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Tata Consumer Products delivers 10% revenue growth in Q1 FY26

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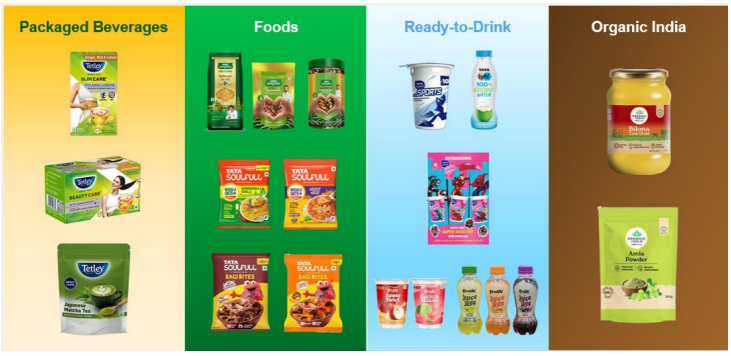

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Tata Consumer Products Limited (TCPL) reported a 10 per cent topline growth in Q1 FY26, backed by robust performance in its India beverages and foods businesses, double-digit profit growth, and continued momentum across international markets and Tata Starbucks.

The packaged beverages business in India delivered 12 per cent revenue growth, with coffee recording an impressive 67 per cent growth during the quarter. In line with its health & wellness and premiumization strategy, Tetley expanded its green tea portfolio with Slim Care (L-Carnitine-enriched) and Beauty Care (Biotin-enriched) variants.

The Ready-to-Drink (RTD) segment, though impacted by unseasonal rains, registered 3 per cent volume growth and added 8 new products across formats and consumption occasions. Additionally, Organic India partnered with Sachin Tendulkar, reinforcing its brand positioning on quality and trust.

India Foods Business â?? Sustained Growth in Salt and Sampann Portfolio

The India Foods division posted a 14 per cent revenue growth in Q1. Tata Salt reinforced its leadership with the â??Namak Ho Tata Ka 2.0â?• campaign, while the value-added salt portfolio grew 31 per cent during the quarter.

The Tata Sampann range delivered 27 per cent growth, supported by continued traction in dry fruits and cold-pressed oils. Capital Foods strengthened its quick commerce presence with fresh media activations.

Innovation & Execution Excellence â?? Driving Omni-channel Expansion

Innovation remained a key focus, with launches across health & wellness, convenience, and premium segments. E-commerce sales surged 61 per cent, while modern trade grew 21 per cent. The company also made strong inroads into food services and pharmacy channels, expanding distribution to the top 40 cities.

International Business â?? Consistent Growth

The international business registered 5 per cent growth in constant currency, supported by strong coffee sales in the USA and the launch of Tetleyâ??s new â??Britainâ??s Teaâ?• campaign in the UK, which received positive consumer response. Eight Oâ??Clock Coffee continued to gain share in both bagged coffee and K-Cups.

Tata Starbucks â?? Store Expansion and Gen-Z Focus

Tata Starbucks added 6 new stores in Q1, taking its footprint to 485 stores across 80 cities. Growth was driven by the Cold Brew category and Gen-Z-targeted Refreshers, which boosted trials and beverage mix share.

Sunil Dâ??Souza, Managing Director & CEO, Tata Consumer Products, said: â??We delivered steady topline growth of 10 per cent in Q1 FY26, with double-digit net profit growth. Our India business saw double-digit growth in both tea and salt, supported by volume gains and strong momentum in Tata Sampann. While weather conditions impacted RTD, and there were transitory challenges in Capital Foods and Organic India, we are sharpening our focus on innovation, distribution, and brand investments. Internationally, performance was strong with margins accretive to India, and Tata Starbucks continues to expand its reach across both metros and smaller cities.â?•