

Investor Presentation

For the quarter & year ended March 2025

TATA CONSUMER PRODUCTS

23rd April 2025

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.

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We are Tata Consumer Products



In a nutshell



Integrated F&B company with rich heritage of Tata, aspiring for a larger share of the FMCG World



#2 branded tea player globally



₹ 17.6k crore consolidated revenue in FY25 with a market cap of ~₹99k* Cr



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



Among the top 10 FMCG companies in India



5,000+ employees worldwide#



Largest salt brand in India



2nd Largest tea brand in India



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



#1 natural mineral water brand in India



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



India's leading Desi-Chinese brand



4th largest R&G coffee brand in USA



Leading organic F&B and herbal supplements brand

* As of 31st March 2025

Does not include plantation workers

01

Executive Summary

Executive Summary

- For Q4FY25, consolidated revenue grew 17% (12% organic). Organic UVG for the India branded business was 5.9%.
 - India Beverages¹ grew 17% (+9% organic), with tea volumes growing 2% YoY.
 - India Foods² grew 27% (+17% organic). Salt volumes grew 5% YoY.
 - International business³ recorded 5% revenue growth (2% constant currency).
- For FY25, consolidated revenue grew 16% (9% organic). Organic UVG for the India branded business was 4.5% in FY25.
 - India Beverages¹ grew 10% (+3% organic), with 1% tea volume growth.
 - India Foods² grew 29% (+13% organic). Salt volumes grew 4%.
 - International business³ was up 7% (5% constant currency).
- 'Growth' businesses grew 24% (organic) in Q4FY25 and crossed Rs. 3,200 crores of revenue for the year, accounting for 28% of the India business in FY25.
- Consolidated EBITDA for the quarter declined 1% on account of higher input costs in the India and international businesses. For the year, EBITDA grew 8% to Rs. 2,502 crs; EBITDA margin for the year was 14.2%, down 110 bps, primarily impacted by tea cost inflation in India. Adjusted for tea inflation, EBITDA margin would have expanded c.80 bps YoY.
- 41 new products launched during the year. Innovation-to-sales for India was 5.2% in FY25, up >6x since FY20 on a growing revenue base.
- Net working capital (NWC) reduced to 26 days as of March'25. Net working capital for the India business turned negative at (1) day.
- Final dividend of Rs. 8.25 per share.

Note: Organic growth excludes Capital Foods and Organic India.

¹ Includes Packaged Beverages, Ready-to-Drink (RTD), and Organic India revenues.

² Includes Salt, Tata Sampann, Tata Soufull, and Capital Foods revenues.

³ Does not include the export revenues of Capital Foods and Organic India.

02

Performance Overview

Key Businesses Snapshot – Q4FY25

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
Revenue	1,551	1,464	1,104	501	4,608
Revenue growth	17% [9%]	27% [17%]	5%	25%	17% [12%]
<i>Constant currency growth</i>			2%	23%	16% [11%]

Key Brands



Notes:

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

Key Businesses Snapshot – FY25

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
Revenue	5,974	5,569	4,215	1,910	17,618
Revenue growth	10% [3%]	29% [13%]	7%	21%	16% [9%]
<i>Constant currency growth</i>			5%	20%	15% [8%]

Key Brands



Notes:

- India Beverages includes Packaged Beverages, Ready-to-Drink (RTD), and Organic India revenues (including overseas revenue) w.e.f. 16th April 2024. [] denotes organic revenue growth, excluding the impact of Organic India.
- India Foods Includes Salt, Tata Sampann, Tata Soufull, Tata Sampann Yumside, and Capital Foods revenues. [] denotes organic revenue growth, excluding the impact of Capital Foods.
- International includes International Tea and US Coffee businesses.
- Non-Branded incl. solubles and plantations businesses.
- Consolidated revenue after Inter-segment eliminations. [] denotes organic revenue growth, excluding the impact of Capital Foods and Organic India.
- The classification of our businesses in the table above has been provided for historical context and differs from that disclosed in the segment information in our financial results.

Summary of Group Performance – Q4FY25



₹ 4,608 Cr.

₹ 625 Cr.

₹ 484 Cr.

₹ 281 Cr.

₹ 349 Cr.

₹ 1,808 Cr.

	Revenue	EBITDA	PBT (bei)^	Group Net Profit (bei)^	Group Net Profit	Net Cash\$
Growth (YoY)	17%	-1%	-5%	-34%	64%	
Margin		13.6%	10.5%	6.1%	7.6%	
Margin expansion (YoY)		-250bps	-250bps	-480bps	220bps	
EPS (Basic)				2.84	3.49	
EPS growth (YoY)				-37.0%	54.4%	

^ before exceptional items.

\$ Cash and cash equivalents (net of total borrowings) as of 31 March 2025.

* Group Net Profit (bei) and EPS (bei) growth rates differ on account of the increased number of shares outstanding from the rights issue.

Summary of Group Performance – FY25



₹ 17,618 Cr.

₹ 2,502 Cr.

₹ 1,782 Cr.

₹ 1,252 Cr.

₹ 1,287 Cr.

₹ 1,808 Cr.

	Revenue	EBITDA	PBT (bei)^	Group Net Profit (bei)^	Group Net Profit	Net Cash\$
Growth (YoY)	16%	8%	-12%	-17%	6%	
Margin		14.2%	10.1%	7.1%	7.3%	
Margin expansion (YoY)		-110bps	-320bps	-290bps	-70bps	
EPS (Basic)				12.79	13.06	
EPS growth (YoY)				-16.8%	7.0%	

^ before exceptional items.

\$ Cash and cash equivalents (net of total borrowings) as of 31 March 2025.

* Group Net Profit (bei) and EPS (bei) growth rates differ on account of 1) higher share of non-controlling interests in the previous year, and 2) the increased number of shares outstanding from the rights issue.

03

Progress against Strategic Priorities

Strategic Priorities



Strengthen core & accelerate growth businesses



Build on new opportunities



Drive execution excellence everyday



Create a future-ready organization



Drive digital & innovation



Embed sustainability



India Business – Fueling our brands across platforms



A&P-to-Sales*	
Q4FY25	FY25
7.1%	7.2%

MAT Market share – Salt



Value +30 bps¹



MAT Market share – Tea



Value -40 bps¹

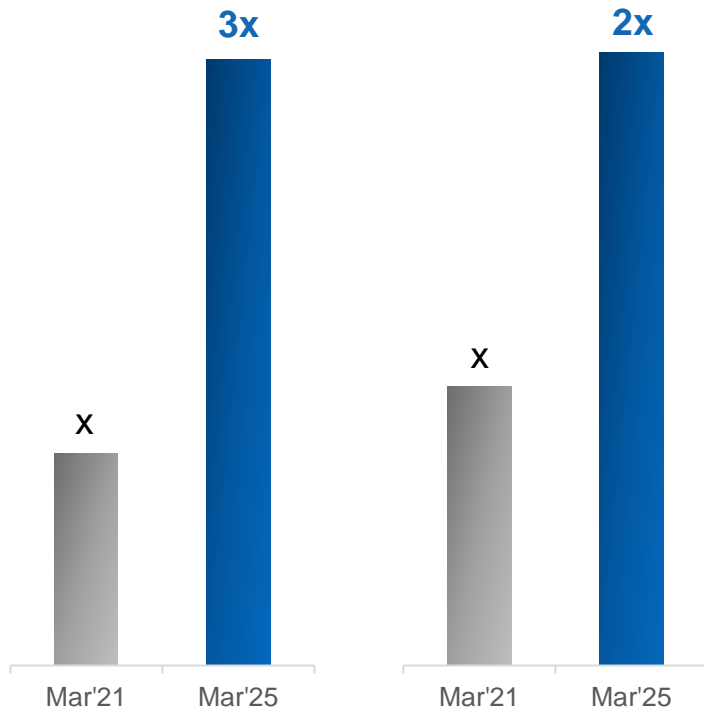


* India business

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



Building omni-channel capabilities



Mar'25 Direct Reach
2m

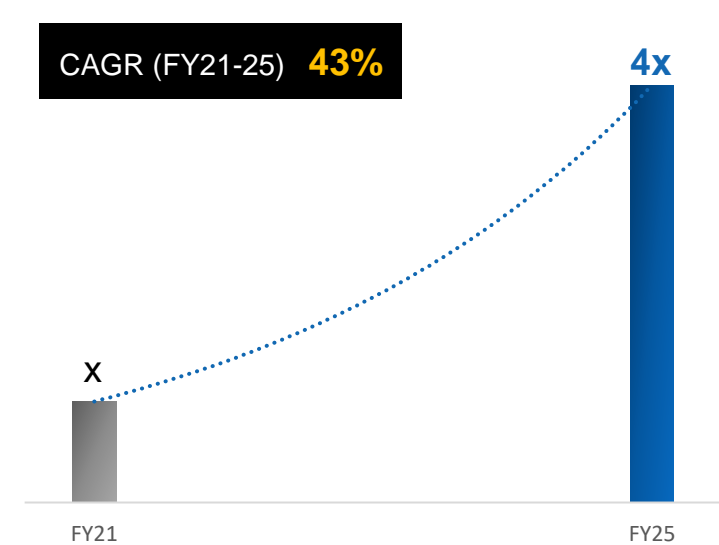
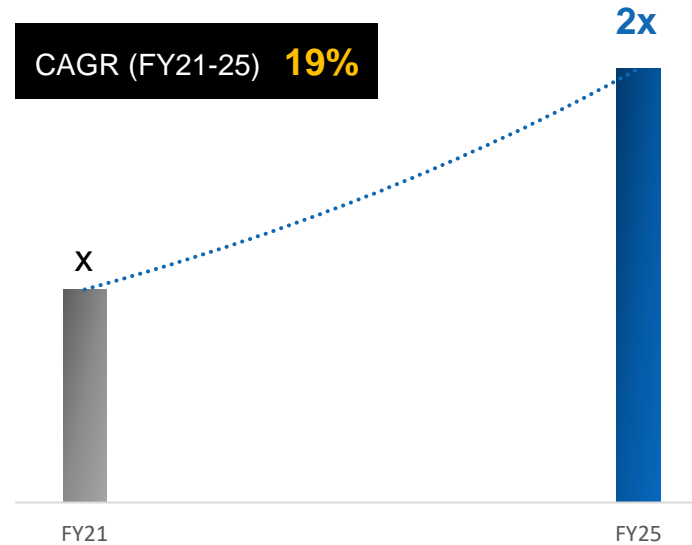
Mar'25 Total Reach
4.4m

Modern Trade

Q4FY25 ▲ 26%* FY25 ▲ 18%*

E-commerce

Q4FY25 ▲ 66%* FY25 ▲ 57%*



*Does not include Capital Foods & Organic India

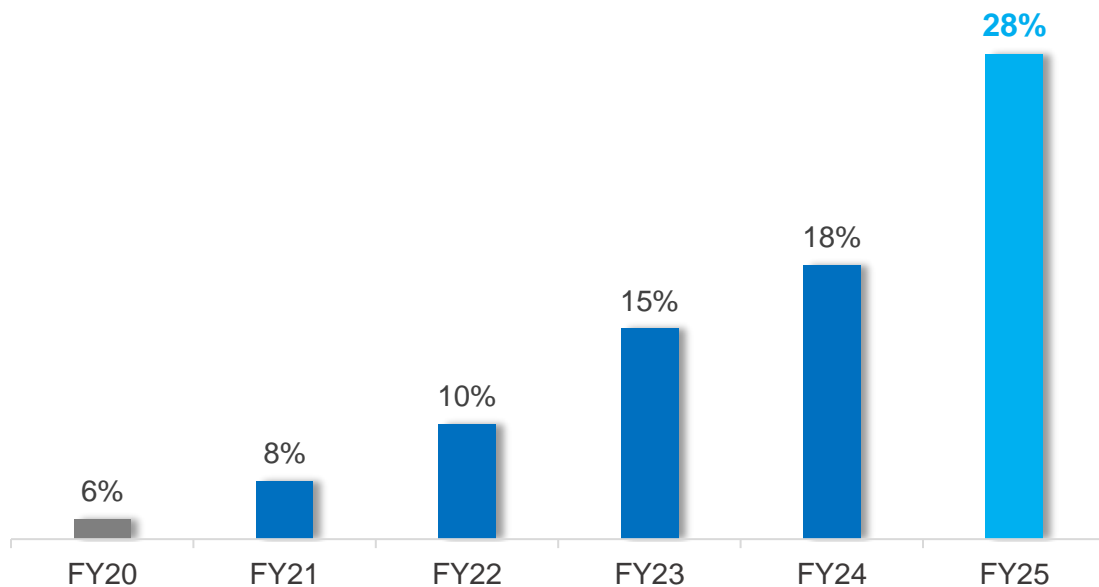


'Growth' businesses cross INR 3,200 crs¹ of revenue in FY25

Growth businesses: YoY revenue growth

Q4 FY25	FY25
+66% [+24%]	+76% [+18%]

Growth Businesses as a % of India Business*

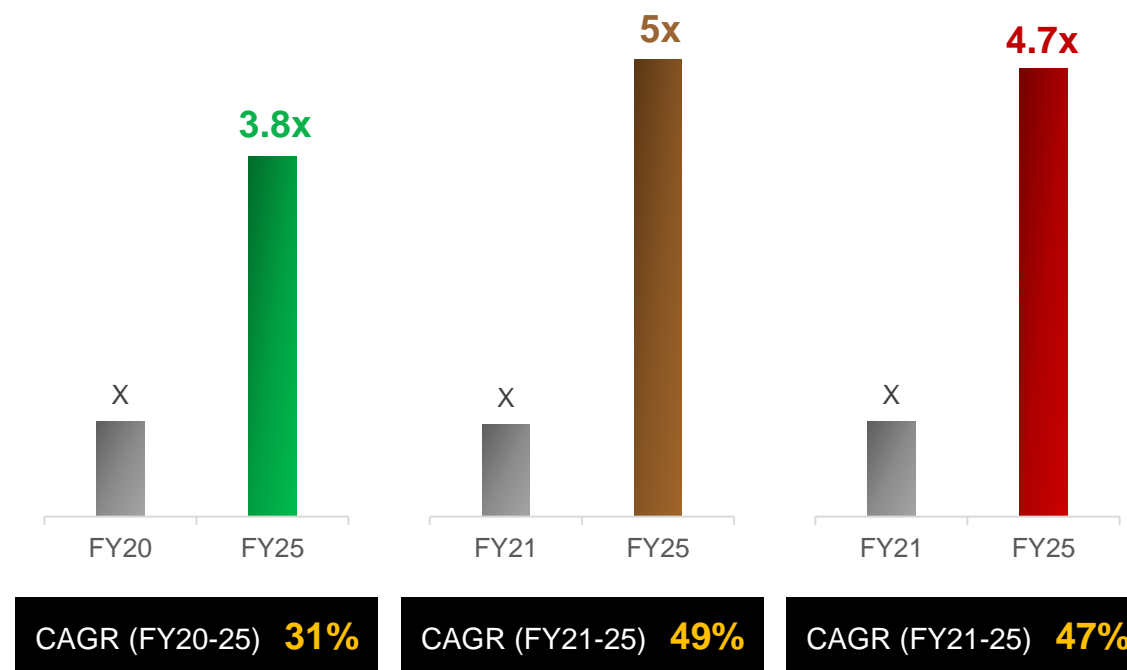


1) Includes Capital Foods and Organic India including their international operations.

*Includes overseas revenues for Capital Foods and Organic India.

[] denotes organic growth, excluding Capital Foods and Organic India

Consistent growth



New product launches in Q4

Beverages



Foods



Capital Foods



Soulfull

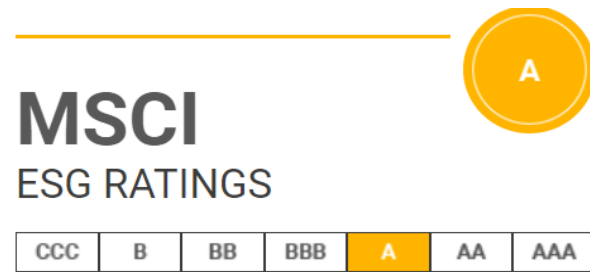


Organic India



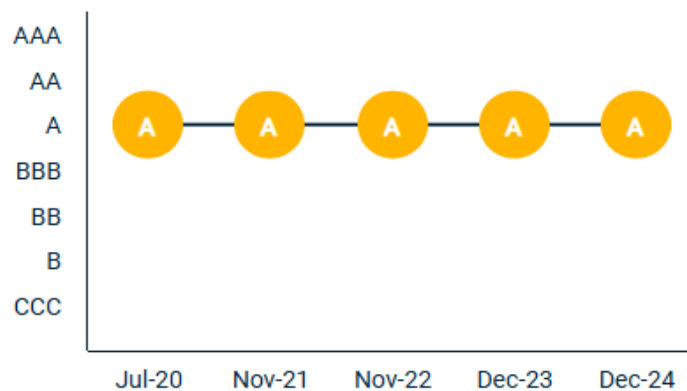


Striving towards a sustainable future



ESG Rating history

MSCI ESG Rating history data over the last five years or since records began.



Consistent ESG rating despite an expanding scope of business



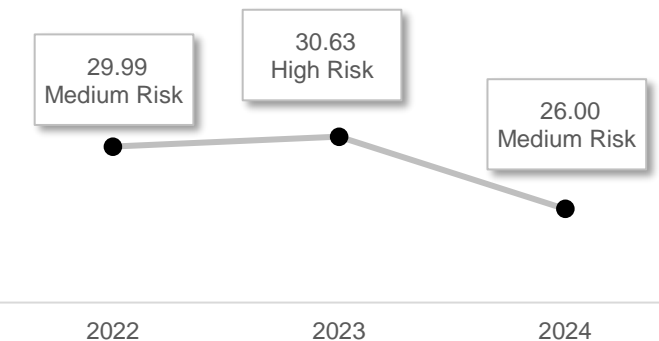
ESG Risk Rating **COMPREHENSIVE** ?

26.0 Medium Risk



ESG Risk Exposure – **Medium**

ESG Risk Management – **Strong**

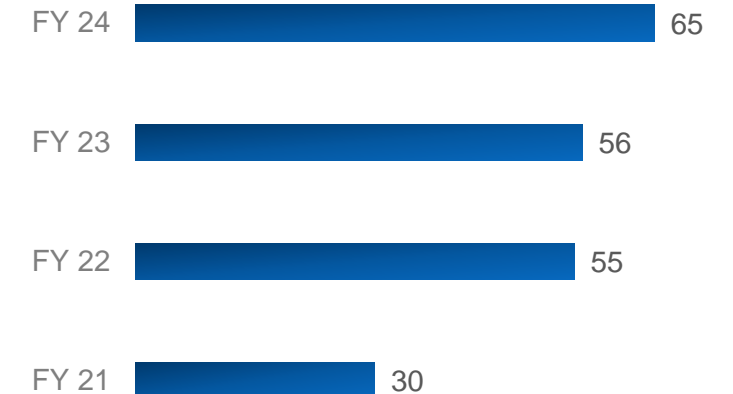


Robust risk management leading to an improved ESG risk outlook



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Tata Consumer Products Limited
Food Products



Improving scores YoY given better performance and transparency



Distinct improvement in Thematic Sustainability assessments



A **A List criteria**
Best-practice transparency and performance

A- **Leadership**
Implementing current best practices

B **Management**
Taking coordinated action on environmental issues

B-

C **Awareness**
Knowledge of impacts on/of environment

C-

D **Disclosure**
Starting to disclose environmental impacts

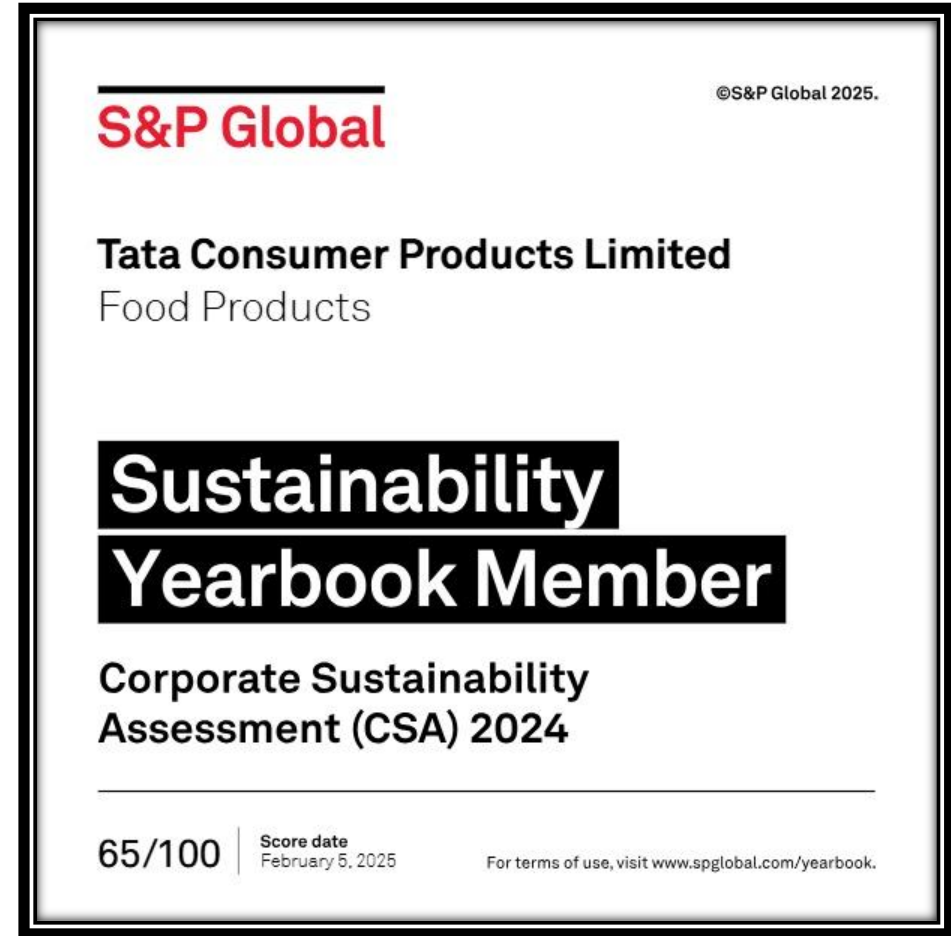
D-

CLIMATE CHANGE

2024 WATER SECURITY

2023 WATER SECURITY

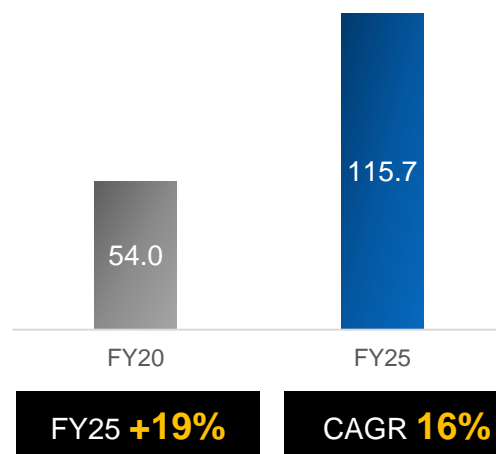
Improving water security rating and consistent climate change rating YoY



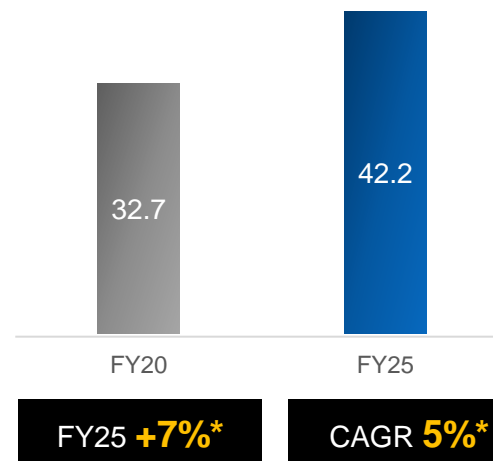
Tata Consumer Products was included in the S&P Global Sustainability Yearbook, 2025

5 years of TCPL: Driving consistent profitable growth

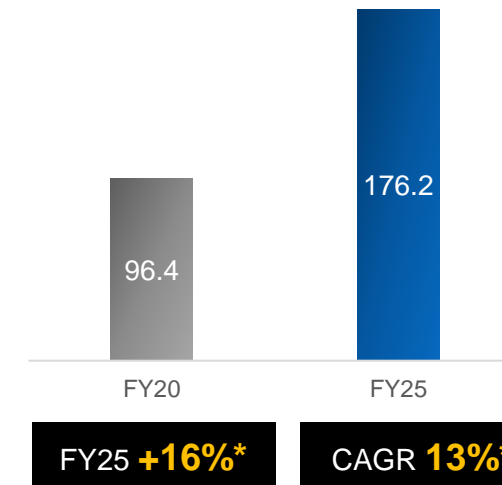
Revenue – India Branded



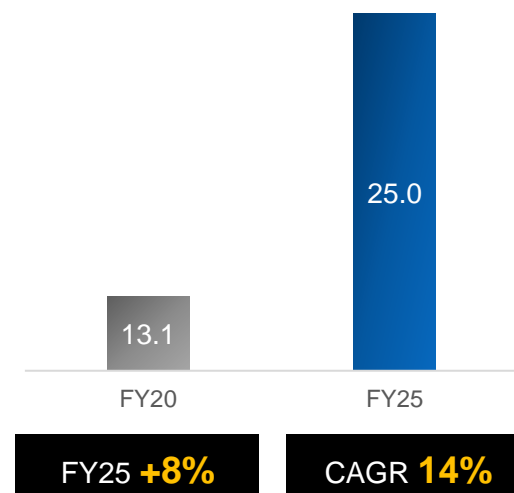
Revenue – International



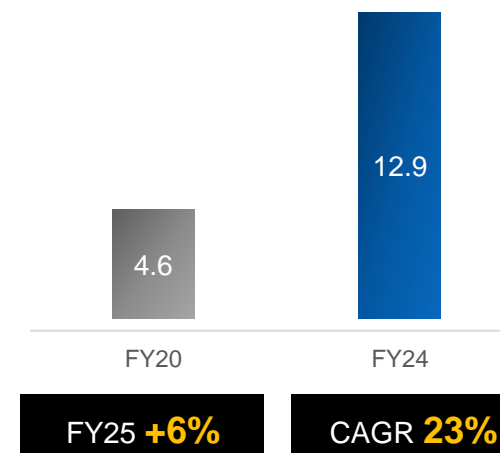
Revenue – Consolidated



Cons. EBITDA



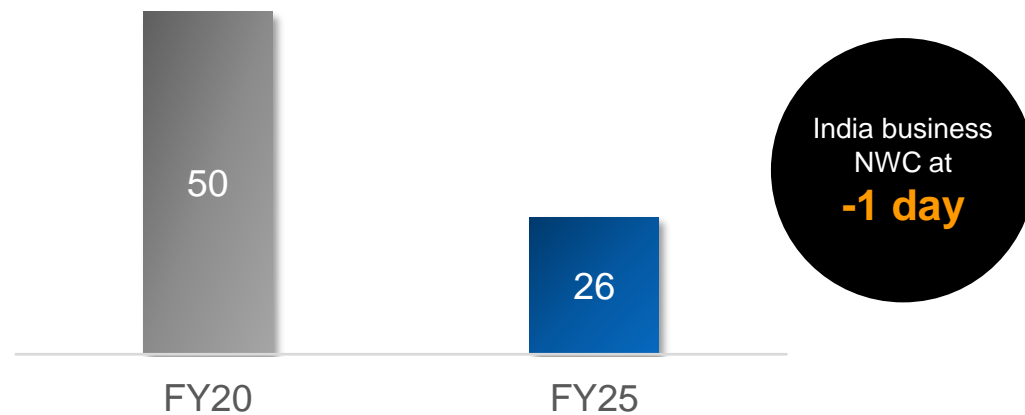
Cons. Group Net Profit



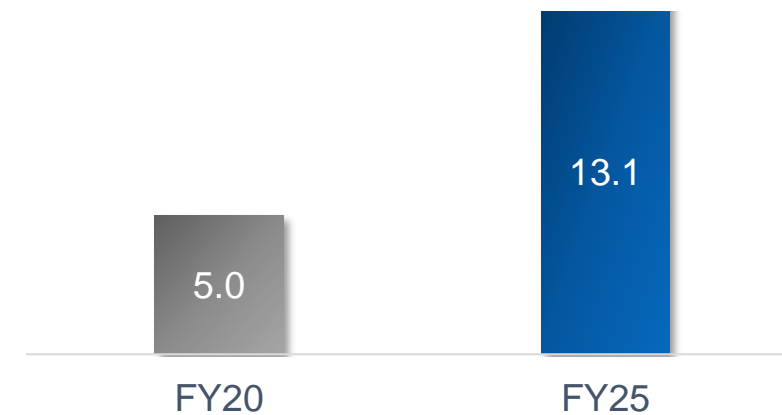
All figures in INR billion
*INR terms

Unlocking efficiencies while delivering shareholder returns

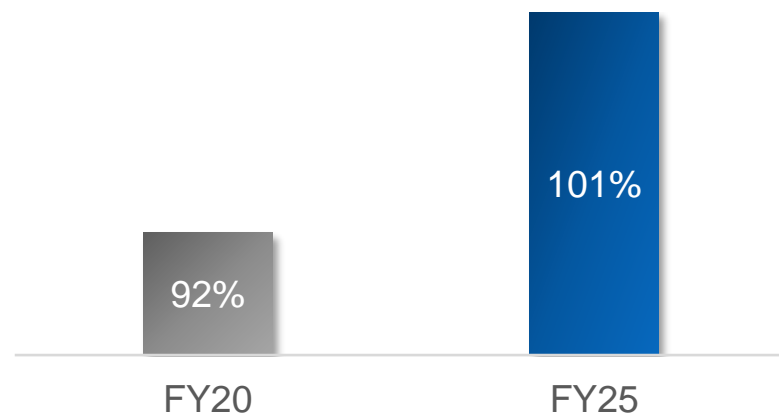
Net working capital (NWC) days



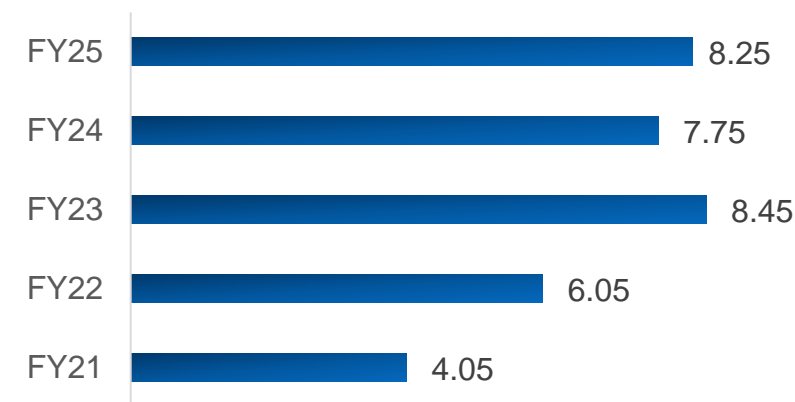
EPS



Operating cash flow to EBITDA



Steady dividends (Rs. per share)





04

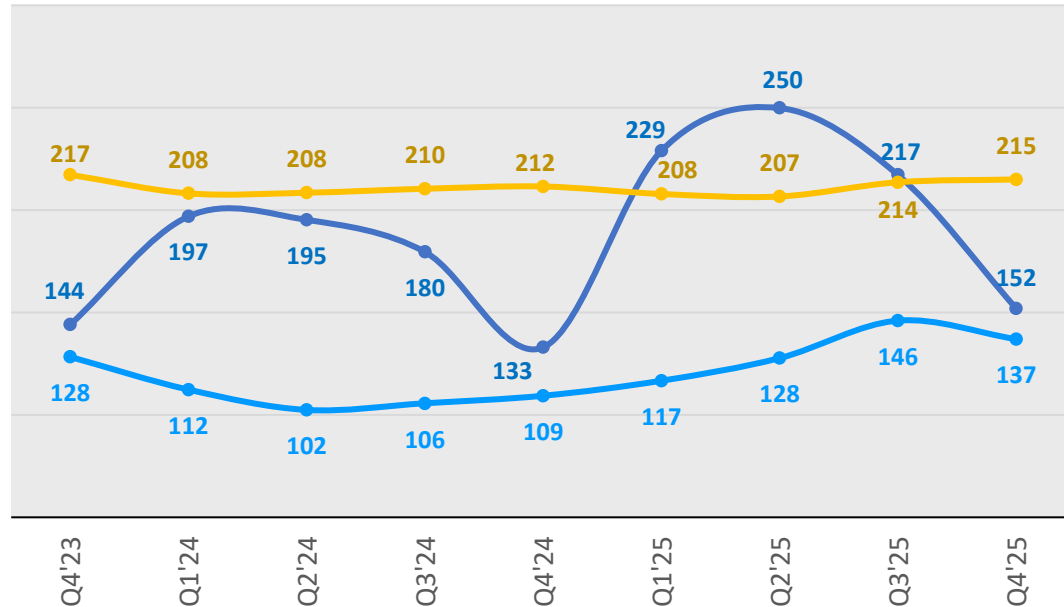
Macro environment

Key Commodities' movement



Tea

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

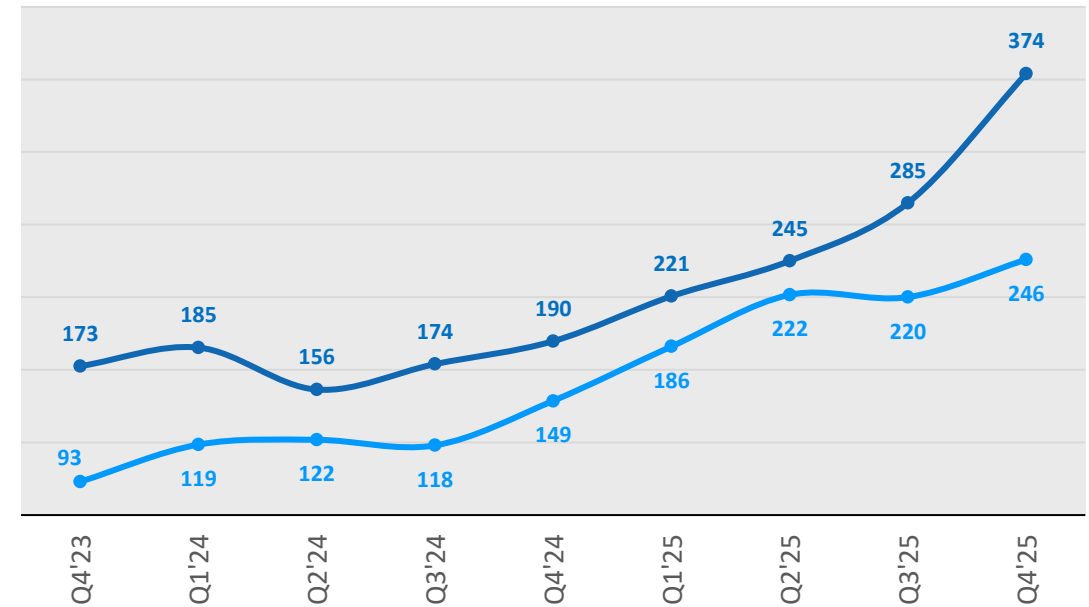


- **North India tea** prices came off the highs given the lean season, in line with the yearly trend.
- **South India tea** prices came off sequentially as well.
- **Kenyan tea** prices remain stable.



Coffee

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



- **Arabica** prices continued to surge during the quarter with prices peaking at above \$c 400/lbs.
- **Robusta** prices also remain elevated.
- Averages prices for Q4 were 97%/65% higher YoY for Arabica/Robusta, respectively.



05

Business performance

India Packaged Beverages



+9%
Net Revenue

+2%
Volume¹

-40bps
Tea Market Share²

Performance commentary

- Revenue for the quarter grew 9%, with volumes growing 2%.
- Revenue for the year grew 4% with a 1% volume growth. 5-year CAGR stood at 8%.
- Further price increases were implemented across the tea portfolio in a calibrated manner.
- Coffee continued its strong trajectory and grew 44% in Q4, bringing FY25 growth to 33%.

Other updates

- Continue to remain leaders in the E-commerce channel with a 42% value market share.
- Tata Tea Premium introduced a new Care variant and actively supported its launch through marketing efforts.
- Tata Tea Gold launched All-in-1 instant tea premix to offer consumers their favorite tea in a convenient format.

1) Packaged beverages volume growth.

2) Source: Nielsen – MAT basis (value), Mar'25 vs Mar'24.

India Foods



+27%
Net Revenue

+17%
Organic Revenue
Growth¹

+6%
Volume²

+30bps
Salt Market Share³

Performance commentary

- Salt revenue grew 13% in Q4 driven by a mid-single digit volume growth as well as pricing.
- In FY25, salt revenues grew 8% with a volume growth of 4%.
- In line with the company's premiumization agenda, value-added salts grew 31% in Q4 and 31% in FY25.
- Tata Sampann finished the year on a strong note with a 30% YoY growth in Q4. Full-year revenue growth for Tata Sampann was 29%.
- Tata Soulfull grew 32% in FY25.

Other updates

- Tata Salt Iron Health, double-fortified with Iron and Iodine, relaunched at an accessible price point to tackle widespread iron deficiency in India.
- Tata Salt won 11 renowned Industry awards for its '*Namak ho Tata ka, Tata Namak*' campaign at the prestigious EMVIES 2025.

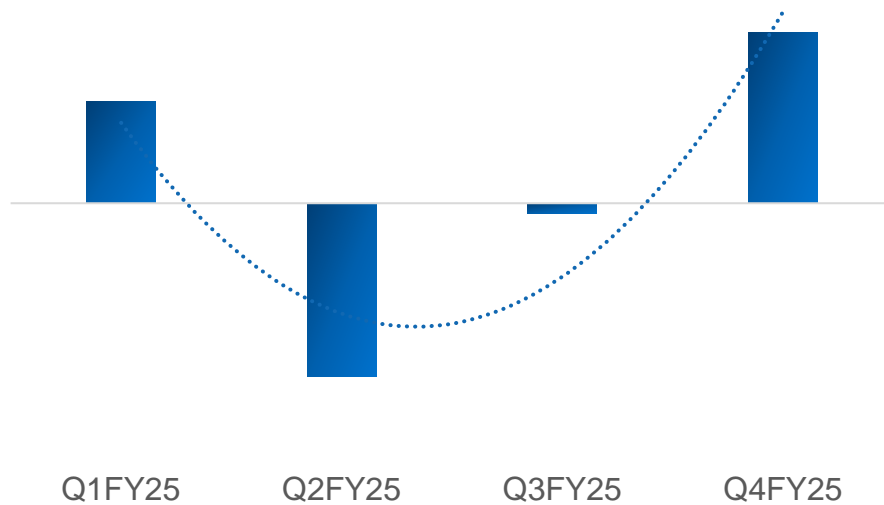
1) Organic Revenue Growth excludes Capital Foods. For more details on Capital Foods, refer to slide 28.

2) Volume growth excludes Capital Foods.

3) Source: Nielsen – MAT basis, Mar'25 vs Mar'24

Ready-to-Drink (RTD)

Value Growth – Improving trajectory



212Cr
Net revenue

+17%
Volume

+23%
Tata Copper+
revenue growth

Performance commentary

- During the quarter, the RTD business recorded a volume growth of 17%, notably revenue growth was 10%; up from -2% in Q3, showing a continued sequential improvement.
- RTD volumes for the year grew 13%. FY25 revenue stood at Rs. 835 crs, up 2% YoY, primarily impacted by trade price actions.
- The premium business grew 29% in Q4. For the year, the premium segment grew 19%.
- Tata Copper+ recorded a 23% revenue growth in Q4, bringing FY25 growth to 18%.

Other updates

- The RTD business strengthened its portfolio with the launch two new Tata Gluco+ flavors (Berry Blast and Green Apple).
- Tata Lyfe Alkaline water was launched during the quarter to cater to the growing consumer demand for premium, functional, and health-oriented beverages, especially in the bottled water category.

Capital Foods & Organic India



213Cr

Capital Foods
Revenue

109Cr

Organic India
Revenue

50%

Combined Gross
Margin

Performance commentary

- Capital Foods and Organic India grew 19%¹ in FY25 on a combined basis (including international operations).
- For the year, the combined revenue of Capital Foods and Organic India came in at Rs. 1,173 crs.
- Combined gross margin at 50% for Q4 and 49% for the year is significantly accretive to the base India businesses.
- New channels of Food Services and Pharma continue to be rolled out and delivering in line with expectations.

Other updates

- Innovation momentum for Capital Foods continued with the launch of Ching's Secret Momo Chutney and Rs 10 instant noodles.
- Organic India's innovation pipeline was kicked off with the launch of two new products, Desi Khandsari Sugar and Gokshura.

1) On a like-for-like basis including pre-acquisition revenue.

Non-branded Business



Vietnam



+23%#

Revenue Growth

+12%#

Solubles
Revenue

Performance commentary

- Revenue for the quarter grew 23%# YoY, led by strong realizations in both, the solubles and plantations businesses.
- The solubles business grew 12%# even as multi-decadal high coffee prices continued to impact demand globally.
- Plantations delivered a robust 60% YoY growth in Q4.
- FY25 has been a record year for the non-branded business with revenue growing 20%# and operating profit growing 63%# YoY.

Other updates

- Coffee prices remain near all-time highs; a key monitorable going into FY26.

Non-branded business including Vietnam in constant currency terms.

Tata Starbucks (JV)



BREWED TO A 100
MUMBAI 100 stores campaign



6

Net new stores
opened during the
quarter

479

Total stores

80

Cities present

Performance commentary

- Revenue for the year grew 5%. Growth improved sequentially, with 7% growth in H2 vs 3% in H1.
- Store network expansion continued with 58 net new stores added in FY25. Notably, the café footprint was expanded to 80 cities, vs 61 at the end of last year.

Other updates

- Celebrated 100 stores in the city of Mumbai with a 360-degree campaign.
- Achieved the milestone of opening 50 stores in Bengaluru and launched the city's first drive-thru store.
- Recognized as the 'Best Workplaces For Women' By Great Place To Work in the large companies' category, 2024.

International operations



+2%#
Net revenue

12.6%
EBIT margin

#Constant currency

Performance commentary

- Revenue for international operations grew 2% (constant currency) in Q4FY25.
- For the year FY25, revenue was up 5% (CC) with all geographies demonstrating growth. South Africa and the Middle East delivered exceptional performances, both growing over 20% for the year.
- For the full year, EBIT grew 21% with margin expanding 190bps, primarily driven by a 350 bps expansion in UK's operating margin.

Other updates

- Enhanced distribution and routes-to-consumer have expanded the brand portfolio reach across markets.
- Integration of Capital Foods & Organic India's international operations has opened further opportunities for growth outside the core beverages business.
- Investment in product and manufacturing facilities has driven efficiencies and extended capabilities for the future.

International operations



UK

- Revenue for the quarter declined 7%. In FY25, the business grew 3%.
- FY25 EBIT grew 31%; resulting in 350 bps operating margin expansion.
- Teapigs and Good Earth continued to deliver sustained growth as extended distribution resulted in strong sales growth.

Revenue **-7%**

Value market share*
Everyday black **19.8%**

Value market share*
Fruit & herbal **9.7%**



USA

- The US tea business registered a strong 15% growth during the quarter.
- US coffee grew 3% in Q4FY25.
- For the year, overall US revenue grew 2% with EBIT growing 11%.
- Eight o'clock gained market share during the 2nd half of the year.

Coffee revenue growth **+3%**

Tea revenue growth **+15%**

Coffee bags
market share* **4.0%**



Canada

- Revenue for the quarter grew 5%.
- The Canada business had another good year with FY25 revenues growing 5%.
- Expanding the portfolio by introducing select India-based World Foods products to diversify beyond beverages.

Revenue growth **+5%**

Revenue growth in
specialty tea **+2%**

Value market share*
(overall tea) **26.8%**

Note: All numbers in constant currency unless specified

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



06

Financial Performance

Performance Highlights – Q4FY25



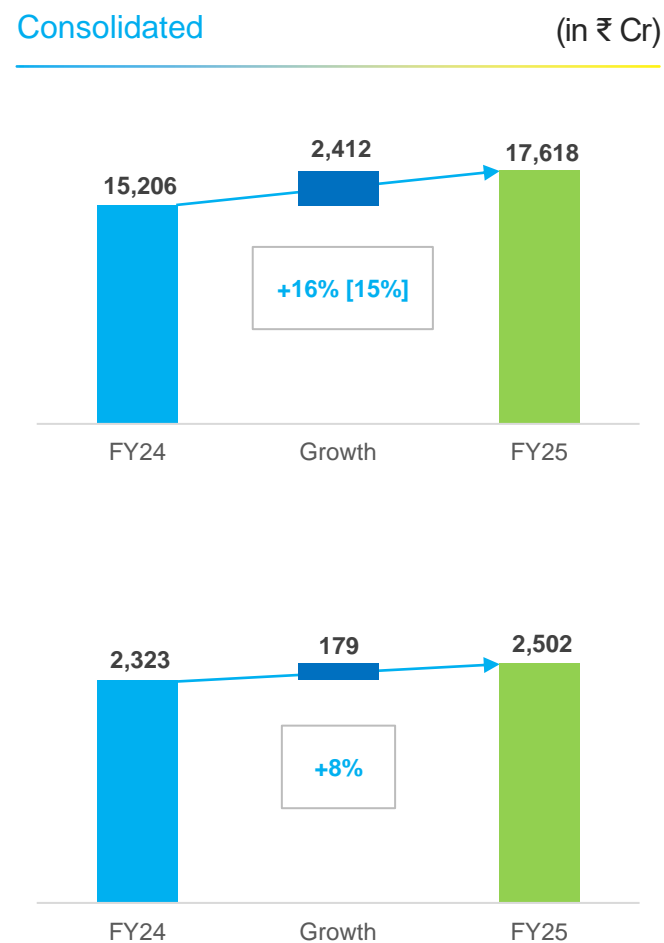
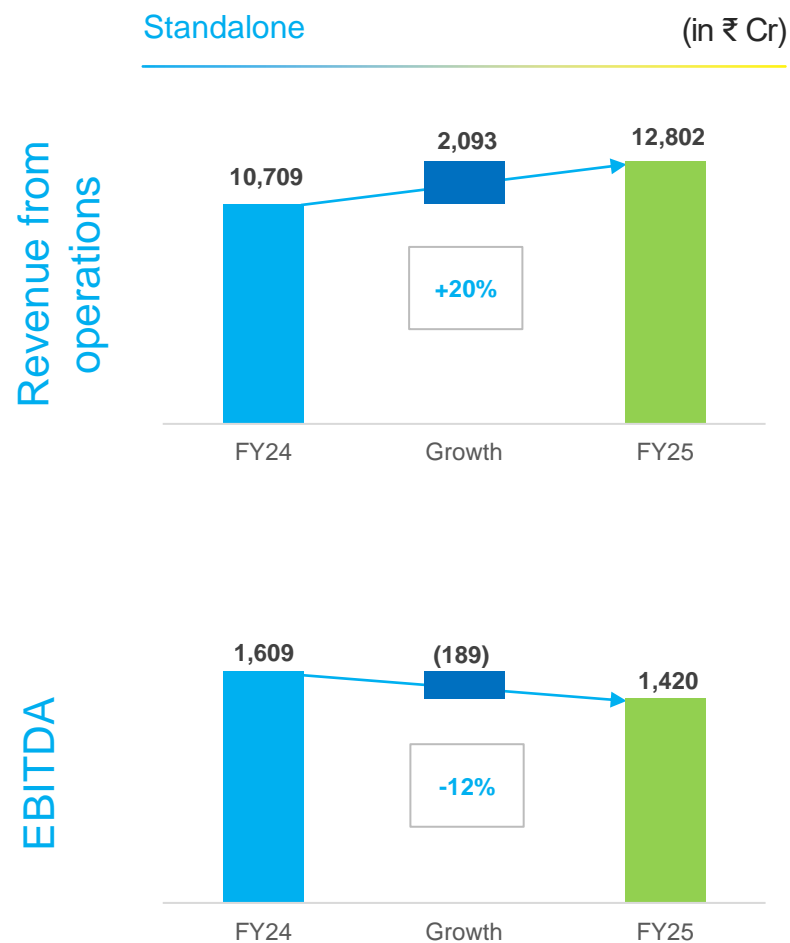
Consolidated revenue increased by 17% YoY (16% in constant currency) to **Rs 4,608 Cr**.

- ❑ **India Business** grew 22% YoY; organic growth (excluding acquisitions) stood at 13%.
- ❑ **International Business** reported a 2% YoY growth (CC).
- ❑ **Non-Branded Business** grew 23% YoY (CC).

Consolidated EBITDA stood at **Rs 625 Cr**, a 1% decline YoY, with an EBITDA margin of **13.6%**.

- ❑ **India Business EBITDA** declined 6% YoY, with margin contracting by 360bps, largely led by higher tea costs.
- ❑ **International Business EBITDA** declined 15% YoY (CC), with margins down 310bps, driven by lower gross margins and higher operating expenses.
- ❑ **Non-Branded Business EBITDA** grew 18% YoY, though margins contracted 110bps, primarily due to higher operating expenses, partially offset by fair valuation gains.

Performance Highlights – FY25



Consolidated revenue grew by 16% YoY (15% in constant currency) to **Rs 17,618 Cr**.

- ❑ **India Business** reported 19% growth, with organic growth (excluding acquisitions) at 8%.
- ❑ **International Business** delivered 5% growth (CC).
- ❑ **Non-Branded Business** grew 20% YoY (CC).

Consolidated EBITDA stood at **Rs 2,502 Cr**, reflecting an 8% YoY increase, with an EBITDA margin of **14.2%**.

- ❑ **India Business EBITDA** declined 3% YoY, with margin contracting by 290bps, largely led by higher tea costs.
- ❑ **International Business EBITDA** grew 18% YoY (CC), with a margin expansion of 180bps, driven by price increases and benign input costs.
- ❑ **Non-Branded Business EBITDA** rose 51% YoY (CC), with a margin expansion of 510bps, supported by improved realizations and fair valuation gains.

Financials: Consolidated

Quarter ended Mar'25			Profit and Loss statement (all nos. in ₹ Crores)	Year ended Mar'25		
Q4FY25	Q4FY24	Change %		FY25	FY24	Change %
4,608	3,927	17%	Revenue from operations	17,618	15,206	16%
625	631	-1%	EBITDA	2,502	2,323	8%
13.6%	16.1%	%		14.2%	15.3%	
471	516	-9%	EBIT	1,902	1,946	-2%
10.2%	13.1%	%		10.8%	12.8%	
484	509	-5%	PBT before exceptional items	1,782	2,023	-12%
45	(216)		Exceptional items	(5)	(327)	
(123)	(26)		Tax	(396)	(395)	
407	268	52%	PAT	1,380	1,301	6%
8.8%	6.8%	%		7.8%	8.6%	
349	212	64%	Group Net Profit (incl. JVs & Associates)	1,287	1,215	6%

Group Net Profit (GNP) stood at Rs 349 Cr, an increase of 64% YoY. GNP (before exceptional items) was Rs 281 Cr, reflecting a 34% YoY decline.

- ❑ EBITDA declined as margins contracted, primarily due to tea cost inflation in India and higher coffee costs in the US. This was partially offset by improved realizations in the non-branded business.
- ❑ EBIT declined 9% YoY, largely driven by amortization expenses related to acquisitions.
- ❑ Profit Before Tax (before exceptional items) declined 5% YoY, as lower EBIT was partially offset by higher net interest income.

Group Net Profit (GNP) increased by 6% YoY. GNP (before exceptional items) stood at Rs 1,252 Cr, reflecting a 17% YoY decline.

- ❑ EBITDA grew 8% YoY, supported by higher revenue and margin expansion in the International and Non-Branded businesses. This was partially offset by margin contraction in the India business.
- ❑ EBIT declined 2% YoY, primarily due to amortization expenses related to acquisitions.
- ❑ Profit Before Tax (before exceptional items) declined 12% YoY, driven by higher interest costs.

Financials: Standalone

Quarter ended Mar'25			Profit and Loss statement (all nos. in ₹ Crores)	Year ended Mar'25		
Q4FY25	Q4FY24	Change %		FY25	FY24	Change %
3,354	2,773	21%	Revenue from operations	12,802	10,709	20%
339	392	-14%	EBITDA	1,420	1,609	-12%
10.1%	14.2%	%		11.1%	15.0%	
284	345	-18%	EBIT	1,204	1,395	-14%
8.5%	12.5%	%		9.4%	13.0%	
279	404	-31%	PBT before exceptional items	1,448	1,537	-6%
80	(167)		Exceptional items	55	(202)	
(82)	(87)		Tax	(248)	(380)	
277	150	85%	PAT	1,255	955	31%

Standalone Net Profit stood at Rs 277 Cr, marking a strong 85% YoY increase.

- EBITDA declined 14% YoY, despite a 21% growth in revenue, as margins were impacted by tea cost inflation in India.
- Profit Before Tax (before exceptional items) declined 31% YoY due to lower other income.
- The effective tax rate was lower, driven by tax-neutral exceptional gains.

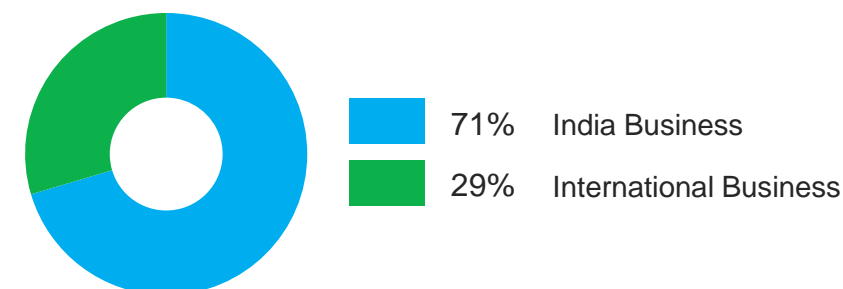
Standalone Net Profit for the year stood at Rs 1,255 Cr, reflecting a 31% YoY increase.

- EBITDA declined 12% YoY, despite 20% revenue growth, primarily due to tea cost inflation in India.
- Profit Before Tax (before exceptional items) declined 6% YoY, impacted by higher interest costs related to bridge financing for acquisitions and working capital borrowings, partially offset by dividend income received from a subsidiary.
- The effective tax rate was lower, benefiting from a one-time credit arising from the merger of wholly-owned subsidiaries and non-taxable dividend income.

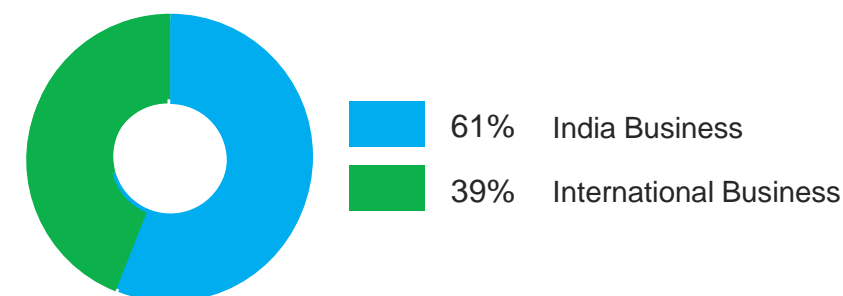
Segment-wise Performance Q4FY25

Particulars	Segment Revenue			Segment Results		
	Q4 FY25	Q4 FY24	Change	Q4 FY25	Q4 FY24	Change
₹ Cr						
India Business	2,937	2,480	18%	242	320	-25%
International Business*	1,194	1,052	13%	157	164	-4%
Total Branded Business	4,130	3,532	17%	399	484	-18%
Non-branded Business	501	402	25%	112	92	22%
Others / Unallocated items	(23)	(7)		19	(283)	
Total	4,608	3,927	17%	530	294	80%

Revenue – Branded business



Segment Results – Branded business

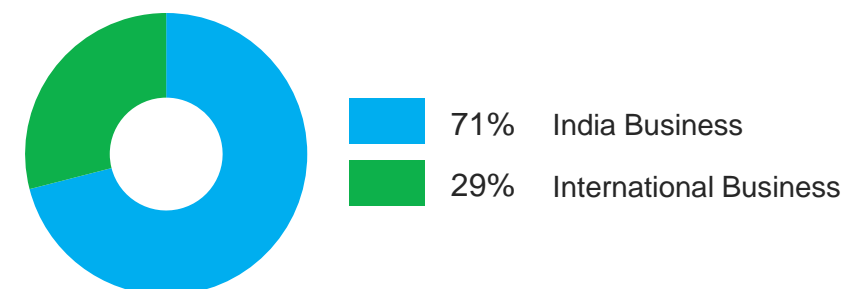


*International business includes the export sales of Capital Foods and Organic India worth Rs. 90 crs.

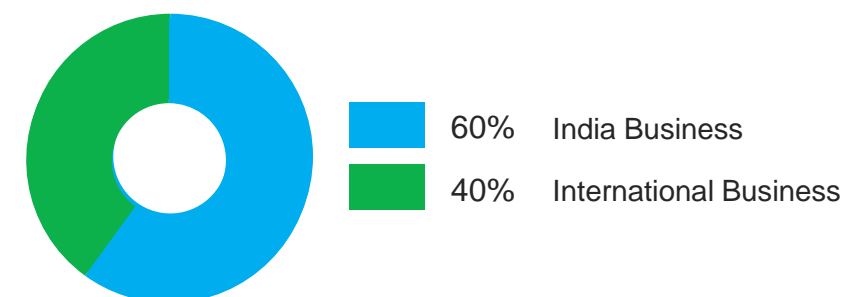
Segment-wise Performance FY25

Particulars	Segment Revenue			Segment Results		
	FY25	FY24	Change	FY25	FY24	Change
₹ Cr						
India Business	11,241	9,736	15%	1,021	1,348	-24%
International Business*	4,549	3,925	16%	667	485	38%
Total Branded Business	15,789	13,662	16%	1,688	1,832	-8%
Non-branded Business	1,910	1,577	21%	407	248	64%
Others / Unallocated items	(80)	(33)		(318)	(385)	
Total	17,618	15,206	16%	1,777	1,696	5%

Revenue – Branded business



Segment Results – Branded business



*International business includes the export sales of Capital Foods and Organic India worth Rs. 333 crs.



07

Closing remarks

To conclude

- ❑ Delivered strong growth across India, international, and non-branded business during the year despite a tough operating environment.
- ❑ India tea business saw 4% growth in FY25 with strong performance in H2FY25, up 10% YoY driven by strong execution.
- ❑ India Foods had another strong year, up 29% (+13% organic), driven by broad-based performance across salt, Sampann and Soulfull.
- ❑ Growth businesses ended the year with over Rs. 3,200 crs. of revenue, accounting for 28% of India business.
 - Tata Sampann finished the year on a strong note. FY25 revenue growth for Tata Sampann was 29%.
 - The interventions in the RTD business have led to strong sequential improvements and a return to positive value growth in Q4.
 - Capital Foods and Organic India continue to show steady progress, with a focus on accelerating growth through innovation and expanding distribution—particularly in the food service and pharma channels.
 - The newly incubated beverage vending business ended the year with a 5% market share.
- ❑ The international business delivered robust all-round performance with FY25 revenue up 5% (CC) and EBIT growing 21% (CC).
- ❑ The non-branded business had a record year with revenue growing 20% (CC) and operating profit growing 63% (CC) YoY.
- ❑ Tata Starbucks continues to be the largest organised café chain in India with 479 stores across 80 cities.

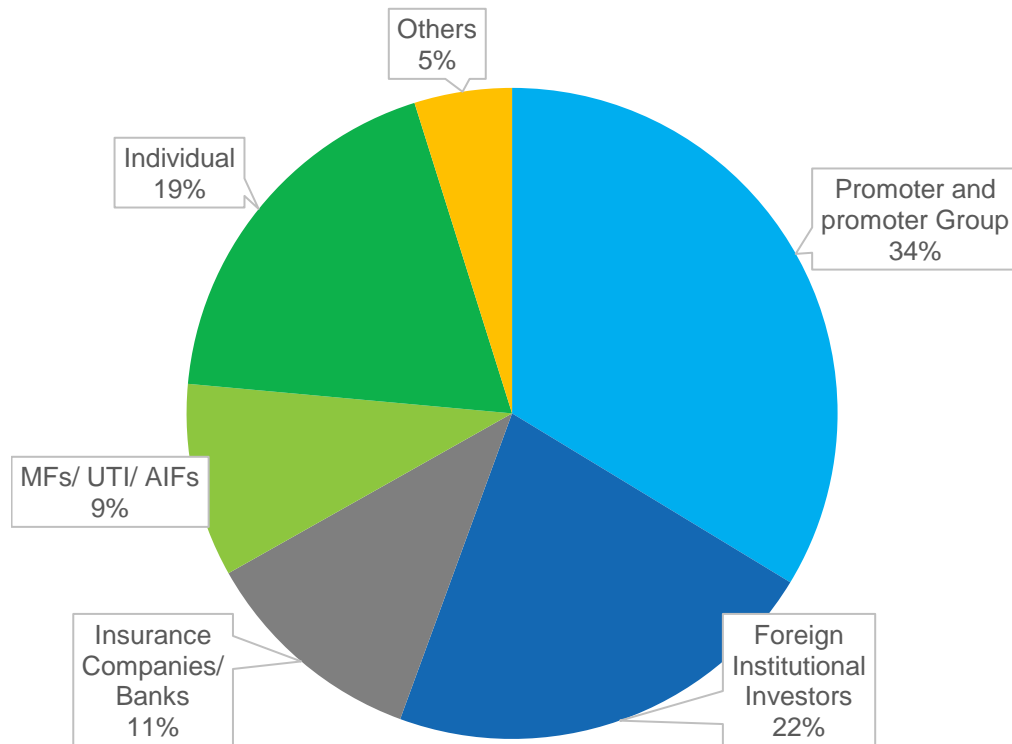


08

Other

Shareholding information

Pattern as on 31st March 2025



Stock data

BSE Ticker	500800
NSE Ticker	TATACONSUM
Market Capitalization (Mar 31, 2025)	₹ 991.4 bn
Number of Shares Outstanding	989.5 Mn

Thank You

For more information

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



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