

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

By

Mr. Chacko P Thomas,  
Managing Director & CEO.

31<sup>st</sup> May 2023, Wednesday.



# Committed to Safe operations and employee well being



**Increase in the yearly safety and health training manhours** largely focusing on the key risks such as Working at Height, Driving Safety, Human Wildlife conflict, Electrical Safety etc.

**Reduction in overall Lost Time Injuries** as compared to PY, especially with significant reduction in high-risk areas

**Achieved Zero Harm Pepper harvest Injury free operations** as an outcome of the specific campaign

**Several Safety awards won by the Company** during the year, e.g.,

1. Gold award for OHS for ICD Toopran
2. Silver award for OHS for ICD Theni
3. HSE&S Leadership awards for ICD Theni & Toopran

## Headwinds, we handled successfully ...

**Key markets like Russia, Africa were impacted by geopolitical issues,** that potentially could have impacted profitability

Wild fluctuations of **commodity prices**

**Cost of input, packaging material and agro-chemicals at higher levels,** impacting the cost of manufacturing

**Adverse weather impact,** resulting in delay in crop setting and quality

## Tailwinds, enabling the performance ...

**Normalization of freight rates,** in the second half

**Hedging benefits,** addressing the impact of currency rate changes

**Improved Green Coffee prices,** in the second half

# Instant Coffee India – performance driven by capacity utilization

**Registered stellar performance for production and sales**, considering various challenges in the marketplace

**Significantly higher profitability** as compared to PY

Both plants in India operated at **peak capacities**

**Improvement projects** through Six Sigma, Lean & Kaizen initiatives, partially mitigating the challenges of increase in input material cost, P&F costs etc.

**Moving towards Carbon neutral operations** through initiatives such as use of renewable energy, moving away from HSD & Coal etc.



# TCVCL – Stronger performance led by higher capacity utilization and sale of premium Coffees



**Historically high production and the best sales performances**

**Significantly higher profitability** as compared to PY

**Cost optimization efforts** yielded very impressive results

**All time high share of sales from premium coffee**, driving profitability

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

**Ability for quick turnaround, excellent Quality** has made TCVCL a Supplier of Choice for the largest brand & roasters

**Moving towards Carbon neutral operations** through various initiatives such as use of renewable energy, reuse of evaporator condensate project etc.

# Plantations – Improved profitability from higher realizations and improved operational performance

Focused initiatives on the strategic pillars, i.e., **Premiumization and Differentiation**

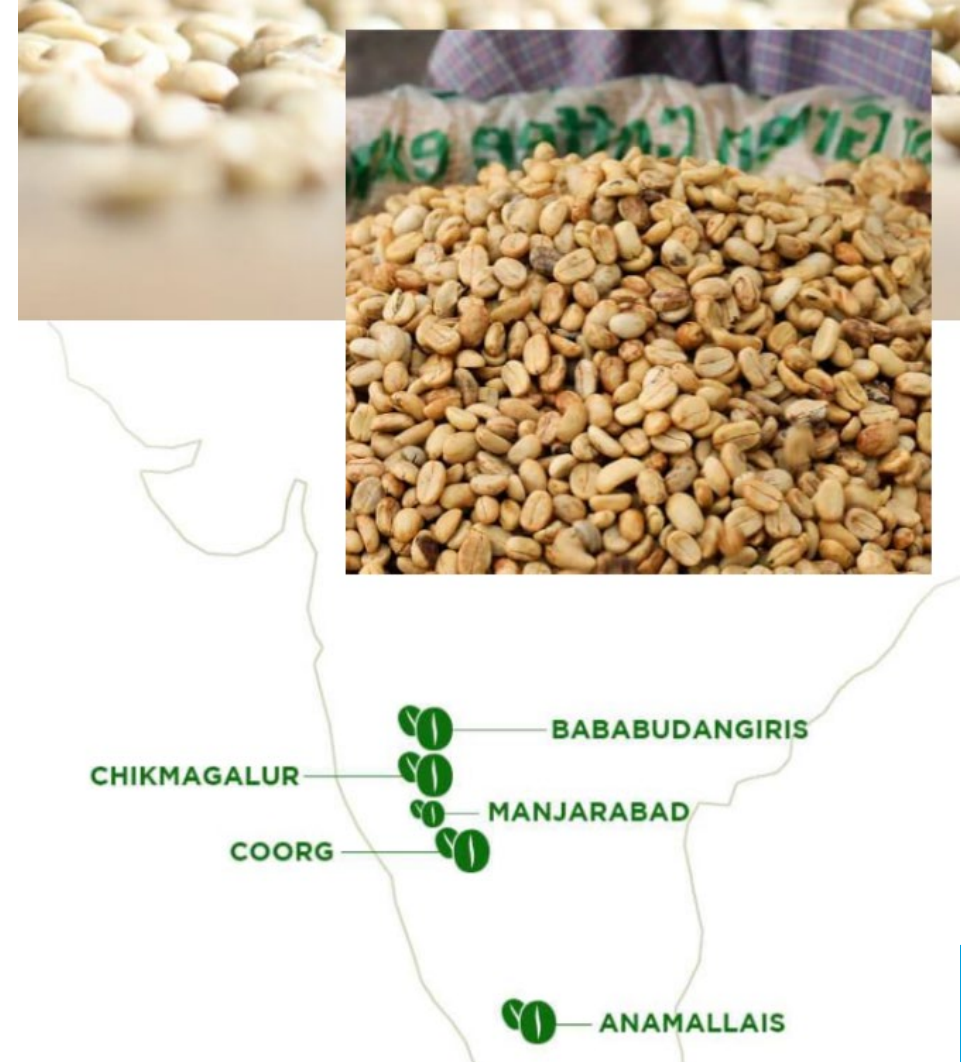
**Highest ever sales of the Green Coffee**, with very attractive pricing

**Cost optimization projects delivered positive results**, partially mitigating the impact of unavoidable operational inefficiencies, impact of weather and increase in agriculture input costs

**Record Bought Coffee procurement**, supporting the record sales of Green Coffee

**Steady progress on Diversification initiatives**, i.e., Avocado cultivation, Pisciculture, Apiculture etc.

**Employee friendly operations, premium certifications and quality** have driven greater sales for the Coffee plantations



# Tea Operations – focus on modernisation and operational efficiencies; albeit impact of pest and disease impacted crop and profitability



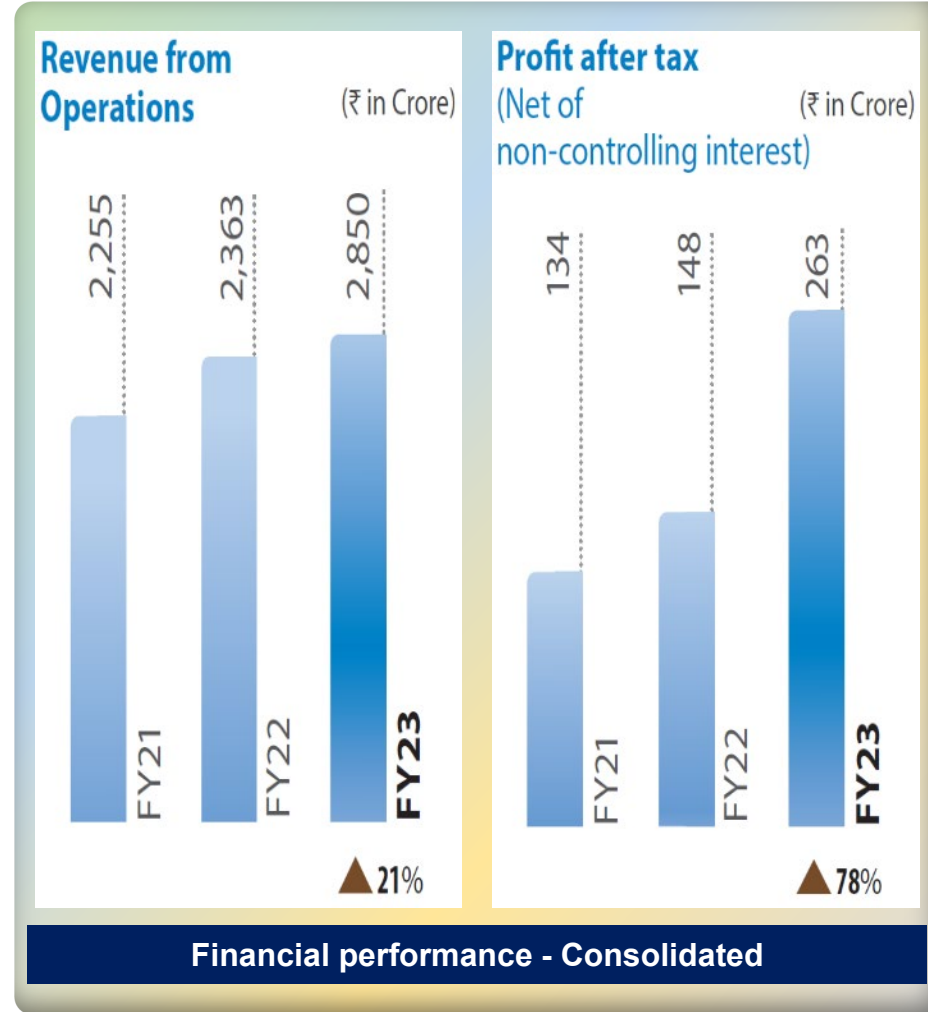
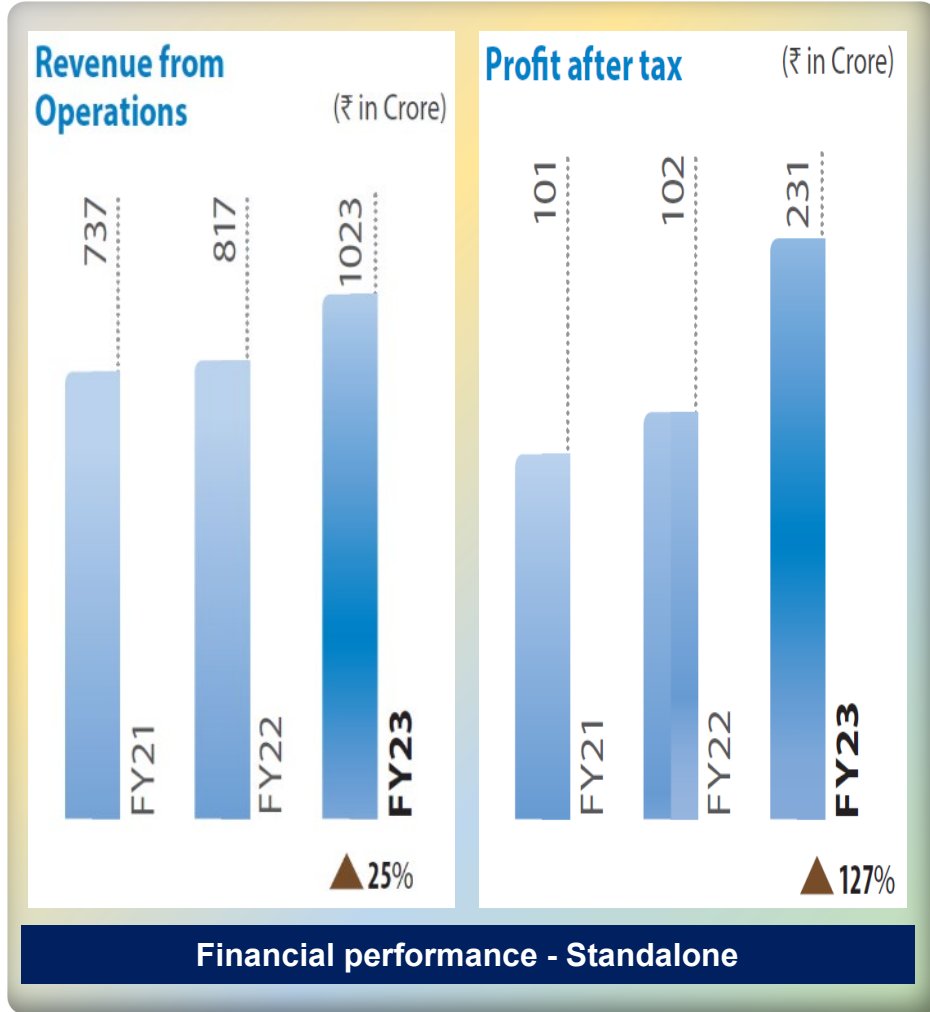
Use of Battery-operated shear – improved plucking average, reduced wastage of leaf, better standard of plucking resulting in better tea



Modernization of the Tea factories for future readiness

Steady improvement in operations and a bright future ahead for the Tea operation

# Superior execution of the strategic and operational priorities



## Other indicators

**₹12.39**  
Earnings Per Share

**₹4143 Cr.**  
Market Capitalization  
(as on 24<sup>th</sup> May 2023)

**₹ 3.00**  
Dividend Per Share  
v/s ₹2.00 (face value Re. 1)



# Awards and Recognitions



**TCVCL - Excellence in Food Safety by CII**



**ICD, Theni & Toopran – Excellence in Environment, Occupational Hazard & Safety practices by OHSSAI Foundation**



**Tata Coffee – Packaging Excellence by Indian Institute of Packaging**



**Tata Coffee – Excellence in Volunteering by Tata Sustainability Group**



**Tata Coffee – Winner of all the three best Coffees by Ernesto Illy**



## Individual recognitions

OHSSAI HSE&S Mentor of the Year  
OHSSAI HSE Leadership Award

# Environment and Community, at the heart of the operations

## Environmental Sustainability; initiated journey towards Net Zero

### Initiatives at ICD – India Operations

- ❑ 100% of energy requirement at Theni through solar farm
- ❑ Moving from HSD to LPG fuel for Theni and Toopran
- ❑ Use of energy efficient equipment / DHF systems (*resulting in reduction of 1050 units per day for Toopran plant*)
- ❑ Process changes in 10T boiler operations (*reducing 350 units per day for Theni plant*)

### Initiatives at ICD, Vietnam Operations

- ❑ 850 KWP solar farm installed (*contributing to @ 6% of total power requirement*)
- ❑ 200 KL reuse of Evaporator condensate project completed (*resulting in 150 KL/day water reduction in RO & ETP load*)

### Initiatives at Plantation Operations

- ❑ Rainwater harvesting and run off water management systems, eliminating the dependency on the rainwater, for the Plantation operations
- ❑ 64% of energy requirement at Anamallais catered through wind energy
- ❑ Geo mapping completed for the estates at CoHa and Anamallais

## A journey of Smiles, Community & Volunteering interventions



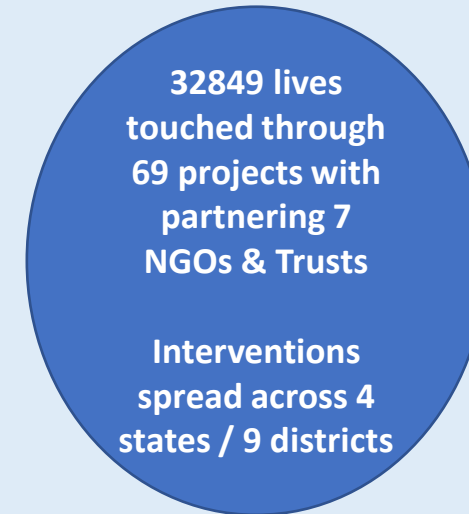
### Education

No of projects : 31 (via local 80- teachers)  
Lives touched : 6016



### Environmental

No of projects : 6  
Lives touched : 9938



### Health

No of projects : 19  
Lives touched : 16313



### Employability

No of projects : 13  
Lives touched : 581

**Legacy of homegrown goodness and sustained growth – continues**

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**Thank You**