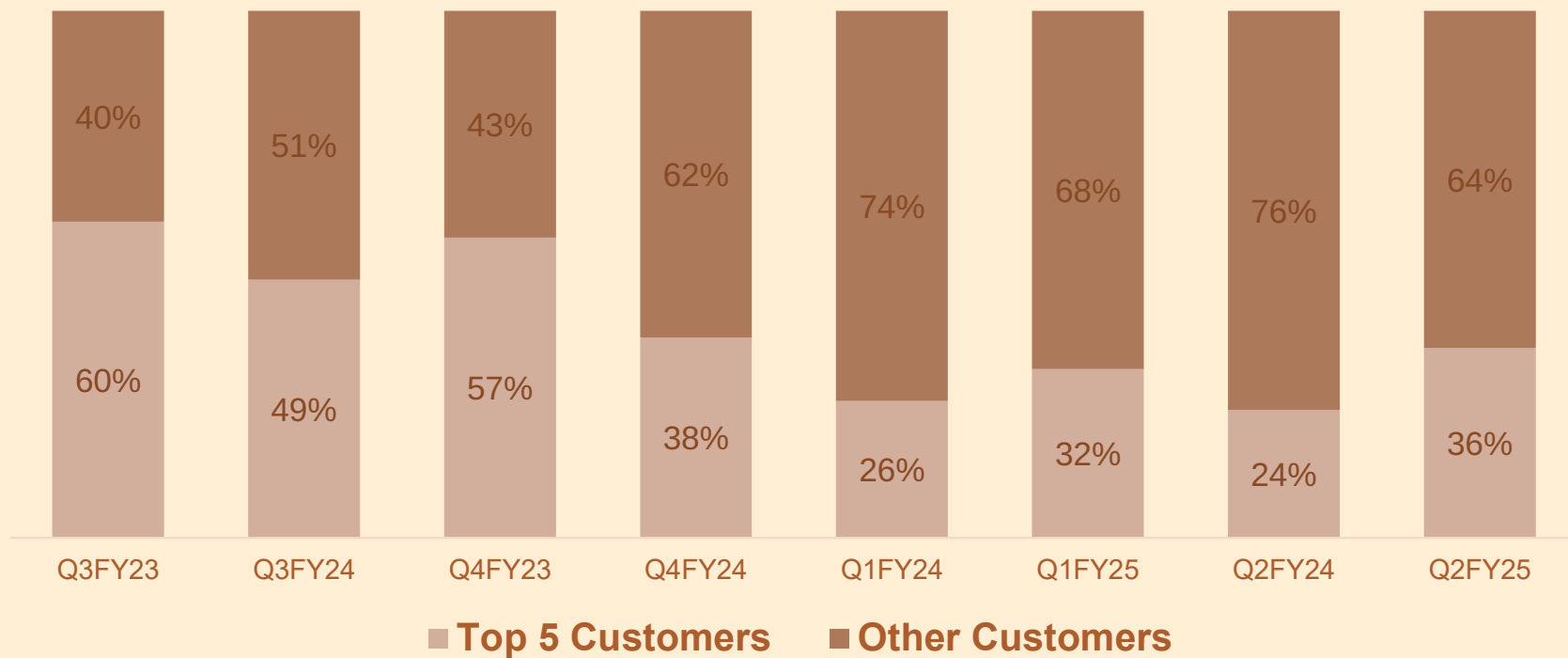
Geographical Sales Mix %



% of Total Sales

*Figures are rounded to nearest number for ease of reporting

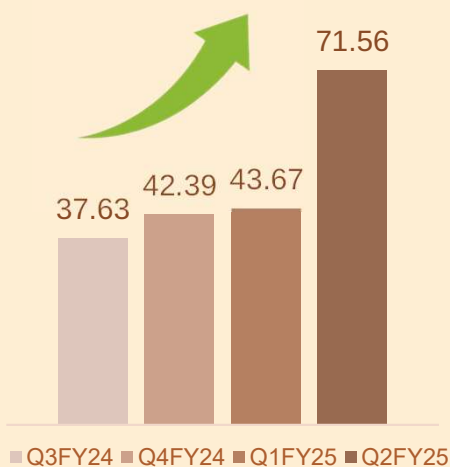
Revenue Concentration



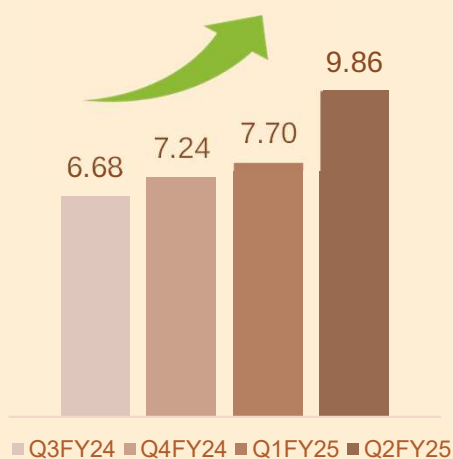
% of Total Sales
*Figures are rounded to nearest number for ease of reporting



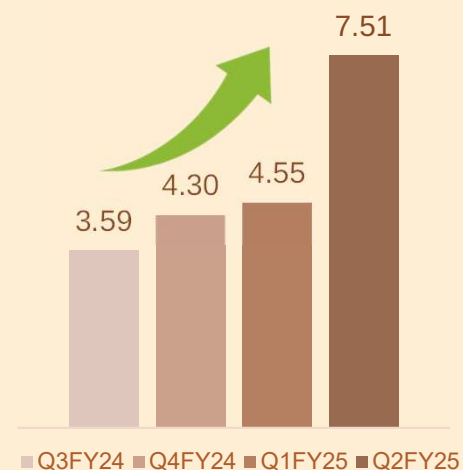
Financial Highlights



Revenue[#] (INR crore)
+190% yoy



Operating Profit^{##} (INR crore)
+148% yoy



Net Profit (INR crore)
+209% yoy

[#]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



काँफी बोर्ड
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?



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mdo@vintagecoffee.in



WEBSITE

www.vcbl.coffee

www.vintagecoffee.in

www.delectofoods.in

