



July 07, 2020

**The National Stock
Exchange of India Limited**

Exchange Plaza, 5th floor
Plot No. C/1, G Block
Bandra Kurla Complex
Bandra (E)
Mumbai 400 051
Scrip Code – **TATACONSUM**

BSE Limited

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 Sir/Madam,

Sub: Proceedings and Outcome of the 57th Annual General Meeting (AGM) along with the Voting Results and Scrutinizers Report.

We are pleased to submit herewith the following with respect to 57th Annual General Meeting (AGM) of the Company held on Monday, July 06, 2020 through Video Conferencing (VC)/ Other Audio Video Means (OAVM) commenced at 10.30 a.m. (IST) and concluded at 1:20 pm.

- 1) Summary of Proceedings of the AGM, as required under Regulation 30, Part A of Schedule III of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (**Annexure A**).
- 2) Voting results pursuant to Regulation 44(3) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (**Annexure B**).
- 3) Report of the Scrutinizer dated July 06, 2020, pursuant to Section 108 of the Companies Act, 2013 and Rule 20 of the Companies (Management and Administration) Rules, 2014 (**Annexure C**)

The above are also being displayed on the notice board of the Company at its Registered Office, Company's website at www.tataconsumer.com and on the website of National Securities Depository Limited at www.evoting.nsdl.com.



TATA CONSUMER PRODUCTS LIMITED
(Formerly known as Tata Global Beverages Limited)

11/13, Botawala Building, 1st Floor, Office No 2-6, Horniman Circle, Fort, Mumbai - 400 001, India

Tel: 91-22-6121 8400 | Fax: 91-22-6121 8499

Registered Office: 1, Bishop Lefroy Road, Kolkata - 700 020

Corporate Identity Number (CIN): L15491WB1962PLC031425

E-mail: investor.relations@tataconsumer.com

Website: www.tataconsumer.com



The Company also facilitated the live webcast of the proceedings of the meeting. The archive of the webcast of 57th Annual General Meeting is made available on the Company's website.

The presentation made at the AGM by Mr. Sunil D'Souza, Managing Director & CEO of the Company is uploaded in the website of the Company and is also enclosed herewith.

This is for your information and records.

Thanking you,

Yours faithfully,

For **Tata Consumer Products Limited**


Neelabja Chakrabarty
Vice President & Company Secretary
A16075



Encl.: as above

CC : National Securities Depository Ltd.
Trade World, 4th Floor,
Kamala Mills Compound
Senapati Bapat Marg, Mumbai
Fax : 022- 2497 2993

CC :Central Depository Services (India)
Phiroze Jeejeebhoy Towers, 28th Floor
Dalal Street,
Mumbai
Fax : 022- 2272 3199



Annexure A

Summary of the Proceedings of the 57th Annual General Meeting (AGM) of Tata Consumer Products Limited (Formerly known as Tata Global Beverages Limited) held through Video Conferencing (VC)/ Other Audio Video Means (OAVM) on July 6, 2020

Meeting Day, Date and Time: Monday, July 6, 2020 at 10.30 a.m.

Mode: Through Video Conferencing (VC)/ Other Audio Video Means (OAVM), which was held in compliance with the General Circular numbers 20/2020, 14/2020, 17/2020 issued by the Ministry of Corporate Affairs (MCA) and Circular number SEBI/HO/CFD/CMD1/CIR/P/2020/79 issued by the Securities and Exchange Board of India (SEBI) and as per the applicable provisions of the Companies Act, 2013 and the Rules made thereunder and SEBI Listing Regulations.

Chairman: Mr. N. Chandrasekaran, Chairman of the Board, *joined over VC from Mumbai* took the Chair in terms of Article 94 of the Articles of Association of the Company.

Directors in attendance:

S.No.	Director	Designation	Location
1	Mr. S. Santhanakrishnan	Independent Director and Chairman of Audit Committee and Stakeholders Relationship Committee	Joined over VC from Chennai
2	Mrs. Shikha Sharma	Independent Director and Chairperson of Nomination & Remuneration Committee	Joined over VC from Mumbai
3	Mr. Siraj Azmat Chaudhry	Independent Director and Chairman of CSR Committee	Joined over VC from Gurugram
4	Mr. Bharat Puri	Independent Director and Chairman of Risk Management Committee	Joined over VC from Mumbai





5	Mr. Harish Bhat	Non-Executive (Non-Independent) Director	Joined over VC from Mumbai
6	Mr. Sunil D'Souza	Managing Director & CEO	Joined over VC from Mumbai
7	Mr. L. Krishnakumar	Executive Director & Group CFO	Joined over VC from Mumbai

Chief Financial Officer and Company Secretary:

S.No.	Name	Designation	Location
1	Mr. John Jacob	Chief Financial Officer	Joined over VC from Bengaluru
2	Mr. Neelabja Chakrabarty	Company Secretary	Joined over VC from Mumbai

The representatives of the Statutory Auditors, Cost Auditors and the Secretarial Auditor were also present through VC from their respective locations. The senior leadership team were also present through VC from their respective locations.

Members attending the Meeting: 344 Members were attending the meeting virtually in person / through authorized representative. In terms of the circulars issued by MCA and SEBI, the requirement of appointing proxies was not applicable, except for authorized representatives of corporate shareholders.

Quorum: The requisite quorum as required under Section 103 of the Companies Act, 2013 was present.

After declaring that requisite quorum for the meeting being present, the Chairman called the Meeting to order. It was announced that the Statutory Registers, as required, were available for inspection of the Members electronically.

With the consent of the Members, the Notice convening the Meeting was taken as read. The Auditors' Report on the Financial Statements (Standalone as well as Consolidated) for the





year ended March 31, 2020 and Secretarial Auditor's Report did not have any qualifications, reservations, observations, adverse remark or disclaimer.

The Chairman made his opening remarks covering the performance of the Company in the financial year 2019-20, highlighting the performances of the India business as well as International businesses, subsidiaries, joint ventures and associate companies, impact of COVID 19 on the business and measures taken as well as the strategy going forward.

This was followed by a presentation made by Mr. Sunil D'Souza, Managing Director & CEO, to the Members on the operations and performance of the Company and its subsidiaries, joint-ventures and associate companies. He also mentioned about the campaigns and recognitions, awards and accolades, sustainability initiatives in FY 2020 and highlighted the priorities for FY 2021.

The Company Secretary informed the Members that pursuant to the provisions of Section 108 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration) Rules, 2014, the Company had provided the Remote e-voting facility to the Members in respect of businesses to be transacted at the AGM. The Remote e-voting commenced at 9.00 A.M. on Friday, July 3, 2020 and ended at 5:00 P.M. on Sunday, July 5, 2020. Further, the Company had also provided the facility for e-voting during the AGM on all the resolutions to facilitate the Members who were attending the meeting and had not cast their votes earlier through Remote e-Voting.

The Members were also informed that the Board of Directors had appointed Dr. Asim Kumar Chattopadhyay, Practicing Company Secretary, as Scrutinizer for scrutinizing the Remote e-voting process and e-voting during the AGM of the Company, in a fair and transparent manner.

The following resolutions as set out in the Notice convening the AGM were put to vote by Remote e-voting and e-voting during the meeting:

Ordinary Business
1) To receive, consider and adopt the Audited Standalone Financial Statements of the Company for the year ended March 31, 2020, together with the reports of the Board of Directors and Auditors thereon (Ordinary Resolution)
2) To receive, consider and adopt the Audited Consolidated Financial Statements of the Company for the year ended March 31, 2020, together with the report of the Auditors





thereon. (Ordinary Resolution)
3) Declare a Dividend on the Equity Shares of the Company for the financial year ended March 31, 2020 (Ordinary Resolution)
4) Appointment of Mr. Harish Bhat (DIN 00478198) who retires by rotation and being eligible, offers himself for re-appointment (Ordinary Resolution)
Special Business
5) Ratification of Remuneration of the Cost Auditors for the financial year ending March 31, 2021. (Ordinary Resolution)
6) Appointment of Mr. Sunil D'Souza (DIN 07194259) as Managing Director and Chief Executive Officer (MD & CEO) and terms of Appointment- (Ordinary Resolution)

The Chairman then invited the Members to express their views, make comments and seek clarifications on the operations and financial performance of the Company and on the resolutions set out in the Notice of the AGM. The Members were given an opportunity to speak in the order in which they had registered their names. After giving sufficient time to all Members who wished to speak, the Chairman replied to the queries raised by the Members.

The Chairman stated that the consolidated results of the Remote e-voting and e-voting at the AGM venue would be announced within 48 hours of the conclusion of the meeting and the results along-with the Scrutinizer's Report would be intimated to the Stock Exchanges in terms of the Listing Regulations and would be placed on the website of the Company and National Securities Depository Limited (NSDL), and would also be displayed at the Registered Office of the Company.

The Chairman then authorized the Company Secretary to carry out the voting process and conclude the meeting. The Chairman has authorized the Company Secretary to accept, acknowledge and counter sign the Scrutinizers report in connection with the AGM and declare the results of the voting in accordance with the requirements prescribed under the Companies Act, 2013 and other applicable laws.

The Chairman then thanked the Members for their continued support and for attending and participating in the meeting. He also thanked the Directors for joining the meeting virtually. The e-voting facility was kept open for the next 15 minutes to enable the Members to cast their votes. Upon completion of the e-voting process, the Company Secretary declared the meeting closed.





After all the Members had cast their votes, the Scrutinizer first collected the electronic results of the votes cast at the Meeting and then unblocked and downloaded the votes cast through remote e-voting. He then submitted the consolidated report to the Company Secretary.

The Meeting concluded at 1:20 pm.

As per the consolidated Scrutinizer's Report dated July 6, 2020, all the above resolutions were passed by the Members of the Company with the requisite majority.

For **Tata Consumer Products Limited**


Neelabja Chakrabarty
Vice President & Company Secretary



Mumbai
July 7, 2020



Annexure B

TATA CONSUMER PRODUCTS LIMITED

A) DETAILS OF THE PROCEEDINGS OF THE MEETING		
Sr. No.	Particulars	Details
1	Date of the AGM / EGM	Annual General Meeting (AGM)– Monday, July 06, 2020
2	Total number of shareholders as on record date	As of cut-off date i.e. June 29, 2020: 405,000
3	Number of Shareholders present in the meeting either in person or through proxy: Promoters and Promoter Group: Public:	No arrangement for a physical meeting or appointment of proxy was made as the AGM was held through VC/OAVM
4	Number of Shareholders attend the meeting through VC/OAVM (excluding webcast): Promoters and Promoter Group: Public:	 9 335

For Tata Consumer Products Limited


Neelabja Chakrabarty
Vice President & Company Secretary



Mumbai
July 7, 2020



Agenda wise disclosure:

Resolution Number 1

Resolution required (Ordinary / Special)				Ordinary Resolution: To receive, consider and adopt the Audited Standalone Financial Statements of the Company for the financial year ended March 31, 2020, together with the Report of the Board of Directors and the Auditors thereon.				
Whether promoters / promoter group are interested in the agenda / resolution?				No				
Category	Mode of Voting	No. of shares held [#]	No. of votes polled	% of Votes Polled on outstanding shares	No. of Votes – in favour	No. of Votes– against	% of Votes in favour on votes polled	% of Votes against on votes polled
		(1)	(2)	(3)=[(2)/(1)] *100	(4)	(5)	(6)=[(4)/(2)] *100	(7)=[(5)/(2)] *100
Promoter and Promoter Group	E-Voting	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
Public - Institutions	E-Voting	36,24,46,102	26,46,33,055	73.01	26,46,33,055	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	36,24,46,102	26,46,33,055	73.01	26,46,33,055	0	100.00	0.00
Public – Non Institutions	E-Voting	23,94,75,880	88,56,519	3.70	88,53,709	2,810	99.97	0.03
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	23,94,75,880	88,56,519	3.70	88,53,709	2,810	99.97	0.03
Total		92,15,51,715	59,31,19,250	64.36	59,31,16,440	2,810	100.00	0.00

[#] Shareholding as on June 29, 2020





Resolution Number 2

Resolution required (Ordinary / Special)				Ordinary Resolution: Adoption of Audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2020, together with the Report of the Auditors thereon.				
Whether promoters / promoter group are interested in the agenda / resolution?				No				
Category	Mode of Voting	No. of shares held [#]	No. of votes polled	% of Votes Polled on outstanding shares	No. of Votes – in favour	No. of Votes– against	% of Votes in favour on votes polled	% of Votes against on votes polled
		(1)	(2)	(3)=[(2)/(1)] *100	(4)	(5)	(6)=[(4)/(2)] *100	(7)=[(5)/(2)] *100
Promoter and Promoter Group	E-Voting	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
Public - Institutions	E-Voting	36,24,46,102	26,46,33,055	73.01	26,46,33,055	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	36,24,46,102	26,46,33,055	73.01	26,46,33,055	0	100.00	0.00
Public – Non Institutions	E-Voting	23,94,75,880	88,56,474	3.70	88,53,654	2,820	99.97	0.03
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	23,94,75,880	88,56,474	3.70	88,53,654	2,820	99.97	0.03
Total		92,15,51,715	59,31,19,205	64.36	59,31,16,385	2,820	100.00	0.00

[#] Shareholding as on June 29, 2020





Resolution Number 3

Resolution required (Ordinary / Special)				Ordinary Resolution: To Declare a Dividend on the Equity Shares of the Company for the financial year ended March 31, 2020.				
Whether promoters / promoter group are interested in the agenda / resolution?				No				
Category	Mode of Voting	No. of shares held [#]	No. of votes polled	% of Votes Polled on outstanding shares	No. of Votes – in favour	No. of Votes– against	% of Votes in favour on votes polled	% of Votes against on votes polled
		(1)	(2)	(3)=[(2)/(1)] *100	(4)	(5)	(6)=[(4)/(2)] *100	(7)=[(5)/(2)] *100
Promoter and Promoter Group	E-Voting	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
Public - Institutions	E-Voting	36,24,46,102	27,35,46,905	75.47	27,35,46,905	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	36,24,46,102	27,35,46,905	75.47	27,35,46,905	0	100.00	0.00
Public – Non Institutions	E-Voting	23,94,75,880	89,59,937	3.74	89,56,593	3,344	99.96	0.04
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	23,94,75,880	89,59,937	3.74	89,56,593	3,344	99.96	0.04
Total		92,15,51,715	60,21,36,518	65.34	60,21,33,174	3,344	100.00	0.00

[#] Shareholding as on June 29, 2020





Resolution Number 4

Resolution required (Ordinary / Special)					Ordinary Resolution: Appointment of Mr. Harish Bhat (DIN 00478198) as Director, liable to retire by rotation, and being eligible, offers himself for re-appointment.			
Whether promoters / promoter group are interested in the agenda / resolution?					No			
Category	Mode of Voting	No. of shares held#	No. of votes polled	% of Votes Polled on outstanding shares	No. of Votes – in favour	No. of Votes– against	% of Votes in favour on votes polled	% of Votes against on votes polled
		(1)	(2)	(3)=[(2)/(1)] *100	(4)	(5)	(6)=[(4)/(2)] *100	(7)=[(5)/(2)] *100
Promoter and Promoter Group	E-Voting	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
Public - Institutions	E-Voting	36,24,46,102	26,21,86,843	72.34	25,57,97,762	63,89,081	97.56	2.44
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	36,24,46,102	26,21,86,843	72.34	25,57,97,762	63,89,081	97.56	2.44
Public – Non Institutions	E-Voting	23,94,75,880	70,97,754	2.96	70,93,128	4,626	99.93	0.07
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	23,94,75,880	70,97,754	2.96	70,93,128	4,626	99.93	0.07
Total		92,15,51,715	58,89,14,273	63.90	58,25,20,566	63,93,707	98.91	1.09

Shareholding as on June 29, 2020





Resolution Number 5

Resolution required (Ordinary / Special)				Ordinary Resolution: Ratification of the Remuneration payable to M/s Shome & Banerjee, Cost Accountants (Firm Registration Number 000001), to conduct the audit of the cost records maintained by the Company for the financial year ending March 31, 2021.				
Whether promoters / promoter group are interested in the agenda / resolution?				No				
Category	Mode of Voting	No. of shares held [#]	No. of votes polled	% of Votes Polled on outstanding shares	No. of Votes – in favour	No. of Votes– against	% of Votes in favour on votes polled	% of Votes against on votes polled
		(1)	(2)	(3)=[(2)/(1)] *100	(4)	(5)	(6)=[(4)/(2)] *100	(7)=[(5)/(2)] *100
Promoter and Promoter Group	E-Voting	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
Public - Institutions	E-Voting	36,24,46,102	27,37,86,843	75.54	27,37,86,843	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	36,24,46,102	27,37,86,843	75.54	27,37,86,843	0	100.00	0.00
Public – Non Institutions	E-Voting	23,94,75,880	89,59,252	3.74	89,54,587	4,665	99.95	0.05
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	23,94,75,880	89,59,252	3.74	89,54,587	4,665	99.95	0.05
Total		92,15,51,715	60,23,75,771	65.37	60,23,71,106	4,665	100.00	0.00

[#] Shareholding as on June 29, 2020





Resolution Number 6

Resolution required (Ordinary / Special)					Ordinary Resolution: Appointment of Mr. Sunil D'Souza (DIN 07194259) as Managing Director and Chief Executive Officer (MD&CEO) and terms of appointment.			
Whether promoters / promoter group are interested in the agenda / resolution?					No			
Category	Mode of Voting	No. of shares held [#]	No. of votes polled	% of Votes Polled on outstanding shares	No. of Votes – in favour	No. of Votes– against	% of Votes in favour on votes polled	% of Votes against on votes polled
		(1)	(2)	(3)=[(2)/(1)] *100	(4)	(5)	(6)=[(4)/(2)] *100	(7)=[(5)/(2)] *100
Promoter and Promoter Group	E-Voting	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	31,96,29,733	31,96,29,676	100.00	31,96,29,676	0	100.00	0.00
Public - Institutions	E-Voting	36,24,46,102	26,94,59,412	74.34	26,41,60,985	52,98,427	98.03	1.97
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	36,24,46,102	26,94,59,412	74.34	26,41,60,985	52,98,427	98.03	1.97
Public – Non Institutions	E-Voting	23,94,75,880	70,97,247	2.96	70,93,208	4,039	99.94	0.06
	Poll		0	0	0	0	0	0
	Postal Ballot (if applicable)		0	0	0	0	0	0
	Total	23,94,75,880	70,97,247	2.96	70,93,208	4,039	99.94	0.06
Total		92,15,51,715	59,61,86,335	64.69	59,08,83,869	53,02,466	99.11	0.89

[#] Shareholding as on June 29, 2020



DR. ASIM KUMAR CHATTOPADHYAY

M. COM., Ph.D. (Appl.Eco.), LL.B., F.C.M.A., F.C.S., D.Litt.

ANNEXURE - C

"MATRI ASHIS"

10, Kumar Para Lane,
Ganges Side, ALAMBAZAR
Kolkata-700035.

(Near Alambazar Govt. Quarters)

Mobile : 9830040243

9137811499

e-mail : asimsecy@gmail.com

To
The Chairman
Tata Consumer Products Limited
(Formerly :Tata Global Beverages Limited)
1, Bishop Lefroy Road
Kolkata - 700 020

Dear Sir,

Sub: Consolidated Scrutinizer Report on Remote E-voting conducted pursuant to the provisions of Section 108 of the Companies Act 2013 read with Rules 20 of the Companies (Management & Administration) rules 2014 as amended by Companies (Management & Administration) Amendment Rules, 2015 and Remote E-Voting at the 57th Annual General Meeting of Tata Consumer Products Limited (Formerly :Tata Global Beverages Limited),held onMonday, July 6, 2020 at 10.30 a.m.IST through two-way video conferencing ('VC') or other audio-visual means ('OAVM').

I, Dr. Asim Kumar Chattopadhyay, Practising Company Secretary had been appointed as the Scrutinizer by the Board of Directors of the Tata Consumer Products Limited pursuant to Section 108 of the Companies Act, 2013 ("the Act") read with Rules 20 of the Companies (Management & Administration) rules 2014 as amended by Companies (Management & Administration) Amendment Rules, 2015 to conduct Remote E-Voting as well as electronic voting (Remote)at the 57th Annual General Meeting(AGM) of Tata Consumer Products Limited ,Monday, July 6, 2020 at 10.30 a.m.IST through two-way video conferencing ('VC') or other audio-visual means ('OAVM').

In view of the massive outbreak of the COVID-19 pandemic, social distancing is a norm to be followed. The Annual General Meeting ("AGM") of the Company was held on Monday, July 6, 2020, at 10:30 am through two-way Video Conferencing (VC) or other audio visual means ('OAVM') and the voting for items had been transacted as per the Notice to this AGM was only through remote electronic voting process and electronic voting (Remote) during the AGM, in compliance with applicable provisions of the Companies Act, 2013 (the "Act") (including any statutory modification or re-enactment thereof) read with Rule 22 of the Companies (Management and Administration) Rules, 2014 (the "Rules"), as amended from time to time, and the General Circular No. 14/ 2020 dated April 8, 2020, the General Circular No. 17/ 2020 dated April 13, 2020, in relation to "Clarification on passing of ordinary and special resolutions by companies under the Companies Act, 2013 and the rules made thereunder on account of the threat posed by Covid-19" and General Circular No. 20/ 2020 dated May 5, 2020, in relation to "Clarification on holding of annual general meeting (AGM) through video conferencing (VC) or other audio visual means (OAVM)" all issued by the Ministry of Corporate Affairs, Government of



India (the "MCA Circulars") and Regulation 44 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 ("Listing Regulations") read with Circular dated May 12, 2020, in relation to "Additional relaxation in relation to compliance with certain provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 - Covid 19 pandemic". The venue for the AGM was the place from where the Chairman of the Board conducted the meeting.

Further, pursuant to the MCA and SEBI Circulars, the Notice of the AGM along with the Annual Report for FY 2019-20 was sent in electronic form only to those Members whose email addresses are registered with the Company/ Depositories. The Notice calling the 57th AGM had been uploaded on the website of the Company at www.tataconsumer.com. The Notice can also be accessed from the websites of the Stock Exchanges i.e. BSE Limited ("BSE") and National Stock Exchange of India Limited ("NSE") at www.bseindia.com and www.nseindia.com respectively and the AGM Notice is also available on the website of National Securities Depository Limited ("NSDL") (agency for providing the Remote e-Voting facility) i.e. www.evoting.nsdl.com.

Since this AGM was held pursuant to the MCA Circulars through VC or OAVM, physical attendance of Members had been dispensed with. Accordingly, in terms of the above-mentioned MCA and SEBI circulars, the facility for appointment of proxies by the Members were also dispensed with .

Members attended the meeting through VC or OAVM had been counted for the purpose of reckoning the quorum under Section 103 of the Companies Act 2013.

The notice dated 14th May, 2020 along with the statement setting out material facts under Section 102 of the Act as confirmed by the Company were sent to the shareholders in respect of the resolutions proposed at the AGM of the Company.

The Company had availed e-voting facility offered by National Securities Depository Limited ("NSDL") for conducting remote e-voting by the Shareholders of the Company.

The shareholders of the Company holding shares as on the cut-off date of Monday, June 29, 2020 were entitled to vote on the resolutions as contained in the Notice of the AGM.

The voting period for remote e-voting commenced on the remote e-Voting period commenced on Friday, July 3, 2020 at 9.00 a.m. (IST) and ended on Sunday, July 5, 2020 at 5.00 p.m. (IST) and the NSDL e-voting platform was blocked in due time. After the closure of the voting at the AGM the report on voting done through electronic voting system at the meeting was generated in my presence and the voting was diligently scrutinized.



The vote cast under remote e-voting facility was thereafter unblocked in the presence of two witnesses who were not in the employment of the Company. I have scrutinized and reviewed the remote e-voting and votes tendered therein based on the data downloaded from the NSDL e-voting system.

The Management of the Company is responsible to ensure compliance with the requirements of the Act and Rules relating to the remote e-voting and the casting through electronic voting (remote) at the meeting on resolutions contained in the notice of the AGM.

My responsibility as scrutinizer for the remote e-voting and the voting conducted through electronic voting (remote) at the meeting is restricted to making a Scrutinizer's Report of the votes cast in favour or against the resolutions.

Based on the results made available to me, 1338 Members have cast their votes through Remote E-Voting platform and 44 Members have cast their votes by means of Remote E-Voting at the AGM. The AGM was closed at 01.20 p.m. I submit herewith Annexure I as prescribed by SEBI for a consolidated Result and an Additional Report.

Thanking you,

Yours faithfully,




A. K. Chattopadhyay
Company Secretary
C. P. No. 880 (Whole Time)
FCS - 2303

UDIN : F002303B000419951

DATE: 06/07/2020

WITNESSES:

1.



AYAH CHATTOPADHYAY
PAN: AHGPC4864R.

2.



Sh. Santosh Anil
PAN: BDSPA4118H

FOR TATA CONSUMER PRODUCTS LTD.



Neelaja Chakrabarty
Vice President & Company Secretary

TATA CONSUMER PRODUCTS LIMITED
1, BISHOP LEFROY ROAD
KOLKATA - 700 020

Annexure I

Format for Voting Results

Date of the AGM	JULY 6th 2020
Total number of shareholders on record date / cutoff date i.e.	405000
No. of shareholders present in the meeting either in person or through proxy:	N.A.
Promoters and Promoter Group:	N.A.
Public:	N.A.
No. of Shareholders attended the meeting through two-way Video Conferencing ('VC') or Other Audio-Visual Means ('OAVM') ::	344
Promoters and Promoter Group ::	9
Public ::	335


Resolution (1)									
Resolution required: (Ordinary / Special)									
Whether promoter/ promoter group are interested in the agenda/ resolution?									
Adoption of Audited Standalone Financial Statements of the Company for the financial year ended March 31, 2020, together with the Reports of the Board of Directors and Auditors thereon.									
Promoter/Public	Mode of Voting	Total No. of Shares Held	No. of votes polled	% of Votes polled on outstanding shares	No. of Votes - in favour	No. of Votes - against	% of Votes in favour on votes polled	% of Votes against on votes polled	Invalid Votes
		[1]	[2]	[3]=[2]/[1]*100	[4]	[5]	[6]=[4]/[2]*100	[7]=[5]/[2]*100	[8]
1	E-Voting		319629676	100.00	319629676	0	100.00	0.00	0
	Poll			0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0.00	0	0	0.00	0.00	0
	Total	319629733	319629676	100.00	319629676	0	100.00	0.00	0
2	E-Voting		264633055	73.01	264633055	0	100.00	0.00	0
	Poll			0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0.00	0	0	0.00	0.00	0
	Total	362446102	264633055	73.01	264633055	0	100.00	0.00	0
3	E-Voting		8856519	3.70	8853709	2810	99.97	0.03	0
	Poll			0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0.00	0	0	0.00	0.00	0
	Total	239475880	8856519	3.70	8853709	2810	99.97	0.03	0
	E-Voting		593119250	64.36	593116440	2810	100.00	0.00	0
	Poll			0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0.00	0	0	0.00	0.00	0
	Total	921551715	593119250	64.36	593116440	2810	100.00	0.00	0

A.K. Chattopadhyay

A. K. Chattopadhyay
 Company Secretary
 C. P. No. 880 (Whole Time)
 FCS - 2303

06/07/2020

Resolution (2)									
Resolution required: (Ordinary / Special)					ORDINARY				
Whether promoter/ promoter group are interested in the agenda/resolution?					NO				
Adoption of Audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2020, together with the Report of the Auditors thereon.									
Promoter/Public	Mode of Voting	Total No. of Shares Held	No. of votes polled	% of Votes Polled on outstanding shares [3]=[(2)/ (1)]*100	No. of Votes in favour	No. of Votes against	% of Votes in favour on votes polled [6]=[(4)/ (2)]*100	% of Votes against on votes polled [7]=[(5)/ (2)]*100	Invalid Votes
		[1]	[2]	[3]=[(2)/ (1)]*100	[4]	[5]	[6]=[(4)/ (2)]*100	[7]=[(5)/ (2)]*100	[8]
1	E-Voting		319629676	100.00	319629676	0	100.00	0.00	0
	Poll			0	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0	0	0	0.00	0.00	0
	Total	319629733	319629676	100.00	319629676	0	100.00	0.00	0
	E-Voting		264633055	73.01	264633055	0	100.00	0.00	0
2	Poll			0	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0	0	0	0.00	0.00	0
	Total	362446102	264633055	73.01	264633055	0	100.00	0.00	0
	E-Voting		8856474	3.70	8853654	2820	99.97	0.03	0
	Poll			0	0	0	0.00	0.00	0
3	Postal Ballot (if applicable)			0	0	0	0.00	0.00	0
	Total	239475880	8856474	3.70	8853654	2820	99.97	0.03	0
	E-Voting		593119205	64.36	593116385	2820	100.00	0.00	0
	Poll			0	0	0	0.00	0.00	0
	Postal Ballot (if applicable)			0	0	0	0.00	0.00	0
Total		921551715	593119205	64.36	593116385	2820	100.00	0.00	0


A. K. Chattopadhyay
 Company Secretary
 C. P. No. 880 (Whole Time)
 FCS - 2303
06/07/2020

Resolution (4)									
Resolution required: (Ordinary / Special)				ORDINARY					
Whether promoter/ promoter group are interested in the agenda/resolution?				NO					
Appointment of Mr. Harish Bhat (DIN 00478198) as Director, liable to retire by rotation, and being eligible, offers himself for re-appointment.									
Promoter/Public	Mode of Voting	Total No. of Shares Held	No. of votes polled	% of Votes Polled on outstanding shares [3]=[2]/(1)*100	No. of Votes - in favour	No. of Votes - against	% of Votes in favour on votes polled [6]=[4]/(2)*100	% of Votes against on votes polled [7]=[5]/(2)*100	Invalid Votes
		[1]	[2]	[3]=[2]/(1)*100	[4]	[5]	[6]=[4]/(2)*100	[7]=[5]/(2)*100	[8]
1	E-Voting		319629676	100.00	319629676	0	100.00	0.00	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total	319629733	319629676	100.00	319629676	0	100.00	0.00	0
	E-Voting		262186843	72.34	255797762	6389081	97.56	2.44	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total	362446102	262186843	72.34	255797762	6389081	97.56	2.44	0
2	E-Voting		7097754	2.96	7093128	4626	99.93	0.07	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total	239475880	7097754	2.96	7093128	4626	99.93	0.07	0
3	E-Voting		588914273	63.90	582520566	6393707	98.91	1.09	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total	921551715	588914273	63.90	582520566	6393707	98.91	1.09	0

A.K. Chattopadhyay

A. K. Chattopadhyay

Company Secretary

C. P. No. 880 (Whole Time)

FCS - 2303

06/07/2020

Resolution (5)									
Resolution required: (Ordinary / Special)				ORDINARY					
Whether promoter/ promoter group are interested in the agenda/resolution?				NO					
Ratification of the Remuneration payable to M/s Shome & Banerjee, Cost Accountants (Firm Registration Number 000001), to conduct the audit of the cost records maintained by the Company for the financial year ending March 31, 2021.									
Promoter/Public	Mode of Voting	Total No. of Shares Held	No. of votes polled	% of Votes Polled on outstanding shares [3]=[2]/(1)*100	No. of Votes - in favour [4]	No. of Votes - against [5]	% of Votes in favour on votes polled [6]=[4]/(2)*100	% of Votes against on votes polled [7]=[5]/(2)*100	Invalid Votes [8]
1	E-Voting	319629733	319629676	100.00	319629676	0	100.00	0.00	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total		319629676	100.00	319629676	0	100.00	0.00	0
2	E-Voting	362446102	273786843	75.54	273786843	0	100.00	0.00	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total		273786843	75.54	273786843	0	100.00	0.00	0
3	E-Voting	239475880	8959252	3.74	8954587	4665	99.95	0.05	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total		8959252	3.74	8954587	4665	99.95	0.05	0
Total	E-Voting	921551715	602375771	65.37	602371106	4665	100.00	0.00	0
	Poll		0	0.00	0	0	0.00	0.00	0
	Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total		602375771	65.37	602371106	4665	100.00	0.00	0

A. K. Chattopadhyay

A. K. Chattopadhyay

Company Secretary

C. P. No. 880 (Whole Time)

FCS - 2303

06/07/2020

Resolution (6)										
Resolution required: (Ordinary / Special)										
Whether promoter/ promoter group are interested in the agenda/resolution?										
						ORDINARY				
						NO				
Appointment of Mr. Sunil D'Souza (DIN 07194259) as Managing Director and Chief Executive Officer (MD&CEO) and terms of appointment.										
	Promoter/Public	Mode of Voting	Total No. of Shares Held	No. of votes polled	% of Votes Polled on outstanding shares [3]=[2]/ (1)*100	No. of Votes - in favour	No. of Votes - against	% of Votes in favour on votes polled [6]=[4]/ (2)*100	% of Votes against on votes polled [7]=[5]/ (2)*100	Invalid Votes
			[1]	[2]	[3]=[2]/ (1)*100	[4]	[5]	[6]=[4]/ (2)*100	[7]=[5]/ (2)*100	[8]
1		E-Voting		319629676	100.00	319629676	0	100.00	0.00	0
		Poll		0	0.00	0	0	0.00	0.00	0
		Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Promoter and Promoter Group	Total	319629733	319629676	100.00	319629676	0	100.00	0.00	0
2		E-Voting		269459412	74.34	264160985	5298427	98.03	1.97	0
		Poll		0	0.00	0	0	0.00	0.00	0
		Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Public - Institutional holders	Total	362446102	269459412	74.34	264160985	5298427	98.03	1.97	0
3		E-Voting		7097247	2.96	7093208	4039	99.94	0.06	0
		Poll		0	0.00	0	0	0.00	0.00	0
		Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Public-Others	Total	239475880	7097247	2.96	7093208	4039	99.94	0.06	0
		E-Voting		596186335	64.69	590883869	5302466	99.11	0.89	0
		Poll		0	0.00	0	0	0.00	0.00	0
		Postal Ballot (if applicable)		0	0.00	0	0	0.00	0.00	0
	Total	Total	921551715	596186335	64.69	590883869	5302466	99.11	0.89	0

FOR TATA CONSUMER PRODUCTS LTD.

Neelabja Chakrabarty
Neelabja Chakrabarty
Vice President & Company Secretary

A. K. Chattopadhyay

A. K. Chattopadhyay
Company Secretary
C. P. No. 880 (Whole Time)
FCS - 2303

06/07/2020

Additional Report

Tata Consumer Products Limited (Formerly :Tata Global Beverages Limited)
1, Bishop Lefroy Road, Kolkata - 700 020.

ORDINARY BUSINESS:

Resolution No.1 (Ordinary Resolution) :: Adoption of Audited Standalone Financial Statements of the Company for the financial year ended March 31, 2020, together with the Reports of the Board of Directors and Auditors thereon

(i)Voted in **Favour** of the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
1365	593116440	100

(ii)Voted **Against** the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
10	2810	0.00

(iii)**Invalid** votes

Number of members whose votes were declared invalid	Number of invalid votes cast by them
NIL	NIL

Resolution No. 2 (Ordinary Resolution) :: Adoption of Audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2020, together with the Report of the Auditors thereon

(i)Voted in **Favour** of the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
1364	593116385	100

(ii)Voted **Against** the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
11	2820	0.00

(iii)**Invalid** votes

Number of members whose votes were declared invalid	Number of invalid votes cast by them
NIL	NIL



A. K. Chattopadhyay
Company Secretary
C. P. No. 880 (Whole Time)
FCS - 2303

06/07/2020

Resolution No. 3 (Ordinary Resolution) :: Declaration of Dividend on the Equity Shares of the Company for the financial year ended March 31, 2020

(i)Voted **inFavour** of the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
1368	602133174	100

(ii)Voted **Against** the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
14	3344	0.00

(iii)**Invalid** votes

Number of members whose votes were declared invalid	Number of invalid votes cast by them
NIL	NIL

Resolution No. 4 (Ordinary Resolution) :: Appointment of Mr. Harish Bhat (DIN 00478198) as Director, liable to retire by rotation, and being eligible, offers himself for re-appointment.

(i)Voted **inFavour** of the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
1297	582520566	98.91

(ii)Voted **Against** the Resolution

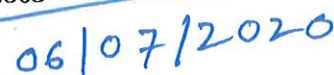
Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
77	6393707	1.09

(iii)**Invalid** votes

Number of members whose votes were declared invalid	Number of invalid votes cast by them
NIL	NIL



A. K. Chattopadhyay
Company Secretary
C. P. No. 880 (Whole Time)
FCS - 2303



SPECIAL BUSINESS:

Resolution No. 5 (Ordinary Resolution) :: Ratification of the Remuneration payable to M/s Shome & Banerjee, Cost Accountants (Firm Registration Number 000001), to conduct the audit of the cost records maintained by the Company for the financial year ending March 31, 2021.
(i) Voted in **Favour** of the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
1341	602371106	100

(ii) Voted **Against** the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
41	4665	0.00

(iii) **Invalid** votes

Number of members whose votes were declared invalid	Number of invalid votes cast by them
NIL	NIL

Resolution No. 6 (Ordinary Resolution) :: Appointment of Mr. Sunil D'Souza (DIN 07194259) as Managing Director and Chief Executive Officer (MD&CEO) and terms of appointment
(i) Voted in **Favour** of the Resolution

Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
1310	590883869	99.11

(ii) Voted **Against** the Resolution


Number of Members Voted	Number of Valid votes cast by them	% of total number of valid votes cast
55	5302466	0.89

(iii) **Invalid** votes

Number of members whose votes were declared invalid	Number of invalid votes cast by them
NIL	NIL

FOR TATA CONSUMER PRODUCTS LTD.


Neelabja Chakrabarty
Vice President & Company Secretary


A. K. Chattopadhyay
Company Secretary
C. P. No. 880 (Whole Time)
FCS - 2303

06/07/2020

57th Annual General Meeting



Financial Year 2019-20

TATA CONSUMER PRODUCTS

6th July 2020

Presentation by Sunil D'Souza
Managing Director & CEO

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.



01

Company Overview

We are Tata Consumer Products



Largest Salt brand in India



Largest Tea brand in India
by volume



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



4th largest R&G coffee
brand in USA



Leading National brand
in Pulses in India



#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



₹ 9.6K crore consolidated
revenue in FY20 and current
market cap of ~₹35k Cr.



Combined reach of over 200
million households, wide
distribution network of ~2.5
mn. outlets



Among the top 10 F&B#
companies in India

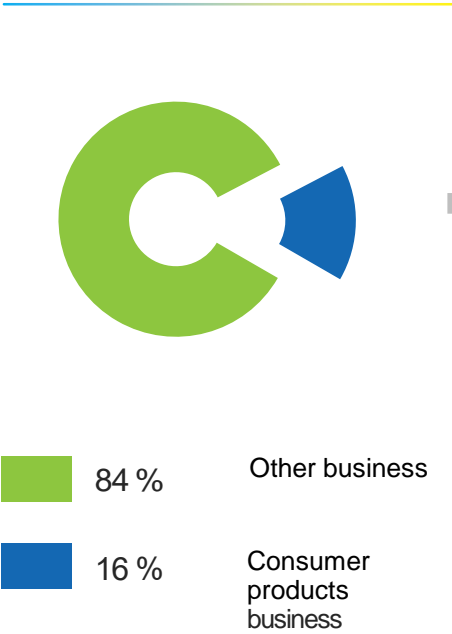


2,250+ employees
worldwide

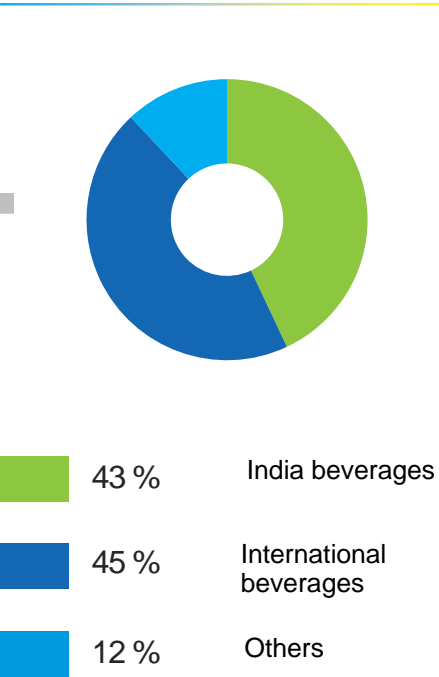
Revenues from F& B in FY20

Profile of Tata Consumer Products

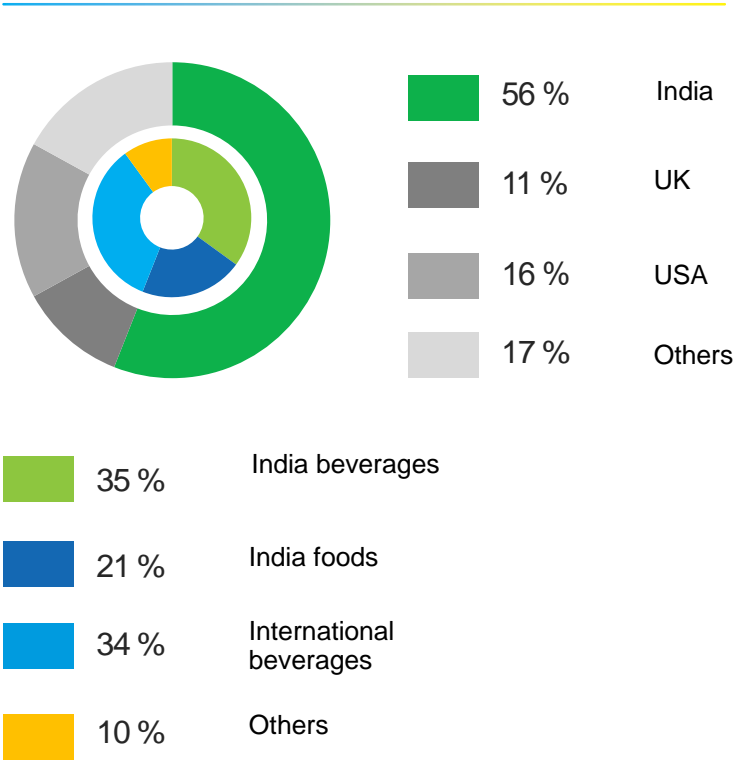
Tata Chemicals Limited (TCL)



Tata Global Beverages Limited (TGBL)



Tata Consumer Products Limited (TCPL)



Note: Merger completed w.e.f 7th February 2020. TCL shareholders entitled to receive 114 shares of TGBL for every 100 shares of TCL.

Brand Promise – For Better

As Tata Consumer Products, we stand **‘For Better’** – a reflection of our commitment to improvement by pushing boundaries and aiming for better every day for all our stakeholders



Consumers

A commitment to deliver better products that will help everyone fulfill aspirations & lead happier, healthier lives



Employees

A rallying cry to aim for better, catalyzing growth and excitement



Partners

Practices that are ethical and treat partners fairly



Investors

Commitment to do better everyday for People, Planet and Profits



02

Performance Highlights

Key Highlights of the Year

Merger of Consumer Products Business of Tata Chemicals with TGBL, completed in Feb'20

Name of the Company changed to '**TATA Consumer Products Limited**'

Consolidated Revenue + 33%;
Like to like + 4%







Consolidated EBITDA + 56%;
Like to like + 12%[#]

Cash EPS for the Year +37%
Rs.11.02 vs. Rs. 8.07 LY

Acquired branded business of Dhunseri Tea Limited;
& Pepsico's 50% stake in our JV, NourishCo Beverages Ltd

[#]comparable growth over previous year i.e. excluding impact of India Foods and INDAS 116

Geographic revenues at a Glance

						
In ₹ Cr (unless specified)	India Beverages	India Foods	US Coffee	Other International (UK, Canada and Others)	Tata Coffee (inc Vietnam)	Consolidated
Revenue (FY20)	3,377	2,064	1,121	2,105	836	9,637
Revenue Growth	7%	12%	2%	0%^	19%	33%/4%#
Volume Growth	7%*	3%*	5%*	1%*	14%	6%#

Key Brands



Note:

a) Tata Coffee incl. Vietnam and excl. US Coffee (EOC)

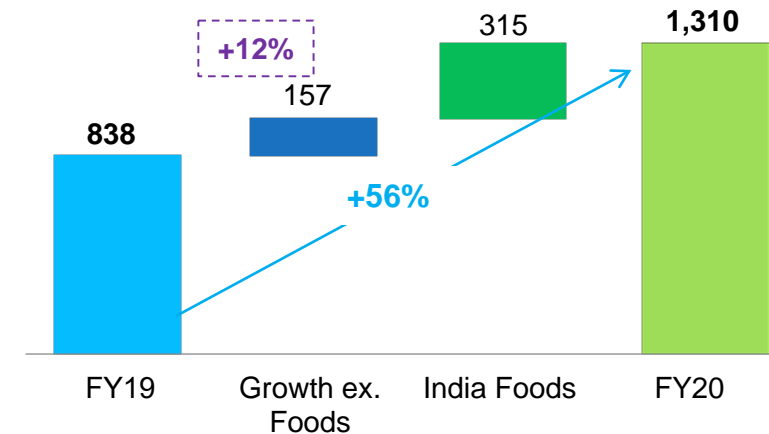
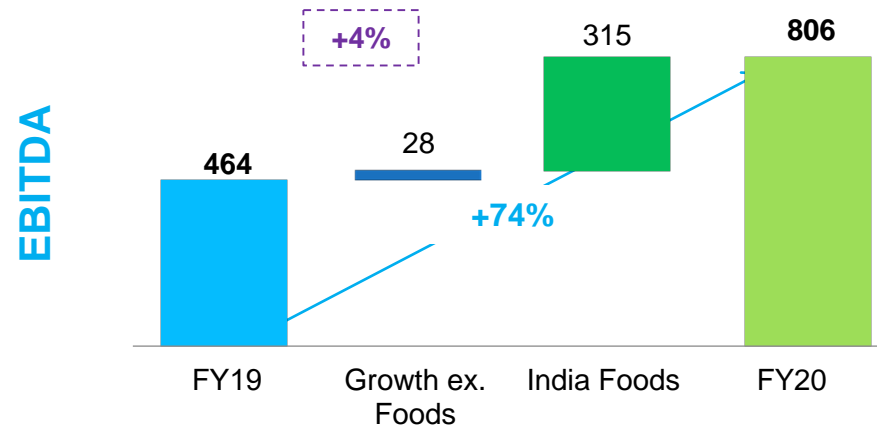
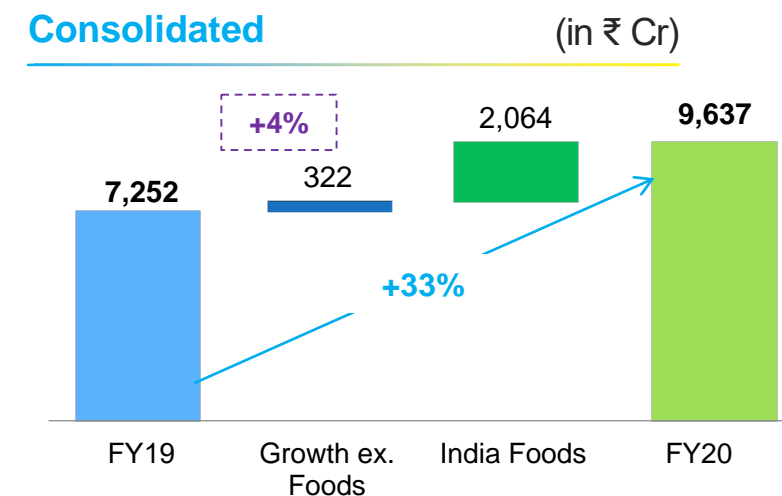
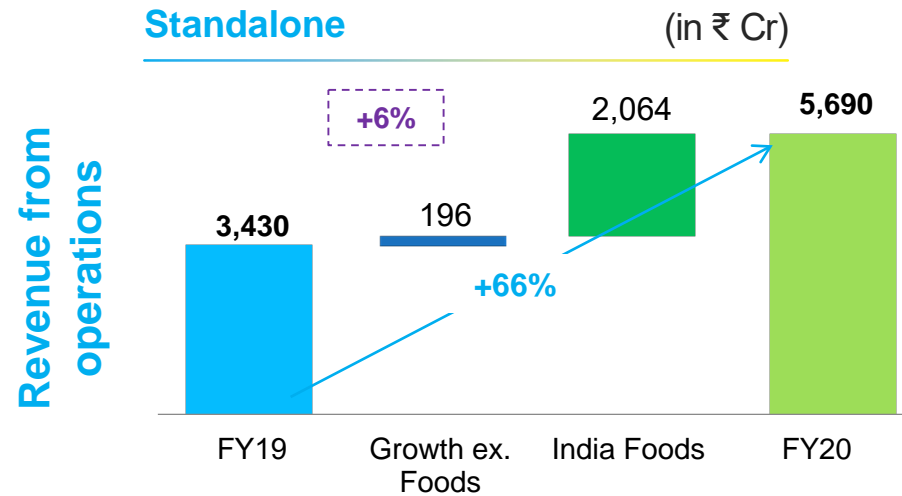
b) Does not include inter-segmental eliminations

* Branded business growth

comparable revenue growth excluding India Foods

^ growth excluding Czech (exited during the year)

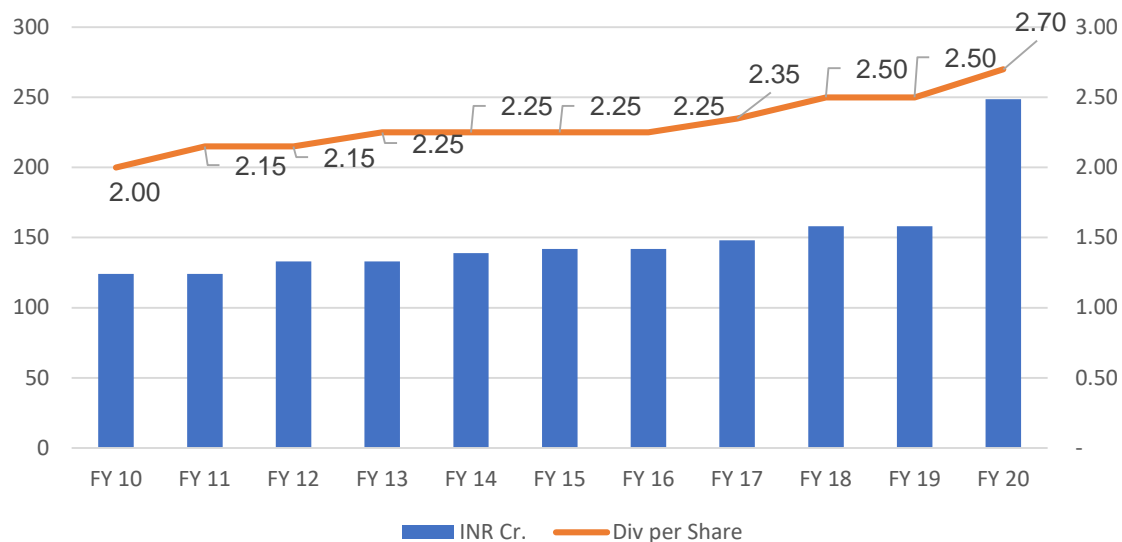
Annual Financial Performance



% represents comparable growth over previous year i.e. excluding impact of India Foods, INDAS 116 and one time gains in FY19

Dividend and Market Capitalisation

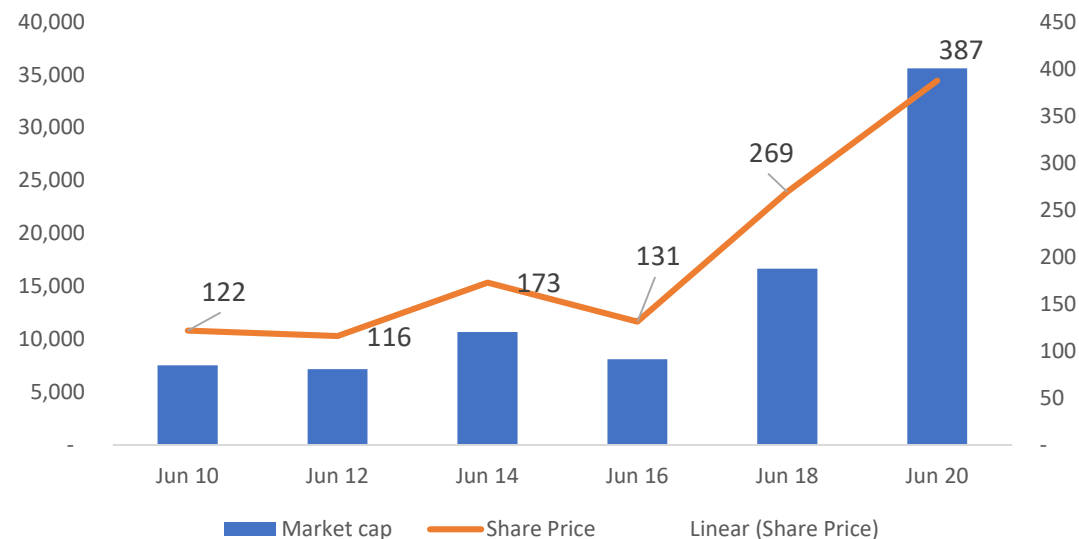
Consistent growth in dividend pay out



Dividend

- Steady increase over the years
- Proposed for 2019-20 - Rs 2.70 per share

Healthy growth in Market Capitalisation



Market Capitalization

- As of 30th June'20 our share price closed at Rs. 387.45 and Market Capitalization stood at ~35,700 Cr.
- A CAGR of 12.3% and 24% in share price over 10 years and 5 years respectively[#]

[#]Calculated at the end of 30th June of each year

03

Business Performance-India

Portfolio: India Beverages and Nourishco



Tea

Legacy of more than 30 years

India's largest packaged tea brand

#1 in the category by Volume

#2 in the category by Value

4 National & 3 Regional brands catering to diverse preferences



Coffee

Tata Coffee Grand leverages Tata heritage in coffee & has created an innovative offering for Indian market.

Portfolio has expanded to Roast & Ground (Filter coffee) with presence across South India



Ready to drink

Tata Gluco Plus is an affordable on-the-go Re-hydration solution

Himalayan is the **# 1 Natural Mineral water** brand in India

Tata Water Plus is **India's first nutrient water.**

India: Beverages



Tata Tea Gold mixture re-launched with new blend & packaging in rest of Maharashtra



Tulsi green tea launched during the year



Tata Tea Premium re-stage campaign in Haryana

+7%

Annual Revenue Growth

+7%

Annual Volume Growth

Performance Commentary

- Tea sales + 7% in FY20
- Spice mix continues to see strong growth
- Tata Tea Premium gained market share with restage
- Onset of COVID-19 impacted primary sales in March; however revenues are getting back to normal

Portfolio: India Foods



Salt

Tata Salt is **an undisputed market leader.**

India's First packaged iodized salt.

Consistently ranked as **#1 Most Trusted Foods Brand.**



Pulses

Only national brand in pulses

Offering wholesome and nutritious food

Our dals are unpolished, thus retaining their natural goodness and nutritional value.



Spices

Range of pure & blended spices crafted by Master Chef Sanjeev Kapoor.

Our spices are wholesome and have their essential oils intact.



Ready-to-cook mixes

Range of ready-to-cook nutritious mixes made from natural ingredients.

Free of preservatives and added colours

India: Foods



Tata Salt installed a unique digital billboard at M.G. Road, Mumbai on Gandhi Jayanti. The billboard reinforced Bapu's learning of 'Cleanliness' thereby adding to brand love.



+12%

Annual Revenue Growth

+3%

Annual Volume Growth

Performance Commentary

- Volume growth across all segments
- Revenue growth of 12% in FY20
- Significant traction in MT/online for TATA Sampann
- Pulses segment showing strong momentum
- Increase in demand for salt & pulses across markets during lock down



Tata Sampann created a campaign 'Har Din Haldi' to address Immunity.

Tata NutriKorner – content to commerce platform is the largest branded food platform in the country

Subsidiary: Tata Coffee (inc Vietnam)



Premium single-origin coffee (100% Arabica) under brand 'The Sonnets' launched in 3 variants - Yellow Honey, Red Honey and Gold Honey



Tata Coffee MD, Chacko Thomas, received "Responsible CEO Award" at Tata VOLCON 2020

+19%

Annual Revenue Growth

+14%#

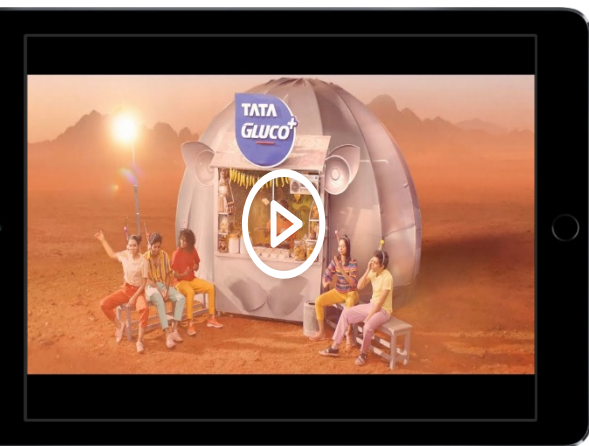
Annual Volume Growth

Performance Commentary

- Topline + 19% YTD, led by Vietnam sales, which commenced during the year
- **India**
Second best Instant Coffee volume at 8,475 MT
- **Vietnam**
Highest quarterly sales of ~1050 MT
- Profitability improved with higher capacity utilization & sales (excluding one time gains LY)

Tata Coffee : including Vietnam. Does not include EOC performance

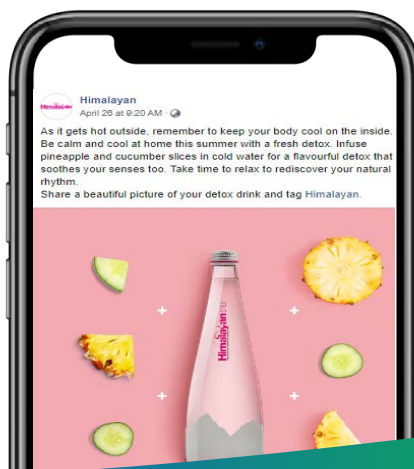
NourishCo Beverages



Tata Gluco Plus recently launched a series of 3 Ads, musical satires, with Malgudi theme music

TATA CONSUMER PRODUCTS

Himalayan social media campaign #RecipeforDetox



181 Cr

Annual Revenue

30%

EPR* Coverage

25%

Himalayan production solar powered

*Extended Producer Responsibility (In 2019)

Performance commentary

- **Himalayan**
Good momentum prior to lockdown
- **Tata Water Plus (TWP) Pet**
Revenue + 10% with volume growth of 12%
- **Tata Gluco Plus (TGP)**
Good gains till Feb'20, impacted by lockdown

Acquisition Update

- Acquired entire stake of PepsiCo in NourishCo and Rights over the "Gluco Plus/Gluco+" brand
- Acquisition in line with ambition to widen portfolio in the Food & Beverages categories.

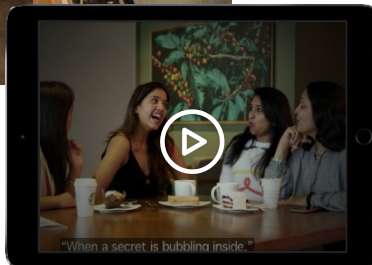
JV: Tata Starbucks



Rajiv Gandhi International Airport, Hyderabad



Delhi-Haridwar Highway



'Count On Me Girl' campaign was all about appreciating the bond women share with one another

+21%

Annual Revenue Growth

185

Total Stores in India

11

Cities

Performance commentary

- 39 new stores opened in FY20
- New cities added during the Year – Ahmedabad, Surat and Vadodra
- Double digit growth in total transactions y-o-y
- 30% revenues through loyalty program
- Achieved 100% pay equity, ~ 30% gender diversity
- Talent mix saw increase in part timers, now ~1/3rd of total work force

04

Business Performance - International

Portfolio: International Beverages



Tea

Tetley is **the #2 branded tea company in the world**, with a heritage of more than 180 years

#1 in Canada, #3 in the UK

Presence in over 40 countries



Coffee

Led by 160 years of innovation, Eight O' Clock is America's original gourmet and whole bean coffee.

It is the **#4 Roast & Ground coffee** brand in the USA

USA



A limited-edition anniversary pack with a vintage caddy to celebrate 160 years of EOC

5%

Annual Volume Growth in Coffee

7.4%

*EOC Bag Volume Share

Performance commentary

- Growth across EOC branded bags, K-cups & private label
- Significant growth in online sales
- Increased profitability with better cost & higher efficiency
- Food service business faces headwinds in COVID-19
- EOC & Tetley see strong growth in March driven by COVID-19 as consumers stock up pantries



Digital promotions of Tetley Iced Tea



Galentine's Day promotion of EOC

Source: *Nielsen - Moving Annual Total (MAT) basis FY19



Tetley Tea 'Now We're Talking' continues in Q4



National distribution achieved for Aldi in the UK



Launch of Good Earth Teas in Sainsbury



Tea being delivered for inclusion in the UK Government's Care Packs

1%
Annual Growth

21.3%
Value Market share
(in everyday black)*

Performance Commentary

- Value outperformance in March as shoppers stock up on staples
- Tea Pigs perform well on the back of the online boom
- Increased social media activity to engage with multiple stakeholders
- Strong uplift in e-commerce as more people preferring home deliveries

Canada



Tetley Cold Infusions range of teas are sugar-free, caffeine free and made with natural flavours

VOTE
FOR YOUR
FAVOURITE
PINK PACK!



Tetley Limited edition Pink Packs to support the Canadian Cancer Society



6%

Annual Revenue Growth

28.9%

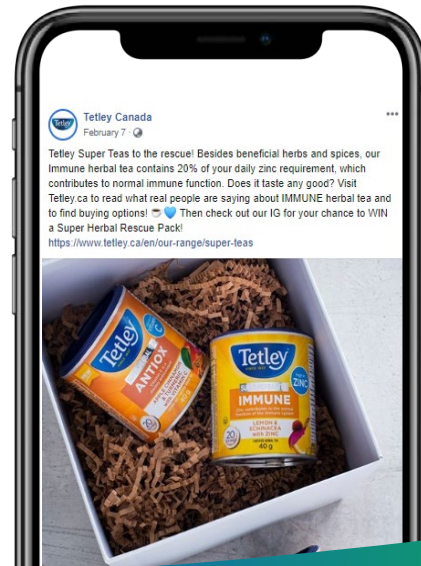
Market share (Value)

Performance Commentary

- TCP remains value & volume share leader
- Super Teas achieved 3.9% value share of specialty tea (incl. Tazo, Davids Tea & Tim Horton)
- Cold infusions launch activation paused during lockdown
- COVID stocking momentum starts to taper as pantry stocks drawn down



Tetley Super Support



Social media campaigns promoting our 'Immune' herbal tea range

Source: *Nielsen - Moving Annual Total (MAT) basis

05

Campaigns & Recognition

Brand Campaigns: India

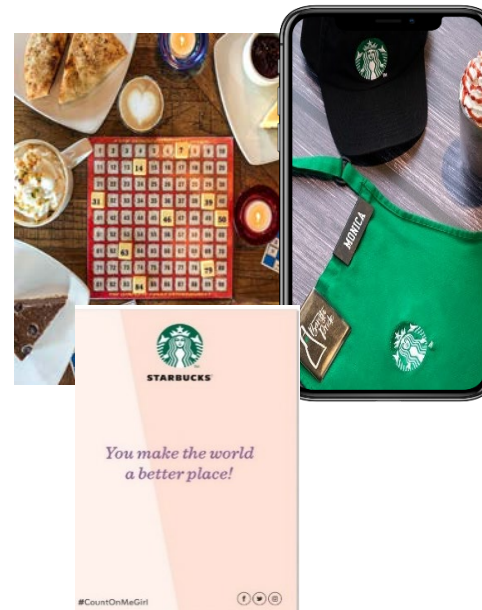


Tata Tea Gold and Tata Tea Chakra celebrate regional pride through hyperlocal campaigns



Starbucks

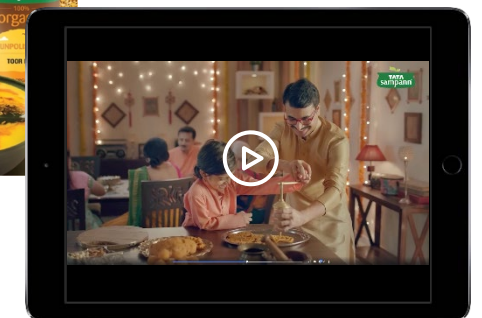
- #DiwaliGamesAtStarbucks to get together with friends and family
- Barista Pride to celebrate personal triumph of our partners
- #CountOnMeGirl to appreciate the bond that women share with one another on Women's Day



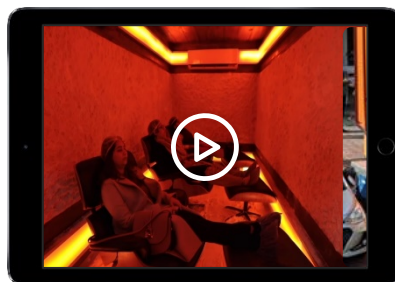
Tata Salt #SawaalKijiyeApneNamakSe launched to educate consumers about the quality of their salt; the campaign won the EFFIES'20 Award



Tata Sampann launched #LautAayiDiwali digitally, involving nostalgia and celebrating the true taste and essence of the festival



Tata Tea is the official brand partner of IIFA 2019 and Girliyapa TV series as part of #DilKiSuno campaign, which attempts to bring alive inspiring stories of consumers who have listened to their hearts and made their own path.



Tata Salt installed 'Salt Therapy' mobile vans in Delhi. This unique initiative leveraged the therapeutic benefits of salt to address health issues caused by air pollution



Brand Campaigns: International



Tetley UK 'Now We're Talking' campaign gets rated #3 on ITV-backed effective ad list 2019



Tetley Canada promoted the launch of Tetley Supers Tea through an integrated campaign #NotYourAverageCupofTea



Tetley Canada promoted Supers with "Wellness Contest"



Tetley UK promoted the launch of a new flavour and a new format of the Cold Infusions range



Tetley Australia launched Cold Infusions through a campaign for staying hydrated and featured popular comedian and actor Celia Pacquola



Eight O' Clock Coffee USA launched sweepstakes to celebrate its 160th anniversary

Awards & Accolades



1. Risk Management

“Best Risk Management Framework & Systems - FMCG” at India Risk Management Awards 2020

4. Product

Great Taste Awards -Tetley is the highest awarded UK tea brand at the ‘Oscars’ of the fine Food and Beverages world

2. Workplace

Top #100 Best Companies for Women in India 2019 by Avtar and Working Mother

5. CSR

Puneet Das, VP- Marketing- Tata Consumer Products, has been honored with The CMO Social Responsibility Award by exchange4media

3. Sustainability

One of the six companies in India to be recognized as “Climate Change Rising Stars” on the CDP India 2019 A List

6. Marketing

Tata Salt wins its first-ever EFFIE Award, a Bronze for its ‘Sawaal Kijiye Apne Namak Se’ campaign

06

Responsible Business

Sustainability: Value Chain, Communities & Climate



Tata Consumer Products aims to support development programmes for

1 million community members



Trustea spreads sustainable agricultural practices to 500,000 workers



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



Affordable Healthcare for 100,000 persons in Munnar and Assam



Project Jalodari to provide water & sanitation for 25,000 community members in Himachal and Assam



Tata Chemicals Society for Rural Development empowering 50,000 lives



Extended Producer Responsibility India for 10,000 tons plastic waste. UK Plastics Pact – 100% recyclable, reusable, compostable by 2025

Climate leadership

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

Renewable energy

12% of the energy in production from solar power



Decoupling emissions from growth

Carbon footprint decreased 30% in 2010-19

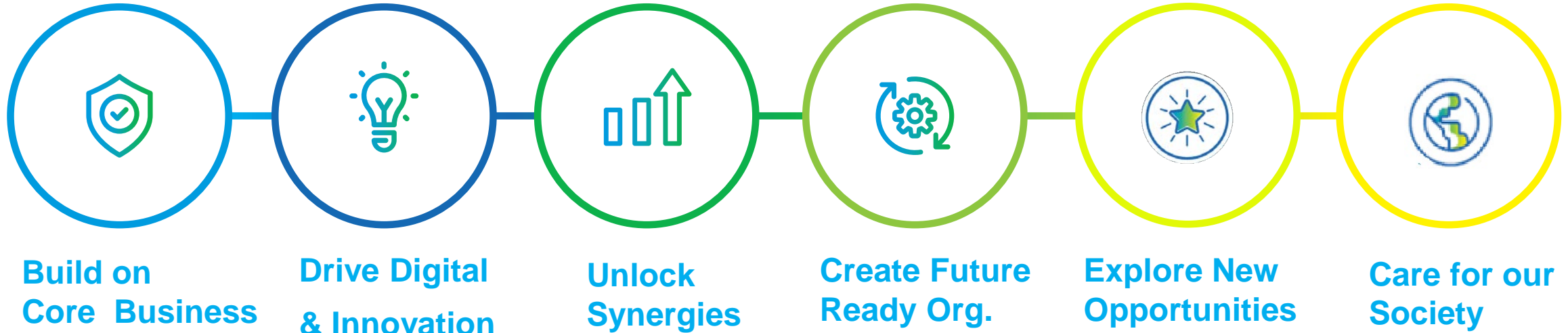
Carbon neutral

Himalayan for USA is certified Carbon Neutral®

07

Priorities for FY 21

FY21 : Focus & Priorities



Thank You

FOR BETTER