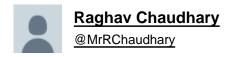
Twitter Thread by Raghav Chaudhary





#TataCoffee - Concall Snippet!

Expects Margin Expansion in India Coffee.

(Only For Educational Purpose)

TATA COFFEE LTD.



Business Highlights

- Well integrated Coffee cultivation and processing company
- Products- Indian Origin Green Coffee Bean, Instant Coffee, Pepper and Tea
- Exclusive supplier of premium roasted and ground Arabica beans to Tata Starbucks stores in India
- Rising coffee prices have increased profitability but freight charges and container availability issue remain
- Overall, plantations have been decent and no major impact due to climatic changes
- · Net Buyers of coffee till Q1FY22

Financial Highlights

- · Coffee prices have increased due to lower global supply
- · Pepper prices have also been increasing
- Last year was good for plantation of Tea led by higher prices
- Brazil Frost Impact- Still not sure about the quantum of crop damage so can't
 estimate the actual extent of the production. Need a month or two to comment and
 analyse the situation.
- Experienced a similar situation in early 90's which led to a boom in coffee prices for 5-6 years
- Vietnam plant capacity utilization at 98%. Excellent sales with higher volumes especially in premium value-added products. Growth visible due to better product mix and diversification in plantation (planted avocados recently)

© Outlook

- 15-18% top-line comes from Plantation
- Brazil produces 70% of Arabica so production impacted
- Expects margin expansion in Indian Coffee business due to enhanced product mix
- Strong pipeline of expanding and innovative products in Eight O'Clock brand
- Impact of Brazil's damage in production can't be analysed and commented on yet but prices may increase if the quantum of damage is big

