August 10, 2021

The 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 – TATACONSUM**	**BSE Ltd.** Corporate Relationship Dept. 1st Floor, New Trading Wing Rotunda Building, PJ Towers Dalal Street Mumbai 400 001 **Scrip Code - 500800**	**The Calcutta Stock Exchange Ltd.** 7 Lyons Range Kolkata 700 001 **Scrip Code – 10000027 (Demat)** **27 (Physical)**

Sub: Intimation of schedule of Analyst/Institutional Investors call/meet

Dear Sir/Madam,

Pursuant to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 201, we hereby inform you that the Company will be participating in the Credit Suisse India Consumer Virtual Days Conference to be held on Wednesday, August 11, 2021 at 03:30 P.M. The presentation proposed to be made by the Company officials at the aforesaid conference is enclosed herewith.

Notes:

a) The above schedule is subject to changes and the changes may happen due to exigencies on the part of the Analysts/ Investors/ the Company.
b) No unpublished price sensitive information pertaining to the Company is shared at any of the meets with Analysts/Institutional Investors.

This is for your information and records.

The above information is also being made available at the Company's website at www.tataconsumer.com.

Yours faithfully,

For **Tata Consumer Products Limited**

Neelabja Chakrabarty
Company Secretary

Encl: a/a

TATA CONSUMER PRODUCTS LIMITED
(Formerly known as Tata Global Beverages 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: 1, Bishop Lefroy Road, Kolkata – 700 020
Corporate Identity Number (CIN): L15491WB1962PLC031425
Email: investor.relations@tataconsumer.com
Website: www.tataconsumer.com

Investor Presentation

Credit Suisse India Consumer Virtual Days

TATA CONSUMER PRODUCTS

11th August 21

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.

Agenda

01

June Quarter Summary

02

Performance overview

03

Progress against strategic priorities

June quarter recap

- 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)

02

Performance Overview

Key Businesses snapshot – Q1FY22








International Beverages

In ₹ Cr (unless specified)	India Beverages	India Foods	US Coffee	International Tea	Tata Coffee (incl. Vietnam)	Consolidated#
Revenue	1,267	705	296	472	241	3,008
Revenue Growth *Constant currency growth*	*28%*	*20%*	*-18%* *-15%*	*-3%* *-10%*	*5%* *6%*	*11%* *10%*
Volume Growth	*3%*	*17%*	*-16%*	*-9%*	*-6%*	

Key Brands

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).

c) Tata Coffee incl. Vietnam and excl. US Coffee (EOC)

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

	Revenue	EBITDA	PBT (bei)^	Group Net Profit	Group Net Profit (bei)^	Net Cash$
	₹ 3,008 Cr.	₹ 403 Cr.	₹ 340 Cr.	₹ 200 Cr.	₹ 203 Cr.	~₹ 2,169 Cr.
Growth (Y-on-Y)	11%	-17%	-22%	-42%	-27%	
Margin%		13.4%	11.3%	6.7%	6.8%	
Margin expansion (Y-on-Y)		-452 bps	-476 bps	-608 bps	-345 bps	
EPS				2.01 (EPS)		
EPS Growth (Y-on-Y)				- 43% (EPS)		

^ before exceptional items

$ Cash and Cash equivalents (net of total borrowings) as at Jun 30, 2021

Key Businesses snapshot – FY21



International Beverages

In ₹ Cr (unless specified)	India Beverages	India Foods	US Coffee	International Tea	Foodservice (International)	Tata Coffee (incl. Vietnam)	Consolidated
Revenue	4,601	2,441	1,293	1,983	193	964	11,602
Revenue Growth *Constant currency growth*	*36%*	*18%*	*15%* *9%*	*10%* *3%*	*-35%* *-39%*	*15%* *14%*	*20%* *18%*
Volume Growth	*12%*	*11%*	*7%*	*1%*	*-31%*	*9%*	
Key Brands	TATA TEA, TATA GLUCO+, TATA COFFEE GRAND, Himalayan	TATA Salt, TATA sampann, SOULFULL delicious millets	EIGHT O'CLOCK	Tetley, teapigs. no airs. no graces. just fine tea., GOOD EARTH TEA CO.			

Note:

a) India Beverages includes Middle East and NourishCo (subsidiary effective May'20)

b) India Foods includes Soulfull (subsidiary effective Feb'21) but the impact is not significant.

c) International tea business includes UK, Canada, US, Aus and Europe.

d) Tata Coffee incl. Vietnam and excludes US Coffee (EOC)

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

f) Foodservice (International) was divested w.e.f. 1 Apr'21.

Group Performance at a glance – FY21

	Revenue	EBITDA	PBT (bei)^	Group Net Profit	Net Cash$
	₹ 11,602 Cr.	₹ 1,569 Cr.	₹ 1,342 Cr.	₹ 930 Cr.	~₹ 2,421 Cr.
Growth (Y-on-Y)	20%	20%	24%	102%	
Margin%		13.5%	11.6%	8.0%	
Margin expansion (Y-on-Y)		-10 bps	+40 bps	+320 bps	
EPS				9.30 (EPS)	
EPS Growth (Y-on-Y)				+86% (EPS)	

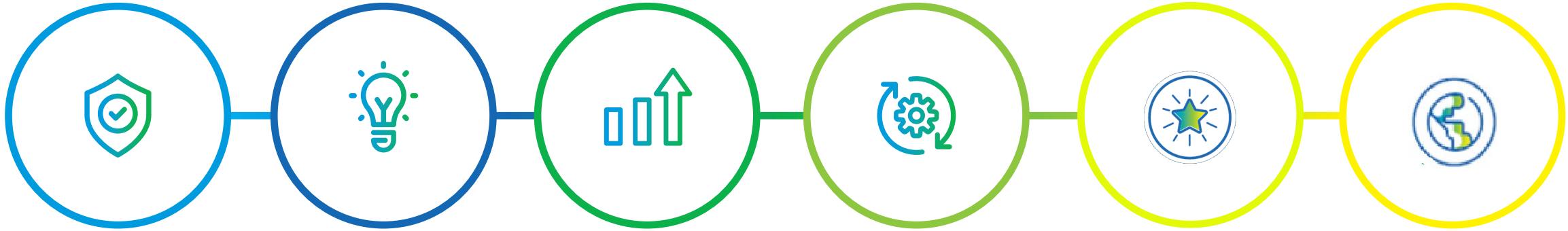
^ PBT before exceptional items

$ Cash and Cash equivalents (net of total borrowings) as at Mar 31, 2021

03

Progress against Strategic Priorities

Strategic Priorities



Strengthen & accelerate core business

Drive Digital & Innovation

Unlock synergies

Create Future Ready Org

Explore new opportunities

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 Spices #SpiceUpYourHealth in priority markets – with multimedia extensions in OOH / Print .





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

India business[1] A&P Q1FY22

+53% YoY

Market share

Tea **+170 bps**[1]

Salt + **370 bps**[1]

[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

+3,000

Rural distributors[1]

Pan-India Harmonized Distribution System

Value growth in premium salts portfolio



+34%

Ecommerce **+153% YoY**

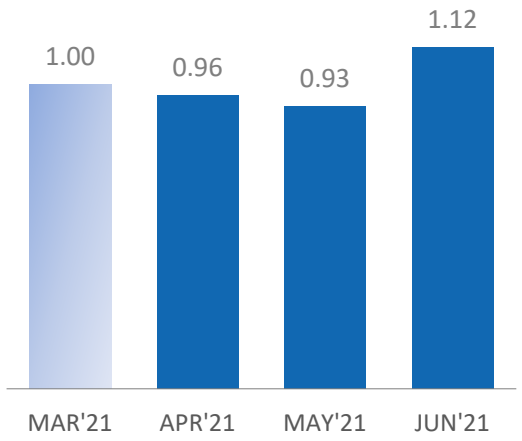
7.3% of Sales[2]

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

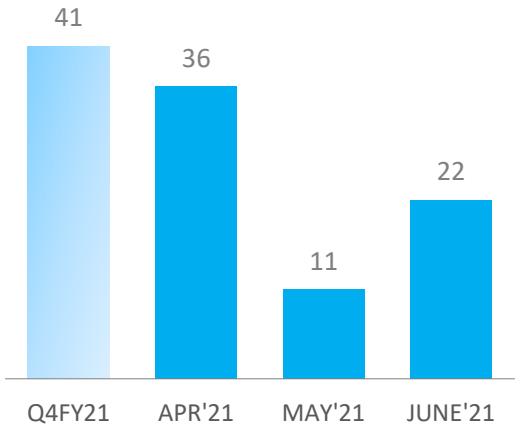
Urban direct outlets billed



Indexed to Mar'21 levels



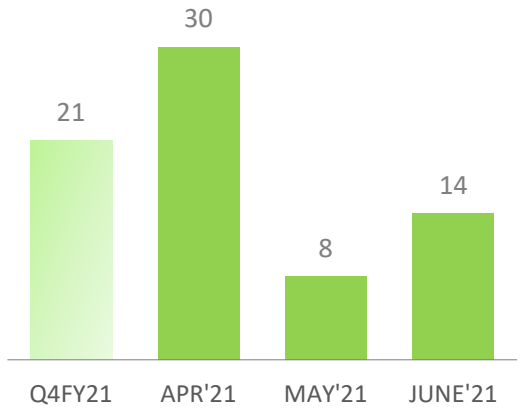
India F&B revenue growth (%)

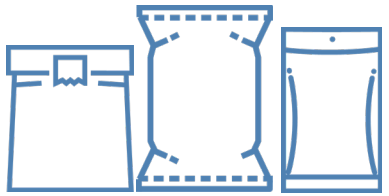




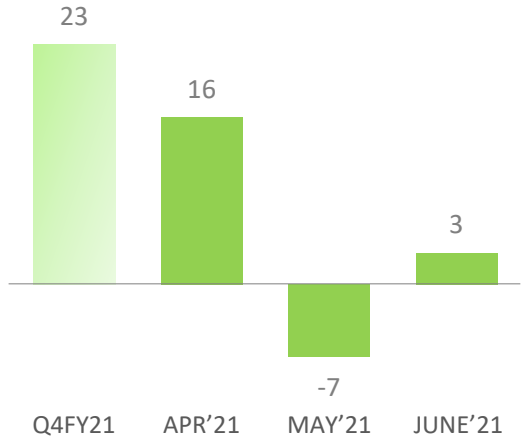
India F&B Volume growth (%)

India Foods



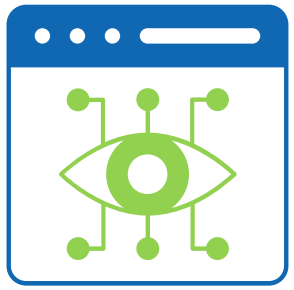


India Packaged Beverages





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



Himalayan Natural Water – 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

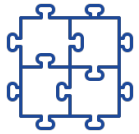
Key Highlights



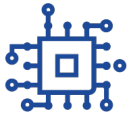
Organization structure and policies harmonized



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

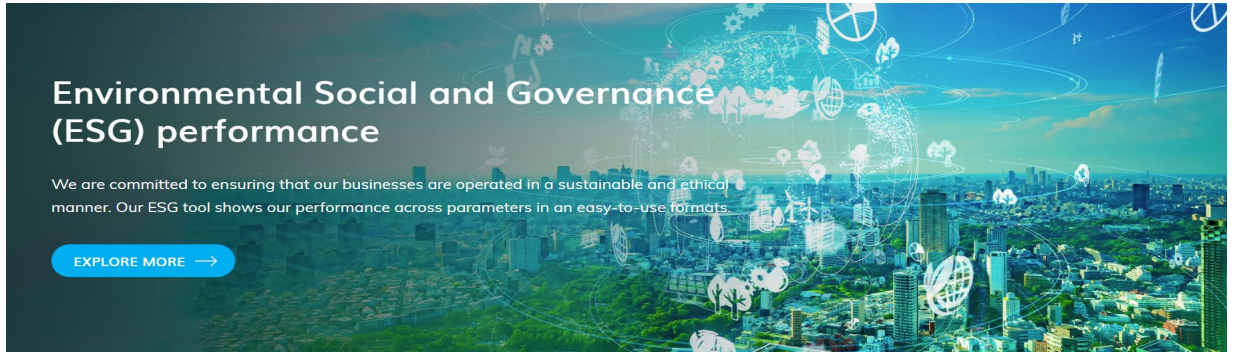


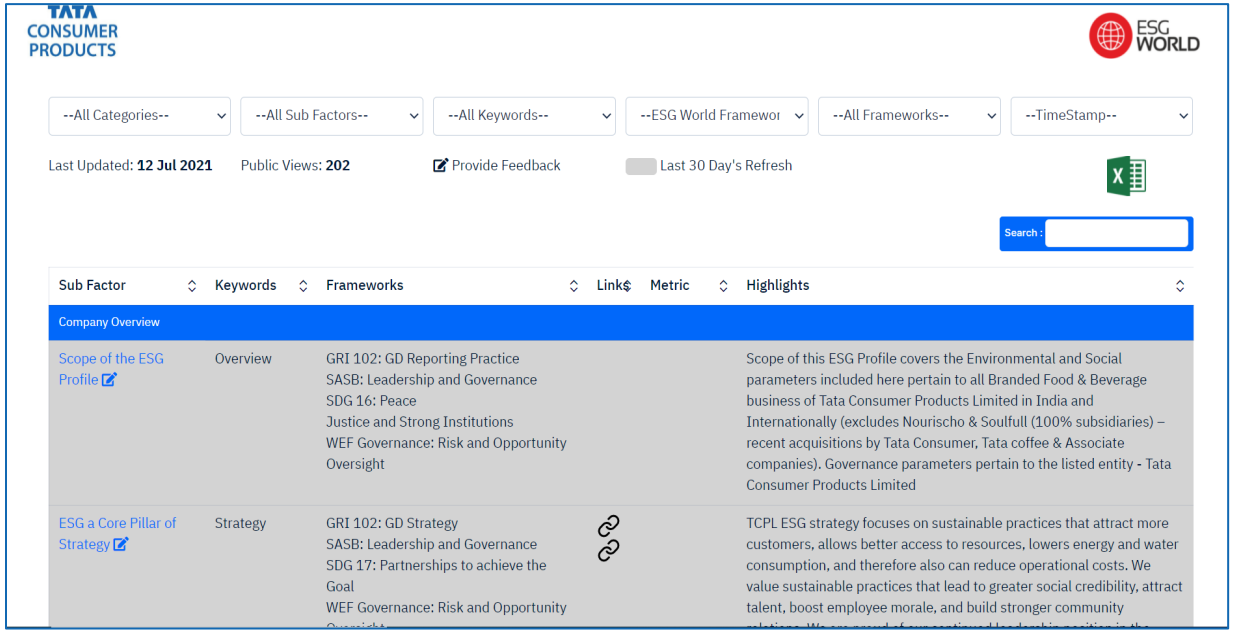
Mr. Punit Gupta
Senior Vice President –Strategy and M&A

Enhancing ESG disclosures



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





Thank You

For more information

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Last 10-year financials are available on Historical financial data

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