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
- #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

- Largest salt brand in India
- 2nd Largest tea brand in India
- 4th largest R&G coffee brand in USA
- National brand in pulses, spices and mixes
- 4th largest tea brand in UK & largest tea brand in Canada
- #1 natural mineral water brand in India
- National brand in pulses, spices and mixes
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 business\(^1\) grew 25% led by
  - India Beverages\(^2\) 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

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 hours¹

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

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

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.

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.
Performance Overview
### Key Businesses snapshot – Q1FY22

**In ₹ Cr (unless specified)**

<table>
<thead>
<tr>
<th></th>
<th>India Beverages</th>
<th>India Foods</th>
<th>US Coffee</th>
<th>International Tea</th>
<th>Tata Coffee (incl. Vietnam)</th>
<th>Consolidated*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>1,267</td>
<td>705</td>
<td>296</td>
<td>472</td>
<td>241</td>
<td>3,008</td>
</tr>
<tr>
<td><strong>Revenue Growth</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant currency growth</td>
<td>28%</td>
<td>20%</td>
<td>-18%</td>
<td>-3%</td>
<td>5%</td>
<td>11%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>-15%</td>
<td>-10%</td>
<td>6%</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Volume Growth</strong></td>
<td>3%</td>
<td>17%</td>
<td>-16%</td>
<td>-9%</td>
<td>-6%</td>
<td></td>
</tr>
</tbody>
</table>

**Key Brands**

- [Tata Tea](#)
- [Tata Gluco](#)
- [Tata Tea sampann](#)
- [Tata Soulfull](#)
- [Eight O’Clock](#)
- [Tetley](#)
- [Teapigs](#)
- [Good Earth](#)

**Note:**

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

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


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

e) * 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

<table>
<thead>
<tr>
<th>Revenue</th>
<th>EBITDA</th>
<th>PBT (bei)^</th>
<th>Group Net Profit</th>
<th>Group Net Profit (bei)^</th>
<th>Net Cash$</th>
</tr>
</thead>
<tbody>
<tr>
<td>₹ 3,008 Cr.</td>
<td>11%</td>
<td>-17%</td>
<td>-22%</td>
<td>-42%</td>
<td>-27%</td>
</tr>
<tr>
<td>₹ 403 Cr.</td>
<td>13.4%</td>
<td>11.3%</td>
<td>6.7%</td>
<td>6.8%</td>
<td></td>
</tr>
<tr>
<td>₹ 340 Cr.</td>
<td>-452 bps</td>
<td>-476 bps</td>
<td>-608 bps</td>
<td>-345 bps</td>
<td></td>
</tr>
<tr>
<td>₹ 200 Cr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>₹ 203 Cr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>₹ 2,169 Cr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Growth (Y-on-Y): 11% (EPS), -43% (EPS)

[^before exceptional items]

[^Cash and Cash equivalents (net of total borrowings) as at Jun 30, 2021]
Progress against Strategic Priorities
Strategic Priorities

1. Strengthen & accelerate core business
2. Drive Digital & Innovation
3. Unlock synergies
4. Create Future Ready Org
5. Explore new opportunities
6. Embed sustainability
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.

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

India business¹ A&P Q1FY22

- +53% YoY

Market share

- Tea +170 bps¹
- Salt + 370 bps¹

¹ Standalone Financials
² Source: Nielsen – Value share, JQ’21 vs JQ’20
Making consistent gains on reach & premiumization

Direct coverage

0.5M (as of Sep’20) → 0.82M (as of Jun’21) → On track for 1M by Sep’21

Pan-India Harmonized Distribution System

+3,000 # Rural distributors¹

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

<table>
<thead>
<tr>
<th></th>
<th>MAR'21</th>
<th>APR'21</th>
<th>MAY'21</th>
<th>JUN'21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indexed to Mar'21 levels</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### India F&B revenue growth (%)

<table>
<thead>
<tr>
<th></th>
<th>Q4FY21</th>
<th>APR'21</th>
<th>MAY'21</th>
<th>JUNE'21</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.00</td>
<td>41</td>
<td>36</td>
<td>11</td>
<td>22</td>
</tr>
</tbody>
</table>

### India F&B Volume growth (%)

#### India Foods

<table>
<thead>
<tr>
<th></th>
<th>Q4FY21</th>
<th>APR'21</th>
<th>MAY'21</th>
<th>JUNE'21</th>
</tr>
</thead>
<tbody>
<tr>
<td>21</td>
<td>30</td>
<td>8</td>
<td>14</td>
<td></td>
</tr>
</tbody>
</table>

#### India Packaged Beverages

<table>
<thead>
<tr>
<th></th>
<th>Q4FY21</th>
<th>APR'21</th>
<th>MAY'21</th>
<th>JUNE'21</th>
</tr>
</thead>
<tbody>
<tr>
<td>23</td>
<td>16</td>
<td>-7</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>
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

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

- 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

- 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 owning 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

US
- Regular Black Hot Tea
  - US Regular Black Hot Tea
  - US Bags Coffee
  - US K-cup Coffee

UK
- Regular Black Tea
  - UK Regular Black Tea
  - UK Fruit & Herbals Tea

Canada
- Regular Black Tea
  - Canada Regular Black Tea
  - Canada Speciality Tea

India
- Branded Tea
  - India Branded Tea

12 weeks (Value) – June’20, Nielsen

-8.6% +18.9% +14.8%
-21.7% -7.3% -0.7%
+21.1% -18.9% +14.8%
-7.6%
-19.8%
-7.2%
-5.4%
+9.5%
+19.1%
+32.4%
India Packaged Beverages

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.

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.

+24% Revenue Growth

+3% Volume Growth

~140bps Market Share gain

1 Tea volume growth 2 Source: Nielsen, Jun’21 3 Source: Nielsen – Value share, Moving Annual Total (MAT) basis Jun’21 vs Jun’20

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.
India Foods

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

**Performance commentary**

- +20% Revenue Growth
- +17% Volume Growth
- +240bps Market share gain in salt*

**Other updates**

- 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”
- 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’21 vs Jun’20
NourishCo (100% Subsidiary)

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

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

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

Performance commentary

-23% Revenue Growth
Plantations
- The quarter saw value growth in Tea (better realization) while Coffee revenue declined YoY, due to a high base.

+5% Revenue Growth
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

+21% Revenue Growth
Extractions
- 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

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 differently abled children of Kodagu, Coorg.

* As of end June’21

Sales indexed to FY20 baseline

- 84% Stores re-opened*
- 219 Total Stores
- 18 Cities

Launch of Starbucks merchandise on Tata CLIQ Luxury platform
06
Business performance - International
UK

Teapigs continued to see strong growth, driven by fast recovery in Specialty OOH and Grocery channels.

Premium mineral water Himalayan launched online & on Amazon; retail expansion underway.

• Tetley continued to grow share in Fruit & Herbal segment with the new Herbals range.

• Integrated Teapigs with the mainline sales system to sell a 3-brand portfolio.

• Specialty OOH channel is seeing fast recovery.

• Good Earth tea continues to attract younger consumers and Good Earth kombucha is seeing good traction in OOH and Specialty Grocery channels.

• 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 launched its own range of kombucha

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

Performance commentary

-13% Revenue Growth^  

-14% Teapigs revenue Growth#

19.9% Value Market share* (in everyday black)

• Revenue for the quarter declined 11% (constant currency) owing to pantry up-stocking that led to 12% growth in the base quarter last year.

• 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.

^ Constant currency ex Teapigs business  # Constant currency growth  
* Source: Nielsen – Value share, Moving Annual Total (MAT) basis – June’21
USA

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.

-15% Coffee Revenue Growth^  

Tea: 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.

-8% Tea Revenue Growth^  

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

4.5% *Coffee Bags Market Share

*Tetley Irish Breakfast, Good Earth Sensorial blends & Teapigs

Expanding Tetley, Good Earth and teapigs offerings

New campaign ‘Overdelivery in every Cup’ across platforms

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

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.

• Tetley has gained market share*, both in regular and specialty tea.

• Continued strong performance of Tetley Super Teas range.

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.

-T25% Revenue Growth^

-26% Revenue growth in Specialty tea^

29% *Market share

-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

^ 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 IiAS on the IFC-BSE-IiAS 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.
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

<table>
<thead>
<tr>
<th></th>
<th>Q1FY22</th>
<th>Q1FY21</th>
<th>Change %</th>
<th>Profit and Loss Statement (all nos. in ₹ Crores)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from operations</td>
<td>1,966</td>
<td>1,605</td>
<td>22 %</td>
<td>Standalone Profit and Loss Statement</td>
</tr>
<tr>
<td>EBITDA</td>
<td>274</td>
<td>326</td>
<td>(16) %</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>13.9 %</td>
<td>20.3 %</td>
<td>(16) %</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>239</td>
<td>296</td>
<td>(19) %</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>12.2 %</td>
<td>18.4 %</td>
<td>(19) %</td>
<td></td>
</tr>
<tr>
<td>PBT before exceptional items</td>
<td>378</td>
<td>335</td>
<td>13 %</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>15.5 %</td>
<td>14.5 %</td>
<td>13 %</td>
<td></td>
</tr>
</tbody>
</table>

### Consolidated

|                      | Q1FY22 | Q1FY21 | Change % | Group Consolidated Net Profits for the quarter declined 42% YoY on account of following :
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from operations</td>
<td>3,008</td>
<td>2,714</td>
<td>11 %</td>
<td>• Lower EBITDA as previous year had the benefit of softer tea commodity cost in India and pantry stocking in International business.</td>
</tr>
<tr>
<td>EBITDA</td>
<td>403</td>
<td>486</td>
<td>(17) %</td>
<td>• Last year benefitted from an exceptional item of accounting gains on conversion of NourishCo from a Joint venture to a subsidiary.</td>
</tr>
<tr>
<td>%</td>
<td>13.4 %</td>
<td>17.9 %</td>
<td>(17) %</td>
<td>• Group net profit, adjusted for exceptional items, on like-to-like basis declined by 27%</td>
</tr>
<tr>
<td>EBIT</td>
<td>336</td>
<td>424</td>
<td>(21) %</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>11.2 %</td>
<td>15.6 %</td>
<td>(21) %</td>
<td></td>
</tr>
<tr>
<td>PBT before exceptional items</td>
<td>340</td>
<td>436</td>
<td>(22) %</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>11.2 %</td>
<td>15.6 %</td>
<td>(22) %</td>
<td></td>
</tr>
<tr>
<td>Exceptional items</td>
<td>(4)</td>
<td>63</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax</td>
<td>(96)</td>
<td>(110)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PAT</td>
<td>241</td>
<td>389</td>
<td>(38) %</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>8.0 %</td>
<td>14.3 %</td>
<td>(38) %</td>
<td></td>
</tr>
<tr>
<td>Group Net Profit (incl. JVs &amp; Associates)</td>
<td>200</td>
<td>346</td>
<td>(42) %</td>
<td></td>
</tr>
</tbody>
</table>
## Segment-wise Performance

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Segment Revenue</th>
<th>Segment Results</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹ Cr</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Q1 FY22</td>
<td>Q1 FY21</td>
</tr>
<tr>
<td>India Beverages</td>
<td>1,267</td>
<td>989</td>
</tr>
<tr>
<td>India Foods</td>
<td>705</td>
<td>589</td>
</tr>
<tr>
<td>International Beverages</td>
<td>768</td>
<td>879</td>
</tr>
<tr>
<td><strong>Total Branded business</strong></td>
<td><strong>2,739</strong></td>
<td><strong>2,457</strong></td>
</tr>
<tr>
<td>Non branded business</td>
<td>278</td>
<td>264</td>
</tr>
<tr>
<td>Others / Unallocated items</td>
<td>(9)</td>
<td>(7)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,008</strong></td>
<td><strong>2,714</strong></td>
</tr>
</tbody>
</table>

### Revenue - Branded business
- **46%**: India Beverages
- **26%**: India Foods
- **28%**: International Beverages

### Segment results – Branded business
- **44%**: India Beverages
- **28%**: India Foods
- **28%**: International Beverages
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

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

For media queries
Satya Muniasamy
satya.muniasamy@tataconsumer.com

Write to us at
investor.relations@tataconsumer.com

Call us at
+91-22-61218400

Last 10-year financials are available on Historical financial data
Shareholding information

Pattern as on 30th June, 2021

- **Promoter and promoter Group**: 35%
- **Foreign Institutional Investors**: 25%
- **Individual**: 21%
- **MFs/ UTI/ AIFs**: 9%
- **Insurance Companies/ Banks**: 5%
- **Others**: 5%

Stock data

<table>
<thead>
<tr>
<th>Stock data</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>BSE Ticker</td>
<td>500800</td>
</tr>
<tr>
<td>NSE Ticker</td>
<td>TATACONSUM</td>
</tr>
<tr>
<td>Market Capitalization (June 30, 2021)</td>
<td>₹695.2 bn</td>
</tr>
<tr>
<td>Number of Shares Outstanding</td>
<td>921.6 Mn.</td>
</tr>
</tbody>
</table>