



May 8, 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 Audited Financial Results and Statements for the quarter and year ended March 31, 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 Audited Financial Results and Statements of the Company for the quarter and year ended March 31, 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**  
**Company Secretary & Compliance Officer**  
**Membership No.: ACS 73704**

*Encl.: as above*

**TATA CONSUMER PRODUCTS LIMITED**

11/13 Botawala Building 1<sup>st</sup> 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

# Investor Presentation

For the quarter ended March 2026

**TATA** CONSUMER PRODUCTS

8<sup>th</sup> May 2026

A decorative graphic at the bottom of the slide, featuring a wavy, multi-colored band in shades of yellow, green, and blue, with a pattern of small white dots scattered across it.

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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01

Executive summary

02

Performance overview

03

Progress against strategic priorities

04

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05

Business performance

06

Financial performance

07

Other

# 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



₹ 20.3k crore consolidated revenue in FY26 with a market cap of ~₹100k\* Cr



Reach of 290mn households in India and distribute to 4.5mn 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> March 2026.

# Does not include plantation workers

# Executive Summary

- ❑ **Consolidated revenue** grew 18% in Q4FY26, with the India business delivering 16% underlying volume growth (UVG). FY26 revenue increased 15% with an India business UVG of 13%.
- ❑ **India Tea** volumes grew 4%, with revenue marginally declining as the benefit of lower input costs was passed on to consumers. FY26 revenue grew 6%.
- ❑ **Salt** delivered 12% revenue growth in Q4, rounding off a standout year with 14% growth.
- ❑ **'Growth' businesses** crossed the **₹4,000 crore revenue milestone** for the year, growing 24% in FY26. Q4FY26 growth was 33%.
  - **Tata Sampann** recorded strong momentum, growing 69% in Q4 and 46% in FY26.
  - **RTD** continued its strong performance with 23% revenue growth in Q4 and 10% growth in FY26.
  - **Capital Foods and Organic India** together grew 8% in Q4; with domestic business growing 15% but Exports declining 9% owing to geopolitical disruptions. For the full year, combined revenue grew 12%.
- ❑ **International business**<sup>1</sup> maintained a strong trajectory, delivering 11% constant-currency (CC) growth in Q4, led by the US Coffee business; FY26 growth stood at 9% (CC).
- ❑ **Non-branded business** growth accelerated to 41% (CC) in Q4; bringing FY26 growth to 23% (CC), while maintaining healthy profitability.
- ❑ **Consolidated EBITDA** grew 27% in Q4, with margin expanding 100 bps to 14.6%; FY26 EBITDA grew 12% with margin at 13.9%
- ❑ **Consolidated working capital (WC) days** improved to 21 days in FY26 from 26 days last year; The India business had a negative 2 days of WC.
- ❑ **Innovation-to-sales** stood at 4.5% in FY26, with **80 new product launches** during the year.
- ❑ A dividend of Rs. 10 per share has been recommended for the year.

<sup>1</sup> Does not include the export revenues of Capital Foods and Organic India.

02

# Performance Overview

# Key Businesses Snapshot – Q4FY26

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
<b>Revenue</b>	<b>1,615</b>	<b>1,766</b>	<b>1,336</b>	<b>714</b>	<b>5,434</b>
Revenue growth	4%	21%	21%	43%	18%
<i>Constant currency growth</i>			11%	41%	15%

## Key Brands



### Notes:

- India Beverages includes Packaged Beverages, Ready-to-Drink (RTD), and Organic India revenues (including overseas revenue).
- India Foods Includes Salt, Tata Sampann, Tata Soufull, and Capital Foods revenues (including overseas revenue).
- International includes International Tea and US Coffee businesses.
- Non-Branded includes solubles and plantations businesses.
- Consolidated revenue after Inter-segment eliminations.
- 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 – FY26

In ₹ Cr (unless specified)	India Beverages	India Foods	International	Non-Branded	Consolidated
<b>Revenue</b>	<b>6,467</b>	<b>6,588</b>	<b>4,885</b>	<b>2,387</b>	<b>20,290</b>
Revenue growth	8%	18%	16%	25%	15%
<i>Constant currency growth</i>			9%	23%	13%

## Key Brands



### Notes:

- India Beverages includes Packaged Beverages, Ready-to-Drink (RTD), and Organic India revenues (including overseas revenue).
- India Foods Includes Salt, Tata Sampann, Tata Soufull, and Capital Foods revenues (including overseas revenue).
- International includes International Tea and US Coffee businesses.
- Non-Branded includes solubles and plantations businesses.
- Consolidated revenue after Inter-segment eliminations.
- 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 – Q4FY26



₹ 5,434 Cr.

₹ 796 Cr.

₹ 641 Cr.

₹ 415 Cr.

₹ 424 Cr.

₹ 2,978 Cr.

	Revenue	EBITDA	PBT (bei <sup>^</sup> )	Group Net Profit (bei <sup>^</sup> )	Group Net Profit	Net Cash <sup>\$</sup>
Growth (YoY)	18%	27%	32%	48%	22%	
Margin		14.6%	11.8%	7.6%	7.8%	
<i>Margin expansion (YoY)</i>		+100bps	+130bps	+150bps	+20bps	
EPS (Basic)				4.14	4.24	
EPS growth (YoY)				+48%	+22%	
Adjusted EPS*				4.57	4.67	

<sup>^</sup> before exceptional items.

<sup>\$</sup> Cash and cash equivalents (net of total borrowings) as of 31 March 2026.

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

# Summary of Group Performance – FY26



₹ 20,290 Cr.

₹ 2,815 Cr.

₹ 2,193 Cr.

₹ 1,552 Cr.

₹ 1,547 Cr.

₹ 2,978 Cr.

	Revenue	EBITDA	PBT (bei <sup>^</sup> )	Group Net Profit (bei <sup>^</sup> )	Group Net Profit	Net Cash <sup>\$</sup>
Growth (YoY)	15%	+12%	23%	24%	20%	
Margin		13.9%	10.8%	7.6%	7.6%	
<i>Margin expansion (YoY)</i>		<i>-30bps</i>	<i>+70bps</i>	<i>+50bps</i>	<i>+30bps</i>	
EPS (Basic)				15.64	15.59	
EPS growth (YoY)				+23%	+19%	
Adjusted EPS*				17.35	17.30	

<sup>^</sup> before exceptional items.

<sup>\$</sup> Cash and cash equivalents (net of total borrowings) as of 31 March 2026.

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



03

# Progress against Strategic Priorities

# Strategic Priorities



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



A&P-to-Sales*	
Q4FY26	FY26
5.9%	6.7%



MAT Market share – Salt



Value +100 bps<sup>1</sup>



MAT Market share – Tea



Value -50 bps<sup>1</sup>

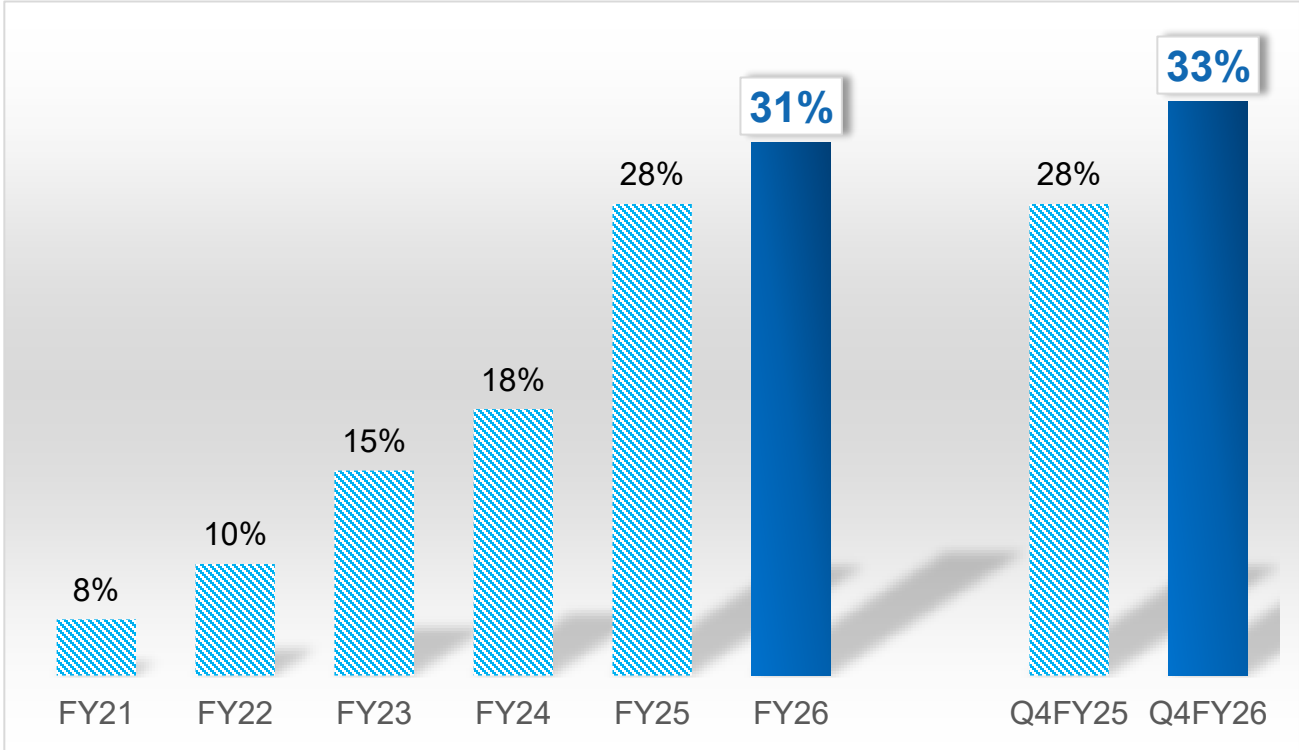


\* India business  
<sup>1</sup> Source: Nielsen – MAT basis, Mar'26 vs Mar'25



# 'Growth' Businesses – ₹4,000 crs+ revenue in FY 2026

## Growth Businesses as a % of India Business








Includes export revenues for Capital Foods and Organic India.



# GTM Strategy Update

**Strategic Objective:** To ensure more focus on 'Growth' businesses in Tea and Salt dominant markets

Model 1 (28 cities)		Model 2 (64 cities)		Model 3 (17 cities)
	+			
Salt Distributor		Non-salt Distributor		
			+	
		Core Distributor		Growth Distributor
				
				Common Distributor

## Guiding Principles

- |   |  |   |
|---|--|---|
| <ul style="list-style-type: none"> <li>➤ High salt contribution</li> <li>➤ High wholesale contribution</li> <li>➤ High salt market share</li> </ul> | <ul style="list-style-type: none"> <li>➤ High salt and tea contribution</li> <li>➤ High salt and tea market share</li> </ul> | <ul style="list-style-type: none"> <li>➤ All other markets</li> </ul> |
|---|--|---|

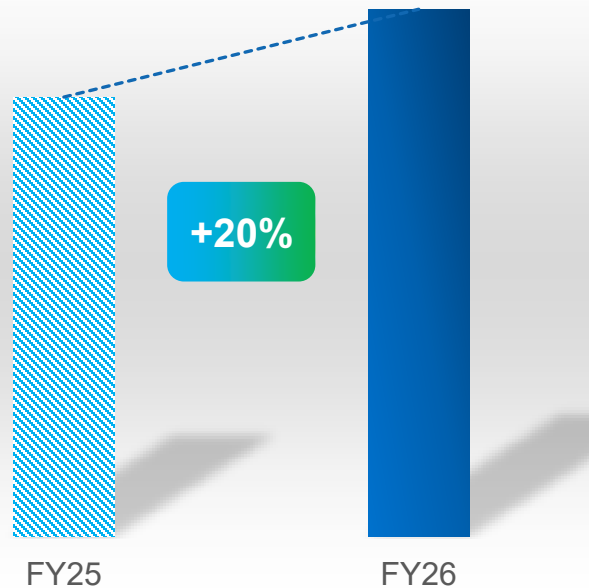
Pan-India roll out completed in 3 months' time, Dec'25-Feb'26

- 189 new Distributors onboarded and 356 existing Distributors transitioned to the new GTM model.
- ~25,000 beats optimized through geo-tagging of outlets across 4,100 sales representatives.
- Promising early signs across multiple performance metrics.

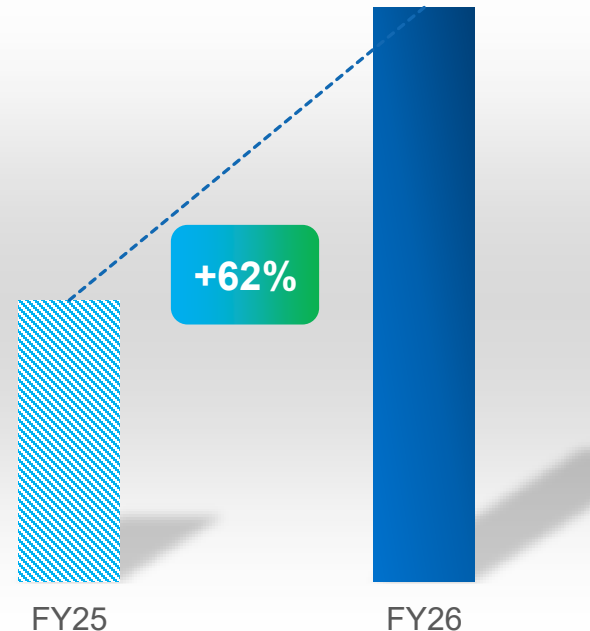


# Embracing Channels of the Future and Creating New Channels

## Modern Trade\*



## E-com + Q-com\*



## Emerging Channels\*

### Channel

### Q4'26 exit ARR



Food Services

~Rs. 170 Crs.



Vending

~Rs. 100 Crs.



Pharmacy

~Rs. 30 Crs.

15%

19%

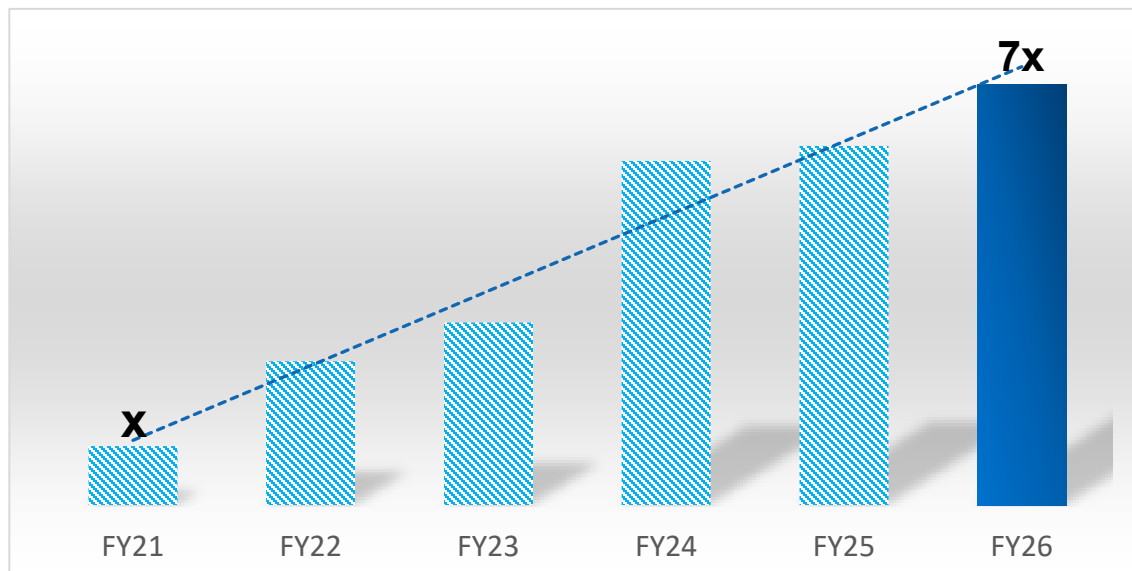
India business salience, FY26\*

\*Does not include RTD.

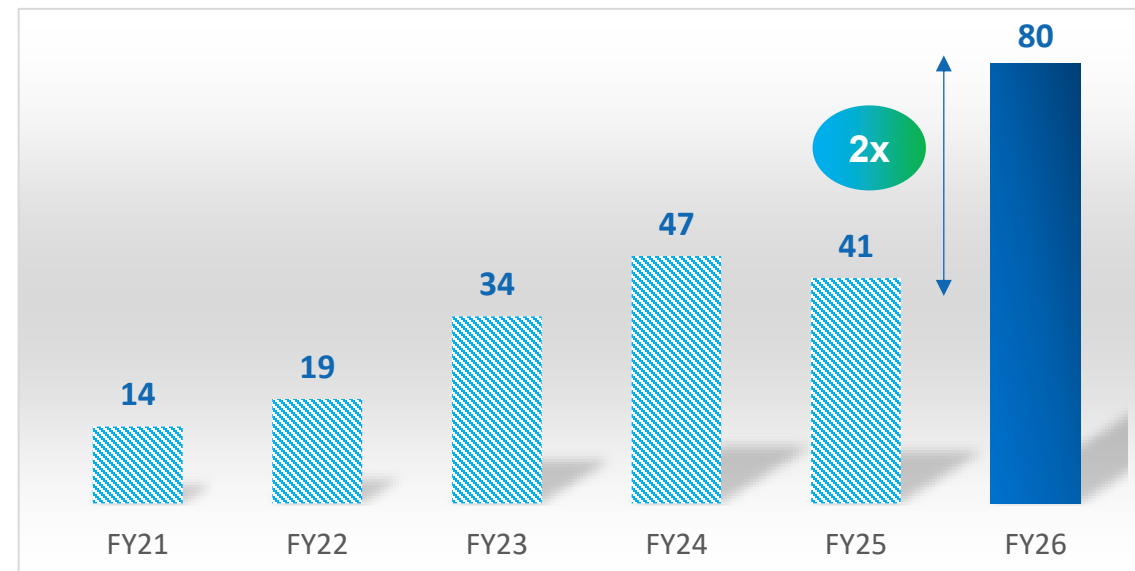


# Best-in-Class Innovation-to-Sales Ratio of 4.5% in FY 2026

## Innovation Revenue



## New Product Launches



- **Innovation-led growth:** Innovation revenue scaled 7x since FY21.
- **Acceleration in innovation velocity:** The first 100 launches took 4 years; the next 100 were delivered in 2 years.
- **Industry-leading i2S** at 4.5%, up 3x since FY21; consistently best-in-class since FY24.
- **Sharper launch cadence:** One launch every week in FY26, versus one launch per month in FY21.



# 80 New Products launched in FY 2026

## Health & Wellness



## Convenience



## Premiumization





# Sustainability Leadership



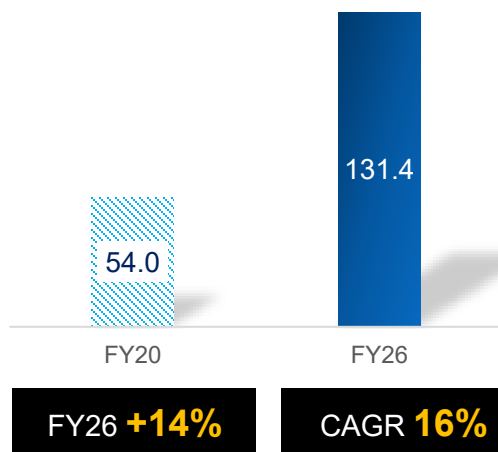
Featured in the **S&P Global Sustainability Yearbook** for the second consecutive year, with a Corporate Sustainability Assessment (CSA) score of 73/100.



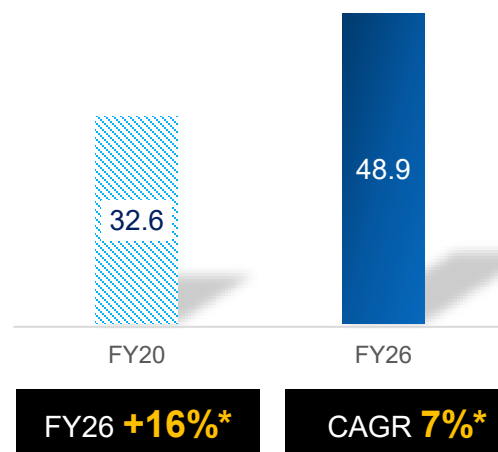
Ranked among the **Top 3 companies** by BW Businessworld in India's Top 60 Most Sustainable Companies (IMSC) 2024–25 for the second consecutive year.

# Progress since TCPL's formation: Driving Consistent Profitable Growth

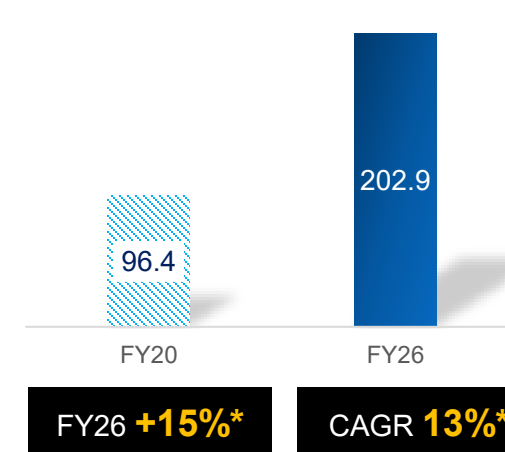
Revenue – India



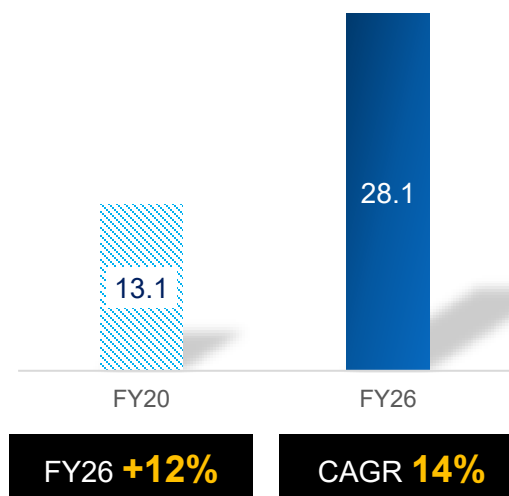
Revenue – International



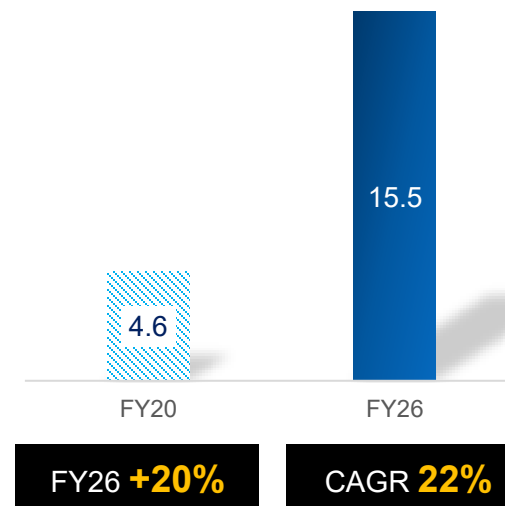
Revenue – Consolidated



Consolidated EBITDA

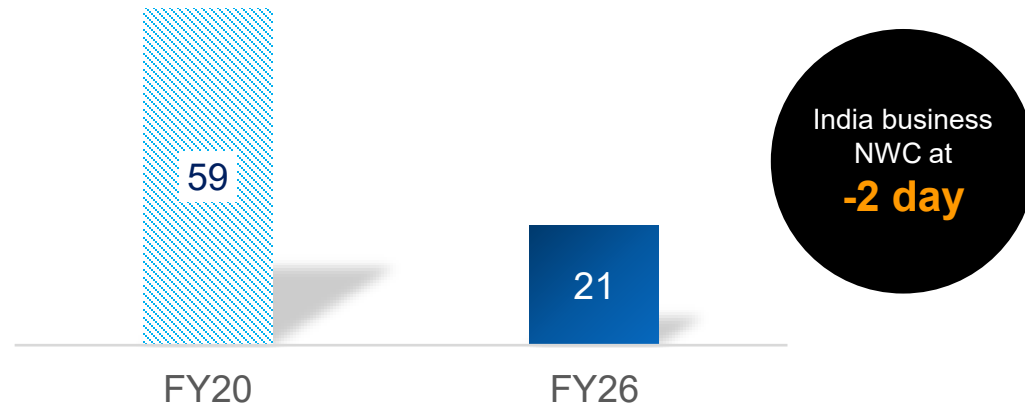


Group Net Profit

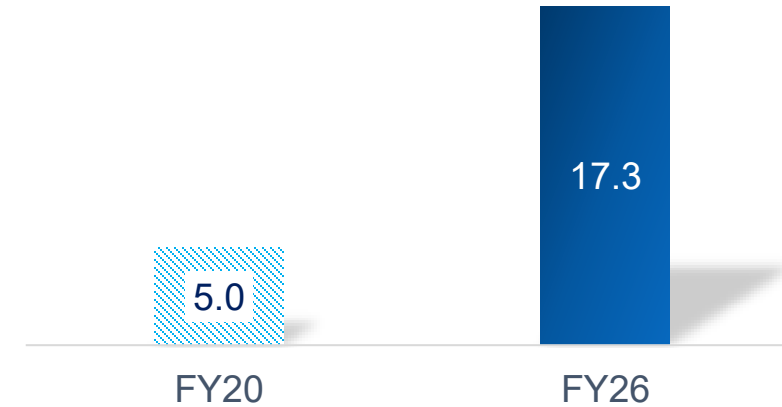


# Delivering efficiencies while enhancing shareholder returns

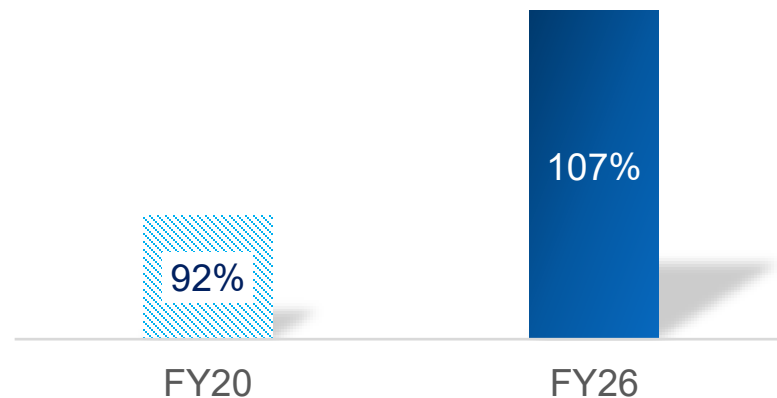
## Net working capital (NWC) days



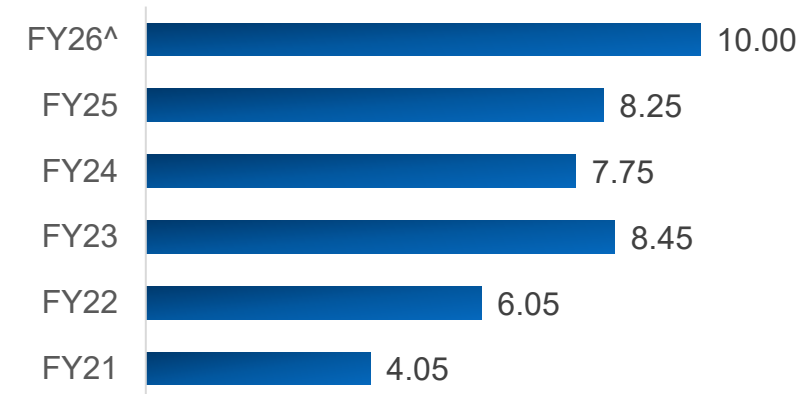
## Adjusted EPS\*



## Free cash flow to EBITDA



## Steady dividends (Rs. per share)



<sup>^</sup>Recommended dividend

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



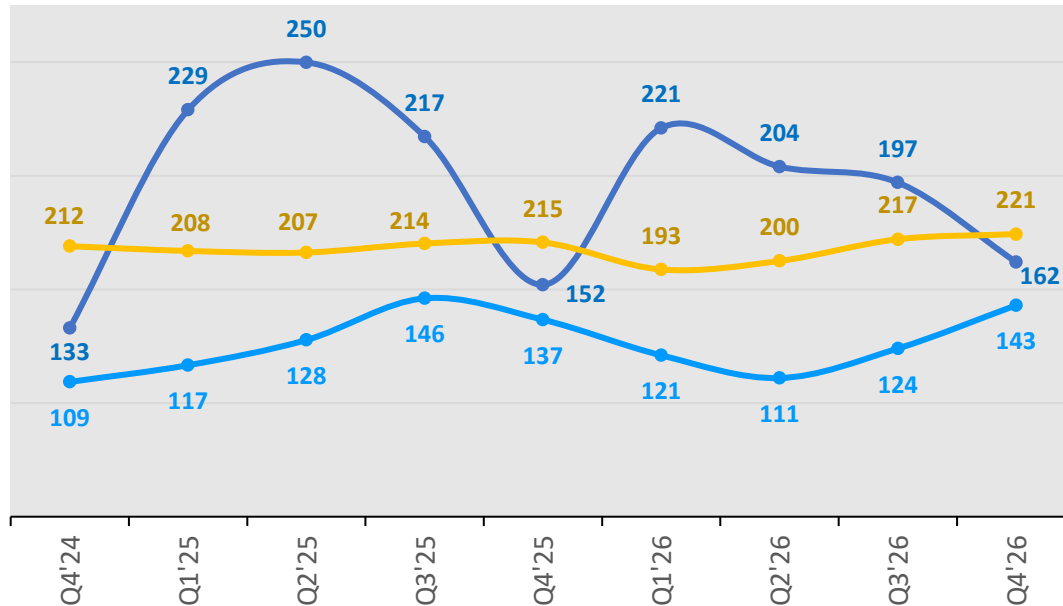
04

# Macro environment

# Key Commodities' movement

## Tea

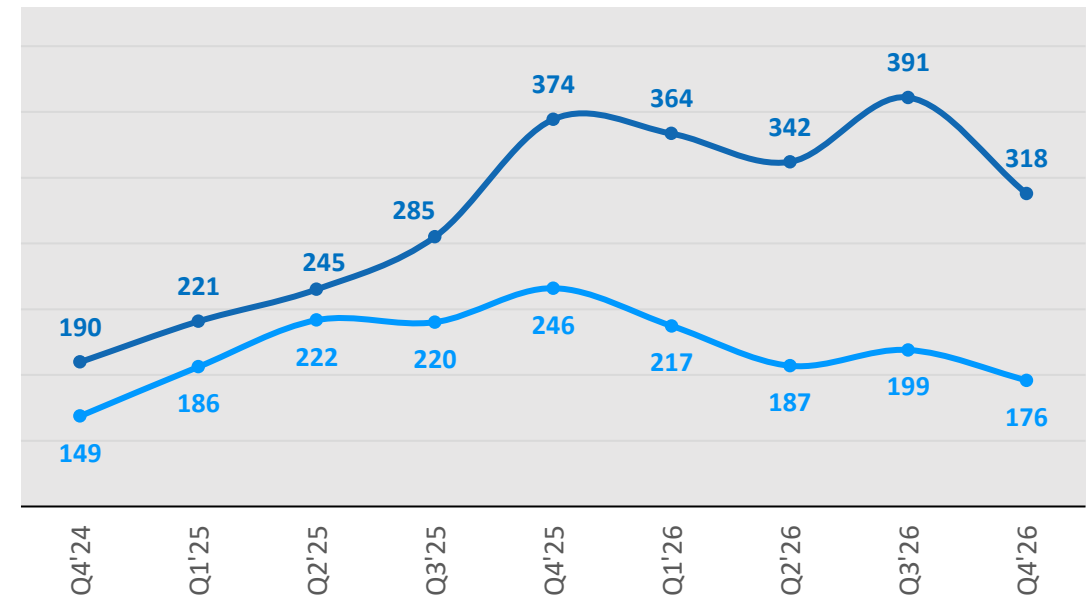
— N. India Tea (INR/kg) — S. India Tea (INR/kg) — Kenya Tea (\$c/kg)



- **Tea prices** in North India moderated in Q4FY26 as they witnessed a seasonal correction post earlier peaks. South India prices firmed up sequentially.
- **Kenyan tea** prices continued to remain largely rangebound, with a marginal uptick towards the end of the quarter.

## Coffee

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



- **Arabica** prices moderated sharply in Q4FY26 owing to improved Brazil crop/weather expectations and better supply visibility.
- **Robusta** prices softened sequentially with average prices for Q4FY26 at an 8-quarter low.



05

# Business performance

# India Packaged Beverages



**-1%**  
Net Revenue

**+4%**  
Volume

**-50bps**  
Tea Market Share<sup>1</sup>

## Performance commentary

- Q4FY26: Volumes were up 4%, revenue down 1% driven by price cuts in line with commodity deflation.
- FY26: Volumes grew 3%, with revenue up 6% for the full year. The India Packaged Beverages business crossed the Rs. 5,000 crs. revenue milestone during the year.
- Tata Tea Gold delivered a 10% volume growth in FY26 while Regional brands also delivered a healthy momentum for the year.
- Coffee revenues grew 20% in Q4 and 43% in FY26.

## Other updates

- Tata Tea Agni expanded Agni *Extra Josh* into more markets.
- Launched summer-led premixes across brands: Tata Tea Gold Iced Tea, Tetley Matcha Latte, and Tata Coffee Cold Coffee.

1) Source: Nielsen – MAT basis (value), Mar'26 vs Mar'25.

# India Foods



**+21%**  
Net Revenue

**+15%**  
Volume

**+100bps**  
Salt Market Share<sup>1</sup>

## Performance commentary

- India Foods delivered strong growth, up 21% in Q4 and 18% in FY26, overtaking Beverages to become the largest business segment.
- Salt revenue grew 14% in FY26 to cross Rs. 4,000 crore, supported by double-digit volume growth. Q4FY26 saw a volume growth of 13% and revenue growth of 12%.
- Sampann continued exceptional momentum, growing 69% in Q4, with broad-based contribution across categories.
- Full-year Sampann growth reached 46%, driven by strong execution and continued NPD traction.

## Other updates

- Tata Sampann secured two Gold awards (Best Performance Marketing, Best Use of YouTube) and a Bronze at the AFAQS DGIES Awards, reflecting strong, digital-first brand execution.
- Launched 'Lo-Sodium' Rock Salt with 15% lower sodium, supporting premiumisation and a heart-healthy positioning.
- Expanded into protein snacking with Protein Crunch Makhana and Hi-Protein Edamame, to cater to young, health-conscious consumers.



# Ready-to-Drink (RTD)



## 260Cr

Net revenue

## +23%

Net Revenue

## +28%

Volume

## Performance commentary

- RTD beverages delivered strong momentum for the third consecutive quarter, recording 28% volume growth and 23% value growth.
- For FY26, RTD volumes grew 20% with revenue growth of 10%.
- Tata Copper Plus continues to scale, growing 33% in Q4 and 26% in FY26.
- Innovation and NPDs continue to gain traction, progressively contributing to growth across categories.

## Other updates

- Rolled out three differentiated campaigns across Tata Gluco Plus, Himalayan and Cold Coffee, using technology-enabled formats to improve engagement effectiveness.
- Expanded the Cold Coffee portfolio across flavors, price points and pack formats to drive penetration.
- Entered the electrolyte beverages category with small-pack launches, targeting affordability, trial and high-frequency consumption occasions.

# Capital Foods & Organic India



## 213Cr

Capital Foods  
Revenue

## 135Cr

Organic India  
Revenue

## 47%

Combined Gross  
Margin

## Performance commentary

- Organic India delivered another strong quarter, growing 24%, taking FY26 growth to 28%.
- Capital Foods had a softer quarter due to export disruption from geopolitical developments. Full year growth was 5%.
- The combined domestic business grew 15% in Q4 and 13% in FY26, while the combined export business declined 9% in Q4 due to geopolitical disruptions but reported a 10% growth for the full year.
- Combined gross margin at 47% for Q4 and 48% for FY26 continues to remain significantly accretive to the base India businesses.

## Other updates

- Capital Foods' (India) innovation-to-sales remained strong at 7% in FY26, reflecting sustained focus on NPD growth.
- Ching's Secret expanded its portfolio with the launch of Manchurian and Schezwan Cup Noodles, strengthening presence in convenient, snacking formats aimed at high-frequency consumption occasions.
- Expanded the wellness portfolio with new Organic India "Advance" formulations, strengthening presence in herbal supplements.



# Non-branded Business



**+41%#**  
Revenue Growth



**+43%#**  
Solubles  
Revenue

## Performance commentary

- Revenue for the quarter grew 41% in CC terms, continuing a strong run for the business. For the full year, the non-branded business grew 23% CC.
- In Q4, the Solubles business grew 43%#. Growth was led by higher volumes in the coffee solubles business.
- Plantations revenue recorded a growth of 28% in Q4FY26 led by higher volumes.
- Profitability for the business continues to remain in a healthy, sustainable range.

# Constant currency terms.

# Tata Starbucks (JV)



## 23

Net new stores  
opened during the  
year

## 502

Total stores

## 80

Cities present

## Performance commentary

- Delivered 7% revenue growth in FY26, with strong operating leverage driving double-digit YoY EBITDA growth.
- Q4 sales growth at 7% YoY with a third consecutive quarter of positive same store sales growth (SSSG). Full-year SSSG also turned positive.
- Expanded the network with 23 net new store openings during the year.

## Other updates

- Built a differentiated “Everyday Choices Made Better” platform, with Protein Cold Foam and zero-added-sugar syrups scaling strongly.
- Advanced beverage customization, with hot beverages now served with zero/low/regular sugar options.
- Strengthened the premium footprint with the launch of the second Reserve store in Gurugram
- Continued focus on people and culture. Recognized among Top 15 Retail Workplaces, 2026 and Top 100 Women Workplaces (fourth year), including Avatar Hall of Fame recognition.

# International operations



## UK

- UK returned to growth in Q4 as revenue grew 3%, supported by strong execution and improved promotional effectiveness.
- Sequential market share improvement in the last 12 weeks ended Mar'26.
- Good Earth outperformed its category, continuing to gain share.

Revenue growth

**3%**

Value market share\*  
Everyday black

**18.5%**

Value market share\*  
Fruit & herbal

**10.2%**



## USA

- The US business delivered 24% YoY growth in Q4, driven by pricing actions. For the year, the US grew at 23%.
- Eight O'Clock sustained strong share gains in Q4, growing at more than double the category rate.
- Sixth consecutive quarter of market share gain for Eight O'Clock.

Revenue growth

**+24%**

Coffee bags  
market share\*

**4.3%**



## Canada

- Revenue grew 7% YoY, driven by higher Specialty volumes, supported by targeted interventions.
- Q4 market share improved by 1.3%, the highest among peers.
- Tetley emerged as the fastest-growing major brand in herbal tea<sup>^</sup>.

Revenue growth

**+7%**

Revenue growth in  
specialty tea

**+8%**

Value market share\*  
(overall tea)

**25.1%**

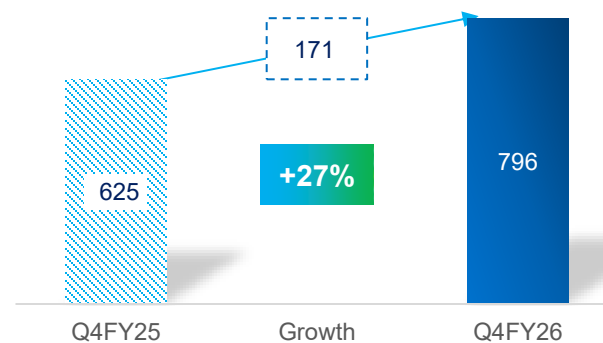
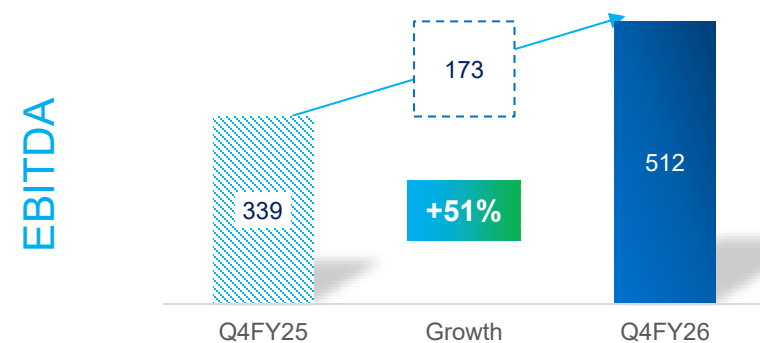
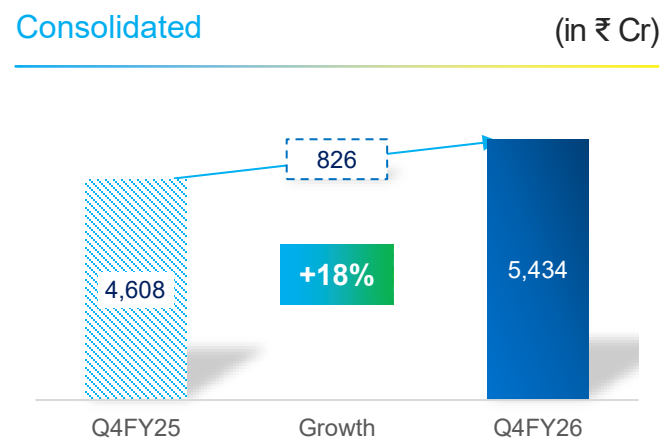
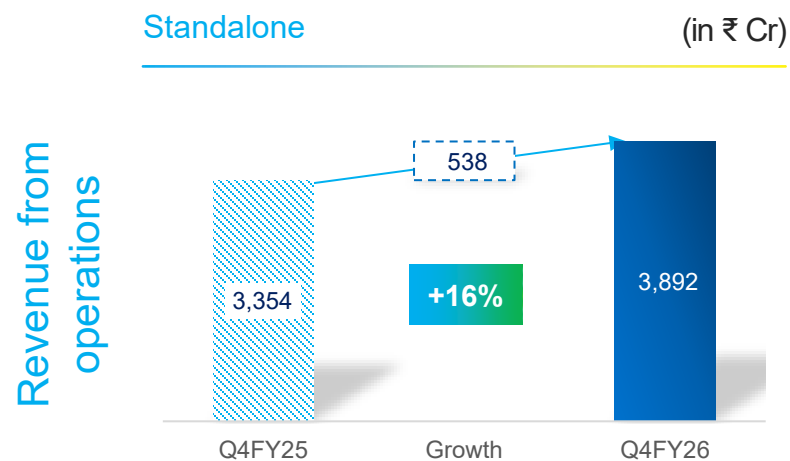
Note: All numbers in constant currency unless specified.  
\*Source: Nielsen – MAT basis (Value), Mar'26 vs Mar'25.  
^Source: Nielsen IQ Latest 12/13 Weeks to 21 Mar'26.



06

# Financial Performance

# Performance Highlights – Q4FY26



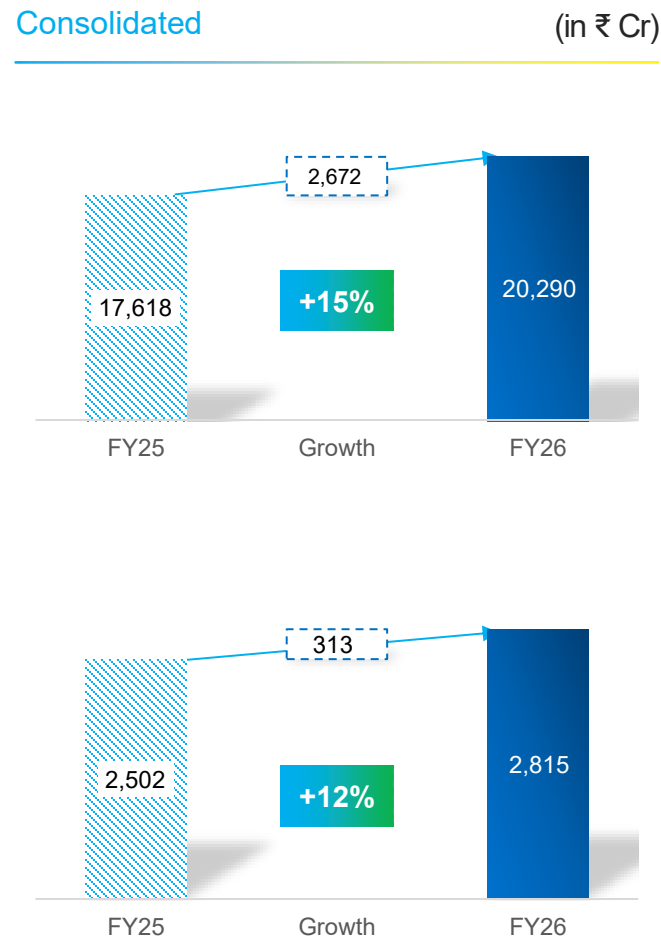
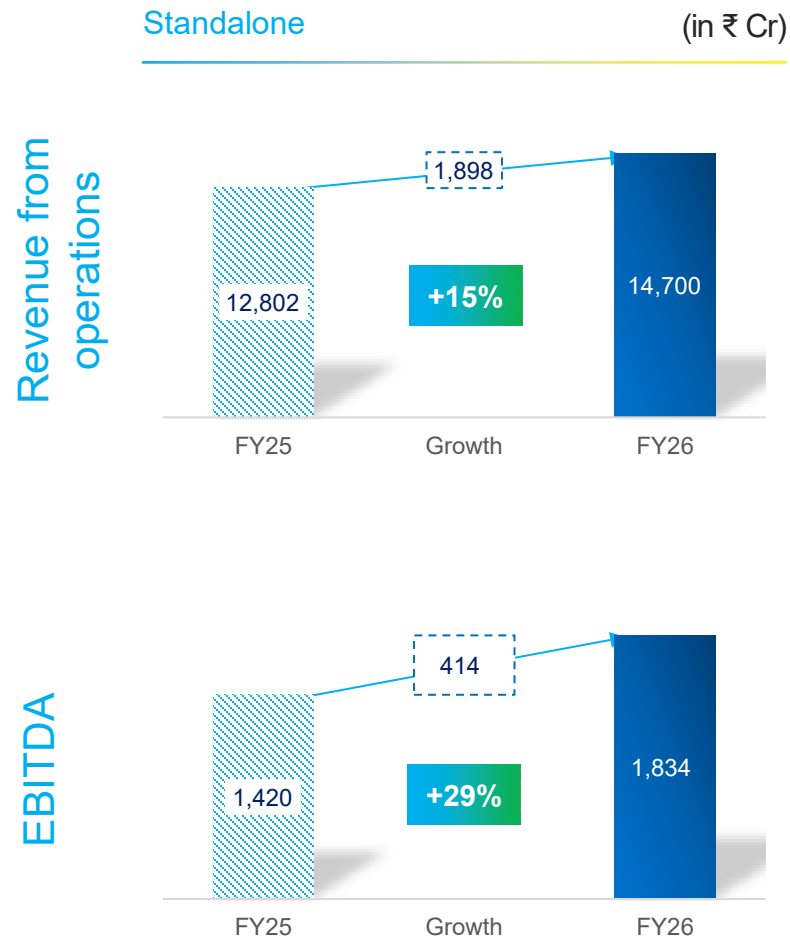
Consolidated revenue grew 18% YoY (15% in constant currency terms) to Rs 5,434 Crs.

- ❑ India revenue grew 13% YoY.
- ❑ International revenue grew 11% (CC) YoY.
- ❑ Non-branded revenue grew 41% (CC) YoY.

Consolidated EBITDA rose 27% YoY to Rs 796 Crs; margin expanded to 14.6%.

- ❑ India EBITDA grew 57% YoY with +470 bps margin expansion.
- ❑ International EBITDA declined 6% (CC) YoY; margin 220 bps lower, driven by gross margin pressure.
- ❑ Non-branded EBITDA declined 29% (CC) with margin contracting 1,280 bps due to reversal of prior-year fair value benefits.

# Performance Highlights – FY26



Consolidated revenue grew 15% YoY (13% in constant currency terms) to Rs 20,290 Crs.

- ❑ India grew 14% YoY.
- ❑ International grew 9% (CC) YoY.
- ❑ Non-branded grew 23% (CC) YoY.

Consolidated EBITDA increased 12% YoY to Rs 2,815 Crs; margin at 13.9%.

- ❑ India EBITDA grew 32% YoY with +210 bps margin expansion.
- ❑ International EBITDA declined 10% (CC) YoY; margin contracted 280 bps driven by gross margin pressure.
- ❑ Non-branded EBITDA declined 27% (CC); margin down 1,010 bps due to reversal of prior-year fair value benefits.

# Financials: Consolidated

Quarter ended Mar'26			Profit and Loss statement (all nos. in ₹ Crores)	FY 2025-26		
Q4FY26	Q4FY25	Change %		FY26	FY25	Change %
5,434	4,608	18%	Revenue from operations	20,290	17,618	15%
796	625	27%	EBITDA	2,815	2,502	12%
14.6%	13.6%	%		13.9%	14.2%	
631	471	34%	EBIT	2,188	1,902	15%
11.6%	10.2%	%		10.8%	10.8%	
641	484	32%	PBT before exceptional items	2,193	1,782	23%
3	45		Exceptional items	(20)	(5)	
(153)	(123)		Tax	(535)	(396)	
491	407	21%	PAT	1,638	1,380	19%
9.0%	8.8%	%		8.1%	7.8%	
424	349	22%	Group Net Profit (incl. JVs & Associates)	1,547	1,287	20%

Group Net Profit (GNP) for Q4FY26 was Rs 424 Crs, up 22% YoY; GNP (before exceptional items) at Rs 415 Crs was 48% higher YoY.

- ❑ Group revenues grew 18% led by improvements across segments.
- ❑ EBITDA increased 27% led by strong performance in the India businesses.
- ❑ PBT before exceptional items was 32% higher owing to higher operating profit in the current quarter.

Group Net Profit (GNP) for FY26 was 20% higher YoY; GNP (before exceptional items) at Rs 1,552 Crs was up 24% YoY.

- ❑ Revenue growth of 15% with growth across business segments.
- ❑ EBITDA grew 12% led by growth in the India business even as the International business and Non-branded business delivered softer gross margin.
- ❑ PBT before exceptional items grew 23% owing to lower interest costs in FY26.

# Financials: Standalone

Quarter ended Mar'26			Profit and Loss statement (all nos. in ₹ Crores)	FY 2025-26		
Q4FY26	Q4FY25	Change %		FY26	FY25	Change %
3,892	3,354	16%	Revenue from operations	14,700	12,802	15%
512	339	51%	EBITDA	1,834	1,420	29%
13.2%	10.1%	%		12.5%	11.1%	
451	284	59%	EBIT	1,605	1,204	33%
11.6%	8.5%	%		10.9%	9.4%	
456	279	64%	PBT before exceptional items	2,063	1,448	42%
(35)	80		Exceptional items	(16)	55	
(106)	(82)		Tax	(411)	(248)	
315	277	14%	PAT	1,635	1,255	30%

## Standalone net profit for Q4FY26 grew 14% at Rs 315 Crs.

- ❑ EBITDA grew 51% YoY, with margin expansion driven by tapering tea cost inflation.
- ❑ PBT before exceptional items increased 64% YoY, supported by higher EBIT and higher other income in the quarter.
- ❑ Effective tax rate was higher YoY, as prior-year ETR benefited from higher tax-neutral exceptional gains.

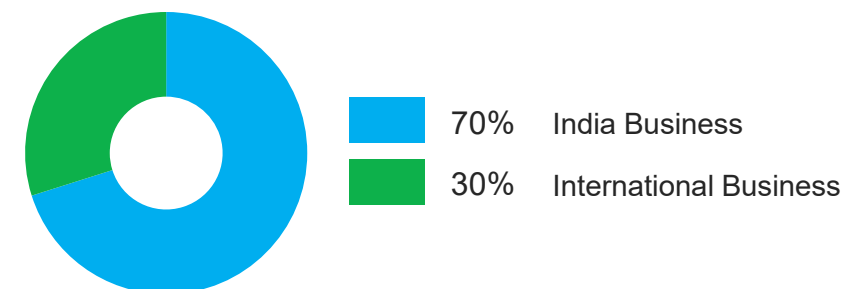
## Standalone net profit for FY26 was Rs 1,635 Cr, up 30% YoY.

- ❑ EBITDA grew 29% YoY, driven by higher revenue and margin improvement with deflation in tea cost.
- ❑ PBT before exceptional items increased 42% YoY, supported by higher EBIT and lower interest cost.
- ❑ Effective tax rate was higher YoY, as FY25 benefited from a one-time merger-related tax credit and higher tax-neutral exceptional gains.

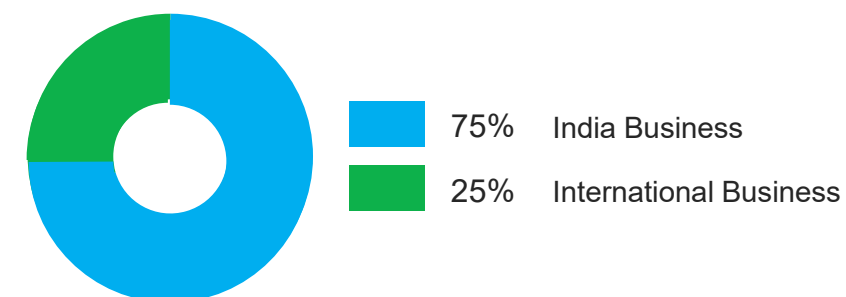
# Segment-wise Performance Q4FY26

Particulars	Segment Revenue			Segment Results		
	Q4 FY26	Q4 FY25	Change	Q4 FY26	Q4 FY25	Change
₹ Cr						
India Business	3,328	2,937	13%	454	242	88%
International Business	1,418	1,194	19%	152	157	-4%
<b>Total Branded Business</b>	<b>4,746</b>	<b>4,130</b>	<b>15%</b>	<b>606</b>	<b>399</b>	<b>52%</b>
Non Branded Business	714	501	43%	74	112	-33%
Others / Unallocated items	(27)	(23)		(36)	19	
<b>Total</b>	<b>5,434</b>	<b>4,608</b>	<b>18%</b>	<b>644</b>	<b>530</b>	<b>22%</b>

## Revenue – Branded business



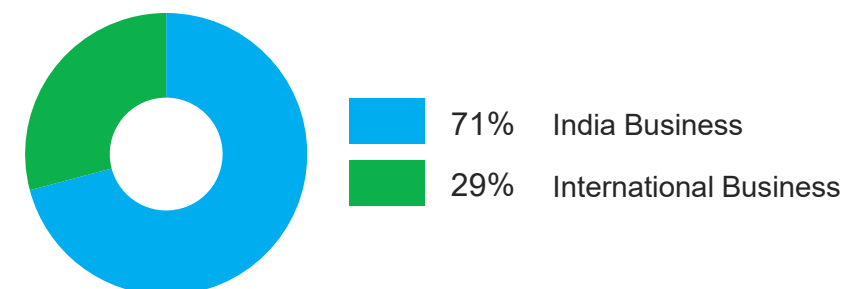
## Segment Results – Branded business



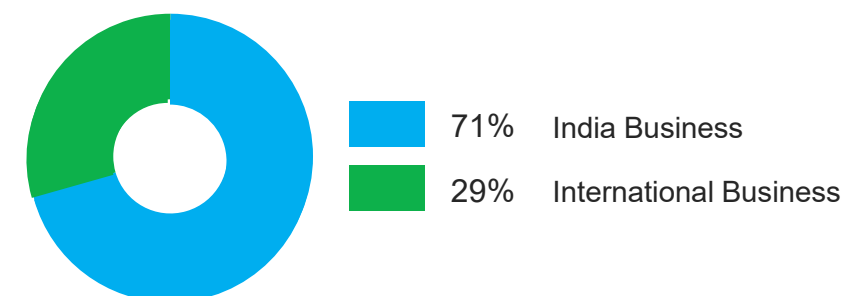
# Segment-wise Performance FY26

Particulars	Segment Revenue			Segment Results		
	FY26	FY25	Change	FY26	FY25	Change
₹ Cr						
India Business	12,779	11,241	14%	1,504	1,021	47%
International Business	5,251	4,549	15%	626	667	-6%
<b>Total Branded Business</b>	<b>18,030</b>	<b>15,789</b>	<b>14%</b>	<b>2,130</b>	<b>1,688</b>	<b>26%</b>
Non Branded Business	2,387	1,910	25%	280	407	-31%
Others / Unallocated items	(126)	(80)		(238)	(318)	
<b>Total</b>	<b>20,290</b>	<b>17,618</b>	<b>15%</b>	<b>2,173</b>	<b>1,777</b>	<b>22%</b>

## Revenue – Branded business



## Segment Results – Branded business





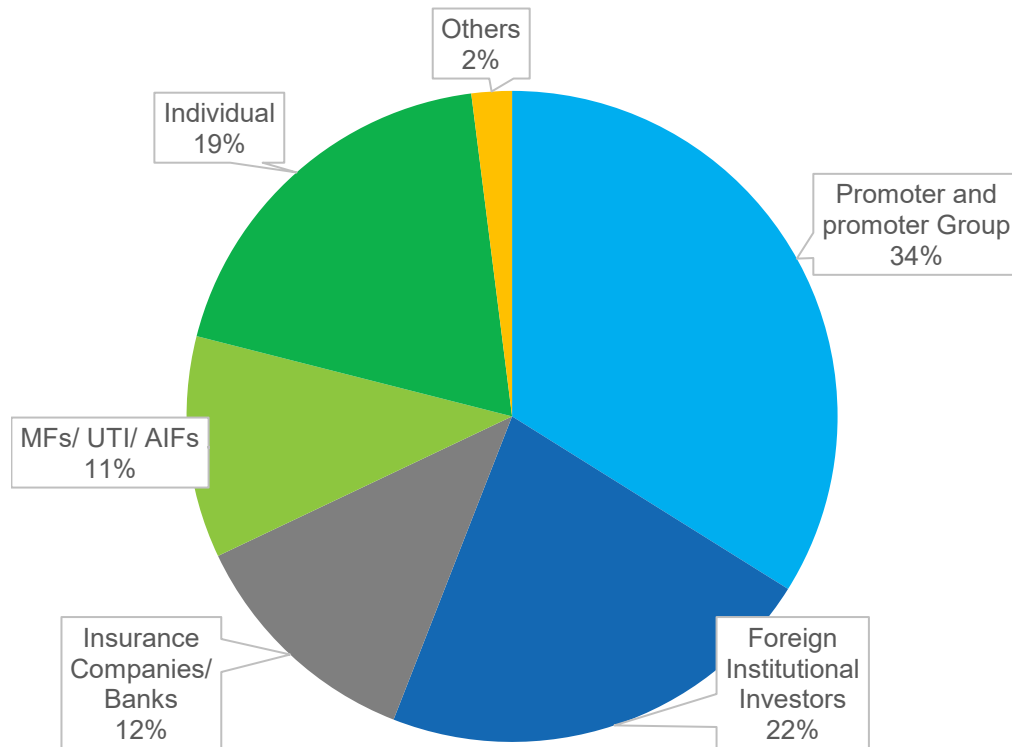


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Other

# Shareholding information

## Pattern as on 31<sup>st</sup> March 2026



## Stock data

BSE Ticker	500800
NSE Ticker	TATACONSUM
Market Capitalization (March 31, 2026)	₹ 100.4k Cr
Number of Shares Outstanding	98.96 Cr

# Thank You

## For more information

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



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