



July 23, 2025

National Stock Exchange of India Limited

Exchange Plaza, C-1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai 400 051
Scrip Code – **TATACONSUM**

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code – **500800**

The Calcutta Stock Exchange Limited

7 Lyons Range
Kolkata 700 001
Scrip Code – **10000027**
(Demat) 27 (Physical)

Sub: Investor Presentation on Unaudited Financial Results for the quarter ended June 30, 2025

Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”), we are submitting the Investor Presentation concerning the Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

Additionally, the above presentation is also being made available on the website of the Company at <https://www.tataconsumer.com/investors/investor-relations/results-and-presentation/analyst-presentation>.

We request you to take this on record and to treat the same as compliance with the applicable provisions of the SEBI Listing Regulations.

Thanking you.

Yours Truly,

For Tata Consumer Products Limited

Delnaz Dara Harda

Company Secretary & Compliance Officer
ACS 73704

Encl.: as above

TATA CONSUMER PRODUCTS LIMITED

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Corporate Identity Number (CIN): L15491WB1962PLC031425

Email: investor.relations@tataconsumer.com

Website: www.tataconsumer.com

Investor Presentation

For the quarter ended June 2025

TATA CONSUMER PRODUCTS

23rd July 2025

A decorative graphic at the bottom of the slide featuring two overlapping wavy bands. The lower band is blue with white dots, and the upper band is green with yellow dots. The text 'FOR BETTER' is positioned in the bottom right corner of the blue band.

FOR BETTER

Disclaimer

Certain statements made in this presentation relating to the Company's objectives, projections, outlook, expectations, estimates, among others may constitute '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.

Agenda

01

Executive summary

02

Performance overview

03

Progress against strategic priorities

04

Macro environment

05

Business performance

06

Financial performance

07

Concluding remarks

08

Other

We are Tata Consumer Products



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



₹ 17.6k crore consolidated revenue in FY25 with a market cap of ~₹109k* Cr



Reach of 275mn+ households in India and distribute to 4.4mn retail outlets



Among the top 10 FMCG companies in India



4,500+ employees worldwide#



Largest salt brand in India



2nd Largest tea brand in India



3rd largest tea brand in UK & largest tea brand in Canada



#1 natural mineral water brand in India



National brand in pulses, spices, dry fruits and other staples



India's leading Desi-Chinese brand



4th largest R&G coffee brand in USA



Leading organic F&B and herbal supplements brand

* As of 30th June 2025

Does not include plantation workers

Executive Summary

- ❑ During Q1FY26, consolidated revenue grew 10% YoY. India branded business reported a 6.8% UVG.
- ❑ Core India business saw double-digit growth in both tea and salt.
- ❑ 'Growth' businesses grew 7% on an aggregate basis.
 - Tata Sampann continued its strong momentum with a 27% YoY growth in Q1.
 - Unfavourable weather impacted the RTD business, even as it recorded positive volume growth.
 - Capital Foods and Organic India: Growth was impacted by transitory issues. The focus remains on accelerating growth through innovation and expanding distribution.
- ❑ International business¹ continued its momentum with a 5% constant-currency revenue growth, driven by strong coffee performance in the USA.
- ❑ Non-branded business was quick to adapt to moderating coffee prices by optimizing sourcing strategies and managing inventory.
- ❑ Consolidated EBITDA declined by 8% due to higher tea costs in India and coffee price corrections in the non-branded segment. EBITDA margin was 12.9%, down 250 bps.
- ❑ Continued to strengthen omnichannel capabilities, including food services (HoReCa) and pharmacy, with channels of the future, demonstrating robust growth.
- ❑ Coffee prices are on a downward trajectory, though ongoing volatility warrants close monitoring. Tea prices remain favorable; however, the outlook remains cautiously optimistic.

¹ Does not include the export revenues of Capital Foods and Organic India.

02

Performance Overview

Key Businesses Snapshot – Q1FY26

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
Revenue	1,647	1,534	1,074	536	4,779
Revenue growth	8%	14%	9%	7%	10%
Constant currency growth			5%	6%	9%

Key Brands



Notes:

- India Beverages includes Packaged Beverages, Ready-to-Drink (RTD), and Organic India revenues (including overseas revenue).
- India Foods Includes Salt, Tata Sampann, Tata Soufull, and Capital Foods revenues.
- International includes International Tea and US Coffee businesses.
- Non-Branded incl. solubles and plantations businesses.
- Consolidated revenue after Inter-segment eliminations.
- The classification of our businesses in the table above has been provided for historical context and differs from that disclosed in the segment information in our financial results.

Summary of Group Performance – Q1FY26



₹ 4,779 Cr.

₹ 615 Cr.

₹ 465 Cr.

₹ 332 Cr.

₹ 332 Cr.

₹ 397 Cr.

	Revenue	EBITDA	PBT (bei)^	Group Net Profit (bei)^	Group Net Profit	Net Cash\$
Growth (YoY)	10%	-8%	0%	10%	15%	
Margin		12.9%	9.7%	6.9%	6.9%	
Margin expansion (YoY)		-250bps	-100bps	+0bps	+30bps	
EPS (Basic)				3.38^	3.38	
EPS growth (YoY)				+7%^	+12%	

^ before exceptional items.

\$ Cash and cash equivalents (net of total borrowings) as of 30 June 2025.



03

Progress against Strategic Priorities

Strategic Priorities



Strengthen core &
accelerate growth
businesses



Build on new
opportunities



Drive execution
excellence
everyday



Create a
future-ready
organization



Drive digital &
innovation



Embed
sustainability



India Business – Fueling our brands across businesses



A&P-to-Sales*
Q1FY26
6.9%

MAT Market share – Salt



Value **-40 bps¹**



MAT Market share – Tea



Value **-80 bps¹**



* India business

¹ Source: Nielsen – MAT basis, Jun'25 vs Jun'24





Building omni-channel capabilities



E-Com
(including Q-Com)

+61% YoY



Modern Trade

+21% YoY



Food Services

Successful activation across key large accounts
and premium hotel chains.



Pharmacies

Distribution expanded to the top 40 cities.
Demand generation activities underway.



Vending

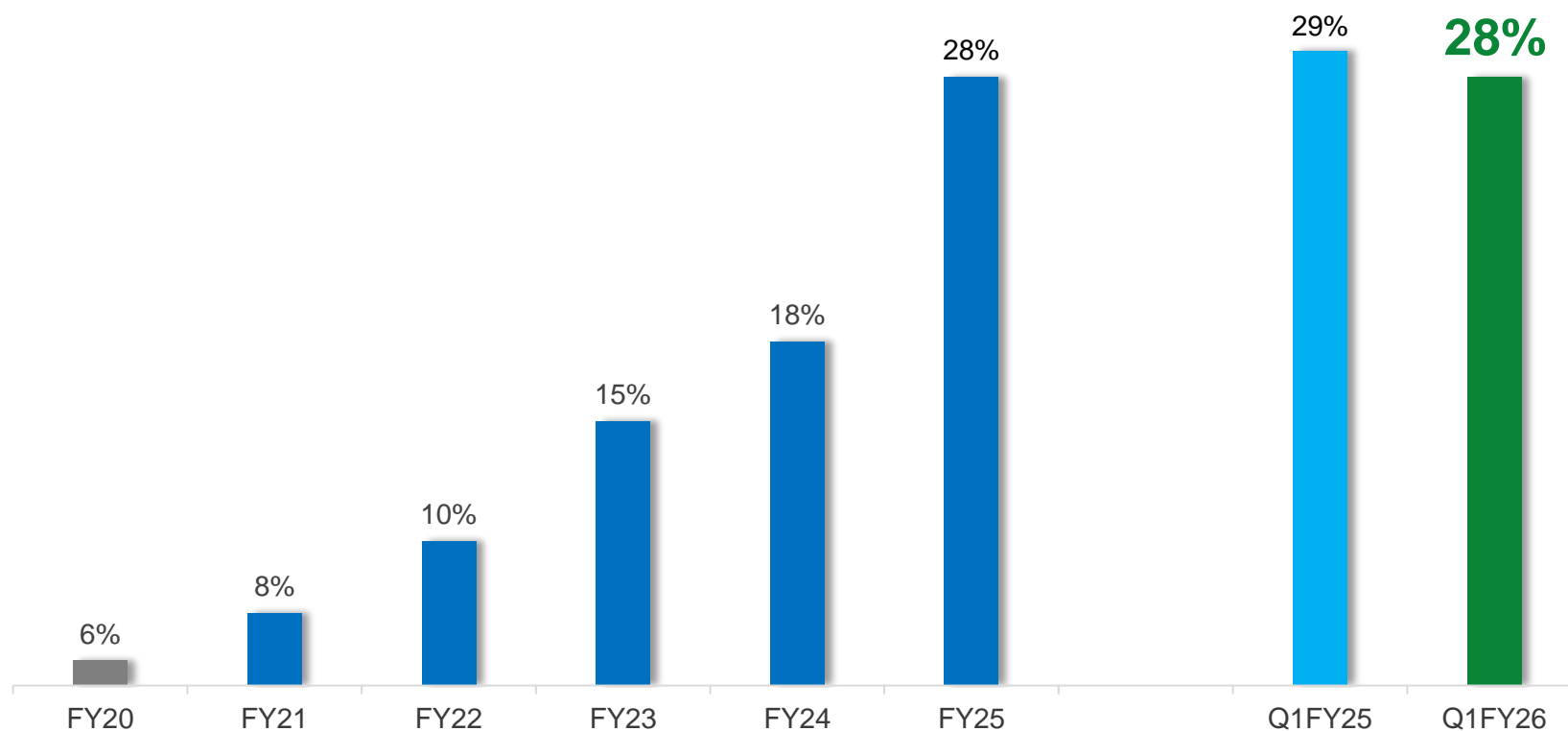
~5,000 machines installed. 5% share in the bean-to-cup market*.

* Management estimates.



'Growth' businesses – transitory issues impact growth

Growth Businesses as a % of India Business



Combined YoY
revenue growth

Q1FY26



7%

Includes overseas revenues for Capital Foods and Organic India.



New product launches during the quarter

Packaged Beverages



Foods



Ready-to-Drink

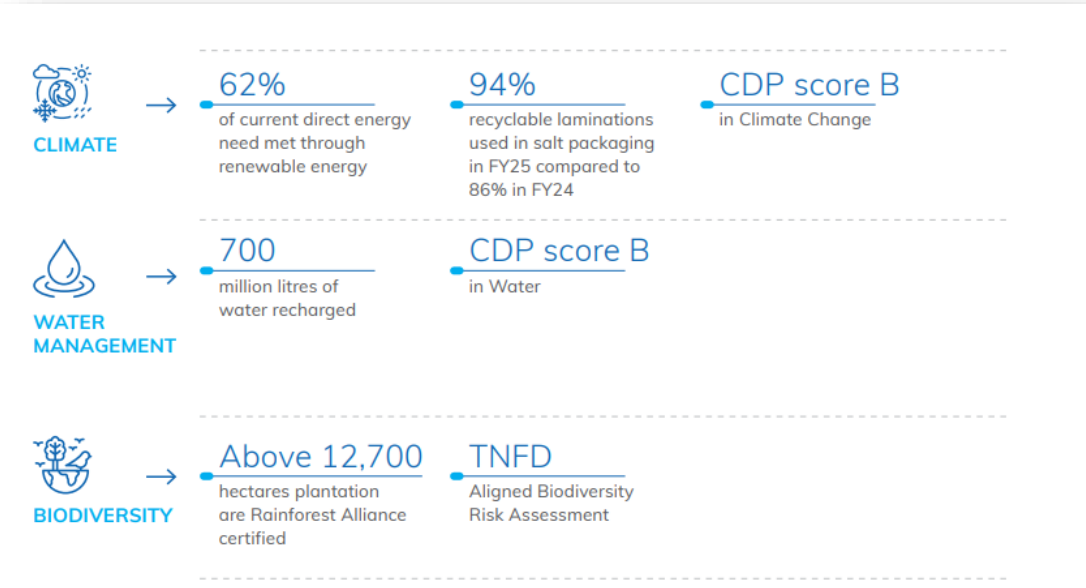


Organic India





Sustainability: Steady progress reflected by improving scores



Latest ESG ratings by SEBI Registered Rating Agencies



NSE
Sustainability
Ratings & Analytics

65/100
FY24

CRISIL
An S&P Global Company

57/100
FY23
Adequate

58/100
FY24
Adequate

61/100
FY25
Strong



04

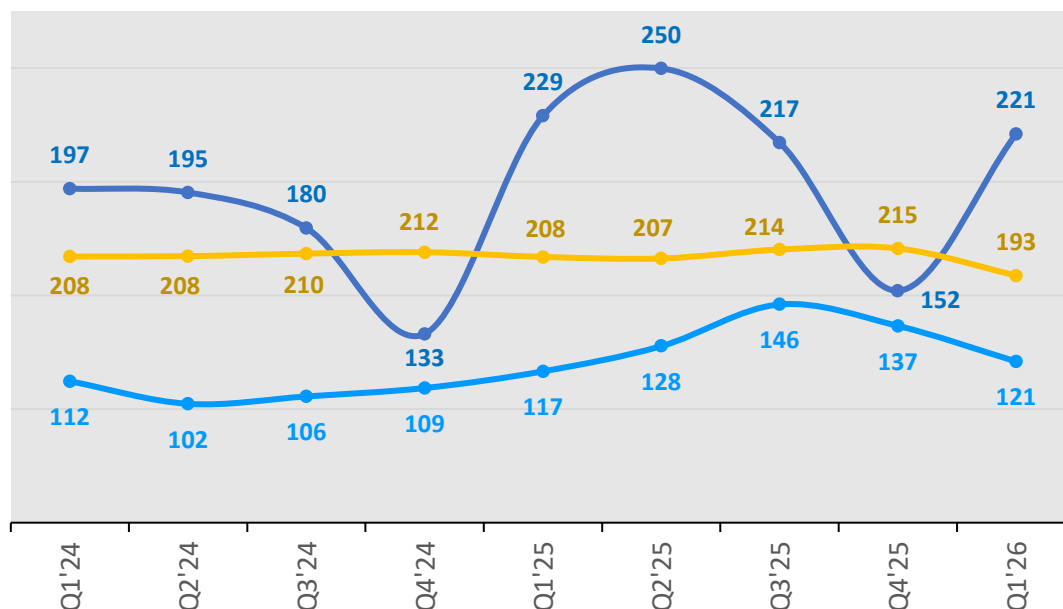
Macro environment

Key Commodities' movement



Tea

— N. India Tea (INR/kg) — S. India Tea (INR/kg) — Kenya Tea (\$c/kg)

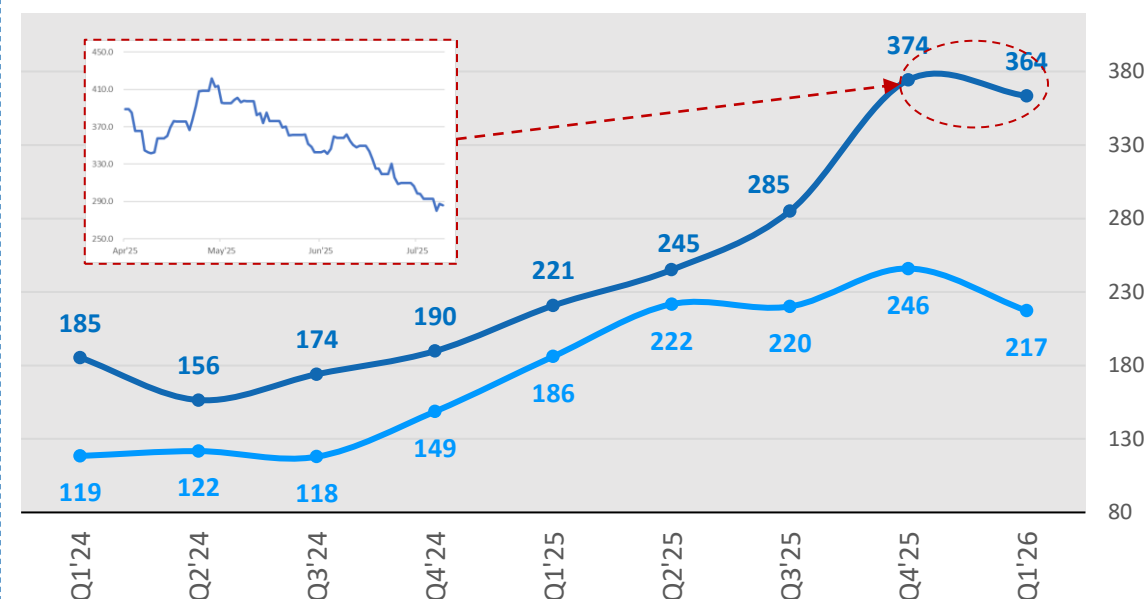


- **North India tea** prices are moderately lower v/s the same period last year as tea crop supply in the region is robust. Prices for July (MTD) are 9% lower YoY.
- **South India tea** prices continued to soften.
- **Kenyan tea** prices remain stable.



Coffee

— Arabica Coffee (\$c/lbs) — Robusta Coffee (\$c/lbs)



- **Arabica** and **Robusta** prices have moderated significantly however, remain volatile.



05

Business performance – Q1FY26

India Packaged Beverages



+12%
Net Revenue

+1%
Volume

-80bps
Tea Market Share¹

Performance commentary

- Revenue for the quarter grew 12%, with volumes growing 1%.
- The growth was broad-based across brands/segments.
- Coffee continued its strong trajectory. Revenue grew 67% on the back of a 33% growth in volumes.

Other updates

- Tetley introduced Slim Care and Beauty Care Green Teas, with its disruptive innovation of green teas enriched with L-Carnitine and Biotin, respectively.
- Tata Tea Premium launched a new hyperlocal North-East pack, supported by a targeted digital campaign.
- Tata Tea Chakra Gold Gemini, Telangana's leading tea brand, launched a new Elaichi (cardamom) flavour.

¹) Source: Nielsen – MAT basis (value), Jun'25 vs Jun'24.

India Foods



+14%

Net Revenue

+6%

Volume

-40bps

Salt Market Share¹

Performance commentary

- Salt revenue grew 13% with 5% volume growth, achieving its highest-ever quarterly tonnage.
- Value-added salts grew 31%.
- Tata Sampann grew 27%; New launches and innovations continue to do well.

Other updates

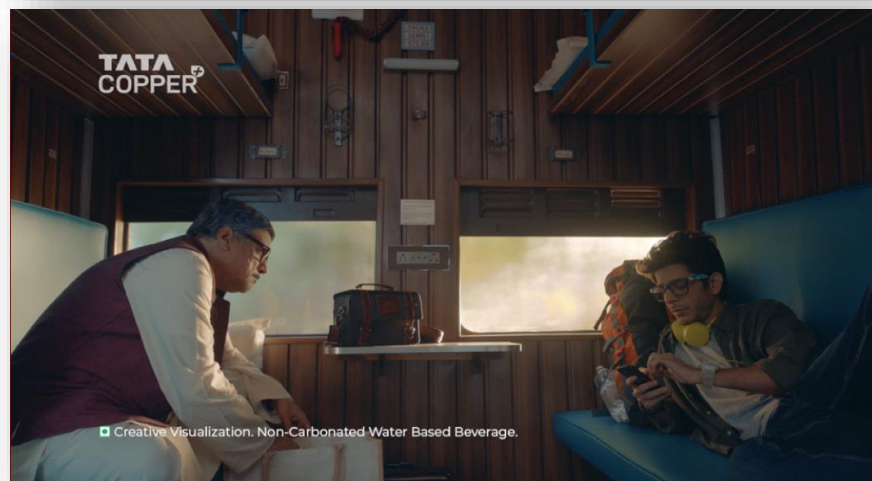
- Launched “Namak Ho Tata Ka 2.0” to reinforce brand promise, featuring region-specific musicals and broad activation across major TV, digital, and high-impact platforms.
- Dry fruits and Cold Pressed Oil continue to build on their growth momentum.



India Foods Includes Salt, Tata Sampann, Tata Soufull, and Capital Foods revenues.

1) Source: Nielsen – MAT basis (value), Jun'25 vs Jun'24.

Ready-to-Drink (RTD)



271Cr

Net revenue

+3%

Volume

+11%

Tata Copper+
revenue growth

Performance commentary

- During the quarter, the RTD business recorded a moderate volume growth of 3% impacted by unfavorable weather. Revenue declined 13% driven by trade price corrections undertaken last year.
- The premium portfolio registered a healthy volume growth of 20%.
- Tata Copper+ revenue grew 11%.
- The business continues to strengthen its portfolio by entering new segments, formats, and occasions, launching 8 new products during the quarter.

Other updates

- Power brands Tata Gluco+, Tata Copper+, and Tata Coffee Grand launched new media campaigns with refreshed propositions.
- Tata Gluco+ "Piyo Goodness. Karo Greatness." was the first complete AI film from Tata Consumer Products to launch on media platforms.

Capital Foods & Organic India



166Cr
Capital Foods
Revenue

93Cr
Organic India
Revenue

50%

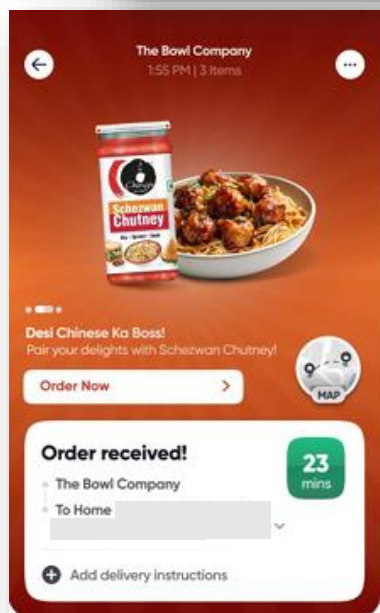
Combined Gross
Margin

Performance commentary

- Capital Foods and Organic India grew 10% in Q1FY26 on a combined basis (including international operations); impacted by transitory issues.
- Combined gross margin at 50% for Q1 continues to remain significantly accretive to the base India businesses.
- Organic India's Q1 e-commerce revenue grew ~3.5x YoY.

Other updates

- Organic India partnered with Sachin Tendulkar, aligning his reputation for integrity with the brand's emphasis on quality and trust.
- Capital Foods activated media on quick commerce platforms to strengthen brand association with the channel.



Non-branded Business



+6%#
Revenue Growth



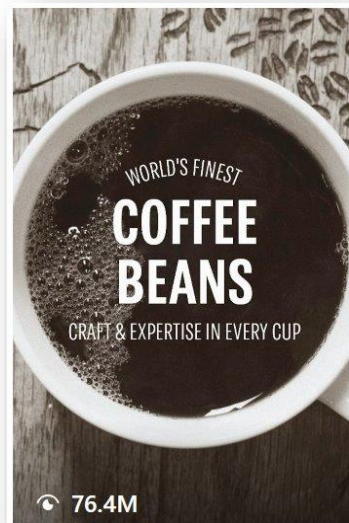
+5%#
Solubles
Revenue

Performance commentary

- Revenue for the quarter grew 6%#.
- The Solubles business grew 5%# while Plantations delivered 11% growth, as moderating coffee prices impacted margins.
- As coffee prices come off their record highs, albeit with continued volatility, the non-branded business has responded with prompt agility.
- Profitability for the business was impacted owing to the drop in global coffee prices.

Constant currency terms.

Tata Starbucks (JV)



6

Net new stores
opened during the
quarter

485

Total stores

80

Cities present

Performance commentary

- Revenue for the quarter grew 6%.
- Same store sales growth (SSSG) was positive except during May when the regional geopolitical tensions flared up and impacted store operating hours in specific geographies.
- Added 6 net new stores during the quarter, with footprint growth across both metros and smaller cities.

Other updates

- The Cold Brew category continued to grow, contributing to a larger share of the beverage menu mix.
- Gen Z-focused 'Refreshers' further contributed to growth by driving incremental trials.

International operations



UK

- Revenue for the quarter declined 4% as the business cycled a high base.
- Tetley's new TV ad titled 'Britain's tea' was well received by consumers across the board.

Revenue growth **-4%**

Value market share*
Everyday black **19.6%**

Value market share*
Fruit & herbal **9.9%**



USA

- The US coffee business registered 20% growth.
- Eight O'clock continued to gain market share within bags as well as K-cups.

Coffee revenue growth **+20%**

Coffee bags
market share* **4.0%**



Canada

- Revenue for the quarter declined 7%, primarily due to a shift of promotional calendars at key retail partners.
- Tetley continued to retain its market leadership position.

Revenue growth **-7%**

Revenue growth in
specialty tea **-3%**

Value market share*
(overall tea) **24.4%**

Note: All numbers in constant currency unless specified

*Source: Nielsen – MAT basis, Jun'25 vs Jun'24



06

Financial Performance

Performance Highlights – Q1FY26



Consolidated revenue grew 10% (9% in constant currency) to Rs 4,779 Cr.

- ❑ India business grew 11%.
- ❑ International business delivered 5% constant currency (CC) growth.
- ❑ Non-branded business grew 6% in CC terms.

Consolidated EBITDA stood at Rs 615 Cr, down 8% YoY, with an EBITDA margin of 12.9%.

- ❑ India business EBITDA declined 8% YoY, with margin contracting by 270 bps.
- ❑ International business EBITDA decreased 14% (CC) YoY, with margin down 360 bps due to lower gross margins.
- ❑ Non-branded business EBITDA declined 28% (CC), with a 700 bps margin contraction driven by lower coffee prices.

Financials: Standalone and Consolidated

Standalone			Profit and Loss statement (all nos. in ₹ Crores)	Consolidated		
Q1FY26	Q1FY25	Change %		Q1FY26	Q1FY25	Change %
3,529	3,202	10%	Revenue from operations	4,779	4,352	10%
402	412	-2%	EBITDA	615	671	-8%
11.4%	12.9%	%		12.9%	15.4%	
349	358	-3%	EBIT	466	523	-11%
9.9%	11.2%	%		9.8%	12.0%	
806	293	175%	PBT before exceptional items	465	465	0%
-	(10)		Exceptional items	-	(17)	
(92)	(98)		Tax	(119)	(134)	
714	185	286%	PAT	346	314	10%
20.2 %	5.8%	%		7.2%	7.2%	
Group Net Profit (incl. JVs & Associates)				332	289	15%

Standalone Net Profit for Q1FY26 was Rs 714 Cr, up 286% YoY, primarily driven by dividend income from subsidiaries, partially offset by lower operating profits.

- ❑ EBITDA declined 2% YoY even as revenue grew 10% owing to inflation in tea costs within India.
- ❑ PBT before exceptional items grew 175% due to dividend income from subsidiaries.
- ❑ The effective tax rate was lower YoY due to receipt of non-taxable dividends from subsidiaries.

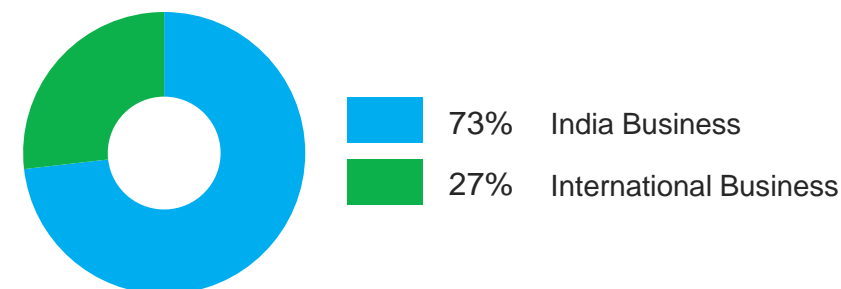
Group Net Profit (GNP) for Q1FY26 grew 15% YoY; GNP before exceptional items was Rs 332 Cr, up 10% YoY.

- ❑ Revenue increased by 10%.
- ❑ EBITDA declined 8%, impacted by adverse gross margins.
- ❑ PBT before exceptional items was flat YoY due to elevated interest costs in the base quarter due to funding for acquisitions and working capital borrowings.

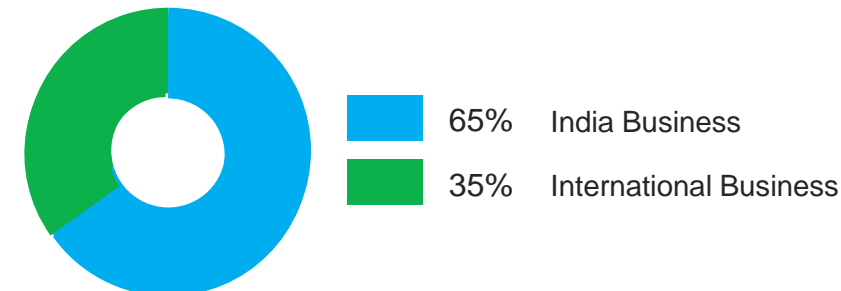
Segment-wise Performance Q1FY26

Particulars	Segment Revenue			Segment Results		
	Q1 FY26	Q1 FY25	Change	Q1 FY26	Q1 FY25	Change
₹ Cr						
India Business	3,126	2,815	11%	290	326	-11%
International Business	1,145	1,046	9%	155	176	-12%
Total Branded Business	4,271	3,862	11%	445	501	-11%
Non-branded Business	536	501	7%	65	96	-33%
Others / Unallocated items	(28)	(10)		(44)	(150)	
Total	4,779	4,352	10%	465	448	4%

Revenue – Branded business



Segment Results – Branded business



Q&A



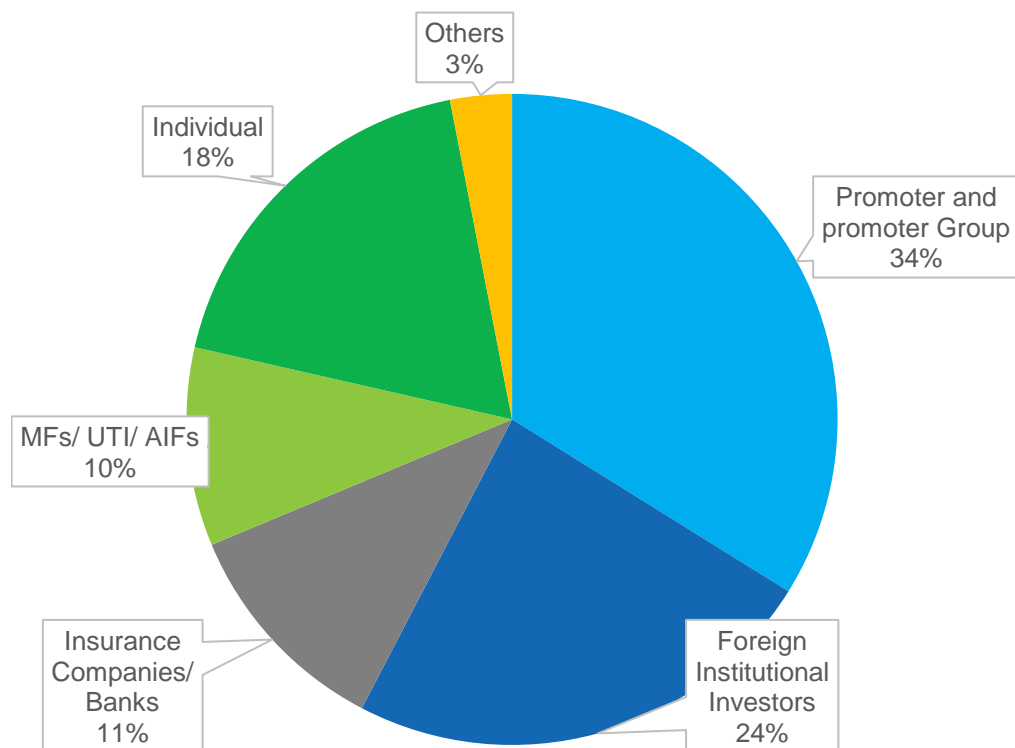


08

Other

Shareholding information

Pattern as on 30th June 2025



Stock data

BSE Ticker	500800
NSE Ticker	TATACONSUM
Market Capitalization (Jun 30, 2025)	₹ 108.7 bn
Number of Shares Outstanding	989.5 Mn

Thank You

For more information

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Last 10-year financials are available on [Historical financial data](#)



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