



*Good for
Everyone*

78th Annual General Meeting

Financial Year 2020-21

*Presented by
Mr. Chacko P. Thomas
Managing Director & CEO
Tata Coffee Limited*

Prioritizing Safety for all



Conducted 4 tribal health & blood donations camps in remote tribal regions of Coorg and Anamallais.
> 2000 beneficiaries across all age groups

Welfare team in COHA is facilitating vaccinations to the eligible workforce (18-45)
100% of the >45 years have all been vaccinated



Development and implementation of SOPs for plantations/ factories/ offices followed by regular audits

Ensured RTPCR test and safe quarantine facilities for all migrant and factory workers

At Swastha, differently-abled children volunteered to provide head gear and masks for the medical professionals, frontline staff in the region

At the corporate office, most of our employees took their first dose, in the vaccination drive organized by the TATA Group

The challenges were hard...

- **Decline in Global Consumption in crop year 20/21**
Consumption remains **~2% behind** total world's production of 169.6 Mn bags
- **Decline in Out-of-Home consumption :**
Sharp decrease of **~56%** in Europe alone. Recovery is expected in second half of 2021.
- **Impact on production due to nationwide lockdowns**
- **Disruptions in supply chain, delays in dispatches & exorbitant freight costs**
- **Unfavorable weather conditions, mid-year**
- **Workforce mobilization during harvest season**



WEAK TERMINALS
Coffee hitting multi-year lows in 2020

But we worked harder

Factors driving growth amidst the pandemic...



Plants operated at near peak capacities

Ventured into newer geographies

Higher SKU sales volume

Impressive yearly performance



TCVCL- State-of-the-art Freeze-Dried Instant Coffee facility in Vietnam. first off-shore project operating at ~93% utilization.

New Product Development and breakthroughs

Leaner cost structures

Awards and Recognitions- FD product from TCVCL, won the prestigious Robbert Timms award for best IC coffee in an overseas market

Coffee Plantations in South India

Propelling performance through...

- **Disintermediation and Premiumization efforts paid off well**
- **Highest ever Green Coffee Sales achieved in FY21**
- **Robust Cost Optimization initiatives driven throughout the year**
- **Digital Innovation and Precision farming**
- **Asset rejuvenation and its positive impact**
- **Diversification into newer crops and other resources**



South Indian Tea

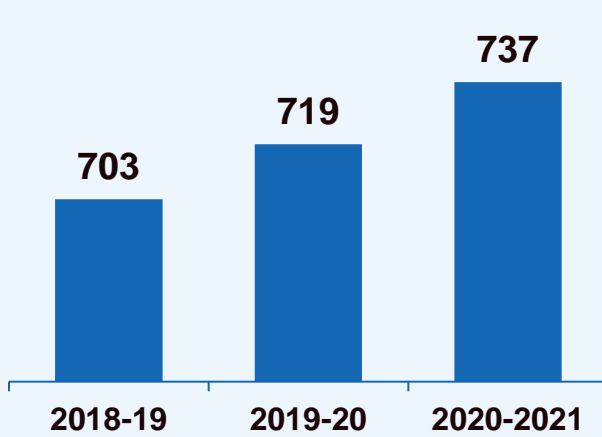
Pepper



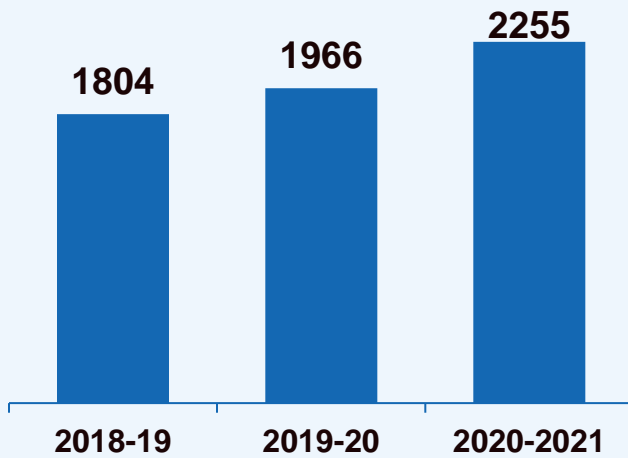
Leveraged the improved tea prices and implemented strategic initiatives to enhance efficiencies and increase yields

Focused on replanting of pepper, which resulted in substantial new vines. Strengthening the pepper vertical further as we expect good traction in pepper prices going forward.

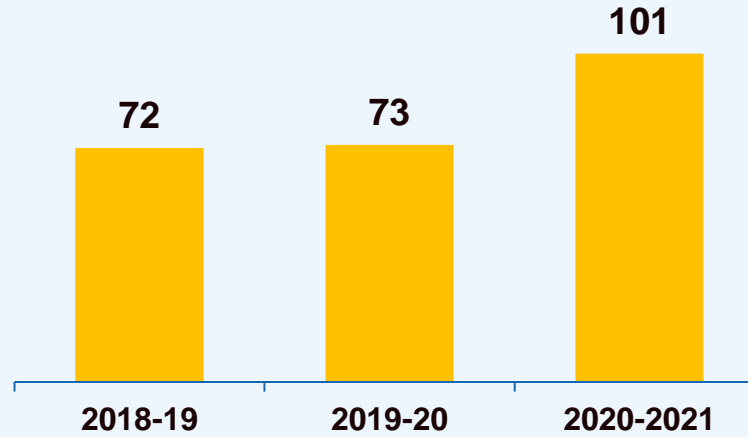
And the numbers are speaking!



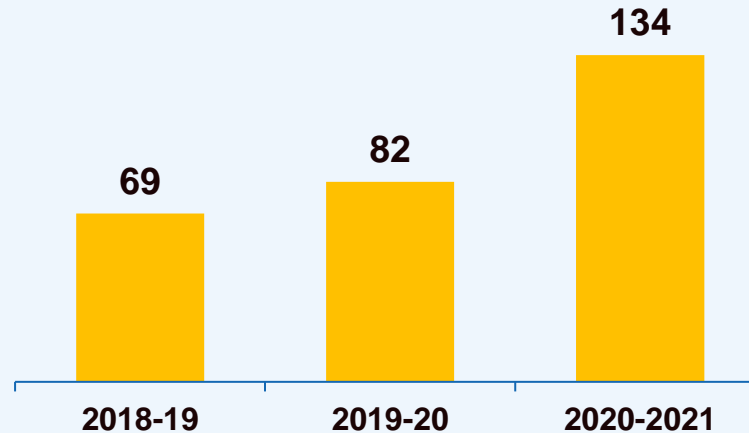
Revenue from Operations
INR Cr (Standalone)



Revenue from Operations
INR Cr (Consolidated)



Profit After Tax
INR Cr (Standalone)



Profit After Tax *
INR Cr (Consolidated)

(attributable to Shareholders of the Company)

Current Share Price

INR 188.25

Increase in Market Capitalization (31st March 2021 v/s SPLY)

INR 2240 Cr 2021 v/s INR 1049 Cr -

Dividend

INR 1.50 per share (150%)

Single-Origin coffees from Tata Coffee “Sonnets” –well received among the coffee connoisseurs across age groups

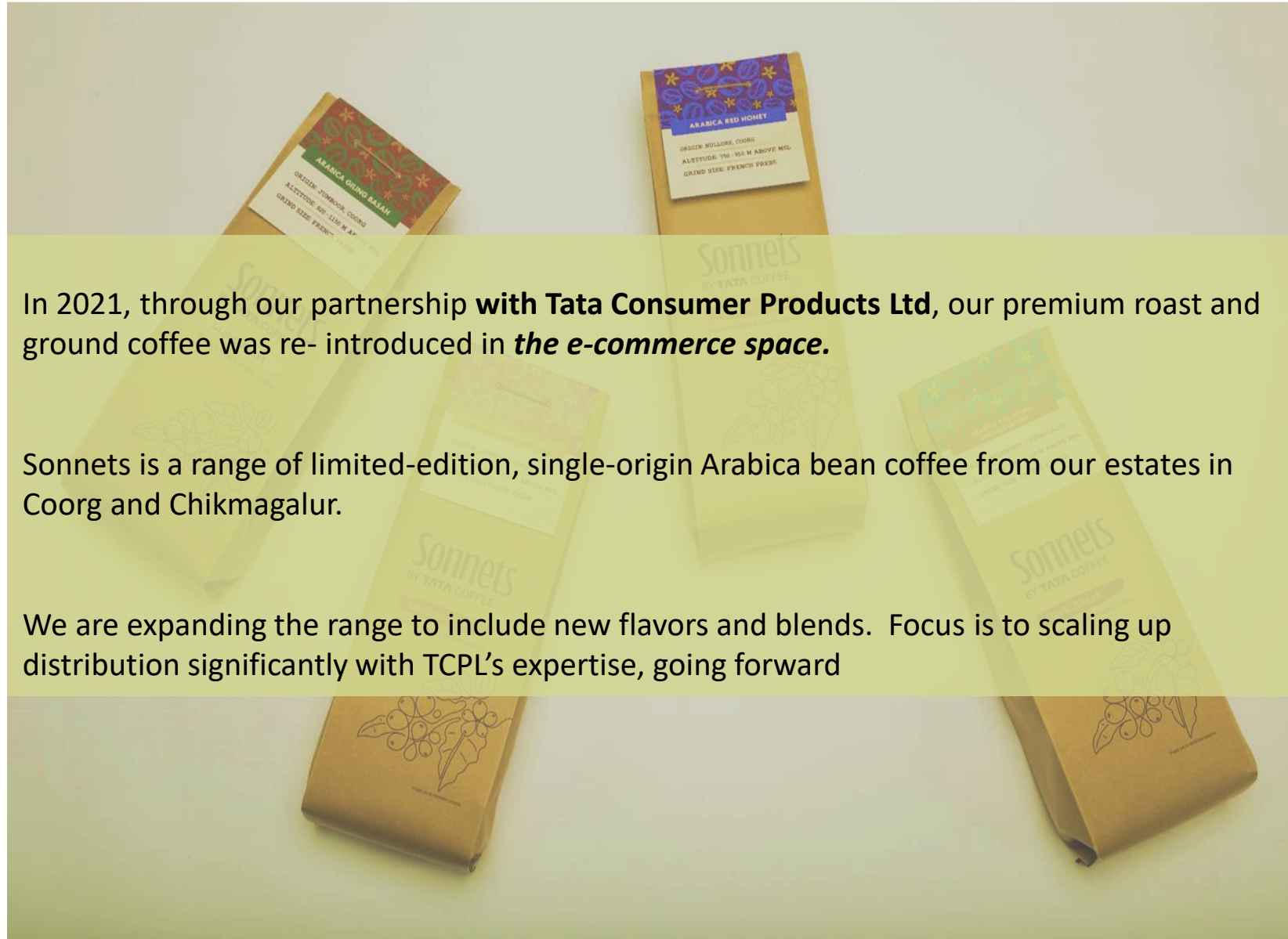
Free shipping on purchase of Rs. 900 and above. Please note that deliveries will be delayed due to the ongoing Covid Pandemic



Sonnets
BY TATA COFFEE



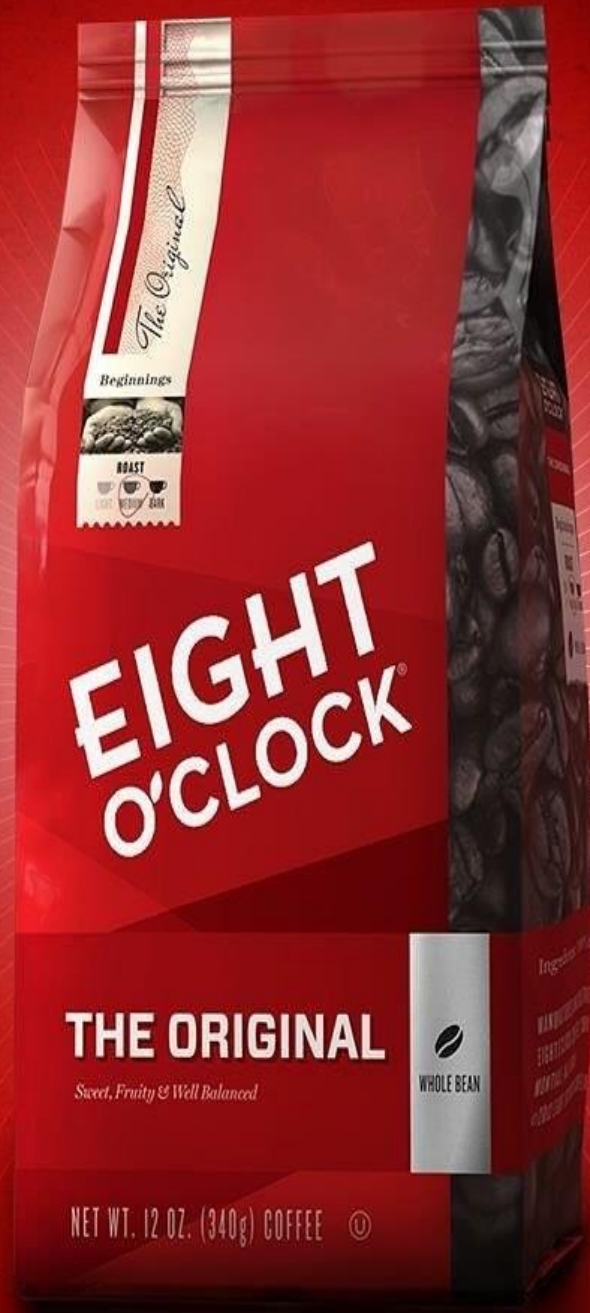
For a Unique
Coffee Experience



In 2021, through our partnership with **Tata Consumer Products Ltd**, our premium roast and ground coffee was re- introduced in **the e-commerce space**.

Sonnets is a range of limited-edition, single-origin Arabica bean coffee from our estates in Coorg and Chikmagalur.

We are expanding the range to include new flavors and blends. Focus is to scaling up distribution significantly with TCPL’s expertise, going forward

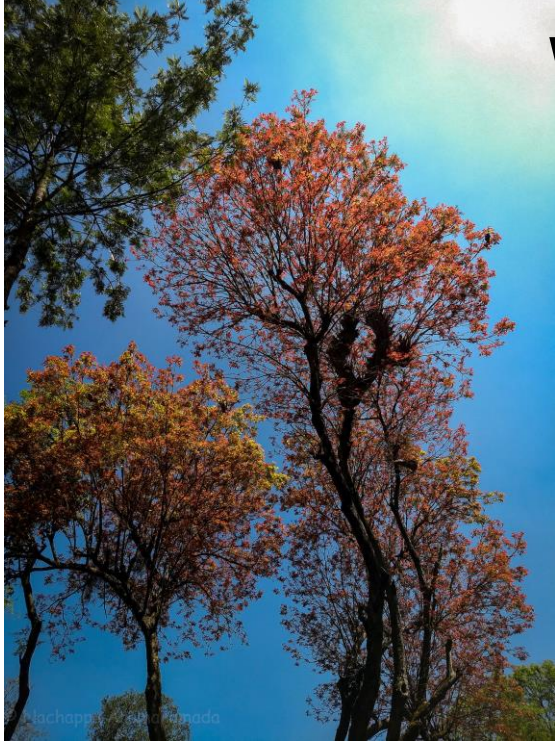


Eight O' Clock Coffee plant in Landover, Maryland is the 5th largest Roast and Ground Coffee brand in the US with more than 160 years of Innovation

EOC two new lines namely Barista Blends and Flavors of America are also well received in the US markets. Both of 100% Arabica blends that are uniquely roasted and blended with flavors

Performance continued to remain steady in FY21, driven by focused costs, sales & marketing strategies implemented

We continue to keep doing “ Good for Everyone” each day



Rainwater Harvesting to become 100% self reliant



81% of the energy used in ICD Theni is from renewable resources



Carbon Negative Company

~2 Lakh MT

CO₂ offset annually as a carbon sink company

1.2+ Mn

Trees saved across ~64 species

274

Lakes infused with capacity to harvest 34 Lakh cubic metres of rainwater

12,000+

Beneficiaries as on date

Awards and Recognition

Commitment to EHS

Four- Star Excellence Award for ICD Theni

Three –Star Excellence Award for ICD Toopran by CII- SR.

We continue to extend our support to DARE School, RIHP and Swastha. These institutions have contributed significantly to the COVID -19 preventative measures

Thank You!
