



September 27, 2016

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

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

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

National Stock Exchange of India Ltd.
Wholesale Debt. Market Segment
Exchange Plaza, Plot No. C/1, G Block
Bandra Kurla Complex
Mumbai 400 051

Dear Sirs,

We enclose herewith a copy of the Presentation which is proposed to be made to various investors in United States on 29th September, 2016 and 30th September, 2016.

A copy of the same is also uploaded on the Company's website www.tataglobalbeverages.com.

This is for your information and records.

Yours faithfully,
For **Tata Global Beverages Limited**



(V. Madan)
Vice President & Company Secretary



Encl. : as above

TATA GLOBAL BEVERAGES LIMITED

Kirloskar Business Park Block-C 3rd & 4th Floor Hebbal Bengaluru-560 024

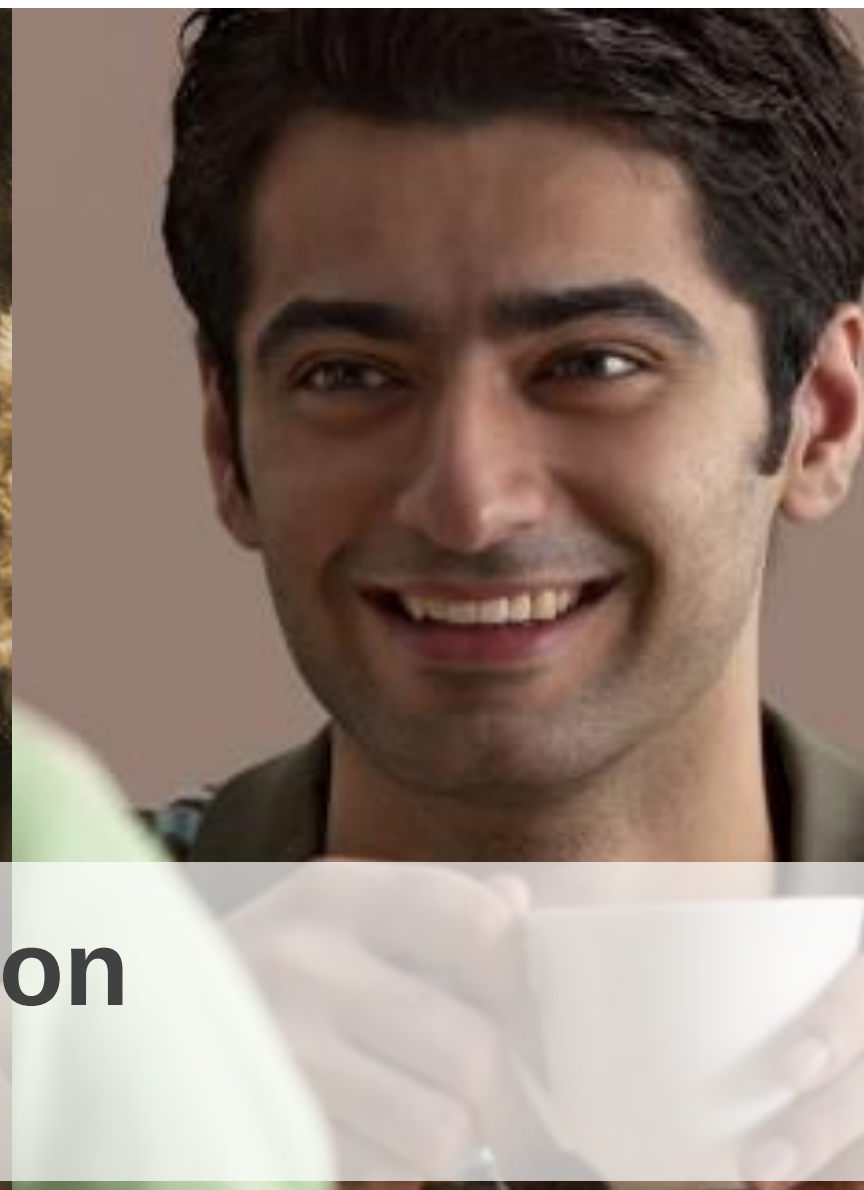
Tel 91-80-67171200 Fax 91-80 6717 1201

Registered Office 1 Bishop Lefroy Road Kolkata 700 020

Corporate Identity Number (CIN) - L15491WB1962PLC031425

E-mail Id - investor.relations@tataglobalbeverages.com

Website address – www.tataglobalbeverages.com



Investor Presentation

September 2016

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. Several factors could make a significant difference to the Company's operations. These include climatic conditions, economic conditions affecting demand and supply, government regulations and taxation, natural calamity, currency rate changes, among others over which the Company does not have any direct control.



Agenda

1. COMPANY PROFILE

2. OUR BRANDS AND INNOVATION

3. EXTERNAL ENVIRONMENT AND STRATEGIC PRIORITIES

4. OUR REGIONAL PROFILE

5. FINANCIAL OVERVIEW



Company Profile

A snapshot of Tata Global Beverages



01

Focused on natural beverages- Tea, coffee, water

02

Tata heritage with global brand ownership and significant brand presence in over 40 countries

03

2nd largest tea company in the world with growing interests in other beverages

04

300 million + servings of our brands consumed everyday across the world

05

\$1.4 BN* in revenues

06

Over 3000 employees worldwide

07

Three marketing and sales regions across the globe



* At 100% basis

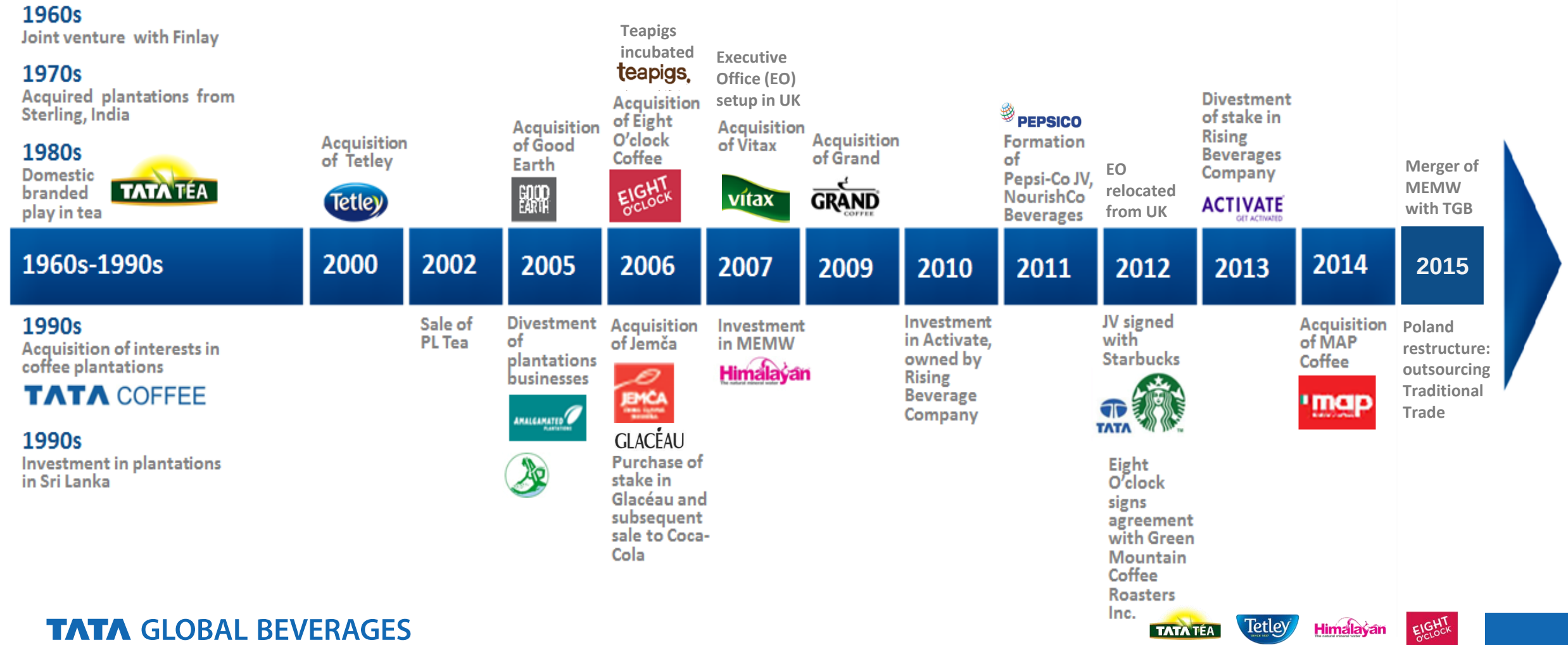
TATA GLOBAL BEVERAGES



The organisation has gone through many transitions and leadership changes



Our journey across the globe included brand acquisitions, partnerships, significant divestitures and restructuring efforts... This meant we had to invest efforts in building the organization culture



Our Presence



While we have value leadership position in India (#1) , UK (#2) and Canada (#1), we have significant room to grow

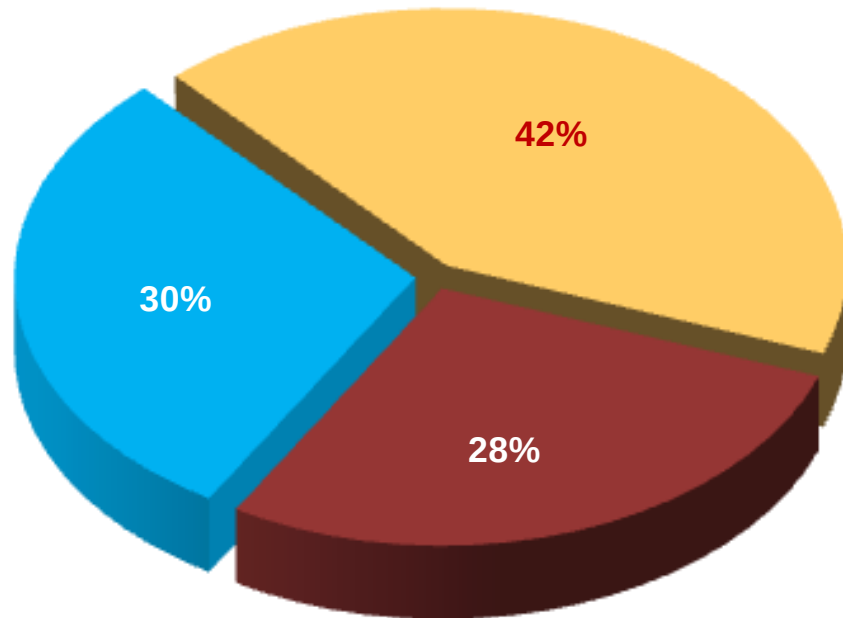


Business Profile



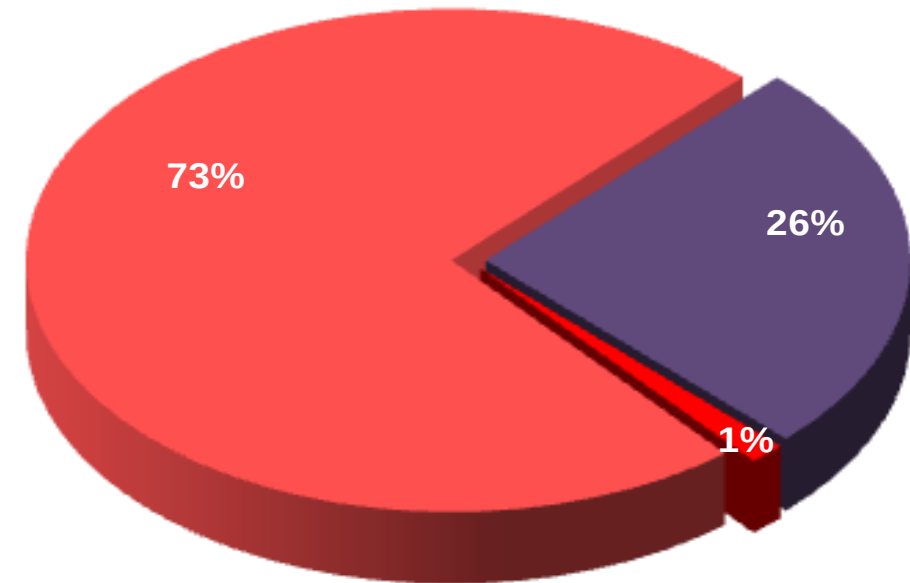
Approx. **90%** of our sales comes through our **Branded Business** whilst **10%** of our sales is through **Non Branded Business**

Region wise branded turnover - 2016



■ USA, Canada, Australia ■ GB, EMEA and Africa ■ South Asia

Segmentwise Turnover-2016



■ Tea ■ Coffee ■ Others

Vision and Purpose



TATA GLOBAL BEVERAGES

OUR VISION

To be the most admired natural beverages company in the world by making a big and lasting difference in Tea, Coffee and Water.

OUR PURPOSE

We will focus on creating magical beverage moments for consumers and an eternity of sustainable goodness for our communities.





Our Brands and Innovation

Continuous Investment behind our Power Brands

Global communications
Higher investment
Sr. Management focus

Local communications
Lower investment
Regional management focus



POWER BRANDS / HIGH PRIORITY BRANDS

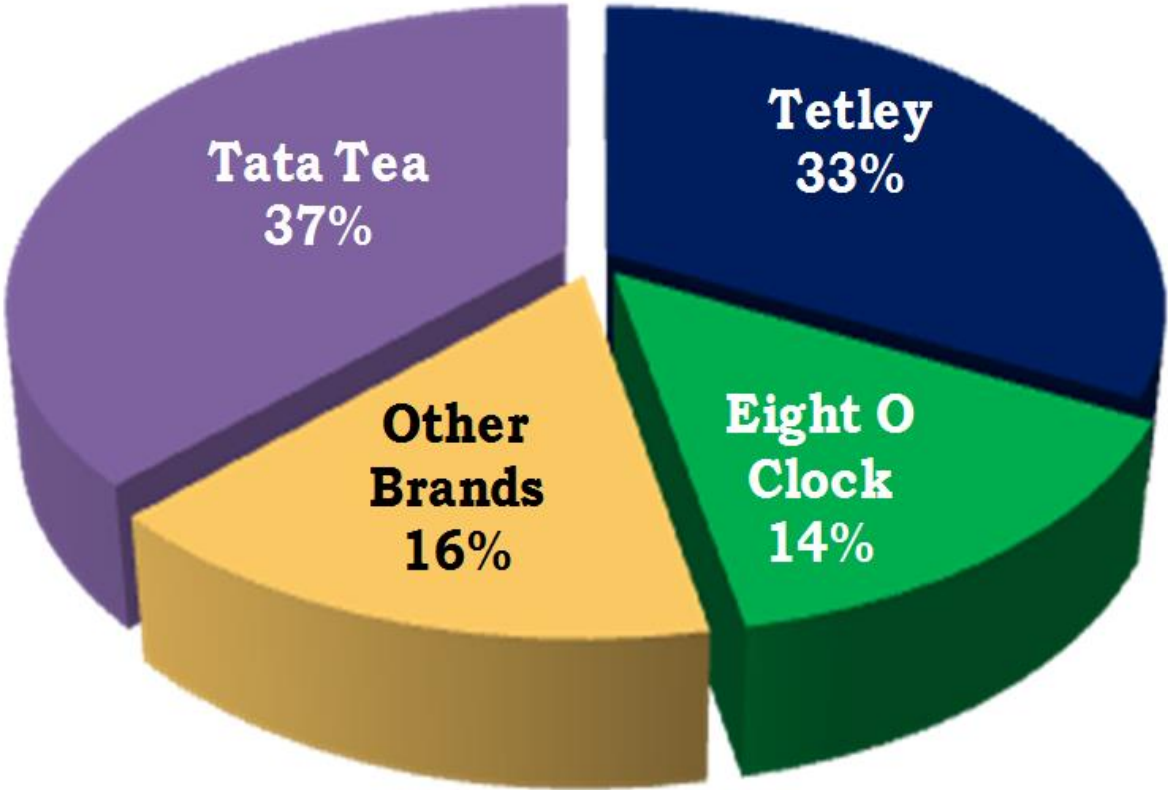
LOCAL CHAMPIONS



Branded Turnover Profile



Branded Turnover - 2016



Others Brands: Good Earth (USA), Vitax (Poland), Jemca (Czech Republic), Teapigs, Water Business (India), MAP (Australia), Starbucks (India), Laagar (South Africa) and other Branded Sales

Rich track record of innovations



Product Innovations



Some of our recent innovations– new products launched



Tata Tea Gold Mixture
(India)



Tata Coffee Grand
(India)



Tetley Signature Collection
(Canada)



Mr Barista
(Australia)



Tetley Super Greens, Fruits, Everyday Black
(UK)



Tata Tea
Elaichi Chai



Teapigs Matcha drink
(USA)

Our Brands : Tetley



- One of the larger tea brands, globally
- Enjoyed in over 40 countries worldwide
- 175 years of British heritage
- Market leader in Canada
- #2 in Everyday Black, Redbush, Decaffeinated and Green tea segment in the UK
- Significant presence in other markets
- Strong innovation agenda in tea - Super Green, Super Fruit & Herbal, Super Black, Estate Blends, Black and Green
- Various awards won across continents
- Tetley restaged in 2015-16 to enhance brand positioning, modernize and premiumise brand identity and improve fixture navigation and shopability

New logo and packaging

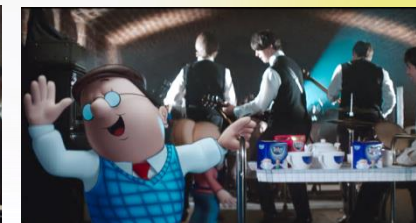


Brand new TV campaign amplified with print and PR

Celebrating success at iconic moments in British history where there is a clear role for tea as a catalyst



Winning the war



Creating the best music



Winning the world cup

Our Brands : Tata Tea



- Tata Tea is rated as the second most trusted hot beverage brand in India and accorded 'Super Brand' status
- Promotes social awakening and action through its landmark Jaago Re platform
- Tata Tea is the largest brand by volume and value in India
- INNOVATOR with 15% long leaf, built on the aroma platform
- Premium segment to upgrade imagery of Tata Tea
- Launched in 2003
- Flagship Brand - #1 tea brand of India
- Unique blend of Badi/Choti patti created by tea experts
- Largest Tea Brand in India
- Caters to mid segment
- Economy segment leader
- Strong & value for money
- Available in leaf and dust variant
- #2 brand in the premium dust tea segment
- Key Markets – Andhra Pradesh (AP) & Tamil Nadu
- Customised blend delivery

- Health & wellness brand in mainstream tea space
- Flavours – Ginger, Cardamom, Brahmi, Tulsi
- Launched in 2006



MARKET LEADER in dust segment in K 'taka and #2 in Kerala

#1 brand in AP and Telangana. Built on strength

National brands

Regional brands

Our Brands : Himalayan / Teapigs



HIMALAYAN

- Himalayan is a premium, lifestyle, mineral water brand in India's top metropolitan markets
- Sourced from underground aquifer located in the Himalayas
- Bottled at source, completely untouched by human hand and full of nature's goodness - it's unique packaging and brand philosophy has helped break through in a crowded market place
- Distribution alliances with Pepsi and Starbucks
- Exploring international opportunities



TEAPIGS

- Launched in UK in 2006
- Positioned as a super premium tea brand
- Originally set up as an incubated business unit, reflecting the need to access new customer channels and foster an entrepreneurial focus
- Online channel model adopted for sales – a high-margin, growing business
- Distributed to premium food stores, online
- Brand being extended internationally (USA, Canada, Australia and other countries)



Our Brands: Eight O'Clock / Good Earth



EIGHT O'CLOCK COFFEE (EOC)

- EOC is a value gourmet coffee brand with national distribution in the US; limited distribution in Canada
- Rich heritage (since 1859); recognized for great taste and value
- Named one of America's Greatest Brands in the 2010 edition of America's Greatest Brands
- #1 brand of Premium Bagged coffee in the Northeast region of the USA; #3 brand nationally and #2 brand nationally of premium whole bean coffee
- Currently sold in Bag (Whole Bean and Ground) and K-Cup package formats



GOOD EARTH

- Distinctive and meaningful brand name
- Stands for goodness and exceptional flavor
- One of the first American herbal tea companies and a leader in specialty teas
- Unique and great tasting blends
- Re-launched with new packaging
- Digital platform - focused on e-commerce opportunity



Our Brands: MAP/Tata Gluco Plus



MAP

- Acquired Earth Rules Pty Ltd in 2014, the owners of MAP brand of coffee
- Expansion of portfolio in Australia in a high growth contemporary Single Serve business
- Supplies finest Italian and locally roasted coffees to fairtrade and certified organic coffee to café, restaurants and bars
- Apart from Roast & Ground, the company also produces a range of the highest quality coffee pods (single service portions), and home appliances using the most advanced systems and technologies available



TATA GLUCO PLUS

- Tasty hydration on the go – Variety of flavors to provide instant energy and refreshment to consumers
- Contains the benefits of Glucose, Electrolytes (mineral salts) and Iron that provide instant energy and recharge
- Packaging format ensures product quality at a value price point without compromising on taste and aroma





External Environment and Strategic Priorities

External Environment



Implications

Shift in market trends

- Mainstream black category volumes declining in key international markets
- Premium and super-premium segments growing

Focus on emerging trends – Health & Wellness, Premiumisation, Convenience
Expand non-black portfolio

Competitive intensity

- High level of promotional activity to protect market share
- Aggressive trading environment and retailer consolidation

Brand building, new product development, operating efficiencies

Commodity costs

- Cyclical and fluctuating nature;
- Tea costs are lower for North Indian and Kenyan teas
- Coffee commodity costs recovering from previous lows

Strategic buying, Blend optimisation
Pricing action or adjustment
Premiumisation

Macroeconomic environment

- Russia economic downturn
- Adverse movement in RUB, GBP, AUD and CAD

Cost management, Develop new growth avenues

TGBL's strategic priorities



Base business rejuvenation

- Focus on key brands in core categories: Tea, Coffee, Water
- Profitable growth in core businesses: India, UK, Canada, USA (Coffee), Coffee Extractions
 - Focus on brand building, premiumisation and enhancing distribution reach
 - Grow non-black tea segments – green , fruit & herbal
 - Develop alternate channels (e.g. foodservice, e-commerce)

Invest for growth

- Continue growth momentum in India JVs: Starbucks and Nourishco
- Accelerate expansion of super premium brand Teapigs into new markets
- Scale up businesses in Middle East, Australia (Coffee) and USA (Tea)

Drive Innovation agenda

- Commit resources to bolster R&D pipeline and launch new product lines with a focus on specific themes: premiumisation, health & wellness and convenience (new formats)
- Strengthen innovation and new product development processes

Operational effectiveness

- Reinforce organizational capabilities
- Actively manage commodity costs: strategic buying, blend optimisation
- Cost management

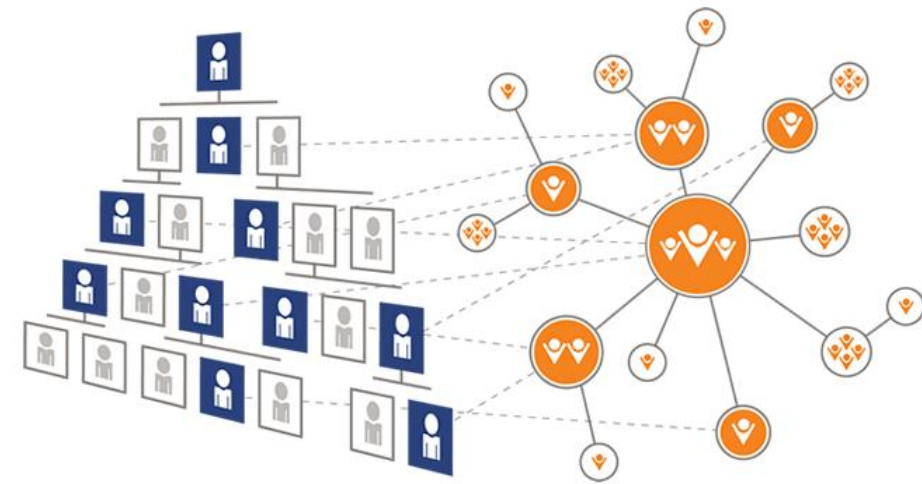


Our Regional Profile – Managing the Business

“Global” organisation structure - a network organisation to be faster and more agile



Leveraging a networked organization within a hierarchical structure



* Non Branded Operations/JVs

- Ownership & Accountability
- Conflict Resolution
- Faster Decision Making

Regional Structure & Units

- Local market relevance for Business focus
- Speed and Agility

South Asia

BUSINESS PROFILE

- Contributes to approximately 35% of the total TGB Revenue
- Mainly India, with small exposure in Bangladesh and Pakistan
- Volume and Value market leaders in overall tea category in India- leader in both Black and Green tea categories
- Strong portfolio of brands
 - ▶ Tata Tea – National and Regional Brands
 - ▶ Tetley brand – Black and green, specially in tea bag category
- Strong Distribution network across India
 - ▶ High Level of penetration - Presence in around 2 million outlets all over India, TGBL has a formidable distribution network across all Zones and Town-classes as well as in Rural
 - ▶ Leaders in the category on both numeric and weighted distribution
- Strong CSR program

KEY FACTS AND MARKET STRUCTURE

- Significant market predominantly dominated by Black Tea
- Small market in Green Tea and Tea Bags
- Fragmented Distribution network - In India there are approx 9.6m FMCG outlets out of which 5.4 m outlets stocks branded tea. Key Accounts fairly small at present
- Economy and Loose tea volume market captures approximately 80% of the tea market with premium tea market at 6%
- Regional local players have significant dominance in the market

RECENT UPDATES

- Attractive market with category growth, conversion and scope for premiumisation
- Various new innovative products and launches in the recent years
 - ▶ Tea - Maharashtra Blend, Tata Tea Elaichi
- Entry into Branded Coffee Business in India with Tata Coffee Grand launch in Nov'15
- Expansion of Tata Tea portfolio in B'desh.
- Gaon Chalo our Rural initiative reaches 74000 villages across 19 States in India.
- Path breaking Marketing campaigns in Jaago Re and PO49

EMEA – Europe, Middle East and Africa



BUSINESS PROFILE

- Contributes to approximately 26 % of the total TGB Revenue
- Main Markets
 - ▶ UK is the largest market within the region
 - ▶ Other operations in France, Czech Republic, Poland, Russia, Eastern Europe, ME and South Africa
- Primarily present in tea and to a lesser extent coffee
- Brands sold in the Region – Tetley, Teapigs (UK), Laager (South Africa) and Grand (both tea and coffee in Russia)
- In UK, No 2 on volume and value share on an overall basis
 - ▶ Good presence in all tea categories
 - ▶ No 2 value share basis in Everyday Black, Green Tea, Decaff Black Tea and Redbush
- Strong Distribution reach in the UK
- Best in class tea factory in Eaglescliffe

KEY FACTS AND MARKET STRUCTURE

- Across Europe - Everyday Black tea category de-growing whilst there is growth in other categories such as Green / Fruit & Herbal
- UK - Everyday Black tea represents approximately 80% of the tea category in volume terms and 60% in value terms
- UK - Significant dependence on key retailers
- Difficult Macro-economic conditions in Russia
- Brexit adds to uncertainty in the region

RECENT UPDATES

- Declining Everyday Black tea category and high competitive intensity
 - ▶ However, categories like Green Tea/ Herbal Tea reflecting good growth
 - ▶ Market shares in UK reflect an improvement after many quarters both in value and volume terms
- Innovation through Supers – a variant with proven health benefits - launched in Green, Fruit & Herbal and recently under Black Tea category - good growth in these categories
- Good execution of recent launch in ME, a whitespace market
- Teapigs, our premium teas in a growth trajectory – CAGR over 5 years is 29%
- Impairments taken in certain stressed geographies in Eastern Europe

CAA – Canada, America and Australia

BUSINESS PROFILE

- Contributes to approximately 25% of the total TGB Revenue
- USA – dominant market within the region - mainly coffee, small exposure in tea, Australia – both tea and coffee and Canada- Mainly tea
- Brands sold in the Region – EOC coffee (USA), Tetley, Teapigs, Goodearth (USA) and MAP (Australia).
- EOC presence mainly in the East Coast in the bags category (whole-bean and ground)
- Presence in Pods category through successful relationship
 - ▶ with Keurig in both tea and coffee in USA
 - ▶ with Tassimo for tea in Canada
- No. 1 tea brand in Canada with a long history of innovation - highest loyalty and penetration rates
- Majority ownership in one of the largest foodservice business in the US - 56% JV with Harris Freeman, Tetley & EOC brands sold and has strong customer relationship

KEY FACTS AND MARKET STRUCTURE

- US coffee Market size is large with “Single Serve” category being 1.7 x the bags category. Tea market is approx 10% of total coffee market
- Canada Tea market: Relatively moderate market with Specialty tea being 1.6 times black tea market
 - ▶ We are market leaders in both Volume and Value terms in the overall tea category
- Australia – Coffee market approximately 5x of the tea market in value terms
 - ▶ Whilst the tea market growth is flat, coffee market has a growth of ~ 5-8% with significant growth in single serve
- Everyday black tea market reflecting a declining/flat trend but specialty tea categories growing

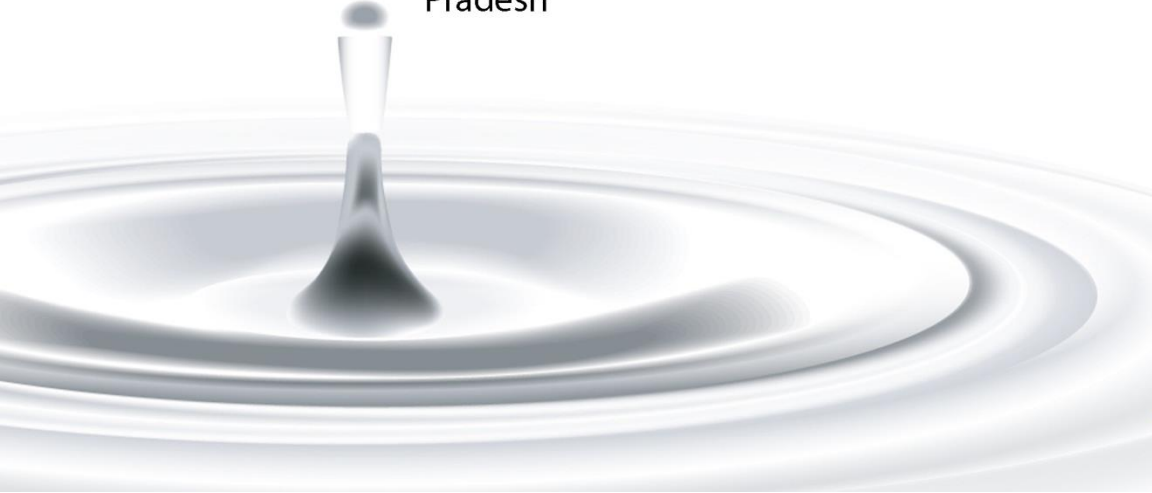
RECENT UPDATES

- Intense competitive intensity especially in the US
- Significantly higher coffee commodity costs impacts coffee profitability in 2015-16 - however good improvements recorded in the current year
- Tea Pigs now in US, Canada and Australia ,showing good growth - Tata Tea sold in Canada
- Focus on effective promotions to drive efficiency



Business Profile

- 50:50 JV company formed between **Tata Global Beverages** and **Pepsico**
- **Marketing and distribution** of products in the area of non-carbonated ready-to-drink beverages, focus on health and wellness
- Currently sells Himalayan, Tata Water Plus and Tata Gluco plus in India
- Tata Gluco plus is now available in Tamil Nadu, Andhra Pradesh, Kerala, Karnataka, Maharashtra and Gujarat
- Tata Water Plus sold mainly in Tamil Nadu and Andhra Pradesh



Recent Updates

- Company registered a sale of Rs 125 crs for the year 2015-16 reflecting a growth of 44% over the previous year.
- Growth led by stellar performance in Tata Gluco plus despite price increase.
 - New proposition of "Gas minus Energy Plus" with visual packaging changes received well by customers
- Himalayan also performs well recording a double digit growth



Incubatory Business in India – Tata Starbucks



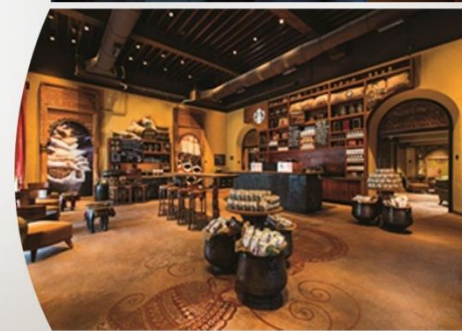
Business Profile

- 50:50 JV company formed between **Tata Global Beverages** and **Starbucks Coffee International Inc** which owns and operates Starbucks café in India
- Spectacular launch of the Inaugural flagship store, branded 'Starbucks – a Tata alliance' – launched at Horniman Circle, Mumbai in the year 2012
- Store uses India roasted coffees from Tata Coffee, for all its espressos. Stores also offering Tata Tazo and Himalayan water
- 84 stores opened till date in Mumbai, Delhi / NCR, Bangalore, Pune, Hyderabad and Chennai



Recent Updates

- Company registered a sale of Rs 235 crs for the year 2015-16 reflecting a growth of 39% over the previous year
 - ▶ Growth led by good in-store performance and expansion in no of stores
- Leveraging Starbucks relationship beyond the Indian Market
 - ▶ A special micro lot from Tata Coffee's Nullore estate was selected for Starbucks' most premium offering- Starbucks Reserve stores
 - ▶ Tata Coffee Limited tie up with Starbucks for international supply
 - ▶ TGB and Starbucks contribute to **Tata STRIVE**, a skill development program in India
- Himalayan available in Singapore - looking for supply agreements for other international markets



Non Branded Operations – Tata Coffee Limited

Business Profile

- TGB has 57.48% stake in Tata Coffee Limited (TCL) which primarily is into plantation and coffee extraction business
- Plantation business
 - ▶ Produces Coffee, Tea, Pepper and Timber
 - ▶ It has a total cultivated area of 25379 acres
 - ▶ It is Asia's largest producer of coffee at around 10000 mt
 - ▶ It is India's largest pepper producer.
 - ▶ Supply arrangements with the branded business – Tata Coffee Grand, Starbucks and Grand coffee in Russia
 - ▶ Coffee plantation business is subject to seasonality
- Coffee Extraction business:
 - ▶ Has two plants with a total capacity of 8400 TPA
 - ▶ Produces 3 variants – Spray, Agglo and Freeze Dried
 - ▶ Around 90-95% exported - Major markets are Russia, CIS, SE Asia, West Africa, Japan and Far East

Recent Updates

- Stable performance for the year 2015-16 but significant buoyancy in Q1 of 2016 mainly driven by instant coffee performance.
- Manufacturing units for coffee extraction running in full capacity. Focus on sustainable sourcing
- Plantation business focusing on improved quality products in coffee and tea.
- Increased sourcing by Starbucks

Non Branded Operations – Other Businesses

- Operates Tea Extraction business and has interest in other plantation businesses
- Tea Extraction
 - ▶ Tea extraction plants located in US and India
 - ▶ Caters to B2B businesses
 - ▶ China JV plant – Business yet to stabilise - capability to drive both Instant tea and tea polyphenols
- Interest in plantation companies
 - ▶ Have minority interest in tea plantation companies in North/South India and in Srilanka
 - North India – Amalgamated Plantation Pvt Ltd - Second largest tea plantation company in India with total area around 24500 Ha
 - South India – Kanan Devan Hills Plantation Co - Total area of 22000 Ha , with 16 factories
 - Sri Lanka – Watawala - Largest tea producer in Sri Lanka with total area of 12400 Ha, exporter of the finest Ceylon teas
 - ▶ Has leading brands Zesta, Watawala Kahata and Ran Kahata
 - ▶ JV between Sunshine Holdings PLC, TGB and Pyramid Wilmar Plantation



Sustainability initiatives



Sustainable products are good for people, good for the planet and also good for business

SOURCING IT RIGHT



Specific Project with ETP and Tea Research Association



PROTECTING THE ENVIRONMENT



Project Sustainable Plant Protection Formulation (S-PPF)

IMPROVING LIVES



TATA GLOBAL BEVERAGES

BREAKING BARRIERS



Awards and Achievements



Over 50 accolades for the Power of 49 campaign



Eight O'Clock Coffee wins two Reggies



Tetley Super Green Tea awarded UK Product of the Year 2016



Tetley in UK wins five Great Taste Awards!



TGB wins at the Effie Awards – Gold and Bronze



Website of the Year Award 2015 in Consumer Goods category



Tata Coffee wins two awards at the 12th Golden Leaf India Awards 2016



Financial Overview

Key Insights



PERFORMANCE UPDATE

- Performance for Q1 has been buoyant.
 - Good performance in US, South Asia and Non Branded business
 - Also helped by lower commodity cost and management of spends.
- Good performance in some growing categories of tea
 - Green tea performs well across our markets
 - Good Performance of our super premium tea, Tea Pigs
- Various Innovations drive growth
 - Path Breaking innovation of Supers
 - New Blends
 - Entry into new categories in markets where we were not present
- Improvement in Nourishco and Starbucks – our incubatory business in India
- Impairments taken in some stressed markets



GOING FORWARD

- Increased focus on India market
- Focus on white spaces
 - Asia
 - ME
- Stringent re-look at stressed businesses

Performance for YTD 2015-16



INR Crores	Year Ended March	
Particulars	2016	2015
Total Operating Income	8111	7993
Operating Profits	532	642
Profit Before Exceptional Items	534	630
Exceptional Items	11	(130)
Profit before Tax	545	500
Profit after Tax	335	284
Group Consolidated Profit	326	248

Segment Performance - YTD 2015-16



Segment -2015/16 INR Crores	Tea	Coffee	Others	Total
Segment Revenue	5931	2068	111	8111
(Segment Revenue as a % of Total Revenue)	73%	26%	1%	100%
(Segment Revenue as a % of Total Revenue - PY)	74%	25%	1%	100%
Segment Results	580	214	(41)	753
(Segment Results as a % of Segment revenue)	10%	10%	-37%	
(Segment Results as a % of Segment revenue - PY)	11%	13%	-43%	
Less: Unallocated expenditure (net)				(208)
Profit before Tax				545
(Profit before tax as a % of Total revenue)				7%
(Profit before tax as a % of Total revenue - PY)				6%

Strong Balance Sheet



Particulars INR Crores	March 2016	March 2015
SOURCES OF FUNDS		
Shareholder's Funds	6600	6368
Borrowings	1182	1324
Non Current Liabilities (net)	150	249
TOTAL	7932	7941
APPLICATION OF FUNDS		
Fixed Assets:		
Goodwill	3792	3892
Other Fixed Assets	1101	1077
Investments	609	622
Cash & Other Deposits	1198	1225
Current Assets (net)	1232	1125
TOTAL	7932	7941

Performance for Q1 2016-17



INR Crores	Quarter Ended June	
Particulars	2016	2015
Total Operating Income	1734	1672
Operating Profits	202	153
Profit Before Exceptional Items	202	145
Exceptional Items	(2)	(3)
Profit before Tax	200	142
Profit after Tax	126	86
Group Consolidated Profit	120	79

IND(AS) – Reconciliation between IGAAP and IND(AS) representation for Q1 June 2015



INR Crores	Adjustments under IND (AS)						
	IGAAP Q1 2015	Revenue	Equity Accounting of JV results	Agricultural Produce	Amortised cost adjustment on Long term borrowings	Others	IND (AS) Q1 2015
Total Income from Operations (Net)	2029	(199)	(158)				1672
Profit from Operations	153	-	3	(8)	-	5	153
Group Consolidated Net Profit	91	-	(1)	(6)	(4)	(2)	79

- **Revenue drops by 18% as compared to previous GAAP**
 - Certain promotions adjusted with revenue which were previously reflected as an expense.
 - Joint venture equity accounted as opposed to proportionate consolidation under previous GAAP

- **Adjustment to Consolidated Net Profit**
 - Fair valuation of agricultural produce
 - Recognition of finance cost under effective interest rate method for redemption premium on debentures, which was adjusted to reserves under previous GAAP
 - Other adjustments:
 - Actuarial gain/loss on employee benefits accounted in Reserves
 - Fair valuation of rental deposits
 - Corresponding deferred tax impact on the above

Segment Performance under IND (AS) Principles – Q1 2016-17



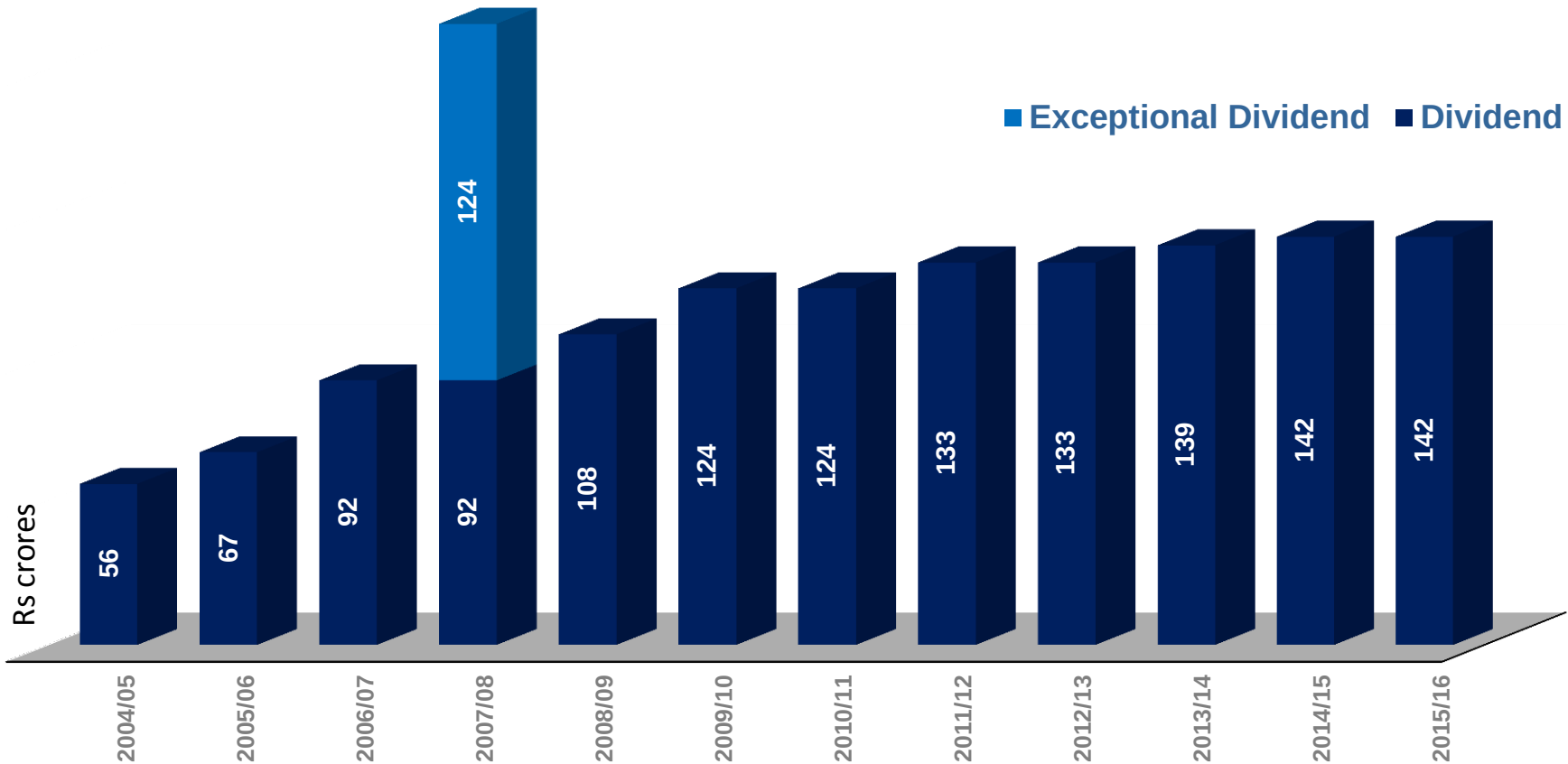
Segment -Quarter ended June 2016 - 17 INR Crores	Branded Business				Non Branded Business	Total
	Tea	Coffee	Others	Total		
Segment Revenue	1213	296	7	1516	218*	1734
(Segment Revenue as a % of Total Revenue)	70%	17%	0%	87%	13%	100%
(Segment Revenue as a % of Total Revenue - PY)	73%	15%	0%	89%	11%	100%
Segment Results	164	55	(3)	216	39	255
(Segment Results as a % of Segment revenue)	14%	19%	-50%	14%	18%	
(Segment Results as a % of Segment revenue - PY)	13%	9%	-62%	12%	10%	
Less: Unallocated expenditure						(55)
Profit before Tax						200
(Profit before Tax as a % of Total revenue)						12%
(Profit before Tax as a % of Total revenue - PY)						9%
* Net of intersegment sales						

Note: The group has organized its Branded segment and Non Branded Segment. Branded Segment is further sub-categorised as branded tea, branded coffee and the residual as branded others and is applicable from April 1, 2016. PY numbers have been regrouped accordingly.

Increase in Dividend Payout over time



Market Capitalization increases to Rs 7637 crores in 2015-16 from Rs 2948 crores in 2004-05.
At current market prices, Market Capitalisation at Rs 8836 crores... an increase of approx 3 times over 2004-05



Dividend declared 225%, same as PY

Company information



Website: tataglobalbeverages.com

Equity Share

Bombay Stock Exchange (BSE) – **TATAGLOBAL**
National Stock Exchange (NSE) – **TATAGLOBAL**

ISIN No – **INE192A01025**

(International Securities Identification Number)

Depository Receipt

Luxembourg Stock Exchanges - **US8765692038**
London Stock Exchange - **TGBL**

