

Investor Presentation

For the quarter ended June 2021

TATA CONSUMER PRODUCTS

3rd August 21

A decorative graphic at the bottom of the slide featuring a wavy, multi-colored gradient (yellow, green, blue) with a pattern of small white dots.

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 – India

06

Business performance – International

07

Financial performance

08

Outlook

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



₹ 11.6K crore consolidated revenue in FY21 with current market cap of ~₹70k Cr.



Reach to almost 200mn households in India and distribution to ~2.5mm retail outlets



Among the top 10 F&B companies in India



~2900 employees worldwide

01

Executive Summary

Executive Summary

- During the quarter, Consolidated Revenue grew 11% YoY despite a challenging operating environment and a high base.
- Despite a severe second wave of COVID, India business performed well while International markets saw a decline owing to pantry loading in the base quarter.
- Overall, India business¹ grew 25% led by
 - India Beverages² business growth of 28%, with 3% volume growth
 - India Foods business growth of 20%, with 17% volume growth
- International business declined 13%, with an underlying (constant currency) decline of 16%³, cycling an elevated base driven by pantry loading.
- EBITDA margin for the quarter was 13.4%, up 300 bps QoQ, but down 452bps YoY, driven by higher A&P investments in the India business in the current quarter and low-cost tea inventory that benefitted the base quarter.
- Group net profit declined 42% YoY, however, adjusted for exceptional items, it declined 27%.
- We continued to invest behind our brands to drive long term growth and we gained market share in both the core categories of tea and salt in India.
- We now have a harmonized Pan-India distribution system and have substantially completed the integration of Soulfull.
- We continue streamline operations & driving synergies, including network optimization in India & simplification of International business.

¹ Includes India beverages & India Foods business, including NourishCo.

² Including NourishCo, but volume doesn't include Nourishco volumes

³ Like to like, adjusted for the impact of exit from International Foodservice business, the decline was 9% (12% in constant currency terms)

COVID-19 update - India

Second wave vs first wave

- Widespread impact across rural/hinterland
- More infections in our own /extended ecosystem
- No pantry loading unlike last year
- Restricted market opening timings.
- Disruption in last mile logistics

Innovative ways of working

- **D2C** – Tatanutrikorner, Soulfull, Sonnets, Tata Tea 1868
- Starbucks – increased thrust on delivery
- **Remote third-party audits** and remote management of quality checks
- Virtual on-boarding and trainings for new joiners

Business Continuity

- **All factories and plantations** were **operational**
- **Stringent guidelines and Covid SOP** implemented to ensure health & safety of employees
- Continued “**Work from Home**” where possible
- **C.80% of Starbucks stores** operational across India, with restricted dine-in and store operating hours ¹

Employee well-being

- Covering vaccination costs for employees and their family members, vaccination drives organized at multiple locations.
- Multiple health & wellbeing initiatives covering physical, emotional and mental well being.
- Heightened focus on employee recognition.

Supply Chain

- **Secured raw materials and packaging** supply chains; Ongoing risk management to ensure supply continuity
- **Re-alignment of sales teams** to reduce exposure. Tele-marketing deployed aggressively

Social initiatives

- Covering vaccination costs for business partners in the extended ecosystem.
- Iss baar #Sabkeliye Jaago Re campaign asking people to help support staff get vaccinated

¹ As of 30th June 2021.

02

Performance Overview

Key Businesses snapshot – Q1FY22



International Beverages

In ₹ Cr
(unless specified)

	India Beverages	India Foods	US Coffee	International Tea	Tata Coffee (incl. Vietnam)	Consolidated [#]
Revenue	1,267	705	296	472	241	3,008
<i>Revenue Growth</i>	28%	20%	-18%	-3%	5%	11%
<i>Constant currency growth</i>			-15%	-10%	6%	10%
<i>Volume Growth</i>	3%	17%	-16%	-9%	-6%	

Key Brands



Note:

- India Beverages revenue includes India Packaged Beverages + NourishCo (subsidiary effective May'2020), but volume doesn't include Nourishco volumes
- 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).
- Tata Coffee incl. Vietnam and excl. USCoffee (EOC)
- Consolidated revenue includes other non-branded business and Inter-segment eliminations
- # We exited Foodservice (International) business, adjusted for that, Consolidated Revenue grew 12% on a like-to-like basis (11% constant currency)

Group Performance at a glance – Q1FY22



₹ 3,008 Cr.



₹ 403 Cr.



₹ 340 Cr.



₹ 200 Cr.



₹ 203 Cr.



~₹ 2,169 Cr.

	Revenue	EBITDA	PBT (bei)^	Group Net Profit	Group Net Profit (bei)^	Net Cash ^{\$}
Growth (Y-on-Y)	11%	-17%	-22%	-42%	-27%	
Margin%		13.4%	11.3%	6.7%	6.8%	
Margin expansion (Y-on-Y)		-452 bps	-476 bps	-608 bps	-345 bps	
EPS				2.01 (EPS)		
EPS Growth (Y-on-Y)				- 43% (EPS)		

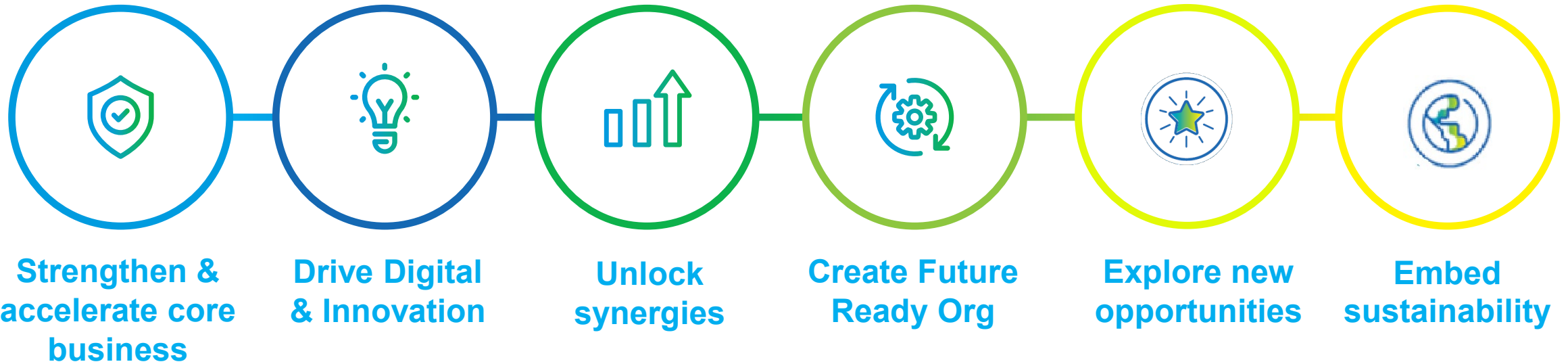
^ before exceptional items

^{\$} Cash and Cash equivalents (net of total borrowings) as at Jun 30, 2021

03

Progress against Strategic Priorities

Strategic Priorities





Fuelling our brands



Ongoing hyperlocal campaigns across all core markets for Tata Tea Premium.

Tata Tea Chakra Gold Care Driving awareness & trials of value added variant, Chakra Gold Care in TN



Scale up and expansion in southern markets of AP, Telangana and Karnataka.

India business¹ A&P Q1FY22



+53% YoY

Market share



Tea +170 bps¹



Salt + 370 bps¹



Tata Sampann Continues to be contextual on social media with participation in relevant occasions

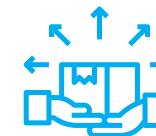
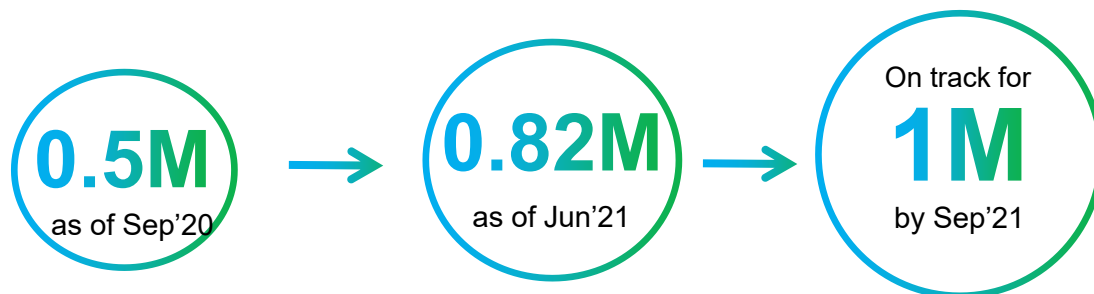
¹ Standalone Financials

² Source: Nielsen – Value share, JQ'21 vs JQ'20



Making consistent gains on reach & premiumization

Direct coverage



+3,000
Rural distributors¹

Pan-India Harmonized Distribution System

Value growth in premium salts portfolio



Ecommerce **+153% YoY**
7.3% of Sales²



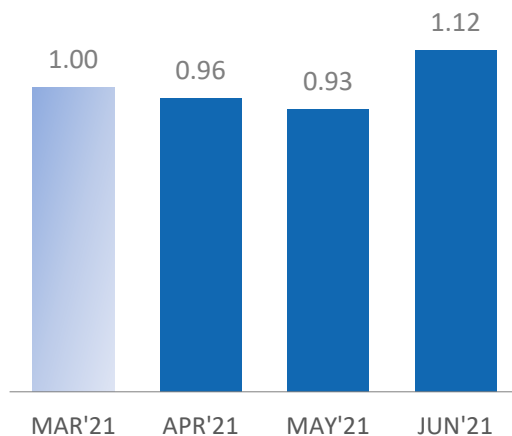
Institutional channel
+144% YoY

¹ total number of rural distributions as of June'21.

² % of India business (excl Nourishco) in Q1FY22

Strong momentum post second wave of COVID

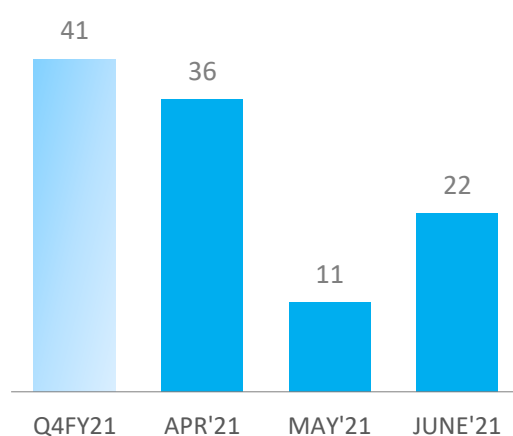
Urban direct outlets billed



Indexed to Mar'21 levels

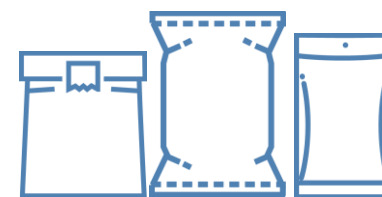
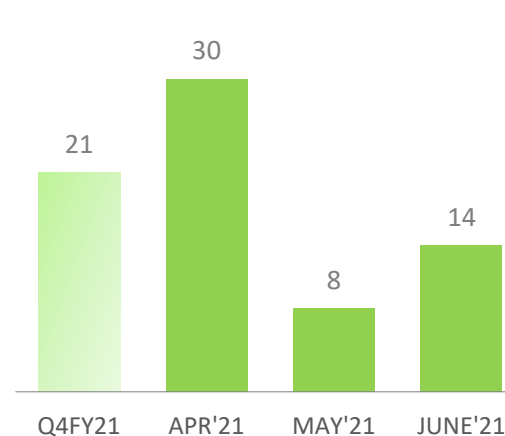


India F&B revenue growth (%)

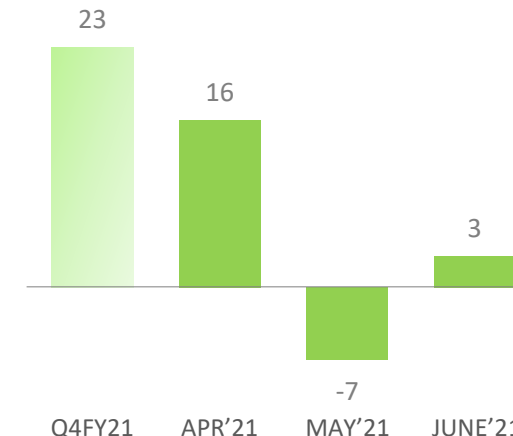


India F&B Volume growth (%)

India Foods

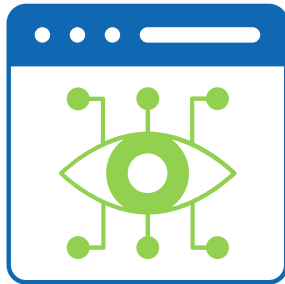


India Packaged Beverages





Embedding Digital across the value chain



**Digital strategy
and vision**



**Enterprise data platform
set-up initiated**



**Continued focus on
key business initiatives**



Continuing the momentum on innovation - India

Tata Salt Super Lite



India's 1st and only salt with 30% low sodium than regular iodized salt

Tata Tea Chakra Gold Care



New dust blend that packs the traditionally known benefits of 5 natural ingredients

Eight O'Clock



A range of Premium International Coffee offerings; with its Single origin and flavored Roast & Ground coffees

Tata Sampann Dal Tadka Masala



Range of Dal Tadka Masalas to enhance the taste of everyday dals



Continuing the momentum on innovation – Intl.

Himalayan - UK



Himalayan Natural Water – Launch of our premium mineral water in the UK.

Teapigs Kombucha UK



Launch of 3 variants of Teapigs kombucha in cans

Teapigs Cold Brew UK



Launch of 6 variants of Teapigs cold brew in the UK. These all-natural infusions have been specially made to brew easily in cold water

Good Energy - UK



Organic Natural Energy Drink with natural caffeine from Guayusa leaf. 2 variants launched in UK - Blood Orange and Tangerine, and Raspberry and Blueberry

Good Earth - Australia



Good Earth launched in Australia in 4 flavors – Hibiscus, Rose & Sweet Berries, Tropical Mangos, Rooibos Chai and Ginger, Turmeric & Lemon.



Soulful integration update

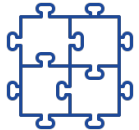
Key Highlights



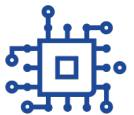
Organization structure and policies harmonized



Ensured billing through TCPL within ~45 days of deal closure; 3x GT outlet expansion achieved



Completed critical process integration across 10 functions within 90 days of deal closure



Completed Sales IT and related integration



Preserved agility & entrepreneurial culture while integrating back-end into the TCPL India platform, including the innovation process



Recent changes in the Leadership team



Mr. Prashant Parameswaran
Managing Director & CEO
Tata Consumer Soulfull Pvt. Ltd.



Mr. Puneet Das
President – Packaged
Beverages(India and South Asia)



Ms. Deepika Bhan
President – Packaged
Foods (India)



Mr. T.V. Swaminathan
Global Chief Digital Officer



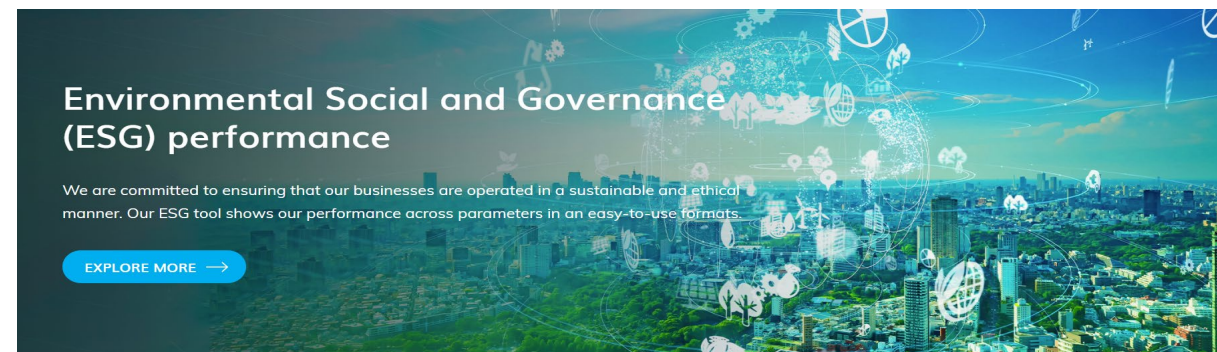
Mr. Punit Gupta
Senior Vice President –Strategy and M&A



Enhancing ESG disclosures



Introduction of an interactive tool on our website to enhance disclosures, reporting and ease of access.



TATA CONSUMER PRODUCTS **ESG WORLD**

--All Categories-- | --All Sub Factors-- | --All Keywords-- | --ESG World Framework-- | --All Frameworks-- | --TimeStamp--

Last Updated: **12 Jul 2021** | Public Views: **202** | Provide Feedback | Last 30 Day's Refresh

Search:

Sub Factor	Keywords	Frameworks	Link\$	Metric	Highlights
Company Overview					
Scope of the ESG Profile	Overview	GRI 102: GD Reporting Practice SASB: Leadership and Governance SDG 16: Peace Justice and Strong Institutions WEF Governance: Risk and Opportunity Oversight			Scope of this ESG Profile covers the Environmental and Social parameters included here pertain to all Branded Food & Beverage business of Tata Consumer Products Limited in India and Internationally (excludes Nourischo & Soulfull (100% subsidiaries) – recent acquisitions by Tata Consumer, Tata coffee & Associate companies). Governance parameters pertain to the listed entity - Tata Consumer Products Limited
ESG a Core Pillar of Strategy	Strategy	GRI 102: GD Strategy SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal WEF Governance: Risk and Opportunity Oversight			TCPL ESG strategy focuses on sustainable practices that attract more customers, allows better access to resources, lowers energy and water consumption, and therefore also can reduce operational costs. We value sustainable practices that lead to greater social credibility, attract talent, boost employee morale, and build stronger community relations. We are proud of our positive leadership position in the

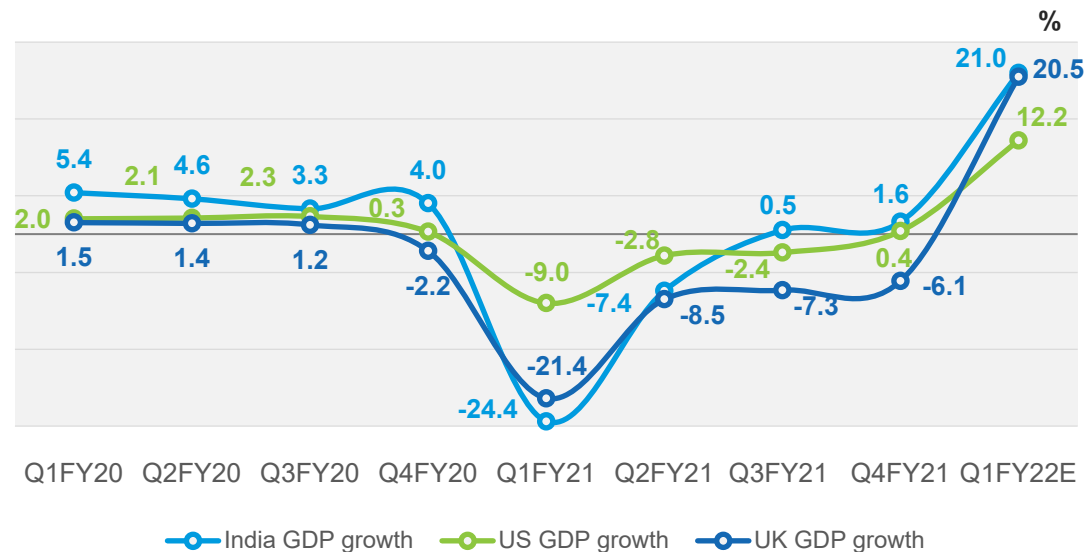


04

Macro environment

Macro and commodity overview

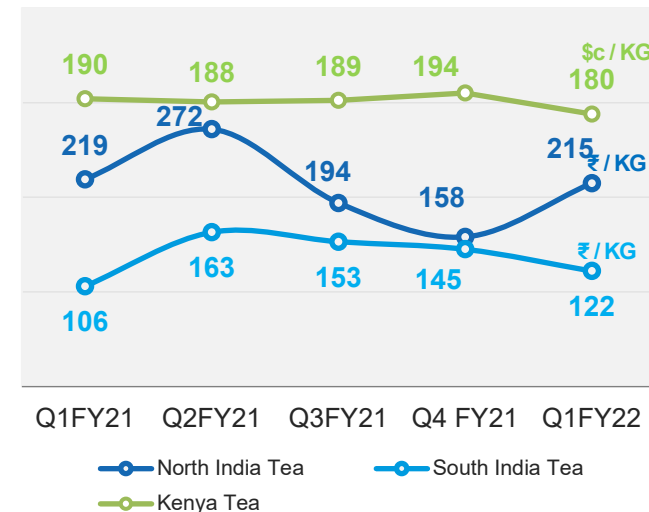
Global GDP growth rates



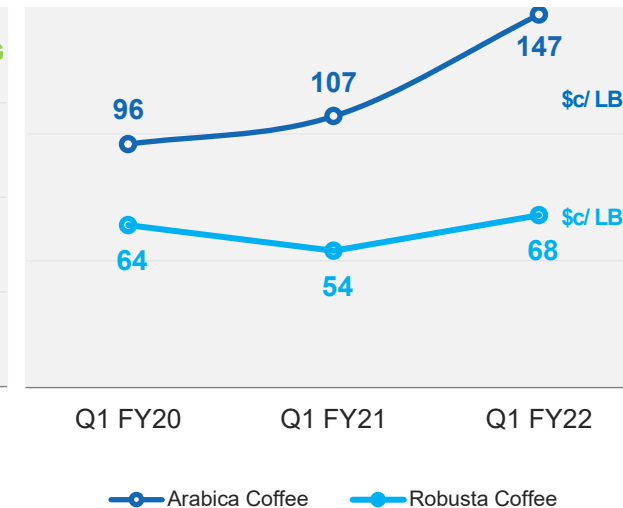
- India GDP growth rate has seen a sequential recovery since Q1FY21, with all major economic indicators moving in the right direction. However, with the second wave of COVID, these estimates have been revised downwards.
- US & UK GDP growth/ estimates continued to see an increase during the quarter. The outlook going forward also looks more optimistic given the current pace of vaccination.

Commodity price trend

Tea Prices



Coffee Prices



- North India tea prices saw an uptick sequentially, however June saw some tapering off.
- Kenya tea prices have come down YoY as well as QoQ.
- Both Arabica and Robusta coffee prices saw an increase YoY.

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

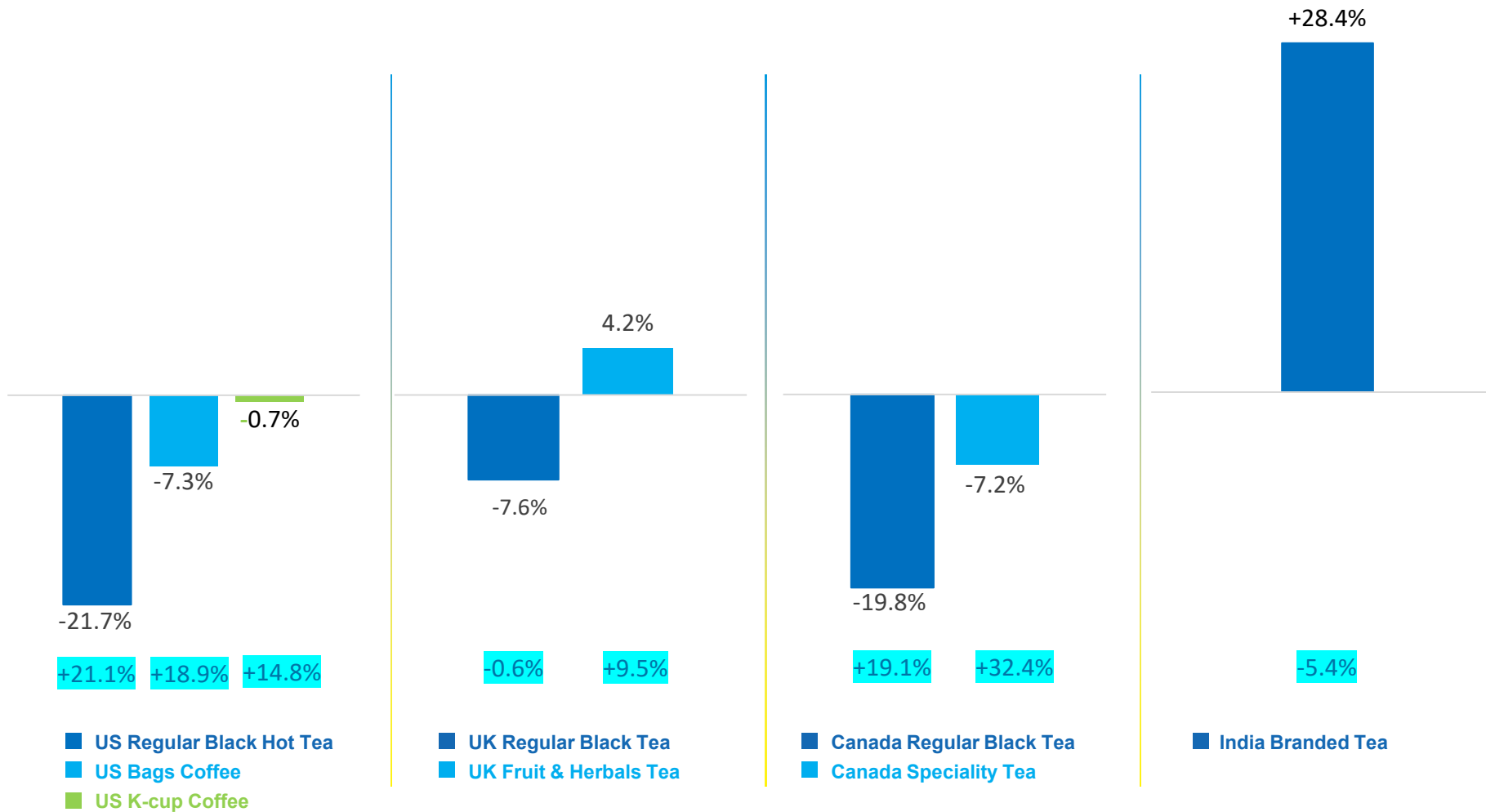
Market context – category growth rates

US

UK

Canada

India



- Regular black hot tea category continued to witness a decline in the US & Canada, owing to the pantry stocking effect in the base quarter. In the UK, regular black tea decline YOY slowed down from the previous quarter.
- Non-black tea (Fruit & Herbal, Specialty, Decaf.) continues to grow in the UK but the category growth reversed in Canada during the quarter, owing to stringent COVID led restrictions and a high base effect.
- Indian branded tea category registered a growth of ~ 28% in Q1, partly due to the impact of the lockdown in the base quarter.
- US Coffee declined during the quarter, again owing to an elevated base last year. The decline seen in k-cups was much lower than that seen in bags..

Source: Nielsen: 12 weeks (Value) – June'21

12 weeks (Value) – June'20, Nielsen

05

Business performance – India

India Packaged Beverages



A well-known Tata Tea “Jaago Re” campaign aims to sensitize and urge people to help the under privileged in their vaccination journey.

Media campaign across all major channels to communicate Tata Tea Agni value proposition.



+24%
Revenue Growth

+3%
Volume Growth¹

~140bps
Market Share gain³

Performance commentary

- Revenue for the quarter grew 24%, with 3% volume growth, impacted by disruption caused by second wave of COVID.
- EBIT Margin for the segment improved QoQ, however contracted YoY led by tea cost inflation and increased A&P.
- Coffee revenue grew 14% during the quarter.
- Market share leadership in tea in Ecommerce channel.²

Other updates

- Tata Tea “Jaago Re” campaign extended to spread awareness and help with the vaccination of those with limited means.
- Kanan Devan Dust relaunched in TN.

¹ Tea volume growth ² Source: Nielsen, Jun'21

³ Source: Nielsen – Value share, Moving Annual Total (MAT) basis Jun'21 vs Jun'20

India Foods



Tata Salt SuperLite: Launch of India's first-ever specially-formulated 30% low sodium salt, adding to our repertoire of Premium Salt offerings



TV Commercial building awareness about the proposition of "Unpolished Tata Sampann Dal"

+20%
Revenue Growth

+17%
Volume Growth

+240bps
Market share gain in salt*

Performance commentary

- Salt revenue grew 20% during the quarter, despite a high base.
- Tata Sampann portfolio grew 12%, due to pantry loading in the base quarter, bringing the 2-year CAGR to ~30%.
- Continued to drive premiumization with Premium Salts portfolio growing 34% during the quarter.

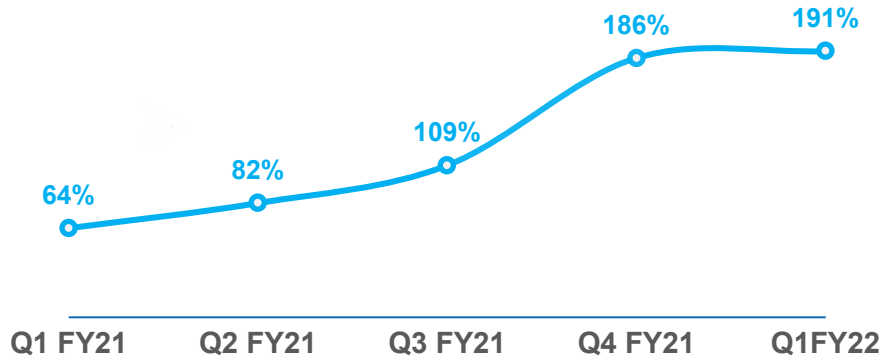
Other updates

- Launch of **Tata Salt SuperLite**, with 30% Less Sodium.
- Tata Sampann Spices recorded strong growth in the ecommerce channel.
- Tata Sampann poha is the highest rated product in its category on Amazon.

* Source: Nielsen – Value share, Moving Annual Total (MAT) basis Jun'21vs Jun'20

NourishCo (100% Subsidiary)

Sales as a % of PY



87Cr
Revenue

+91%
Revenue growth

4.8x
Tata Water Plus#

Performance commentary

- Revenue grew 91% YoY bringing the 2-year CAGR to 12%, despite the severe adverse impact of COVID on OOH consumption.
- The growth was broad based with all products growing strongly, with Tata Water Plus delivering yet another exceptional quarter.
- Roll-out of Himalayan in Ecommerce and MT channels is seeing good traction.

Other updates

- Geography and capacity expansion on track.
- Himalayan continued to add key institutional accounts despite the second wave of COVID

382% YoY revenue growth in Q1



Tata Fruski communicated the core proposition of a tongue tickling, lip-smacking range of street-inspired beverages with unique campaigns.

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



Instant Coffee Division Theni won the Gold Award by the Society of Energy Engineers and Managers for Energy (SEEM) as a recognition for its efforts towards achieving sustainable energy performance at the unit.



GHG Audit as per ISO 14064 by British Standards Institute was completed in June. Carbon sequestration accounting (in-house) completed for FY20-21 (> 2 Lacs MT Co2e sequestered)

+5%#
Revenue Growth

-23%
Plantations
Revenue Growth

+21%
Extractions
Revenue Growth

Performance commentary

- Revenue for the quarter grew 5% led by the extractions business, which helped offset the decline in coffee plantations.

Plantations

- The quarter saw value growth in Tea (better realization) while Coffee revenue declined YoY, due to a high base.

Extractions

- Overall extraction business grew 21%, with growth seen in both Vietnam and domestic business, which was impacted by nationwide lockdown last year.
- Vietnam business recorded highest ever EBIT driven by higher volumes and a higher proportion of premium blends.

Other updates

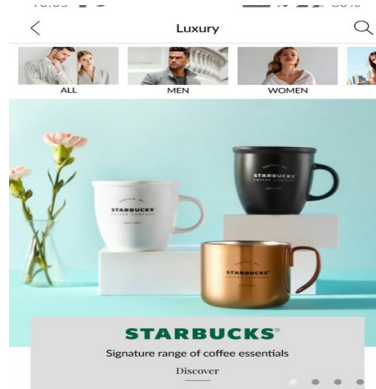
- ICRA has upgraded Tata Coffee's long-term rating to **AA+** (stable), on company's fund-based bank facilities.

Tata Coffee performance above including Vietnam. Does not include EOC

Tata Starbucks (JV)



Partnered with Chennai Super Kings during IPL 2021



Launch of Starbucks merchandise on Tata CLiQ Luxury platform

84%
Stores re-opened*

219

Total Stores

18

Cities

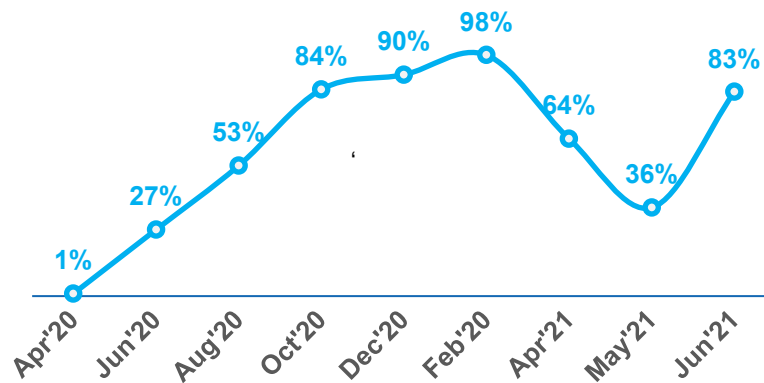
Performance commentary

- While revenue for the quarter grew 371% on a depressed base of last year, it was still 61% indexed to Q1FY20 (baseline).
- April and May performance was impacted by localized lockdowns, June saw a V-shaped recovery with the gradual easing of restrictions on store operations.
- Continuous impetus on planning and executing various cost saving initiatives.
- Delivery contribution increased to 27%, driven by several focused initiatives, to offset the decline in dine-in.

Other updates

- Introduced its signature coffee essentials on Tata CLiQ Luxury platform.
- Rolled out exclusive offers for My Starbucks Rewards (MSR) Members on Delivery platform.
- Tata Starbucks has partnered with Swastha, an NGO established by Tata Coffee aimed at of differently abled children of Kodagu, Coorg.

Sales indexed to FY20 baseline



* As of end June'21



06

Business performance - International

UK



Teapigs launched its own range of kombucha



Launch of Good Energy – an organic natural energy drink to augment the brand portfolio.

-13%
Revenue Growth[^]

+14%
Teapigs revenue Growth[#]

19.9%
Value Market share*
(in everyday black)

Performance commentary

- Revenue for the quarter declined 11% (constant currency) owing to pantry up-stocking that led to 12% growth in the base quarter last year.
- Specialty OOH channel is seeing fast recovery.
- Tetley continued to grow share in Fruit & Herbal segment with the new Herbals range.
- Good Earth tea continues to attract younger consumers and Good Earth kombucha is seeing good traction in OOH and Specialty Grocery channels.
- Integrated Teapigs with the mainline sales system to sell a 3-brand portfolio.
- Setting up a dedicated e-commerce team for UK and Europe and an integrated back end i.e., fulfillment centers for all tea brands.

Other updates

- Teapigs continued to see strong growth, driven by fast recovery in Specialty OOH and Grocery channels.
- Good Earth launched Good Energy, an organic natural energy drink created from guayusa, an herbal tea base from Ecuadorian rainforest packed with caffeine and antioxidants.
- Premium mineral water Himalayan launched online & on Amazon; retail expansion underway.

[^] Constant currency ex Teapigs business [#] Constant currency growth

* Source: Nielsen – Value share, Moving Annual Total (MAT) basis – June'21

USA



Expanding Tetley, Good Earth and teapigs offerings

New campaign
'Overdelivery in every Cup' across platforms



-15%
Coffee Revenue
Growth[^]

-8%
Tea Revenue
Growth[^]

4.5%
*Coffee Bags
Market Share

Performance commentary

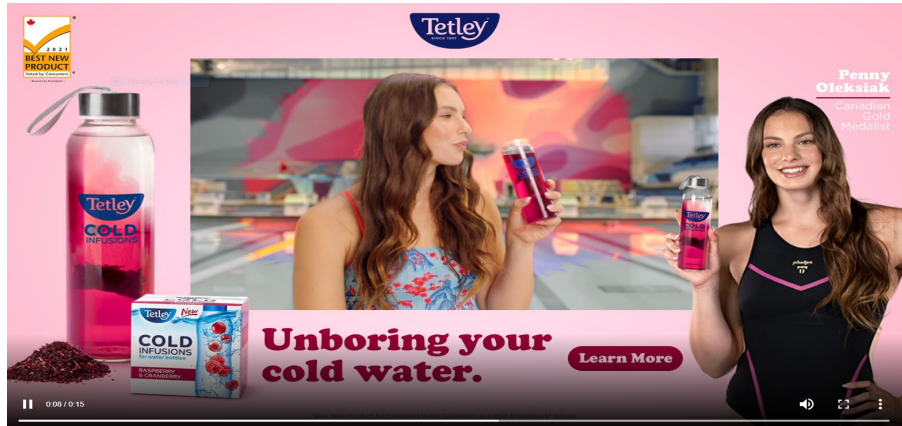
- **Coffee:** Revenue for the quarter declined 15% (constant currency), due to pantry loading that led to 26% growth in the base quarter last year.
- Retail coffee category saw a decline during the quarter, lapping an elevated base of last year, however showing signs of rebound in June.
- 32-count K-Cups and Café Arriba innovations continued to perform well with distribution build.
- **Tea (excluding Empirical):** Revenue for the quarter declined 8% (constant currency), on an elevated base that saw 25% growth in the base quarter.
- Tetley outperformed the black hot tea category while Good Earth Sensorial blends & Teapigs continued their momentum in the Specialty tea segment.

Other updates

- Launched Tetley Irish Breakfast with ShopRite with an aim to expand presence in other retailers.
- New notable business wins for teapigs at Whole Foods, Sprouts
- America reopens, with increased footfall in stores, café's – taking share away from eCommerce and Retail

[^] Constant Currency, excluding Foodservice (Empirical)
Source: *Nielsen – Value share, Moving Annual Total (MAT) basis – Jun'21

Canada



Tetley Cold Infusions campaign across media platforms with Penny Oleksiak , a well-known Olympic Gold Medalist



Adding new variants to Cold Infusion



Teapigs portfolio boosted with Feel-Good teas

-25%
Revenue Growth[^]

-26%
Revenue growth in Specialty tea[^]

29%
*Market share

Performance commentary

- Revenue for the quarter declined 25% (constant currency), due to pantry loading that led to 32% growth in the base quarter last year.
- Continued strong performance of Tetley Super Teas range.
- Tetley has gained market share*, both in regular and specialty tea.

Other updates

- Both Tetley Cold Infusions and Tetley Super teas have achieved increased distribution at key accounts.
- Kickstarted summer campaign for building awareness and trials for Cold Infusions.

[^] Constant Currency
Source: *Nielsen – Value share, Moving Annual Total (MAT) basis – Jun'21

Awards & Recognitions



1. Corporate Governance

Featured in the 'Leadership' category as assessed by IAS on the IFC-BSE-IAS Indian Corporate Governance Scorecard.

2. Manufacturing Excellence

Nonoi Packaging Center won the Silver in the India Green Manufacturing Challenge amongst the top manufacturing units in India by International Research Institute for Manufacturing.



3. Environmental leadership

ICD Theni won the Gold Award from the Society of Energy Engineers and Managers for Energy (SEEM) as a recognition of their efforts in achieving sustainable energy performance at the unit.

4. Credit Rating

ICRA upgraded Tata Coffee's long-term rating to **AA+** (stable), on the company's fund-based bank facilities.



5. Most Chosen FMCG Brand

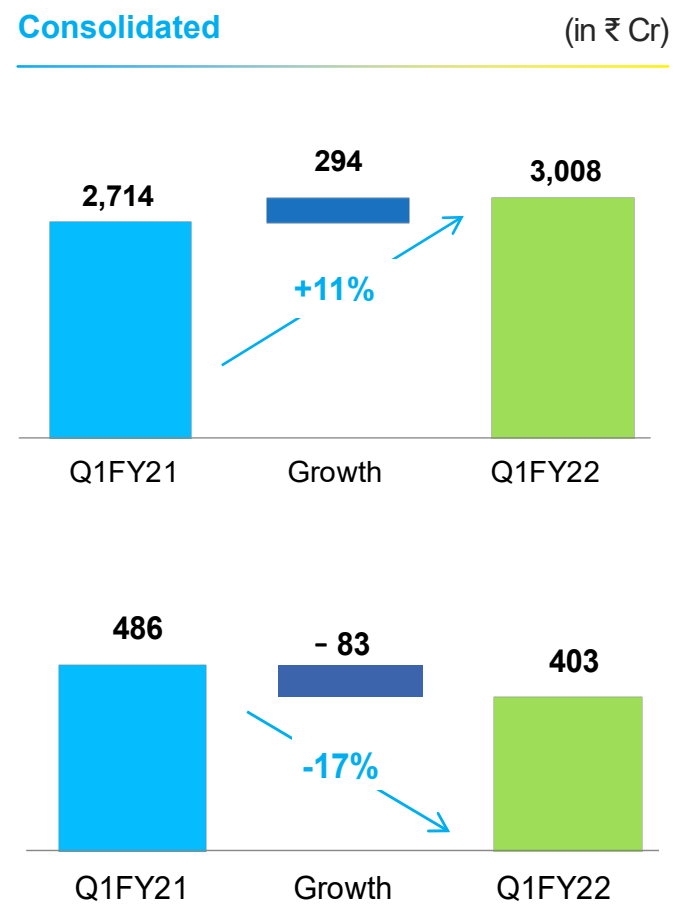
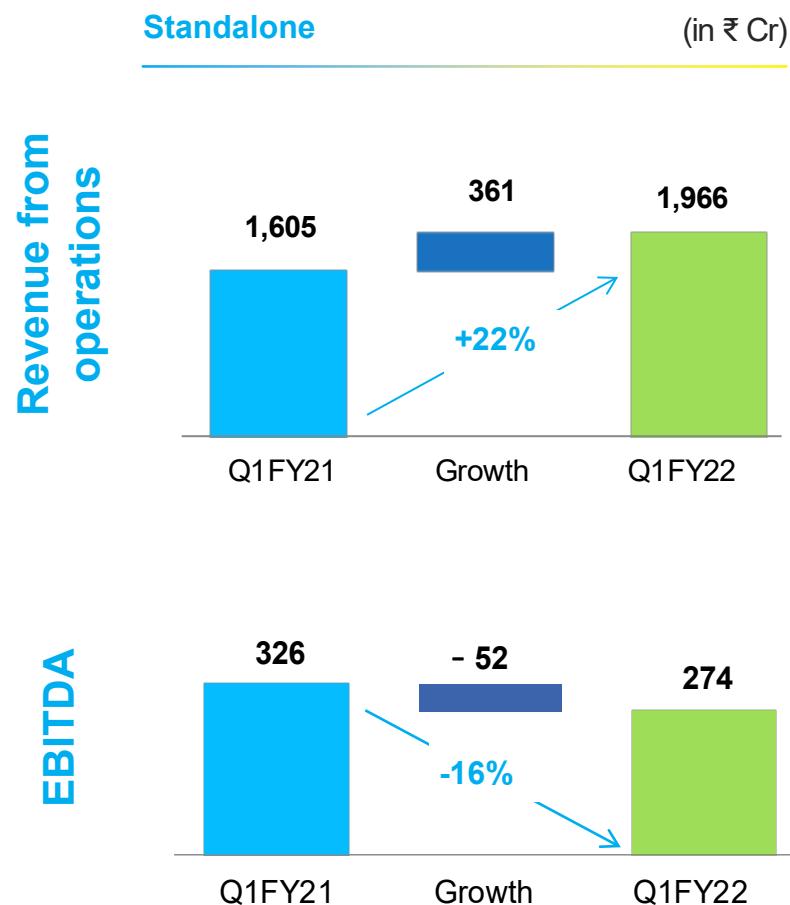
Tata Consumer Products awarded as the 5th Most Chosen FMCG Brand of India for 2020 by Kantar Worldpanel.



07

Financial Performance

Highlights – for the quarter ended Jun'21



REVENUE:

Group Revenue grew by 11% (10% in constant currency)

- **India Beverages** (including Nourishco) grew by 28%.
- **India Foods** grew by 20%.
- **Tata coffee (incl Vietnam)** grew by 5% (6% in constant currency).
- **International business** declined 13% (-16% in Constant currency), last year had gains on account of pantry stocking
 - Excluding exited markets decline on like-to-like basis is 9% (-12% in constant currency).

EBITDA:

Group EBITDA declined 17%

- **India Business** mainly on account of an increase in A&P YoY and low-cost tea inventory in the base quarter.
- **International Business** - COVID related pantry stocking by consumers last year.

Financials: Standalone and Consolidated

Standalone			Profit and Loss Statement (all nos. in ₹ Crores)	Consolidated		
Q1FY22	Q1FY21	Change %		Q1FY22	Q1FY21	Change %
1,966	1,605	22 %	Revenue from operations	3,008	2,714	11 %
274	326	(16) %	EBITDA	403	486	(17)%
13.9 %	20.3 %	%		13.4 %	17.9 %	
239	296	(19)%	EBIT	336	424	(21)%
12.2 %	18.4 %	%		11.2 %	15.6%	
378	335	13 %	PBT before exceptional items	340	436	(22) %
-	(21)		Exceptional items	(4)	63	
(74)	(82)		Tax	(96)	(110)	
304	232	31 %	PAT	241	389	(38)%
15.5 %	14.5 %	%		8.0%	14.3%	
Group Net Profit (incl. JVs & Associates)				200	346	(42) %

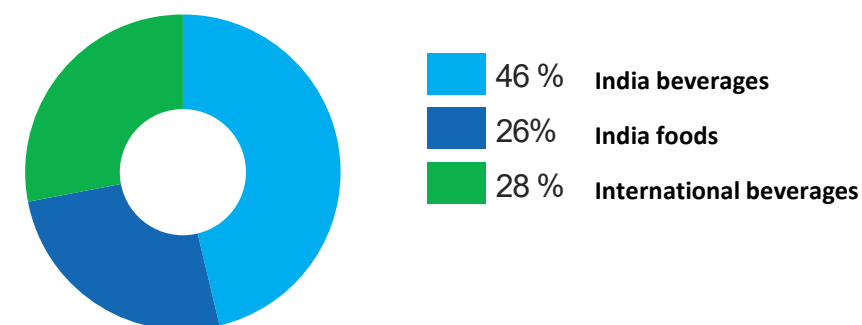
Group Consolidated Net Profits for the quarter declined 42% YoY on account of following :

- Lower EBITDA as previous year had the benefit of softer tea commodity cost in India and pantry stocking in International business.
- Last year benefitted from an exceptional item of accounting gains on conversion of NourishCo from a Joint venture to a subsidiary.
- Group net profit, adjusted for exceptional items, on like-to-like basis declined by 27%

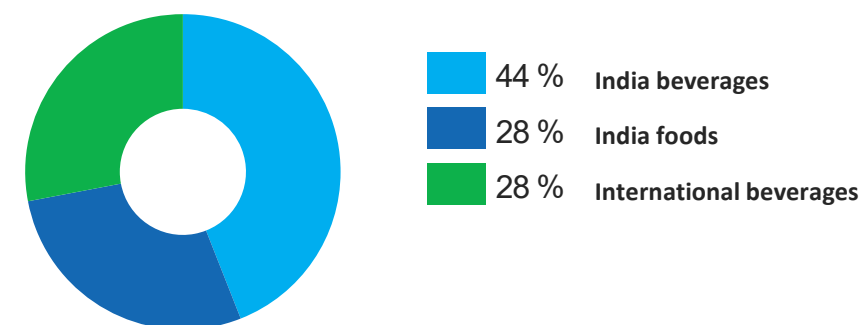
Segment-wise Performance

Particulars	Segment Revenue			Segment Results		
	Q1 FY22	Q1 FY21	Change (%)	Q1 FY22	Q1 FY21	Change (%)
₹ Cr						
India Beverages	1,267	989	28%	151	212	(29)%
India Foods	705	589	20%	96	115	(16)%
International Beverages	768	879	(13)%	96	129	(25)%
Total Branded business	2,739	2,457	11%	343	455	(25)%
Non branded business	278	264	5%	19	14	34%
Others / Unallocated items	(9)	(7)		(25)	30	
Total	3,008	2,714	11%	336	499	(33)%

Revenue - Branded business



Segment results – Branded business



08

Outlook

Outlook

Macros

- Second wave of COVID-19 in India is now receding and there seems to be a V-shaped recovery since second half of June.
- Our International markets (US, UK, Canada) are seeing a return to pre-COVID demand trends of packaged tea and coffee categories.

Business

- With the second wave abating, we are focused on accelerating the momentum in our businesses.
- In India Packaged beverages, we are seeing moderation in tea costs and we will stay focused on competitive and profitable growth.
- With the ongoing distribution expansion and innovations, momentum in India Foods business will continue.
- With increased mobility, we expect to see improving trend in Starbucks and further acceleration in Nourishco business.
- International business has started to see normalisation of in-home consumption of tea and coffee – we will continue to step up our focus on non-black tea offerings, innovations in coffee and RTD beverages.

Thank You

For more information

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



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TataConsumer



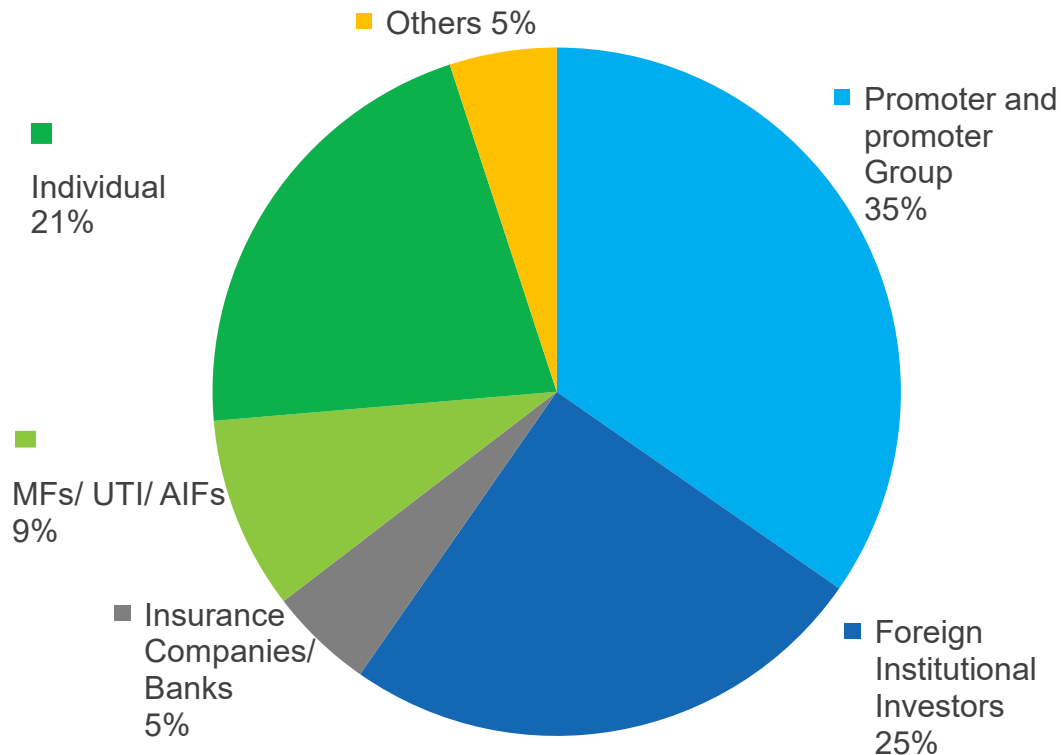
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Shareholding information

Pattern as on 30th June, 2021



Stock data

BSE Ticker	500800
NSE Ticker	TATACONSUM
Market Capitalization (June 30, 2021)	₹695.2 bn
Number of Shares Outstanding	921.6 Mn.