



ITC Limited

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Kolkata 700 071, India
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14th August, 2023

The Manager
Listing Department
National Stock Exchange of
India Ltd.
Exchange Plaza,
Plot No. C-1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051

The General Manager
Dept. of Corporate Services
BSE Ltd.
P. J. Towers
Dalal Street
Mumbai 400 001

The Secretary
The Calcutta Stock
Exchange Ltd.
7, Lyons Range
Kolkata 700 001

Dear Sirs,

Unaudited Financial Results – Media Statement and Presentation

Further to our letter dated 14th August, 2023 forwarding the Unaudited Financial Results of the Company for the Quarter ended 30th June, 2023, we now enclose a copy of the Media Statement issued by the Company and a presentation on the Company's financial performance for the aforesaid period for information of the investors.

Yours faithfully,
ITC Limited

(R. K. Singhi)
Executive Vice President &
Company Secretary

Encl: as above.



cc: Securities Exchange Commission
Division of Corporate Finance
Office of International Corporate Finance
Mail Stop 3-9
450 Fifth Street
Washington DC 20549
U.S.A.

cc: Societe de la Bourse de Luxembourg
35A Boulevard Joseph II
L-1840 Luxembourg



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Media Statement

August 14, 2023

Standalone Financial Results for the Quarter ended 30th June, 2023

Highlights

- **Gross Revenue (ex-Agri Business) up 10.6% YoY; PBT at Rs. 6,546 crores, up 18.2% YoY**
- **Robust growth in FMCG – Others; Segment Revenue up 16.1% YoY to exceed Rs. 5,000 crores in a quarter for the first time; Segment EBITDA margin expanded 325 bps YoY to 11.0%**
 - Staples, Biscuits, Noodles, Beverages, Dairy, Agarbatti and premium Soaps drive growth
 - Notebook sales continue to witness strong growth
 - Segment PBIT at 2.1x of LY.
- **Continued strong performance by Cigarettes Segment; Net Segment Revenue up 10.9% YoY**
 - Sustained volume claw back from illicit trade on the back of deterrent actions by enforcement agencies and relative stability in taxes
 - Segment PBIT up 11.2% YoY
 - Market standing reinforced through focused portfolio/market interventions & agile execution.
- **Best-ever Q1 in Hotels Business; Segment Revenue up 8.1% YoY on high base, Segment PBIT up 17.0% YoY; led by strong growth in ARRs**
 - Segment EBITDA margin up 140 bps YoY to 33.9% (+1640 bps over pre-pandemic levels) driven by higher RevPAR, structural cost interventions & operating leverage
 - 6 new hotels added to the ITC Hotels Group during the quarter.
- **Agri Business Segment Revenues up 31% YoY (excl. wheat exports); Segment PBIT up 25.3% YoY**
 - Strong customer relationships and agile execution in Leaf Tobacco & Value Added Agri products drive growth and margins
 - Geopolitical tensions have led to concerns over food security and food inflation globally. To ensure India remains food secure, Government has had to impose restrictions on wheat & rice exports. These restrictions have resulted in lower business opportunities for the Agri Business during the quarter.
- **Subdued demand conditions (domestic and exports), low priced Chinese supplies in global markets, sharp reduction in global pulp prices and high-base effect weigh on the Paperboards, Paper and Packaging Segment**
 - Lower realisations and sharp increase in input costs (viz. wood, coal) exert pressure on margins
 - Segment Revenue -6.5% YoY (**2-yr CAGR + 16%**); Segment PBIT -22.9% YoY (**2-yr CAGR +10%**)
 - Integrated business model, Industry 4.0 initiatives, strategic investments in pulp import substitution, High Pressure Recovery Boiler and proactive capacity augmentation in Value Added Paperboards partly mitigate pressure on margins.

The global economy is witnessing a marked slowdown with high inflation and interest rates taking a toll on economic activity, especially in Advanced Economies. The Chinese economy too, after a relatively promising start post re-opening after the end of its 'zero covid' policy, appears to be on a structurally weaker growth trajectory. Against this backdrop, the Indian economy remains resilient, with buoyant tax collections, moderating inflation, credit growth uptick being some of the key positives amongst high frequency indicators. Consumer demand is witnessing incipient signs of recovery. However, risks from the external

sector; consumer price inflation (especially Food); commodity price volatility; El Nino impact on monsoons and agri output – would be the key monitorables in the near term.

Amidst a challenging operating environment as stated above and high base effect in some of its operating segments, the Company sustained its strong growth momentum during the quarter driven by focus on customer centricity, accelerated digital adoption, execution excellence and agility. Gross Revenue stood at Rs. 16,843 crores representing a de-growth of 7.3% YoY (ex-Agri Business: up 10.6%) while PBT at Rs. 6,546 crores grew by 18.2% YoY. PAT grew by 17.6% YoY to Rs. 4,903 crores. Earnings Per Share for the quarter stood at Rs. 3.9 (previous year Rs. 3.4).

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FMCG – OTHERS

- **The FMCG Businesses continue to deliver robust performance with Segment Revenue growing 16.1% YoY to Rs. 5,166 crores; Segment Revenue and Segment EBITDA at 1.7x and 3.2x respectively of Q1 FY20**

- Strong growth in Staples, Biscuits, Noodles, Beverages, Dairy, Agarbatti and premium Soaps
- Education and Stationery Products Business continued to witness strong traction
- Segment EBITDA at Rs. 570 crores; Margin at 11.0% (up 325 bps on YoY basis)

Overall, input costs remained elevated compared to pre-pandemic levels, even as certain commodities witnessed moderation in prices on a high base of the previous year. The Businesses continued to drive improvement in profitability through multi-pronged interventions viz. premiumisation, supply chain optimisation, judicious pricing actions, digital initiatives, strategic cost management and fiscal incentives.

- The FMCG Businesses witnessed robust growth in both urban and rural markets driven by superior consumer insights, purposeful innovation, portfolio premiumisation, enhanced distribution footprint, excellence in last mile execution and leveraging Digital initiatives. Both traditional and emerging channels (viz. Modern Trade, e-Commerce, Quick Commerce) witnessed strong traction driven by sharp execution of channel-specific business plans, collaborations, format-based assortments catering to the needs of a diverse set of shoppers and category-specific sell-out strategies.
- The Company's Trade Marketing & Distribution highway has transformed into a smart omni-channel network including 6 Direct to Consumer (D2C) platforms. 'ITC e-Store', the Company's exclusive D2C platform, is now operational in 24,000+ pin-codes and continues to receive excellent consumer response. Category specific D2C platforms viz. Classmateshop.com, Dermafique.com and Aashirvaad.com/Meri Chakki are being scaled up to gain consumer insights, as well as commerce. The Meri Chakki initiative, which offers personalised quality atta to consumers in Delhi, was extended to Bengaluru during the quarter under the banner 'Namma Chakki from Aashirvaad'. These initiatives have elicited encouraging response from target consumers.
- The Company's digitally powered eB2B platform, UNNATI now covers over 5.7 lakh outlets, facilitating sharp and direct engagement with retailers, superior analytics, personalised recommendations of hyperlocal baskets based on consumer purchase insights, and deeper brand engagement.

➤ **Branded Packaged Foods Businesses**

- **'Aashirvaad' Atta** delivered robust performance, consolidating its leadership position in the Branded Atta industry.
 - Value-added atta range sustained its strong growth momentum driven by increased thrust in Modern Trade and e-Commerce channels.
 - In line with its strategy to address value-added adjacencies leveraging mother brands, the Business has recently launched a number of differentiated variants of Rava ('Aashirvaad Samba Broken Wheat', 'Aashirvaad Bansi Rava' and 'Aashirvaad Double Roasted Suji Rava'),

'Aashirvaad Organic Dals', 'Aashirvaad Besan' and 'Aashirvaad Vermicelli'. These products continue to garner increasing consumer traction.

- **'Sunfeast' Biscuits and Cakes** recorded strong growth during the quarter, driven by robust performance of the core portfolio and scaling up of several differentiated variants launched recently. The portfolio was further enriched with a slew of exciting launches viz., 'Sunfeast All Rounder Sweet & Salty', 'Sunfeast Supermilk' and 'Sunfeast Farmlite Super Millets' in two variants – 'Chocochip Millet' and 'Multi Millet' cookies.
 - **'YiPee!' Noodles** posted robust performance on the back of increased penetration and brand outreach. In line with its purpose of creating 'A Better World', the brand continues to promote sustainability through plastic waste management and recycling.
 - **Dairy & Beverages** posted strong growth during the quarter on the back of best-in-class quality standards, differentiated offerings and superior taste profile. The **'Sunfeast'** portfolio of milkshakes was augmented with launch of new flavours 'Badam Milk' and 'Rose Milk'. The Dark Fantasy range of premium beverages also stood augmented with 'Dark Fantasy Choco Nut Shake with Almond Bits' and 'Dark Fantasy Café Mocha with Belgian Chocolate'.
 - Encouraged by the Government of India's initiative of promoting millets and 2023 being declared as the 'International Year of Millets', ITC has spearheaded **'ITC Mission Millets'**, to implement multi-dimensional interventions in this area, leveraging its enterprise strengths in agriculture, food and hospitality. The Company has implemented a focused strategy to craft a millet based product portfolio for every occasion, age and format. To cater to the diverse needs of consumers, the Company has launched products across traditional and modern formats viz. 'Gluten Free Flour', 'Multi-Millet Mix' and 'Ragi Flour', Vermicelli, Biscuits and Snacks under the 'Aashirvaad', 'Sunfeast' and 'Bingo' brands. The thrust on millets is further exemplified by the Hotels Business creating easy-to-try recipes with millets to help encourage individuals experiment with the taste and texture of millets.
- In the **Personal Care Products Business**, 'Fiama' range of personal wash products registered strong growth fuelled by investments in brand building, wider distribution and growth across channels. The recently launched 'Fiama Golden Sandalwood Oil & Patchouli' gel bar received encouraging consumer response. The Business also launched 'Engage L'amante Luxury Perfume Sprays' in the premium perfume space with a differentiated eco-friendly propellant. Combining state-of-the-art 'Bag-on-Valve' technology and unique scents, this range provides a delightful olfactory experience, setting new benchmarks in the industry. The Business bolstered its presence in the rapidly growing e-Commerce channel and continues to widen its assortment of offerings tailored to consumer needs.
- In the **Education and Stationery Products Business**, 'Classmate' Notebooks fortified its leadership position, delivering a superior performance driven by portfolio premiumisation, judicious pricing actions, exports and leveraging institutional strengths. The premium portfolio comprising 'Paperkraft', 'Classmate Pulse' and 'Classmate Interaktiv' continued to gain strong traction. The recently launched 'Classmate Hook' pens was scaled up by leveraging topical occasions and social media campaigns.
- **'Mangaldeep' Agarbattis and Dhoop** recorded robust growth during the quarter leveraging a portfolio anchored on a wide range of differentiated products. The portfolio was further augmented with launch of 'Anushri Aqua – Refreshing fragrances' and 'Anushri Woody – Exotic fragrances'. In **Safety Matches**, the Business strengthened its portfolio with the launch of 'Dazzle – Premium Match Sticks', a vibrant alternative to the traditional matchstick designed for the modern consumer.

FMCG – CIGARETTES

Net Segment Revenue and Segment PBIT up 10.9% and 11.2% YoY respectively

- The Business continues to counter illicit trade and reinforce market standing by fortifying the product portfolio through innovation, democratising premiumisation across segments and enhancing product availability backed by superior on-ground execution.
 - Several differentiated variants launched recently continue to perform well.

- As seen in the past, stability in taxes on cigarettes, backed by deterrent actions by enforcement agencies, continues to enable volume recovery for the legal cigarette industry from illicit trade leading to higher demand for Indian tobaccos and bolstering revenue to the exchequer from the tobacco sector.

HOTELS

Best-ever Q1 for the Hotels Business; Segment Revenue grew 8.1% YoY, on a high base (1.5x of Q1 FY20); Segment PBIT grew by 17.0% YoY and Segment EBITDA grew 12.9% YoY (3.0x of Q1 FY20).

- Strong growth was witnessed in ARRs across properties, though Occupancy moderated on a high base due to relatively fewer wedding dates during the quarter and pre-planned renovations. The Business continued to focus on its strategy of offering a host of curated propositions across accommodation, dining and banqueting to augment revenues across properties.
- Segment EBITDA margin expanded by 140 bps YoY to 33.9% driven mainly by higher RevPAR, curated packages, finest F&B offerings and strategic cost management initiatives.
- Special occasions and festivals were effectively leveraged to drive demand. The Business launched 'The Dehlnavi Trail' a multi-city food festival celebrating Delhi's rich culinary heritage in select cities; the food festival received excellent response. Iconic cuisine brands continue to be harnessed to promote dine-ins with limited-period menus curated for festive & special occasions featuring global and Indian favourites.
- Digital investments continue to be leveraged towards enhancing guest experience, facilitating guest acquisition, augmenting revenue generation and driving operational efficiency.
- The Business is witnessing growing interest amongst property owners to partner with its iconic brands resulting in healthy generation of leads and pipeline of management contracts. During the quarter, the Business added 6 hotels to the Group portfolio including Welcomhotel Hamsa Manali (*with enchanting views of snow-clad Himalayan peaks*) and Storii Moira Riviera (*a boutique resort in North Goa overlooking verdant forests*).
- Reaffirming the Company's commitment to the ethos of 'Responsible Luxury', ITC Sonar became the second hotel globally to be awarded the LEED Zero Water Certification by the USGBC, after ITC Mughal, which is the first hotel to be awarded the certification globally. The first 12 hotels in the world to be LEED Zero Carbon certified are from the Hotels Business.

PAPERBOARDS, PAPER & PACKAGING

The Paperboards, Paper & Packaging Segment reflects the impact of subdued demand (domestic and exports), sharp reduction in global pulp prices and high base effect; Segment Revenue declined 6.5% YoY (2-yr CAGR +16%) and Segment PBIT declined 22.9% YoY (2-yr CAGR +10%)

- Décor & Fine paper grades witnessed resilient performance.
- Subdued demand in the EU and China, low priced Chinese supplies in global markets, steep decline in global pulp prices on a high base and relatively muted customer offtake in domestic markets (destocking) weighed on performance during the quarter.
- Key inputs viz. wood and coal witnessed sharp surge in prices, exerting pressure on margins.
- Integrated business model and strategic interventions in import pulp substitution, High Pressure Recovery Boiler, digital interventions and cost competitive fibre chain partially mitigated inflationary impact.
- New business development is being accelerated in domestic and export markets offering innovative and customised solutions, with special focus on consumer electronics and sustainable paperboards and packaging. Capacity utilisation at the recently commissioned Nadiad unit in Gujarat continues to be ramped up progressively to efficiently service customers in proximal markets.
- The sustainable paperboards/packaging solutions portfolio continues to witness strong growth leveraging cutting-edge innovation platforms (2 year CAGR +53%). The Company's wholly owned subsidiary, ITC Fibre Innovations Limited, is in the process of setting up a state-of-the-art premium Moulded Fibre Products manufacturing facility in Badiyakhedi, Madhya Pradesh. The project is progressing as per schedule.

AGRI BUSINESS

Agri Business Revenue grew by 31% YoY (ex-Wheat exports) driven by Value Added Agri products & Leaf Tobacco; Segment PBIT grew by 25.3% YoY.

- Restrictions imposed on wheat and rice exports by the Government in the backdrop of inflationary headwinds and food security concerns weighed on Segment Revenue during the quarter.
- The recently commissioned state-of-the-art value-added Spices processing facility in Guntur continues to be scaled up. The Business seeks to leverage the facility's multi-dimensional capabilities, its identity-preserved sourcing expertise, custody of supply chain and strong customer relationships to rapidly grow exports to Food Safe Markets.
- During the quarter, ITC IndiVision Limited (IIVL), a wholly owned subsidiary of the Company, successfully completed necessary trials and obtained statutory clearances for its pilot plant at the state-of-the-art facility at Mysuru for the manufacture and export of Nicotine & Nicotine Derivative products conforming to US & EU pharmacopoeia standards. The distinctive capabilities of the Company's Agri Business in crop development and the ability to provide complete traceability & assurance of sustainability across the value chain, will enable establishing IIVL as the trusted partner for supplying high quality nicotine/nicotine derivative products to discerning customers in this niche tobacco adjacencies segment.
- The above interventions are in line with the strategy to enhance value capture by scaling up the Value-Added Agri portfolio straddling multiple value chains comprising Spices, Coffee, Frozen Marine Products and Processed Fruits etc., leveraging the deep rural linkages and extensive sourcing expertise of the Company.
- ITCMAARS (Metamarket for Advanced Agriculture and Rural Services) – a crop-agnostic 'phygital' full stack AgriTech platform has been scaled up across nine states. Over 1150 Farmer Producer Organisations (FPOs) encompassing more than 7,40,000 farmers have been added to the Company's network within a short period since launch.

CONTRIBUTION TO SUSTAINABLE DEVELOPMENT

ITC is a global exemplar in 'Triple Bottom Line' performance and is the only enterprise in the world of comparable dimensions to have achieved and sustained the three key global indices of environmental sustainability of being **'water positive' (for 21 years), 'carbon positive' (for 18 years), and 'solid waste recycling positive' (for 16 years)**. The Company sustained its **'AA' rating by MSCI-ESG for the 5th successive year** - the highest amongst global tobacco companies. The Company has also been included in the **Dow Jones Sustainability Emerging Markets Index** for the third year in a row - a reflection of being a sustainability leader in the industry and a recognition of its continued commitment to people and planet.

ITC has also been rated at the **'Leadership Level' score of 'A-'** for both **Climate Change** and **Water Security** (Asia and Global average at 'C' for climate change and 'B' for water security) by CDP, a reputed independent global platform for disclosures on environmental impacts.

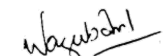
The Company's infrastructure facilities continue to set new benchmarks of sustainability. All luxury collection hotels of the Company are now **LEED Platinum certified** with 12 ITC Hotels being certified as **LEED Zero Carbon**. Further, Malur Food unit of the Company became the second unit after Kovai Paper to receive an **AWS certification in Platinum category**.

The Sustainability & Integrated Report 2023 is available on the Company's corporate website at <https://www.itcportal.com/sustainability/sustainability-integrated-report-2023/ITC-Sustainability-Integrated-Report-2023.pdf>

Please refer link below for performance highlights of the quarter:

<https://www.itcportal.com/investor/pdf/ITC-Quarterly-Result-Presentation-Q1-FY2024.pdf>

The Board of Directors, at its meeting on 14th August 2023, approved the financial results for the quarter ended 30th June 2023, which are enclosed.



(Nazeeb Arif)

Executive Vice President, Corporate Communications



Enduring Value

NATION FIRST: SAB SAATH BADHEIN

Q1 FY24 Results

14th August, 2023

This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the Company exercises no control. Therefore there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward looking statements. Such risks and uncertainties include, but are not limited to: growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various businesses in the Company's portfolio, changes in Government regulations, tax regimes and other statutes, and the ability to attract and retain high quality human resource.

Macro Economic Context

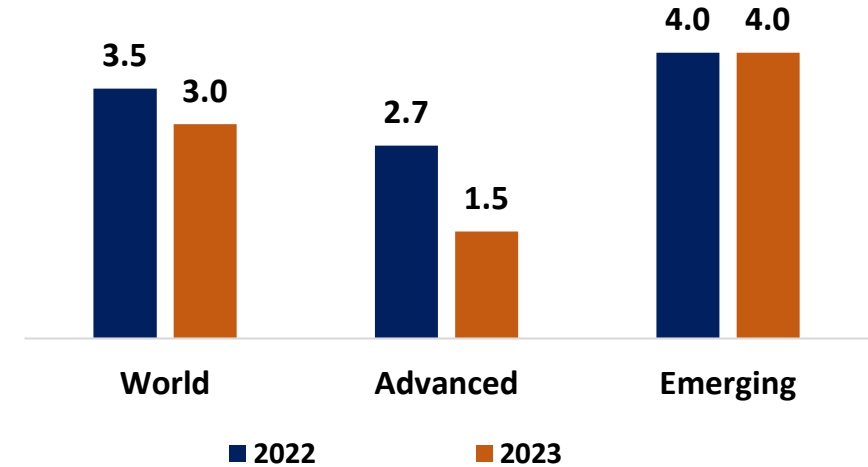
Global Economy remains weak

- **2023 Global GDP growth** estd. at **3.0%** (Vs. 3.5% in 2022)
 - Deceleration mainly in Advanced Economies
 - Chinese economy extremely sluggish after a good start; structurally weaker
- Major central banks continue to tweak policy rates to combat inflation, weighing on growth
 - Commodity prices easing off after hyper inflation in LY; elevated volatility levels
 - Extreme weather events & geo-political events pose risk to inflation

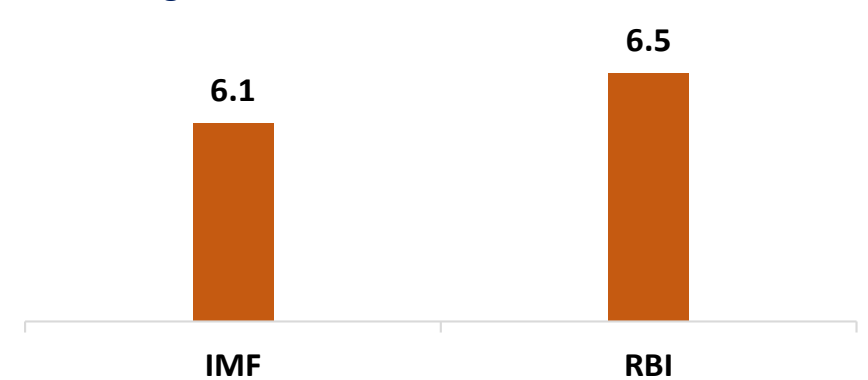
India remains relatively better placed but growth to be lower than FY23

- **FY24 GDP** expected to grow by **6.5%** (vs 7.2% in FY23)
- **Inflation** in FY24 expected to drop to ~5.4% Vs. 6.7% in FY23
 - Food inflation witnesses sharp spike in Jun'23
- **External Trade** softer in Q1; exports ~14% lower YoY
- **Green shoots** in Rural demand; overall demand, however, remains a key monitorable
- **Consumer sentiments** improving but below pre-pandemic levels

Global Growth Slowdown in 2023 (GDP % y-o-y)

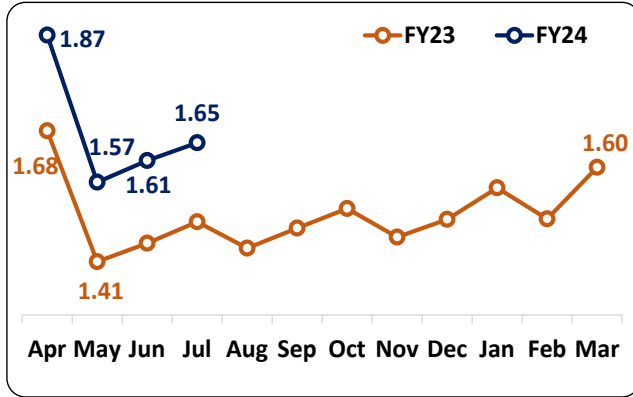


India growth outlook FY24 (Real GDP % y-o-y)



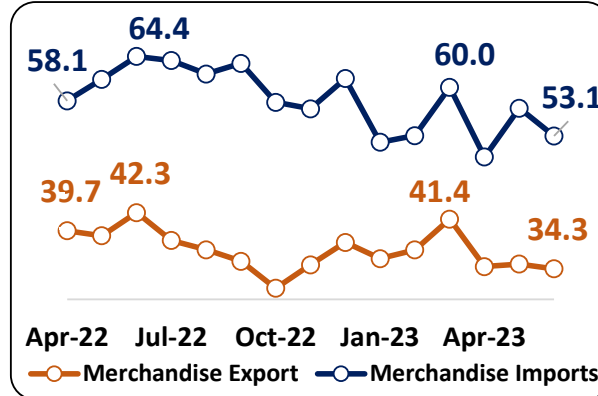
Key Economic Indicators

Tax collections remain buoyant (Rs lakh cr.)



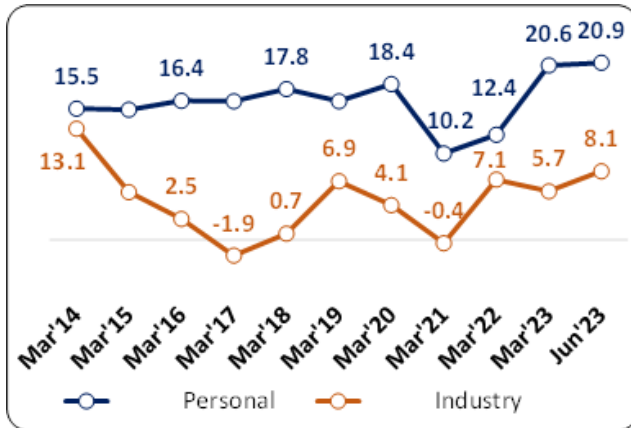
Source : Ministry of Finance

External Sector remains subdued (\$ bn)



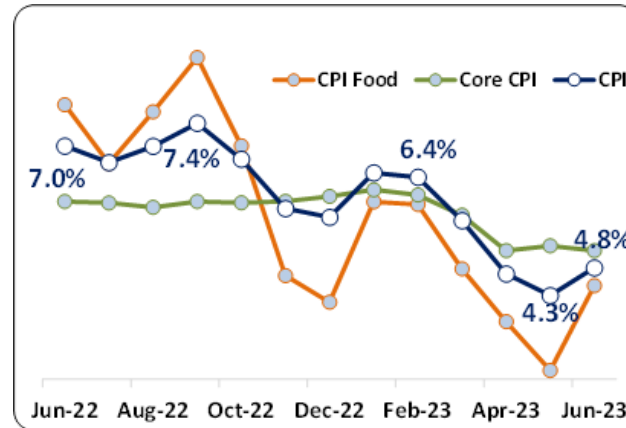
Source : Ministry of Commerce

Credit Growth – industrial/personal (YoY %)



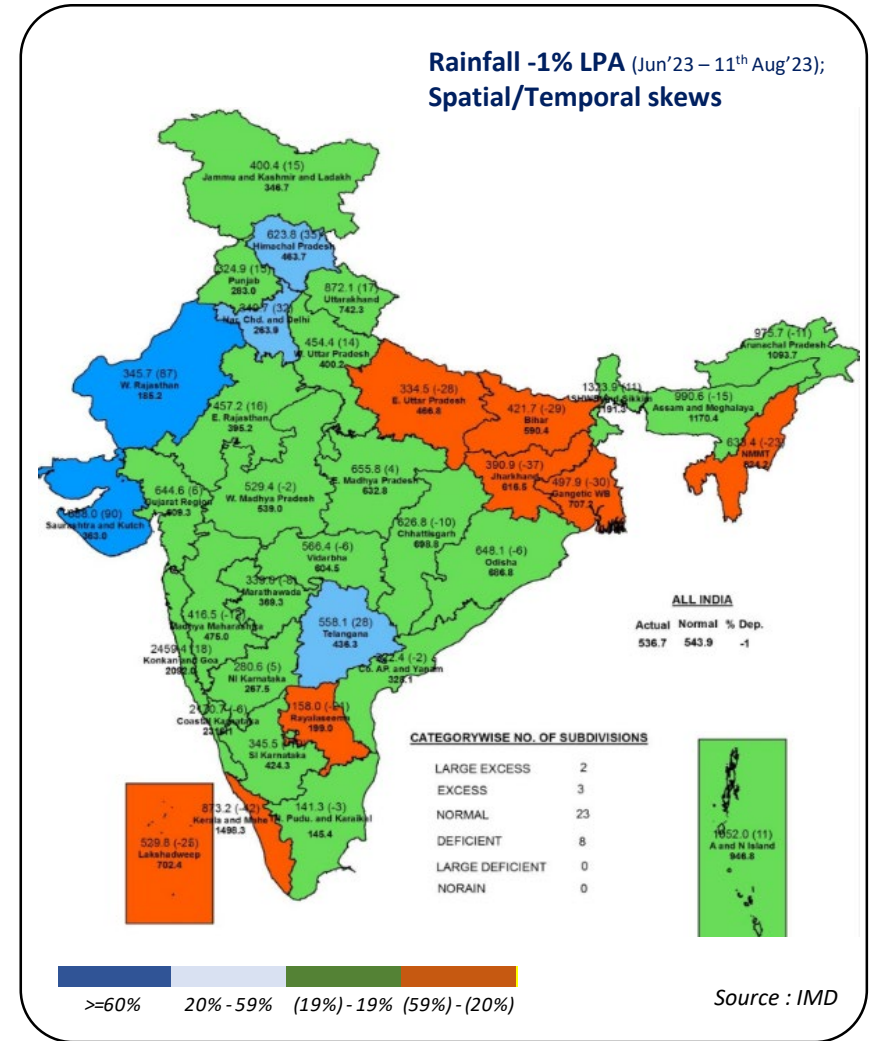
Source : RBI

Overall CPI under check; Food spikes (YoY%)

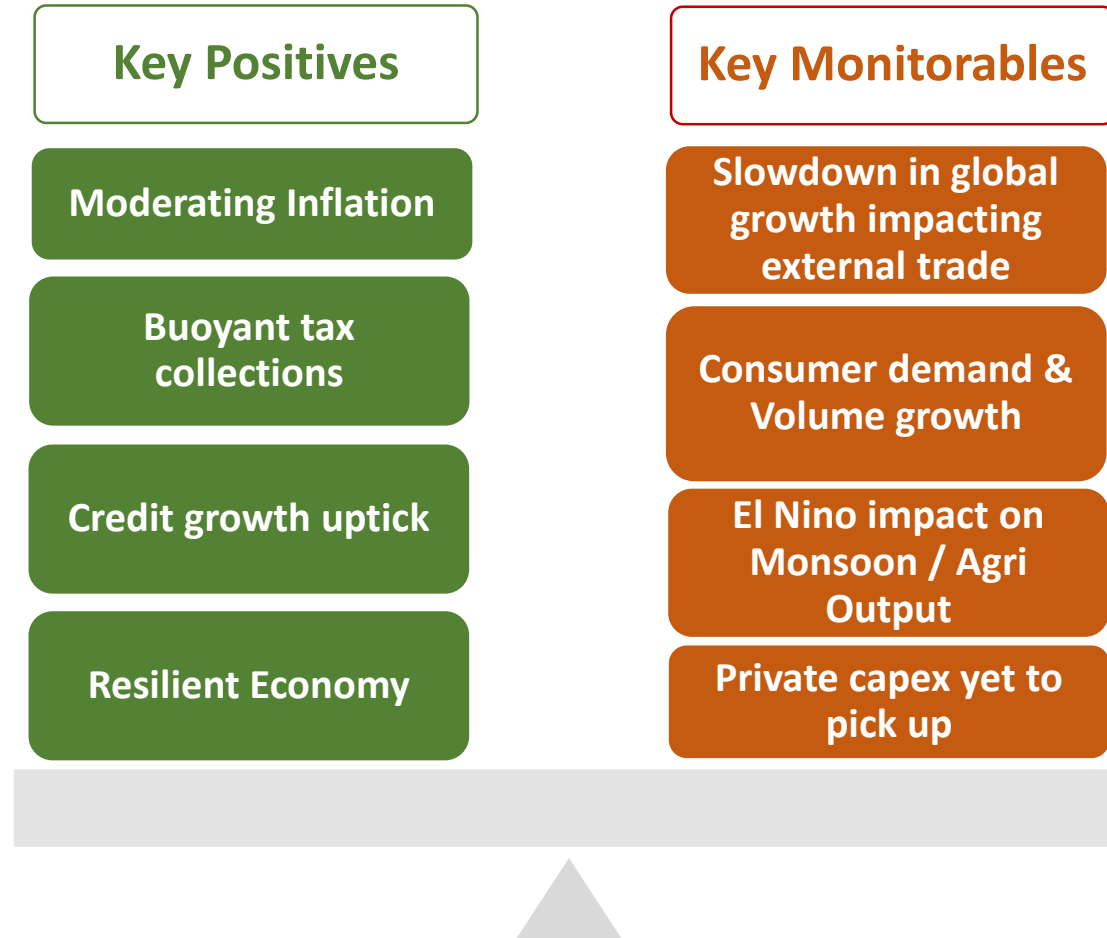


Source : MOSPI

Rainfall -1% LPA (Jun'23 – 11th Aug'23); Spatial/Temporal skews



El Nino impact in Aug/Sep'23 - key monitorable




Q1 FY24 Results

Headline Financials & Business Highlights


**Strong growth
momentum
sustained**

Gross Revenue

ex – Agri Business

 **+10.6%**

Profit Before Tax

 **+18.2%**

- **Robust growth in FMCG – Others; Segment Revenue up 16.1% YoY to exceed 5000 cr. in a quarter for the first time**
 - *Staples, Biscuits, Noodles, Beverages, Dairy, Agarbatti and premium Soaps drive growth*
 - *Notebook sales continue to witness strong growth*
 - *Segment EBITDA margins at 11.0% (+325 bps YoY)*
 - *Segment PBIT at 2.1x of LY*

- **Continued strong performance by Cigarettes Segment**
 - *Net Segment Revenue up 10.9% YoY; Segment PBIT up 11.2% YoY*

- **Best-ever Q1 in Hotels Business; Segment Revenue up 8.1% YoY on high-base; Segment PBIT up 17.0% YoY**
 - *Strong growth in ARR's*
 - *Segment EBITDA margin up 140 bps YoY to 33.9% (+1640 bps over pre-pandemic levels) driven by higher RevPAR, structural cost interventions & operating leverage*

- **Agri Business Segment Revenue up 31% YoY (excl. wheat exports)**
 - *Segment PBIT up 25.3% YoY driven by Value Added Agri products & Leaf Tobacco*
- **Subdued demand conditions (domestic and exports), low priced Chinese supplies in global markets, sharp reduction in global pulp prices and high-base effect weigh on the Paperboards, Paper and Packaging Segment**
 - *Lower realisations and sharp increase in input costs (viz. wood, coal) exert pressure on margins*
 - *Segment Revenue -6.5% YoY (2-yr. CAGR +16%); Segment PBIT -22.9% YoY (2-yr. CAGR +10%)*
 - *Integrated business model, Industry 4.0 initiatives, strategic investments in pulp import substitution, High Pressure Recovery Boiler and proactive capacity augmentation in Value Added Paperboards partly mitigate pressure on margins*



Enduring Value

FMCG Others

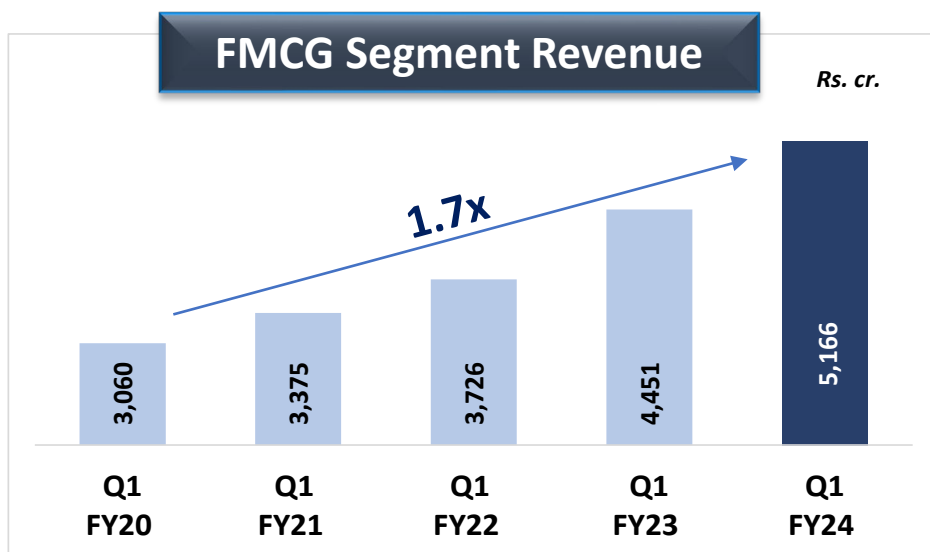


- **Segment Revenue up 16.1% YoY**

- Strong growth in Staples, Biscuits, Noodles, Beverages, Dairy, Agarbatti and premium Soaps
- Education & Stationery Products Business continued to witness strong traction

- **Robust growth in both urban and rural markets**

- Strong traction witnessed in both traditional and emerging channels (viz. Modern Trade, e-Commerce, Quick Commerce)

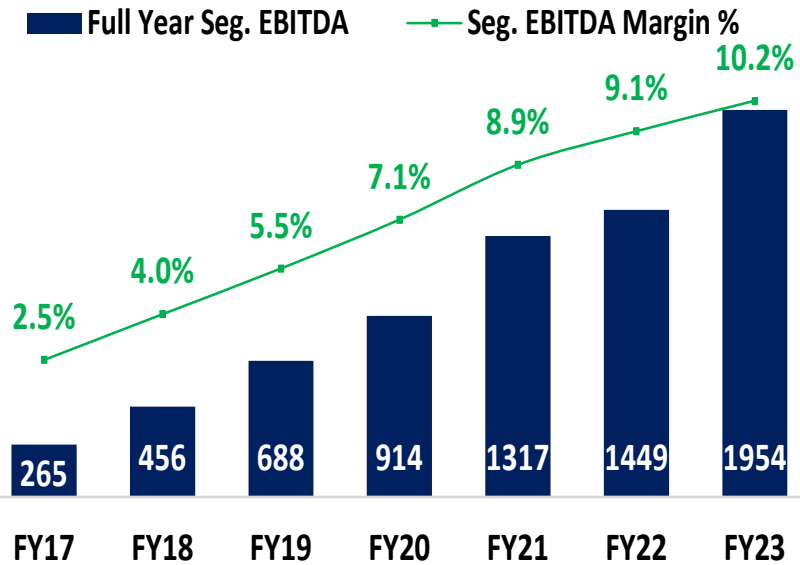


| Rural Markets | Direct outlets |
|----------------------------------------------------|-------------------|
| Scale up of stockists network (3.0x [^]) | 1.2x [^] |
| Market Coverage | Total outlets |
| 1.9x [^] | 1.1x [^] |

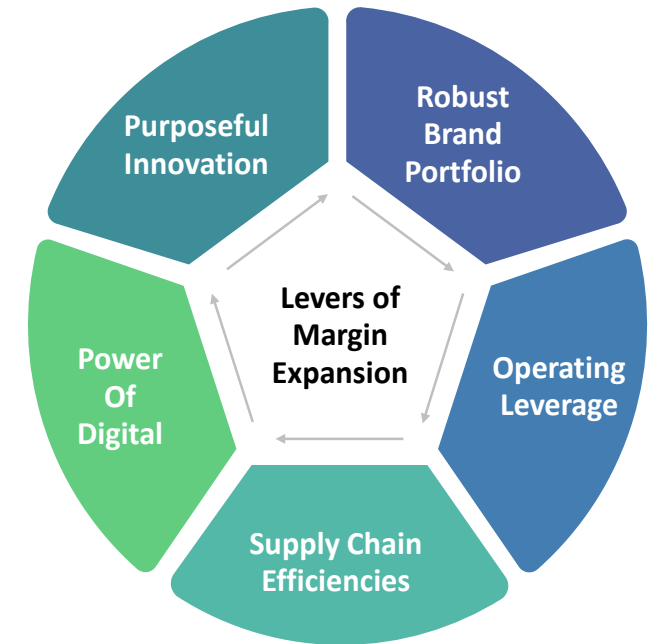
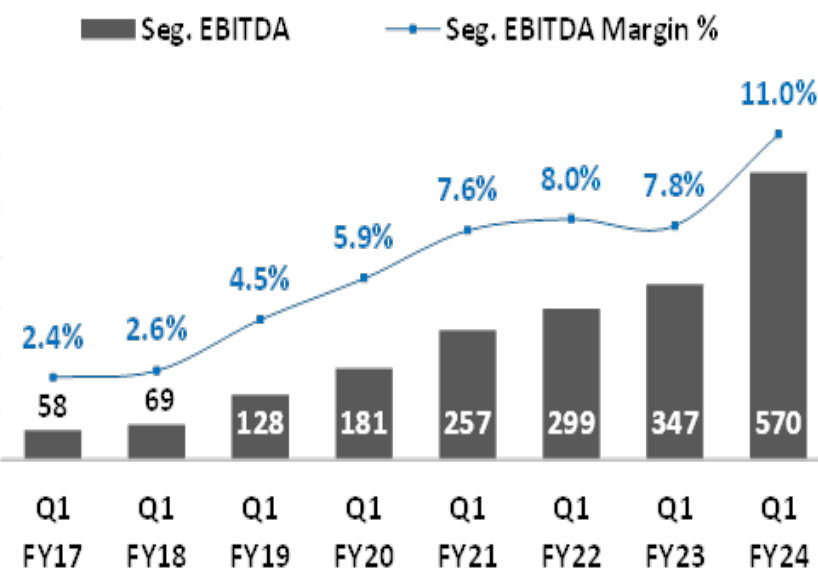
▪ **Segment EBITDA margins expanded 325 bps YoY to 11.0%**

- *Margin expansion driven by multi-pronged interventions viz. premiumisation, supply chain optimisation, judicious pricing actions, digital initiatives, strategic cost management and fiscal incentives*

Annual Performance



Q1 Performance





Tedhe Medhe | Potato Chips
Chatpata Twist | Chilli Charged

Aashirvaad Namma Chakki |
M.P. Chakki Atta
Freshly Ground | Customised
100% Madhya Pradesh Wheat

Dark Fantasy
Dairy Beverages
Choco Nut Shake |
Café Mocha

Sunfeast Rose Milk
& Badam Milk
Goodness of Milk

Sunrise Rajshahi &
Haah Salkumura
Garam Masala |
Duck Curry Masala



All Rounder
Sweet & Salty

Engage L'amante
Luxury Perfume Spray with
Eco-Friendly Propellant

Fama
Golden Sandalwood
Oil & Patchouli

Dazzle
Premium Match Sticks

Anushri Aqua &
Woody Agarbatti
Refreshing & Exotic fragrances



Millets: The humble Superfood



Good-For-You millet based product portfolio



Finest culinary experience with Millets @ ITC Hotels



EDUCATE



EMPOWER



ENCOURAGE

Empowering Farmers



Powering an agri-value chain, anchored by ITCMAARS



Leveraging Emerging Trends

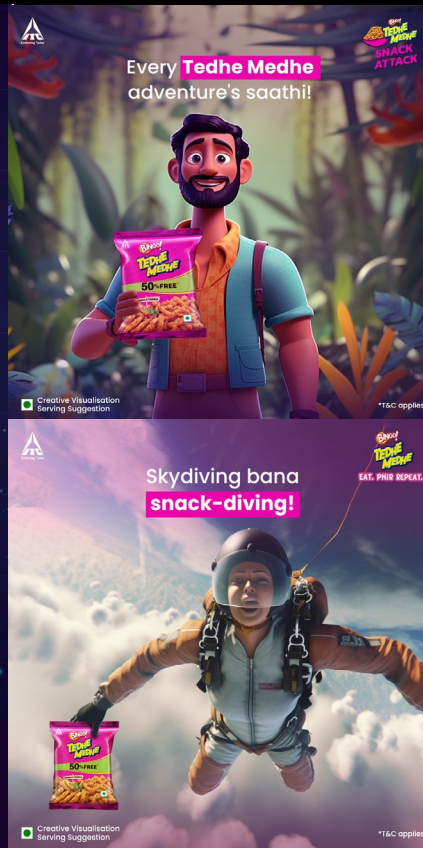


Tedhe Medhe SNACK ATTACK CONTEST

Comment your wackiest snacking moments on [bingo_tedhemedhe](https://www.instagram.com/bingo_tedhemedhe)

WIN EXCITING PRIZES DAILY!

Creative visualisation Serving suggestion



Every Tedhe Medhe adventure's saathi!

Skydiving bana snack-diving!

EAT. PHIR REPEAT.

Creative Visualisation Serving suggestion

Witness your wackiest snacking moments come alive with AI Magic!

EAT. PHIR REPEAT.

Targeted Brand Collaboration



LABORATOIRES NATUREL

fiama men

MAZZE KI FRESHNESS



Sunfeast Dark Fantasy Choco Fills ORIGINAL FILLED COOKIE

CITADEL THE RUSSO BROTHERS amazon prime APRIL 28 New Series

Sharpening Value Proposition



AASHIRVAAD Atta with Multigrains **The High Fibre Atta**

3 Rotis from Atta with Multigrains = 35% of daily fibre needs*

Happy Tummy My Meal Plan Ask An Expert Free Consultation High Fibre Recipes Multigrain Digest Experts Talk

Only 3/10 people in India fulfil their fibre needs

Along with hydration, exercise and sleep, fibre plays an important role in keeping your tummy happy

75% face moderate to severe stress | 47% sleep for 6 hours or less everyday* | 35% have no physical activity* | 70% drink less than 8 glasses of water daily*

Wondering what the numbers say about you?

Scan the QR Code or hop on to happytummy.aashirvaad.com

Check your digestive quotient | Check your daily fibre intake | Get 1:1 expert advice | Ask the expert

Brands with Purpose

Supporting people and planet
#TheITCWay



AASHIRVAAD
 RAHO CHAAR KADAM AAGE
 Initiative by **AASHIRVAAD** in association
 with **Flipkart** and **HUIHAR**

- Get online courses on every **AASHIRVAAD** pack
- Get professional certification

Get an opportunity to become a seller on **Flipkart**

Helping homemakers with upskilling opportunities

B Natural
 JUICES AND BEVERAGES
 Goodness of Fiber

Promise to provide fruit nutrition to **Indian customers** through **100% Indian fruits** grown by **Indian farmers & farmerettes**

Supporting local Indian farmers by making majority of our juices from 100% Indian fruits

Savlon Swasth India

#HANDAMBASSADOR

Savlon Swasth India Mission: seeding behavioural change towards hand hygiene

Vivel AB SAMJHAUTA NAHIN

PARVAZ
 Females Leadership Programme: 2017-18

Supporting women empowerment with Ab Samjhauta Nahi campaign

fIama LABORATOIRE NATUREL
 INNOVATIONS IN SKIN CARE

Here is a User Experience!
 FIAMA x Minds Foundation
 Virtual Therapy Clinic

“ I connect with my therapist during crises & don't have to panic. I've been in therapy for 9 months now & each session has been great. ”

Making mental well-being a more proactive conversation

MOM'S MAGIC
 #HugHerMore

#HugHerMore campaign reinforcing the magical effect of a Mom's Hug

classmate ALL ROUNDER

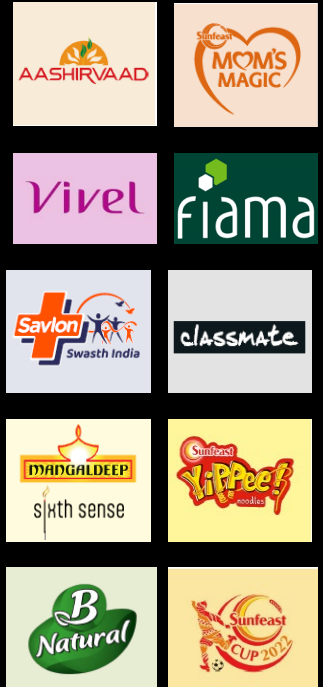
Showcase your skills!
 A chance to win ₹ 1 Lakh
 for national winners

Discover your All Rounder Quotient with **CAR SCORE**

Supporting holistic skill development of school students

Tablet

Training and empanelling visually impaired persons as fragrance testers, fostering a life of dignity and hope





Enduring Value

FMCG Cigarettes



Segment Revenue
7465 cr. ▲ 13.0%

Segment Results
4656 cr. ▲ 11.2%

- **Net Segment Revenue*** up 10.9% YoY; Segment PBIT up 11.2% YoY
- **Innovation & democratising premiumisation** across segments
- **Portfolio Vitality | Product Availability | Execution Excellence**
 - *Several differentiated variants launched recently continue to perform well*
 - *Market standing reinforced by fortifying the product portfolio*

Relative stability in taxes, backed by deterrent actions by enforcement agencies, enables continued volume recovery from illicit trade

Innovation

- **Classic Connect**
- **Gold Flake SLK**
- **American Club Clove Mint**
- **Gold Flake Indie Mint**

Portfolio Fortification

- **Gold Flake Neo SMART Filter**
- **Wills Deluxe**
- **Bristol Deluxe FT**
- **Capstan FT**
- **Flake XL**
- **Flake Skipper**

Recent Introductions

- **Classic Alphatec**
- **Classic Verve Balanced Taste**
- **American Club NY Cool & LA Twist**
- **American Club Smash**
- **Players Klov**
- **Players Rush**
- **GF Glostar**



Enduring Value

Hotels Business



Segment Revenue

600 cr.

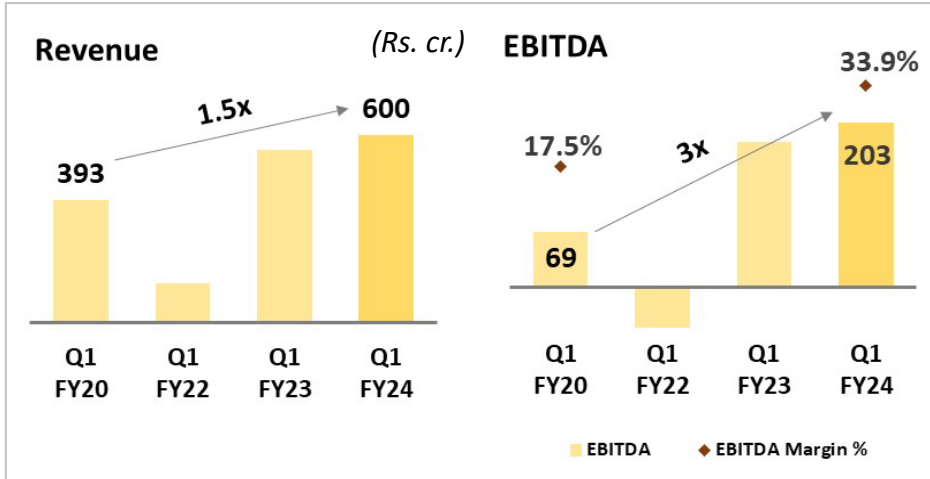
(+8.1%; 1.5x of Q1 FY20)

Segment Results

131 cr.

(+17.0%)

- **Strong growth in ARR**s across properties drive revenue growth
 - Occupancy moderated on a high base due to relatively fewer wedding dates during the quarter and pre-planned renovations
- **6 new hotels** added to the ITC Hotels Group during the quarter
- Healthy pipeline of management contracts under **Mementos, Welcomhotel, Storii, Fortune and WelcomHeritage** brands
 - Phased openings over the next few quarters
- **Segment EBITDA margin expanded by 140 bps YoY to 33.9%**; margin expansion driven by higher RevPAR, curated packages, finest F&B offerings and strategic cost management initiatives



Executing 'Asset Right' Strategy



Bouquet of brands catering to relevant need spaces (18 properties added in the last 16 months)

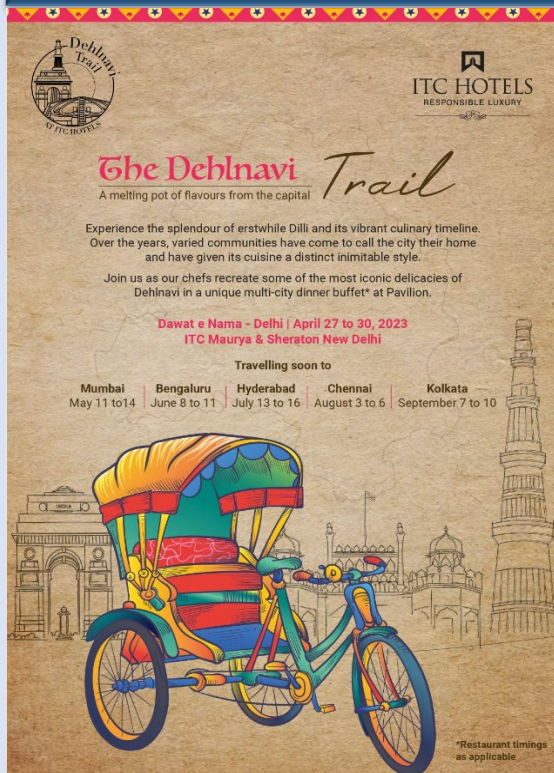


Healthy Pipeline of Management Contracts – Phased openings over the next few quarters



Curated offerings to drive demand

Celebrating Delhi's rich culinary heritage



The Dehnavi Trail
A melting pot of flavours from the capital

Experience the splendour of erstwhile Dilli and its vibrant culinary timeline. Over the years, varied communities have come to call the city their home and have given its cuisine a distinct inimitable style.

Join us as our chefs recreate some of the most iconic delicacies of Dehnavi in a unique multi-city dinner buffet* at Pavilion.

Dawat e Nama - Delhi | April 27 to 30, 2023
ITC Maurya & Sheraton New Delhi

Travelling soon to

| | | | | |
|--------------|--------------|---------------|---------------|-------------------|
| Mumbai | Bengaluru | Hyderabad | Chennai | Kolkata |
| May 11 to 14 | June 8 to 11 | July 13 to 16 | August 3 to 6 | September 7 to 10 |

*Restaurant timings as applicable.



Your story 2h
atulkasbekar

The @itcgrandcentral has a fab 'Delhi' food fest on right now. It's top class Nrth Indian fare. Go asap!

#TheCoolHunter



Special Occasions Leveraged




DAYS of JOY
THE HOLIDAY COUNTDOWN

30+ destinations
Book until: June 7, 2023

Create timeless memories

10% additional savings for Club ITC members

*Terms and conditions apply.



Enduring Value

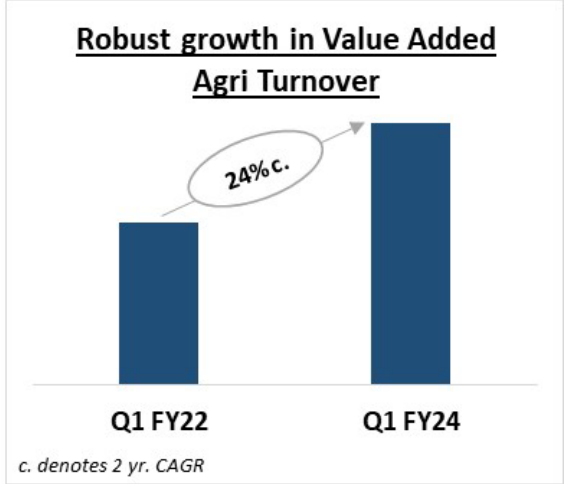

Agri Business



Segment Revenue
5705 cr. ▼ 23.7%

Segment Results
356 cr. ▲ 25.3%

- **Strong growth in Value Added Agri products**
 - Leveraging strong customer relations & agile execution and new state-of-the-art value-added Spices processing facility in Guntur
- Strategic sourcing support to Branded Packaged Foods Businesses – Wheat, Dairy, Beverages & Spices
- Restrictions imposed on wheat & rice exports in the backdrop of inflationary headwinds & food security concerns weigh on Revenues
- **Robust growth in Leaf Tobacco Revenue and Margins**
 - State-of-the-art facility^ at Mysuru for manufacture and export of Nicotine & Nicotine Derivative products*
 - *Trials successful & statutory clearances obtained*
 - *Distinctive capabilities in crop development + complete traceability & sustainability assurance → competitive advantage*

ITCMAARS
ई-चौपाल
किसानों के हित में, किसानों का अपना

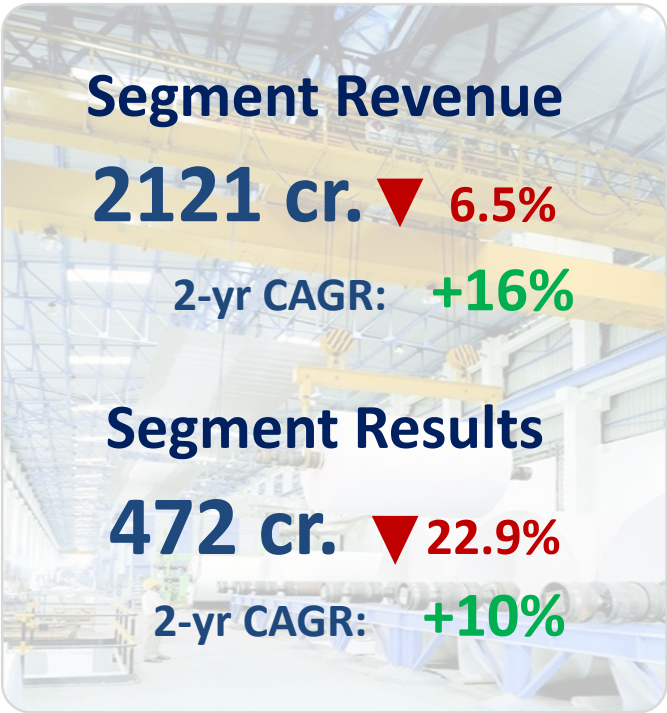
| | | |
|------------------------------|------------------------------|-----------------------|
| 9 States | 1,150 FPOs | 6 Languages |
| ~60 Tie-ups with Partner Cos | 7.4 lac Farmer registrations | 6.3 lac App downloads |



Enduring Value

Paperboards, Paper & Packaging



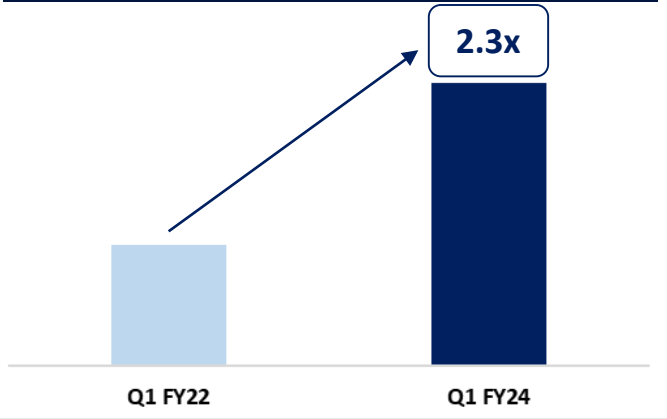


Segment Revenue
2121 cr. ▼ 6.5%
 2-yr CAGR: **+16%**

Segment Results
472 cr. ▼ 22.9%
 2-yr CAGR: **+10%**

- Subdued demand conditions, low priced Chinese supplies in global markets, steep decline in global pulp prices on a high base and relatively muted customer offtake in domestic markets (destocking) weighed on performance during the quarter
- **Décor & Fine paper grades** witnessed resilient performance
- **Sharp escalation in wood & coal costs;** Integrated business model and strategic interventions in import pulp substitution, High Pressure Recovery Boiler, digital interventions and cost competitive fibre chain partially mitigated inflationary impact
- New business development is being accelerated in domestic and export markets offering innovative and customised solutions, **with special focus on consumer electronics and sustainable paperboards and packaging**
- **Sustainable Products** portfolio continues to witness strong growth
- Capacity utilisation at the recently commissioned **Nadiad unit in Gujarat** continues to be ramped up progressively

Rapid scale up of Sustainable products



Financials

| <i>Rs. Cr.</i> | Q1 FY24 | Q1 FY23 | YoY Growth |
|----------------------|---------|---------|--------------|
| Gross Revenue | 16,843 | 18,164 | -7.3% |
| Net Revenue | 15,659 | 17,217 | -9.0% |
| EBITDA | 6,250 | 5,648 | 10.7% |
| PBT | 6,546 | 5,540 | 18.2% |
| PAT | 4,903 | 4,169 | 17.6% |

+10.6% YoY (ex-Agri Business)

Segment Revenue Q1 FY24

| | | Rs. cr. | | |
|---------------------------------------------------------|--|--------------|--------------|------------|
| | | Q1 | | |
| Rs. cr. | | FY24 | FY23 | YoY Growth |
| Segment Revenue | | | | |
| a) FMCG - Cigarettes | | 7465 | 6609 | 13% |
| - Others | | 5166 | 4451 | 16% |
| Total FMCG | | 12631 | 11060 | 14% |
| b) Hotels | | 600 | 555 | 8% |
| c) Agri Business | | 5705 | 7473 | -24% |
| d) Paperboards, Paper & Packaging | | 2121 | 2267 | -6% |
| Total | | 21058 | 21356 | -1% |
| Less : Inter - Segment Revenue | | 4215 | 3192 | 32% |
| Gross Revenue from sale of products and services | | 16843 | 18164 | -7% |

- **FMCG Others**

- Segment Revenue up 16% YoY
- Staples, Biscuits, Noodles, Beverages, Dairy, Agarbatti and premium Soaps drive growth
- Notebook sales continue to witness strong growth

- **Hotels**

- Best-ever Q1, Revenue up 8% YoY on high base

- **Agri Business**

- Revenue up 31% YoY (excl. wheat exports)

- **Paperboards, Paper & Packaging**

- Subdued demand conditions (domestic & exports), low priced Chinese supplies in global markets, sharp reduction in global pulp prices, high base effect
- Revenue up 16% (2-yr. CAGR)

| Rs. cr. | Rs. cr. | | |
|-----------------------------------------------------------------|-------------|-------------|------------|
| | Q1 | | |
| | FY24 | FY23 | YoY Growth |
| Segment Results | | | |
| a) FMCG - Cigarettes | 4656 | 4189 | 11% |
| - Others | 431 | 204 | 111% |
| Total FMCG | 5087 | 4393 | 16% |
| b) Hotels | 131 | 112 | 17% |
| c) Agri Business | 356 | 284 | 25% |
| d) Paperboards, Paper & Packaging | 472 | 613 | -23% |
| Total | 6047 | 5402 | 12% |
| Less : i) Finance Cost | 11 | 9 | |
| ii) Other un-allocable (income) net of un-allocable expenditure | -510 | -147 | |
| Profit Before Exceptional Items & Tax | 6546 | 5540 | 18% |

- **FMCG-Others:**

- Segment EBITDA at 570 cr. (+64% YoY)
 - at 3.2x of Q1 FY20
- EBITDA margin at 11.0%
 - Up 325 bps YoY and 510 bps over Q1 FY20

- **Hotels:**

- EBITDA margins expanded by 140 bps YoY to 33.9%

- **Paperboards, Paper & Packaging:**

- Sharp surge in input costs partly offset through strategic interventions (in-house pulp, VAP, Digital, High Pressure Recovery Boiler)

ITC – A Global Exemplar in Sustainability



ITC e-Choupal
4 Million Farmers empowered

Afforestation
Over 10,45,000 acres greened

Watershed Development
Over 1.49 million acres covered

Livestock Development
Over 21.3 lac milch animals covered

Solid Waste Management
Well-being Out of Waste programme covers 55.6 lac households



Women Empowerment
1.26 lac poor women benefitted

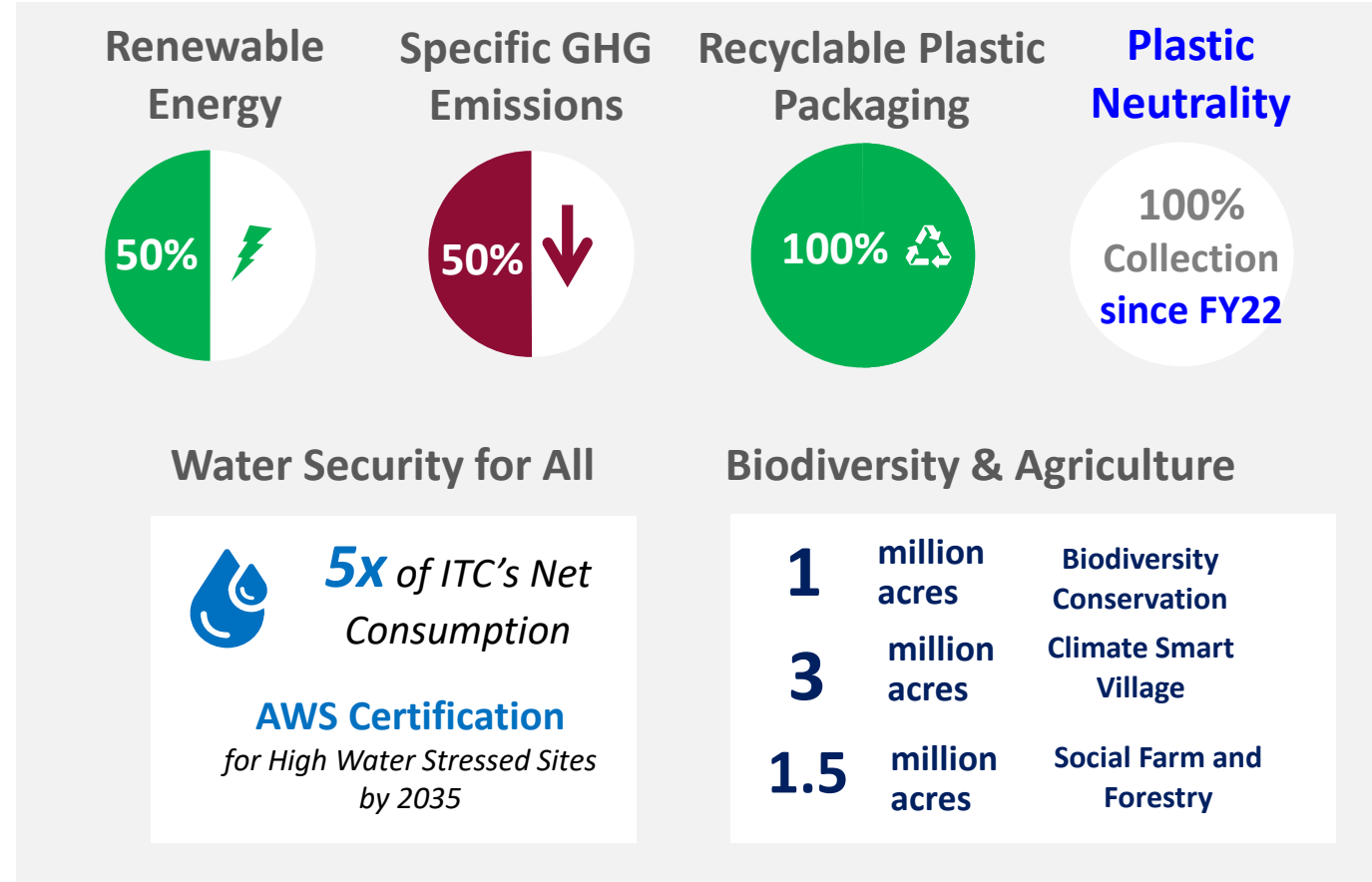
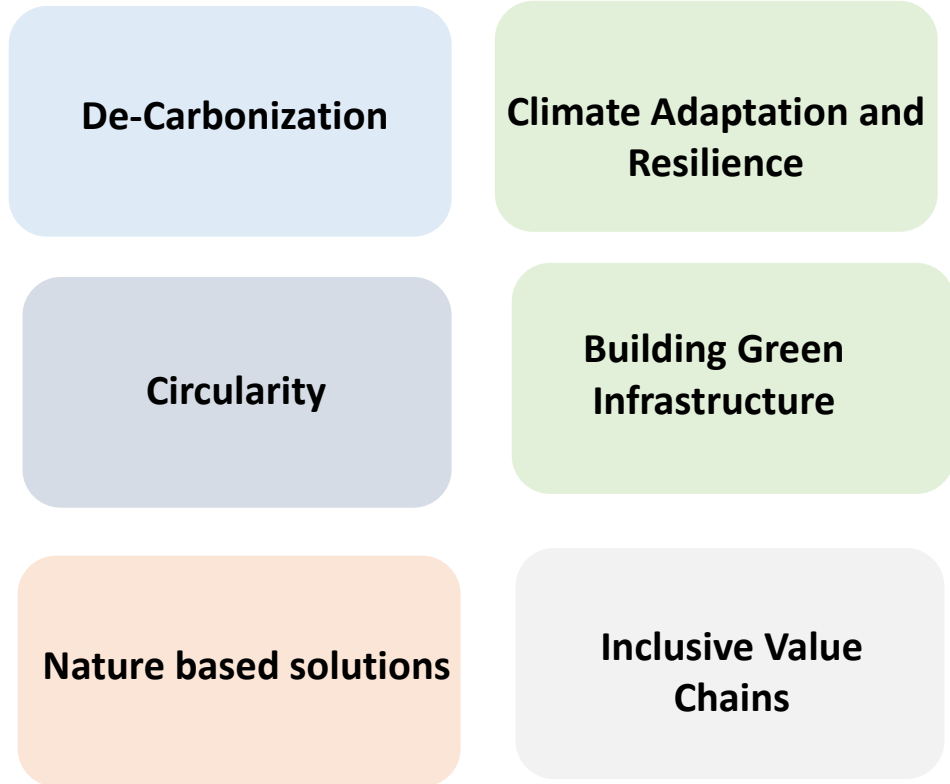
Skilling & Vocational Training
Skilled over 1 lac youth





Primary Education
Reaching over 11.8 lac Children

Mother & Child Health
Over 6.8 lac beneficiaries covered*

Climate Smart Agriculture
23 lac acres covered*

Strategic Interventions to Combat Climate Change



| | | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|
| Renewable Energy 50%  | Specific GHG Emissions 50%  | Recyclable Plastic Packaging 100%  | Plastic Neutrality 100% Collection since FY22 |
| Water Security for All  5x of ITC's Net Consumption AWS Certification for High Water Stressed Sites by 2035 | | Biodiversity & Agriculture 1 million acres Biodiversity Conservation 3 million acres Climate Smart Village 1.5 million acres Social Farm and Forestry | |

Proactively work towards achieving 'Net Zero' emission status

Supporting Sustainable Livelihoods: From 6 million to 10 million

- Exceeded commitment on **Plastic Neutrality**; collected and sustainably managed over 60,000 MT of plastic waste in FY23

- **60% critical Tier - 1 suppliers trained on ESG** related aspects during FY23

- Best-in-class ESG Ratings:

- **AA rating by MSCI** for the 5th consecutive year; **A- Leadership score under CDP ratings - ahead of Asia & Global average**; Continues to be included in the **Dow Jones Sustainability Emerging Markets Index** - a reflection of being a sustainability leader in the industry



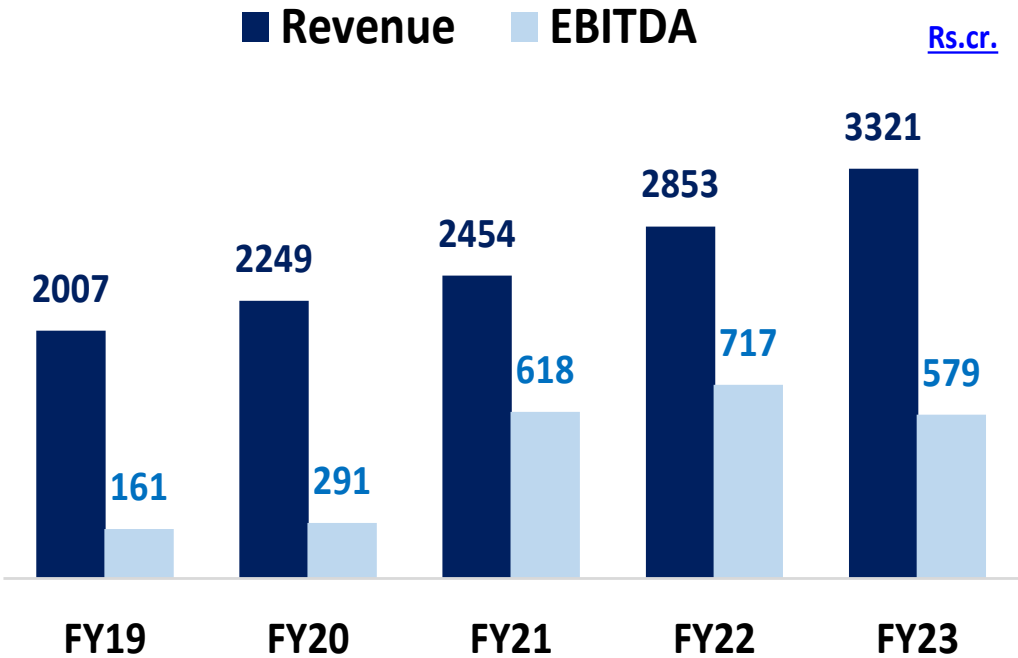
- The only enterprise of comparable dimensions globally to have achieved and sustained the three key global indices of environmental sustainability of being **‘water positive’ (for 21 years)**, **‘carbon positive’ (for 18 years)**, and **‘solid waste recycling positive’ (for 16 years)**

- **Water Stewardship:**

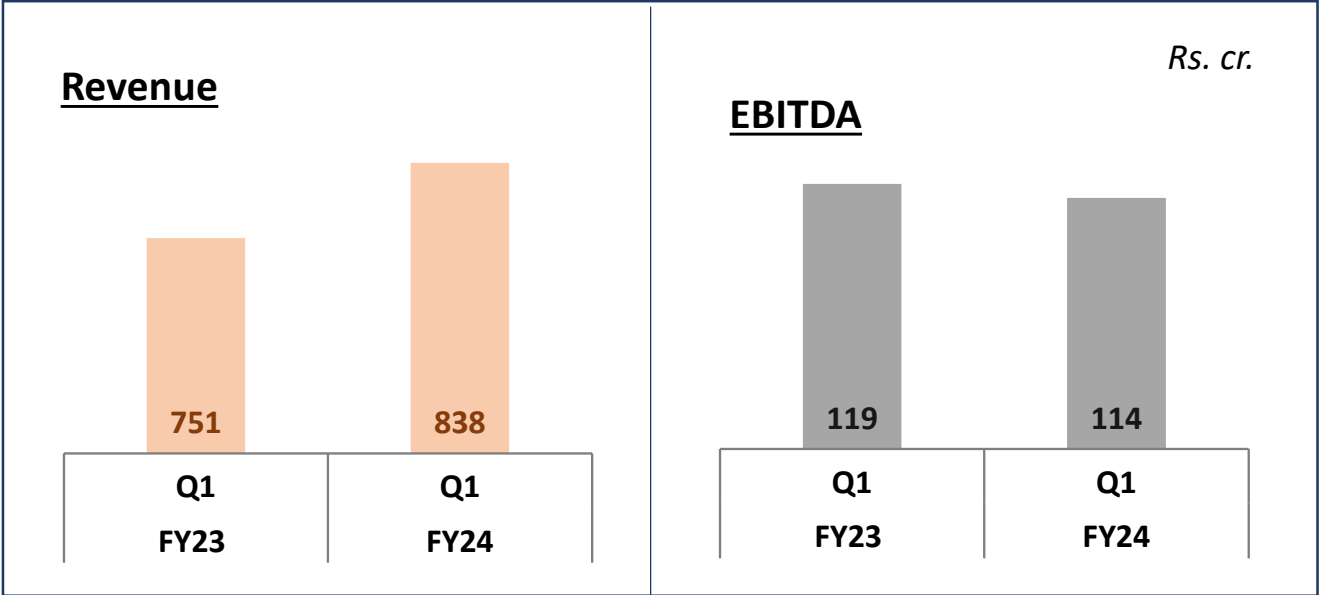
- **ICML Malur** → first F&B unit in Asia and **Paper mill at Kovai** → second site in the world to receive **Platinum level certification** by AWS (Alliance for Water Stewardship)

ITC Infotech





EBITDA margin @ upper-end of mid-tier IT cos.



- Investments continue in **Capability building in strategic focus areas & infrastructure**
- DXP Services integration successfully completed
- Consistent increase in Total Contract Value (TCV) signings
 - Commenced execution on multi-year, multi-million dollar deals: A Leading **Fortune 500 client** & A Top-10 **global hospitality chain**
- EBITDA includes:
 - Certain costs (including transition costs) associated with large deal signings



**A passion for
Profitable growth...**



**in a way that is
Sustainable...**



**and
Inclusive.**



| Product/initiative | Link |
|----------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Bingo! on Instagram | https://www.instagram.com/bingo_snacks/ |
| YiPPee! on Instagram | https://www.instagram.com/sunfeast_yippee/ |
| Aashirvaad on Instagram | https://www.instagram.com/aashirvaad/ |
| Sunfeast Dark Fantasy on Instagram | https://www.instagram.com/sunfeastdarkfantasy/ |
| Mom's Magic on Instagram | https://instagram.com/sfmomsmagic/ |
| Classmate on Instagram | https://instagram.com/classmatebyitc/ |
| ITC : Creating Enduring Value for India | https://youtu.be/VwnE4eN_BTk |
| Details on the Company's Sustainability 2.0 vision | https://www.itcportal.com/sustainability/sustainability-integrated-report-2023/ITC-Sustainability-Integrated-Report-2023.pdf |
| Quarterly Media Statement | https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q1-FY2024.pdf |

