To,

Date: 30.01.2026

BSE Limited, P.J. Towers, Dalal Street, Mumbai-400001 Scrip Code: 538920	National Stock Exchange of India Limited, Exchange Plaza, Bandra- Kurla Complex, Mumbai 400051 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 — January 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: 2026.01.30 10:57:58 +05'30'

VINTAGE COFFEE AND BEVERAGES LIMITED

Balakrishna Tati
Chairman & Managing Director
DIN: 02181095

Vintage Coffee and Beverages Ltd.

Investor Presentation – January 2026

BSE VINCOFE | 538920

NSE 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 grm



Satchets
1 grm to 1 kg



Pouches
45 grm to 1 kg

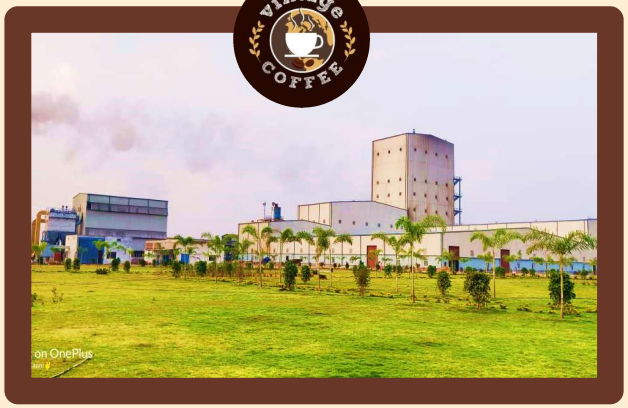


25kg
Corrugated Box


VINC FE
COSSEE
GOLDEN BEAN
INSTANT COFFEE
ROAST & GROUND

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.

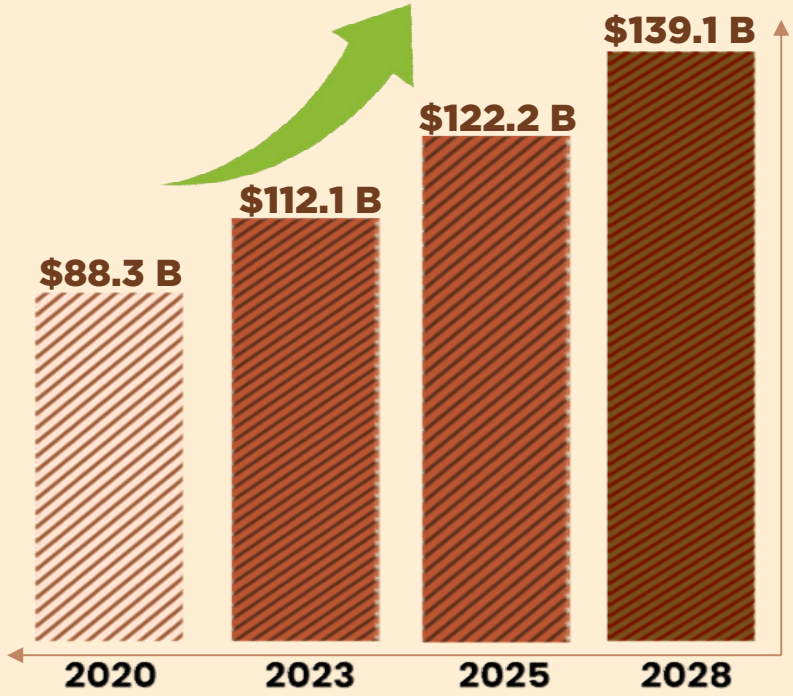
Coffee Market Analysis



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



Northern Europe **dominates** coffee consumption per capita

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

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

Source: https://venngage.com/blog/coffee-statistics/

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



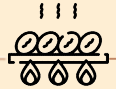
6. Drying:
The coffee beans are dried



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



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



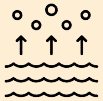
9. Roasting:
Green beans are roasted to bring out their flavors



10. Griding:
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

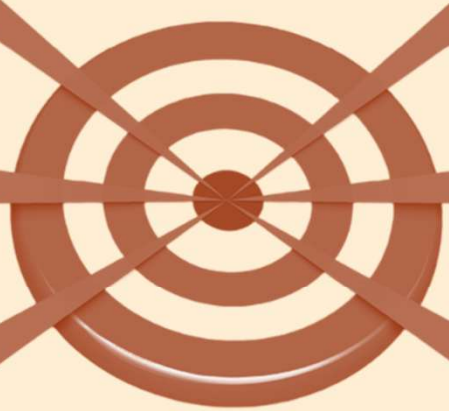


Become the top supplier of soluble coffee in the industry by winning customer hearts.

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.



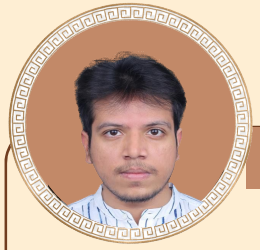
Key Personnel



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.



Sai Teja Tati

Executive Director

Mr. Sai Teja Tati is a skilled Professional with a background in chemical engineering from one of the reputed universities in India. Mr.Sai Teja Tati has a strong aptitude in business strategies and has consistently demonstrated the ability to bridge technical expertise with market-driver solutions. In addition to his technical and business acumen, Mr.Sai Teja Tati is a proactive and results oriented professional who thrives in dynamic environments.



Venkateswarlu T

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%.



Indra Handique

COO (DFPL)

With a B.Tech in Chemical Engineering from BITS Pilani. Worked at Tata Chemicals for 7 years and was fully involved in erection of fertilizer plant. has 30 years experience in Tata Coffee, Vintage Coffee and Delecto Foods and is fully acquainted with process and Production of Instant Coffee and Instant Chicory and in development of new blends.



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

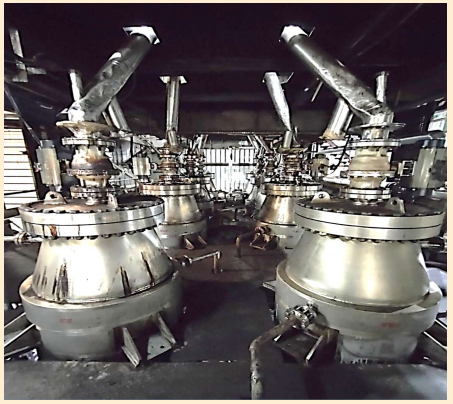
Plant Gallery



De stoner



Probat Profile Roaster

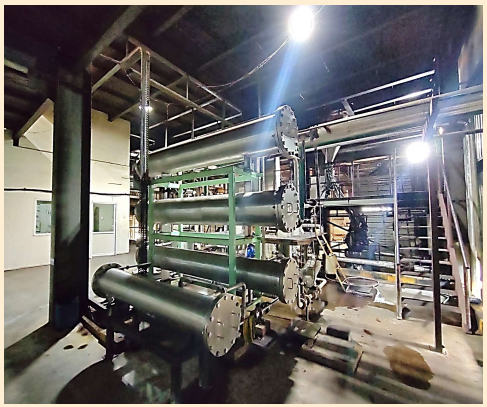


Extraction



Evaporation

Plant Gallery



Aroma Addback



Spray Dryer



Agglomeration



Electronic Controls

Plant Gallery



Remote Monitoring



Quality Control

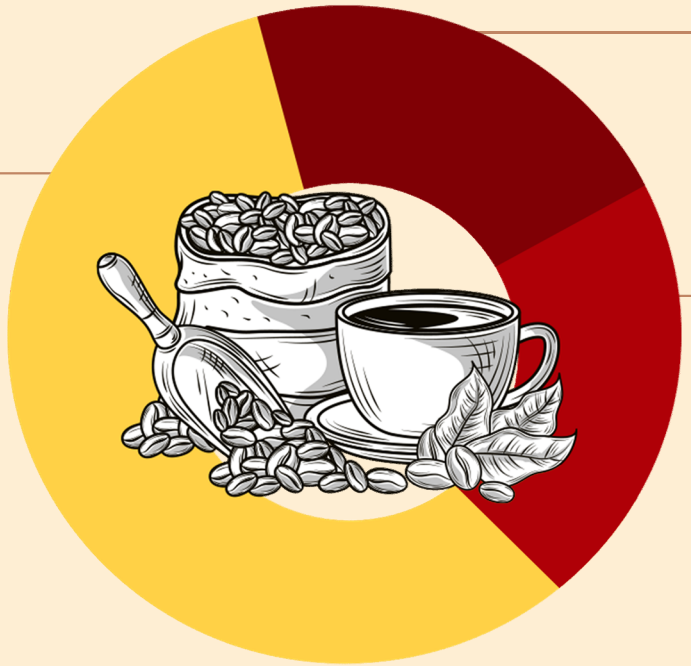


Warehouse

Installed Production Capacity

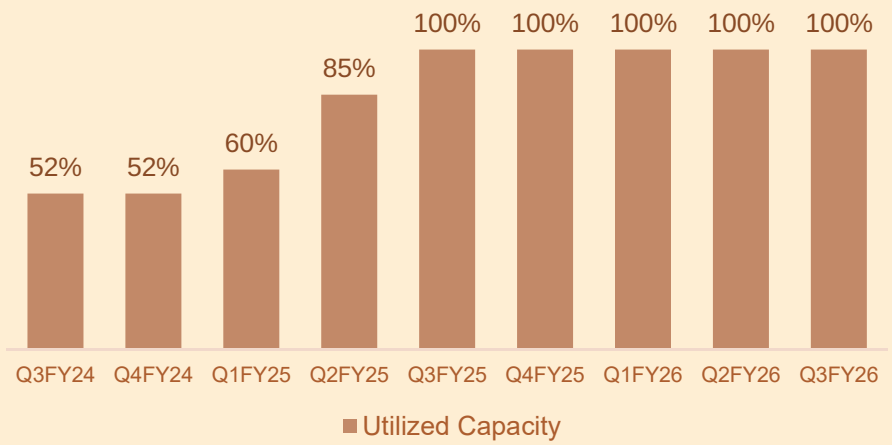
1700 mt/yr
Instant Chicory

6500 mt/yr
Spray Dried & Agglomerated
Instant Coffee



3000 mt/yr
Packing

Capacity Utilization

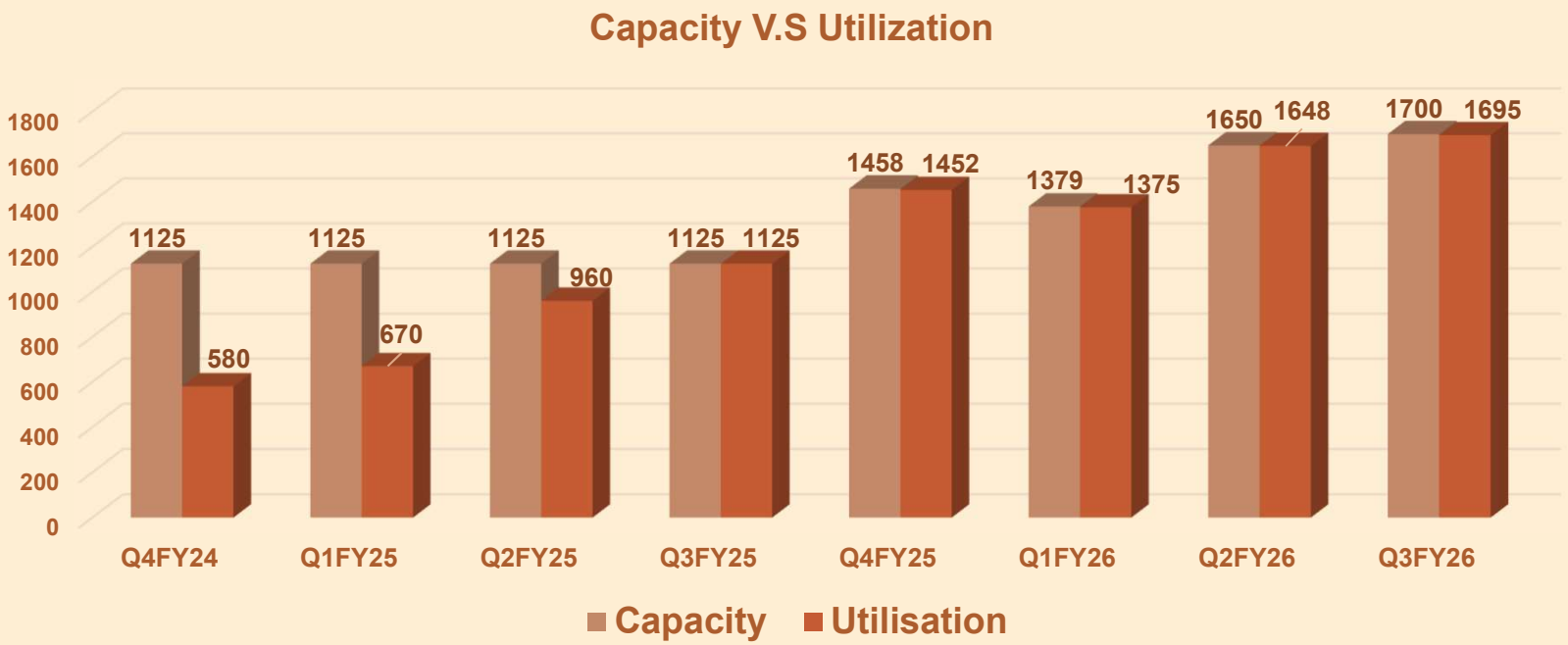


- During Q3FY26, company **utilized full enhanced capacity** of 6,500 tons per annum.
- The company is going to commission the additional capacity of 4,500 MTPA Spray-Dried and Agglomerated Coffee by the end of FY26, taking total capacity to 11,000 MTPA from the current 6,500 MTPA.
- Company has secured orders for execution in Q4 FY26.
- The Company has issued the Purchase Orders for procurement of Machinery to set up Greenfield Project of Freeze-Dried Coffee plant with an installed capacity of 5,500 MTPA and the project execution is progressing as per our plans.

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

Capacity V.S Utilization (MT)





*Figures are rounded to nearest number for ease of reporting. & Annual Maintenance activities carried out during the Q1FY26 hence the Production Capacity was low.

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 & Central America markets which has highest per capita coffee consumption

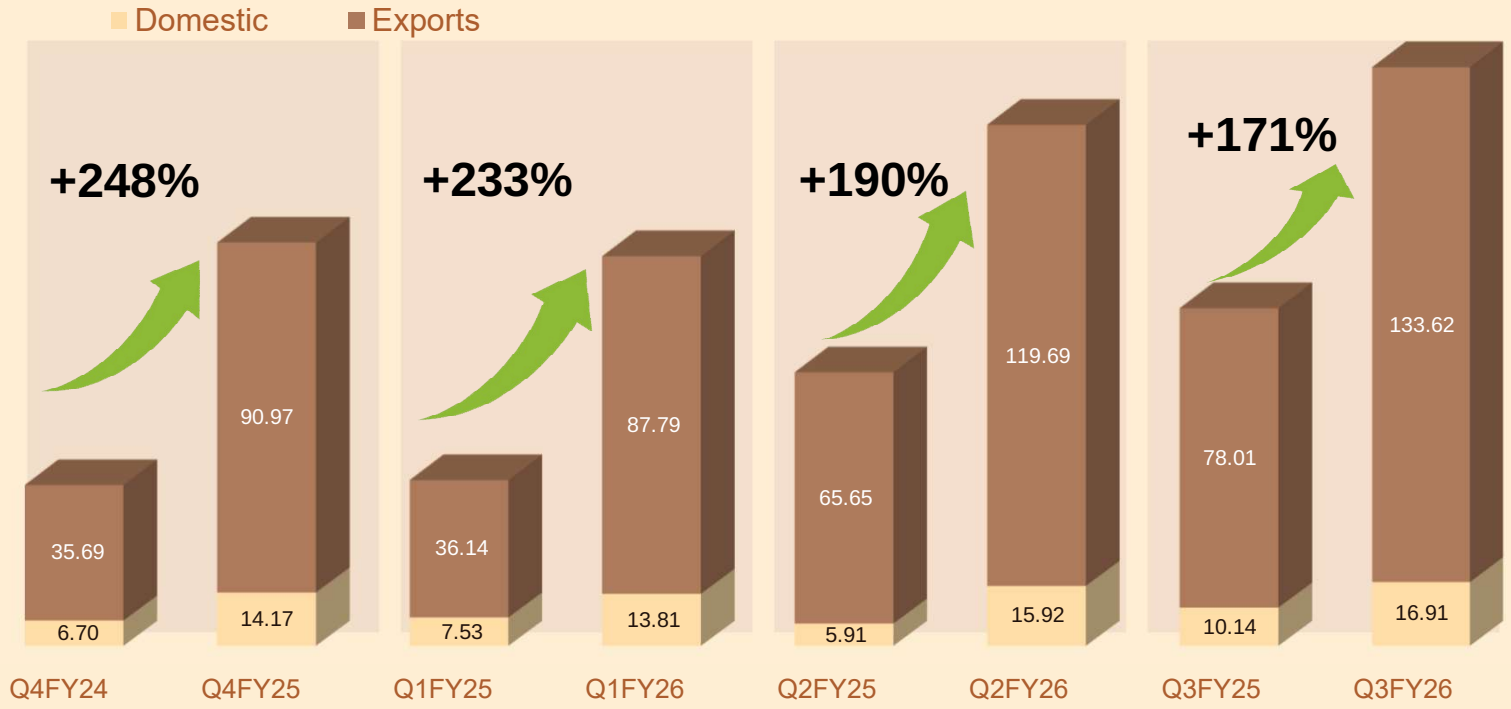
Planning aggressively to explore:

- **USA (#1 consumer market)**
- New Zealand
- Australia

Financial Performance



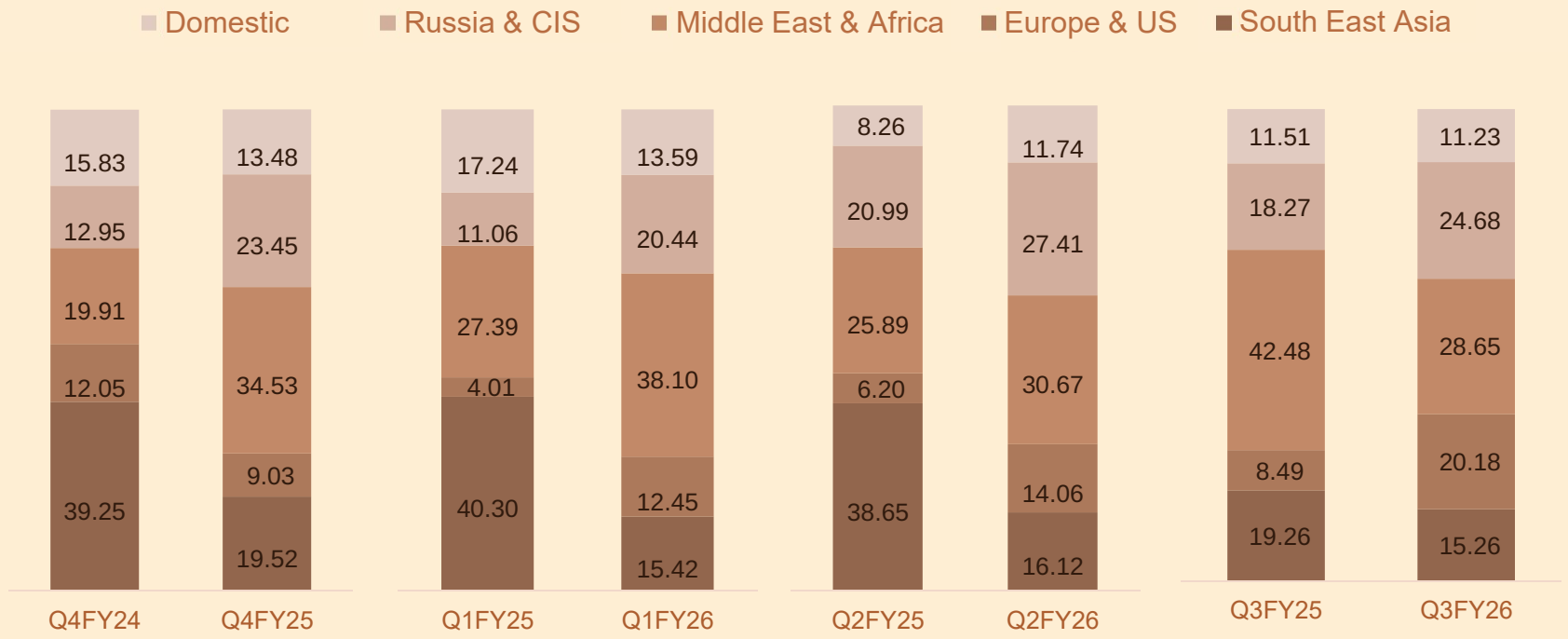
Revenue Mix



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

Geographical Sales Mix %

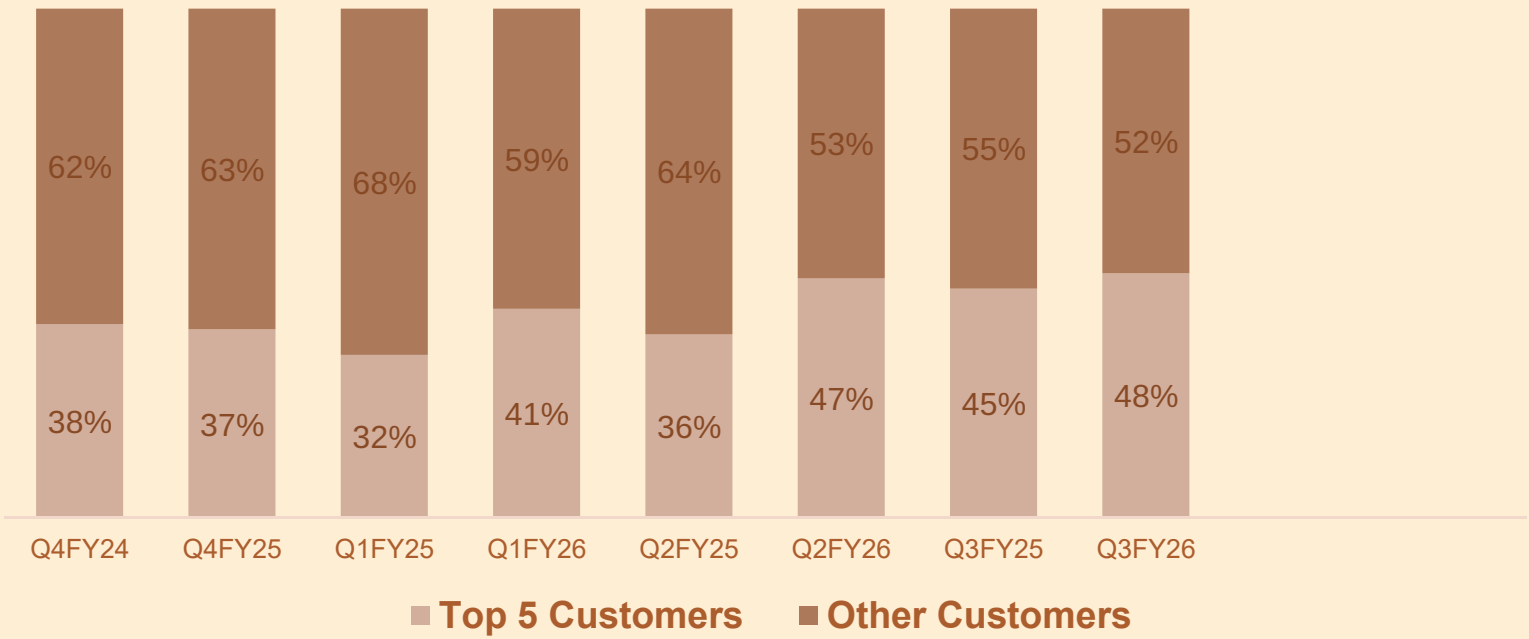




% of Total Sales
*Figures are rounded to nearest number for ease of reporting

Revenue Concentration

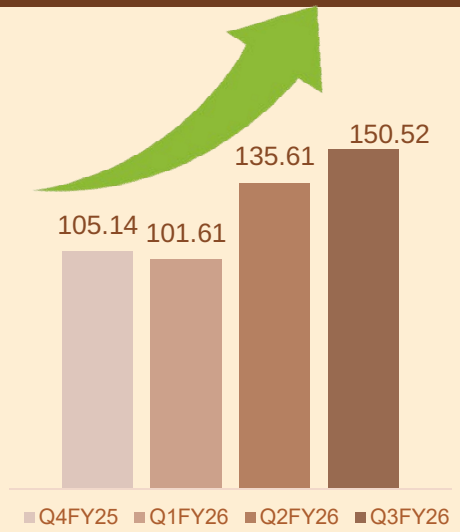




% of Total Sales

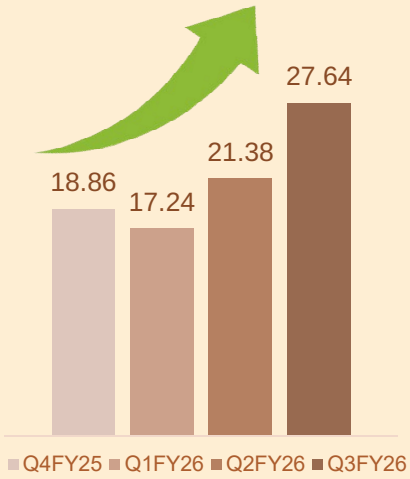
*Figures are rounded to nearest number for ease of reporting

Financial Highlights



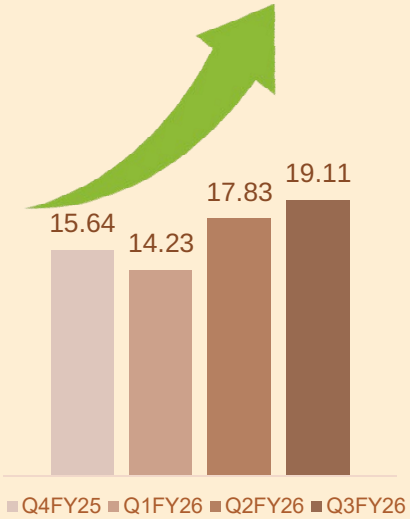
Revenue[#] (INR crore)

+143% yoy



Operating Profit[##] (INR crore)

+147% yoy



Net Profit (INR crore)

+122% 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

fssai

ISO 9001:2000 SGS

BRC FOOD CERTIFICATED

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DIRECTORATE GENERAL OF FOREIGN TRADE

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recognitions



Media Gallery














THANK YOU

Do you have any questions?

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