

April 23rd, 2025

Results for the quarter and year ended 31st March 2025**Consolidated Results****Tata Consumer Products delivered strong topline growth****Robust growth across India and International business despite a tough operating environment****Financial Highlights**

Revenue from Operations for the quarter at Rs. 4,608 Cr. up 17% YoY (12% organic). For the year at Rs.17,618 Cr., up 16% YoY (9% organic).

Underlying Volume Growth (UVG) for India Branded Business (excluding acquisitions) was 5.9% for the quarter and 4.5% for the year.

India Beverages recorded a strong growth of 17% (+9% organic) for the quarter; bringing FY25 growth to 10% (+3% organic).

India Foods had another strong quarter with 27% growth (+17% organic); bringing FY25 growth to 29% (+13% organic).

International business continued its momentum with 5% (2% in constant currency) growth during the quarter, delivering a strong growth of 7% (5% in constant currency) during FY25.

‘Growth businesses’ crossed Rs.3,200 Cr. of revenue for the year, accounting for 28% of India business.

Consolidated EBITDA for the quarter at Rs.625 Cr, down 1%, For the year at Rs.2,502 Cr., up 8%.

Group Net Profit for the quarter at Rs.349 Cr, up 64%, For the year at Rs.1,287 Cr., up 6%.

Tata Consumer Products Ltd. today announced its results for the quarter and year ended 31st March 2025.

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Corporate Identity Number (CIN): L15491WB1962PLC031425

Email: investor.relations@tataconsumer.com

Website: www.tataconsumer.com

Some of the key Business updates are:

India

India Beverages Business - Robust growth across tea, coffee and RTD

- For the quarter, India Beverages business revenue grew 9% (excluding Organic India).
- Continued to retain its leadership in the E-commerce channel.
- Tata Tea Gold launched All-in-1 instant tea pre mix to offer consumers their favourite tea in a convenient format. The RTD (Ready to Drink) business delivered a growth of 10%, driven by a strong volume growth of 17%.
- Tata Lyfe Alkaline water was launched to cater to the growing consumer demand for premium, functional and health oriented beverages in the bottled water category.

Foods Business – Strong performance across brands

- For the quarter, India Foods business revenue grew 27% (+17% excluding Capital Foods).
- Salt revenue grew 13%, with value-added salt portfolio growing 31% during the quarter. Tata Salt Iron Health, double fortified with iron and iodine was relaunched at an accessible price point to tackle widespread iron deficiency in India.
- Tata Sampann portfolio continued its strong momentum and grew 30% for the quarter, bringing FY25 growth to 29%
- Tata Soulfull had a strong year with 32% growth.
- Tata Soulfull launched ‘No Maida Rusk’ – a healthier take on traditional rusk, made with whole millets and free from refined flour. The launch was supported by an impactful marketing campaign featuring actor Manoj Bajpayee.

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For immediate use

PRESS RELEASE

New acquisitions: Capital Foods and Organic India - Accelerating growth through innovation and expanding distribution

- Capital Foods and Organic India continued to build momentum with combined revenue growth of 19% during the year. Rollout is being progressed as per plan, for the new channels of Food Services and Pharma.
- Innovation momentum for Capital Foods continued with the launch of Ching’s Secret Momo chutney and Rs 10 instant noodles (Schezwan and Manchurian variants). Organic India expanded its wellness portfolio with the launch of Desi Khandsari sugar (an unrefined sugar made from certified organic sugarcane) and Gokshura capsules (catering to men’s wellness).

Innovation & driving execution excellence- Value added products launched across categories, channels of the future continued to fuel growth & innovation agenda

- Momentum on innovation continued with focus on Health & Wellness, Convenience and Premiumization. Below is a snapshot of some of the launches during the quarter.



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PRESS RELEASE

- Our growth businesses (Tata Sampann, RTD, Tata Soufull, Capital Foods, Organic India) grew 66% during the Quarter (24% organic). For the year, they accounted for 28% of the India business, reflecting the steady transformation of our portfolio.
- Channels of the future continued to fuel our growth and innovation agenda. E-commerce channel grew 66% and Modern Trade recorded 26% growth in the quarter. (excluding Capital Foods and Organic India)
- New channels - Rollout in Food Services and Pharmacies is progressing as per plan.

International Business- Delivered robust all round performance

- For the quarter, the International business revenue grew 5% with FY 25 growth at 7% (excluding international business of Capital Foods and Organic India).
- Enhanced distribution and routes to consumer have expanded the brand portfolio reach across markets.
- Integration of Capital Foods and Organic India's international operations have opened up further opportunities for growth outside the core beverages business.

Tata Starbucks- continued to be largest organised café operator in India

- In line with our store addition plans, we added 6 net new stores during the quarter and entered 6 new cities. 58 net new stores were added in FY 25. This brings the total number of stores to 479 across 80 cities.
- Celebrated the 100th store milestone in Mumbai with a 360 degree campaign.
- Achieved the milestone of opening 50 stores in Bengaluru and launched the city's first drive- thru store.

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Sunil D’Souza, Managing Director & CEO of Tata Consumer Products said

“We ended the year with a strong quarter, accelerating the momentum further. We delivered a topline growth of 17% during the quarter, bringing FY25 growth to 16%. The growth was broad based across India and the International business in line with the earlier trend.

During the year, we recorded growth in our core businesses of India tea and salt in addition to driving strong growth in Tata Sampann and Tata Soufull. While the RTD business was impacted in the earlier part of the year, we have seen a strong rebound as we exit the year. Our recent acquisitions- Capital Foods and Organic India performed well, and we are accelerating growth momentum through innovation and expansion into new channels of Food Services and Pharma.

We delivered strong performance in the International Business with all our geographies demonstrating growth. Importantly, we delivered strong margin expansion, in line with our guidance.

In India, we continued to strengthen our Sales & Distribution infrastructure and completed rollout of a next gen Go-to-Market platform. Channels of the future i.e. E-commerce and Modern trade continue to fuel growth momentum.

We maintained momentum in our innovation agenda, with several product launches across categories, focusing on Health & Wellness, Convenience and Premiumization. We launched 41 new products during the year and our innovation to sales ratio was 5.2%.

Overall, despite a tough operating environment, we delivered strong growth across businesses, and we will continue to drive consistent profitable growth as we move forward.”

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About Tata Consumer Products Limited

Tata Consumer Products Limited is a focused consumer products company uniting the principal food and beverage interests of the Tata Group under one umbrella. The Company's portfolio of products includes tea, coffee, water, RTD, salt, pulses, spices, ready-to-cook and ready-to-eat offerings, breakfast cereals, snacks and mini meals. Its key beverage brands include Tata Tea, Tetley, Organic India, Eight O'Clock Coffee, Tata Coffee Grand, Himalayan Natural Mineral Water, Tata Copper+ and Tata Gluco+. Its foods portfolio includes brands such as Tata Salt, Tata Sampann, Tata Soufull, Ching's Secret and Smith & Jones. In India, Tata Consumer Products has a reach of over 275 million households, giving it an unparalleled ability to leverage the Tata brand in consumer products. The Company has a consolidated annual turnover of ~Rs. 17,618 Crs with operations in India and International markets.

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

For more information on the Company, please visit our website www.tataconsumer.com

Disclaimer:

Some of the statements in this communication may be 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.

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