



October 26, 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 and half year ended September 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 and half year ended September 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: 2026.10.26
16:57:39 +05'30'

Delnaz Dara Harda

Company Secretary & Compliance Officer

ACS 73704

Encl.: as above

TATA CONSUMER PRODUCTS LIMITED

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

Tel: 91-22-6121-8400 | Fax: 91-22-61218499

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 September 2026
26th October 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
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supplements
brand

IN A NUTSHELL



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



#1 salt
player in India



#2 branded
tea player globally



Among the
top 10 FMCG
companies in India



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



10,000+
employees
worldwide



Sunil D'Souza

Managing Director & Chief Executive Officer

Executive Summary

TATA CONSUMER PRODUCTS



Consolidated revenue grew 14%, with India business Underlying Volume Growth at (UVG) 11% .



International business¹ grew 7% (-2% constant currency).



Salt delivered 9% volume growth and 15% revenue growth.



Non-branded business grew 12% (9% constant currency).



India Tea volumes were flat; revenue was marginally lower YoY.



Consolidated EBITDA grew 18%, with margins expanding 40 bps YoY to 14%.



'Growth businesses' grew 40% YoY.

- ❖ Tata Sampann +57%
- ❖ RTD +47%
- ❖ Capital Foods and Organic India +15% combined. (+24% domestic growth, combined).



Tata Starbucks revenue grew 15% - a multi-quarter high, with strong SSSG.

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

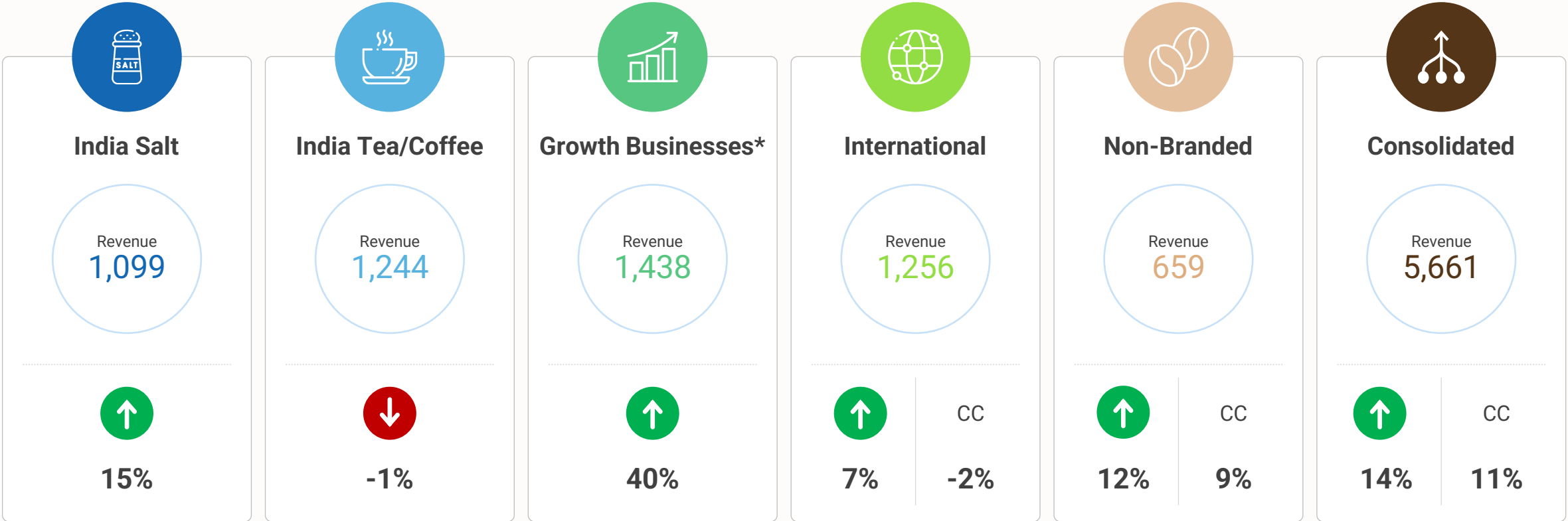


Key Business Snapshot

TATA CONSUMER PRODUCTS

Q2 FY27

In ₹ Cr.



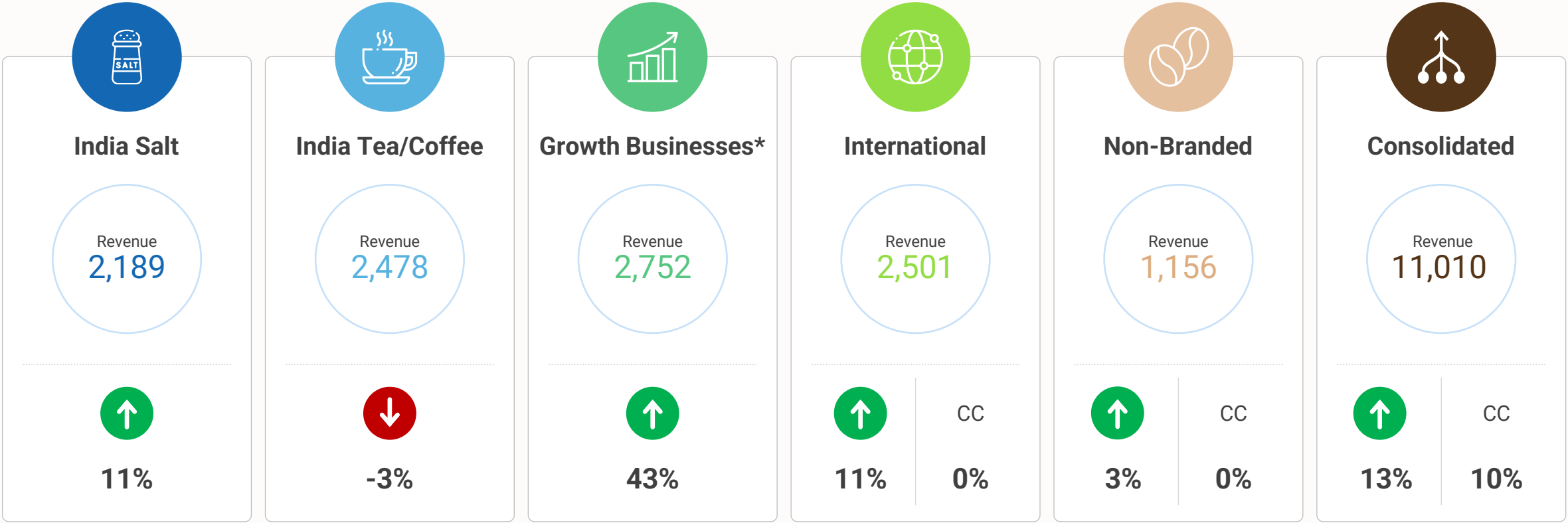
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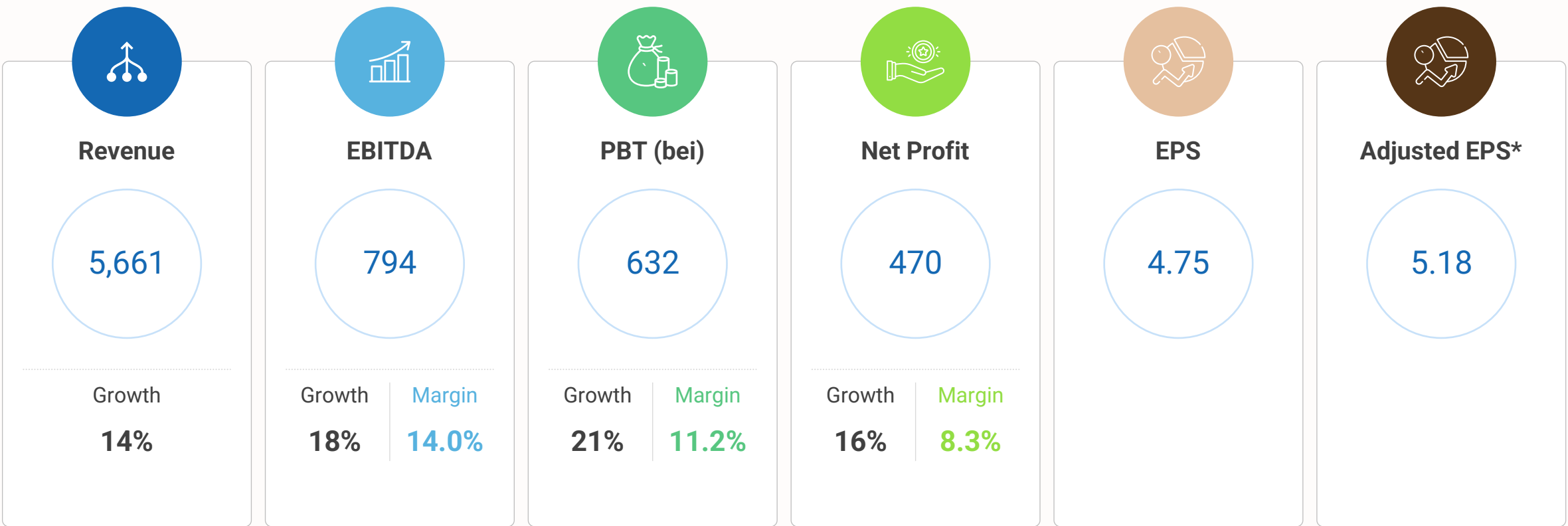


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Summary of Consolidated Financial Performance

Q2 FY27

In ₹ Cr (except per share data).

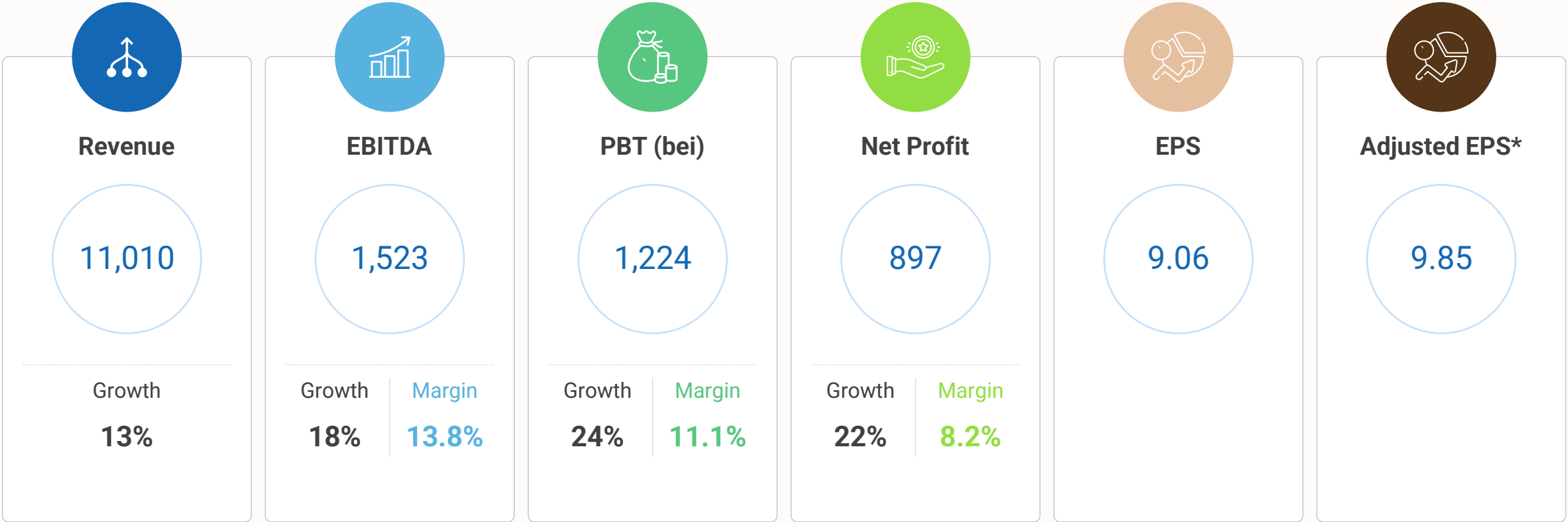


*Adjusted for exceptional items and amortization expenses of Capital Foods and Organic India.

Summary of Consolidated Financial Performance

H1 FY27

In ₹ Cr (except per share data).



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Strategic Priorities

TATA CONSUMER PRODUCTS



Strengthen core & accelerate growth businesses



Build on new opportunities



Drive execution excellence every day



Create a future-ready organization



Drive digital & innovation



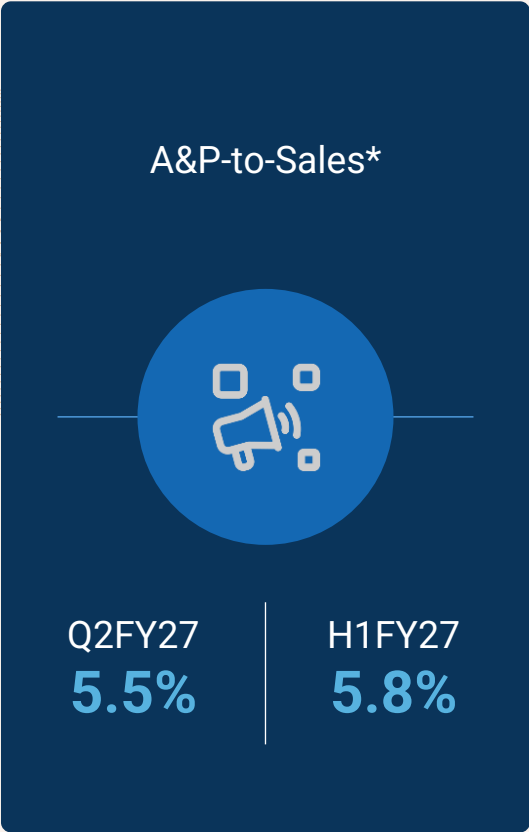
Embed sustainability



India Business – Strengthening Our Brands

TATA CONSUMER PRODUCTS

Strengthen core & accelerate growth businesses



*India Business



'Growth' Businesses – Scaling to 38% of India Business

TATA CONSUMER PRODUCTS



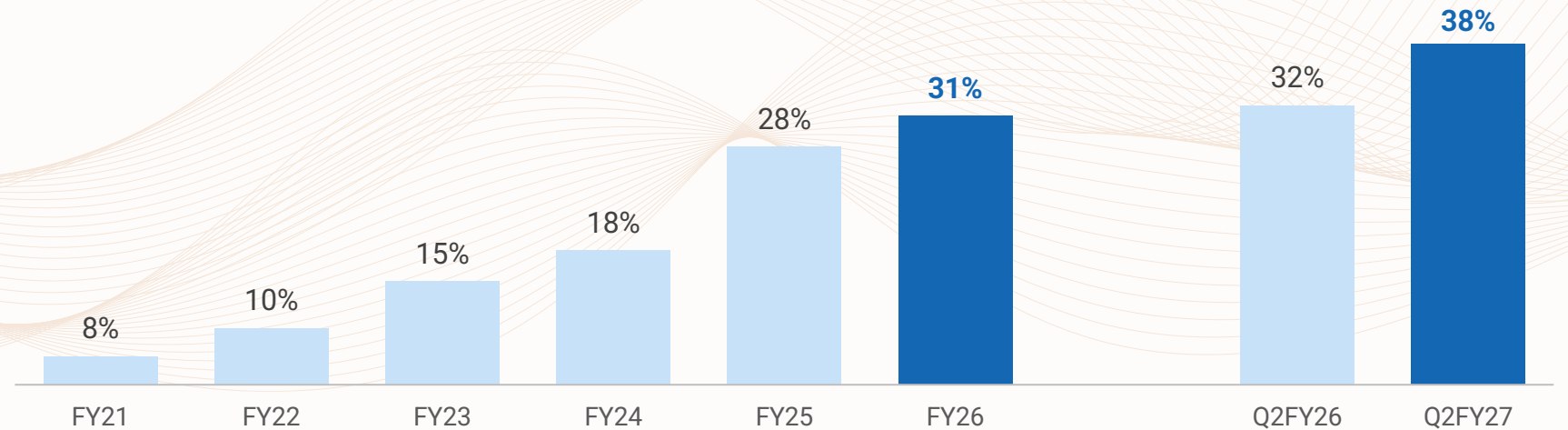
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Revenue growth YoY



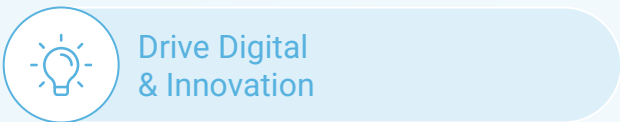
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Growth Businesses as a % of India Business



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Saathi

AI sales companion for general trade

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Operations



Physical AI

Computer vision in operations

- Tea: AI fine-leaf grading replaces hand-and-eye checks for uniform leaf pricing
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Project Pipeline



Next Wave

AI brains and agents in the pipeline

- Smart sourcing
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Unified data & ontology
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What we know, what happened, what works

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Shared, reusable assets across use cases

Governance by design
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Innovation – 22 New Product Launches in Q2

TATA CONSUMER PRODUCTS



Drive Digital
& Innovation

Health & Wellness



Convenience



Premiumization



India Tea/Coffee

TATA CONSUMER PRODUCTS



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Revenue declined marginally. The volume-value gap narrowed as a result of pricing actions.



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Volume
Flat



Revenue
-1%

Salt

TATA CONSUMER PRODUCTS



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Further price increases were actioned in October.



Value-added/Premium salt volumes grew 17% during the quarter.



Volume
+9%



Revenue
+15%



Tata Sampann¹ continued strong momentum with 57% volume-led revenue growth.



Dry fruits and cold-pressed oils continue to scale well, with a combined ARR of ~₹1,000 cr.



Consumer-centric innovations remain a key driver of portfolio growth and margin expansion.



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

Ready-to-Drink (RTD)

TATA CONSUMER PRODUCTS



RTD revenue grew 47%, driven by 34% volume growth.



Growth remained broad-based across the portfolio, underpinned by premiumization and continued innovation.



Introduced: 1) Tata Gluco Plus with added iron in a Rs. 20 PET bottle and 2) Tata ION – a functional electrolyte drink.



Volume
+34%



Revenue
+47%

Capital Foods & Organic India

TATA CONSUMER PRODUCTS



Capital Foods and Organic India delivered a growth of 18% and 9%, respectively.



While domestic performance remained strong for both brands (+24% combined), exports were impacted by disruptions in shipping.



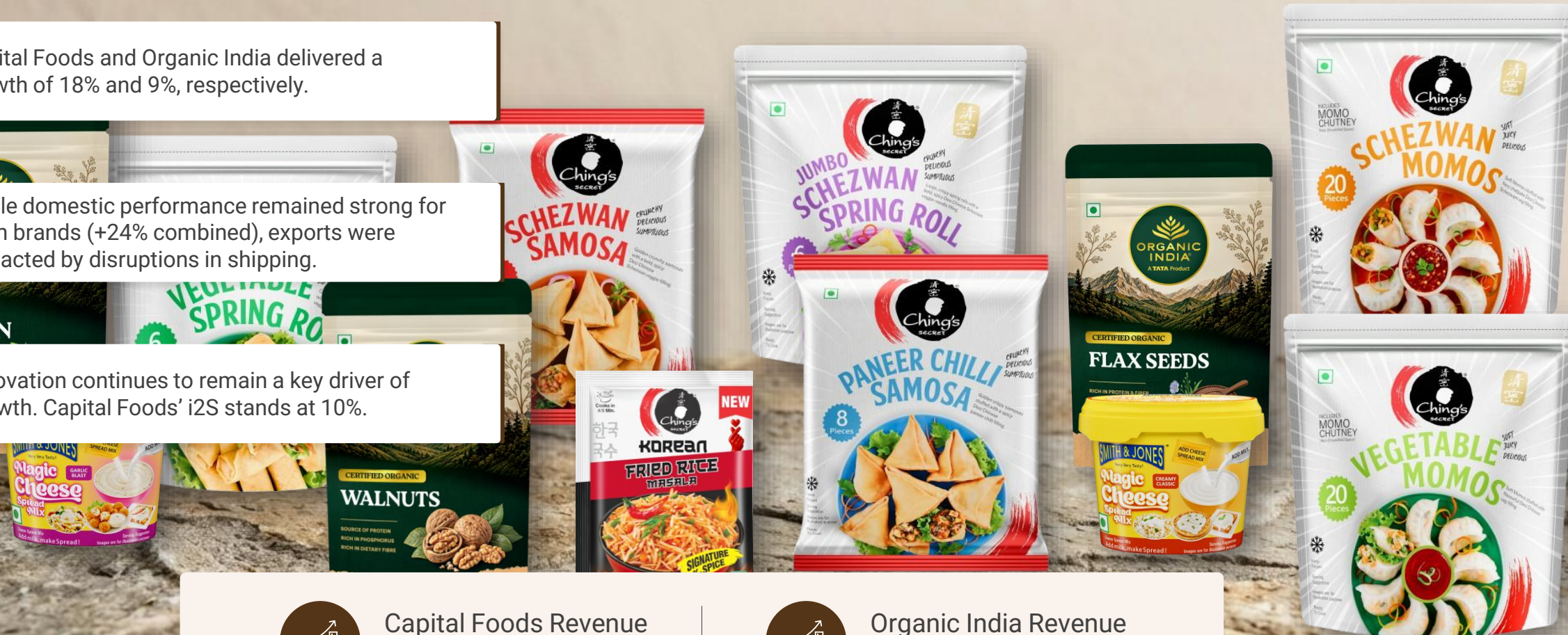
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Capital Foods Revenue
₹264 Cr



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₹145 Cr



International

TATA CONSUMER PRODUCTS



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US business grew 4% CC, driven by 6% CC growth in coffee.



UK category consumption was impacted by a continued heatwave. Revenue declined 8% CC; however, Tetley outperformed the category.



Canada grew 8% CC. Tetley outperformed the category across both regular and specialty tea segments.



South Africa: Launched category-first instant Matcha Latte variants in Vanilla, Strawberry and Lemon Cream flavours.



Revenue
+7%



Constant Currency Revenue
-2%

*Constant-currency terms.

Non-branded Business

TATA CONSUMER PRODUCTS



Non-branded revenue grew 9% (CC), on an elevated base of last year, led by strong volume growth in the Solubles business.



Arabica and Robusta prices continued to soften impacting realisations for the plantations business.



Solubles volumes grew 21% led by strong execution across operations and logistics.



Revenue*
+9%



Solubles Revenue*
+23%



Plantations Revenue
-11%

*Constant-currency terms.

Tata Starbucks (JV)

TATA CONSUMER PRODUCTS



Revenue grew 15% on the back of strong same-store sales growth (5th consecutive quarter).



Expanded footprint to 505 stores across 81 cities, with entry into Shillong. Added two new Reserve stores.



Enhanced Starbucks Rewards program with simplified tiers and improved benefits to drive engagement and frequency.



Revenue
+15%



Net New Store Openings
7



Total Store Network
505



Ashish Goenka

Group Chief Financial Officer

Consolidated Performance Highlights – Q2FY27

Revenue from Operations

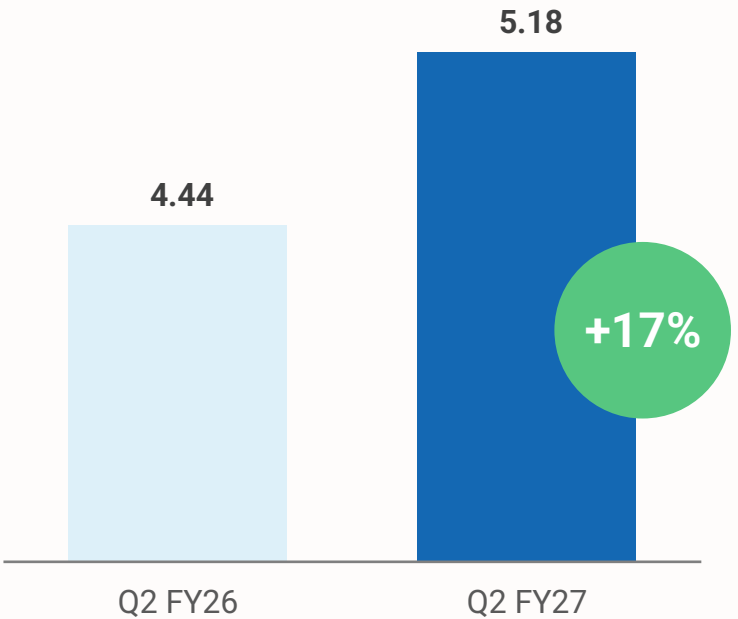
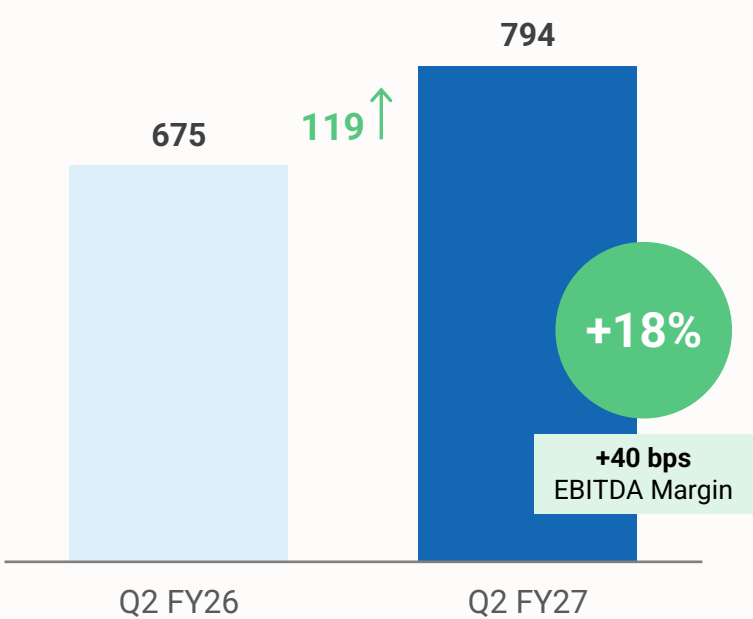
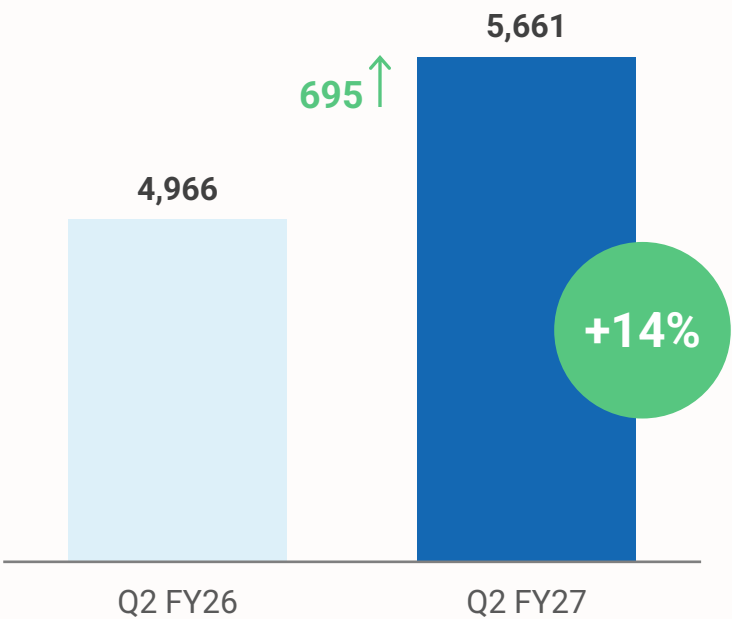
EBITDA

Adjusted EPS

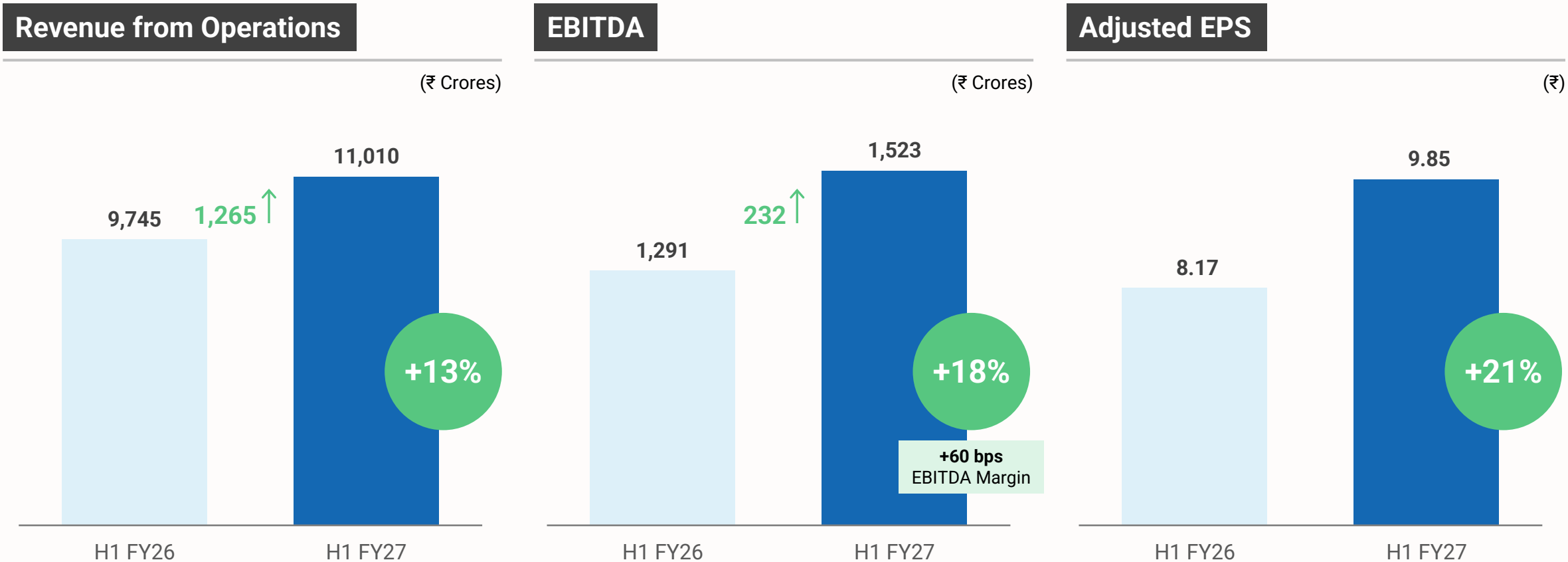
(₹ Crores)

(₹ Crores)

(₹)



Consolidated Performance Highlights – H1FY27



Segment-wise Performance Q2FY27

	Particulars	Segment Revenue			Segment Results			Segment Margin	
	₹ Cr	Q2 FY27	Q2 FY26	Change	Q2 FY27	Q2 FY26	Change	Q2 FY27	Q2 FY26
	India Business	3,666	3,122	17%	409	359	14%	11.1%	11.5%
	International Business	1,370	1,288	6%	182	148	23%	13.3%	11.5%
	Total Branded Business	5,036	4,410	14%	591	507	17%	11.7%	11.5%
	Non-branded Business	659	590	12%	98	76	28%	14.8%	12.9%
	Others / Unallocated items	(34)	(34)		(63)	(59)			
	Total	5,661	4,966	14%	625	523	19%	11.0%	10.5%

Segment-wise Performance H1FY27

	Particulars	Segment Revenue			Segment Results			Segment Margin	
	₹ Cr	H1 FY27	H1 FY26	Change	H1 FY27	H1 FY26	Change	H1 FY27	H1 FY26
	India Business	7,206	6,248	15%	803	649	24%	11.1%	10.4%
	International Business	2,713	2,433	12%	357	302	18%	13.2%	12.4%
	Total Branded Business	9,919	8,681	14%	1,160	951	22%	11.7%	11.0%
	Non-branded Business	1,156	1,126	3%	147	140	4%	12.7%	12.5%
	Others / Unallocated items	(66)	(62)		(89)	(103)			
	Total	11,010	9,745	13%	1,217	989	23%	11.1%	10.1%



Thank You

TATA CONSUMER PRODUCTS

For more information

Institutional investors – Contact

Nidhi Verma

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

Kaiwan Olia

Senior Manager – Investor Relations
Kaiwan.olia@tataconsumer.com

Retail investors - Contact

investor.relations@tataconsumer.com

Call us at

+91-22-61218400

For media queries

nidhi.verma@tataconsumer.com
satya.muniasamy@tataconsumer.com

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



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[TataConsumer](#)



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TATA CONSUMER PRODUCTS

Investor Presentation

For the quarter ended September 2026
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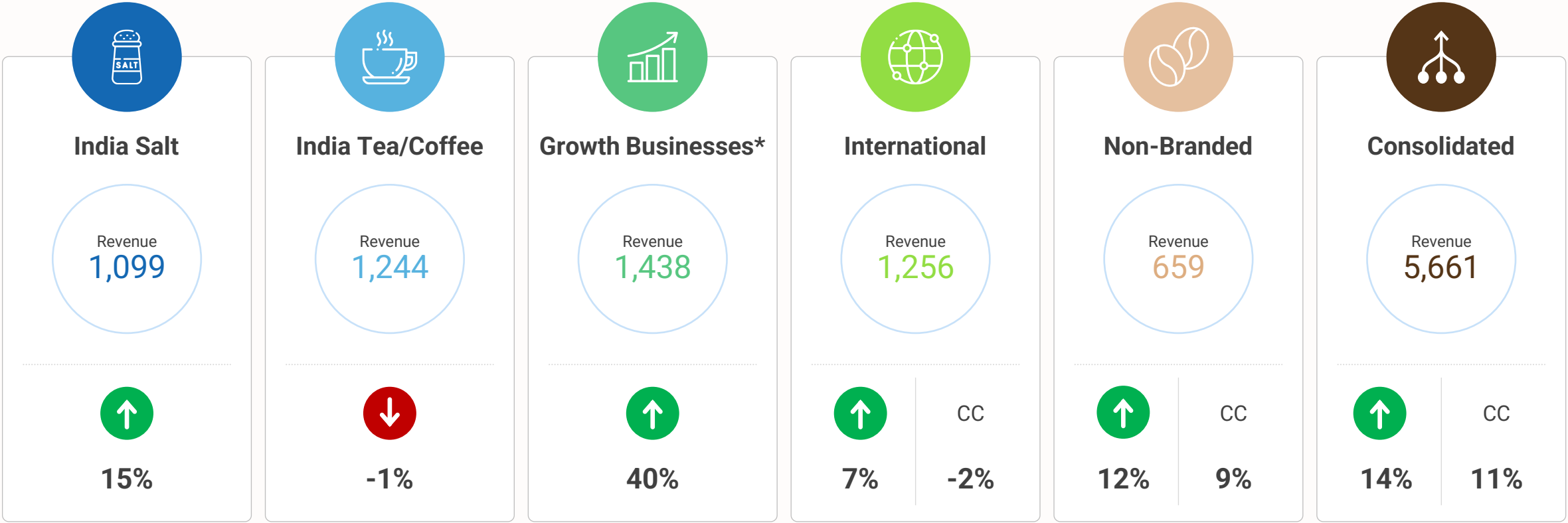


Key Business Snapshot

TATA CONSUMER PRODUCTS

Q2 FY27

In ₹ Cr.



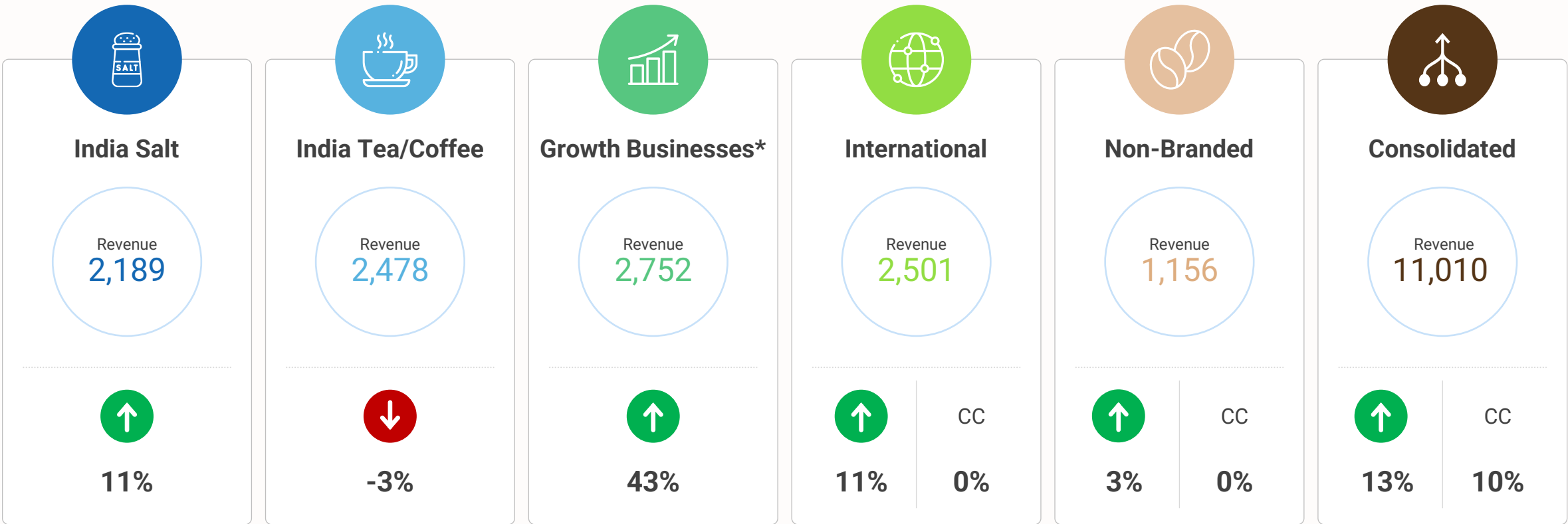
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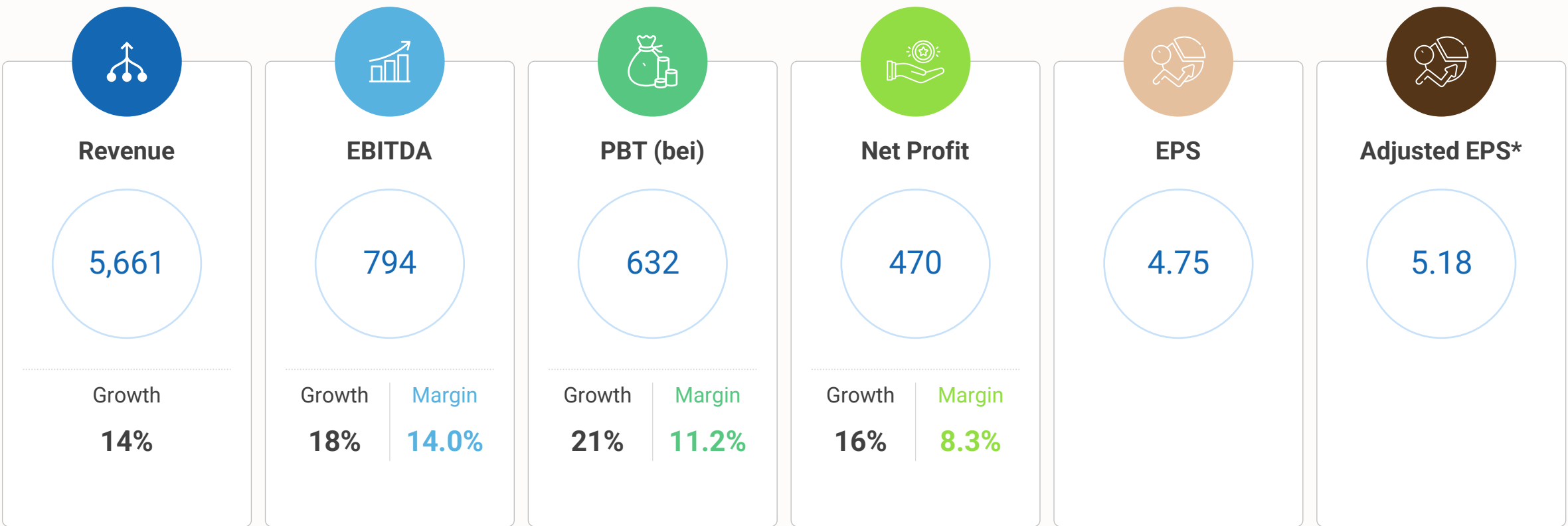


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Summary of Consolidated Financial Performance

Q2 FY27

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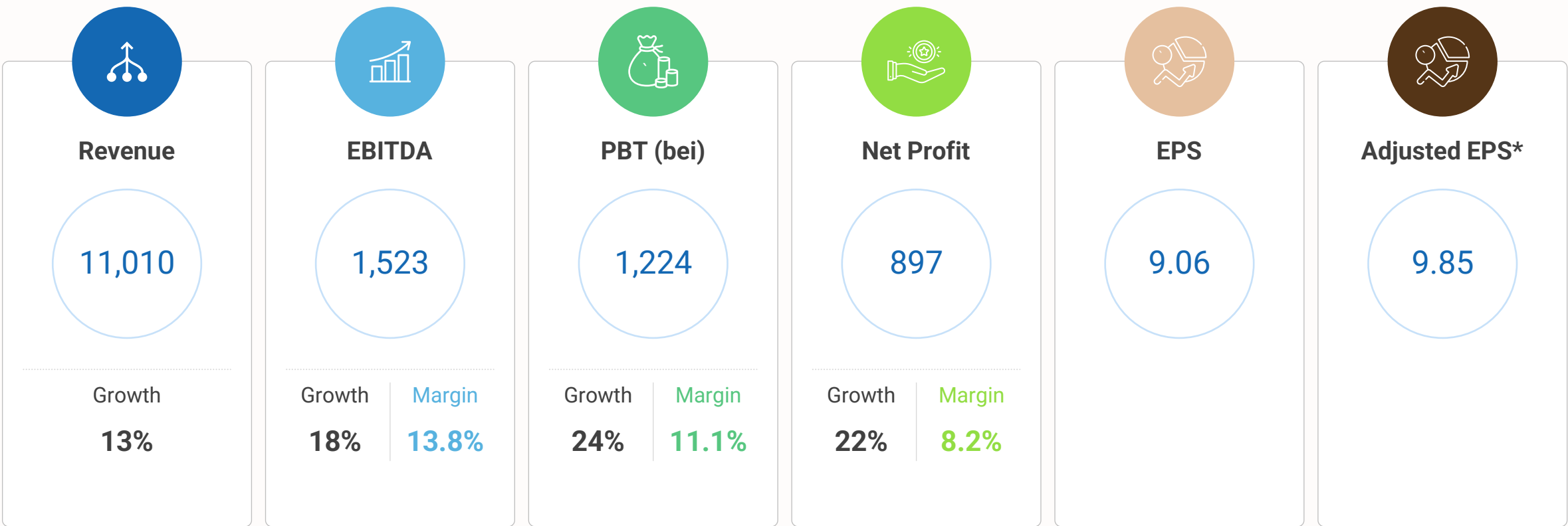


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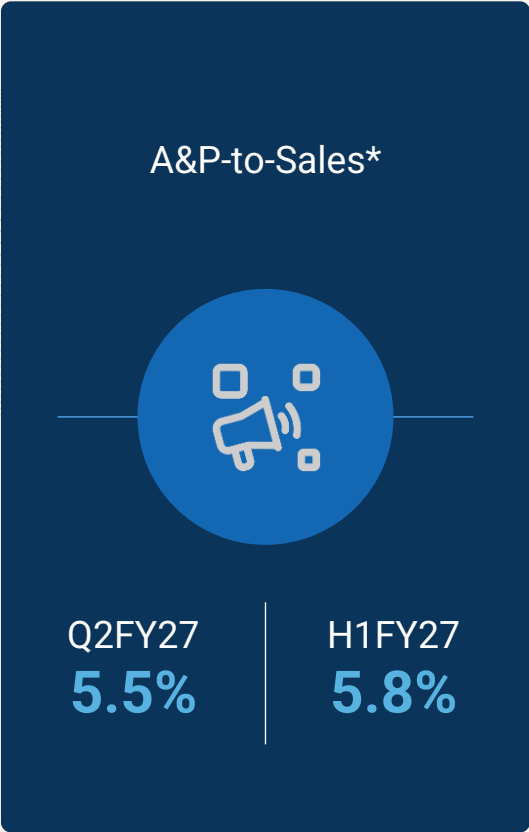
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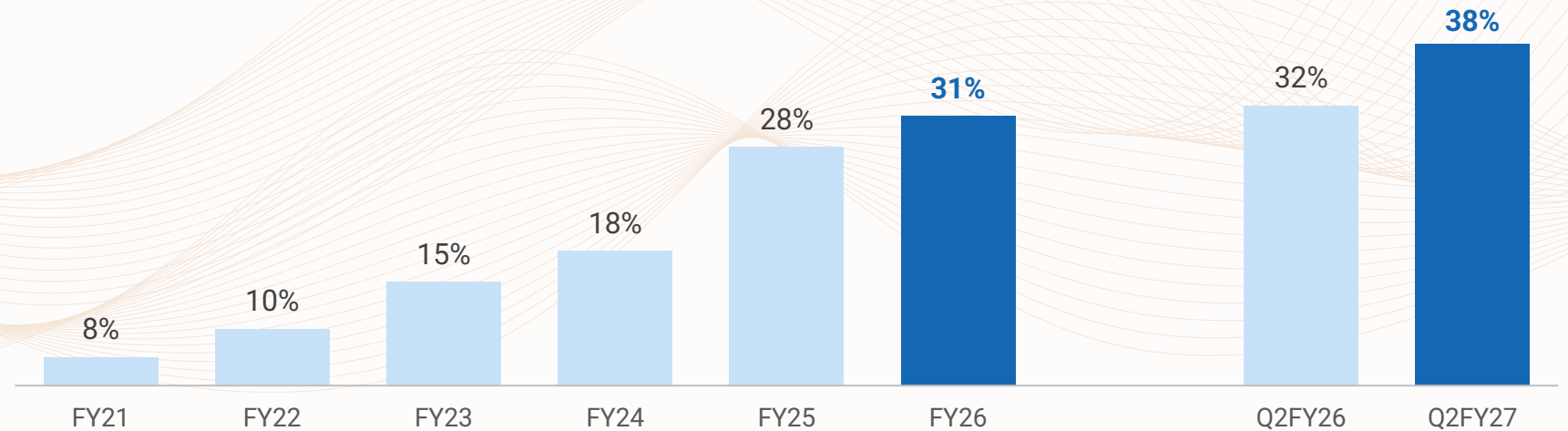
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Revenue growth YoY



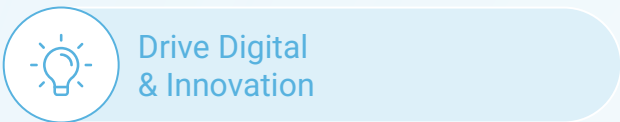
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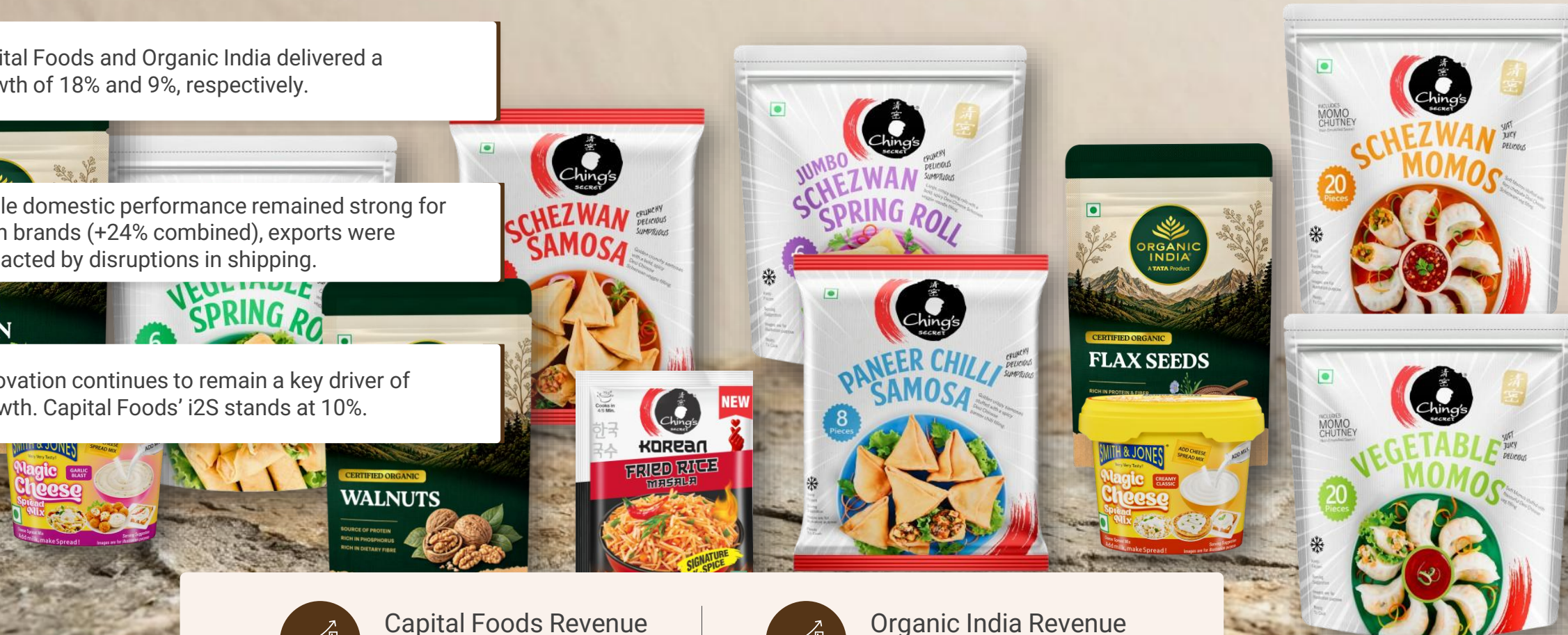
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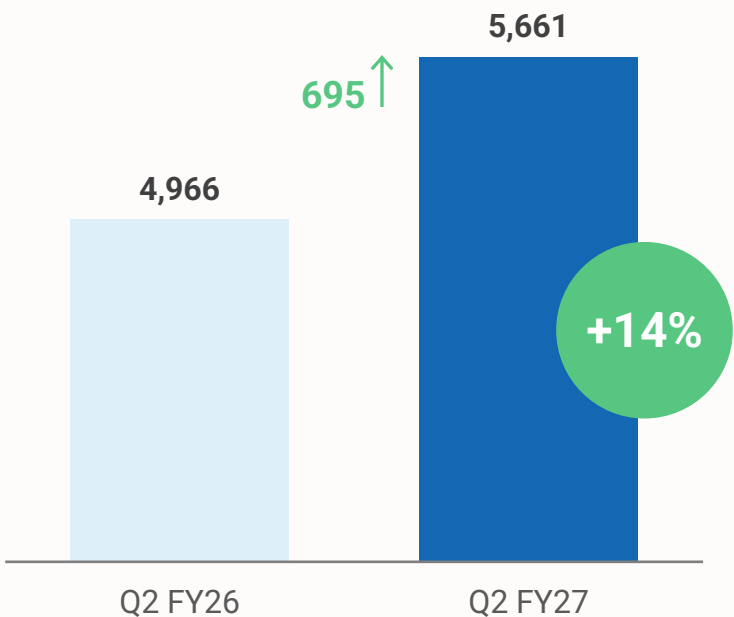
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Consolidated Performance Highlights – Q2FY27

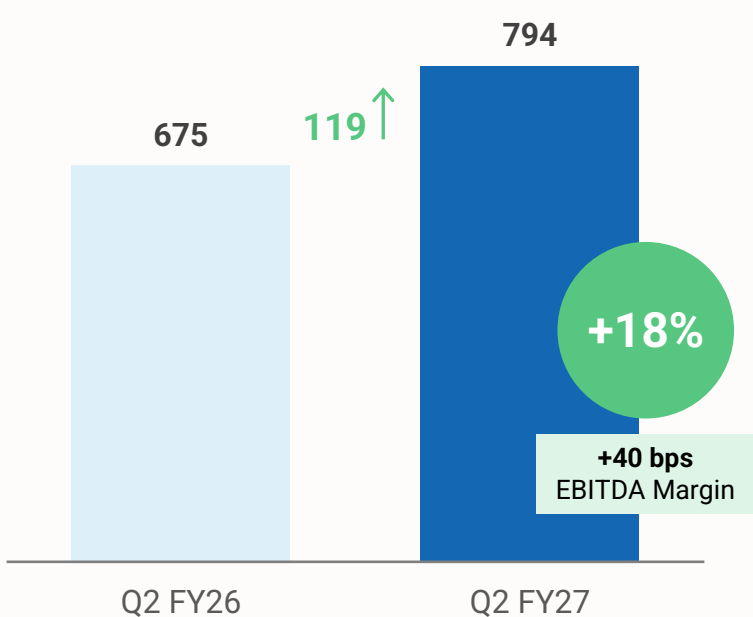
Revenue from Operations

(₹ Crores)



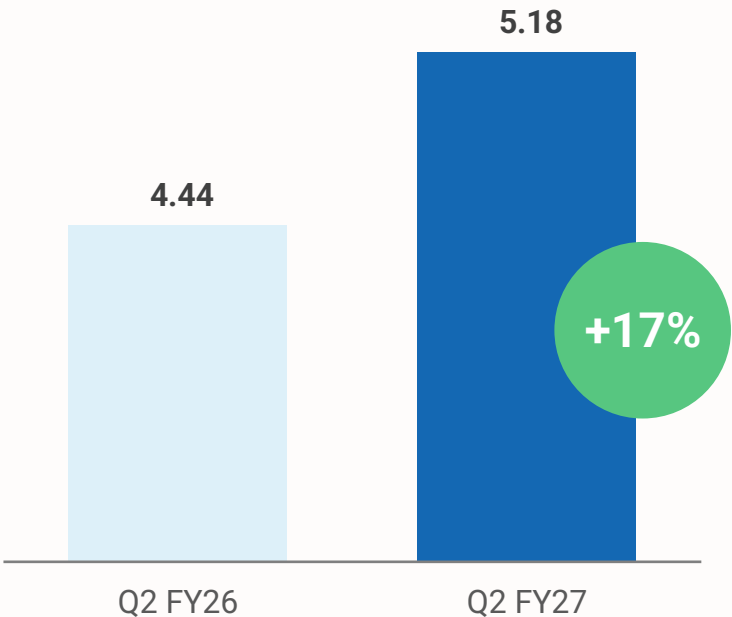
EBITDA

(₹ Crores)



Adjusted EPS

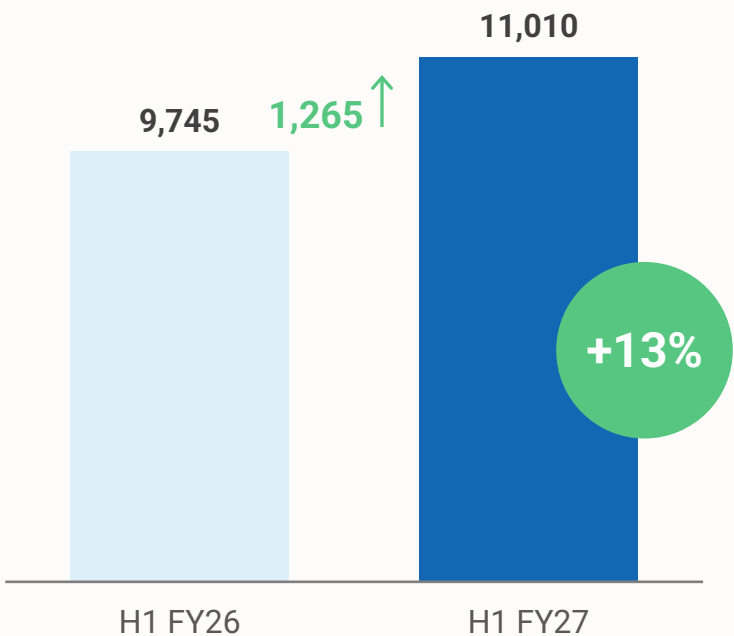
(₹)



Consolidated Performance Highlights – H1FY27

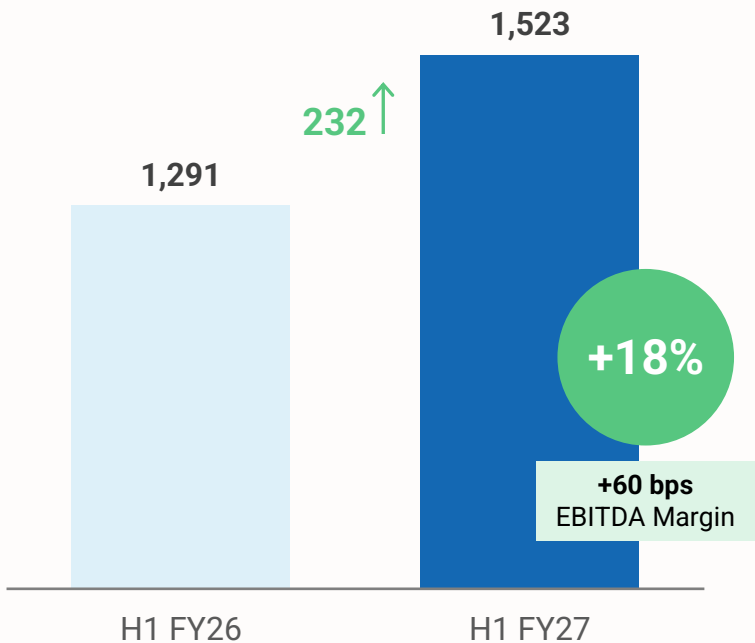
Revenue from Operations

(₹ Crores)



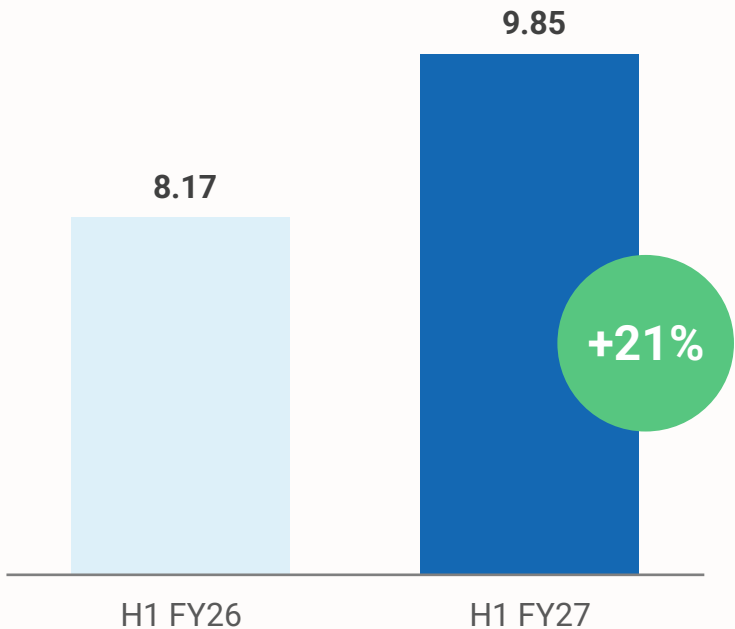
EBITDA

(₹ Crores)



Adjusted EPS

(₹)



Segment-wise Performance Q2FY27

	Particulars	Segment Revenue			Segment Results			Segment Margin	
	₹ Cr	Q2 FY27	Q2 FY26	Change	Q2 FY27	Q2 FY26	Change	Q2 FY27	Q2 FY26
	India Business	3,666	3,122	17%	409	359	14%	11.1%	11.5%
	International Business	1,370	1,288	6%	182	148	23%	13.3%	11.5%
	Total Branded Business	5,036	4,410	14%	591	507	17%	11.7%	11.5%
	Non-branded Business	659	590	12%	98	76	28%	14.8%	12.9%
	Others / Unallocated items	(34)	(34)		(63)	(59)			
	Total	5,661	4,966	14%	625	523	19%	11.0%	10.5%

Segment-wise Performance H1FY27

	Particulars	Segment Revenue			Segment Results			Segment Margin	
	₹ Cr	H1 FY27	H1 FY26	Change	H1 FY27	H1 FY26	Change	H1 FY27	H1 FY26
	India Business	7,206	6,248	15%	803	649	24%	11.1%	10.4%
	International Business	2,713	2,433	12%	357	302	18%	13.2%	12.4%
	Total Branded Business	9,919	8,681	14%	1,160	951	22%	11.7%	11.0%
	Non-branded Business	1,156	1,126	3%	147	140	4%	12.7%	12.5%
	Others / Unallocated items	(66)	(62)		(89)	(103)			
	Total	11,010	9,745	13%	1,217	989	23%	11.1%	10.1%



Thank You

TATA CONSUMER PRODUCTS

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



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