



January 30, 2025

**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 400001  
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 nine months period ending December 31, 2024**

Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting the Investor Presentation concerning the Unaudited Financial Results of the Company for the quarter and nine months period ending December 31, 2024.

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 treat the same as compliance with the applicable provisions of the Listing Regulations.

Thanking you,

Yours Truly,

**For Tata Consumer Products Limited**

**Delnaz Dara Harda**  
**Company Secretary & Compliance Officer**  
**ACS73704**

*Encl.: as above*

**TATA CONSUMER PRODUCTS LIMITED**

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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

For the quarter ended December 2024

**TATA** CONSUMER PRODUCTS

30<sup>th</sup> January 2025

A decorative graphic at the bottom of the slide featuring a wavy, multi-colored gradient (yellow, green, blue) with a pattern of small white dots.

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

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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



₹ 15.2k crore consolidated revenue in FY24 with a market cap of ~₹91k\* Cr



Reach of 263mn+ households in India and distribute to 4mn retail outlets



Among the top 10 FMCG companies in India



~4,500+ employees worldwide#



Largest salt brand in India



2<sup>nd</sup> Largest tea brand in India



3<sup>rd</sup> 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



4<sup>th</sup> largest R&G coffee brand in USA



Leading organic F&B and herbal supplements brand

\* As of 31<sup>st</sup> December 2024

# Does not include plantation workers

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# Executive Summary

# Executive Summary

- Consolidated revenue growth was 17% in Q3FY25 (9% organic). During the quarter,
  - India Beverages<sup>1</sup> grew 16% (+9% organic), with tea volumes growing 7% YoY.
  - India Foods<sup>2</sup> revenue grew 31% (+11% organic).
  - International business<sup>3</sup> recorded 8% revenue growth (4% in constant currency). Profitability improved significantly, +35% YoY.
- India Tea: Prioritizing long-term competitiveness resulted in robust volume growth during the quarter. Calibrated price increases undertaken across the portfolio have helped partially offset significant increase in tea cost.
- Salt delivered a strong quarter post price increase with 7% value and 1% volume growth. Market share<sup>4</sup> strengthened further, with 110 bps gain.
- Tata Sampann continued its strong performance with 23% growth. The RTD business improved MoM and delivered double-digit volume growth while Capital Foods and Organic India continue to build momentum.
- Consolidated EBITDA was flat YoY with margin contracting 210 bps driven by significant inflation in tea costs in India. Assuming India tea margins at Q3FY24 level, consolidated EBITDA margin for the quarter would have expanded 75-100 bps.
- Progress towards building a sustainable future continues with improvements in DJSI & Sustainalytics' scores.

Note: Organic growth excludes Capital Foods and Organic India.

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

<sup>2</sup> Includes Salt, Tata Sampann, Tata Soufull, and Capital Foods revenues. Volume growth excludes Capital Foods.

<sup>3</sup> Does not include the export revenues of Capital Foods and Organic India.

<sup>4</sup> Source: Nielsen – MAT basis, Dec'24 vs Dec'23

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# Performance Overview



# Key Businesses Snapshot – Q3FY25

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
<b>Revenue</b>	<b>1,519</b>	<b>1,391</b>	<b>1,107</b>	<b>446</b>	<b>4,444</b>
Revenue growth	16% [9%]	31% [11%]	8%	9%	17% [9%]
Constant currency growth			4%	8%	16% [8%]

## 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 – 9MFY25

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
<b>Revenue</b>	<b>4,423</b>	<b>4,105</b>	<b>3,111</b>	<b>1,409</b>	<b>13,010</b>
Revenue growth	8% [2%]	30% [11%]	8%	20%	15% [8%]
<i>Constant currency growth</i>			6%	19%	15% [7%]

## 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 – Q3FY25



₹ 4,444 Cr.

₹ 578 Cr.

₹ 408 Cr.

₹ 287 Cr.

₹ 282 Cr.

₹ 881 Cr.

	Revenue	EBITDA	PBT (bei)^	Group Net Profit (bei)^	Group Net Profit	Net Cash\$
Growth (YoY)	17%	0%	-20%	-23%	-6%	
Margin		13.0%	9.2%	6.5%	6.3%	
Margin expansion (YoY)		-210bps	-430bps	-330bps	-160bps	
EPS (Basic)				2.87	2.82	
EPS growth (YoY)				-22.9%	-5.2%	

^ before exceptional items.

\$ Cash and cash equivalents (net of total borrowings) as of 31 December 2024.

\* Group Net Profit (bei) and EPS (bei) growth rates differ on account of higher share of non-controlling interests in the previous year.

# Summary of Group Performance – 9MFY25



₹ 13,010 Cr.

₹ 1,878 Cr.

₹ 1,297 Cr.

₹ 976 Cr.

₹ 938 Cr.

₹ 881 Cr.

	Revenue	EBITDA	PBT (bei)^	Group Net Profit (bei)^	Group Net Profit	Net Cash\$
Growth (YoY)	15%	11%	-14%	-10%	-6%	
Margin		14.4%	10.0%	7.5%	7.2%	
Margin expansion (YoY)		-60bps	-340bps	-210bps	-170bps	
EPS (Basic)				9.95	9.57	
EPS growth (YoY)				-8.4%	-3.8%	

^ before exceptional items.

\$ Cash and cash equivalents (net of total borrowings) as of 31 December 2024.

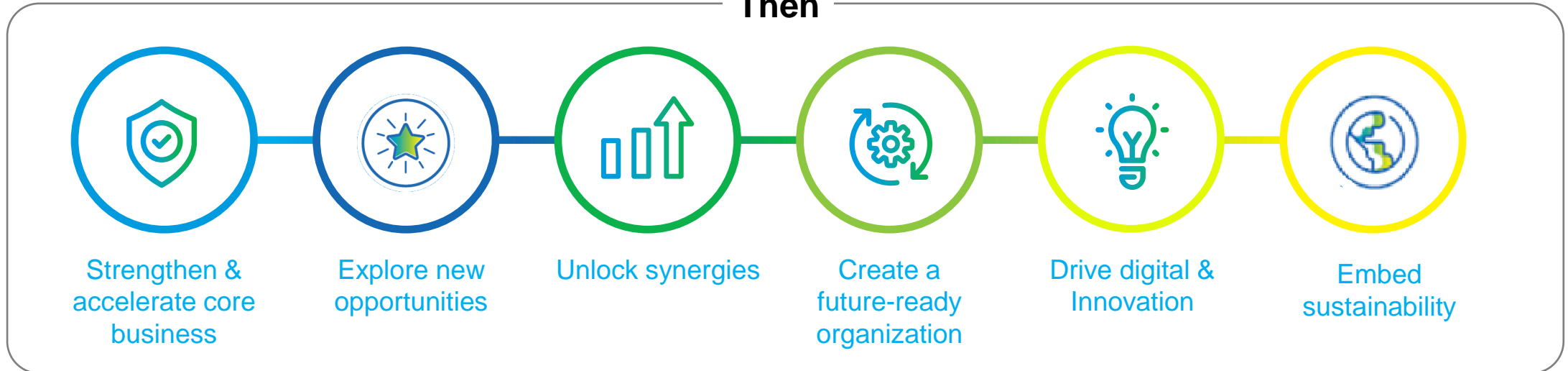
\* Group Net Profit (bei) and EPS (bei) growth rates differ on account of higher share of non-controlling interests in the previous year.

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# Progress against Strategic Priorities

# Refining our Strategic Priorities

## Then



## Now



# India Business – Fueling our brands across platforms



Q3 FY25 A&P-to-Sales\*

6.7%

MAT Market share – Salt



Value +110 bps<sup>1</sup>



MAT Market share – Tea



Value -20 bps<sup>1</sup>



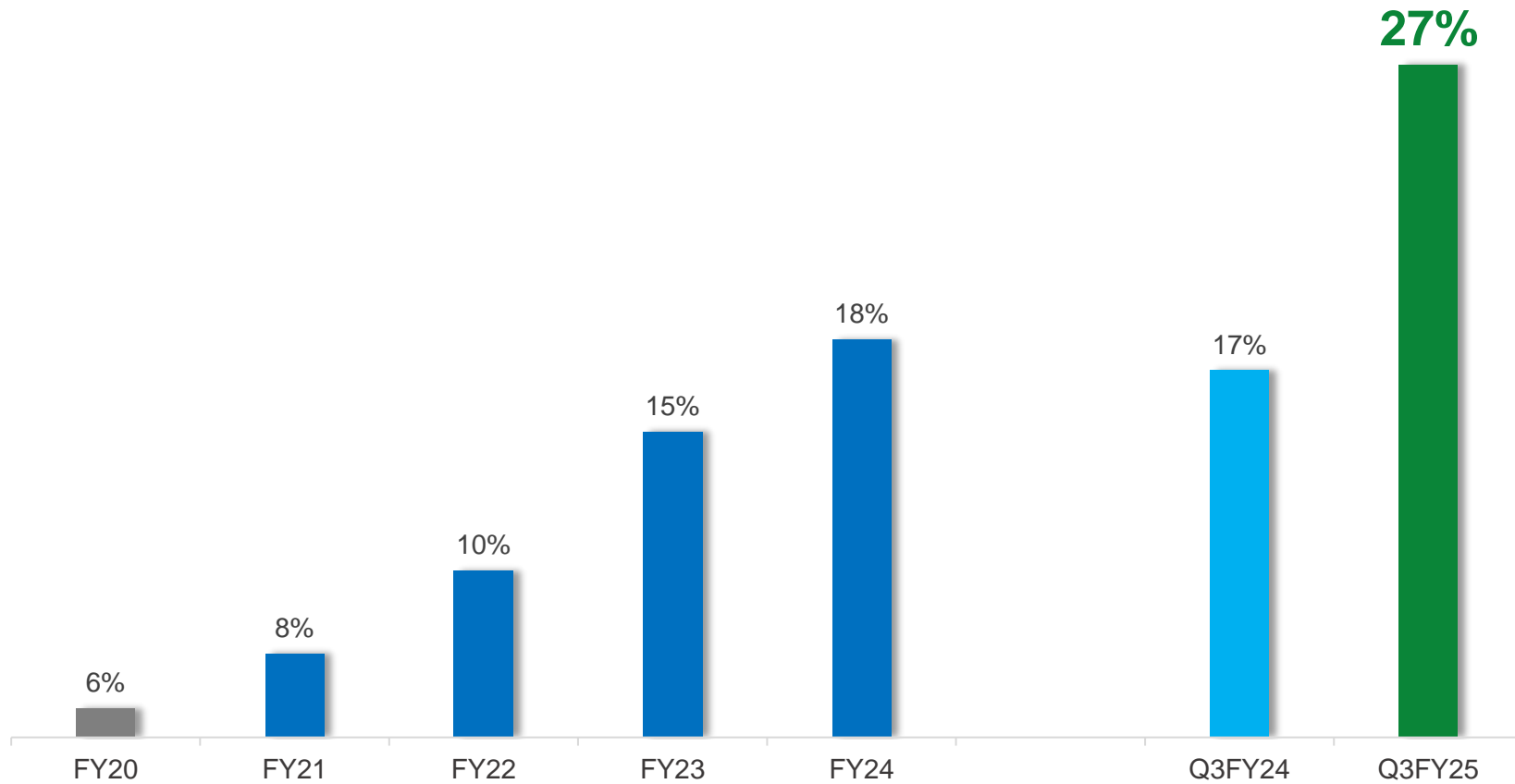
\* India business

<sup>1</sup> Source: Nielsen – MAT basis, Dec'24 vs Dec'23



# 'Growth' businesses – Momentum continues

## Growth Businesses as a % of India Business



Combined YoY revenue growth

Q3FY25



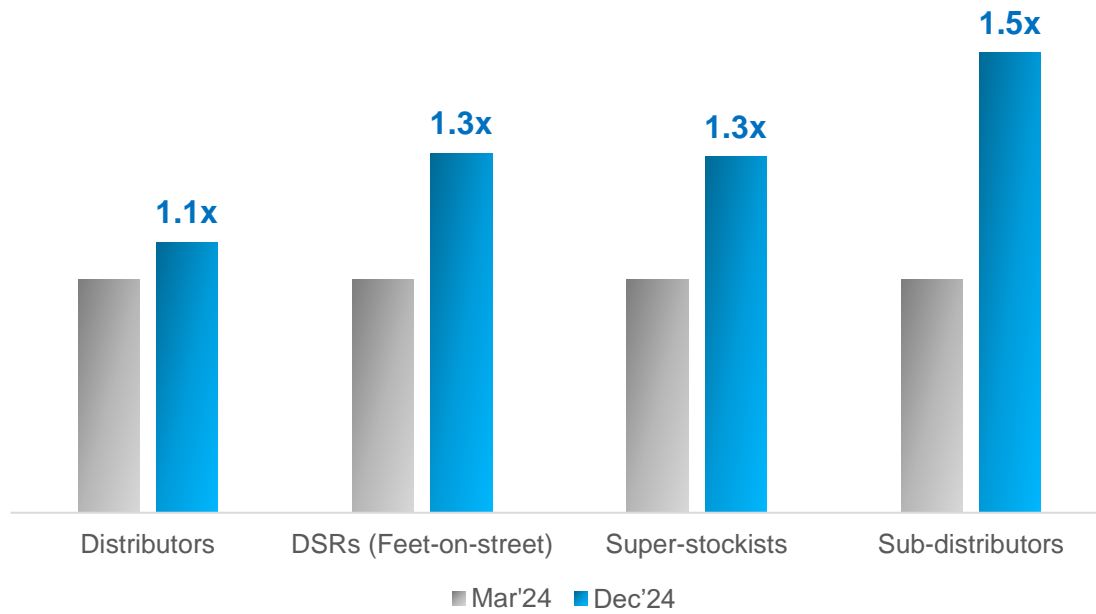
89% [14%]

Includes overseas revenues for Capital Foods and Organic India.  
[ ] denotes organic growth, excluding Capital Foods and Organic India





# Strengthening General Trade & driving channels of the future



## Direct Reach

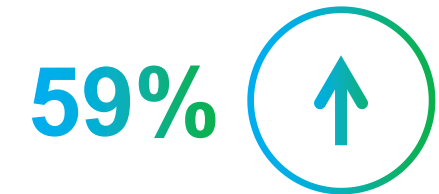


## Modern Trade



Q3FY25 revenue growth\*

## E-commerce



Q3FY25 revenue growth\*



**Split-route scale up:** Significant improvement in range selling.



New **DMS, MAVIC**, implementation across super-stockist network.



**Automatic replenishment** to maximize range selling and optimize Distributor inventory.



**Food Services** and **Pharma channel** rollout progressing as planned.

\*Does not include Capital Foods and Organic India

# Innovating across Convenience, Health & Wellness & Premiumization

## Packaged Beverages



## Ready-to-Drink



## Foods



## Capital Foods





# Striving towards a sustainable future

## Sustainability Ratings

- ✓ Tata Consumer retains its **'A' rating** in **MSCI's** ESG Index for 2024.
- ✓ **Dow Jones Sustainability Index (DJSI)** score for 2024 improves to **65** (out of 100), versus 56 last year.
- ✓ Further improvement in **Sustainalytics'** score.



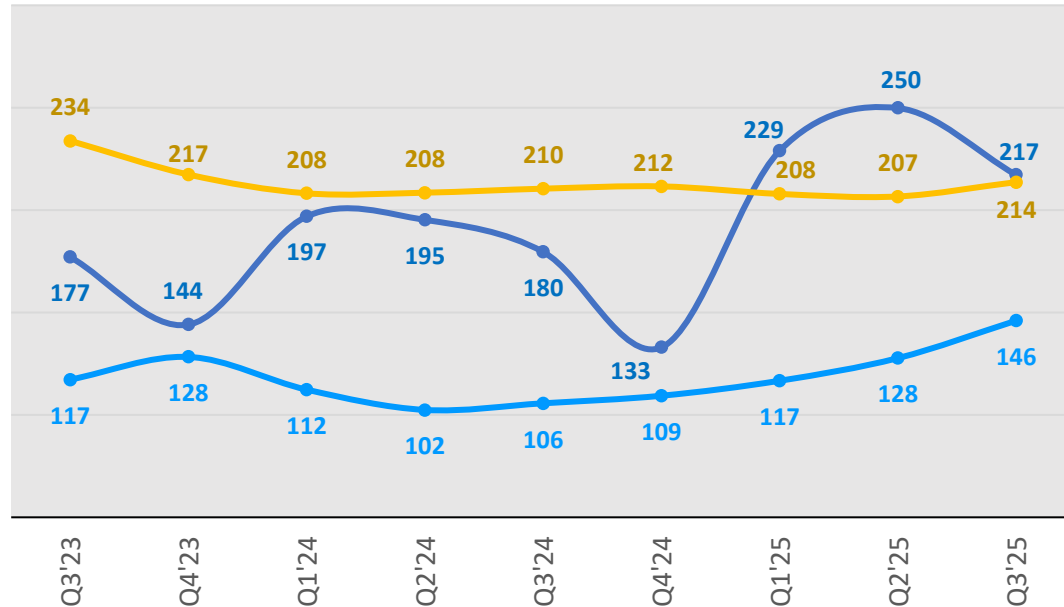
04

# Macro environment

# Key Commodities' movement

## Tea

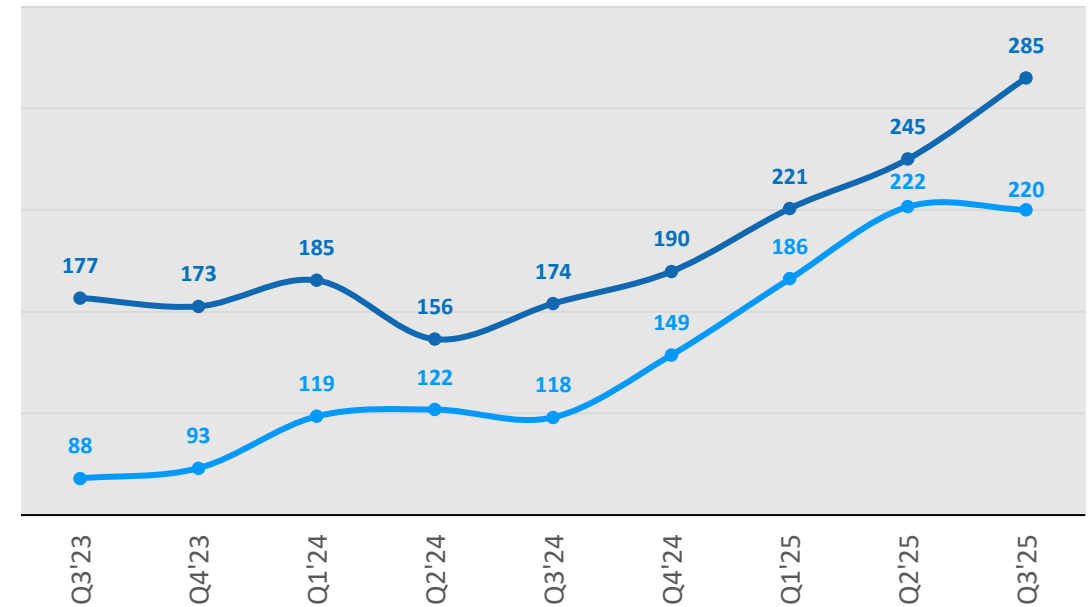
— N. India Tea (INR/kg) — S. India Tea (INR/kg) — Kenya Tea (\$c/kg)



- **North India tea** prices came off the highs towards the end of the plucking season but still remained elevated v/s last year.
- **South India tea** prices were also higher YoY.
- **Kenyan tea** prices remain stable.

## Coffee

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



- Extreme heat and prolonged drought in Brazil's coffee-growing regions have caused Arabica prices to continue their surge.
- Robusta prices remain elevated.
- Averages prices for Q3 were 64%/86% higher YoY for Arabica/Robusta, respectively.



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# Business performance

# India Packaged Beverages



**+10%**  
Net Revenue

**+7%**  
Volume<sup>1</sup>

**-20bps**  
Tea Market Share<sup>2</sup>

## Performance commentary

- Revenue for the quarter grew 10%, with volumes growing 7%,
- Growth was broad-based across segments.
- Calibrated price increases implemented across the tea portfolio.
- Coffee continued its strong trajectory and grew 28% in Q3.

## Other updates

- Tata Tea Premium introduced Tata Tea Premium Care, a flavorful tea enriched with natural ingredients, to drive premiumization.
- Tetley launched a Rs. 2 sachet of Instant Green Tea Ready Mix in select Tier 2 towns to drive category expansion.
- Tata Tea Gold celebrated Durga Puja by bringing alive the 'Art of Kumartuli'
- Chakra Gold launched a special edition *Pushpa 2* pack as part of a comprehensive 360° campaign.

1) Packaged beverages volume growth.

2) Source: Nielsen – MAT basis (value), Dec'24 vs Dec'23.

# India Foods



**+31%**  
Revenue Growth

**+11%**  
Organic Revenue Growth<sup>1</sup>

**+1%**  
Volume Growth<sup>2</sup>

**+110bps**  
Salt Market Share<sup>3</sup>

## Performance commentary

- Salt revenue grew 7% driven by pricing and modest volume growth.
- Value-added salts continued their strong momentum and grew 31%.
- Tata Sampann had another strong quarter, with 23% growth, bringing YTD growth to 28%.
- The dry fruits portfolio has achieved an annualized run-rate (ARR) of over Rs. 100 crs. while Tata Simply Better's cold press oils have achieved an ARR of ~Rs. 50 crs.

## Other updates

- Tata Salt relaunched Sendha+ offering consumers a superior and trusted alternative in mass-premium segment.
- Tata Salt Immuno was awarded the 2024 Breakthrough Innovation Award by NielsenIQ.

1) Organic Revenue Growth excludes Capital Foods. For more details on Capital Foods, refer to slide 25.

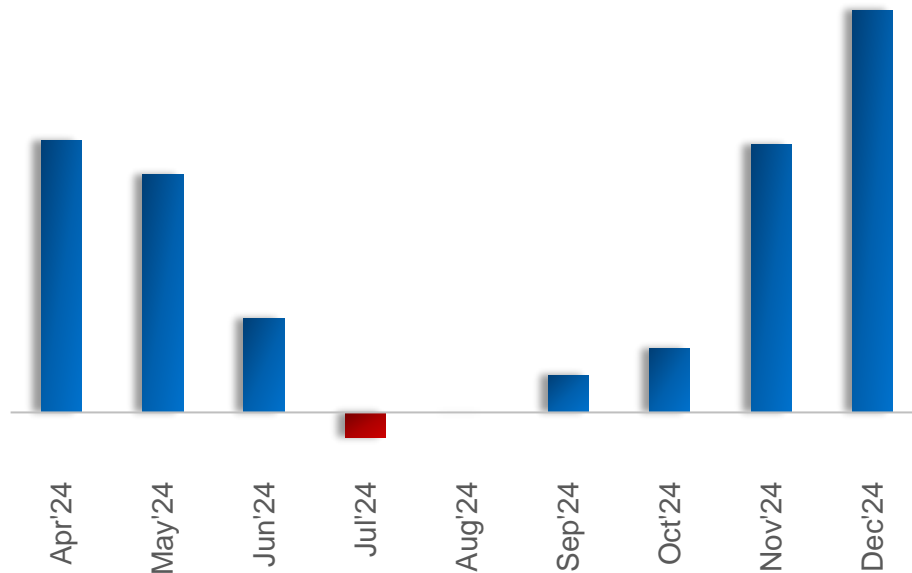
2) Volume growth excludes Capital Foods.

3) Source: Nielsen – MAT basis, Dec'24 vs Dec'23



# Ready-to-Drink (RTD)

RTD Business – YoY Volume Growth



**158Cr**  
Revenue

**+14%**  
Volume growth

**+21%**  
Tata Copper+  
revenue growth

## Performance commentary

- During the quarter, the RTD business recorded a volume growth of 14%, with a notable growth of 39% in December.
- However, revenue for the quarter declined 2% owing to the recalibration of trade pricing.
- The premium business grew 12% in Q3 and contributed to 15% of the total RTD business.
- Tata Copper+ recorded 21% revenue growth, significantly up from the previous quarter.

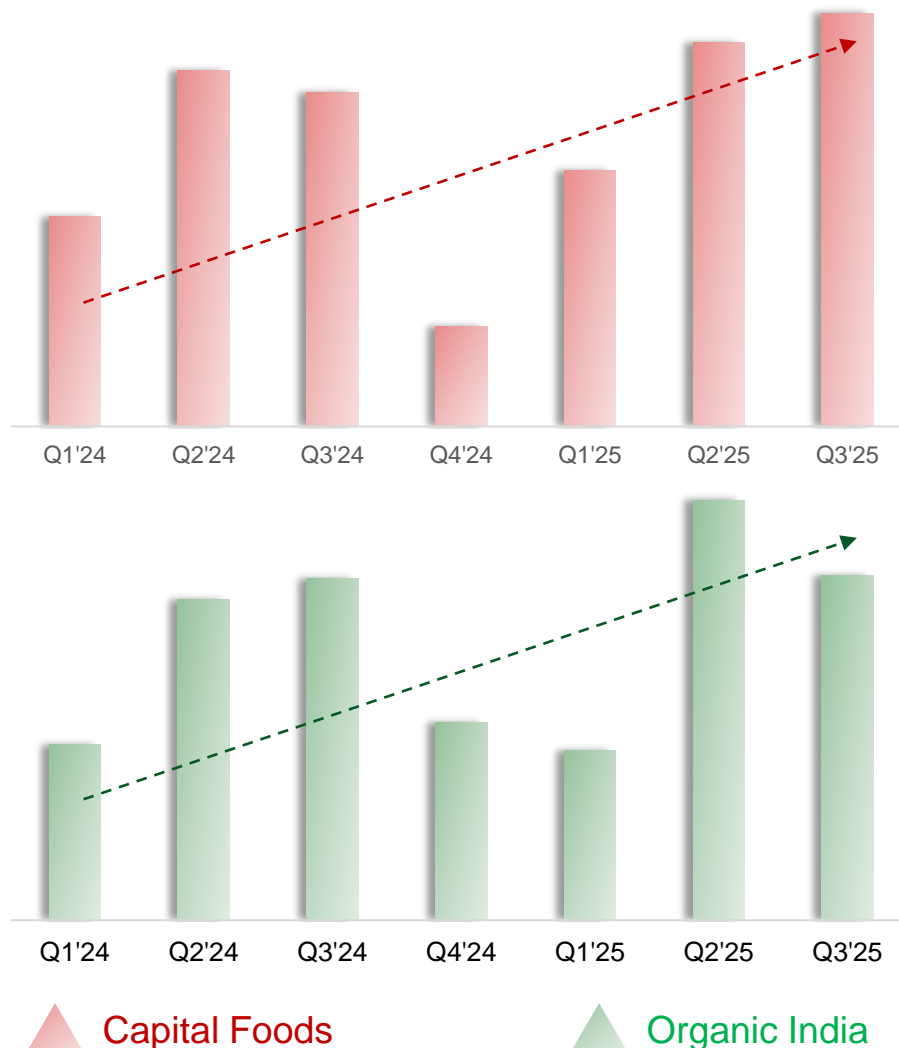
## Other updates

- Innovation momentum continues with the scale up of Tata Coffee Grand cold coffee and launch of TGP Jelly Lychee flavor.
- E-com. including Q-Com, registered a strong volume growth of 42% driven by brand activations and NPDs.



# Capital Foods & Organic India

Quarterly net sales trajectory



## 216Cr

Capital Foods  
Revenue

## 93Cr

Organic India  
Revenue

## 47.3%

Combined Gross  
Margin

## Performance commentary

- Combined 9MFY25 sales for Capital Foods and Organic India crosses Rs. 850 cr.
- **Capital Foods:** The run rate continues to improve with expansion into white spaces and build-up of the Food Services channel.
- **Organic India:** Now listed in all major modern trade banners and pharmacy chains.
- Food Services pilot successful; now being rolled out to 16 cities. Pharma pilot roll out extended to 40 markets.

## Other updates

- Engagement for Capital Foods via top impact properties continues full steam – Saregamapa, Big Boss, Indian Idol, etc.
- Activation of top outlets for Organic India commenced during the quarter with various consumer initiatives.
- **Brand collab:** PepsiCo's Kurkure teams up with Ching's Secret for new Schezwan Chutney variant.

# Non-branded Business



**+8%#**

Revenue Growth



**+2%#**

Solubles  
Revenue

## Performance commentary

- Revenue for the quarter grew 8%# led by strong coffee realizations in the plantations business which grew 36% YoY.
- The solubles business grew 2%# as multi-decadal high coffee prices continued to impact demand.
- EBIT margin for the non-branded business expanded 880bps YoY.

## Other updates

- Arabica and Robusta bean prices remain near their all-time highs; a key monitorable.

# Non-branded business including Vietnam in constant currency terms.

# Tata Starbucks (JV)



**16**  
Net new stores  
opened during the  
quarter

**473**

Total stores

**74**

Cities present



## Performance commentary

- Improving demand trends resulted in an 8% YoY growth in Q3. Sequentially, sales grew 10%.
- Store network expansion continued with 16 new stores (net) during the quarter. Total store count stands at 473 as of Dec'24.
- Expansion in East India was dialed up, with store launches in Patna, Ranchi, Jamshedpur, Bilaspur, and Gangtok.

## Other updates

- Classic Menu Launch: Developed based on insights into Indian taste preferences and consumption patterns. Promising trends observed in initial trials and repeat purchase behaviors.
- The Diwali 360-campaign garnered a media reach of over 40m.
- Monsoon Malabar, a reserve small lot coffee was launched exclusively for the Indian market.

# International operations



## UK

- Revenue for the quarter was flat (reported growth +7%). YTD, the business has grown 7% (reported growth +11%).
- Operating margin for the quarter remained robust.
- Strengthened no. 2 position in the UK.
- Good Earth was listed in Tesco.

Revenue growth

**0%**

Value market share\*  
Everyday black

**20.0%**

Value market share\*  
Fruit & herbal

**9.5%**



## USA

- US coffee continued to accelerate its growth trajectory, up 5%.
- The US tea business registered a growth of 4%.
- Eight O'Clock's Original Blend won an award by Good Housekeeping in the 'Legendary Roast' category.

Coffee revenue growth

**+5%**

Tea revenue growth

**+4%**

Coffee bags  
market share\*

**4.0%**



## Canada

- The Canada business returned to growth this quarter as supply normalized post Tetley's transition to new and improved sustainable packaging.
- Revenue for the quarter grew 5% (+4% reported), with a 21% growth in specialty tea.

Revenue growth

**+5%**

Revenue growth in  
specialty tea

**+21%**

Value market share\*  
(overall tea)

**26.8%**

Note: All numbers in constant currency unless specified

\*Source: Nielsen – MAT basis, Dec'24 vs Dec'23



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# Financial Performance

# Performance Highlights – Q3FY25



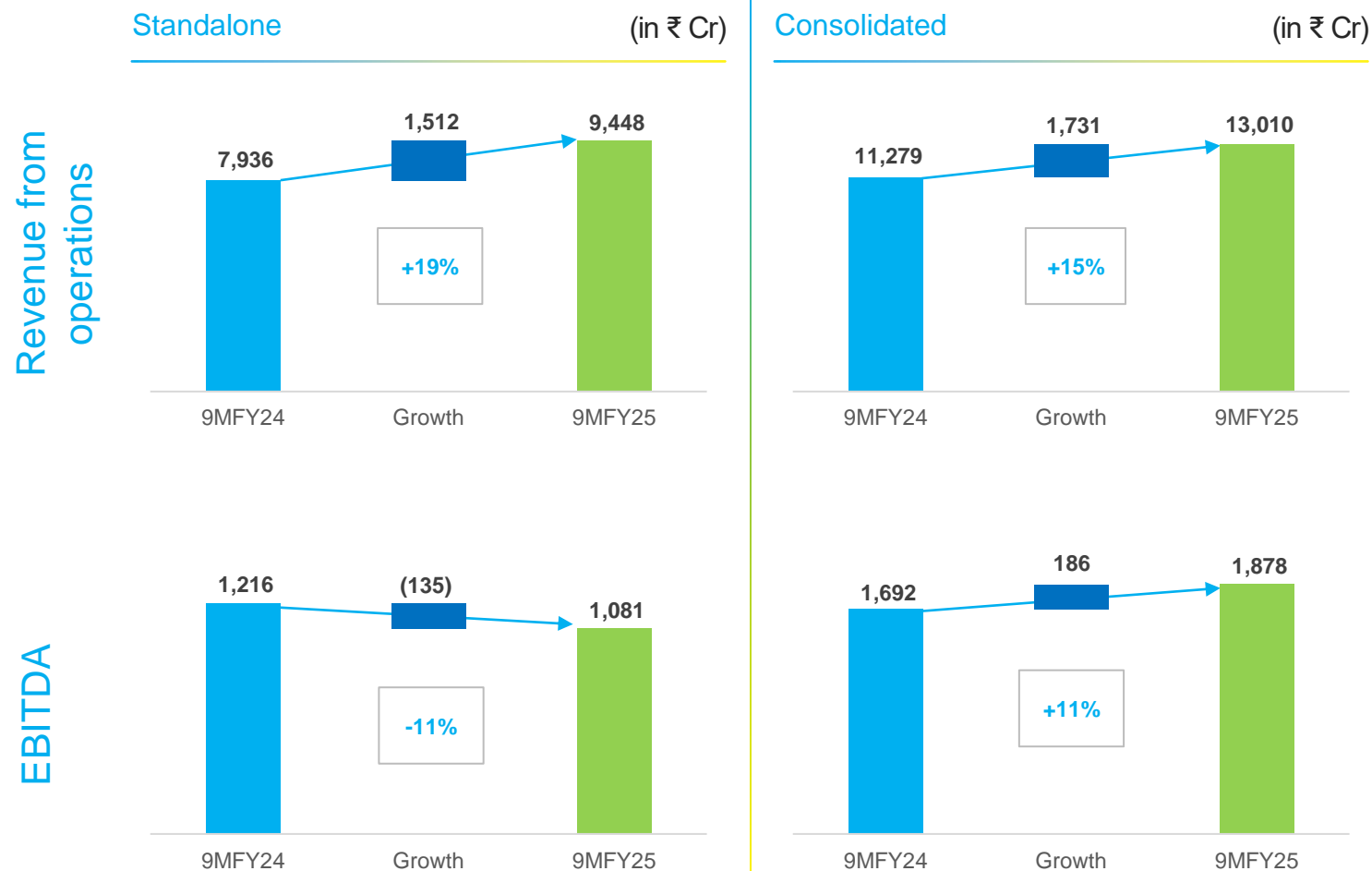
**Consolidated revenue grew 17% (16% in constant currency terms) to Rs 4,444 Crs.**

- **India business** grew 23%. Organically (net of acquisitions), growth was 10%.
- Constant currency (CC) growth in the **international business** was 4%.
- The **non-branded business** grew 8% in CC terms.

**Consolidated EBITDA at Rs 578 Crs. (marginally higher vs PY) with EBITDA margin at 13.0%.**

- The **India business** EBITDA declined 19% YoY with margin contracting 580 bps. Organically, EBITDA declined 34% with margin lower by 680 bps.
- **International business** EBITDA grew 26% (CC) YoY. EBITDA margin was 270 bps higher led by price increases and lower input costs.
- EBITDA for the **non-branded business** grew 67% (CC) with a margin expansion of 860 bps owing to better realizations and fair value gains on inventory.

# Performance Highlights – 9MFY25



**Consolidated revenue grew 15% (15% in constant currency terms) to Rs 13,010 Crs.**

- **India business** grew 18%. Organically (net of acquisitions), growth was 6%.
- Constant currency (CC) growth in the **International business** was 6%.
- **Non-branded business** grew 19% in CC terms.

**Consolidated EBITDA at Rs 1,878 Crs. (+11% YoY) with EBITDA margin at 14.4%.**

- **India business** EBITDA declined by 2% YoY with a margin contraction of 270 bps. Organically, EBITDA declined 17% with a margin contraction of 350 bps.
- **International business** EBITDA grew 34% (CC) YoY. EBITDA margin was 360 bps higher led by price increases and lower input costs.
- **Non-branded business** EBITDA grew 70% (CC) with a margin expansion of 720 bps owing to better realizations and fair value gains on inventory.



# Financials: Consolidated

Quarter ended Dec'24			Profit and Loss statement (all nos. in ₹ Crores)	Year-to-date Dec'24		
Q3FY25	Q3FY24	Change %		9MFY25	9MFY24	Change %
4,444	3,804	17%	Revenue from operations	13,010	11,279	15%
578	576	0%	EBITDA	1,878	1,692	11%
13.0 %	15.1%	%		14.4%	15.0%	
428	490	-13%	EBIT	1,430	1,431	0%
9.6 %	12.9%	%		11.0 %	12.7%	
408	513	-20%	PBT before exceptional items	1,297	1,513	-14%
(6)	(92)		Exceptional items	(50)	(111)	
(102)	(106)		Tax	(274)	(369)	
300	316	-5%	PAT	973	1,033	-6%
6.7 %	8.3%	%		7.5%	9.2 %	
282	302	-6%	Group Net Profit (incl. JVs & Associates)	938	1,003	-6%

Group Net Profit (GNP) for Q3FY25 was Rs 282 Crs, down 6% YoY; GNP (before exceptional items) at Rs 287 Crs, declined 23% YoY.

- ❑ While Group revenues grew 17%, EBITDA remained flat as tea cost inflation led to a contraction in operating margins.
- ❑ EBIT declined 13% given a higher amortization charge related to the acquisition of Capital Foods and Organic India.
- ❑ PBT(bei) declined 20% owing to higher interest costs.

Group Net Profit (GNP) for 9MFY25 was down by 6% YoY; GNP (before exceptional items) at Rs 976 Crs, declined 10% YoY.

- ❑ EBITDA grew 11% as higher revenues and improved margins for the international and non-branded businesses were offset by a contraction in India business margins.
- ❑ EBIT was flat given a higher amortization charge related to the acquisition of Capital Foods and Organic India.
- ❑ PBT(bei) declined 14% owing to higher interest costs.

# Financials: Standalone

Quarter ended Dec'24			Profit and Loss statement (all nos. in ₹ Crores)	Year-to-date Dec'24		
Q3FY25	Q3FY24	Change %		9MFY25	9MFY24	Change %
3,200	2,629	22%	Revenue from operations	9,448	7,936	19%
326	425	-23%	EBITDA	1,081	1,216	-11%
10.2%	16.2%	%		11.4%	15.3%	
272	371	-27%	EBIT	920	1,049	-12%
8.5%	14.1%	%		9.7%	13.2%	
640	396	62%	PBT before exceptional items	1,169	1,133	3%
-	(15)		Exceptional items	(25)	(35)	
(70)	(95)		Tax	(167)	(293)	
570	285	100%	PAT	978	805	22%

## Standalone net profit for Q3FY25 at Rs 570 Crs, grew 100%.

- EBITDA declined 23% despite a 22% growth in revenues as operating margins were impacted by tea cost inflation.
- PBT (bei) however, increased 62% led by higher dividend income from subsidiaries (TCP UK and TCP Capital), partly offset by higher interest costs.
- The effective tax rate for the quarter was lower YoY due to the receipt of non-taxable dividends from subsidiaries.

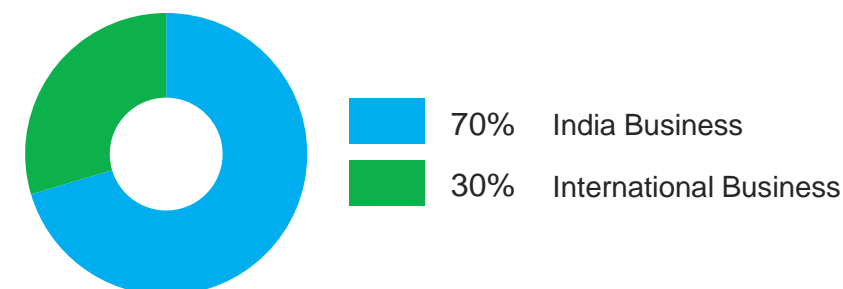
## Standalone net profit for 9MFY25 at Rs 978 Crs, grew 22%.

- EBITDA declined 11% despite a 19% growth in revenues as operating margins were impacted by tea cost inflation.
- PBT (bei) increased by 3%, driven by higher dividend income from subsidiaries (TCP UK and TCP Capital). This was partially offset by increased interest costs due to bridge financing for acquisitions and working capital borrowings.
- The effective tax rate for the period was lower YoY on account of a one-time credit on the merger of wholly-owned subsidiaries coupled with the receipt of non-taxable dividends from subsidiaries.

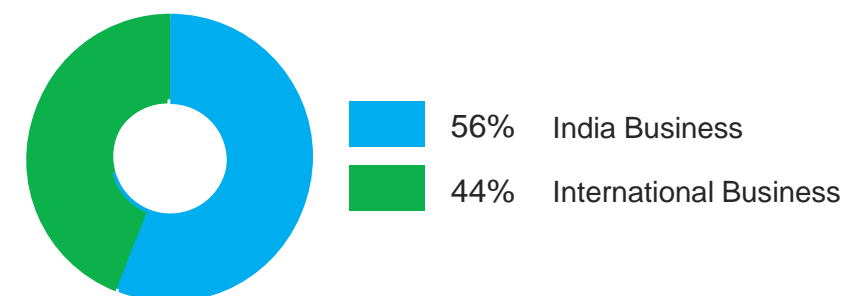
# Segment-wise Performance Q3FY25

Particulars	Segment Revenue			Segment Results		
	Q3 FY25	Q3 FY24	Change	Q3 FY25	Q3 FY24	Change
₹ Cr						
India Business	2,834	2,375	19%	210	368	-43%
International Business*	1,192	1,028	16%	167	109	53%
<b>Total Branded Business</b>	<b>4,026</b>	<b>3,403</b>	<b>18%</b>	<b>377</b>	<b>477</b>	<b>-21%</b>
Non-branded Business	446	411	9%	93	49	89%
Others / Unallocated items	(29)	(10)		(68)	(105)	
<b>Total</b>	<b>4,444</b>	<b>3,804</b>	<b>17%</b>	<b>402</b>	<b>422</b>	<b>-5%</b>

## Revenue – Branded business



## Segment Results – Branded business

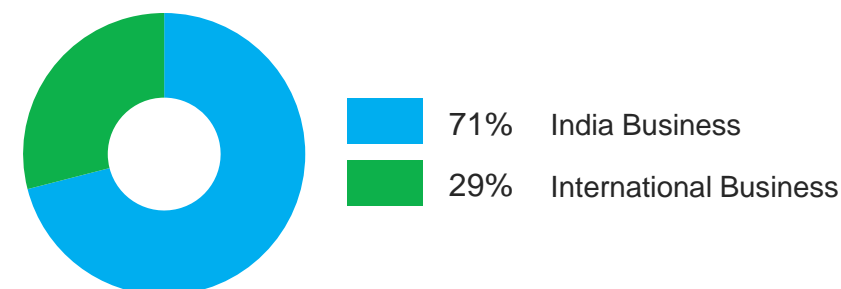


\*International business includes the export sales of Capital Foods and Organic India worth Rs. 85 crs.

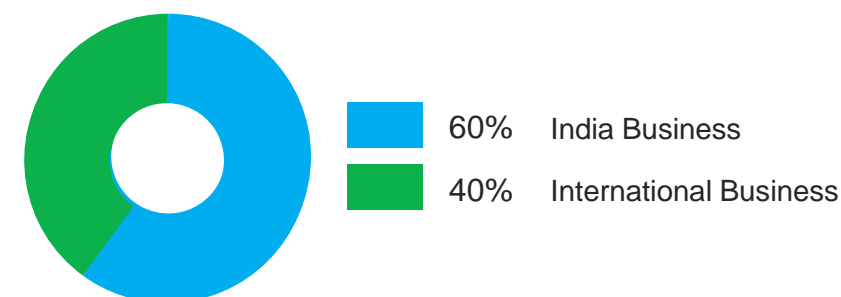
# Segment-wise Performance 9MFY25

Particulars	Segment Revenue			Segment Results		
	9M FY25	9M FY24	Change	9M FY25	9M FY24	Change
₹ Cr						
India Business	8,304	7,257	14%	779	1,028	-24%
International Business*	3,355	2,873	17%	509	320	59%
<b>Total Branded Business</b>	<b>11,659</b>	<b>10,130</b>	<b>15%</b>	<b>1,289</b>	<b>1,348</b>	<b>-4%</b>
Non-branded Business	1,409	1,176	20%	295	156	89%
Others / Unallocated items	(58)	(27)		(337)	(102)	
<b>Total</b>	<b>13,010</b>	<b>11,279</b>	<b>15%</b>	<b>1,247</b>	<b>1,402</b>	<b>-11%</b>

## Revenue – Branded business



## Segment Results – Branded business



\*International business includes the export sales of Capital Foods and Organic India worth Rs. 244 crs.



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# Closing remarks

# To conclude

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- Continue to prioritize a longer-term competitive market position in the India tea business. As a result, the India packaged beverages business delivered robust double-digit growth backed by strong volume growth – a multi quarter high.
- EBITDA margin was impacted by tea cost inflation; Assuming normative India tea margins (same as Q3FY24), the consolidated EBITDA margin for the quarter would have expanded 75-100 bps.
- India foods, International, and non-branded businesses delivered another strong quarter of topline and market share.
- The trade pricing interventions in the RTD business revived volume growth with a strong sequential improvement month-on-month.
- Having stabilized the Capital Foods and Organic India businesses, the focus shifts to accelerating growth with innovations, food services and pharma channels.
- Tata Starbucks witnessed improved growth, and new initiatives are showing promise.





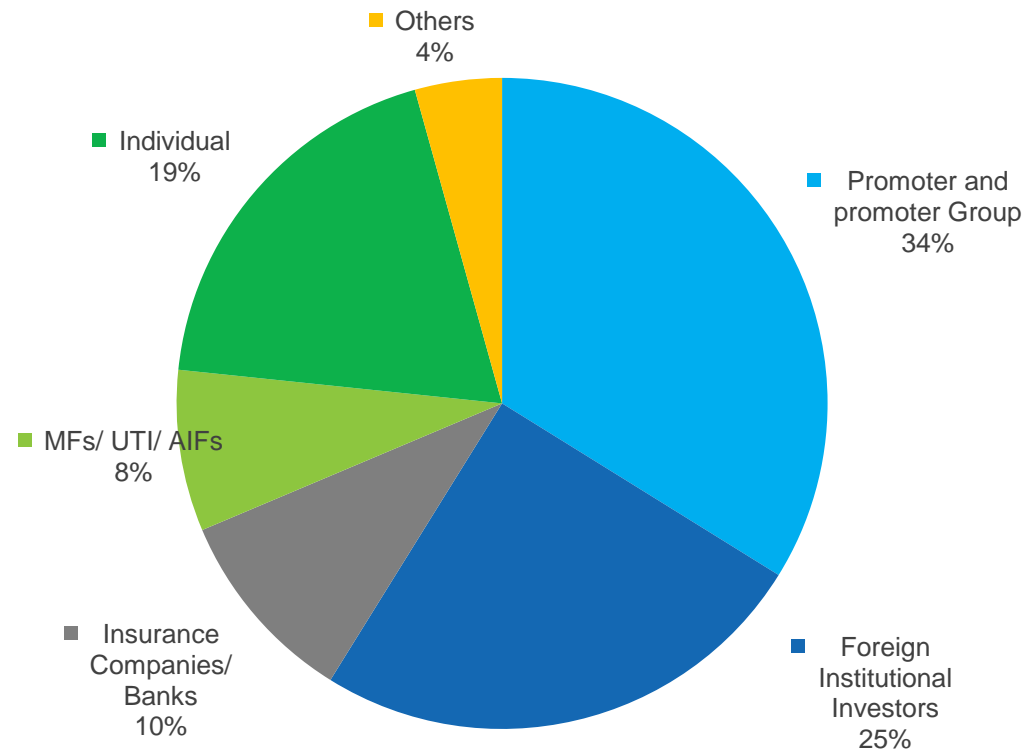
08

Other



# Shareholding information

## Pattern as on 31<sup>st</sup> December 2024



## Stock data

BSE Ticker	500800
NSE Ticker	TATACONSUM
Market Capitalization (Dec 31, 2024)	₹ 905.1 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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