



浙江省茶叶集团股份有限公司
ZHEJIANG TEA GROUP CO.,LTD

InterChina Partners advises Tata Global Beverages on the divestment of its equity holdings in Zhejiang Tata Tea Extraction to Zhejiang Tea Group Co., LTD.

Tata Global Beverages Ltd (TGBL), the second largest tea beverage company globally, has divested its equity (90%) holdings in Zhejiang Tata Tea Extraction (ZTTECL) in a deal advised by InterChina Partners.

TGBL has annual turnover of over \$1 billion, and is part of the Tata Group. The Tata Group operates businesses in automotive, telecommunications, lodging, steel, information technology, etc., and has annual turnover of over \$100 billion. It is ranked as the largest company in India.

Zhejiang Tea Group is one of the largest tea producers and exporters globally, and ranked number 1 worldwide for green tea exports. The group has 10 subsidiaries and exports to 60 countries.

After changing its strategy to focus on branded products instead of B2B businesses, Tata Global Beverages engaged InterChina to divest its equity (90%) holdings in Zhejiang Tata Tea Extraction Company Ltd. ("ZTTECL"). ZTTECL manufactures and markets tea extraction products in two target segments: instant tea (used in ready-to-drink tea-based beverages) and tea polyphenols (for use in food supplements, ready-to-drink beverages, cosmetics, etc.). Zhejiang Tea has entered an agreement to purchase, subject to regulatory approval.

InterChina Partners served as Tata Global Beverages' advisor and provided comprehensive transaction advice. InterChina's advisory included full sale side services, identification of potential buyers, preparation of information memorandum, data room preparation, valuation, due diligence coordination, negotiation of key terms and definitive agreements, and transaction process management. Partner Barry Chen led the transaction, supported by Sinky Wu.





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塔塔全球饮料公司向浙江茶叶集团股份有限公司出售浙江塔塔茶业科技有限公司股权，英特华担任财务顾问。

塔塔全球饮料公司 (TGBL) 是全球第二大茶饮料公司。其在英特华的协助下出售了浙江塔塔茶业科技有限公司 (ZTTECL) 90%的股权。英特华在本次交易中担任塔塔的独家财务顾问。

塔塔全球饮料公司是塔塔集团的一部分，年销售额超过10亿美元。塔塔集团是印度第二大公司，其商业运营涉及汽车、通讯、酒店、钢铁、信息技术等业务领域，年销售额超过1000亿美元。

浙江茶叶集团股份有限公司是中国最大的茶叶生产及经营企业，亦是全球排名第一的绿茶出口企业。集团旗下有10家子公司，其茶叶及茶制品出口到多达60个国家。

由于塔塔全球饮料公司发展战略从B2B业务向品牌产品转移，在英特华的协助下出售塔塔茶业90%的股份。浙江塔塔茶业科技有限公司生产和销售茶萃取产品，面向速溶茶（立即可饮的茶饮料）和茶多酚（用于食品添加剂、饮料、化妆品等）两大市场。浙江省茶叶集团股份有限公司已达成了收购协议。该交易有待监管机构批准。

英特华作为塔塔全球饮料公司的独家财务顾问为其提供整体交易项目顾问服务。服务内容包括寻找和筛选潜在买家，准备投资信息备忘录，建立虚拟资料室，初期条款谈判，估值，协调尽职调查，关键条款和收购协议谈判以及交易项目管理。英特华团队在合伙人陈建刚的带领和吴鸣洁的协助下完成此次交易。

