



Celebrating Goodness.  
Since 1922.



# 79<sup>th</sup> Annual General Meeting

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

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## Steadfast on Safety

**Increase in the yearly safety and health training manhours** largely focusing on- Working at Height, Driving Safety, Man Animal conflict awareness, Contractor Safety and others.

**Implemented Proactive Safety Index-** A measurement of proactive efforts taken to ensure safety protocols are being followed.

**Achieved Zero Harm Pepper harvest** as an outcome of informative campaigns, started in FY19.

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## **Headwinds we handled successfully...**

**Costs of inputs and packing materials, agro-chemicals were at historically elevated levels.**

**Supply chain chaos and container shortages causing export delays**

**Long-term ocean freights continued to rally in the last 2 years**

**Unfavorable weather during the year, delaying timely crop setting and quality**

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# **Instant Coffee India- performance driven by peak capacity utilization and record sales**



**FY22 registered one of the best performances in Production, Sales and overall Profitability**

**Second highest production Theni and Toopran (combined)**

**Well planned and timely dispatches of all international orders**

**Major breakthroughs in new regions and increased shared of certified/ premium differentiated products**

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# TCVCL - Strong YoY performance with record production and improved operational efficiencies

**State-of-the-art Freeze-Dried Instant Coffee facility** in Vietnam, operated at **peak capacities**; recorded **highest ever production**

**Record Sales and robust developments** in new products and innovative blends.

New Product Development (NPD): **20+ new blends** were added to the portfolio with new customer acquisition

With our premiumization and differentiation strategy in place, **good mix of premium certified and decaf blends**

Highest yields and improved productivity



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# **Plantations- Improved profitability on the back of higher realizations and timely decision making**



**Continued momentum on both our strategic pillars- Premiumization and Disintermediation**

**Highest ever Green Coffee Sales achieved in FY22**

**Robust cost optimization initiatives / strategies, resulted in substantial savings**

**Steady progress on all our diversification initiatives**

**Driving farmland innovation and digital adoption**

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**Focused efforts to improve the quality of Tea across all estates and strategic investments on fields and factories, was rewarding.**

*Battery operated shear*



**Pepper vertical continues to be a key focus area, closely monitoring and leveraging innovation as hope to become the largest producer in the world.**



**#4** Roast & Ground coffee in the USA, headquartered in Montvale, New Jersey and roasted and packaged in Landover, Maryland

Launched 3 new SKUs in Barista blends and promoted with campaigns to build brand awareness

EOC continued scaling innovations and build distribution for the new range extensions in Flavors of America and Barista Blends

Continued momentum on cost management and strategic pricing interventions to offset the inflationary pressures

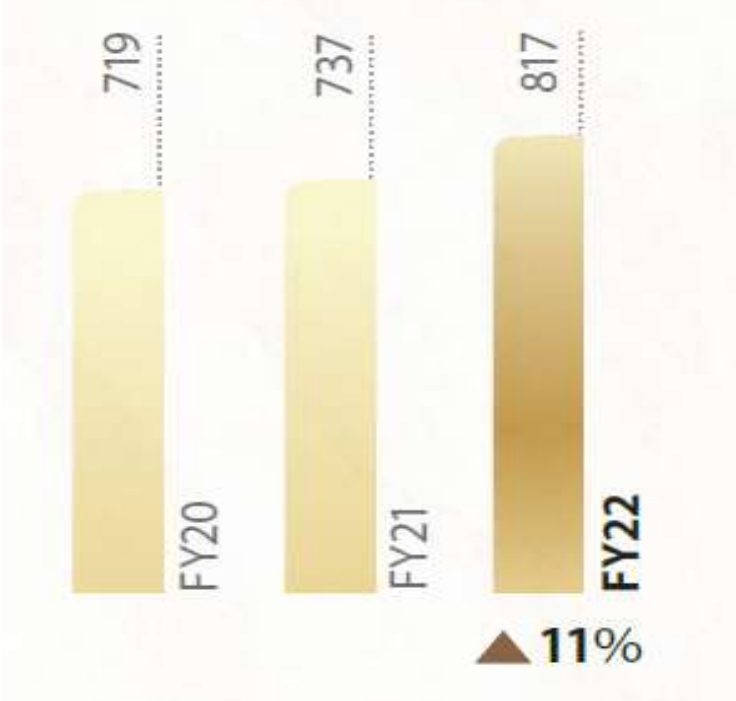
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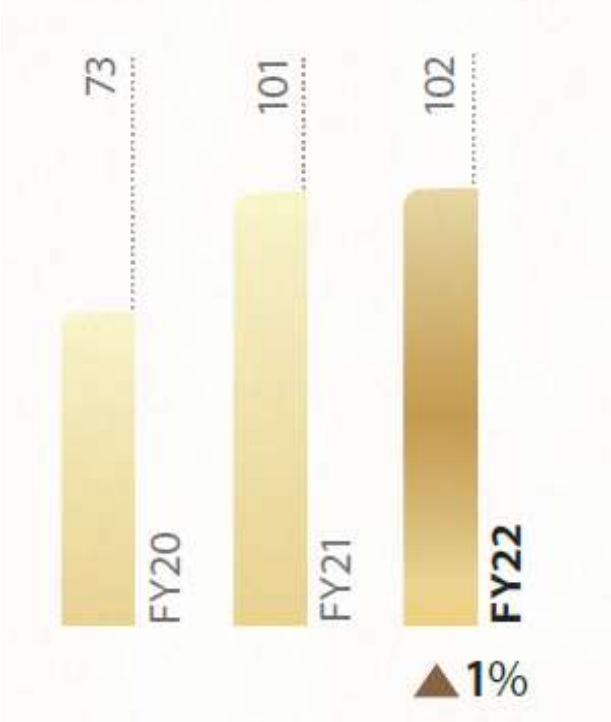


Effectively steered our strategic priorities that enabled good financial performance in FY22.

Revenue from Operations (Standalone) (₹ in Crore)



Profit After Tax (₹ in Crore)



₹ 5.45

Earnings Per Share

₹ 3634 crs

Market Capitalization  
(as on 17<sup>th</sup> June, '22)

v/s 2240 crs - SPLY

₹ 2.00

Dividend Per Share

v/s ₹ 1.50 ( face value Re.1)

# Awards and Recognitions



**Best of the Best Coffee in the World | India's Best Coffee – Jumboor Estate**



**Top Exporter in Karnataka (Silver) FY20-21**



**Sustainable Agriculture Award - FICCI**



**Export Excellence Award ( 2016-17, 17-18, 18-19 & 19-20)**



**Gold and Silver award with 5 Star rating– OHSSAI HSE&S Excellence Award**



**HR Achievers Gold star Award-FTCCI**

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# Environment & Community at the heart of all our operations



274 tanks with a storage capacity of 3.4 Mn cubic meters

~12,000 Ha of natural habitat planted with 1 lakh native trees -per year

Increased usage of solar and wind energy for IC production

## CSR

With over **20+** community-oriented projects across **7 locations**, we managed to touch **~50,000 lives!**



Total # of activities

**300+**

Total Volunteering hours

**63590+**

Total Volunteers

**11500+**

**A 100- year legacy of homegrown goodness and spirited growth**

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**Thank you**

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