August 10, 2022

National Stock Exchange of India Limited	**BSE Limited**	**The Calcutta Stock Exchange Limited**
Exchange Plaza, C-1, G Block	Phiroze Jeejeebhoy Towers	7 Lyons Range
Bandra Kurla Complex, Bandra (E)	Dalal Street	Kolkata 700 001
Mumbai 400 051	Mumbai 400001	Scrip Code – **10000027 (Demat)**
Scrip Code – **TATACONSUM**	Scrip Code - **500800**	**27 (Physical)**

Sub: Outcome of the Board Meeting and Financial Results for the quarter ended June 30, 2022

Dear Sir/Madam,

Deloitte
Haskins & Sells LLP

Chartered Accountants
One International Center
Tower 3, 27th - 32nd Floor
Senapati Bapat Marg
Elphinstone Road (West)
Mumbai – 400 013
Maharashtra, India

Tele: + 91 22 6185 4000
Fax: +91 22 6185 4001

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF TATA CONSUMER PRODUCTS LIMITED

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of Tata Consumer Products Limited (the "Company") for the quarter ended June 30, 2022 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").

2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review of the Statement in accordance with the Standard on Review Engagements ("SRE") 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India ("ICAI"). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

4. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **Deloitte Haskins & Sells LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

Sanjiv V. Pilgaonkar
(Partner)
(Membership No. 039826)
UDIN: 22039826AORVRD8964

Place: Mumbai
Date: August 10, 2022

Tata Consumer Products Limited
Registered Office: 1 Bishop Lefroy Road Kolkata-700020
CIN - L15491WB1962PLC031425, Email : investor.relations@tataconsumer.com, Website : www.tataconsumer.com

Unaudited Standalone Financial Results for the quarter ended June 30, 2022

Rs in Crores

Particulars	Three months ended			Year ended
	June 30 2022 Unaudited	March 31 2022 Refer Note 5	June 30 2021 Unaudited	March 31 2022 Audited
Revenue from Operations	**2076.88**	1948.42	1965.89	7932.29
Other Income	**53.90**	37.88	146.23	238.96
Total Income	**2130.78**	1986.30	2112.12	8171.25
Cost of materials consumed	**747.94**	735.95	886.85	3195.72
Purchase of stock-in-trade	**551.55**	441.18	416.94	1701.63
Changes in inventories of finished goods, work-in-progress & stock-in-trade	**(10.26)**	(10.18)	(20.11)	46.40
Employee benefits expense	**97.86**	80.27	88.36	348.41
Finance costs	**7.14**	7.19	7.66	29.78
Depreciation and amortisation expense	**35.09**	35.05	34.88	141.75
Advertisement and sales charges	**127.48**	142.07	86.14	511.25
Other expenses	**255.48**	271.51	233.79	1017.99
Total Expenses	**1812.28**	1703.04	1734.51	6992.93
Profit before Exceptional Items and Tax	**318.50**	283.26	377.61	1178.32
Exceptional Items (Net)	**(11.10)**	(10.63)		(27.23)
Profit before Tax	**307.40**	272.63	377.61	1151.09
Tax Expense				
Current Tax	**(61.82)**	(28.70)	(42.44)	(130.09)
Deferred Tax	**(12.75)**	(37.74)	(31.43)	(135.25)
Total Tax Expense (net of reversals)	**(74.57)**	(66.44)	(73.87)	(265.34)
Net Profit after Tax (A)	**232.83**	206.19	303.74	885.75
Other Comprehensive Income				
i) Items that will not be reclassified to profit or loss				
Remeasurement of defined benefit plans	**9.91**	31.46	(4.74)	30.15
Changes in fair valuation of equity instruments	**(0.26)**	0.29	1.39	4.98
	9.65	31.75	(3.35)	35.13
Tax impact of above items	**(2.46)**	(8.51)	1.19	(9.06)
	7.19	23.24	(2.16)	26.07
ii) Items that will be reclassified to profit or loss				
Gains/(loss) on effective portion of cash flow hedges	**(0.22)**	(2.54)	(0.05)	(1.65)
Tax impact of above item	**0.06**	0.63	0.01	0.41
	(0.16)	(1.91)	(0.04)	(1.24)
Other Comprehensive Income (B)	**7.03**	21.33	(2.20)	24.83
Total Comprehensive Income (A+B)	**239.86**	227.52	301.54	910.58
Paid-up equity share capital (Face value of Re. 1 each)	**92.16**	92.16	92.16	92.16
Reserves excluding Revaluation Reserves				11647.89
Earnings per Shares (not annualised for the quarter)				
Basic - Rs	**2.53**	2.24	3 30	9 61
Diluted - Rs	**2.53**	2.24	3 30	9 61

Notes:

1. For the quarter, Revenue from operations at Rs 2077 Crores increased by 6% over corresponding previous year driven by growth in branded business. Profit before tax at Rs 307 Crores is lov compared to corresponding quarter of previous year mainly on account of lower other income had higher dividend from subsidiaries) and higher spends behind brands which has been pa revenue growth and improved gross margins. Consequently, Profit after tax is also lower over the quarter of previous year.

2. The Board of Directors of the Company in its meeting held on March 29, 2022, have approved scheme of arrangement (the Scheme) , amongst the Company and its subsidiaries, Tata Coffee Lim TCPL Beverages & Foods Limited (TBFL), in terms of Section 230-232 and other applicable Companies Act, 2013. The Scheme inter alia provides for the demerger of the Plantation Business the Scheme) of TCL into TBFL and as consideration, issue equity shares of the Company to all the of TCL (other than to itself) in accordance with the Share Entitlement Ratio mentioned in the would be followed immediately by the amalgamation of the TCL comprising of the Remaining defined in the Scheme) with the Company and as consideration, issue equity shares of the Com shareholders of TCL (other than to itself) in accordance with the Share Exchange Ratio men Scheme.

   The Scheme would become effective after receipt of all requisite approvals as mentioned in Pending receipt of necessary approvals, no effect of the Scheme has been given in the financial quarter ended June 30, 2022.

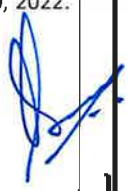
3. Exceptional item for the current quarter represent costs relating to the business restructure and re of Rs 10 Crores and cost pertaining to Scheme of arrangement of Rs 1 Crore.

4. In accordance with Ind AS 108 "Operating Segments", segment information has been given in the financial results, and therefore, no separate disclosure on segment information is given in the financial results.

5. Figures of the quarter ended March 31, 2022 is the balancing figures between audited figures in full financial year and year to date figures up to the third quarter of the relevant financial year.

6. Previous period's figures have been regrouped / rearranged, to the extent necessary, to confo period's classifications.

7. The aforementioned results were reviewed by the Audit Committee of the Board on August subsequently taken on record by the Board of Directors at its meeting held on August 10, 2022. Auditors of the Company have conducted limited review on these results.



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Managing Directc

Mumbai: August 10, 2022

Deloitte
Haskins & Sells LLP

Chartered Accountants
One International Center
Tower 3, 27th - 32nd Floor
Senapati Bapat Marg
Elphinstone Road (West)
Mumbai – 400 013
Maharashtra, India

Tele: + 91 22 6185 4000
Fax: +91 22 6185 4001

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF TATA CONSUMER PRODUCTS LIMITED

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of **TATA CONSUMER PRODUCTS LIMITED** (the "Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as the "Group"), and its share of the net profit after tax and total comprehensive income of its associates and joint ventures for the quarter ended June 30, 2022 (the "Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").

2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.

3. We conducted our review of the Statement in accordance with the Standard on Review Engagements ("SRE") 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India ("ICAI"). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

   We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the interim financial information of the entities listed in Annexure A.

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Deloitte
Haskins & Sells LLP

6. We did not review the interim financial information of two subsidiaries included in the unaudited consolidated financial results, whose interim financial information reflect total revenues of ₹116.97 crore, total net profit after tax of ₹7.80 crore and total comprehensive income of ₹20.78 crore for the quarter ended June 30, 2022, as considered in the Statement. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

   Our conclusion on the Statement is not modified in respect of this matter.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

Sanjiv Pilgaonkar
Partner
(Membership No. 039826)
UDIN: 22039826AORVUM2248

Place: Mumbai
Date: August 10, 2022

Deloitte
Haskins & Sells LLP

Annexure A:

Sr. No	Name of the Entities:
	Parent:
	Tata Consumer Products Limited
	Subsidiaries:
1	Tata Consumer Products UK Group Limited
2	Tata Global Beverages Holdings Limited
3	Tata Global Beverages Services Limited
4	Tata Consumer Products GB Limited
5	Tata Consumer Products Overseas Holdings Limited
6	Tata Global Beverages Overseas Limited
7	Lyons Tetley Limited
8	Drassington Limited
9	Teapigs Limited
10	Teapigs US LLC
11	Stansand Limited
12	Stansand (Brokers) Limited
13	Stansand (Africa) Limited
14	Stansand (Central Africa) Limited
15	Tata Consumer Products Polska sp.zo.o
16	NourishCo Beverages Limited
17	Tata Consumer Products US Holdings Inc.
18	Tetley USA Inc.
19	Tata Water LLC
20	Good Earth Corporation.
21	Good Earth Teas Inc.
22	Tata Consumer Products Canada Inc.
23	Tata Consumer Products Australia Pty Limited
24	Earth Rules Pty Limited
25	Tata Global Beverages Investments Limited
26	Campestres Holdings Limited
27	Kahutara Holdings Limited
28	Suntyco Holding Limited
29	Onomento Co Limited
30	Tata Consumer Products Capital Limited
31	Tata Coffee Limited
32	Tata Coffee Vietnam Company Limited

Sr. No	Name of the Entities:
33	Consolidated Coffee Inc.
34	Eight O'Clock Holdings Inc.
35	Eight O'Clock Coffee Company
36	Tata Tea Extractions Inc.
37	Tata Tea Holdings Private Limited
38	Tata Consumer Soulfull Private Limited (Formerly Kottaram Agro Foods Private Limited)
39	Tata Smartfoodz Limited
40	TRIL Constructions Limited
41	TCPL Beverages & Foods Limited
	Joint Ventures:
1	Tata Starbucks Private Limited
2	Tetley ACI (Bangladesh) Limited
3	Tetley Clover (Pvt) Limited (under liquidation)
4	Joekels Tea Packers (Proprietary) Limited
	Associates:
1	Amalgamated Plantations Pvt. Limited
2	Kanan Devan Hills Plantation Co. Pvt. Limited

Tata Consumer Products Limited

Registered Office: 1 Bishop Lefroy Road Kolkata-700020
CIN - L15491WB1962PLC031425, Email : investor.relations@tataconsumer.com, Website : www.tataconsumer.com

Unaudited Consolidated Financial Results for the quarter ended June 30, 2022

Rs in Crores

Particulars	Three months ended			Year ended
	June 30, 2022	March 31, 2022	June 30, 2021	March 31, 2022
	Unaudited	Refer Note 5	Unaudited	Audited
Revenue from Operations	**3326.83**	3175.41	3008.46	**12425.37**
Other Income	**35.34**	47.39	28.01	**140.06**
Total Income	**3362.17**	3222.80	3036.47	**12565.43**
Cost of Materials Consumed	**1360.48**	1201.12	1313.64	**4908.36**
Purchase of stock in trade	**693.47**	635.92	542.68	**2215.39**
Changes in inventories of finished goods, work in progress and stock in trade	**(144.87)**	(78.35)	(73.91)	**(39.78)**
Employee Benefits Expense	**277.44**	268.04	265.41	**1048.00**
Finance Costs	**16.27**	16.41	20.43	**72.78**
Depreciation and Amortisation Expense	**72.92**	72.11	66.79	**278.01**
Advertisement and Sales charges	**211.60**	225.56	158.21	**840.99**
Other Expenses	**471.41**	478.79	402.94	**1733.63**
Total Expenses	**2958.72**	2819.60	2696.19	**11057.38**
Profit before Exceptional Items and Tax	**403.45**	403.20	340.28	**1508.05**
Exceptional Items (Net)	**(23.97)**	(18.65)	(3.92)	**(52.06)**
Profit before Tax	**379.48**	384.55	336.36	**1455.99**
Tax Expense				
Current tax	**(82.65)**	(46.10)	(61.16)	**(220.24)**
Deferred tax	**(20.32)**	(49.22)	(34.55)	**(156.80)**
Total Tax Expense (Net)	**(102.97)**	(95.32)	(95.71)	**(377.04)**
Net Profit after Tax	**276.51**	289.23	240.65	**1078.95**
Share of net profit/(loss) in Associates and Joint Ventures using equity method	**0.21**	(50.18)	(40.41)	**(63.79)**
Group Consolidated Net Profit (A)	**276.72**	239.05	200.24	**1015.16**
Attributable to :				
Owners of the Parent	**255.46**	217.54	185.15	**935.78**
Non Controlling Interest	**21.26**	21.51	15.09	**79.38**
Other Comprehensive Income				
i) Items that will not be reclassified to profit or loss				
Remeasurement of the defined benefit plans	**(3.26)**	40.38	(1.39)	**55.91**
Changes in fair valuation of equity instruments	**(0.25)**	(0.02)	1.39	**4.67**
	(3.51)	40.36	-	**60.58**
Tax impact on above items	**0.28**	(8.27)	(12.25)	**(25.61)**
	(3.23)	32.09	(12.25)	**34.97**
ii) Items that will be reclassified to profit or loss				
Exchange differences on translation of foreign operations	**(76.78)**	13.05	123.03	**12.74**
Gains/(loss) on Effective portion of cash flow hedges	**(9.74)**	(31.17)	34.04	**10.63**
	(86.52)	(18.12)	157.07	**23.37**
Tax impact on above items	**3.65**	13.80	(11.11)	**0.90**
	(82.87)	(4.32)	145.96	**24.27**
Total Other Comprehensive Income, net of tax (B)	**(86.10)**	27.77	133.71	**59.24**
Attributable to :				
Owners of the Parent	**(78.99)**	28.38	112.42	**50.78**
Non Controlling Interest	**(7.11)**	(0.61)	21.29	**8.46**
Total Comprehensive Income (A+B)	**190.62**	266.82	333.95	**1074.40**
Attributable to :				
Owners of the Parent	**176.47**	245.92	297.57	**986.56**
Non Controlling Interest	**14.15**	20.90	36.38	**87.84**
Paid-up equity share capital (Face value of Re 1 each)	**92.16**	92.16	92.16	**92.16**
Reserves excluding Revaluation Reserve				**15027.92**
Earnings per share (not annualised for the quarter)				
Basic - Rs	**2.77**	2.36	2.01	**10.15**
Diluted - Rs	**2.77**	2.36	2.01	**10.15**

Notes:

1. For the quarter, F
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8. The Consolidated and Standalone results for the quarter ended June 30, 2022 are available on the BSE Limited's website (URL: www.bseindia.com), the National Stock Exchange of India Limited's website (URL: www.nseindia.com) and on the Company's website (URL: www.tataconsumer.com).

Mumbai: August 10,

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TATA CONSUMER PRODUCTS LIMITED

For immediate use | PRESS RELEASE

Aug 10th , 2022

Results for the Quarter ended 30th June 2022

Consolidated Results:

Revenue from Operations for the quarter at Rs 3327 Crs, up 11% (in constant currency up 10%)

Consolidated EBITDA for the quarter at Rs 460 Crs grew by 14%

Group Net Profit for the quarter at Rs 277 Crs grew by 38%

Tata Consumer Products Ltd. today announced its results for the quarter ended 30th June 2022.

Revenue from operations increased by 11% (10% in constant currency) as compared to corresponding quarter of the previous year. Profit before exceptional items and tax at Rs 403 Crores is higher by 19%. Group Consolidated Net Profit at Rs 277 Crores is higher by 38%.

Some of the key Business updates are:

India

- For the quarter, as we corrected tea pricing the India Packaged Beverages business recorded 4% revenue decline on an elevated base that saw 24% revenue growth in the same period last year. We continued to record market share gains in branded tea.

- Coffee volume grew 43% YoY with revenue growth of 73% during the quarter with new SKU launches and roll out in new geographies.

- Tata Tea Teaveda was restaged in line with simplification and consolidation of brands under the Tata Tea Premium Masterbrand architecture.

- The Kanan Devan tea brand saw outstanding growth led by brand building and on ground execution.

- Tata Tea released a film on “JaagoRe to Fight Climate Change” with actor Pankaj Tripathi to sensitize people on how we can all take small steps together and help fight against climate change.

- For the quarter, the India Foods business registered 19% revenue growth on an elevated base that saw 20% growth in the same period last year.

- The salt portfolio continued its momentum and recorded double digit growth during the quarter despite a high base in Q1 last year. The salt portfolio also continued to record market share gains. The premium salts portfolio recorded 36% growth during the quarter, continuing its strong trajectory in line with our premiumisation agenda.

- Tata Salt Immuno with its category-first unique proposition of added Zinc is being rolled out Nation-wide post encouraging results in the pilot phase.

- Tata Sampann relaunched its spices range with new and improved packaging. The relaunch takes a clutter breaking approach with a dialed up chef endorsement and strong shelf throw. The brand also launched bespoke pure spices for the South India market.

- Tata Sampann’s latest TVC with Manoj Bajpayee builds awareness about Tata Sampann Haldi which has essential oils intact and is sourced from the choicest farms to deliver an enhanced food experience.

- Tata Sampann dry fruits is scaling up well with positive reviews and higher offtakes across e-commerce. The brand is also expanding across select offline retail outlets.

- Tata Consumer Products recently entered the alternate meat segment with the launch of Tata Simply Better- Plant Based Meat (PBM) range. With this new brand, the company is extending its product portfolio into a new category, targeting consumers who are looking to incorporate more plant-based ingredients for health, sustainability or other considerations. https://www.tataconsumer.com/news/tata-consumer-products-enters-alternate-meat-segment-launch-tata-simply-better-plant-based

- Tata Soulfull delivered strong growth during the quarter. The brand recently expanded its wholesome snacking portfolio with the launch of Tata Soulfull Masala Oats+, a ‘better for you’ offering with oats and millets. https://www.tataconsumer.com/news/tata-consumer-products-expands-wholesome-snacking-portfolio-launches-tata-soulfull-masala-oats

- NourishCo sustained strong growth momentum during the quarter with a 110% revenue growth led by strong growth across products and geographies. Himalayan recorded excellent growth and was EBIT positive during the quarter. Capitalizing on the brand's strong brand equity, it is being extended into a provenance brand with the launch of premium honey and preserves sourced from the Himalayan belt. https://www.tataconsumer.com/news/tata-consumer-products-extends-product-category-portfolio-launches-premium-honey-and-preserves

  A new campaign was launched for Tata Copper Water and the franchise has scaled to 2.9x.

- We reached new milestones in our Sales & Distribution transformation agenda. Our wholesale reach is now 2x compared to Q1 last year.

- We continued to see strong growth in alternate channels, with Modern Trade channel growing 35% YoY and Ecommerce channel now accounting for c.8.2% of India business sales, up from 2.5% in FY20.

International

- For the quarter, the International Beverages business revenue grew 9%

- Tetley continued to gain share in the everyday black and specialty segments in UK. A new variant- Tetley Gold Brew was launched to drive premiumization.

- Teapigs in UK continued its strong growth trajectory led by good performance in out of home, exports and grocery channels.

- Eight O' Clock coffee in the USA (K cups and Bags) saw share gains and grew ahead of the category driven by distribution expansion and targeted promotions. The brand has partnered with International Woman's Coffee Alliance in their mission to empower women in the coffee industry to achieve sustainable livelihoods.

- Teapigs continues to drive category growth in the USA and maintained momentum with its cold brew range. It emerged as the fastest growing specialty tea brand during the quarter.

- In Canada, the new Tetley D2C website was launched. Tetley Super Teas continues to strengthen its presence with direct to home tea sampling and social media campaigns.

Tata Starbucks

- Tata Starbucks recorded revenue growth of 238% for the quarter, albeit on a low base, led by normalized store operations with lower restrictions.
- Delivery channel salience remained ahead of pre-Covid levels.
- Opened 7 new stores during Q1 and entered four new cities - Jalandhar, Anand, Nagpur, and Calicut. This brought the total number of stores to 275 across 30 cities.

Sustainability Update

- As part of our commitment to sustainability, we recently announced our Sustainability strategy with holistic goals and targets. We have also released Business Responsibility and Sustainability Report (BRSR) for FY '22 audited by British Standards Institute (BSI), on a voluntary basis. To learn more about our commitments please see here https://www.tataconsumer.com/news/tata-consumer-products-reaffirms-commitment-sustainability-announces-sustainability-targets
- As a testament to its sustainability credentials, Kanan Devan Hills Plantations (KDHP), an associate company of Tata Consumer Products has received Carbon Neutral certification and Negative Emission status by Nansen Environmental Research Centre (India).
- Tata Coffee Limited, a subsidiary company of Tata Consumer Products is Net Zero for Scope 1 and 2, audited and ratified by BSI and KPMG.

Awards Update

- Tata Consumer Products has been rated as India's 4th Most Valuable brand in the Food & Beverage category in the Brand Finance India 2022 report.
- Tata Consumer Products was recognized for Growth Performance (F&B category) at Dun & Bradstreet corporate awards 2022.
- Tata Consumer Products' corporate website won the 2022 IABC (International Association of Business Communicators) Gold Quill Award of merit in the 'Communication skills for the web' category.

- Tata Coffee Grand won a bronze at the ET Shark Awards for its regional 'Sounds of Pongal' campaign.

& CEO of Tata Consumer Products said

"We delivered double digit revenue growth and improved profitability for the company despite a challenging macro environment and inflation impact in some of our categories.

We recorded market share gains in both our core categories of tea and salt in India. Our new engines of growth- NourishCo, Tata Sampann, Tata Soulfull and Tata Q are making good progress and expanding their market presence. We have significantly accelerated the pace of innovation with a number of new launches across categories aimed at expanding our portfolio and reaching new consumer segments. In terms of profitability, we delivered an EBITDA margin expansion YoY, despite severe inflationary pressures in the salt business and significantly higher A&P.

Our transformation agenda continues to be on track. We have increased our reach substantially across channels while strengthening our sales & distribution infrastructure and our digital capabilities. We will continue to stay focused on driving growth and balancing margins in our quest to becoming a leading FMCG company."

About Tata Consumer Products Limited

Tata Consumer Products Limited is a focused consumer products company uniting the principal food and beverage interests of the Tata Group under one umbrella. The Company's portfolio of products includes tea, coffee, water, RTD, salt, pulses, spices, ready-to-cook and ready-to-eat offerings, breakfast cereals, snacks and mini meals. Tata Consumer Products is the 2nd largest branded tea company in the world. Its key beverage brands include Tata Tea, Tetley, Eight O'Clock Coffee, Tata Coffee Grand, Himalayan Natural Mineral Water, Tata Water Plus and Tata Gluco Plus. Its foods portfolio includes brands such as Tata Salt, Tata Sampann, Tata Soulfull and Tata Q. In India, Tata Consumer Products has a reach of over 201 million households, giving it an unparalleled ability to leverage the Tata brand in consumer products. The Company has a consolidated annual turnover of ~Rs. 12,400 Crs with operations in India and International markets. Last 10-year financials are available on Historical financial data.

TATA CONSUMER PRODUCTS LIMITED
Kirloskar Business Park, 3rd & 4th Floor, Hebbal, Bangalore – 560 024
Tel: 91-80-6717 1200 | Fax: 91-80-6717 1201
Registered Office: 1, Bishop Lefroy Road, Kolkata – 700 020
Corporate Identity Number (CIN): L15491WB1962PLC031425
Email: investor.relations@tataconsumer.com
Website: www.tataconsumer.com

For more information on the Company, please visit our website www.tataconsumer.com

Disclaimer:

Some of the statements in this communication may be 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.

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Website: www.tataconsumer.com

Investor Presentation

For the quarter ended June 2022

TATA CONSUMER PRODUCTS

10th August 2022

FOR BETTER

Disclaimer

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Agenda

01 Executive summary

02 Performance overview

03 Progress against strategic priorities

04 Macro environment

05 Business performance – India

06 Business performance – International

07 Financial performance

08 Concluding remarks

09 Other

We are Tata Consumer Products

Largest salt brand in India

2nd Largest tea brand in India

4th largest tea brand in UK & largest tea brand in Canada

4th largest R&G coffee brand in USA

National brand in pulses, spices and mixes

#1 natural mineral water brand in India

In a nutshell

Integrated F&B company with rich heritage of Tata, aspiring for a larger share of the FMCG World

#2 branded tea player globally

₹ 12.4K crore consolidated revenue in FY22 with current market cap of ~₹74k* Cr

Reach north of 200mn households in India and distribute to ~2.6mm retail outlets

Among the top 10 FMCG companies in India

~3000 employees worldwide

* As of 29th July 2022

01

Executive Summary

Executive Summary

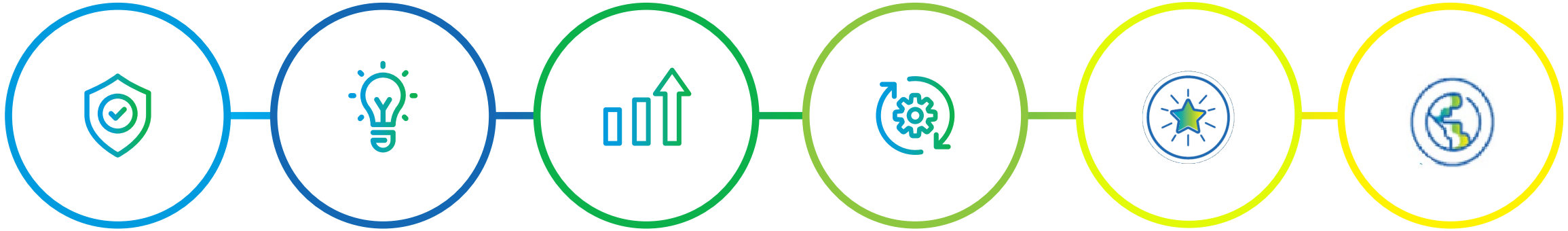
- During the quarter, Consolidated Revenue grew 11% YoY (10% constant currency), despite a challenging macro environment. On a 3-year CAGR basis, this translates to ~12% revenue growth.
- Consolidated EBITDA for the quarter grew 14% (13% constant currency), with EBITDA margin at 13.8%, up 40bps YoY.
- During the quarter, India business[1] grew 9% led by
  - India Beverages[2] business growth of 3%, with 1% volume growth
  - India Foods[3] business growth of 19%, with -3% volume growth
- International business revenue was up 9% during the quarter (+8% constant currency).
- Segment margin for the India business expanded 20bps YoY, despite significant input cost inflation in salt and significantly higher A&P primarily supported by tea prices cooling off.
- We continued to invest behind our brands – with India A&P[4] up 48% YoY, and market share gains continued in both the core categories of tea & salt.
- We accelerated the innovation momentum, with several new product launches in new categories and white spaces.
- Group net profit increased 38% YoY, led by higher EBITDA and improved performance of JV/Associates.
- As part of our sustainability agenda, we have recently announced our Sustainability Strategy with holistic goals and targets (more details on subsequent pages).

[1] Includes India beverages & India Foods business, including NourishCo.
[2] Including NourishCo revenue, but volume doesn't include Nourishco volumes
[3] Including Tata Soulfull, Tata Q revenues. Volume doesn't include Soulfull/Tata Q volumes
[4] Standalone Financials – includes India Packaged Beverages and India Foods

02

Performance Overview

Strategic Priorities



Strengthen & accelerate core business

Drive Digital & Innovation

Unlock synergies

Create Future Ready Org

Explore new opportunities

Embed sustainability

Key Businesses snapshot – Q1FY23

International Beverages

In ₹ Cr (unless specified)	India Beverages	India Foods	US Coffee	International Tea	Tata Coffee (incl. Vietnam)	Consolidated
Revenue	1,309	836	356	481	302	3,327
Revenue Growth *Constant currency growth*	*3%*	*19%*	*20%* *15%*	*2%* *4%*	*25%* *24%*	*11%* *10%*
Volume Growth	*1%*	*-3%*	*-3%*	*-2%*	*8%*	
Key Brands	TATA TEA, TATA GLUCO+, TATA COFFEE GRAND, Himalayan	TATA Salt, TATA sampann, TATA SOULFULL, TATA Q	EIGHT O'CLOCK	Tetley, teapigs, GOOD EARTH		

Note:

a) India Beverages revenue includes India Packaged Beverages + NourishCo (subsidiary effective May'2020), but volume doesn't include Nourishco volumes

b) India Foods revenue includes Tata Soulfull (subsidiary effective Feb'21) and Tata Q (subsidiary effective Nov'21)

c) International tea business includes UK, Canada, USA, Australia, Europe and Middle East (Middle East has been regrouped from India Beverages in FY21 to International tea from FY22)

d) Tata Coffee incl. Vietnam and excl. USCoffee (EOC)

e) Consolidated revenue includes other non-branded business and Inter-segment eliminations

Group Performance at a glance – Q1FY23

	Revenue	EBITDA	PBT (bei)^	Group Net Profit	Group Net Profit (bei)^	Net Cash$
	₹ 3,327 Cr.	₹ 460 Cr.	₹ 403 Cr.	₹ 277 Cr.	₹ 295 Cr.	~₹ 1,896 Cr.
Growth (Y-on-Y)	11%[10%]	14%	19%	38%	45%	
Margin%		13.8%	12.1%	8.3%	8.9%	
Margin expansion (Y-on-Y)		+40 bps	+80 bps	+170 bps	+210 bps	
EPS				2.77 (EPS)		
EPS Growth (Y-on-Y)				+38% (EPS)		

^ before exceptional items

$ Cash and Cash equivalents (net of total borrowings) as at June 30, 2022

03

Progress against Strategic Priorities

Making consistent progress on reach

Strong impetus on Direct & Indirect reach

0.6M → 1.3M Mar'22 → 1.5M By Mar'23

Direct reach

2x

Wholesale outlet direct coverage

Alternate channels fuelling Growth and Innovation agenda

↑ +35% YoY

Modern Trade

E-commerce continues to be a strong pillar & testing ground for NPDs

↑ 8.2% of Sales

73% 2yr CAGR

Ecommerce

All numbers are for Q1FY23 vs Q1FY22 for India unless specified otherwise

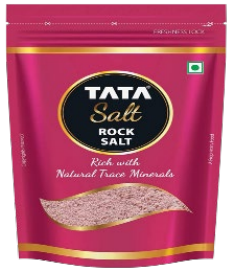
- India Packaged Beverages

Powering our brands – India Foods

Tata Salt latest campaign '**Sacchai Shuddhta Ki'** drives salience for the key values that consumers love Tata Salt for - the honesty of purity and right amount of Iodine

Tata Sampann latest TVC with Manoj Bajpayee builds awareness about Tata Sampann Haldi which has essential oils intact and is sourced from the choicest farms to meet the taste and enhances food experience

Rock Salt



75% YOY

Newly launched **Tata Salt Immuno** with category-first unique proposition of added Zinc is being rolled out Nation-wide post encouraging results in the pilot phase

Market share

Salt **400bps**[1]

[1] Source: Nielsen – Value share, MAT basis, JQ'22 vs JQ'21

Fueling the innovation funnel

Tata Sampann spices

Pure spices- Chilies, Turmeric and Coriander for the South India market

Tata Coffee Cold Coffee Liquid Concentrate

A first-of-its-kind liquid coffee concentrate range, designed to make rich and creamy café-styled cold coffee at home

Tata ORS+

Launch of ORS + with Glucose and Electrolytes in three exciting flavours

Tetley Cold Brew

Launch of the new Tetley Cold brew – black iced tea in the US

Enhancing the healthy snacking portfolio

Tata Soulfull is on a mission to bring ancient Indian super grains such as millets to the forefront by making 'Taste first, health forward' products that are relevant to today's consumers.

Tata Soulfull is our brand for breakfast cereals, mini meals, and snacks that operates in the H&W space

- New addition to the snacking portfolio of Tata Soulfull
- "Better for you" offering – combining oats and 25% millets

Extending Himalayan into a provenance brand

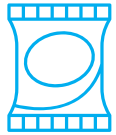
Capitalizing on the brand equity of Himalayan to increase its total addressable market

Extending Himalayan into newer spaces

- Premium & authentic products sourced from the Himalayan belt
- Himalayan preserves are handmade in small batches, from Himalayan-origin fruit
- Himalayan honey is raw, pure mountain honey, sourced from beekeepers through a cooperative
- Sourced from partners committed to helping local communities

A look at our F&B platforms

Besan, poha, other staples



Horizon 3

Protein platform

Horizon 3 – Protein platform

Globally, Plant-Based Meat (PBM)/Alt protein is a big trend with the market expected to reach **USD 25bn** by 2030[1]

It is also a growing opportunity in India with the market expected to reach **USD 300-500mn** by 2025[2]

Globally 3 considerations are driving the purchase of PBM among consumers

- Health
- Sustainability
- Animal welfare

While it is a nascent category in India, the target consumer base is large

70%+ of the Indian population is flexitarian

50%+ of the population in the age bracket of 15-49 years is digitally connected with global trends and looking to improve their lifestyle

A 2017 survey shows that **73%** of Indians are deficient in protein[3]

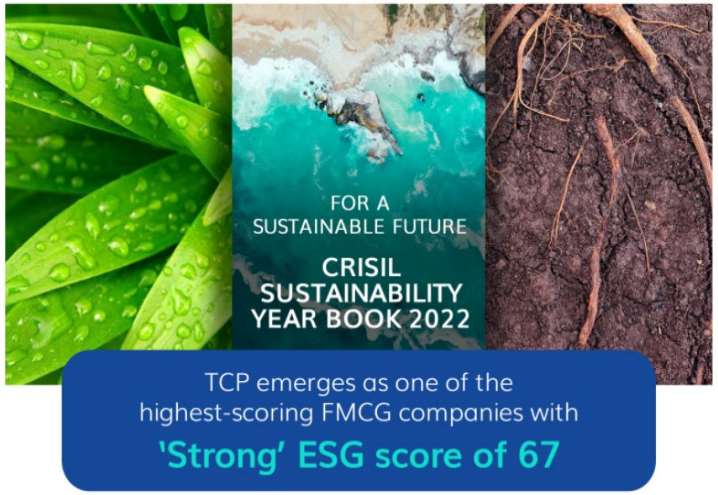
[1] Grand View Research, PBM Market Analysis Report
[2] Internal & external estimates
[3] Observer Research Foundation

New engines of growth

YoY Revenue growth – Q1FY23

↑ **53%**

Striving towards a sustainable future



Our sustained efforts have enabled us to becoming one of the highest –scoring FMCG companies in CRISIL Sustainability Yearbook 2022, securing a place in the 'Strong' category. We received an ESG score of 67, up from 66 last year

KDHP – an associate company of TCP has received Carbon Neutral Certification and Negative Emission status by Nansen Environmental Research Centre (India) a testimony to the sustainability credentials

Tata Coffee Limited – a subsidiary company of TCP is Net Zero for Scope 1 and 2; audited and ratified by BSI and KPMG

Securities and Exchange Board of India

Disclosing Business Responsibility and Sustainability Reporting (BRSR) on a voluntary basis for FY 22; audited by BSI

Sustainability Strategy

TCPL's sustainability strategy draws learnings from several sources to strengthen the existing foundation of TCPL's sustainability agenda

Global

- Adopt UN Sustainable Development Goals (SDGs)

Industry

- Materiality analysis, sectoral trends, peer analysis

Regulatory

- Ensure compliance with regulatory requirements

Organizational

- Tata Group
- Scientifically developed targets

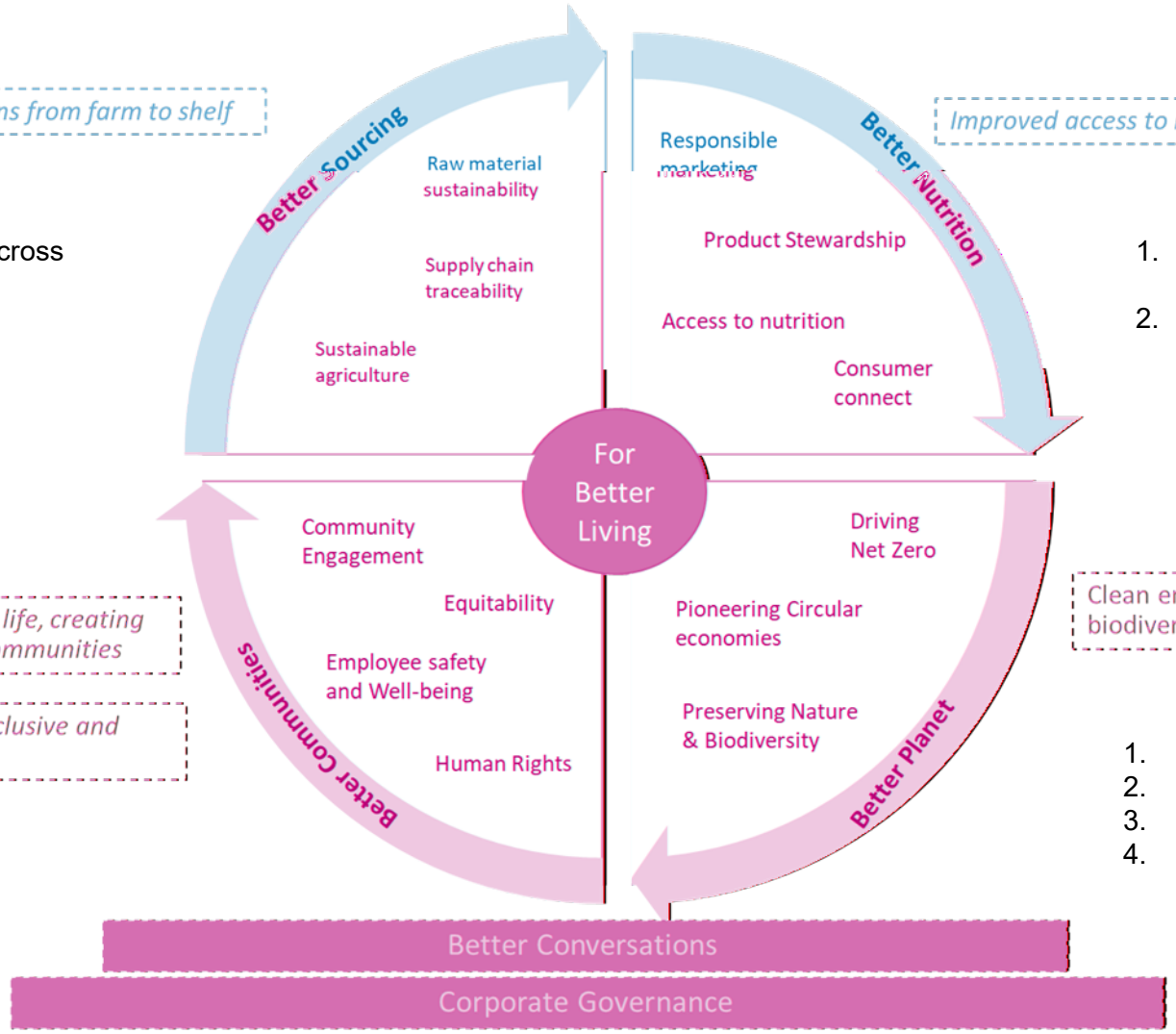
Sustainability Strategy

Sustainable value chains from farm to shelf

1. 100% Critical Supplier assessments across all geographies by 2030
2. 100% Sustainably sourced critical raw materials by 2040

Improved access to healthy, natural and safe food for all

1. Increasing the reach of our product portfolio from 200Mn households to 250 Mn by 2030
2. 100% Sustainable products by volume by 2040



Enhance the quality of life, creating shared value for our communities

Foster an equitable, inclusive and safe working culture

1. 2Mn beneficiaries by 2030
2. 50% diverse workforce by 2030

Clean energy, replenished water, preserved biodiversity, pioneered circular economy

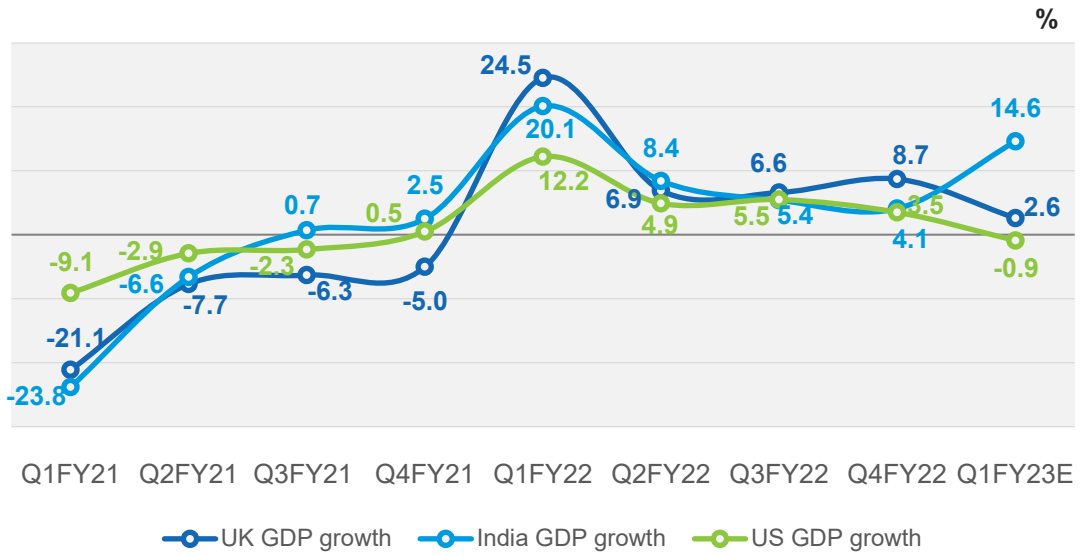
1. Net Zero by 2040 across all geographies
2. Water neutral across all operations by 2030
3. Zero waste to landfill by 2030 across all geographies
4. 100% of packaging material to be recyclable, compostable or reusable across all geographies by 2030

04

Macro environment

Macro and commodity overview

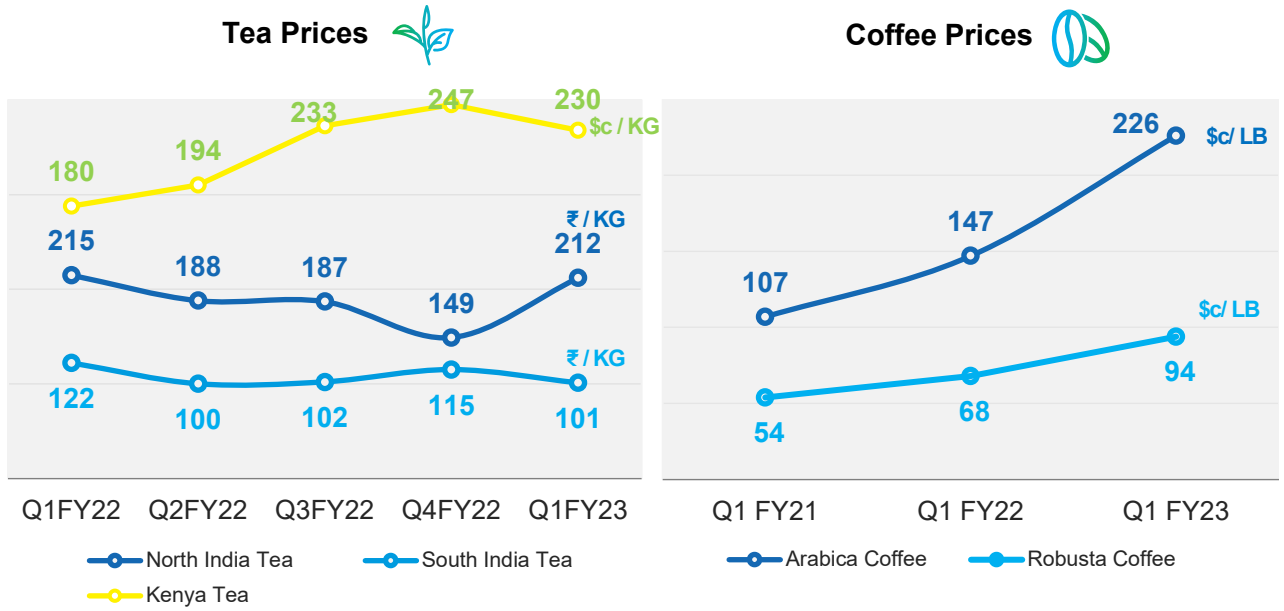
Global GDP growth trend



- India's GDP growth for the quarter is expected to be robust due to normalized operations, strong investments and private consumption expenditure despite inflationary headwinds.
- US & UK GDP growth print/estimates are low with high inflation and rapid monetary tightening. Further, geopolitical developments continue to disrupt supply chains and the overall outlook remains challenging.

Source: BCG, NSO, tradingeconomics.com and Kotak Institutional Research

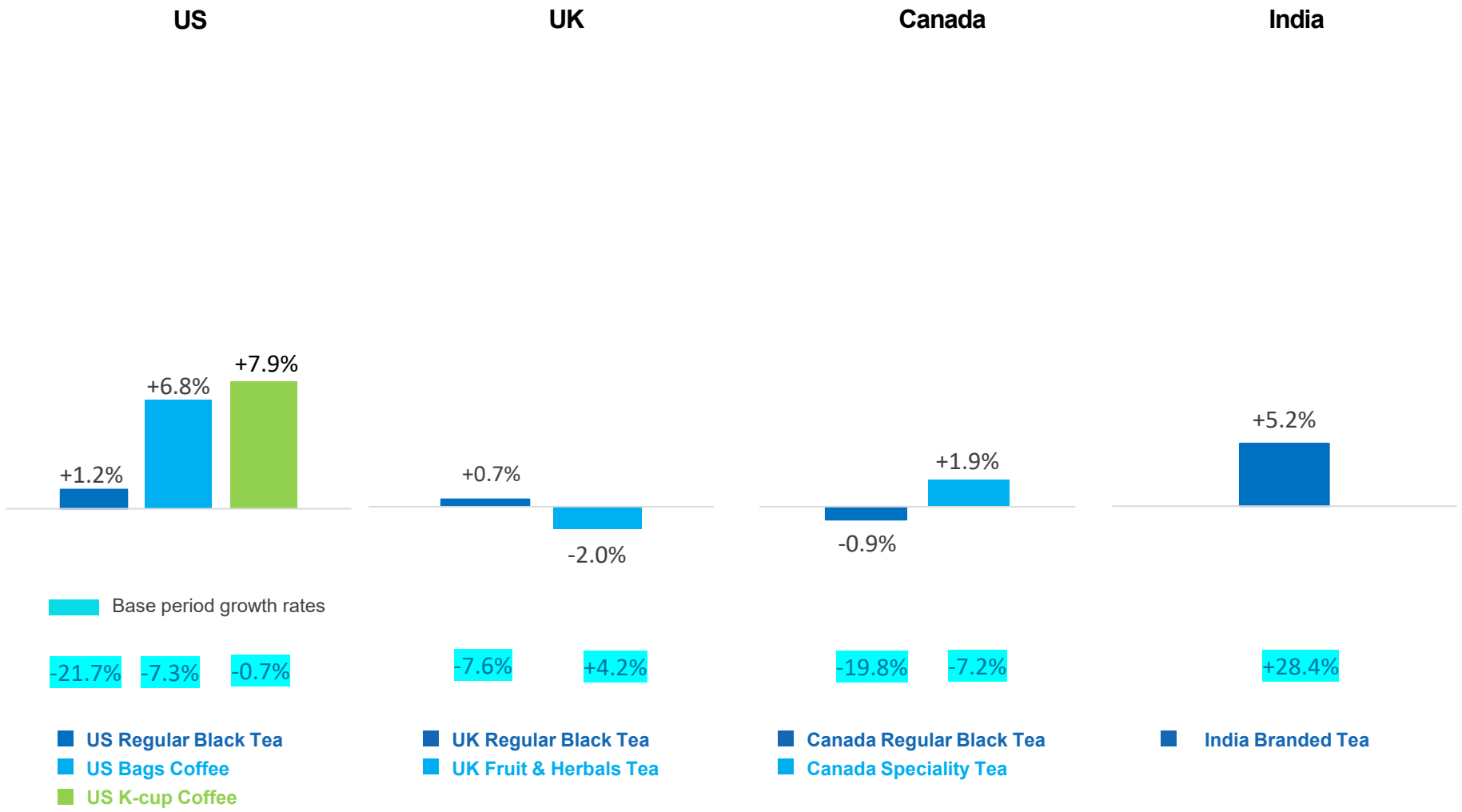
Commodity price trend



- The tea prices in North India saw an uptick due to severe rainfall leading to production loss. South India tea prices remained rangebound during the quarter and significantly lower YOY
- Kenya tea prices saw a slight decline sequentially but were higher YOY
- Arabica and Robusta coffee prices continued to climb and were significantly higher YOY.

Source: North India and South India tea auction (Tea Board of India) | Mombasa tea auction (EATTA) | International Coffee Exchange

Market context – category growth rates



- Regular black tea category grew in US and UK, rebounding from the declines it saw in the previous quarter, while it declined marginally in Canada.
- Non-black tea (Fruit & Herbal, Specialty, Decaf, Cold Infusions, etc.) saw a decline in the UK, lapping a high base of last year, while it grew in Canada.
- India branded tea category grew, on a high base of last year. The value growth was driven by strong volume growth.
- US Coffee (both Bags and K-cups) continued to grow strongly with K-cups outperformance continuing.

Source: Nielsen: 12 weeks (Value) – June'22

05

Business performance – India

India Packaged Beverages

Tata Tea TeaVeda restaged in line with simplification and consolidation of brands under the Tata Tea Premium Masterbrand architecture

Tetley Mango variant supported with impactful visibility and sampling

-4%
Revenue Growth

+1%
Volume Growth

~40bps
Market Share gain[1]

Performance commentary

- Revenue for the quarter declined 4% on an elevated base that saw 24% revenue growth same period last year. The decline was led by pricing corrections with normalizing tea costs.
- Coffee volume grew 43% YoY with revenue growth of 73% during the quarter
- Margin for India Beverages expanded YOY, despite increased A&P, helped by lower tea costs
- Kanan Devan saw outstanding growth led by brand building and on-ground execution.

Other updates

- Tata Coffee Grand expanded its offerings with new SKU launches and roll-out in new geographies
- Gold care has now been rolled out nationally.

[1] Source: Nielsen – Value share, Moving Annual Total (MAT) basis June'22 vs June'21

India Foods

Tata Sampann Spices range is now available in an all-new avatar with new and improved packaging. Breaking clutter in the category with a dialed-up chef endorsement and strong shelf throw

Piloting Sarvagun Sampann Pulses Dispenser, offering convenience to consumers, and actively stepping up sustainability agenda through packaging optimization

19%
Revenue Growth

-3%
Volume Growth

400bps
Market share gain[1]

Performance commentary

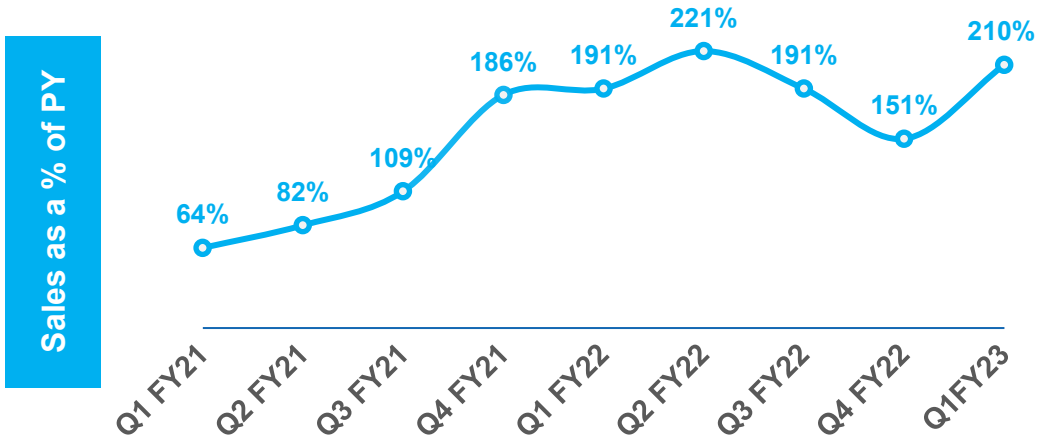
- Salt revenue grew 20% during the quarter despite a high base (Q1FY22 salt grew 20%).
- The volume decline of 3% came on the back of 17% volume growth in Q1 last year. The base Tata salt was flat despite a 19% price increase since July'21.
- The premium salts portfolio grew 36% during the quarter; rock salt saw improved penetration with an exceptional growth of 75%.
- Tata Sampann portfolio grew 6% during the quarter, led by short-term impact of trade terms/margin rationalization/realignment across channels and pullback ahead of spices relaunch. This brings the 3-year CAGR of Sampann to 30%.
- Tata Soulfull delivered strong growth during the quarter.
- Salt margins continued to remain under pressure impacted by persistent inflation in input costs.

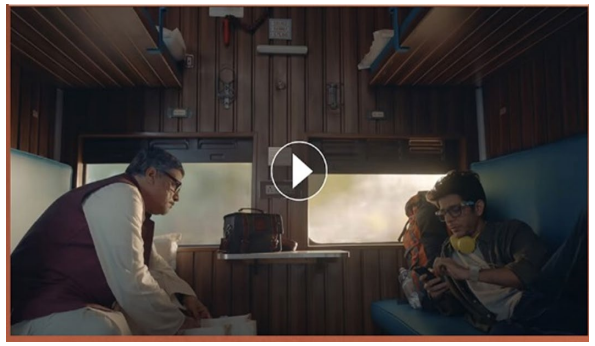
Other updates

- Tata Sampann Dry Fruits scaling up well with positive reviews and higher offtakes across E-commerce channels. We are also expanding across select offline retailers.
- Tata Smartfoodz new portfolio & marketing mix launch on track by Q2/Q3

[1] Source: Nielsen – Value share, Moving Annual Total (MAT) basis June'22 vs June'21

NourishCo (100% Subsidiary)





Launched Tata Copper Water campaign to highlight its unique proposition of goodness of water stored in copper vessels now in packaged drinking format

183Cr
Revenue

+110%
Revenue growth

2.9x
Tata Water Plus#

Performance commentary

- Delivered strong revenue growth of 110% during the quarter. Adjusted for COVID-led disruption, the 3-year CAGR for the business was 38%.
- Himalayan grew 246% YOY and was EBIT+ve during the quarter.
- The growth was broad-based across products and geographies
- The business is seeing inflation in COGS and freight, but it was mitigated through cost-saving initiatives and operating leverage during the quarter.

Other updates

- Himalayan as a provenance brand is being extended into premium preserves and honey.
- GTM expansion and capacity expansion on track.

#191% revenue growth YoY

Tata Coffee (inc Vietnam ex EOC) (~58% Subsidiary)

Successfully concluded a detailed study and audit with KPMG, which certified that Tata Coffee sequesters ~7 lakh tonnes of Carbon/annum.

+25%#
Revenue Growth

+31%
Plantations Revenue Growth

+26%
Extractions Revenue Growth

Performance commentary

- Revenue for the quarter grew 25% led by strong growth across both the extractions and coffee plantations.
- EBIT grew significantly during the quarter driven by higher realization in both coffee plantation and extraction business and despite lower realization in tea plantations.

Extractions

- Overall extraction business grew 26% driven by both domestic and Vietnam business, led by peak utilization and well-planned sales.

Plantations

- Robust growth in coffee driven by higher sales and realization but partly offset by low realization and sales in tea & phasing in pepper sales.

Other updates

- India extractions business (Instant coffee division) recorded 99% capacity utilization during the quarter.
- Inflationary challenges continued during the quarter, but they were mitigated through cost management efforts.

Tata Coffee including Vietnam. Does not include EOC

Tata Starbucks (JV)

Launched limited-edition Sabyasachi + Starbucks merchandize

Continued efforts to keep innovating with exciting new offerings.

99%
Stores re-opened*

275
Total Stores

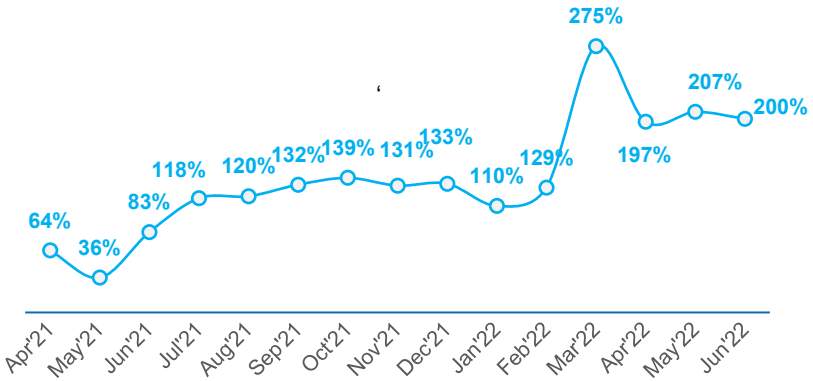
30
Cities

Performance commentary

- Revenue saw strong growth of 238% on a low comparator, led by normalized store operations with lower restrictions.
- Delivery channel salience remains ahead of pre-Covid levels.
- Opened 7 new stores and entered 4 new cities during the quarter.
- The business was EBIT positive for the quarter.
- Expansion into new cities saw encouraging demand and acceptance.

Strong sequential recovery

Sales indexed to FY20 baseline



Other updates

- As part of the Starbucks + Sabyasachi merchandise partnership, both the partners have contributed to an NGO, Educate Girls, & positively impacted the lives of 3000 girls.
- Pilot underway in a few cities to drive traffic and ticket size with new launches to cater to the local taste and preferences.
- Revamped the Food menu with the introduction of freshly assembled sandwiches, small bites, and shareable food.

* As of end of June'22

06

Business performance - International

UK

Teapigs launched its first-ever TV ad - 'Live large, Brew big' which is gaining traction and positive reviews amongst the target audience

Launched a new variant of Tetley – 'Gold Brew' supported with influencer campaign

+3%
Revenue Growth#

+16%
Teapigs revenue Growth^

19.1%
Value Market share*
(in everyday black)

Performance commentary

- Revenue for the quarter grew 3% (constant currency) driven by Tetley black and Teapigs.
- Tetley continued to gain share in everyday black and specialty segments.
- Teapigs grew 16%, led by strong performance in Out of home, exports, and grocery channels.
- Inflation continues to be a challenge that is being addressed through pricing actions and cost-saving initiatives

Other updates

- Launched Tetley Gold Brew – to drive premiumization
- Teapigs continues to expand and secure new listings

Constant currency including teapigs
^ Constant currency
* Source: Nielsen – Value share, Moving Annual Total (MAT) basis – June'22

USA

EOC partnered with International Women's Coffee Alliance in their mission to empower women in coffee industry to achieve sustainable livelihoods.

Teapigs continues to drive category growth and maintained momentum with cold brew range

15%
Coffee Revenue Growth^

-11%
Tea Revenue Growth^

4.4%
*Coffee Bags Market Share

Performance commentary

- **Coffee:** Revenue for the quarter grew 15% (constant currency) driven by strong volumes in K-cups and price increase.
- EOC (K-cups and Bags) saw share gains and grew ahead of the category driven by distribution expansion and targeted promotions.
- **Tea**: Revenue declined 11% (constant currency) due to softness in the category
- Teapigs emerged as the fastest growing Specialty tea brand during the quarter.
- Tetley gained market share in the black hot segment with new listings and innovations

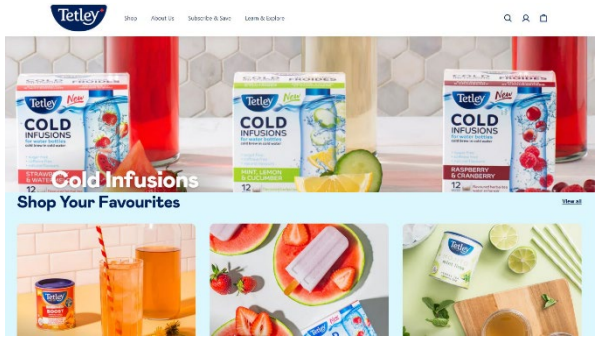
Other updates

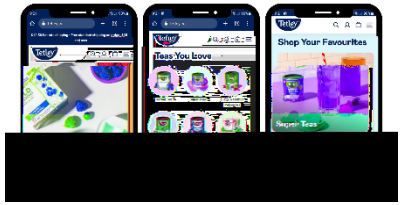
- Took calibrated price hikes across brands to mitigate inflationary challenges and sustain profitability
- Strong distribution gains on EOC K-cups riding on the growth in the value segment of 32-count and 48-count value packs

^ Constant Currency
Source: *Nielsen – Value share, Moving Annual Total (MAT) basis – Juner'22

Canada

Continued to drive engagement and build awareness of Cold Infusions through social media, in store-displays and sampling





Launched the new Tetley D2C website

14%
Revenue Growth^

8%
Revenue growth in Specialty tea^

27.3%
*Market share

Performance commentary

- Revenue for the quarter grew 14% (constant currency) led by both volume growth and pricing.
- There was strong revenue growth across both Regular black tea and Specialty tea during the quarter.
- EBIT grew significantly driven by a combination of higher sales, and lower discretionary spends

Other updates

- Tetley Super Teas continues to strengthen its presence with direct-to-home tea sampling and social media campaigns
- Consumers can now purchase all of their favourite products or try new flavours directly from Tetley.ca – the newly launched D2C website of Tetley.

^ Constant Currency
Source: *Nielsen – Value share, Moving Annual Total (MAT) basis – June'22

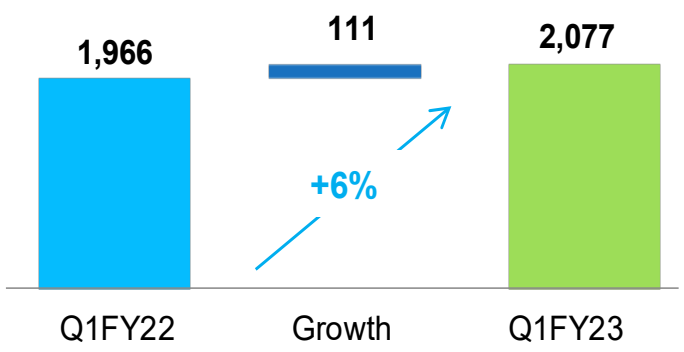
07

Financial Performance

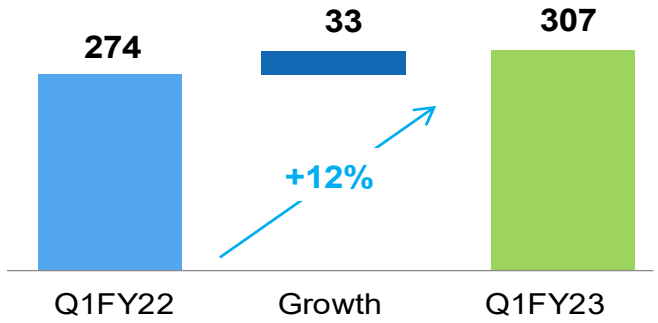
Performance Highlights - Q1FY23

Standalone (in ₹ Cr)

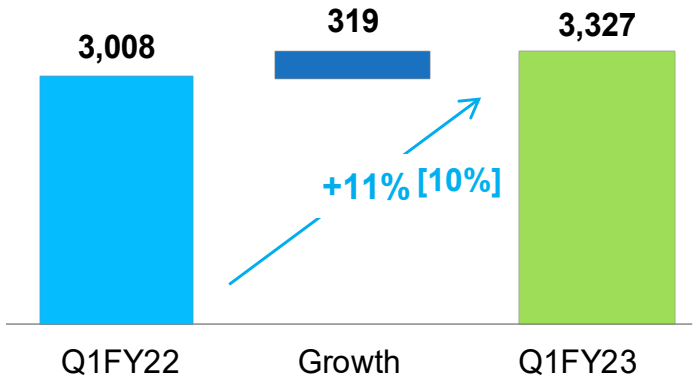
Revenue from operations

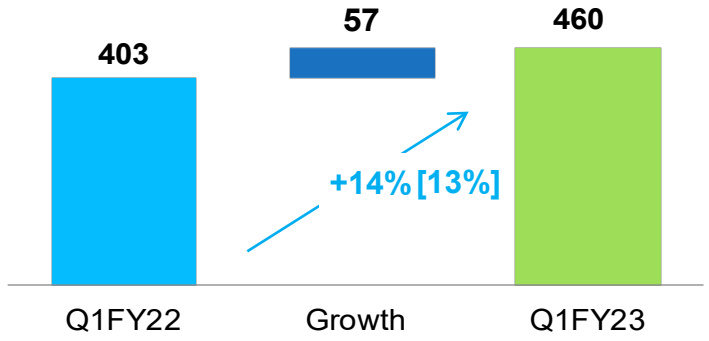


EBITDA



Consolidated (in ₹ Cr)





REVENUE:

- **Revenue at Rs 3,327 Crs**
  - India Business +9%
  - International Business +8% (constant currency)
  - Non-branded Business +25% (constant currency)
- **EBITDA at Rs 460 Crs, +14%**
  - India Business +11%, Gross Margin improvement partly offset by inflationary headwinds and higher investment behind brands and new growth businesses
  - International Business +9%, led by revenue increase, EBITDA Margins flat
  - Non-Branded Business +50%, Higher realisation led margin improvement in coffee extraction and plantations

[ ] constant currency growth

Financials : Standalone and Consolidated

Standalone			Profit and Loss statement (all nos. in ₹ Crores)	Consolidated		
Q1FY23	Q1FY22	Change %		Q1FY23	Q1FY22	Change %
2,077	1,966	*6 %*	Revenue from operations	3,327	3,008	*11 %*
307	**274**	*12 %*	**EBITDA**	**460**	**403**	*14 %*
14.8 %	*13.9 %*		*%*	*13.8 %*	*13.4 %*	
272	**239**	*14 %*	**EBIT**	**387**	**336**	*15 %*
13.1 %	*12.2 %*		*%*	*11.6 %*	*11.2 %*	
319	**378**	*(16) %*	**PBT before exceptional items**	**403**	**340**	*19 %*
(11)	0		Exceptional items	(24)	(4)	
(75)	(74)		Tax	(103)	(96)	
233	**304**	*(23) %*	**PAT / GNP**	**277**	**241**	*15 %*
11.2 %	*15.5 %*		*%*	*8.3 %*	*8.0 %*	
			Group Net Profit (incl. JVs & Associates)	**277**	**200**	*38 %*

Profit after tax on a standalone basis for the quarter declined by 23% YoY on account of the following :

- Lower other income (PY had higher dividend from subsidiaries)
- Higher investment behind brands
- Partly offset by revenue growth and Gross margin improvement

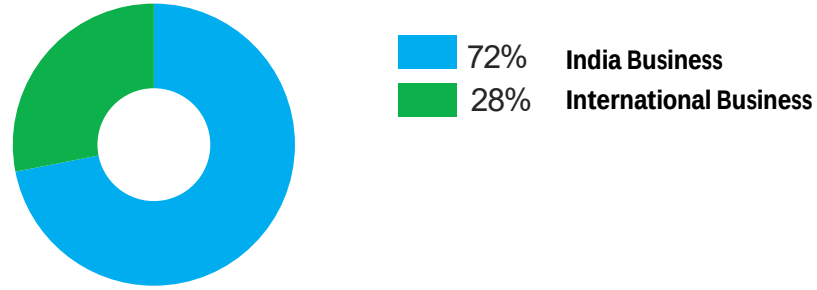
Group Consolidated Net Profits for the quarter grew 38% YoY on account of following :

- Revenue growth in both Branded and Non-branded business
- Gross Margin improvement aided by tapering off of tea cost in India partly offset by input cost inflation in salt
- Improved performance of JV and Associates
- Partly offset by higher investment behind brands and new businesses and higher exceptional costs

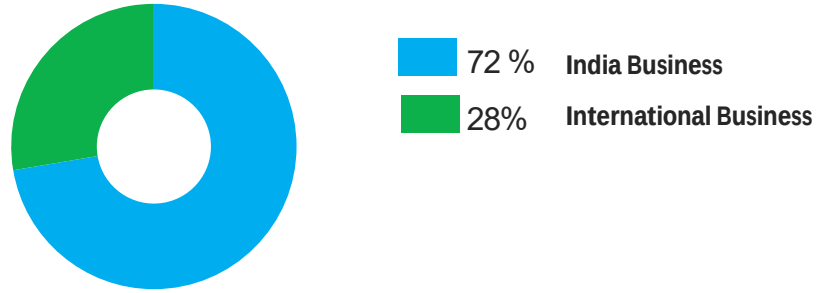
Segment-wise Performance Q1FY23

Particulars	Segment Revenue			Segment Results		
₹ Cr	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (%)
India Business	2,145	1,972	*9%*	273	247	*11%*
International Business	837	768	*9%*	104	96	*9%*
Total Branded Business	**2,982**	**2,739**	*9%*	**378**	**343**	*10%*
Non Branded Business	352	278	*27%*	39	19	*112%*
Others / Unallocated items	(7)	(9)		(38)	(25)	
Total	**3,327**	**3,008**	*11%*	**379**	**336**	*13%*

Revenue - Branded business



Segment results – Branded business



08

Concluding remarks

To conclude

Macros

- Broad-based inflation continues to be a challenge across markets– however, its impact would vary across product categories/consumers/regions.
- The impact of inflation and monetary tightening on the economies of our major markets is a key monitorable.

Business

- We continue to stay focused on driving growth and balancing margins, within the contours of the volatile macro environment.
- Given the volatility of the last 2 years, the growth rates have varied across periods, however the India Beverages business (including RTDs) has delivered a 3-year CAGR of 14%, and the India Foods business a 3-year CAGR of 19% (as of Q1FY23)
- We have continued to see significant inflation in salt costs driven primarily by energy costs and have taken judicious pricing to partly offset that.
- Our “growth businesses” are on a strong trajectory and we will continue to drive them further.
- Our Out of Home businesses i.e. both NourishCo & Starbucks have delivered robust growth during the quarter and we expect continued momentum.
- Tata Soulfull has seen strong momentum and we are driving portfolio expansion to create new vectors of growth.
- In the international business, we have taken pricing actions to offset inflationary pressures while delivering competitive growth.
- Given the inflationary environment and investments required for some of the new businesses, we will continue to optimize margins at the company level while remaining focused on growth.

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Other

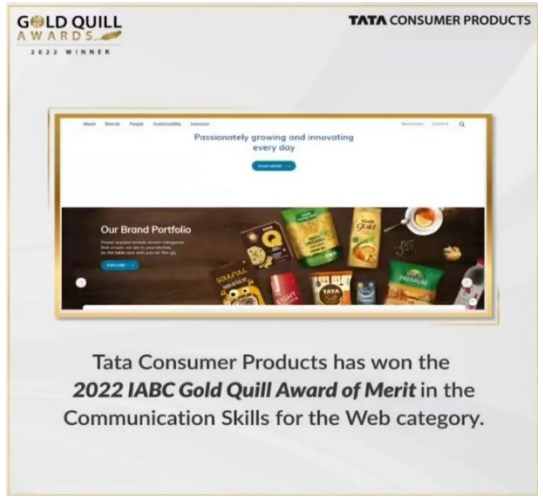
Awards & recognition

Most Valuable Brand

TCP rated as India's 4th most valuable Indian brand (F&B category) in the Brand Finance India 2022 Report.

Creating Value

TCP recognized for Growth Performance (F&B category) at Dun & Bradstreet Corporate Awards 2022.



Communication Excellence

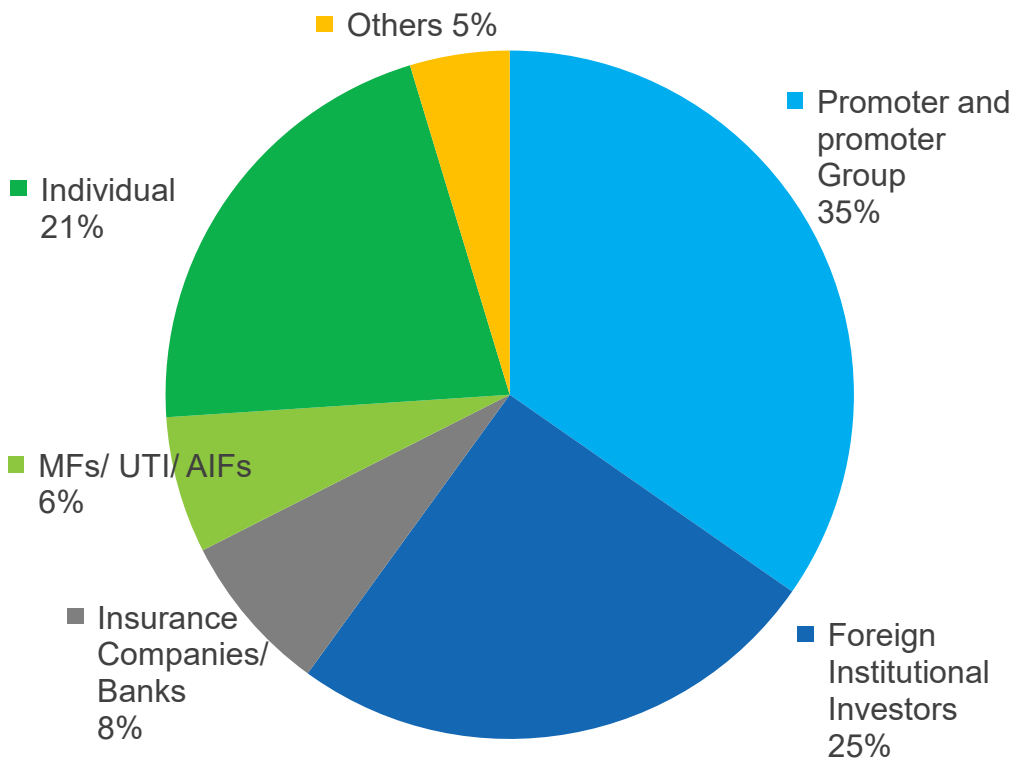
TCP won the 2022 IABC Gold Quill Award of Merit for the corporate website – www.tataconsumer.com

ET Shark Awards

Tata Coffee Grand won a Bronze at ET Shark Awards for Regional "Sounds of Pongal" campaign.

Shareholding information

Pattern as on 30th June, 2022



Stock data	
BSE Ticker	500800
NSE Ticker	TATACONSUM
Market Capitalization (June 30, 2022)	₹ 651.8 bn
Number of Shares Outstanding	921.6 Mn.

Thank You

For more information

Nidhi Verma
Head – Investor Relations & Corporate Communication
nidhi.verma@tataconsumer.com

Retail investor - Write to us at investor.relations@tataconsumer.com

Call us at
+91-22-61218400

For media queries
satya.muniasamy@tataconsumer.com

Last 10-year financials are available on Historical financial data

tataconsumer.com TataConsumer tata-consumer-products/ tataconsumerproducts/