



July 24, 2026

National Stock Exchange of India Limited

Exchange Plaza, C-1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai 400 051
Scrip Code – **TATACONSUM**

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code – **500800**

The Calcutta Stock Exchange Limited

7 Lyons Range
Kolkata 700 001
Scrip Code – **10000027**
(Demat) 27 (Physical)

Sub: Investor Presentation on Unaudited Financial Results for the quarter ended June 30, 2026

Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”), we are submitting the Investor Presentation concerning the Unaudited Financial Results for the quarter ended June 30, 2026.

Additionally, the above presentation is also being made available on the website of the Company at <https://www.tataconsumer.com/investors/investor-relations/results-and-presentation/analyst-presentation>.

We request you to take this on record and to treat the same as compliance with the applicable provisions of the SEBI Listing Regulations.

Thanking you.

Yours Truly,

For Tata Consumer Products Limited

Delnaz
Dara Harda

Digitally signed by
Delnaz Dara Harda
Date: 2026.07.24
16:04:27 +05'30'

Delnaz Dara Harda

Company Secretary & Compliance Officer
ACS 73704

Encl.: as above

TATA CONSUMER PRODUCTS LIMITED

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Registered Office: Tata Centre, 1st Floor, 43, Jawaharlal Nehru Road, Kolkata – 700 071
Corporate Identity Number (CIN): L15491WB1962PLC031425
Email: investor.relations@tataconsumer.com
Website: www.tataconsumer.com



TATA CONSUMER PRODUCTS

Investor Presentation

For the quarter ended June 2026
24th July 2026

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

TATA CONSUMER PRODUCTS



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
bags coffee brand
in USA



Leading organic
F&B and herbal
supplements
brand

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



₹ 20.3k crore
consolidated revenue
in FY26 with a market
cap of ~₹106k* Cr



Reach of **290mn**
households in India
and distribute to
4.5mn retail outlets



Among the
top 10 FMCG
companies in India



10,000+
employees
worldwide

* As of 30th June 2026.



Sunil D'Souza

Managing Director & Chief Executive Officer

Executive Summary

TATA CONSUMER PRODUCTS



Consolidated revenue grew 12%, with the India business delivering 13% underlying volume growth.



International business¹ grew 16% (3% in constant currency terms), with the US business delivering 7% constant currency growth.



India Tea volumes grew 2%, revenue declined 4% as the benefit of lower tea cost was passed on to consumers.



Non-branded business declined 7% (10% in constant currency terms) as a sharp fall in global coffee prices impacted realizations.



Salt delivered 7% revenue growth, led by 7% volume growth.



Consolidated EBITDA grew 19%, with margins expanding 70 bps YoY to 13.6%.



'Growth businesses' grew 47% YoY and scaled to 36% of the India business.



14 new products were launched during the quarter, with a strong innovation pipeline in place for the rest of the year.



Tata Starbucks' revenue grew 11% YoY with a healthy same-store sales growth.

- ❖ Tata Sampann +58%
- ❖ RTD revenue +41%
- ❖ Capital Foods and Organic India +35% combined.

¹Does not include the export revenues of Capital Foods and Organic India.

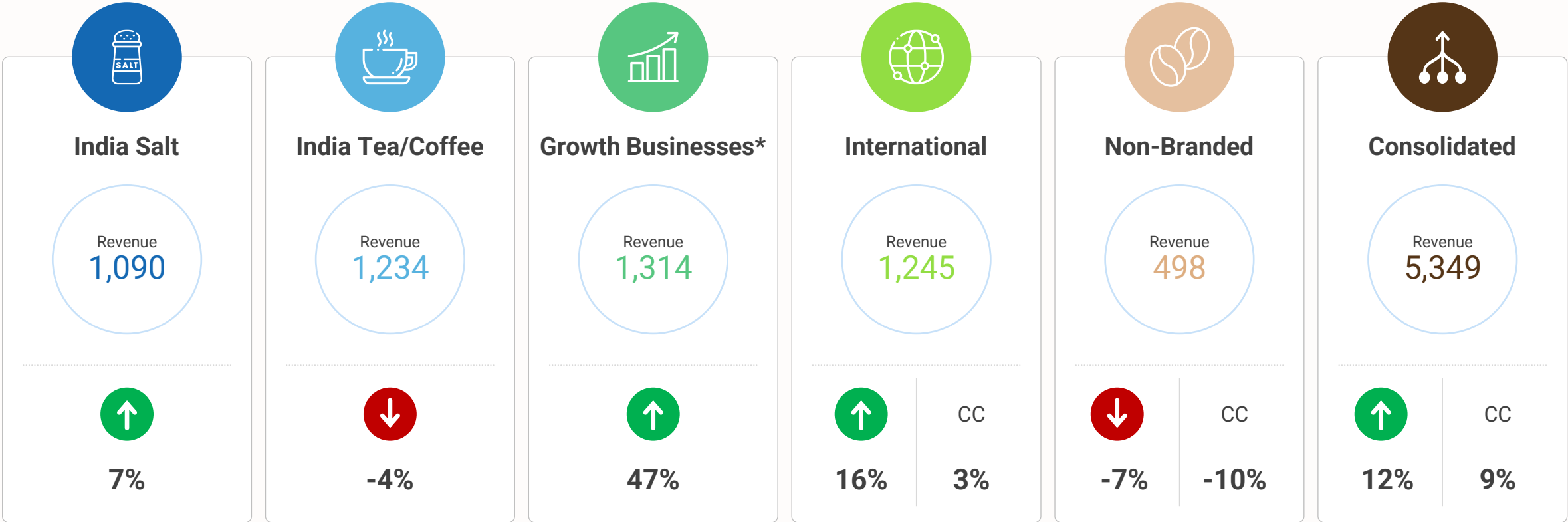


Key Business Snapshot

TATA CONSUMER PRODUCTS

Q1 FY27

In ₹ Cr.

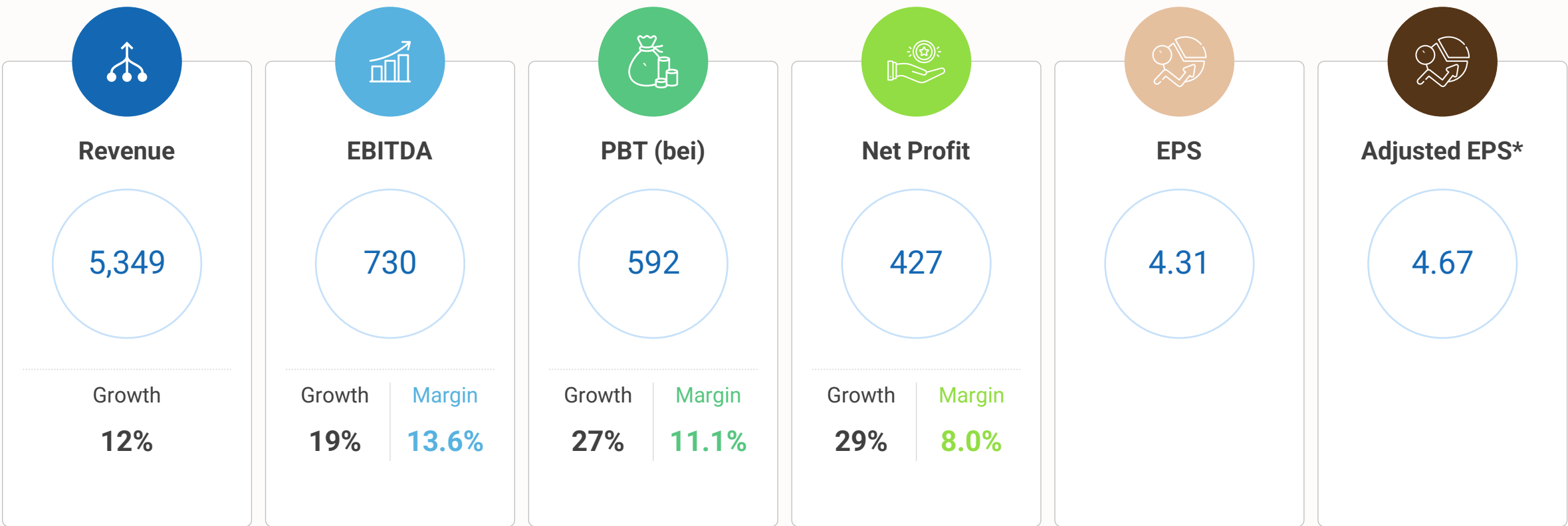


*Growth Business includes Tata Sampann, Ready-to-Drink, Tata Soulfull, Vending, Capital Food and Organic India (including overseas revenue).
CC = Constant currency.

Summary of Consolidated Financial Performance

Q1 FY27

In ₹ Cr (except per share data).



*Adjusted for exceptional items and amortization expenses of Capital Foods and Organic India.

Strategic Priorities

TATA CONSUMER PRODUCTS



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 – Strengthening Our Brands

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Strengthen core & accelerate growth businesses



A&P-to-Sales*

Q1FY27
6.1%



*India Business

'Growth' Businesses – Scaling to 36% of India Business

TATA CONSUMER PRODUCTS



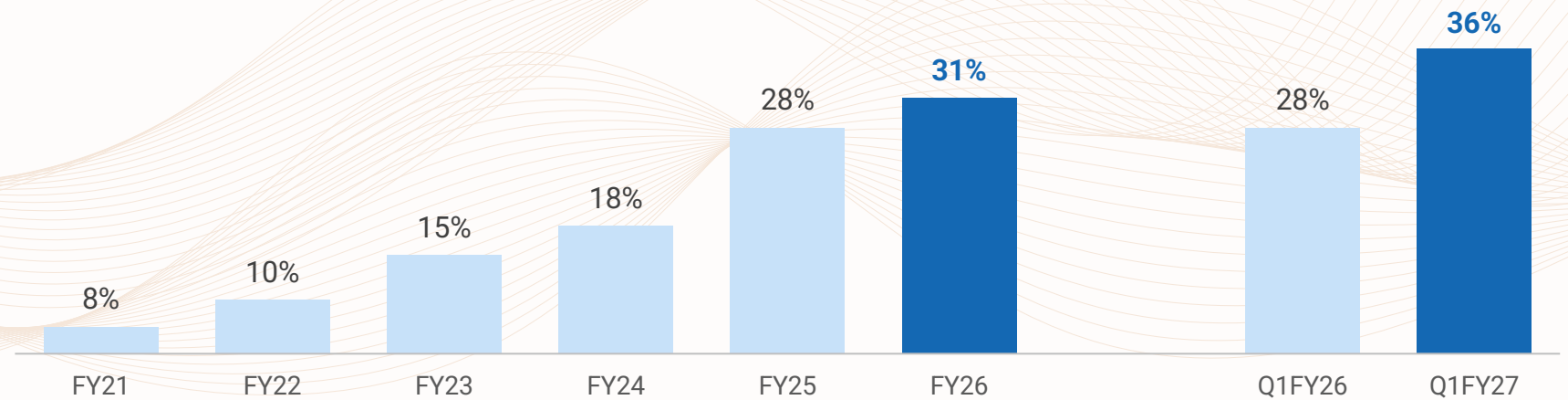
Strengthen core & accelerate growth businesses

Revenue growth YoY



47%

Growth Businesses as a % of India Business



Includes overseas revenues for Capital Foods and Organic India.



Drive Digital
& Innovation

Health & Wellness



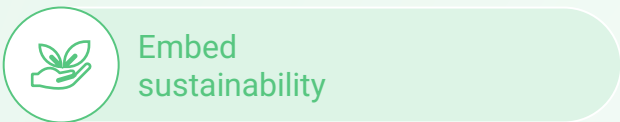
Convenience



Premiumization



Sustainability Leadership



Tata Consumer Products Limited
FOA Food Products

Dec 04, 2025

73

Score used for
index selection

Member of:

DJSI World
Dec 04, 2025



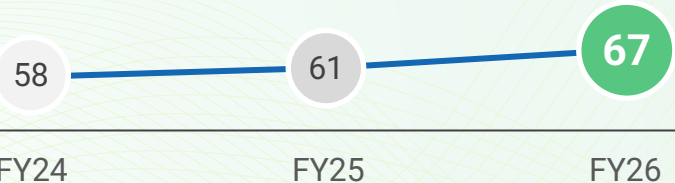
Tata Consumer Products earned a place on the prestigious **Dow Jones Sustainability World Index**, reflecting commitment to sustainable and responsible growth.



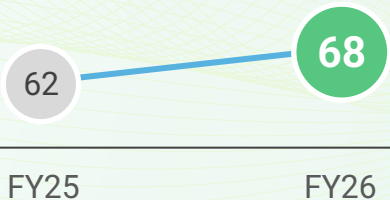
Consistent improvement in ESG performance reflected in rising independent assessment scores across leading rating agencies.

Scores out of 100

CRISIL
An S&P Global Company



ESG Risk
Assessments & Insights



India Tea/Coffee

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Volumes grew 2%. An unusually strong summer impacted category growth.



Revenue declined 4%, reflecting pass-through of lower tea costs to consumers.



Coffee grew 24% during the quarter.



Volume
+2%



Revenue
-4%

Salt

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Salt volumes and revenue grew 7%.



Calibrated price increases were actioned to offset input cost inflation.



Value added salts delivered a volume growth of 13%.



Volume
+7%



Revenue
+7%



Tata Sampann¹ continued strong momentum with 58% revenue growth.



Growth was broad-based across categories, led by strong performance in dry fruits, cold-pressed oils as well as core pulses and spices.



Strengthened category presence by building a complete whole spices portfolio.



Revenue
+58%



Innovation-to-sales
8%



¹Includes Tata Simply Better – a sub-brand in pantry staples

Ready-to-Drink (RTD)

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-  RTD revenue grew 41%, driven by 35% volume growth.
-  Broad-based growth across the portfolio with continued pursuit on premiumization and innovation.
-  Introduced two variants under Kombucha Zero to strengthen the zero-sugar beverages portfolio.



Volume
+35%



Revenue
+41%

Capital Foods & Organic India

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Capital Foods and Organic India delivered a growth of 40% and 27%, respectively. Both domestic and export businesses performed well.



Health & Wellness and Convenience focused launches continue to expand the addressable market and drive category growth.



GTM restructuring initiatives to drive focus are showing encouraging early results.



Capital Foods Revenue
₹232 Cr



Organic India Revenue
₹118 Cr



Combined Gross Margin
49%



Tetley's 'Britain's Tea'
television campaign
High emotional relevance
and brand fluency



Revenue
+16%



Constant Currency Revenue
+3%



International revenue grew 16% (+3% CC*).



US business delivered 7% CC growth.



UK business declined 2% CC, impacted by an intense summer which drove a slowdown in the everyday black tea category.



Teapigs and Good Earth continue to gain share in the attractive Specialty and Fruit & Herbal segments.



Canada revenue was flat however, value share improved across regular and specialty driven by strong execution.

*Constant-currency terms.

Non-branded Business

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Non-branded revenue declined 10% (CC). Average Robusta prices down 26% impacting realisations.



Proactive hedging helped mitigate some of the impact of coffee price corrections, while strong execution supported volumes.



Revenue*
-10%



Solubles Revenue*
-12%



Plantations Revenue
-8%

*Constant-currency terms.

Tata Starbucks (JV)

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Revenue grew 11% backed by strong same store sales growth. Strong operating leverage drove margin expansion.



Opened four new cafés, including two Reserve stores in Kolkata and New Delhi, strengthening the premium portfolio.



Relaunched Starbucks Rewards to drive engagement and visit frequency.



Revenue
+11%



Store Openings
4



Total Store Network
498



Ashish Goenka

Group Chief Financial Officer

Consolidated Performance Highlights

Revenue from Operations

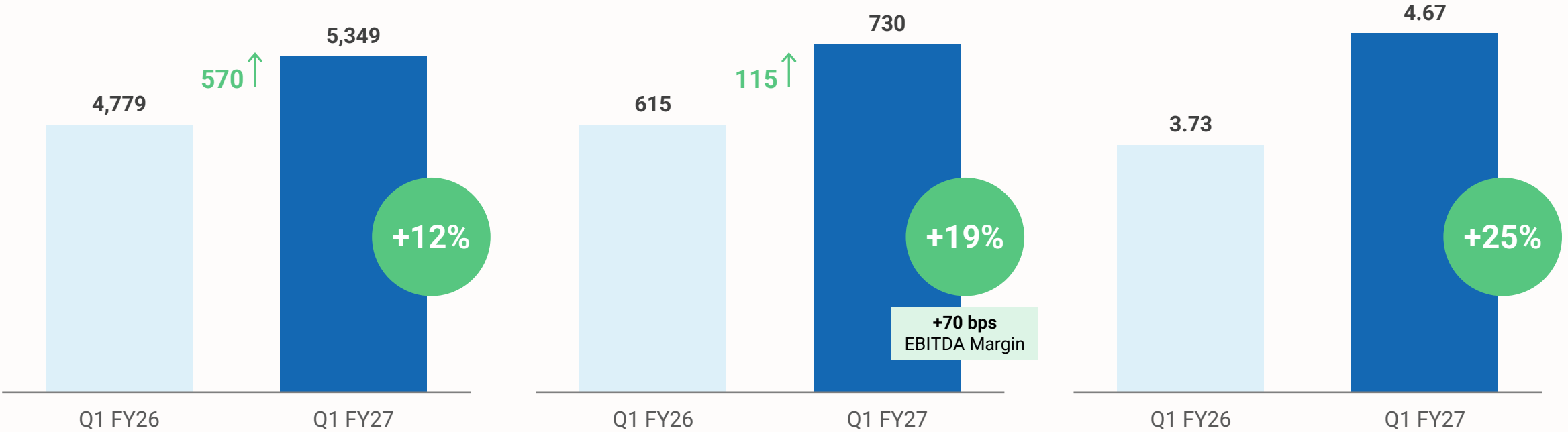
EBITDA

Adjusted EPS

(₹ Crores)

(₹ Crores)

(₹)



Consolidated Financials

Profit and Loss statement (₹ Crores)	Quarter ended Jun'26		
	Q1 FY27	Q1 FY26	Change %
Revenue from operations	5,349	4,779	12%
EBITDA	730	615	19%
%	13.6%	12.9%	
EBIT	565	466	21%
%	10.6%	9.8%	
PBT before exceptional items	592	465	27%
Exceptional items	-	-	
Tax	(147)	(119)	
PAT	445	346	28%
Group Net Profit (incl. JVs & Associates)	427	332	29%
%	8.0%	6.9%	

Segment-wise Performance Q1FY27

	Particulars	Segment Revenue			Segment Results			Segment Margin	
	₹ Cr	Q1 FY27	Q1 FY26	Change	Q1 FY27	Q1 FY26	Change	Q1 FY27	Q1 FY26
	India Business	3,540	3,126	13%	394	290	36%	11.1%	9.3%
	International Business	1,343	1,145	17%	175	155	13%	13.0%	13.5%
	Total Branded Business	4,883	4,271	14%	569	445	28%	11.7%	10.4%
	Non-branded Business	498	536	-7%	49	65	-24%	9.9%	12.0%
	Others / Unallocated items	(32)	(28)		(26)	(44)			
	Total	5,349	4,779	12%	592	465	27%	11.1%	9.7%



Thank You

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For more information

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



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