August 5, 2020

The National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor
Plot No. C/1, G Block
Bandra Kurla Complex
Bandra (E)
Mumbai 400 051
Scrip Code – TATACONSUM

BSE Ltd.
Corporate Relationship Dept.
1st Floor, New Trading Wing
Rotunda Building, PJ Towers
Dalal Street
Mumbai 400 001
Scrip Code - 500800

The Calcutta Stock Exchange Ltd.
7 Lyons Range
Kolkata 700 001
Scrip Code – 10000027
(Demat)
27 (Physical)

Dear Sirs,

Further to our letter dated July 15, 2020 and August 1, 2020, we enclose herewith a copy of the Presentation to be made to the Analysts/Investors relating to the financial performance of the Company in the quarter ended June 30, 2020.

The same is also uploaded on the Company’s website www.tataconsumer.com.

This is for your information and records.

Yours faithfully,
For TATA CONSUMER PRODUCTS LIMITED

NEELABJA CHAKRABARTY
Vice President & Company Secretary

Digitally signed by NEELABJA CHAKRABARTY
Date: 2020.08.05 08:18:59 +05'30"

Encl: as above
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.
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
- ₹ 9.6K crore consolidated revenue in FY20 and current market cap of ~₹40k Cr.
- #2 branded tea player globally
- Reach to almost 200mn households in India and distribution to ~2mm retail outlets
- Among the top 10 F&B companies in India
- 2,250+ employees worldwide

- Largest salt brand in India
- 2nd largest tea brand in India
- 4th largest tea brand in UK & largest tea brand in Canada
- Leading National brand in pulses in India
- #1 natural mineral water brand in India
- 4th largest R&G coffee brand in USA

- Eight O’Clock
- TATA Sampann
- Himalayan
- Tetley
- Vitax
- TATA Salt
- TATA Water
Executive Summary
Executive Summary

• Consolidated Revenue grew by 13% to INR 2,714Cr with volume growth across businesses, amidst extremely challenging environment with lockdowns and supply chain disruptions globally.

• Consolidated EBITDA grew by 37% to INR 486Cr.

• India Beverages (including NourishCo®) grew by 11%. Branded tea business grew by 8% in value and 4% in volume terms.

• India Foods grew by 19% in value and 8% in volume terms.

• International Beverages, excluding foodservice, grew by 23% in value; volume growth of 27% in Coffee and 4% in Tea.

• Consolidated PBT (bei^) is higher by 42% to INR 436Cr with efficient management of commodity and discretionary costs.

• Tea prices in India continue to rise, may impact margins in short term.

• Integration of Consumer products business of TCL (India Foods) and India Beverages businesses progressing well;
  • Combined Organization structure already in place.
  • Realisation of synergies of merger under way; all the levers are in place.

• Completed acquisition of the entire stake of PepsiCo in NourishCo in May’20.

®including impact of NourishCo as a subsidiary effective May’20.
^ bei - PBT before exceptional items
# Revenues at a Glance

<table>
<thead>
<tr>
<th>In ₹ Cr (unless specified)</th>
<th>India Beverages</th>
<th>India Foods</th>
<th>US Coffee</th>
<th>International Tea (International)</th>
<th>Foodservice (International)</th>
<th>Tata Coffee (incl. Vietnam)</th>
<th>Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,000</td>
<td>589</td>
<td>358</td>
<td>475</td>
<td>34</td>
<td>229</td>
<td>2,714</td>
</tr>
<tr>
<td><strong>Revenue Growth</strong></td>
<td><strong>11%</strong></td>
<td><strong>19%</strong></td>
<td><strong>37%</strong></td>
<td><strong>14%</strong></td>
<td><strong>-56%</strong></td>
<td><strong>12%</strong></td>
<td><strong>13%</strong></td>
</tr>
<tr>
<td>[Underlying growth]</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Volume Growth</strong></td>
<td><strong>4%</strong></td>
<td><strong>8%</strong></td>
<td><strong>27%</strong></td>
<td><strong>4%</strong></td>
<td><strong>-60%</strong></td>
<td><strong>14%</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Key Brands**

*Branded tea volume growth

**Note:**

a) India Beverages includes Middle East and NourishCo (subsidiary effective May’20)
b) International tea business includes UK, Canada, US, Aus and Europe.
c) Tata Coffee incl. Vietnam and excl. US Coffee (EOC)
d) Consolidated revenue includes other non-branded business and inter-segment eliminations
Performance at a Glance

<table>
<thead>
<tr>
<th>Revenue</th>
<th>EBITDA</th>
<th>PBT (bei)^</th>
<th>Group Net Profit</th>
<th>Net Cash^</th>
</tr>
</thead>
<tbody>
<tr>
<td>₹ 2,714 Cr.</td>
<td>13%</td>
<td>37%</td>
<td>42%</td>
<td>82%</td>
</tr>
<tr>
<td>₹ 486 Cr.</td>
<td>17.9%</td>
<td>16.1%</td>
<td>12.7%</td>
<td></td>
</tr>
<tr>
<td>₹ 436 Cr.</td>
<td>+310 bps</td>
<td>+320 bps</td>
<td>+480 bps</td>
<td></td>
</tr>
<tr>
<td>₹ 346 Cr.</td>
<td>3.55 (EPS)</td>
<td>4.11 (Cash EPS)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>~₹ 1,969 Cr.</td>
<td>+89% (EPS)</td>
<td>+24% (Cash EPS)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

^ PBT before exceptional items

^ Cash and Cash equivalents (net of total borrowings) as at June 30, 2020
Sector Outlook

Weak economic and sector demand in India

- Nation wide lockdown in April-May’20, severely impacted GDP and FMCG industry growth
- Staples, Health foods, Health & Hygiene category saw strong demand, but the discretionary and out-of-home consumption category negatively impacted
- Recovery witnessed in June with demand reaching pre-Covid levels
- Rural is witnessing higher growth than urban due to shift of migrants, govt. stimulus and good monsoon

Source: Nielsen, NSO, tradingeconomics.com, Company estimates

Volatile commodity prices

- Sharp increase in North India Tea prices during Q1FY21 owing production impacted by lockdown and excessive rains in Assam
- Kenyan tea prices continued to decline on account of higher production and no material disruption in due to COVID
- Arabica coffee prices saw an uptick in prices, but Robusta coffee prices continued to decline

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

Mixed performance across categories and regions

• Due to the Covid crisis, there has been pantry loading, leading to upsurge in tea and coffee demand in International Markets.

• Regular black tea continues to be the largest category share in the overall global tea market. Sharp rise in US and Canada compared to UK, where the decline has deaccelerated.

• Non-black tea (Fruit & Herbal, Specialty, Decaf, Cold Infusions, etc.) also witnessing strong growth in the International markets, led by shift in consumer preference for health & wellness products

• In contrast, Indian market has witnessed de-growth of ~5% in Branded tea. However, there has been a re-bound in June aided by gradual lifting of lockdown/restrictions

Source: Nielsen - 12 weeks (Value) – June’20
COVID-19: Business Update

Business Continuity
- All factories and plantations are now operational
- Stringent guidelines and Covid SOP implemented to ensure health & safety of employees
- Continue to promote “Work from Home” to maximum extent possible
- 60% of Starbucks stores are operational across India

Supply Chain Resilience
- Secure raw materials and packaging supply chains; Ongoing risk management to ensure supply continuity
- New packing facility setup to cater to additional demand for pulses
- Re-alignment of sales teams to reduce exposure. Tele-marketing deployed aggressively
- Continuous engagement with Govt. & Industry bodies

Digital Acceleration
- Remote third party audits and remote management of quality checks
- Virtual on boarding and trainings for new joinees
- Digital marketing to engage with consumers: #HarDinHaldi Contest, Tata Sampann #BeatTheLockdown initiative, Tata Nutri Korner website, Starbuck At Home
- TATA Coffee: Adoption of Blockchain and Traceability; QR based plant health monitoring

Innovative Ways of Working
- Restricted travel protocol
- Tie-ups with Ecommerce players and Hyperlocal delivery platforms across businesses
- Starbucks has launched Mobile Order & Pay feature, partnering with TATA Digital

Employee Well-Being
- Weekly Health & Wellness initiatives for employees
- Training, safety kits for our frontline employees; Continuous health monitoring
- Voluntary top up coverage for Covid-19 Mental Wellness

Social Initiatives
- On-going supply of beverages to healthcare and frontline workers
- Digital crowd funding to support Tea Shops in Tamil Nadu
- Support local communities by distributing PPE kits, Thermal scanners, UK NHS packs, Quarantine centers at plantations, etc.
Integration Update
Recap - Creation of Tata Consumer Products

Merger of consumer products business of TCL with TGBL has led to creation of Tata Consumer Products Limited (TCPL)

Rationale for Merger

- Creation of a sizeable Consumer company with enhanced scale and financial strength
- Diversification into multiple product categories with high growth potential; tap the larger opportunity available in Foods segment and not be limited only to beverages category
- Creation of unique portfolio of strong market leading brands
- Significant international presence with sustained leadership position in key markets
- Potential to unlock significant synergies across distribution, marketing, innovation and supply chain
- Create a consumer company with leading Indian and International brands like Tata Salt, Tata Tea, Tetley, Eight O’Clock and high growth potential brands like Tata Sampann and Tata Starbucks
Key Milestones and Integration Objectives

Pre-merger (May’19-Feb’20)
- Public Announcement of Merger
- Approval from SEBI
- Shareholder/CLT Approval & Day 1 Preparation
- Merger effective

Post-merger Integration (Feb’20-Dec’20)

**Completed**
- Integrated organization structure and operating model to enable profitable growth across multiple categories
- Harmonize way of working across organization
- Sales & Distribution structure design; rationalized layers and new RTC construct ready for implementation
- Identification of cost and revenue synergy opportunities

**In Process**
- Build multi-category Sales & Distribution organization
- End to end digitization across supply chain and distribution partners
- ERP integration (Target Q4 FY21)
- Optimization of vendor base, distributor network, warehouse network
- Growth strategy; focus on innovation, market share expansion and building new engines of growth
- On track to realize initial synergy estimates of 2-3% of combined India branded revenues over 18-24 months
Sales & Distribution Redesign

Elements of RTC Design

Feet-on-Street
- Common salesman to sell the full portfolio
- Enhance front line sales force – 2x of frontline sales officers and DSRs
- Customized approach basis channel differences and priorities (e.g. Wholesalers, Hot Tea Shops, Premium grocery)

Internal Org
- Integrated internal organization across Food and Beverage division
- Focus on alternate channels through dedicated teams - MT, Ecommerce, Food Service (Institutional and Vending)
- Enabling organization to support growth objectives - Shopper Marketing, Analytics

Channel partners
- Common channel to sell the full portfolio
- Review of channel partners and network

Tech Enablers
- Digitization across partners and field force within a year
- Digital led supply chain – low cost and more efficient cost cycle

Impact

Direct Reach
2x in 12 months

Revenue Synergies
2x numeric reach in 3+ years

Cost Synergies
Rationalized structure

Cost to Serve
Impact of revenue & cost synergies
India: Beverages (Tea and Coffee)

Tata Tea Gold ties up with Amazon for promotions of movie Shakuntala Devi. Multi-platform partnership leverage e-commerce & online streaming.

Tata Tea Chakra Gold launched a Digital Initiative to support the Hot Tea Shops in Tamil Nadu, impacted by the lockdown.

Revenue Growth

Performance commentary

- April sales significantly impacted followed by high double-digit growth in May and June
- Our premium offering, Tata Tea Gold delivered double-digit growth
- Tata Tea Agni and Spice Mix continued its robust growth momentum
- Increase in profits due to better price realization, efficient management of commodity costs and lower discretionary expenditure.
- Market share gain in the Quarter*

Volume Growth

Other updates

- Tea prices in India continue to rise, may impact margins in short term
- Jaago Re tied up with HelpAge India to distribute Food to the elderly in need.
- All Tata Cha stores operational in June’20 with zero contact dine in and delivery.

*Source: Nielsen
India Foods

Hosted a daily quiz on 'India' for children on the MyJio App. Brand engaged with ~ 6 lac children over a 2 week period.

#BeatTheLockdown initiative with Live’ Sessions + Tips + videos from renowned Psychiatrist + Yoga practitioner + Nutritionist. Total Views ~ 65 mn.

#HarDinHaldi - Haldi sampling with milk brands such as Pride of Cows & Savant Dairy. Total engagement ~30,000 + across Mumbai & Pune

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Performance commentary

- **High double-digit growth** achieved each month of the quarter, despite operational challenges.
- Salt revenues grew 11%. Record sales volumes achieved for Tata Salt in May and June.
- Pulses and Spices delivered robust growth >50%
- Increase in profits due to better gross margin, lower trade spends and lower discretionary expenditure.

Other updates

- Ensured continuity of operations despite challenges account of lockdowns and labour shortage
- Recyclable packaging scaled upto ~ 45% of the Tata salt volumes
- Content-to-commerce platform, Tata Nutri Korner (www.tatanutrikorner.com), has begun direct-to-consumer order fulfillment
**NourishCo (100% Subsidiary)**

<table>
<thead>
<tr>
<th><strong>Acquisition Update</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>• Completed acquisition of entire stake of PepsiCo in NourishCo and Rights over the “Gluco Plus/Gluco+” brand at a total consideration of Rs 29 Cr</td>
</tr>
<tr>
<td>• Concentrate Supply for 5 years</td>
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<tr>
<td>• R&amp;D support for 3 years</td>
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<tr>
<td>• Integration with TCP underway</td>
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<tr>
<td>• New organization structure in place with Vikram Grover as MD &amp; CEO of NourishCo</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Performance Update &amp; Other Updates</strong></th>
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<tbody>
<tr>
<td>• Volumes declined due to reduced on-the-go consumption due to Covid.</td>
</tr>
<tr>
<td>• Total revenues in May and June has bounced back to ~85% of last year levels.</td>
</tr>
<tr>
<td>• Himalayan continues to maintain customer engagement digitally with health and wellness related initiatives</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>46 Cr</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
</tr>
<tr>
<td><strong>-34%</strong></td>
</tr>
<tr>
<td><strong>Revenue Decline</strong></td>
</tr>
<tr>
<td><strong>30%</strong></td>
</tr>
<tr>
<td><em><em>EPR</em> Coverage</em>*</td>
</tr>
</tbody>
</table>

*Himalayan social media campaign #hydratewithhimalayan aim to drive better health and wellness with the natural goodness of water

*Extended Producer Responsibility (In 2019)

*NourishCo performance for the quarter as separate legal entity*
Performance commentary

- Topline grew by 12% (10% in constant currency terms) led by Vietnam and Plantations business
- Overall extraction business grew by 14% (+6% volume growth) led by Vietnam business
- Plantations business grew by 17% (+18% volume growth). Highest ever sales of Coffee in a quarter
- India extraction business decline by -30% in value terms being adversely impacted due to reduced exports on account of COVID.

Other updates

- Vietnam plant now operating at ~87% of its production capacity and has turned EBIT positive
- Steep decline in supplies to domestic out of home business
- Significant growth in sale of pepper and timber
- Demand for Instant Coffee continues to face headwinds due to the Covid impact

+12%# Revenue Growth
+18% Plantations Volume Growth
+6% Extractions Volume Growth

IED Theni won the Star Award in the ‘Safety and Health Awards’ category organized by National Safety Council - Tamil Nadu chapter

The best eco-friendly technologies are used to enrich the soil, water, biodiversity of the regions in and around our estates

# Tata Coffee including Vietnam. Does not include EOC
Tata Starbucks (JV)

-87% Revenue decline

187 Stores

11 Cities

Performance commentary

- Despite challenges ~60% stores have now re-opened.
- Revenue growing every month. June revenue was ~27% of last year levels.
- Takeaway contribution @ 82% and Delivery at 18%.
- Significant savings achieved through rental renegotiations.
- Opened India’s first Starbucks Drive through at Zirakpur near Chandigarh.
- Activated alternate operating channels to reach out to customers: Multi Vendor for delivery, What’s App for Business.
- Cautious approach with new stores.

Other updates

- #ReconnectWithStarbucks campaign launched for customer engagement on social media along with Influencers.
  - Total Influencers - 13
  - Total Social Media Reach -3.5 mn
  - PR Value -INR 18.5 mn
- Taking a big leap: #StarbucksDanceChallenge
- Tata Starbucks took part in Starbucks’ commitment of $10 Million in COVID-19 relief for partners around the world.
- All India Coffee meet conducted for 500+ coffee enthusiasts, launching new ways to connect with customers- At Home Coffee Brewing & storytelling.

Drive Through at Zirakpur near Chandigarh

Mobile Order & Pay

#ReconnectWithStarbucks

Influencer Outreach

Re-opening of stores with highest level of safety and hygiene standards

Work, Netflix and my coffee

Performance commentary

-87% Revenue decline

187 Stores

11 Cities
05
Business Performance - International

TATA CONSUMER PRODUCTS
UK

Performance commentary

- Strong revenue growth of 12% with volume growth of 7%
- Discounter channel continues to be biggest growth driver, with growth across all Key Accounts
- The OOH channel is growing despite lockdown, on the back of DEFRA supply (government food packs)
- Improved profits on account of higher sales and improved gross margins
- Continued investing behind the brand with our TVC campaign (“Now we’re Talking”).

Other updates

- Good Earth teas and Kombucha launched in the UK to create new teas occasions and beverages for a new generation of consumers
- With lockdown easing now, some normalcy in demand is being witnessed

Tetley Cold Infusions ran “Add a little fruitiness to your water” campaign with social media influencers for driving awareness & trials

Source: *Nielsen - Moving Annual Total (MAT) basis
# DFRA – Department for Environment Food & Rural Affairs
All American Classic S’mores coffee launched as part of the Flavors of America line.

Performance commentary

- **Coffee**: Robust revenue growth 26% in value and 27% in volume terms; growth seen across both Branded and Private Label Coffee business.
- **Tea (excluding Empirical)**: Strong revenue growth of 25% in value and 26% in volume terms
- **Accelerated growth in e-commerce, especially in Grocery “Click & Collect”**
- **Food service (Empirical) business down significantly due to impact of Covid on the US Food Service industry.**

Other updates

- Eight O’clock Coffee donated part proceeds from sales of its Flavors of America coffee to the organization ‘Feeding America’

Source: *Nielsen - Moving Annual Total (MAT) basis – June’20*
Canada

INTRODUCING
TETLEY
COLD INFUSIONS!
UNBORING YOUR WATER NATURALLY
✓ Sugar free
✓ Caffeine free
✓ Natural flavours

Tetley Cold Infusions launched in Canada. Product shipped to most major retailers, current distribution level of over 50%.

Performance commentary

- Strong revenue growth of 32% and volume growth of 28% largely driven by pantry loading and retailer re-stocking
- Growth continues to outpace the category – both Regular and Specialty
- Food service sales still very soft
- Improved profits driven by sales and reduced overheads

Other updates

- Over all market share up by 0.4%
- Cold infusions launch was supported by social media campaigns, direct-to-consumer sampling and PR.
- Over 100k samples distributed to healthcare workers in Canada

Source: *Nielsen - Moving Annual Total (MAT) basis – June’20
Brand Campaigns

Tata Tea Jaago Re continued its ‘Iss Baar #BadonKeLiye’ campaign to inspire individuals to help & care for the elderly during Covid 19. More than 6500 people pledged their support (online).

#HarDinHaldi, campaign on social media with easy recipes to help you incorporate Haldi to your daily routine in a fun way.

Tetley UK Cold Infusions campaign “Add a little fruitiness to your water” ran across social media with engaging video content with social media power influencers such as Megan Rose Lane. https://www.facebook.com/Tetley/videos/585538849063026

Tetley Canada cold Infusions campaign focused on “Unboring” your cold water”. The campaign features prominent Olympic gold medalist swimmer Penny Oleksiak.

#StarbucksAtHome campaign amplified by key influencers across entertainment, fashion, lifestyle platforms

Eight O’ Clock Coffee USA campaign launching All American Classic S’mores as part of the Flavors of America line. https://www.youtube.com/watch?v=6OOK8h8y0n4&feature=youtu.be
06

Responsible Business
Sustainability: Value Chain, Communities & Climate

Tata Consumer Products aims to support development programs for 1 million community members.

Trustea Program verifies 680 Mn. kgs of Indian Tea, positively impacting over 6,00,000 workers and 57,000 Small Tea growers.

UNICEF’s Improving Lives program to reach 250,000 beneficiaries

Affordable Healthcare for 100,000 persons in Munnar and Assam

A proud supporter of Canadian Cancer Society through ‘pink pack’ sale contributing $700,000 since launch.

Distributing 5000 food kits in 10 states to elderly with HelpAge

‘Celebrating Biodiversity’ theme events on World Environment Day & Tata Sustainability Month

Climate Leadership
We are one of the 6 companies in India on CDP A- list

Decoupling Emissions from growth
Carbon footprint decreased 30% in 2010-19

Renewable Energy
12% of the energy in production from solar power

Circular Economy
UK Plastics Pact – 100% recyclable, reusable, compostable by 2025
Extended Producer Responsibility India for 13,000 tons plastic waste.

A proud supporter of Canadian Cancer Society through ‘pink pack’ sale contributing $700,000 since launch.

Distributing 5000 food kits in 10 states to elderly with HelpAge

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12% of the energy in production from solar power

Circular Economy
UK Plastics Pact – 100% recyclable, reusable, compostable by 2025
Extended Producer Responsibility India for 13,000 tons plastic waste.
Financial Performance
Highlights – for the quarter ended June 20

**Revenue from operations**
- **Standalone**
  - Q1FY20: 1,464 Cr
  - Growth: +10%
  - Q1FY21: 1,605 Cr

- **Consolidated**
  - Q1FY20: 2,392 Cr
  - Growth: +13%
  - Q1FY21: 2,714 Cr

**EBITDA**
- **Standalone**
  - Q1FY20: 234 Cr
  - Growth: +39%
  - Q1FY21: 326 Cr

- **Consolidated**
  - Q1FY20: 354 Cr
  - Growth: +37%
  - Q1FY21: 486 Cr

**REVENUE:**
- **Group Revenue** grew by 13%
  - *India beverages* (incl. NourishCo) grew by 11%, Tea business grew by 8%.
  - *India foods* higher by 19%.
  - *International Business* excluding foodservice, grew by 23% (+16% in constant currency terms)
  - *Foodservice (International)* declined by 56%
  - *Tata Coffee incl. Vietnam*, achieved growth of 12% led by Plantations and Vietnam partly offset by decline in Domestic Extraction business

**EBITDA:**
- **Group EBITDA** growth of 37%
  - *India foods and beverages* EBITDA improved with better realizations, favorable commodity costs and lower discretionary expenditure
  - *International business*, excluding foodservice, profits improved across most of geographies (except Australia) with higher sales, gross margin expansion and cost reduction initiatives
  - *Tata Coffee incl. Vietnam* – profits almost flat against previous year with higher Vietnam profits offset by decline in Domestic Extractions and Plantations.

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*including impact of NourishCo as a subsidiary effective May’20.*
Financials: Standalone and Consolidated

<table>
<thead>
<tr>
<th></th>
<th>Standalone</th>
<th>Profit and Loss statement (all nos. in ₹ Crores)</th>
<th>Consolidated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1 FY21</td>
<td>Q1 FY20</td>
<td>Change %</td>
</tr>
<tr>
<td>Revenue from operations</td>
<td>1,605</td>
<td>1,464</td>
<td>10%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>326</td>
<td>234</td>
<td>39%</td>
</tr>
<tr>
<td>EBIT</td>
<td>296</td>
<td>209</td>
<td>42%</td>
</tr>
<tr>
<td>Profit before exceptional items</td>
<td>335</td>
<td>243</td>
<td>38%</td>
</tr>
<tr>
<td>Exceptional items</td>
<td>(21)</td>
<td>(8)</td>
<td>4.3%</td>
</tr>
<tr>
<td>Tax</td>
<td>(82)</td>
<td>(80)</td>
<td>2%</td>
</tr>
<tr>
<td>PAT</td>
<td>232</td>
<td>154</td>
<td>50%</td>
</tr>
<tr>
<td>Group Net Profit (incl. JVs &amp; Associates)</td>
<td>346</td>
<td>190</td>
<td>82%</td>
</tr>
</tbody>
</table>

Group Consolidated Net Profits for the year grew by 82% against previous year on account of following:

- Increase in EBITDA as a result of higher sales, gross margin improvement and rationalization of discretionary expenditure.
- Exceptional income due to gains on conversion of NourishCo from a Joint venture to Subsidiary partly offset by costs related to Integration of India foods and beverages businesses.
- Partly offset by; higher losses from Associates and JV’s due to business disruptions caused due to COVID-19 globally.
### Segment-wise Performance
(for the quarter ended June 2020)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Segment Revenue</th>
<th>Segment Results</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>INR Cr</td>
<td>Q1 FY21</td>
</tr>
<tr>
<td>India Beverages</td>
<td>1,000</td>
<td>901</td>
</tr>
<tr>
<td>India Foods</td>
<td>589</td>
<td>495</td>
</tr>
<tr>
<td>International Beverages</td>
<td>867</td>
<td>754</td>
</tr>
<tr>
<td><strong>Total Branded business</strong></td>
<td><strong>2,457</strong></td>
<td><strong>2,151</strong></td>
</tr>
<tr>
<td>Non branded business</td>
<td>264</td>
<td>243</td>
</tr>
<tr>
<td>Others / Unallocated items</td>
<td>(7)</td>
<td>(1)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,714</strong></td>
<td><strong>2,392</strong></td>
</tr>
</tbody>
</table>

**Revenue - Branded business**
- **41%** India Beverages
- **24%** India Foods
- **35%** International Beverages

**Segment results – Branded business**
- **47%** India Beverages
- **25%** India Foods
- **28%** International Beverages
Outlook and Priorities
Outlook

Macros

- Covid-19 pandemic continues to spread globally and in India with new disease hotspots (16.5mn globally & 1.5mn in India)
- GDP forecast for 2020 continues to be grim (Global: ~ -5%, India: ~-6% as per latest estimates)
- Consumer sentiments still at significantly lower levels as compared to pre Covid-19 levels
- Some of the consumer performance parameters are gradually coming back to normal; Rural will lead revival in India
- Demand for in-home and essentials continues to be robust both in India and globally

Business

- Sporadic and sudden lock down across the Countries & States/Cities in India causing demand and supply shocks
- Pantry loading normalizing globally; In India, after a decline in April/May, growth observed in June with easing of lockdown
- The out of home and food service continues to face significant headwinds globally
- Increase in the cost of tea in India due to Covid and flood disruptions may impact demand and margins in the short term
- Execution of Integration plans of India Beverages and Foods Business on track & will bear long term benefits
Focus & Priorities

1. Build on Core Business
2. Drive Digital & Innovation
3. Unlock Synergies
5. Explore New Opportunities
6. Care for our Society
Thank You
For more information

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### Shareholding Information

#### Pattern as on July 31, 2020

- **Promoter and promoter Group, 34.68**
- **Individual, 21.02**
- **Insurance Companies/Banks, 6.66**
- **Foreign Institutional Investors, 21.10**
- **MFs/UTI/AIFs, 13.52**
- **Others, 3.03**

#### Stock data

<table>
<thead>
<tr>
<th>Stock data</th>
<th></th>
</tr>
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<tbody>
<tr>
<td>BSE Ticker</td>
<td>500800</td>
</tr>
<tr>
<td>NSE Ticker</td>
<td>TATACONSUM</td>
</tr>
<tr>
<td>Market Capitalization (31 July 2020)</td>
<td>₹ 394 Bn.</td>
</tr>
<tr>
<td>Number of Shares Outstanding</td>
<td>921.55 Mn.</td>
</tr>
</tbody>
</table>