To,

Date: 04.11.2026

| | |
|---|---|
| BSE Limited,<br>P.J. Towers, Dalal Street,<br>Mumbai-400001<br>Scrip Code: 538920 | National Stock Exchange of India Limited,<br>Exchange Plaza, Bandra- Kurla Complex,<br>Mumbai 400051<br>Symbol: VINCOFE |

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

**Unit: Vintage Coffee and Beverages Limited**

Dear Sir/ Madam,

Pursuant to Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor Presentation — November 2026. The above presentation will also be made available on the website of the Company: https://vcbl.coffee/.in.

This is for the information and records of the Exchanges, please.

Thanking you,

Yours sincerely,
**For Vintage Coffee and Beverages Limited**

TATI BALAKRISHNA
Digitally signed by TATI BALAKRISHNA
Date: 2026.11.04 17:39:46 +05'30'

**Balakrishna Tati**
**Chairman & Managing Director**
**DIN: 02181095**

## Investor Presentation – November 2026

# Vintage Coffee and Beverages Ltd.





# Disclaimer

This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of **Vintage Coffee and Beverages Ltd**., its outlook and growth prospects. The actual results may differ materially from these forward-looking statements due to several risks and uncertainties which could include future changes or developments in **Vintage Coffee and Beverages Ltd**., the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

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# FINANCIAL HIGHLIGHTS



# Key Financial Highlights Q2-FY27 – Healthy Quarterly Revenue...

**Revenue from operations**

**INR 2229.75 Mn**

Up 38.50% QoQ

Up 64.42% YoY

**Volume**

**3,176 MT**

Up 31.37% QoQ

Up 43.19% YoY

Coffee 2,581 MT
Chicory 595 MT

**27.56%**

Material Margin

**(up 293 bps YoY)***

**18.91%**

EBITDA Margin

**INR 421.6 mn**

**88.77%**

EBITDA Growth

**(up 244 bps YoY)**

**12.58%**

PAT Margin

**INR 280.60 mn**

**57.34%**

PAT Growth

**(down 57 bps YoY)**



*# Growth is calculated on a Quarter-Year-on-Year basis*

** Material Margin = Revenue from Operation less (Cost of Materials consumed + Changes in inventories)*

# Key Financial Highlights H1-FY27 – Healthy Half Yearly Revenue...

**Revenue from operations**

**INR 3839.7 Mn**

**Up 61.87% YoY**

**Volume**

**5,594 MT**

**Up 39.40% YoY**

**Coffee 4,437MT**
**Chicory 1,156 MT**

**28.12%**

Material Margin

**(up 266 bps YoY)**

**19.21%**

EBITDA Margin

**INR 737.45 mn**

**82.69%**

EBITDA Growth

**(up 219 bps YoY)**

**12.72%**

PAT Margin

**INR 488.49 mn**

**52.34%**

PAT Growth

**(down 80 bps YoY)**

*# Growth is calculated on a H1 Year-on-Year basis*

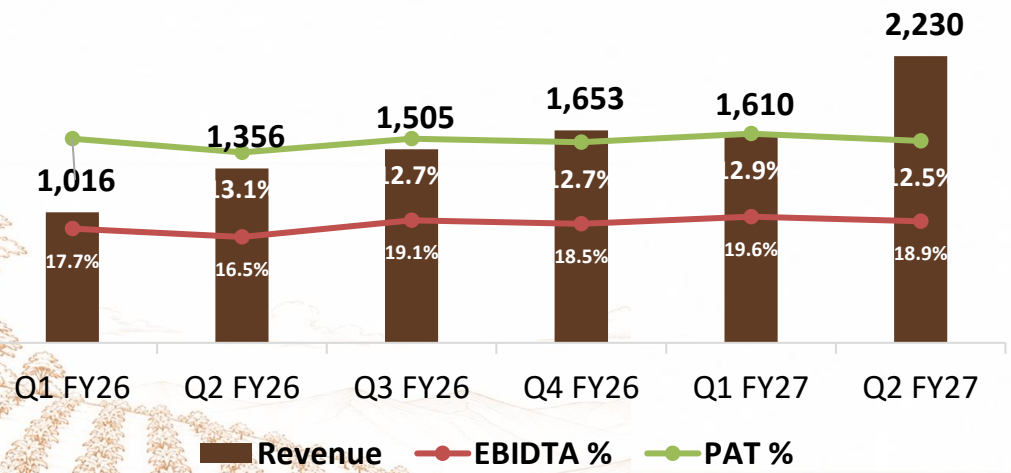
** Material Margin = Revenue from Operation less (Cost of Materials consumed + Changes in inventories)*

# Key Financial Highlights Q2-FY27 – Commentary (INR Mn)

## Q2 & H1 FY27 - Performance

| Particulars | Q2 FY27 | YoY Growth (%) | H1 FY27 | YoY Growth (%) |
|---|---|---|---|---|
| Volume (Ton) | 3,176 | 43.37% | 5,594 | 39.40% |
| Revenue from Operation | 2,229.75 | 64.42% | 3,839.73 | 61.87% |
| EBIDTA | 421.58 | 88.77% | 737.45 | 82.69% |
| PAT | 280.58 | 57.34% | 488.49 | 52.34% |

## Last 4 Qtr Performance – Pending




## Commentary

- During Q2 FY27 Company utilized full enhance Capacity of 11,000 Ton per annum.
- **Company has secured Order for Execution for Q3 FY27**
- **Merger Note:**

The Hon'ble National Company Law Tribunal, Hyderabad, vide its order dated 21 July 2026, has sanctioned the Scheme of Amalgamation of 1. Vintage Coffee Private Limited ("Transferor Company") 2. Delecto Foods Private Limited ("Transferor Company") with Vintage Coffee and Beverages limited ("Transferee Company" or "the Company") under sections 230 to 232 of the Companies Act, 2013, with the appointed date of 1 October 2025. The certified copy of the order was filed with the Registrar of Companies on 31 August 2026, being the effective date of the Scheme. As the Transferor and the Company are under common control, the amalgamation has been accounted for using the pooling of interest's method in accordance with Appendix C of Ind AS 103 "Business Combinations", as prescribed in the Scheme. Accordingly, the assets, liabilities and reserves of the Transferor have been recorded at their carrying values with effect from the appointed date, inter-company balances and transactions have been eliminated, and the figures for the quarter ended 30 June 2026 and the year ended 31 March 2026 have been restated to include the Transferor from 1 October 2025. The figures for the quarter and six months ended 30 September 2025 pertain to the period before the appointed date and have not been restated. Consequently, the figures for the current periods are not comparable with those for the quarter and six months ended 30 September 2025.

# ABOUT COMPANY



# About Company

Delivering the Perfect Instant Coffee Experience Worldwide

## ABOUT COMPANY

- Vintage Coffee & Beverages Limited is an integrated manufacturer of premium instant coffee & Instant Chicory.
- Publicly listed (BSE & NSE) company with a strong presence in an international as well as Domestic markets.
- Specializes in manufacturing of Spray Dried and Agglomerated Instant Coffee.
- Focused on private label manufacturing and customized coffee solutions for global brands.
- Backed by 100+ years of combined industry experience of our professional team.
- Committed to quality, innovation, sustainability and creating long term value for stakeholders.

## OUR PRODUCTS

We offer a wide range of instant coffee products to meet diverse customer needs, backed by consistent quality and customized solutions.



SPRAY DRIED INSTANT COFFEE

AGGLOMERATED INSTANT COFFEE

INSTAN CHICORY

PRIVATE LABEL & CUSTOM BLENDS

## MAUFATURING FACILITY



- State-of-the-art manufacturing plant equipped with advanced coffee processing technology.
- Integrated production infrastructure ensuring high capacity, efficiency and consistent quality.
- Stringent quality control and food safety systems at every stage.
- International quality and food safety certifications.
- Well established logistics network ensuring timely delivery worldwide.

## WHY CHOOSE VINTAGE COFFEE

- 100+ YEARS COMBINED INDUSTRY EXPERIENCE
- PREMIUM ARABICA & ROBUSTA BEAN SOURCING
- ADVANCED COFFEE PROCESSING TECHNOLOGY
- CONSISTENT QUALITY & FOOD SAFETY STANDARDS
- CUSTOMIZED PRIVATE LABEL & COFFEE SOLUTIONS
- STRONG EXPORT [illegible] & GLOBAL [illegible]STOMER BASE

**GLOBAL PRESENCE**
Serving customers in 40+ countries

**CUSTOMER CENTRIC**
Approach focused on long term partnerships

**QUALITY ASSURANCE**
Committed to international quality benchmarks

**SUSTAINABILITY**
Responsible sourcing and environment friendly practices

**GROWTH FOCUSED**
Continuously innovating for sustainable growth

# Products Portfolio

## Premium Coffee Solutions Crafted for Global Markets

Vintage Coffee offers a comprehensive range of high-quality instant coffee and chicory products with flexible packaging solutions to meet diverse customer needs.

### INSTANT COFFEE RANGE



**SPRAY DRIED INSTANT COFFEE**

- Fine powder
- Rich aroma & taste
- Excellent solubility
- Consistent quality
- Ideal for mass market
- & industrial applications



**AGGLOMERATED INSTANT COFFEE**

- Granulated coffee
- Bold aroma & rich taste
- Better mouthfeel
- Premium appearance
- Ideal for premium
- retail segment



**INSTANT CHICORY**

- 100% natural
- Contain Inulin
- Reduce Blood Sugar
- Cost-effective solution
- Ideal for blends &
- beverage applications

### PACKAGING RANGE




**TINS**

25g / 50g / 100g / 200g



**SACHETS**

1g to 1kg




**POUCHES**

45g to 1kg

**25KG CORRUGATED BOX**

Flexible packaging options to suit every market requirement

### OUR SOLUTIONS. YOUR GROWTH.

**PRIVATE LABEL**

Custom branding & private label solutions tailored to your needs.

**BULK SUPPLY**

Large scale manufacturing capacity ensuring consistent supply & on-time delivery.

**CUSTOMIZED BLENDS**

Bespoke blends crafted to match your taste profile & market demand.

**PACKAGING SOLUTIONS**

Wide range of packaging formats with high quality & food safety standards.

**GLOBAL EXPORTS**

Serving 40+ countries with reliable logistics & world-class quality.

# Our Products Range















# Production of Instant Coffee

vintage COFFEE
GREAT AROMA...RICH TASTE

**01 SEED SELECTION**
Cultivation begins with selection of right seeds for planting

**02 NURSERY**
Seeds are germinated to grow young coffee plants

**03 PLANTING**
Seedlings are transplanted into suitable soil and climate conditions

**04 HARVESTING**
Ripe coffee cherries are carefully harvested by hand or machine

**05 PROCESSING**
Coffee cherries are processed to remove the outer skin & pulp

**06 DRYING**
The coffee beans are dried to reduce moisture content

**07 MILLING**
Dried beans are milled to remove the parchment layer and husk

**08 EXPORT**
Processed coffee beans are sorted, graded, and packed for export

**09 ROASTING**
Green beans are roasted to bring out their rich flavor & aroma

**10 GRINDING**
Roasted beans are ground into fine particles to maximize surface area for extraction

**11 EXTRACTION**
Soluble compounds are pulled out of the coffee using hot water

**12 EVAPORATION**
Water is removed from the brewed coffee to concentrate its flavor and aroma

**13 SPRAY DRYING**
Atomized coffee is sprayed into hot air, forming fine droplets that dry instantly into powder

**14 AGGLOMERATION**
Fine coffee particles are combined into larger granules to improve solubility and texture



# Production of Chicory

## Journey From **ROOT to INSTANT CHICORY**




**100% NATURAL ORIGIN CHICORY**

# Global Certification & Quality Compliance

## WORLD-CLASS MANUFACTURING STANDARDS

Vintage Coffee operates with internationally recognized quality systems that ensure food safety, regulatory compliance, product consistency, and seamless exports to global markets.

- Food Safety Compliance
- International Quality Standards
- Government Recognized Export Certifications
- Halal Certified Manufacturing
- Export-Oriented Facility
- Global Customer Compliance

KOSHER CERTIFIED

FSSAI

BRCGS FOOD CERTIFICATE

ISO 9001:2000 (SGS)

HALAL INDIA CERTIFIED

COFFEE BOARD OF INDIA

AP COFFEE BOARD (GOVT. OF INDIA)

FIEO

SPECIAL ECONOMIC ZONE (SEZ)

GLOBAL EXPORT READY | INTERNATIONAL QUALITY STANDARDS | CERTIFIED MANUFACTURING FACILITY | TRUSTED BY GLOBAL CUSTOMERS



# MANAGEMENT TEAM



# Founder Profile

# BALAKRISHNA TATI

## CHAIRMAN & MANAGING DIRECTOR



"With over **three decades of experience** in the coffee industry, the Founder has held key positions with leading organisations **such as Tata Coffee and Vayhan Coffee.** His extensive industry exposure has given him a deep understanding of consumer preferences and international coffee markets, particularly the importance of preserving coffee's aroma, flavour and distinctive character.

Drawing on this experience, Vintage Coffee has been established with state-of-the-art equipment, including Probat roasting systems, automated extraction facilities and an enhanced aroma-recovery system enabling consistent quality and customized coffee solutions at scale.

Under his leadership, the Company has strengthened its quality assurance, quality control and customer-service processes. The plant was commissioned in record time, demonstrating the team's strong execution capabilities and its commitment to establishing new benchmarks in instant coffee manufacturing and customer service."

### EDUCATION

PG - International Trade &
BA, LLB

**Osmania University**

### EXPERIENCE

**30+ YEARS**

of rich experience in the Coffee Industry across operations, quality, customer relationships & business development.

### EX-COMPANIES

Tata Coffee

Renowned for his role in elevating sales at Tata Coffee Ltd from US$ 3 million to US$ 50 million



*" Driven by quality, powered by experience, committed to excellence.*

# Key Personnel



## CONJEEVARAM JAWAHAR

**Director – Sales & Marketing**

**Ed EDUCATION**

M.A, Economics, M.B.L, Law
Andhra University

**Ex EXPERIENCE**

31+ Years
in Sales, Marketing, International Trade & Business Development

**Xp EXPERTISE**

Sales & Marketing, International Trade, Brand Development, Strategic Partnerships

**Co EX-COMPANIES**

Tata International,
Tata Coffee



## VENKATESWARLU T

**Deputy Managing Director**

**Ed EDUCATION**

M.Tech
Polymer Science
CIT, Chennai

**Ex EXPERIENCE**

23+ Years
in Manufacturing, Operations & Process Optimization

**Xp EXPERTISE**

Production Management, Process Improvement, Quality Systems

**Co EX-COMPANIES**

Biological E Limited
Gland Pharma
Aurobindo Pharma



## SAI TEJA TATI

**Executive Director**

**Ed EDUCATION**

B.Tech
Chemical Engineering
CBIT, Hyderabad

**Ex EXPERIENCE**

4+ Years
in Operations, Strategy & Business Development

**Xp EXPERTISE**

Strategic Planning, Business Expansion, Operational Excellence



## INDRA HANDIQUE

**CEO – CPD Unit**

**Ed EDUCATION**

B.Tech
Chemical Engineering
BITS Pilani

**Ex EXPERIENCE**

30+ Years
in Engineering, Projects & Manufacturing (Fertilizer Industry)

**Xp EXPERTISE**

Project Execution, Plant Operations, Engineering Management, Process Efficiency

**Co EX-COMPANIES**

Tata Chemicals



## Y KRANTHI KUMAR

**Chief Financial Officer**

**Ed EDUCATION**

CA(ICAI) ,MBA (Finance)

**Ex EXPERIENCE**

14+ Years
in Finance, Accounts, Taxation & Corporate Compliance

**Xp EXPERTISE**

Financial Planning, Compliance, Internal Controls, Fund Management

**Co EX-COMPANIES**

Vishal Personal Care
Vibha Seeds Group

## OUR COLLECTIVE STRENGTH

01 **100+ Years of Combined Experience**

02 **Diverse Expertise Across Operations, Engineering, Finance & Marketing**

03 **Strong Track Record in Leading Organizations & Global Markets**

04 **Driven by Innovation, Integrity & Long-term Value Creation**

# MANUFACTURING FACILITIES



# Manufacturing Facility

*Two certified facilities* ***(Near Hyderabad)***

## Plant 1
### Instant Coffee Division 1
Rachur Village, Veldanda Mandal,
Nagarkurnool District, Telangana – 509360

## Plant 2
### Chicory Products Division
Singaipally Village, Wargal Mandal, Siddipet
District, Telangana -502279

The Hon'ble NCLT, Hyderabad Bench, approved the merger of **Vintage Coffee Private Limited** and **Delecto Foods Private Limited** (both wholly owned subsidiaries) with Vintage Coffee & Beverages Limited on 3rd August 2026.
From the Effective Date, **the entire business will operate under a Vintage Coffee & Beverages Limited.**

**11,000 MT**
Capacity
Spray Dried & Agglomerated Instant Coffee

**2,000 MT**
Capacity
Instant Chicory

**5,000 MT**
Capacity
Packing

## Process Flow

**Coffee Beans** → **Cleaning** → **Roasting** → **Grinding** → **Evaporations** → **Extraction** → **Spray Drying** → **Agglomerated** → **Packing** → **Exports**

- **Coffee Beans**: Sourcing of premium coffee beans
- **Cleaning**: Cleaning and quality sorting
- **Roasting**: Precision roasting for optimal flavor
- **Grinding**: Consistent grinding for perfect extraction
- **Extraction**: Advanced extraction technology
- **Spray Drying**: spray-drying methods
- **Agglomerated**: AGGLOMERATED INSTANT COFFEE
- **Packing**: Premium packaging solutions
- **Exports**: Global distribution network

# Capacity Utilization

**100%**
CAPACITY UTILIZATION

**11,000 MTPA**
ENHANCED INSTALLED CAPACITY

**DEMAND DRIVEN GROWTH**
Consistent order execution across quarters

**5,500 MTPA**
NEXT GROWTH ENGINE
FREEZE-DRIED COFFEE
PLANT UNDER CONSTRUCTION

## FULL CAPACITY ACHIEVED

100% utilization of the enhanced 11,000 MTPA Spray Dried Instant Coffee plant during Q1 FY27, demonstrating strong operational execution.

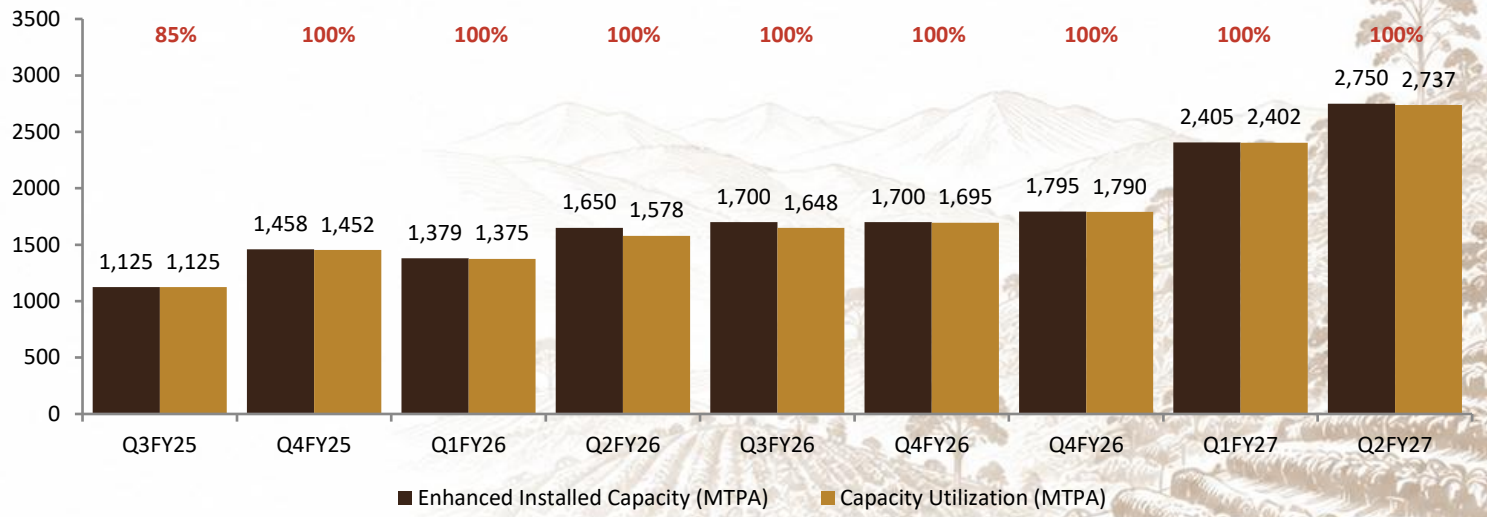
## STRONG ORDER BOOK

Existing customer demand has enabled the Company to maintain 100% capacity utilization, with a healthy order pipeline supporting production in Q2 FY27.

## PLANNED MAINTENANCE COMPLETED

Annual maintenance shutdown was successfully completed during Q1 FY27 without impacting operational readiness.

## CAPACITY UTILIZATION TREND (%)




## KEY TAKEAWAYS

- Capacity utilization reflecting strong customer demand and efficient plant operations.
- The Company maintained full utilization across consecutive quarters despite annual maintenance, highlighting operational excellence.
- Existing order visibility supports continued production at full capacity in Q2 FY27.

**OPERATING AT FULL CAPACITY TODAY.**
**EXPANDING FOR TOMORROW.**

Vintage Coffee has consistently operated at optimal capacity while investing in the next phase of growth through a new Freeze-Dried Coffee facility, positioning the Company for sustainable volume expansion and long-term value creation.

**STRONG TODAY. STRONGER TOMORROW.**

## Plant 1






## Plant 2






# Manufacturing Facility Photos



01 De stoner



02 Probat Profile Roaster



03 Extraction




04 Evaporation



05 Aroma Addback



06 Spray Dryer



07 Agglomeration



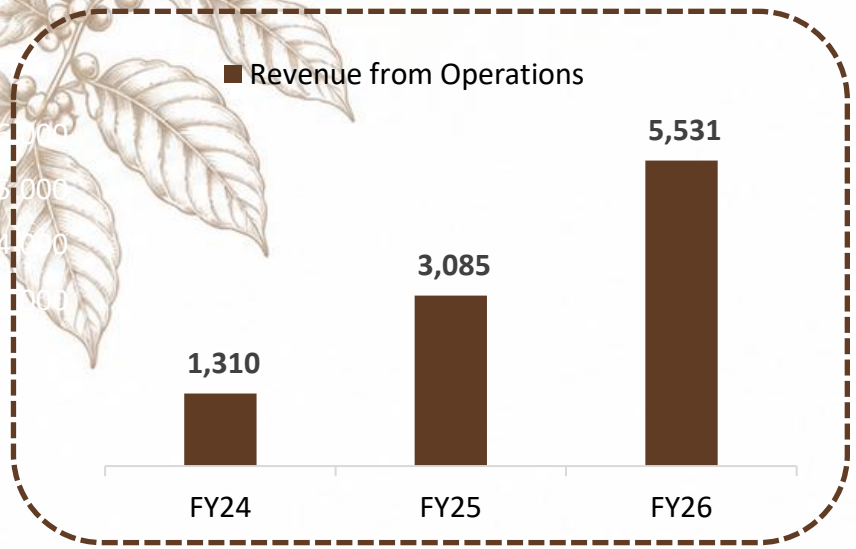
08 Warehouse

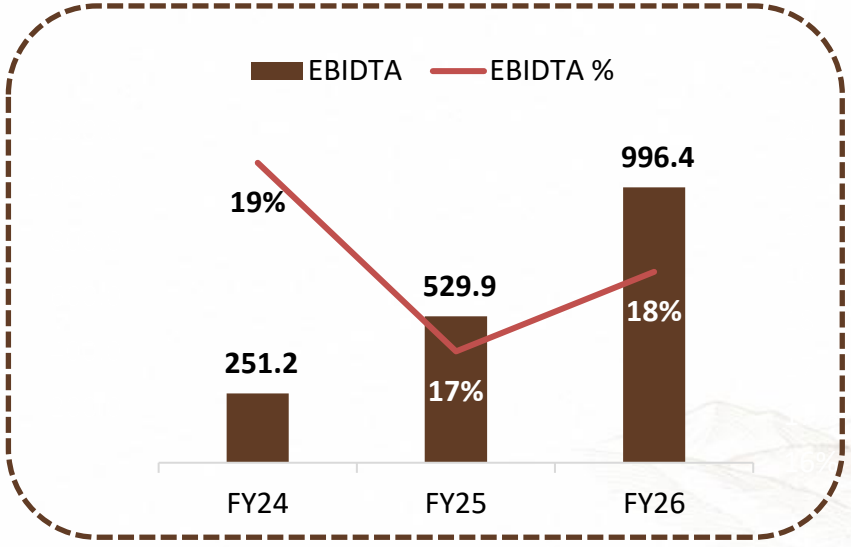
State-of-the-art Technology | Consistent Quality Assurance | Precision in Every Step | Efficient Processes Higher Productivity | Committed to Excellence

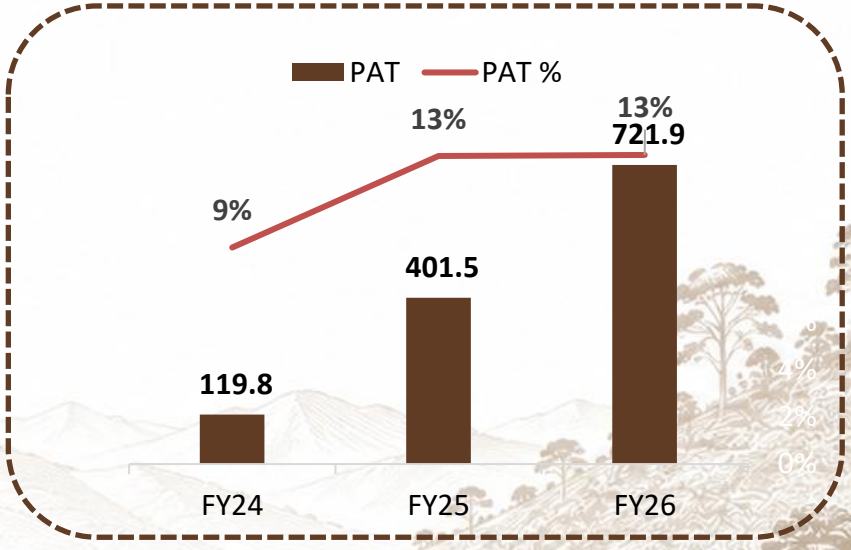
# BUSINESS PERFORMANCE

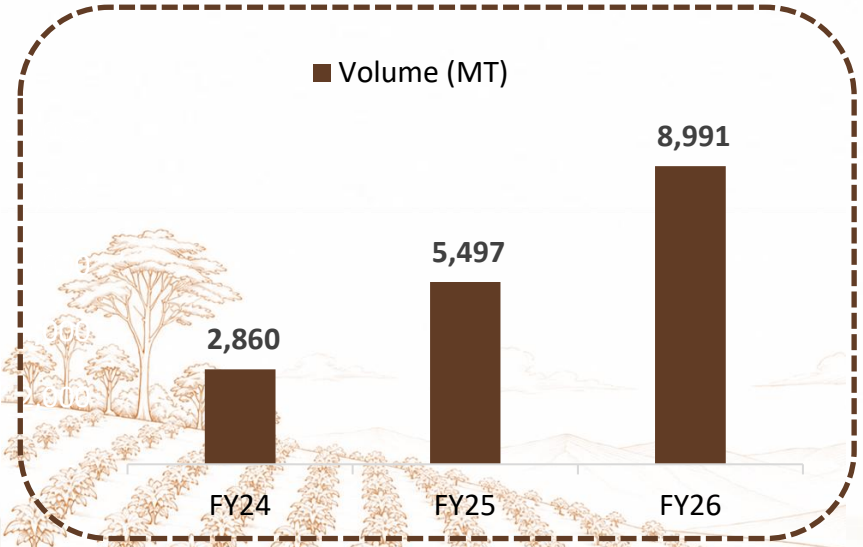


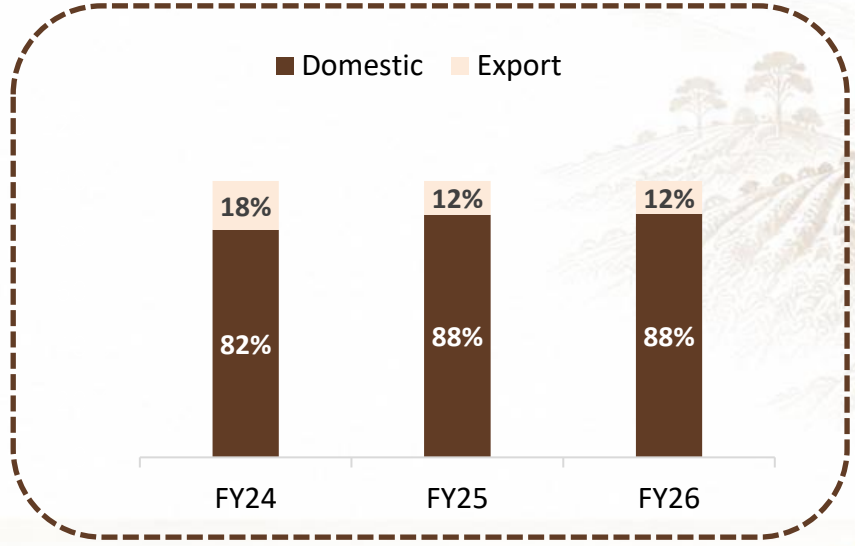
# Annual Performance (INR Mn)

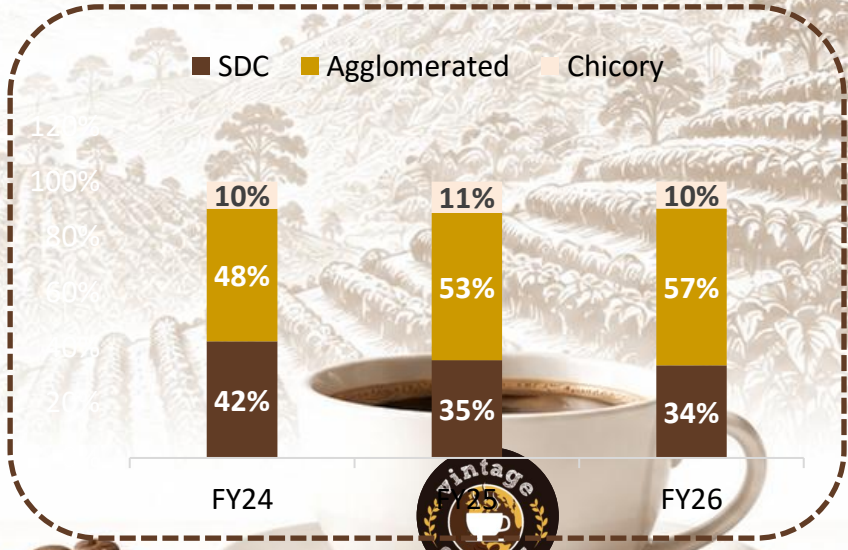


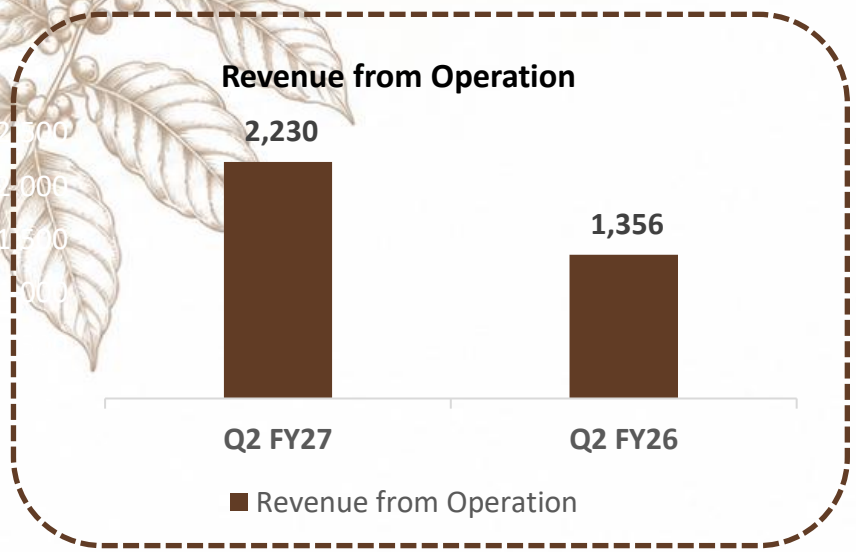



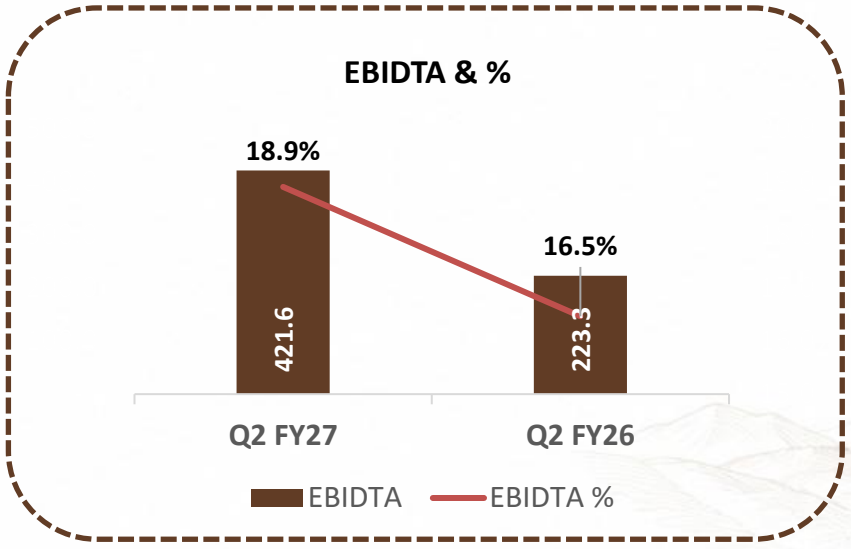



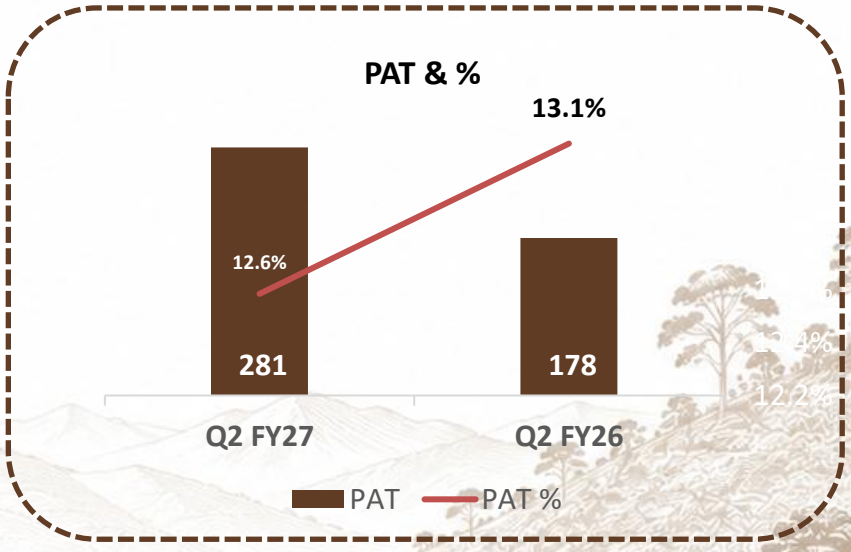



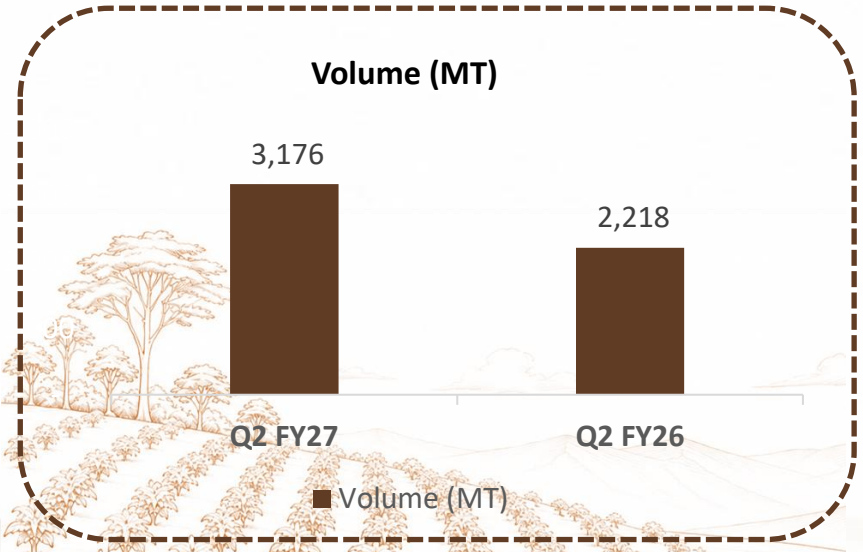

# Revenue represents consolidated figures (excludes other income)
## EBIDTA excludes other income
*Figures are rounded to nearest number for ease of reporting

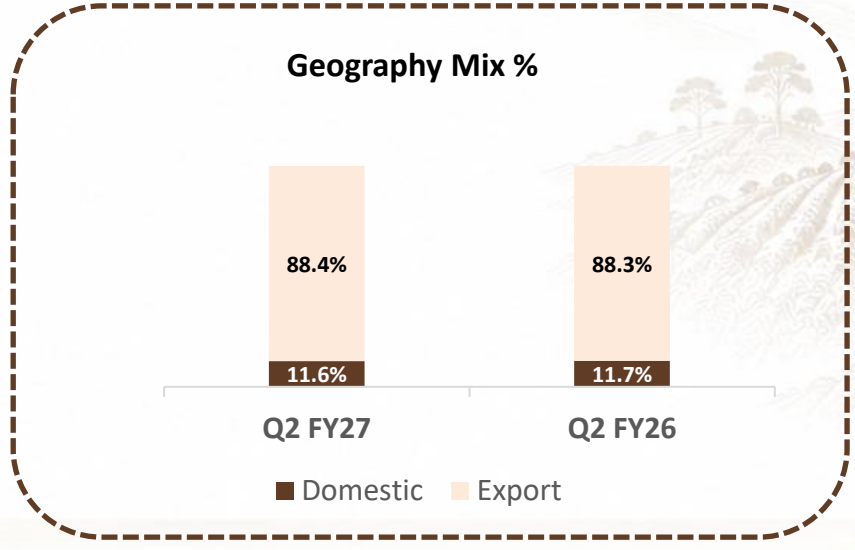
# Q2 FY27 vs YoY Performance (INR Mn)

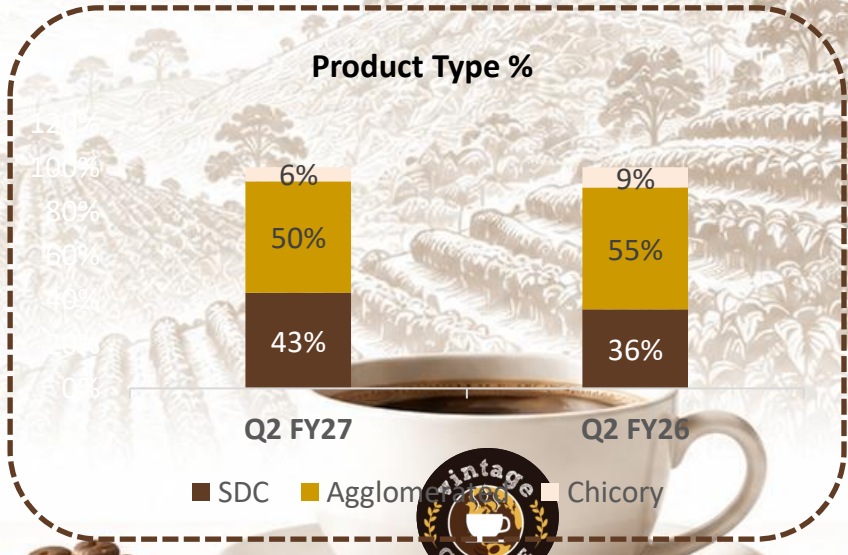


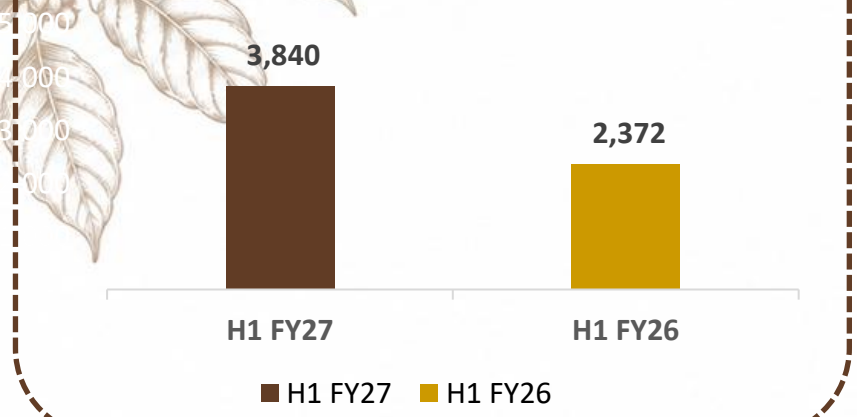



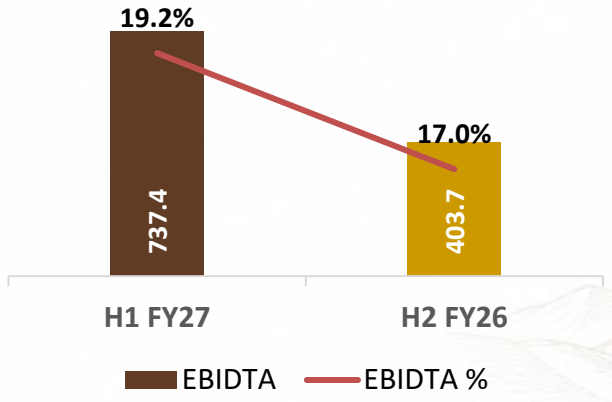

# Revenue represents consolidated figures (excludes other income)
## EBIDTA excludes other income
*Figures are rounded to nearest number for ease of reporting

# H1 FY27 vs YoY Performance (INR Mn)

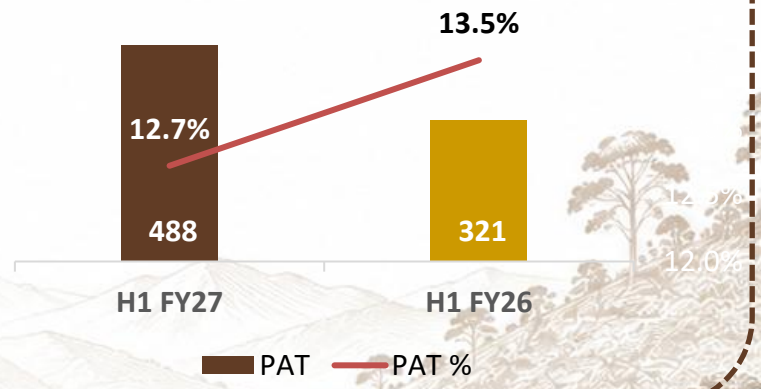
## Revenue from Operation



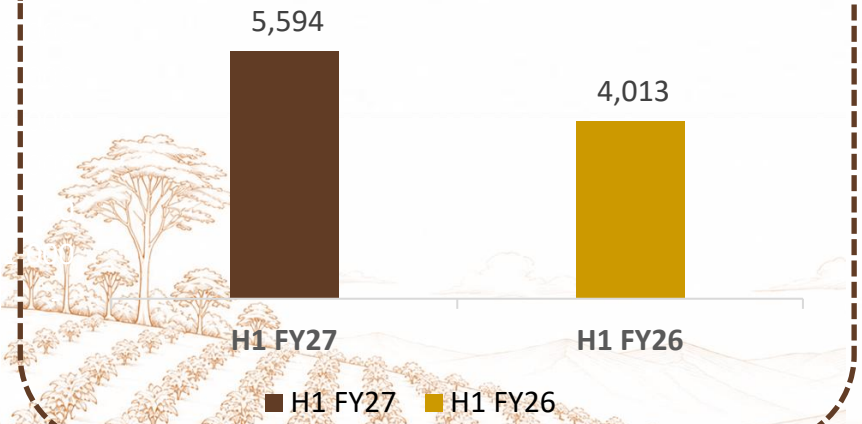

## EBIDTA & %



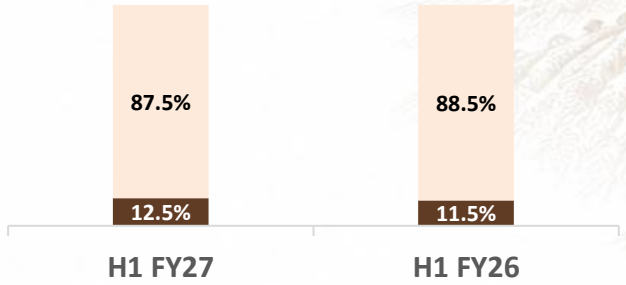

## PAT & %



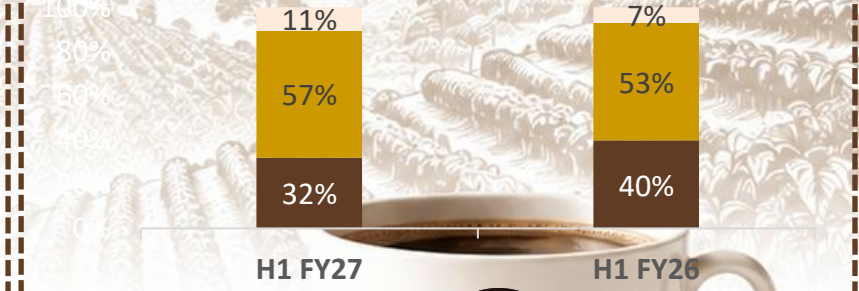

## Volume (MT)




## Geography Mix %

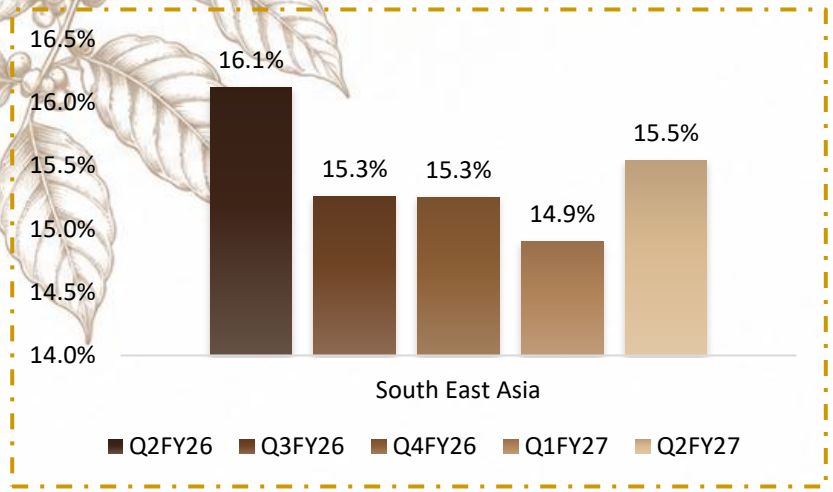


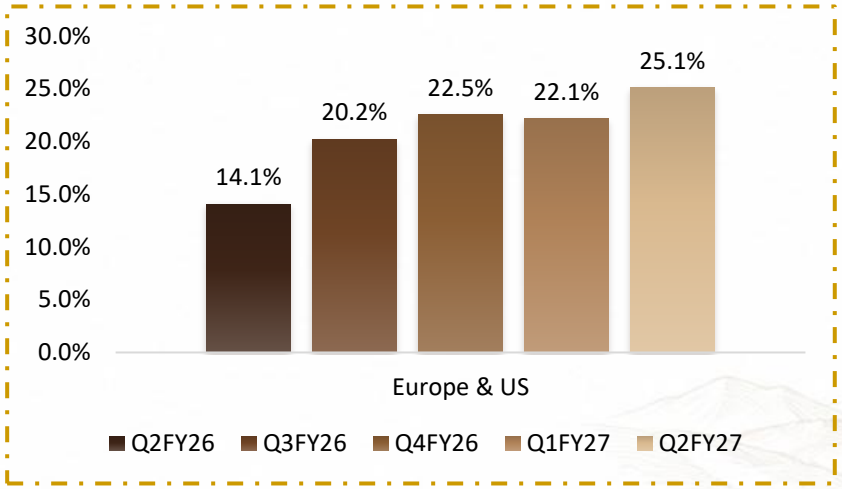

## Product Type %

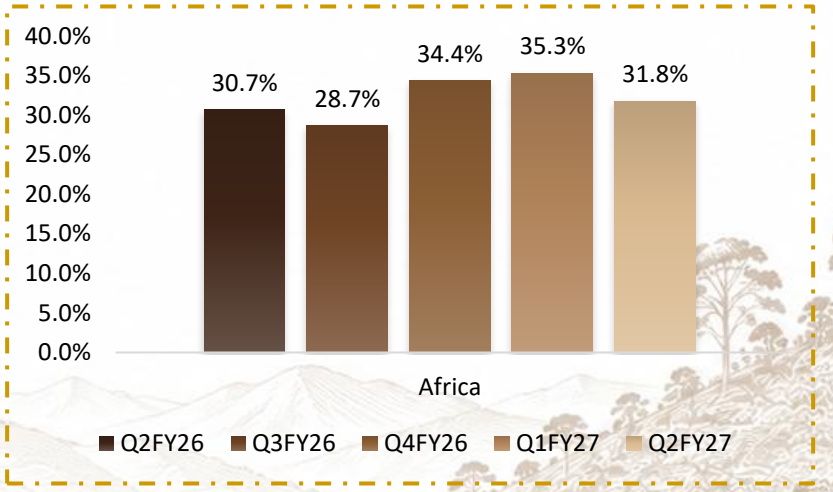


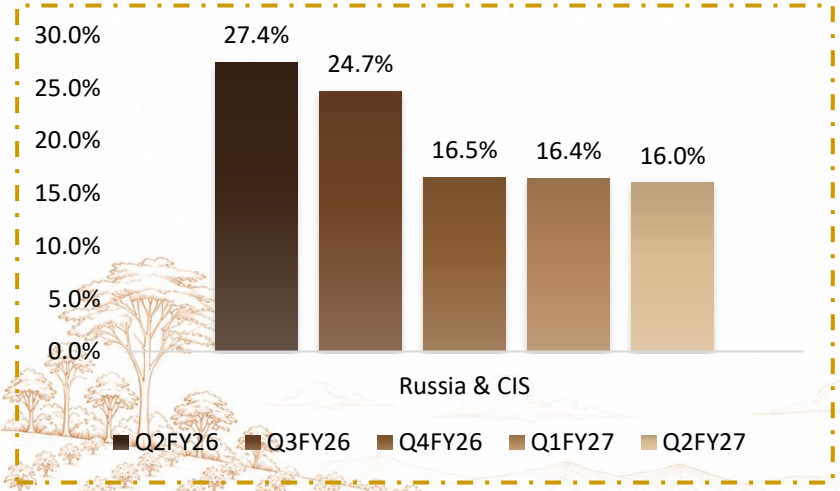

# Revenue represents consolidated figures (excludes other income)
## EBIDTA excludes other income
*Figures are rounded to nearest number for ease of reporting

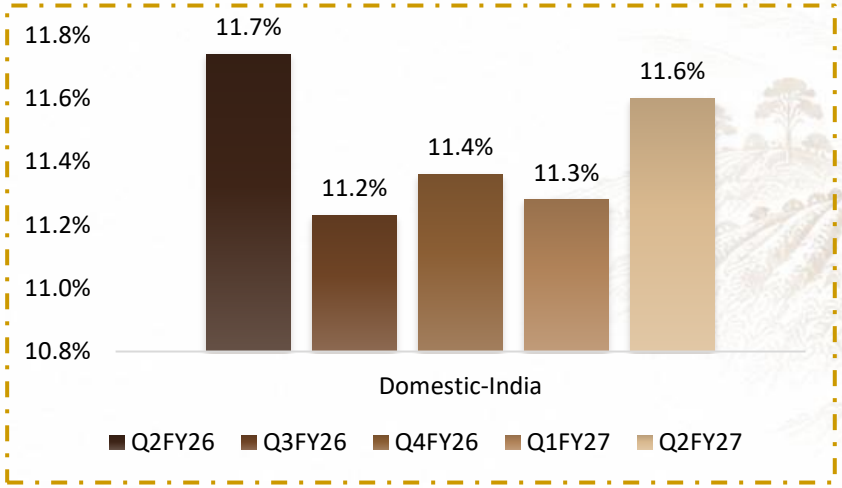
# Geographical Mix %

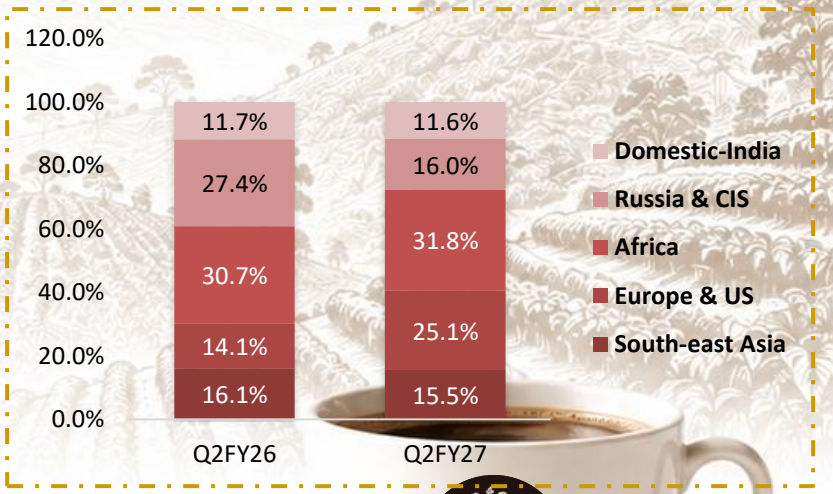


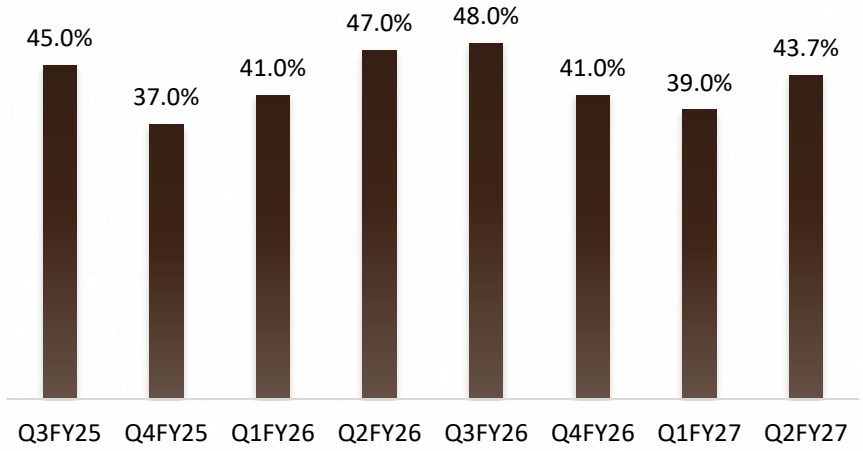



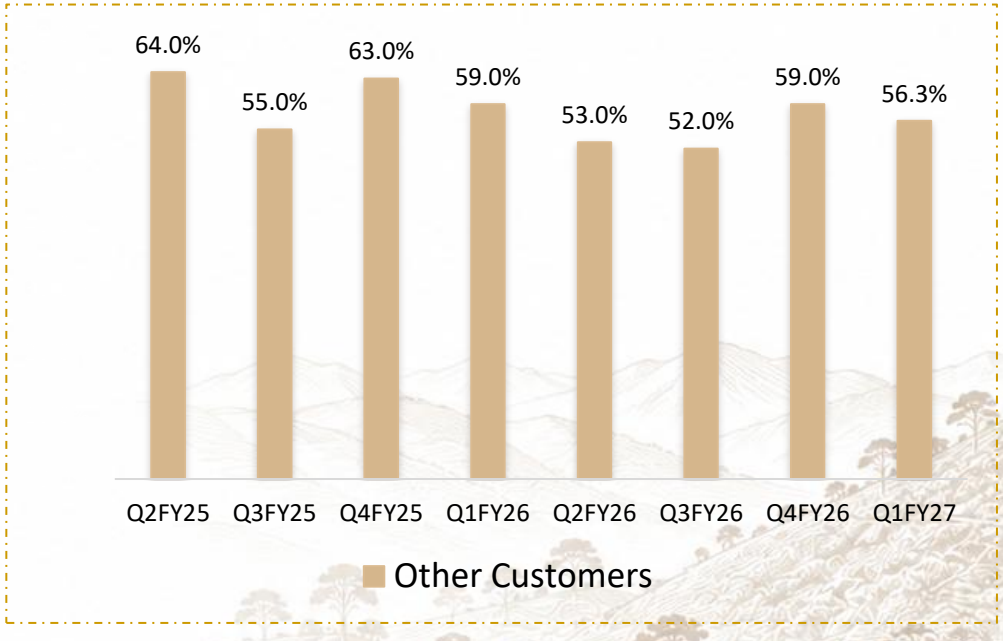



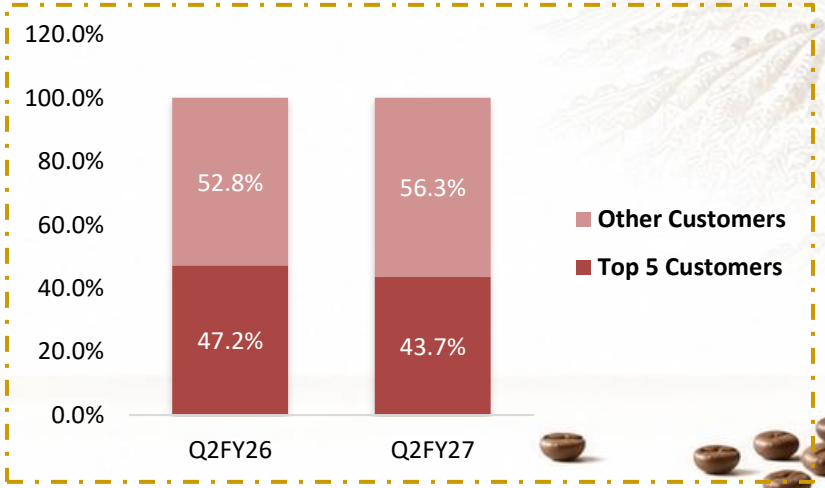




#Revenue represents consolidated figures
##Operating profit excludes other income
*Figures are rounded to nearest number for ease of reporting

# Customer Mix %



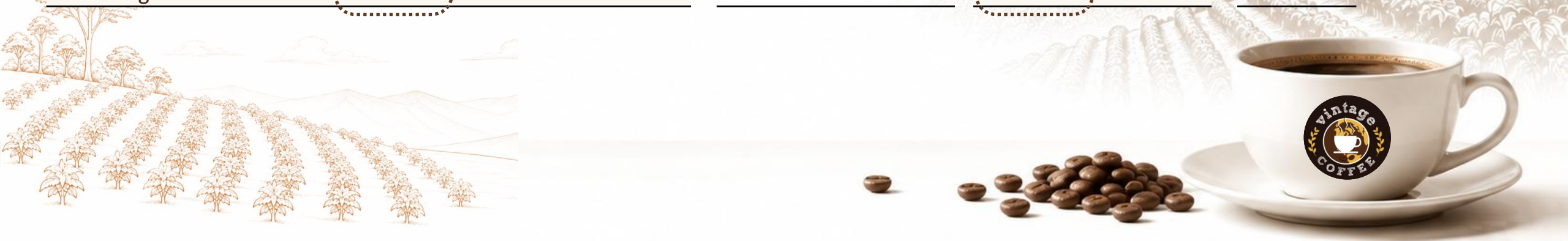




#Revenue represents consolidated figures
##Operating profit excludes other income
*Figures are rounded to nearest number for ease of reporting

# Summary Profit & Loss Statement

| Particulars (INR Mn) | Q2FY27 | Q1FY27 | Q2FY26 | % Growth QoQ % | % Growth YoY % | H1 FY27 | H1 FY26 | % Growth H1 |
|---|---|---|---|---|---|---|---|---|
| **Revenue** | **2,229.7** | **1,610.0** | **1,356.1** | **38.5%** | **64.4%** | **3,839.7** | **2,372.2** | **61.9%** |
| **Gross Profit** | **614.5** | **465.1** | **334.0** | **32.1%** | **84.0%** | **1,079.6** | **603.9** | **78.8%** |
| Gross Margin % | 27.6% | 28.9% | 24.6% | | | 28.1% | 25.5% | |
| Expenses | 192.9 | 149.2 | 110.6 | | | 342.2 | 200.2 | |
| **EBITDA** | **421.6** | **315.9** | **223.3** | **33.5%** | **88.8%** | **737.4** | **403.7** | **82.7%** |
| EBITDA Margin % | 18.9% | 19.6% | 16.5% | | | 19.2% | 17.0% | |
| Depreciation | 34.5 | 28.2 | 23.6 | | | 62.7 | 41.8 | |
| **EBIT** | **387.1** | **287.7** | **199.7** | **34.6%** | **93.8%** | **674.7** | **361.9** | **86.5%** |
| Finance cost | 24.3 | 24.8 | 15.9 | | | 49.1 | 32.6 | |
| Other Income | 16.9 | 15.9 | 14.0 | | | 32.8 | 24.3 | |
| **PBT** | **379.7** | **278.8** | **197.9** | **36.2%** | **91.8%** | **658.5** | **353.5** | **86.3%** |
| **PAT** | **280.6** | **207.9** | **178.3** | **34.9%** | **57.3%** | **488.5** | **320.7** | **52.3%** |
| PAT Margin % | 12.6% | 12.9% | 13.1% | | | 12.7% | 13.5% | |



# Freeze-dried coffee (FDC) Project: timeline, capex, ramp, demand coverage, margins

Building state-of-the-art Freeze Dried Instant Coffee Plant

| 01 | 03 | 04 | 05 | 06 | 02 |
|---|---|---|---|---|---|
| **LAND SECURED** | **EQUIPMENT ORDERS PLACED** | **PROJECT FUNDING IN PLACE** | **CONSTRUCTION & INSTALLATION** | **COMMISSIONING** | **LOIs SECURED** |
| **Completed** | **Q1–Q2 FY26** | **Q1–Q2 FY26** | **Q3 FY26 – Q4 FY27** | **H1 FY28** | **Completed** |
| ✓ Land has been secured in the Telangana Food Processing Zone (TSFPZ). | ✓ Orders for key equipment from Europe already placed. | ✓ Total project cost around ₹500–550 crore, funded by a mix of equity/internal accruals and ECB/other debt. | ✓ Plant construction and installation of equipment in progress. | ✓ Guided for commissioning around H1 FY28 | ✓ Letters of Intent (LOIs) have been secured for a large part of the freeze dried capacity. |

**Commercialization of the FDC plant is expected to increase the share of value-added products, supporting the Company's overall business performance**




**CAPACITY:** First Freeze Dried Plant of about 5,500 MT per annum

**FOCUS:** Premium Freeze Dried Instant Coffee, preserving more flavor and aroma

# GO-Green Initiatives

01 Actively supports local endeavors such as school and temple support, water for drinking and farming, and providing employment opportunities.

02 Operates a large ETP plant with zero liquid discharge, utilizing treated water for gardens and other utilities.

03 Implements rainwater harvesting techniques to replenish groundwater.

04 Uses LPG gas in roaster for clean burning instead of wood firing.

05 Spent coffee is used as a boiler fuel to save conventional fuel.

06 Utilizes rice husk (instead of coal) as bio-fuel for boilers.

07 Actively exploring solar power for its operations.






# Media Gallery


























# Thank You

We appreciate your time and interest.

**Let's brew success together.**


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