



ITC Limited
Virginia House
37 J. L. Nehru Road
Kolkata 700 071, India
Tel. : 91 33 2288 9371
Fax : 91 33 2288 4016 / 1256 / 2259 / 2260

1st August, 2022

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 1st August, 2022 forwarding the Unaudited Financial Results of the Company for the Quarter ended 30th June, 2022, 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 01, 2022

Standalone Financial Results for the Quarter ended 30th June, 2022

Highlights

- **Gross Revenue up 41.0%, EBITDA up 41.5% on y-o-y basis**
 - Robust performance continues across segments
 - Overall Segment PBIT margin (ex-Agri Business) up ~245 bps to 36.9%
- **Stability in taxes on cigarettes, backed by deterrent actions by enforcement agencies, enable green shoots of volume recovery from illicit trade**
 - Segment Revenue up 29.0% y-o-y; Segment EBIT up 30.1% y-o-y
 - Market standing reinforced through focused portfolio/market interventions and agile execution
- **Strong performance in FMCG – Others Segment; Revenue up 19.5% y-o-y & 45.5% over Q1 FY20**
 - Robust growth in Discretionary/Out-Of-Home categories; Staples & Convenience Foods remained resilient
 - Education & Stationery Products Business bounced back with re-opening of educational institutions
 - Hygiene portfolio sales remained subdued while being higher than pre-pandemic levels
 - EBITDA margin sustained (-20 bps y-o-y) despite unprecedented inflationary headwinds; up 190 bps over Q1 FY20
- **Sharp rebound in Hotels; Revenue up 41.4% over Q1 FY20**
 - ARR and Occupancy ahead of pre-pandemic levels; Retail (packages), Leisure, Weddings & MICE segments drive growth
 - Higher RevPAR and structural interventions boost EBITDA margins to 32.5% (Vs. 17.5% in Q1 FY20)
 - Segment EBITDA at 180 cr. (positive swing of 268 cr. y-o-y; up 111 cr. over Q1 FY20)
- **High growth trajectory sustained in Agri Business; Segment Revenue up 82.7% y-o-y driven by wheat, rice and leaf tobacco exports**
 - Leveraged strong customer relationships, robust sourcing network and agile execution
 - ITCMAARS launched in 7 States covering 200+ FPOs with over 75,000 farmer registrations till date
- **Paperboards, Paper and Packaging Segment delivered strong performance; Revenue up 43.3% y-o-y along with margin expansion of ~220 bps**
 - Strong demand across end-user segments; sustainable products portfolio continues to be scaled up
 - Integrated business model, Industry 4.0 initiatives and strategic investments in areas such as pulp import substitution and proactive capacity augmentation in Value Added Paperboards segment enable margin expansion amidst commodity price escalation

Economic activity gathered further momentum during the quarter with uptick in business and consumer sentiments. However, geopolitical tensions and persistent supply chain disruptions resulted in hardening of commodity prices, exacerbating the unprecedented inflationary conditions prevailing in the economy. Inflationary headwinds also manifested in subdued consumption expenditure with volumes coming under pressure, particularly in rural markets.

Amidst such a backdrop, the Company's focus on accelerated digital adoption, customer-centricity, execution excellence and agility enabled it to deliver strong performance across all operating segments during the quarter, both sequentially and on y-o-y basis. Gross Revenue stood at Rs. 18,164 crores representing a growth of 41.0% y-o-y while EBITDA at Rs. 5,648 crores grew by 41.5% y-o-y. PAT grew by 38.4% y-o-y to Rs. 4,169 crores. Earnings Per Share for the quarter was Rs. 3.38 (previous year Rs. 2.45).

While the trajectory of inflation remains a key monitorable, prospects of a favourable monsoon and the recent moderation in prices of key commodities along with proactive interventions by the Government and RBI augur well for sustained economic recovery and a pick-up in consumption expenditure.

FMCG – OTHERS

- **The FMCG Businesses delivered strong performance with Segment Revenue growing 19.5% y-o-y; Segment Revenue and Segment EBITDA up 45.5% and 91.9% respectively over Q1 FY20.**
 - Discretionary/Out-of-Home categories such as Snacks, Beverages, Confectionery, Frozen Snacks, Fragrances and Agarbattis recorded strong growth.
 - Staples & Convenience Foods posted resilient performance driven by robust growth mainly in Sunfeast Biscuits, Sunrise Spices, Aashirvaad Salt and Aashirvaad Svasti Dairy products.
 - Education & Stationery Products Business bounced back with re-opening of educational institutions.
 - Segment EBITDA margins sustained (-20 bps y-o-y) in spite of unprecedented commodity inflation; sharp escalation in input costs mitigated through multi-pronged interventions viz. strategic cost management, premiumisation, supply chain agility, judicious pricing actions, fiscal incentives, leveraging digital, optimising channel assortments and favourable business mix. Margins have expanded by 190 bps over Q1 FY20.
- The Company's deep & wide multi-channel distribution network with growing presence in emerging channels and tailored channel-specific assortments continue to deliver competitive advantage through superior product availability, visibility and freshness.
 - Market and Outlet coverage at 2.0x and 1.3x of pre-pandemic levels.
 - e-Commerce channel continued to grow on the back of account specific strategies, new product introductions (including e-Commerce first brands) and customised supply chain solutions; e-Commerce sales at nearly 4.2x of Q1 FY20 levels; channel salience stands at appx. 7%.
 - Modern Trade sales accelerated on the back of improved mobility, store footfalls and joint business planning with key accounts.
 - Product availability and accessibility continue to be augmented by leveraging new routes-to-market through multiple strategic partnerships covering a range of brands including 'B Natural', 'Sunfeast', 'Kitchens of India', 'ITC Master Chef', etc.
- New ICML at Medak, Telangana commissioned in March 2022. With this, ten ICMLs are operational in locations proximal to large demand centres enabling delivery of fresher products, reduction in distance to market and higher cost agility. In addition, three co-located automated logistics facilities have been established which together with next generation agile supply chains will enable superior and efficient fulfilment.
 - Several of these manufacturing facilities represent industry leading gender diversity in the labour force. With every successive ICML coming on-stream, the representation of women has progressively increased and the recent ICMLs at Pudukkottai and Medak have a large majority of women in the on-roll labour force, reflecting the Company's commitment to foster Diversity and Inclusion.
- The FMCG Businesses continue to invest in cutting-edge digital technologies across all operational nodes encompassing synchronised planning & forecasting, smart manufacturing & sourcing, deepening consumer connect and agile execution to enhance productivity, drive efficiency and reduce costs.

- 'ITC e-store' (<http://www.itcstore.in>), the Company's exclusive D2C platform, continues to receive excellent consumer response.
 - 'Unnati', the digitally powered eB2B platform, has been rolled out to over 3.2 lakh retailers 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** consolidated its leadership position in the branded atta industry.
 - Aashirvaad's value-added atta range, part of the Business' growing portfolio of 'Good for you' offerings, witnessed robust growth. Towards enhancing consumer awareness on nutrition and digestive health, a dedicated content marketing platform 'Happy Tummy' has been created with blogs, expert videos, nutritionist consultations and high fibre recipes. The intervention has received excellent response and continues to be scaled up.
 - **'Bingo! Snacks** sustained its high growth trajectory; portfolio was augmented with the launch of several innovative variants such as 'Bingo! Hashtags Cream & Onion', 'Bingo! Hashtags Spicy Masala', 'Bingo! Street Bites Dahi Chaat Remix' and 'Bingo! Street Bites Pani Puri Twist'.
 - **'Sunfeast' Biscuits and Cakes** recorded robust growth led by the 'Dark Fantasy' range of premium offerings and 'Mom's Magic' range of cookies. Sunfeast cookies portfolio was augmented with the launch of 'Sunfeast Mom's Magic Golden Edition' (*Cashew Cookies loaded with Cashews & Butter*) and 'Sunfeast Mom's Magic Butter Fills' (*Centre Filled cookies with Molten Butter crème*). The recently launched thin potato biscuits range 'Sunfeast All Rounder' was fortified with the launch of All Rounder Cream and Herb variant.
 - The 'Aashirvaad Svasti' brand witnessed a slew of launches augmenting the value-added dairy portfolio viz. Litchi Lassi, Aam Doi, High Shelf Life Paneer.
- **'Mangaldeep' Agarbattis and Dhoop** witnessed robust growth across product segments. The portfolio was augmented with the launch of 'Jasmine Chandan' variant of Agarbattis and 'Treyra 3in1 Fragranced Sambrani' sticks in select markets. Recently launched offerings include the innovative 'Mangaldeep Upaveda' range of 'Naturals' agarbattis, which draw inspiration from ancient scriptures.
- In the **Education and Stationery Products Business**, 'Classmate' Notebooks further strengthened its leadership position leveraging its flagship campaign 'Learn with Classmate'. With the reopening of educational institutions, notebooks registered robust offtake; strong traction was also witnessed in the premium notebooks portfolio comprising 'Paperkraft', 'Classmate Pulse' and 'Classmate Interaktiv'.

FMCG – CIGARETTES

Segment Revenue and Segment Results up 29.0% and 30.1% y-o-y 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.
 - The Business also continues to launch several differentiated variants to further strengthen and ensure future-readiness of the product portfolio. Recent interventions include innovative launches such as 'Classic Connect', 'Gold Flake Indie Mint', 'Gold Flake Neo SMART Filter', 'Capstan Excel', 'American Club Smash', 'Gold Flake Kings Mixpod', 'Wave Boss', 'Flake Nova' and 'Flake Excel Taste Pro'.
- As seen in the past, stability in taxes on cigarettes, backed by deterrent actions by enforcement agencies, enables green shoots of volume recovery for the legal cigarette industry from illicit trade, thereby engendering domestic demand for Indian tobaccos, while also mitigating loss of tax revenue to the exchequer. The Company continues to engage with policy makers for a framework of equitable, non-discriminatory, pragmatic, evidence-based regulations and taxation policies that balance the

economic imperatives of the country and tobacco control objectives, cognising for the unique tobacco consumption pattern in India.

HOTELS

Stellar performance across locations; Segment Revenue at Rs. 555 cr. (up 41.4% over Q1 FY20); Positive swing of 268 cr. in EBITDA y-o-y (Q1 FY23 at 180 cr.)

- ARR and Occupancy ahead of pre-pandemic levels driven by Retail (packages), Leisure, Weddings and MICE segments. The Business also leveraged its iconic cuisine brands to promote dine-ins with limited-period menus, packaged along with special/festive occasions, featuring global and Indian favourites. Domestic business travel continues to witness progressive normalisation; inward foreign travel, however, remains well below pre-pandemic levels.
- EBITDA margins for the quarter stood at 32.5% (Vs. 17.5% in Q1 FY20); margin expansion driven by higher RevPAR, operating leverage and structural cost interventions.
- ITC Narmada, a luxurious 291-key property in the city of Ahmedabad, is expected to be commissioned shortly.
 - In line with its 'asset-right' strategy, the Business has generated, a healthy pipeline of management contracts under its brands viz. Welcomhotel, Fortune, Mementos and Storii, which is expected to be a key vector of growth. Properties under these brands are expected to be launched in a phased manner over the next few quarters.
- Digital investments continue to be leveraged towards facilitating guest acquisition, enhancing guest experience, augmenting revenue generation and driving operational efficiency. Business recently launched its full stack ITC Hotels App with cutting-edge user experience enabling swift and easy access to Room and F&B Reservations, F&B delivery offers, loyalty benefits besides a host of exclusive offers. The App continues to garner increasing traction.

PAPERBOARDS, PAPER & PACKAGING

Paperboards, Paper & Packaging Segment delivered strong performance; Segment Revenue up 43.3% and Segment Results up 56.0% y-o-y; Segment EBIT margins up ~220 bps y-o-y

- Segment Revenue growth was driven by continued strong demand across end-user segments and exports.
 - Value Added Paperboard segment grew at a rapid pace aided by higher realisation, strategic capacity expansion and strong exports performance.
 - Fine Paper segment bounced back with re-opening of educational institutions.
 - Higher operating leverage, investments in pulp import substitution, cost-competitive fibre chain, sharper focus on operational efficiency leveraging data analytics and Industry 4.0 enabled margin expansion despite escalation in key input prices.
- Packaging and Printing Business witnessed robust growth in domestic and exports segments across Cartons & Flexibles platforms.
- The Company is actively engaged in developing and promoting suitable paper and paperboard substrates to **substitute single-use plastics**.
 - The sustainable products portfolio, comprising recyclable paperboards, 'FiloPack' and 'FiloServe', and biodegradable paperboards, 'OmegaBev' and 'OmegaBarr', which are alternatives to plastic coated containers, cups and other deep freeze applications, witnessed robust growth across applications.
 - Similarly, the Packaging Business is pro-actively engaging with end users to scale up adoption of sustainable packaging solutions viz. 'Bioseal' (compostable packaging solutions for Quick Service Restaurants, personal care and packaged foods industries), 'Oxyblock' (a recyclable coating solution with enhanced barrier properties for packaged foods, edible oils, etc.) and 'Germ free coating'

(solution for microbial free packaging surface addressing the consumer consciousness towards hygiene and safety).

AGRI BUSINESS

Agri Business sustained high growth trajectory with Segment Revenue up 82.7% led by wheat, rice and leaf tobacco exports leveraging strong customer relationships, robust sourcing network and agile execution.

- The Business leveraged the e-Choupal network to provide strategic sourcing support to the Branded Packaged Foods Businesses with sharply aligned procurement strategies in line with category-relevant market dynamics.
- ITCMAARS (Metamarket for Advanced Agriculture and Rural Services) – a crop-agnostic ‘phygital’ full stack AgriTech platform was launched with 200+ FPOs in 7 states encompassing 75,000+ farmers (registered till date). This platform provides farmers with AI/ML driven personalised and hyperlocal crop advisories, access to good quality inputs and market linkages as well as allied services like pre-approved loans. It also offers advanced technologies like real-time soil testing, quality assaying and precision farming at the doorstep of farmers.
- The Business continues to make steady progress towards rapidly growing its value-added portfolio to enhance value capture.
 - The project for the state-of-the-art facility to manufacture and export Nicotine & Nicotine derivative products being set up by the Company’s wholly owned subsidiary, ITC IndiVision Limited, is making steady progress. The facility is being geared to manufacture purest nicotine derivatives conforming to US and EU pharmacopoeia standards and is expected to be commissioned in FY23.
 - Construction of the manufacturing facility at Guntur for value-added spices is also progressing well and is expected to be commissioned in FY23. The Business seeks to significantly scale up its presence in food safe export markets leveraging this world-class facility and its identity-preserved sourcing expertise, custody of supply chain and strong customer relationships.

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 20 years)**, **‘carbon positive’ (for 17 years)**, and **‘solid waste recycling positive’ (for 15 years)**. The Company sustained its **‘AA’ rating by MSCI-ESG for the 4th successive year** - the highest amongst global tobacco companies. The Company has also been included in the **Dow Jones Sustainability Emerging Markets Index** - 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 ‘B-’ for climate change and ‘B’ for water security) by CDP, a reputed independent global platform for disclosures on environmental impacts.

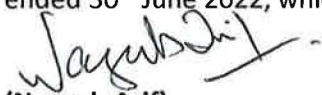
The Sustainability & Integrated Report 2022 is available on your Company’s corporate website at

<https://www.itcportal.com/sustainability/sustainability-integrated-report-2022/ITC-Sustainability-Integrated-Report-2022.pdf>

Please refer link below for performance highlights of the quarter:

<https://www.itcportal.com/investor/pdf/ITC-Quarterly-Result-Presentation-Q1-FY2023.pdf>

The Board of Directors, at its meeting on 01st August 2022, approved the financial results for the quarter ended 30th June 2022, which are enclosed.



(Nazeeb Arif)

Executive Vice President
Corporate Communications



Enduring Value

NATION FIRST: SAB SAATH BADHEIN

Q1 FY23 Results

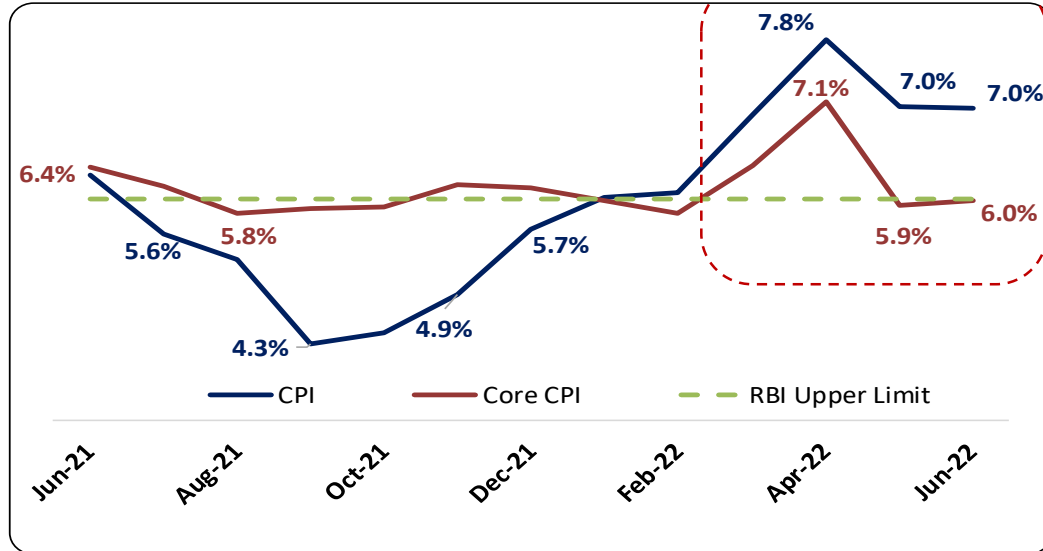
1st August, 2022

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

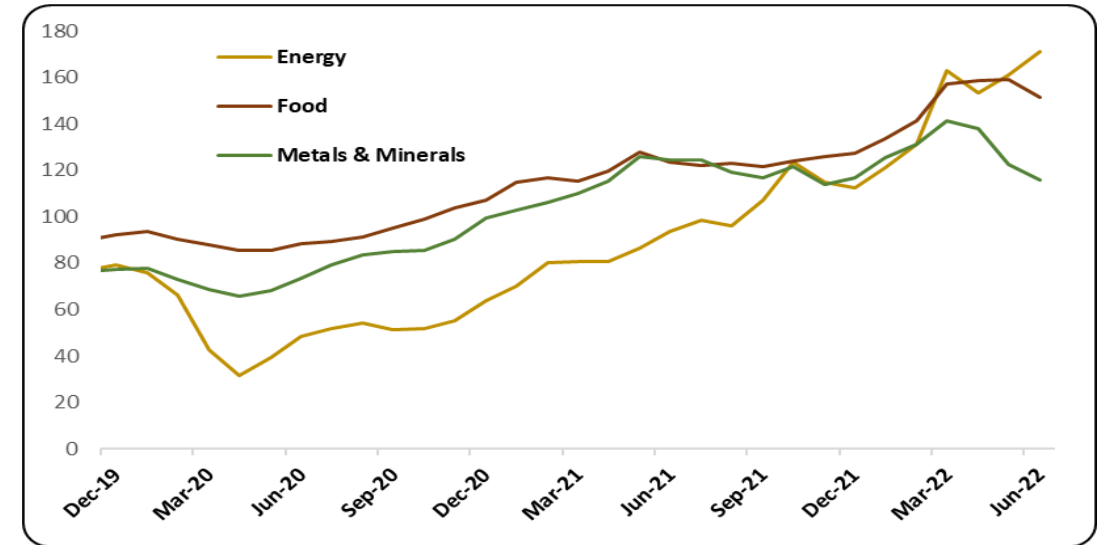
Persistently high Inflationary conditions

CPI, Core CPI (% y-o-y)



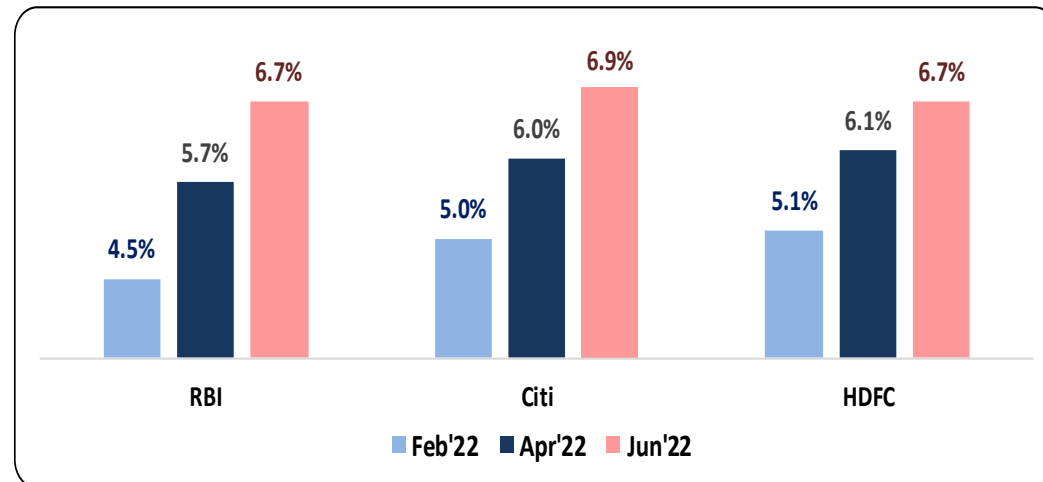
Source : MOSPI

World Bank Commodity Index (% y-o-y)



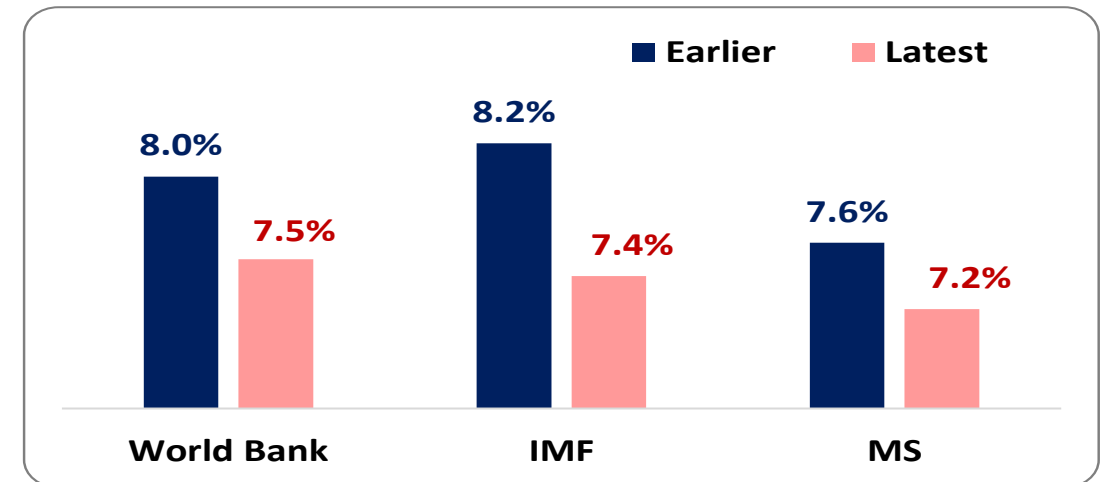
Source : World Bank , Index at 2010 Prices =100

Upward revision to Inflation estimates for FY23 (y-o-y%)



Source : Analysts Reports

Downward revision to GDP estimates



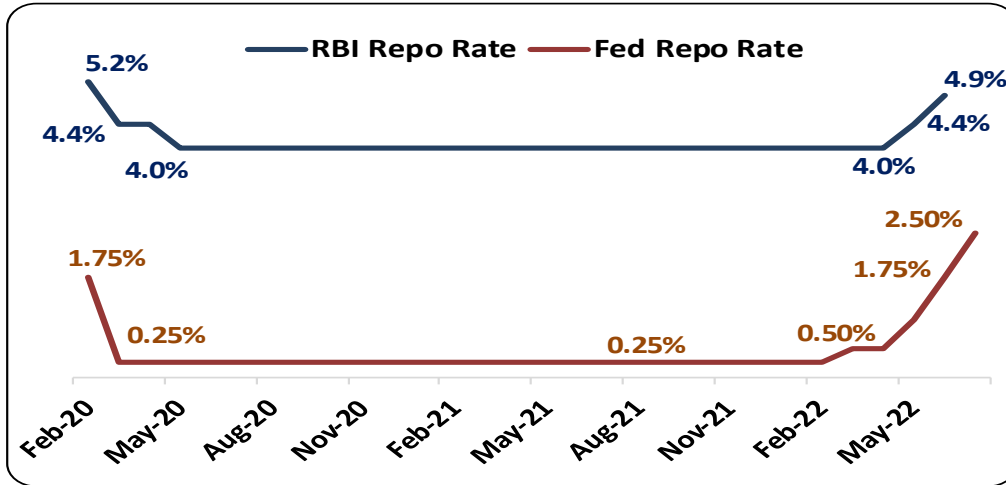
3 consecutive Interest Rate hikes by RBI

US Dollar Index at a 20-year high

Widening CAD & FPI outflows → Lower Rupee

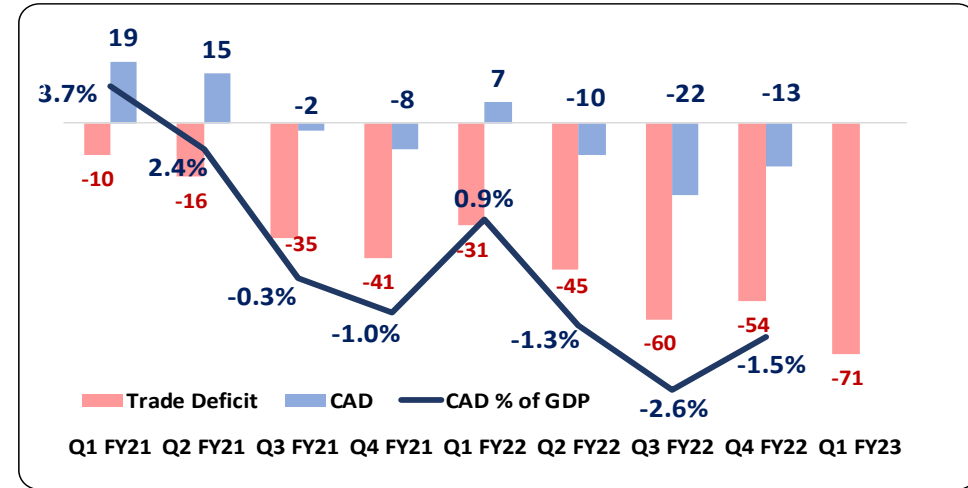


Interest Rates on the rise



RBI, Federal Reserve

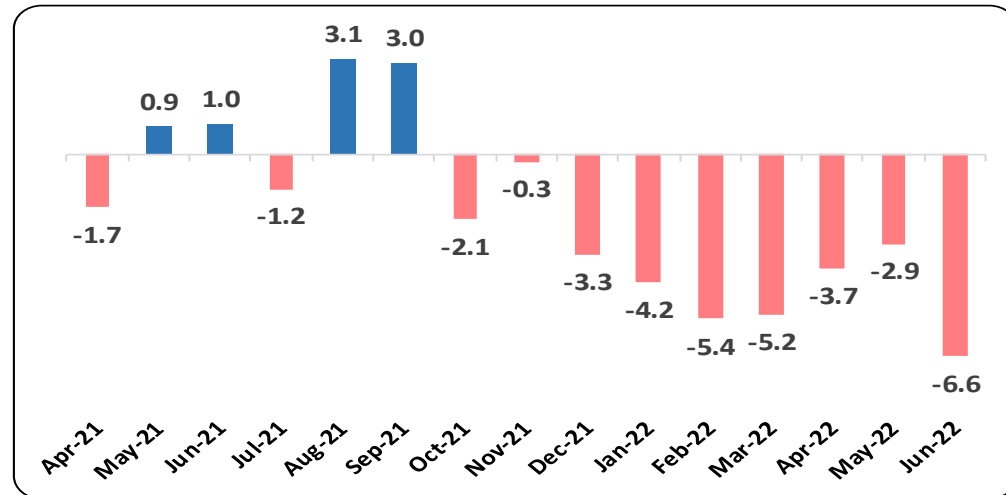
Trade Deficit at record high in Jun'22



MoF, RBI

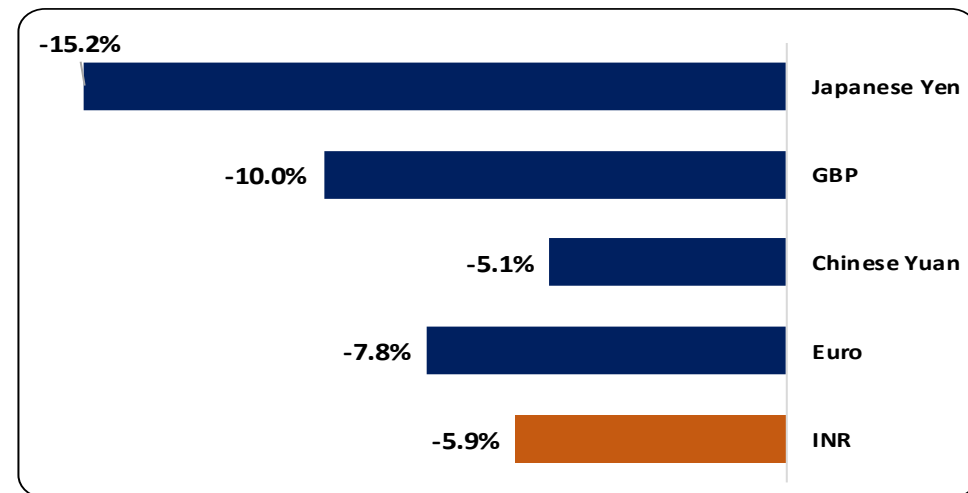
CAD estimated to widen to 3% in FY23

Net FII outflows of \$34 bln. in last 9 months



RBI, NSDL

All major currencies depreciated Vs. USD (Jan – Jun'22)



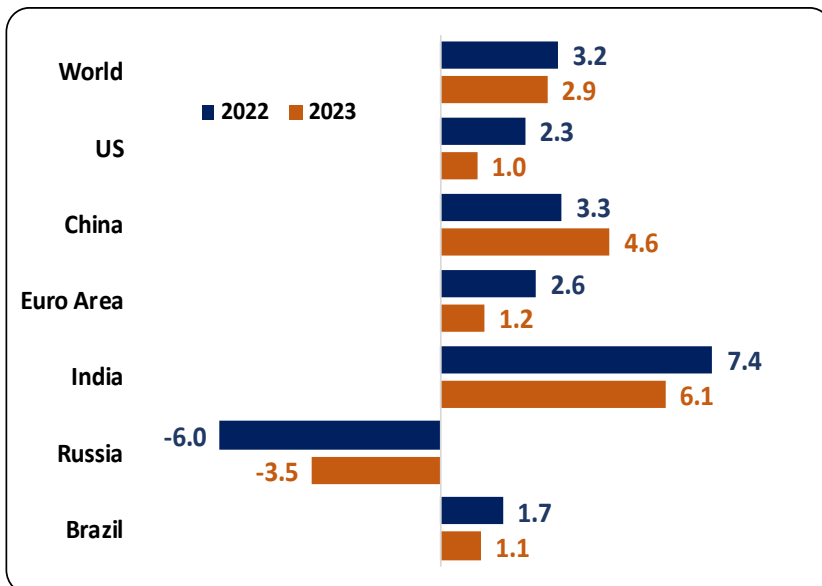
Bloomberg

Global Macro

Continued slowdown in global growth momentum

2022 Global GDP growth further revised down to 3.2% Vs. 3.6% (Apr'22) and 4.4% (Jan'22)

- Reduced household purchasing power & high inflation poses downside risks
- Recession risk in US; GDP contracted in 2 successive quarters



IMF July'22

India Macro

Key Positives

Recovery in economic activity

Normal Monsoon

Buoyancy in Tax collections

Stronger Corporate & Bank Balance Sheets

Key Monitorables

High Inflation

Rising interest rates

Capex cycle yet to pick up

Rising Twin Deficits
(Fiscal & CAD)

Q1 FY23 Results

Headline Financials & Business Highlights

**Robust performance
continues across
segments**

Gross Revenue

▲ +41.0%

EBITDA

▲ +41.5%

Overall Segment PBIT Margin

ex – Agri Business

36.9% ▲ 245 bps

PAT

▲ +38.4%

EPS

▲ +38.1%

- **Robust performance continues across segments**
- **Stability in taxes on Cigarettes, backed by deterrent actions by enforcement agencies, enable green shoots of volume recovery from illicit trade**
 - *Segment Revenue up 29.0% YoY; Segment EBIT up 30.1% YoY*
- **Strong performance in FMCG – Others Segment; Revenue up 19.5% YoY and 45.5% over Q1 FY20**
 - *Education & Stationery Products Business bounced back with re-opening of educational institutions*
 - *EBITDA margin sustained (-20 bps YoY) despite unprecedented inflationary headwinds; up ~190 bps over Q1 FY20*
- **Sharp rebound in Hotels; Revenue up 41.4% over Q1 FY20**
 - *ARR and Occupancy ahead of pre-pandemic levels*
 - *Segment EBITDA at 180 cr. (positive swing of 268 cr. YoY; up 111 cr. over Q1 FY20)*

- **Agri Business** sustains high growth trajectory; Segment Revenue up 82.7% YoY
 - *Wheat, Rice and Leaf Tobacco exports*
- **Paperboards, Paper & Packaging** continued to deliver strong performance; Segment Revenue up 43.3% YoY along with margin expansion of ~220 bps
 - *Strong demand across end-user segments; sustainable products portfolio continues to be scaled up*
 - *Integrated business model & strategic interventions enable margin expansion amidst commodity price escalation*



Multiple Growth Drivers

Best fit - market opportunity & enterprise strengths

Disruptive models : Digital / Sustainability + Institutional Strengths



Innovation and R&D

Agile & purposeful innovation to win

Science-based research platforms embedding Sustainability



Cost Optimization

Structural interventions across value chain



Sustainability 2.0

Bolder ambition

Environmental Capital

Inclusive growth



Digital

Future tech enterprise

Digital first culture

Smart Eco System



World-Class Talent

'Proneurial' spirit

High Performance, Nimble and Customer-centric Culture

Diversity & Inclusion



Enduring Value

FMCG Others

YOU ARE WHAT YOU EAT

AASHIRVAAD SELECT

Some curls steal our eyes! Some curls fill our tummy.

Tag that gorgeous nooble head in your gang!

Yippee

BINGO!

PAHI CHAAT KEMUK

STREET BITES

PAHI PURI TWIST

STREET BITES

Dark Fantasy

Dessert dates that look like this

Dark Fantasy

Leave The Right Imprint for a Better Tomorrow

Aashirvaad Svasti

100% RECYCLABLE

Aashirvaad Svasti Easy Digest Milk comes in a 100% recyclable pack, as a step towards creating a better environment

fIama

LABORATOIRE NATUREL INNOVATIONS IN SKIN CARE

Be a Glow getter

with the Fama Blackcurrant & Bearberry Shower Gel

Savlon

Prioritize good hygiene today to build a healthier India tomorrow.

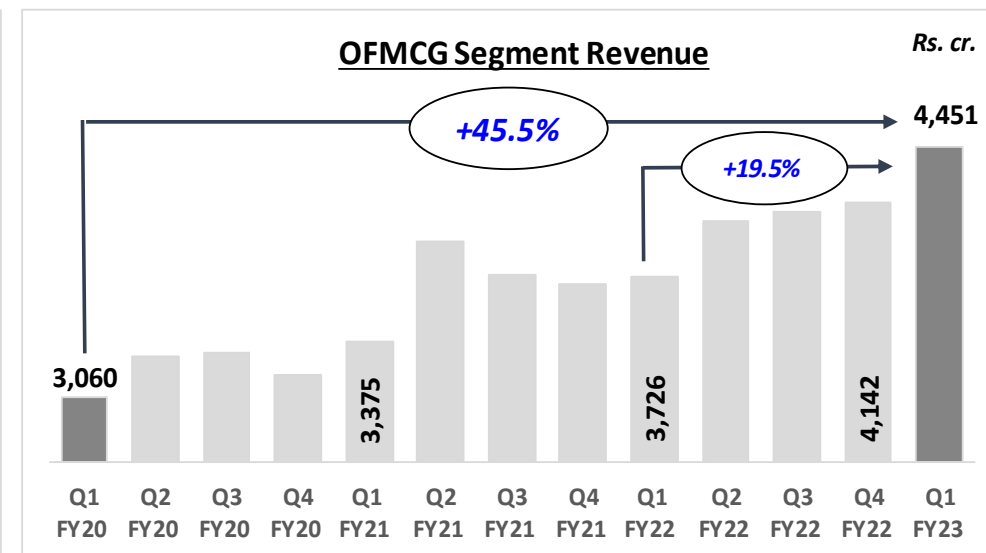
*Basic lab study. Washes away germs.

Let Your Words shine For You

Paperkraft



- **Segment Revenue up 19.5% YoY; + 45.5% over Q1 FY20**
 - Robust growth in Discretionary/Out-Of-Home categories; Staples & Convenience Foods remained resilient
 - Subdued sales of Hygiene portfolio; but remains above pre-pandemic levels
 - Education & Stationery Products Business bounced back with re-opening of educational institutions
- Lifestyle Retailing Business : Closure of WLS operations
- **Growing presence in emerging channels:**
 - Modern Trade sales accelerated on the back of improved mobility, store footfalls and joint business planning with key accounts
 - E-Com sales at nearly 4.2x of Q1 FY20 levels; channel salience at appx.7%
 - Unnati (eB2B app) rapidly scaled up to over **3.2 lakh retailers**



Scaling up D2C



<http://www.itcstore.in>

- Operational in 15 cities
- 700+ FMCG products
- 45+ categories



<https://classmateshop.com/>

Creative Product personalisations

Supporting startups in the D2C space



Rural Markets

Scale up of stockists network (**2.7x^**)

Market Coverage

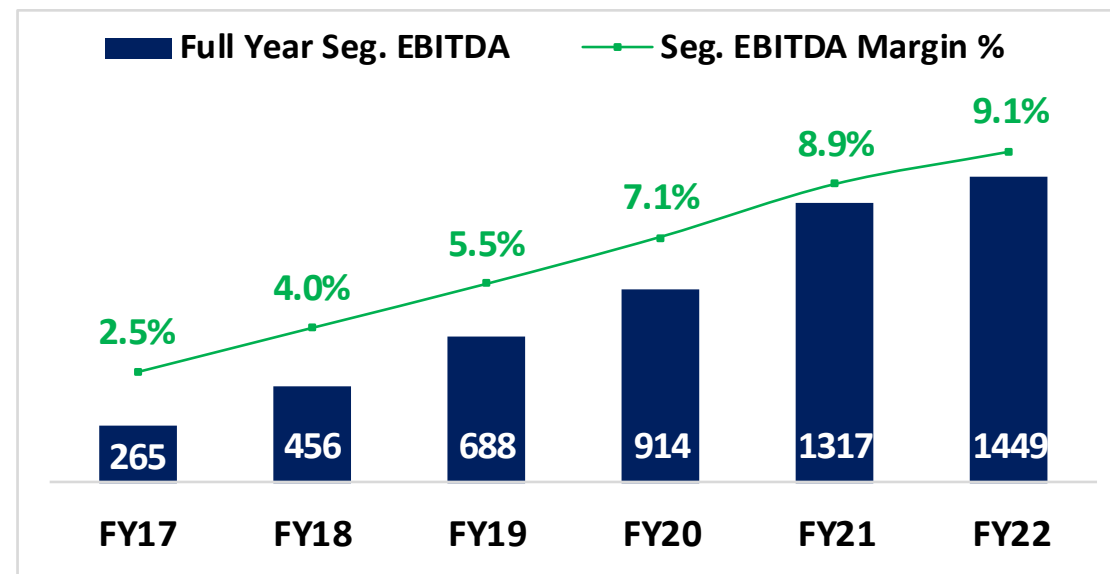
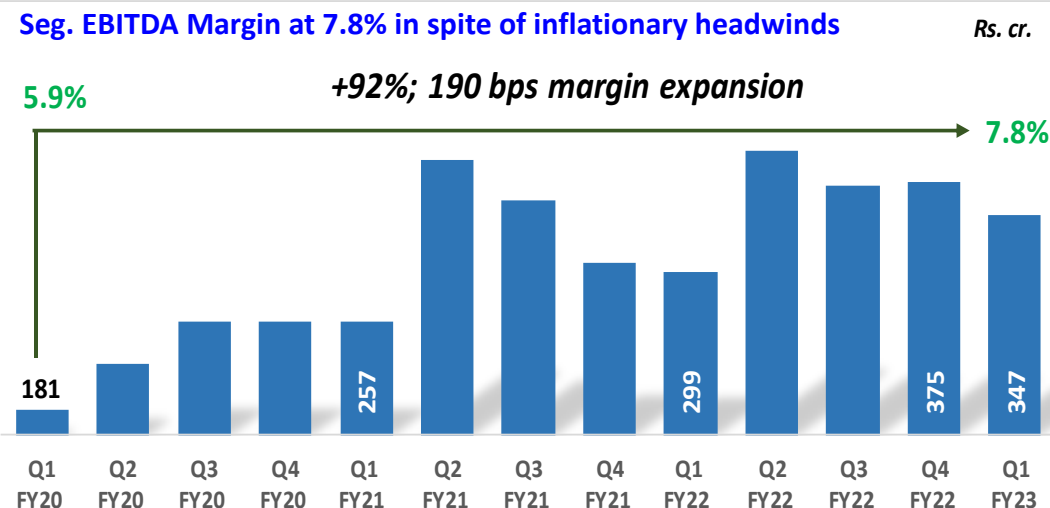
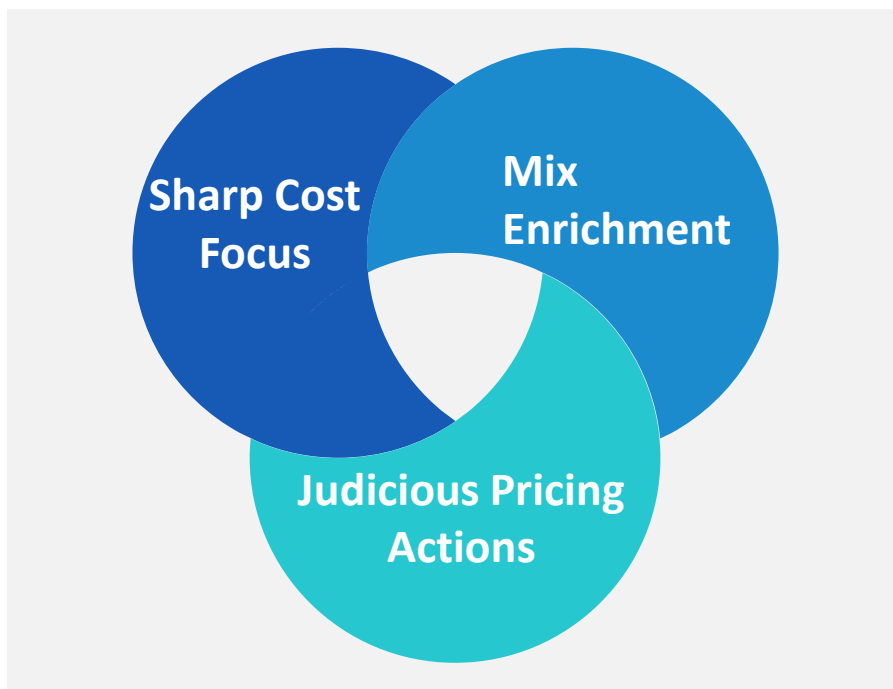
2.0x^

Direct outlet servicing

1.3x ^

^ of pre-pandemic levels

- **Segment EBITDA margin sustained at 7.8%** (-20 bps YoY; up ~190 bps Vs. Q1 FY20) in spite of unprecedented commodity inflation
- Persistently high commodity prices largely offset through **multi-pronged interventions** and proactive measures across all nodes of operations



Russia-Ukraine Conflict → Further hardening of Commodity Prices

Some moderation witnessed in June

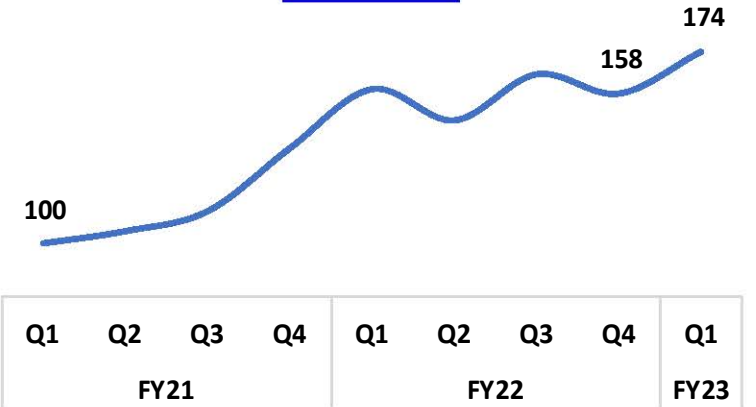
Palm Oil



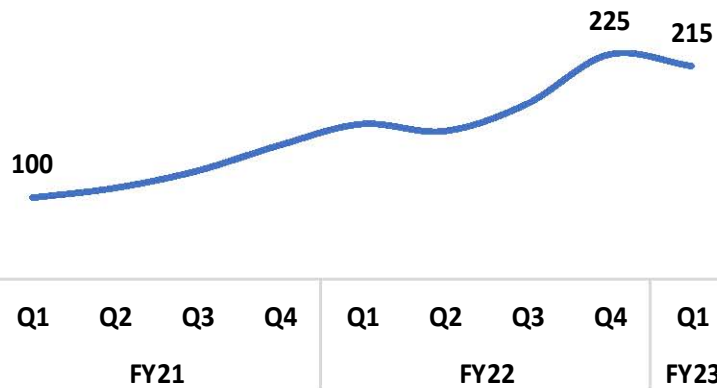
BOPP Film



Metalocene



Soap Noodles



Kraft Paper



Solar Plant, Dindigul



AMLF Kapurthala

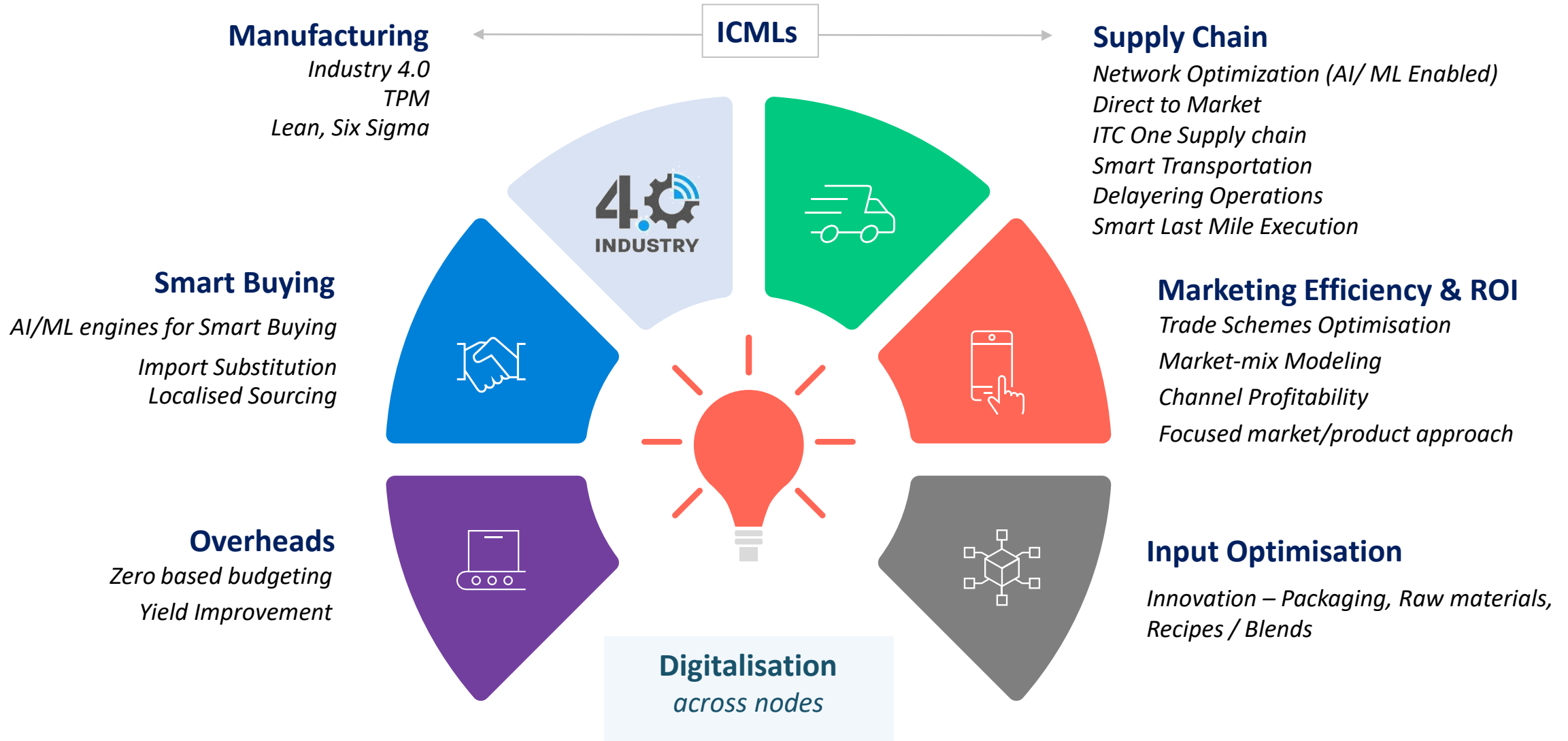


ICML Trichy



ICML Medak





Addressing Emerging Consumer Need Spaces with Agility



Bingo! Snacks
Differentiated flavors & textures



Spices
Sabji Masala | Kitchen King Masala | Dimer Kosha



Aashirvaad Svasti
Litchi Lassi | Aam Doi



Mom's Magic
Centre filled with molten Butter



Sunfeast Dark Fantasy
Premium filled cookies



Classmate Interaktiv
Origami Books



Mangaldeep Fragrance Sticks
First of its kind
Fragranced Sambrani Sticks



Aashirvaad Nature's Super Foods
Organic

Rising Gluten Intolerance & Going back to Roots



Aashirvaad Salt Proactive
Better Heart health



Farmlite Digestive
Goodness of Whole Wheat



B Natural | Sunfeast Nutrilite
Health Range



YIPpee! Power Up Noodles
Goodness of Whole Wheat Atta



Aashirvaad Svasti Milk
Select Milk
Easy Digest Milk (Lactose Free)



Farmlite Veda
Immunity Focus



Master Chef
IncrEDIBLY VegAN



Jelimals ImmunoZ
Vitamin C + Zinc

Happy Tummy English

Time to score your tummy!
Get quick tips from experts
[Take the Digestive Quotient Test](#)

AASHIRVAAD
Atta with Multigrains

Creative Visualisation

Digestive Quotient

Score out of 100 is **44**

[Book Free Dietician Consultation](#)

[Get 20% OFF On High-Fibre Atta](#)

Save up to Rs. 100*

0g 15g 30g

Fibre in your diet is 6.81

*As per ICMR NIN, Recommended Daily Allowance for Dietary Fibre is 30g for Men & 25g for women. Want to get a customized Meal Plan with the right amount of Fibre based on your food preferences?

[Choose My Meal Plan](#)

Happy Tummy English

[Digestive Quotient](#) [My Meal Plan](#) [Free Dietician Consultation](#)

Suggested Meal Plan For Sedentary Adult Indian Male - North Indian; Veg

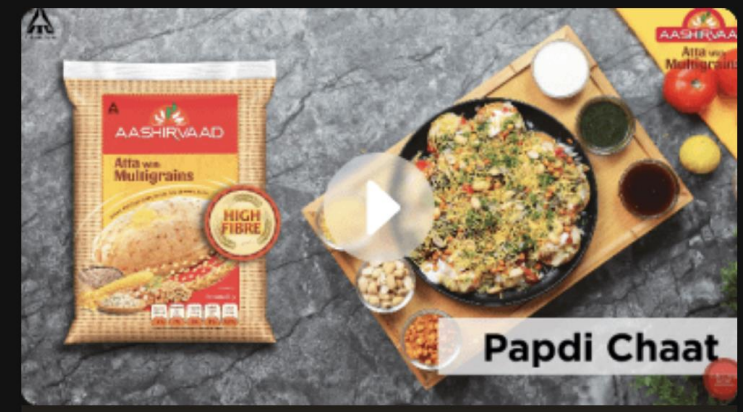
ICMR NIN has suggested a daily intake of 30g of dietary fiber for a sedentary adult male. Here is a suggested meal plan that will help you in meeting your daily fiber requirement.

The Below suggested meal plan is designed to provide Energy: 1800-2000kcal, Protein: 52-65g & Fibre: 28-30g / day average

Meal time	Option 1
Early morning (7:00-7:30 am)	Tea (1 Medium Cup)
Breakfast (8:00-9:30 am)	Multigrain Mix Veg Paratha (2 Medium) + Aloo Sabji (1 Small)



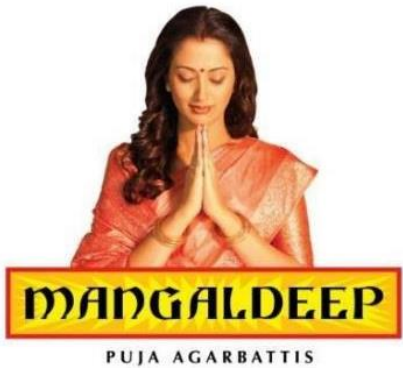
Five Homemade Remedies To Fight Constipation



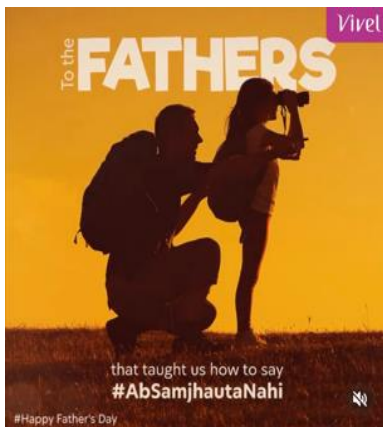
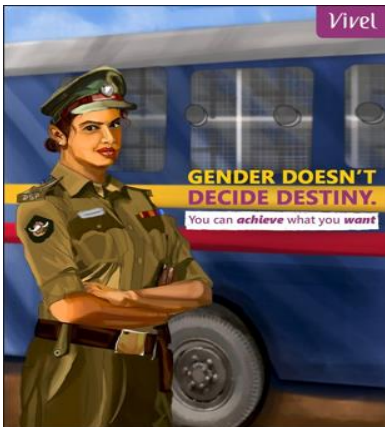
Papdi Chaat made from Aashirvaad Atta with Multigrains

Sixth Sense Consumer Panel

An Initiative for the differently abled



Vivel #AbSamjhautaNahi



Aashirvaad #RahoChaarKadamAage



End-to-end campaign to help women upskill and establish their businesses

World Hand Hygiene Day #Handwash First



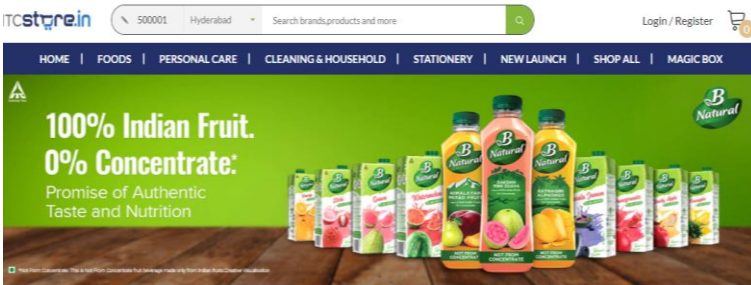
Winning in Emerging Channels



Modern Trade

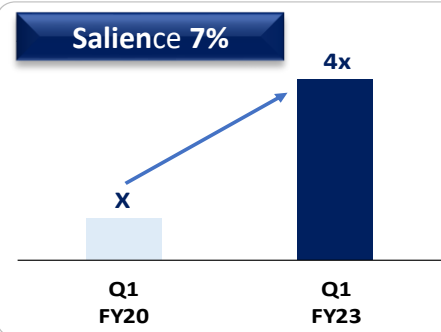


Fast-tracking E-Com | D2C | Cash & Carry



ITC e-Store - Operational in 15 cities

Expanding e-Com



New Routes to Market

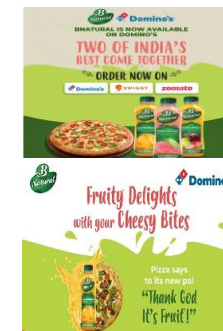
On-the-Go



Direct Marketing



QSR



Strategic Partnerships



Climate Controlled Supply Chain

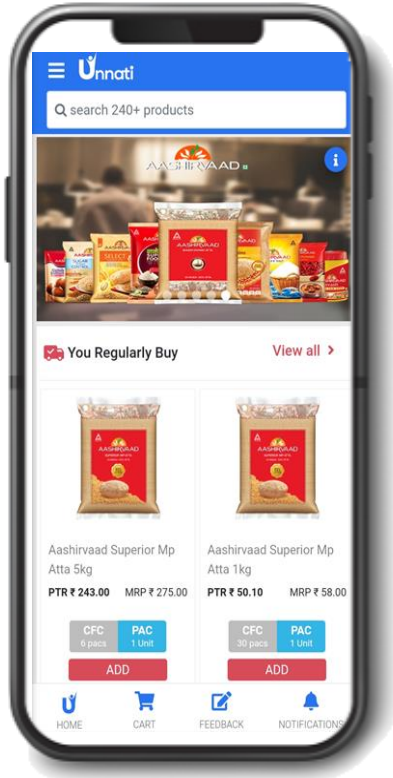
Dairy | Chocolates



Scaling-up Food Services

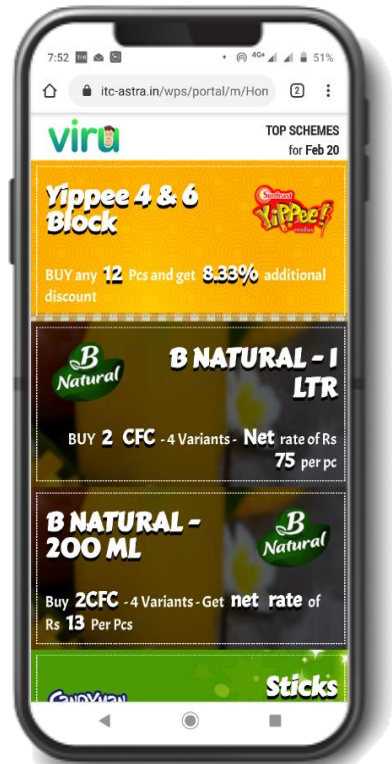


eB2B: UNNATI

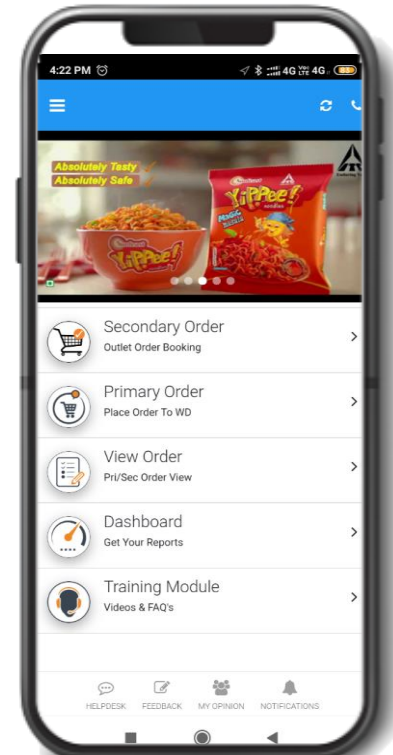


Over 3.2 lakh
Outlet penetration

VIRU: Virtual Salesman



VISTAAR: Rural App



Project Zen



Next Generation Agile
FMCG Supply Chain



Enduring Value

FMCG Cigarettes



Segment Revenue
6609 cr. ▲ 29.0%

Segment Results
4189 cr. ▲ 30.1%

- **Net Segment Revenue*** up 29.5% YoY; **Segment EBIT** up 30.1% YoY
- **Robust growth across regions & markets;** volumes surpass pre-pandemic levels
- **Innovation & democratising premiumisation** across segments
- **Focused portfolio/market interventions**
 - *Portfolio vitality | Product availability | Execution excellence*
 - *Recent launches continue to gain traction*

Stability in taxes, backed by deterrent actions by enforcement agencies, enable green shoots of volume recovery from illicit trade

Innovation

- **Classic Connect**
- **Gold Flake Neo**
- **American Club Clove Mint**
- **Gold Flake Indie Mint**
- **Capstan Fresh**

Portfolio Fortification

- **Gold Flake Neo SMART Filter**
- **Navy Cut Deluxe**
- **Player's Gold Leaf Chase**
- **Gold Flake Star**

Recent Introductions

- **Wills Protech**
- **Capstan Excel**
- **Gold Flake Kings Mixpod**
- **Flake Nova**
- **Wave Boss**
- **American Club Smash**

Other Interventions

New variants of **Flake Excel, Wills Navy Cut Filter, Berkeley Hero** in focus markets.

**5s Packs -
Gold Flake Premium and Capstan Special**



Enduring Value

Hotels Business



Segment Revenue

555 cr.

(4.4x of LY; 1.4x of FY20)

Segment EBITDA

180 cr.

+268 cr. swing over SPLY
+111 cr. over Q1 FY20

- **Stellar performance across locations**
 - ✓ Revenue up 41.4% over Q1 FY20
- **ARR and Occupancy** ahead of pre-pandemic levels; Leisure, Weddings & MICE drive growth
- **EBITDA margins** at 32.5% (Vs. 17.5% in Q1 FY20); margin expansion driven by higher RevPAR, operating leverage and structural cost interventions
- **ITC Narmada**, a luxurious 291-key property in Ahmedabad expected to be commissioned shortly
- Healthy pipeline of properties under **Welcomhotel, Fortune, Mementos & Storii**; phased openings over the next few quarters
- Recently launched full stack **ITC Hotels App** with cutting-edge user experience continues to garner increasing traction

Revenue Mgmt.

Guest Acquisition

Guest Servicing

Loyalty Programmes





ITC Hotels – Best Service

Freddie Awards, 2022

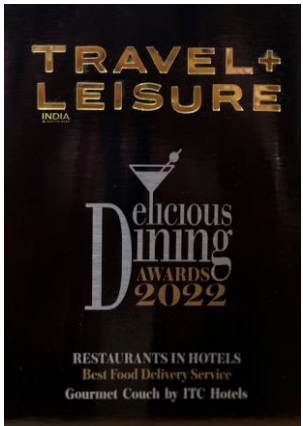
THANK YOU!
CLUB ITC
Recognised As

- Program Of The Year
- Best Elite Program
- Best Promotion
- Best Redemption Ability

At The 2022
freddie awards



Grand Market Pavilion, ITC Royal Bengal – Best Family Dining



Gourmet Couch, ITC Hotels – Best Food Delivery Services



Bukhara, ITC Maurya – Best Indian Cuisine

Mementos



Collection of **unique luxury hotels** across varied destinations ranging from **modern retreats to historic treasures**

Welcomhotel



Fortune



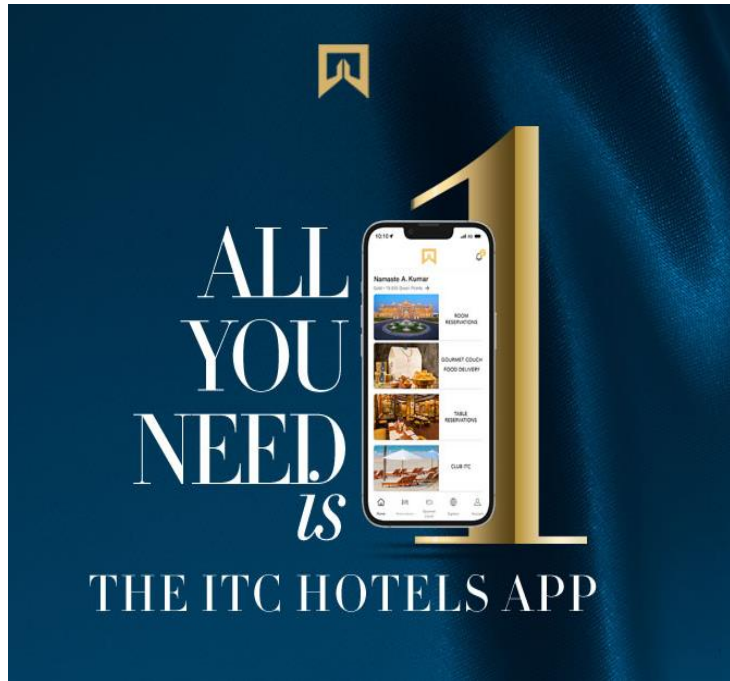
Storii



Collection of **intimate sized** handpicked properties in the **premium segment**

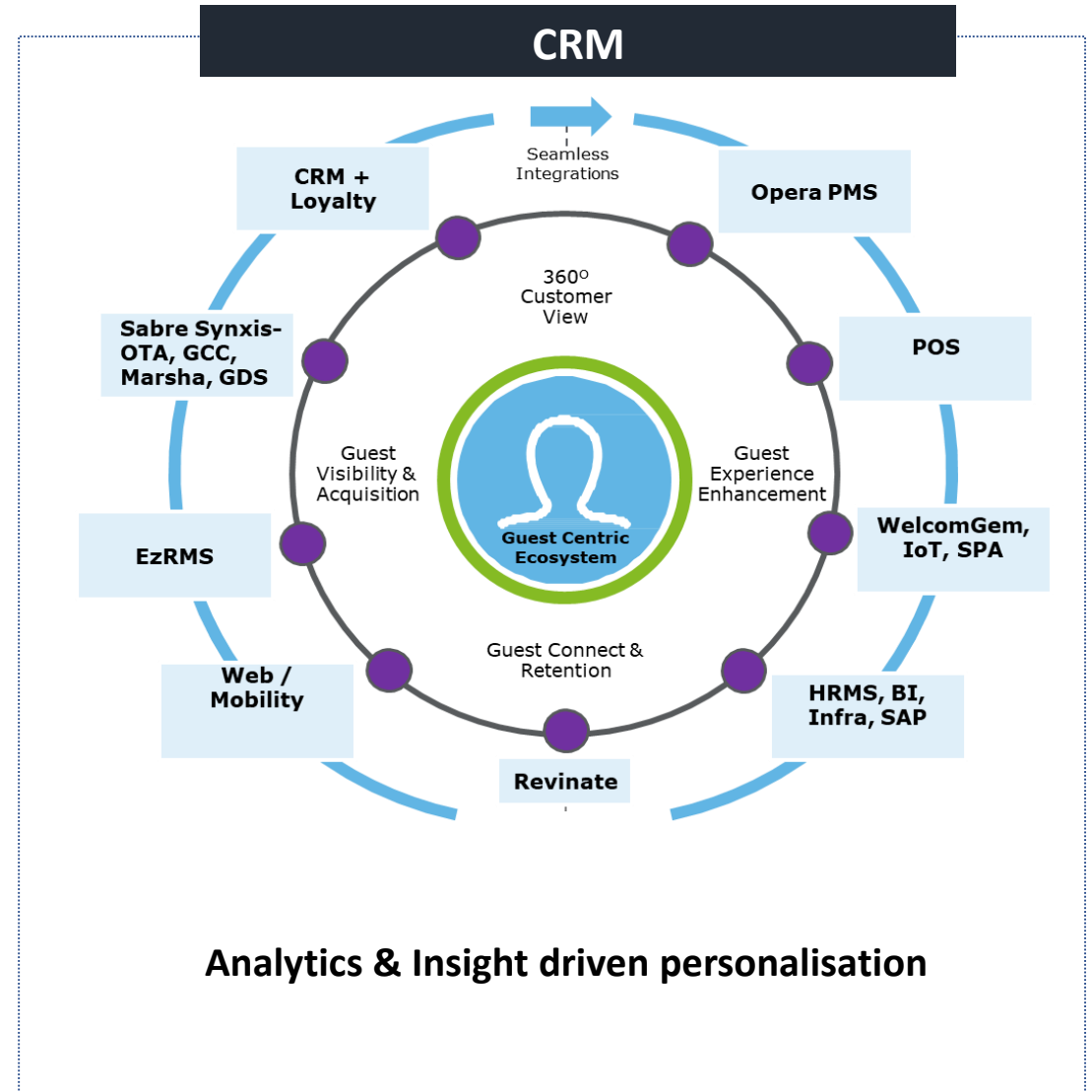
Properties under these brands expected to be launched in a phased manner over the next few quarters.

Brand/Guest Experience



One stop shop for all guest needs

Room Reservation | Restaurant Booking
Takeaway | Loyalty | Room Controls



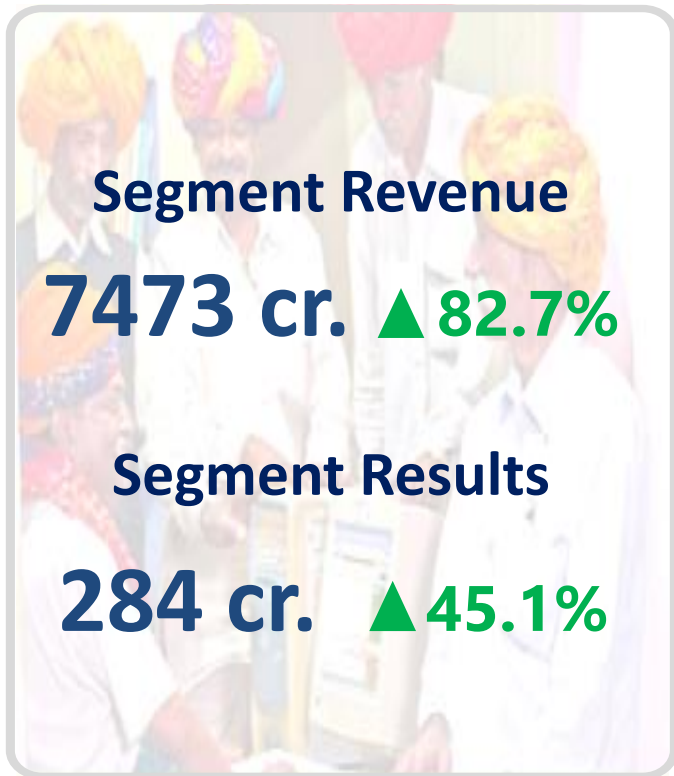
Analytics & Insight driven personalisation



Enduring Value

Agri Business






Segment Revenue
7473 cr. ▲ 82.7%

Segment Results
284 cr. ▲ 45.1%

- Sustained high growth trajectory with Segment Revenue up 82.7% led by wheat, rice and leaf tobacco exports
 - Strategic sourcing support to Branded Packaged Foods Businesses – Wheat, Dairy and Spices
- **ITCMAARS*** – a crop-agnostic ‘phygital’ full stack AgriTech platform was launched with 200+ FPOs in 7 states encompassing 75,000+ farmers
- Strategic focus on rapidly **scaling up Value-Added product portfolio** to enhance value capture
 - IIVL’s^ world-class manufacturing facility at Mysuru for export of Nicotine & Nicotine derivative products to US/EU making steady progress
 - Construction of new Spices facility at Guntur progressing well



Multiple Sourcing Models

Farmer | Trader | Mandi

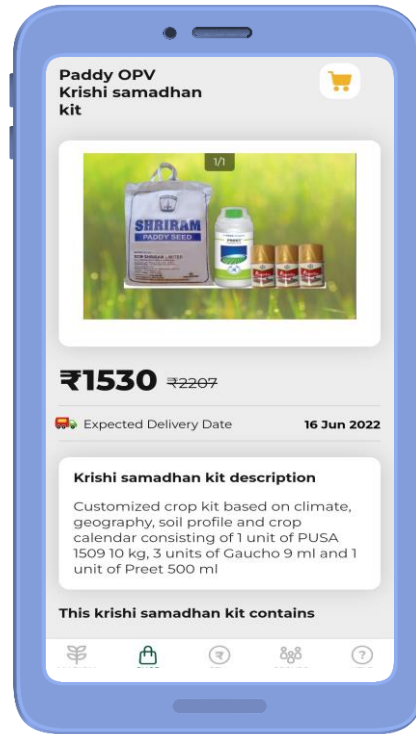


Multi Modal Transportation

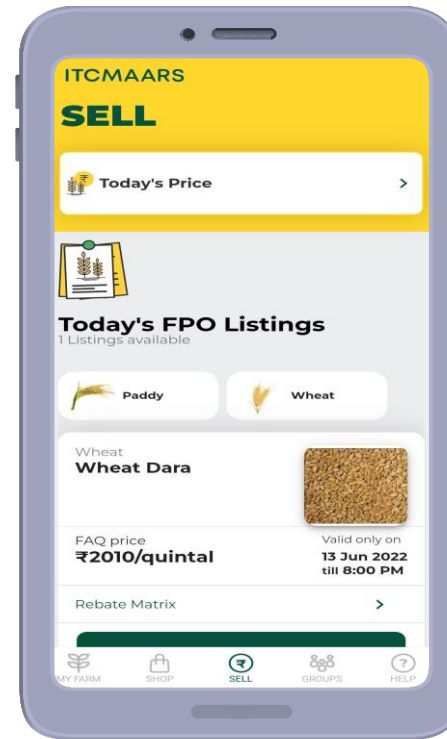
Railway | Coastal | Road



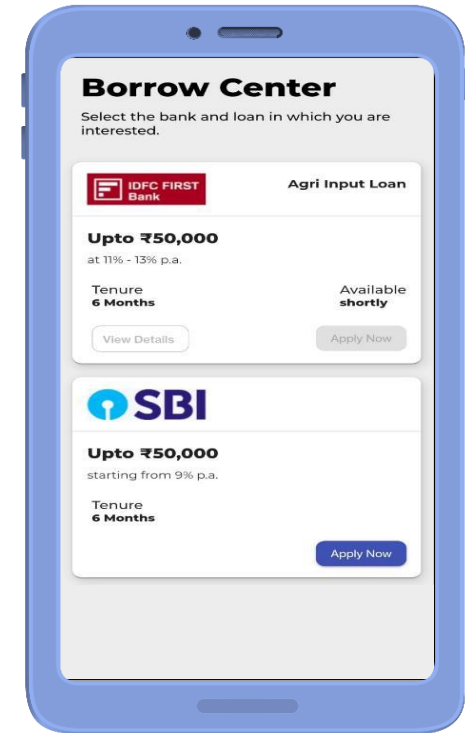
Advisory



Inputs



Outputs



Services

200+ FPOs
7 states

75,000+
Farmer registrations

60,000+
App downloads

40+
Tie-ups with partners



Enduring Value

Paperboards, Paper & Packaging



Segment Revenue

2267 cr. ▲ 43.3%

Segment Results

613 cr. ▲ 56.0%

Paperboards & Specialty Paper

- Paperboards, Paper & Packaging Segment delivered strong performance
- Robust growth in Revenue driven by higher volumes & realisation
 - Continued strong demand across end-user segments and exports
 - VAP^ segment grew at a rapid pace
- Investments in pulp import substitution, cost-competitive fibre chain, sharper focus on operational efficiency leveraging data analytics and Industry 4.0 enabled margin expansion despite escalation in key input prices

Packaging and Printing

- Robust growth in domestic and exports segments across Cartons & Flexibles platforms



Sustainable Solutions Portfolio

	<p>Extrusion Coated Boards</p> 	<p>Laminating Base</p>	<p>Laminating Base</p> 
	<p>Bio-based Coated Boards</p> 	<p>ToughPack Paper + Barrier Coatings Paper + HSL</p>	<p>Flexible Packaging Paper</p> 
<p>Anti fungal Boards</p>	<p>Online Coated Antifungal Boards</p> 	<p>QXY BLOCK</p>	<p>Oxyblock</p> 
	<p>Water, Oil & Grease Resistant Boards</p> 		<p>Bioseal</p> 
	<p>Antimicrobial Coating</p> 		

Financials

<i>Rs. Crs.</i>	Q1 FY23	Q1 FY22	GOLY
Gross Revenue	18,164	12,884	41.0%
Net Revenue	17,217	12,134	41.9%
EBITDA	5,648	3,992	41.5%
PBT	5,540	4,015	38.0%
PAT	4,169	3,013	38.4%

Robust performance continues across segments

	Rs. cr.		
	Q1		
	FY23	FY22	Goly
Segment Revenue			
a) FMCG - Cigarettes	6609	5122	29%
- Others	4451	3726	19%
Total FMCG	11060	8848	25%
b) Hotels	555	127	336%
c) Agri Business	7473	4091	83%
d) Paperboards, Paper & Packaging	2267	1583	43%
Total	21356	14649	46%
Less : Inter - Segment Revenue	3192	1764	81%
Gross Revenue from sale of products and services	18164	12884	41%

- **FMCG Others**

- Segment Revenue up 19.5% vs. LY (+45.5% Vs. Q1 FY20)
- Strong growth in Discretionary/OOH categories
- Staples & Convenience Foods remained resilient
- Education & Stationery Products Business bounced back with re-opening of educational institutions
- Subdued performance in Health & Hygiene portfolio; remains above pre-pandemic levels

- **Hotels**

- ARR and Occupancy ahead of pre-pandemic levels

- **Agri Business**

- Wheat, Rice & Leaf Tobacco exports

- **Paperboards, Paper & Packaging**

- Strong demand across end-user segments

Rs cr.

	Q1		
	FY23	FY22	Goly
Segment Results			
a) FMCG - Cigarettes	4189	3221	30%
- Others	204	173	18%
Total FMCG	4393	3394	29%
b) Hotels	112	-151	
c) Agri Business	284	196	45%
d) Paperboards, Paper & Packaging	613	393	56%
Total	5402	3832	41%
Less : i) Finance Cost	9	10	
ii) Other un-allocable (income) net of un-allocable expenditure	-147	-194	
Profit Before Exceptional Items & Tax	5540	4015	38%

- **FMCG-Others:**

- Segment EBITDA at 347 cr.
 - at 1.9x of Q1 FY20
- EBITDA margin at 7.8%
 - -20 bps YoY; +~190 bps vs. Q1 FY20

- **Hotels:**

- Positive swing of 264 cr.

- **Agri Business**

- Profits up 45%; driven by strong growth in Revenue

- **Paperboards, Paper & Packaging:**

- 220 bps margin expansion: Higher realization, internal efficiencies & strategic interventions offset input cost inflation

ITC – A Global Exemplar in Sustainability

Impactful **Social** Performance



ITC e-Choupal
4 Million Farmers
empowered



Afforestation
Over 955,000 acres
greened



Watershed Development
Over 1.35 million acres
covered



Livestock Development
Over 2,055,000 milch
animals covered



Solid Waste Management
Well-being Out of Waste
programme has covered
~20 million citizens



Women Empowerment
over 87,900 poor women
benefitted



**Skilling & Vocational
Training**
Covering over 1.1 lacs youth



Primary Education
Reaching over
8.69 lacs Children

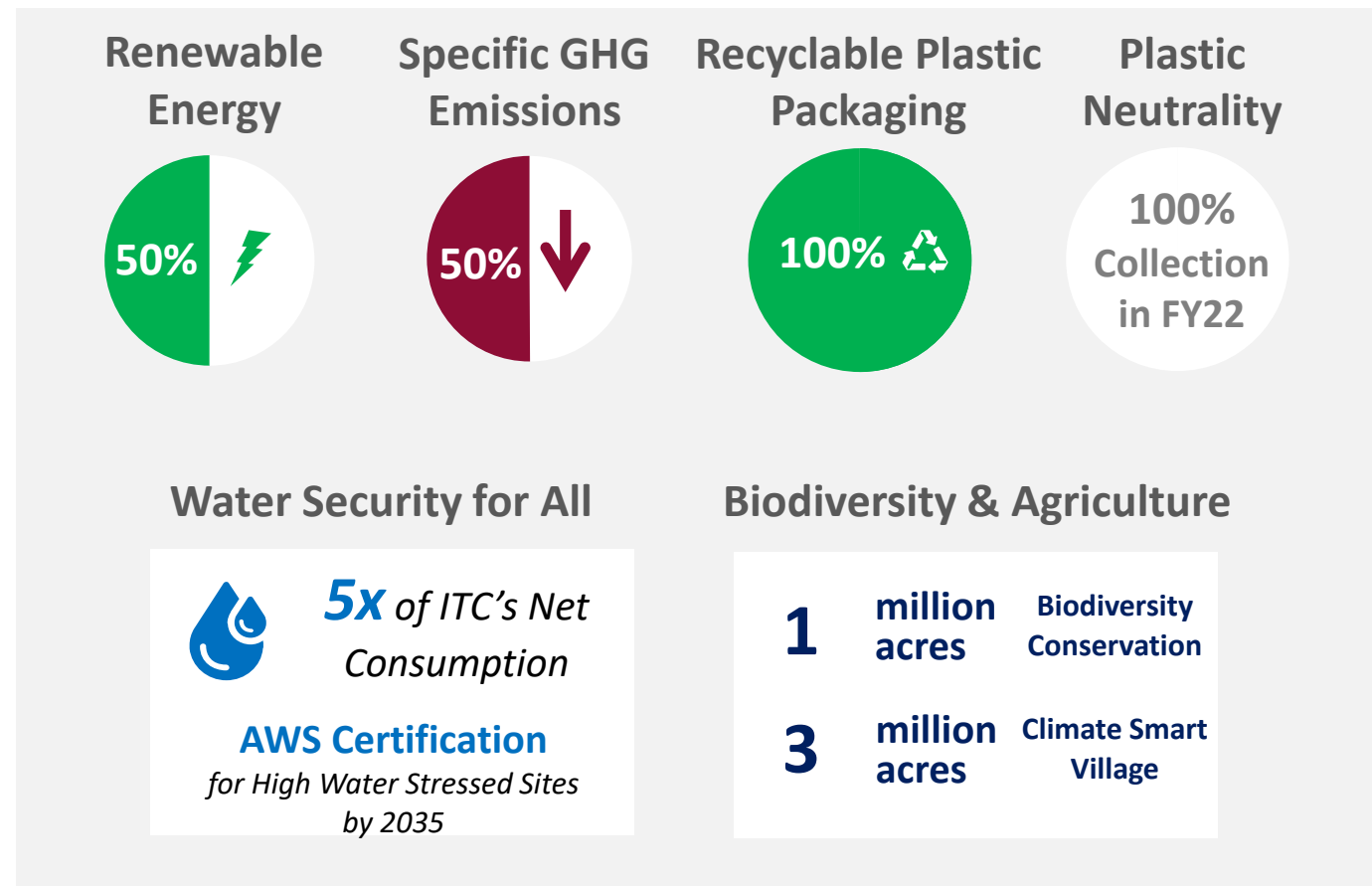
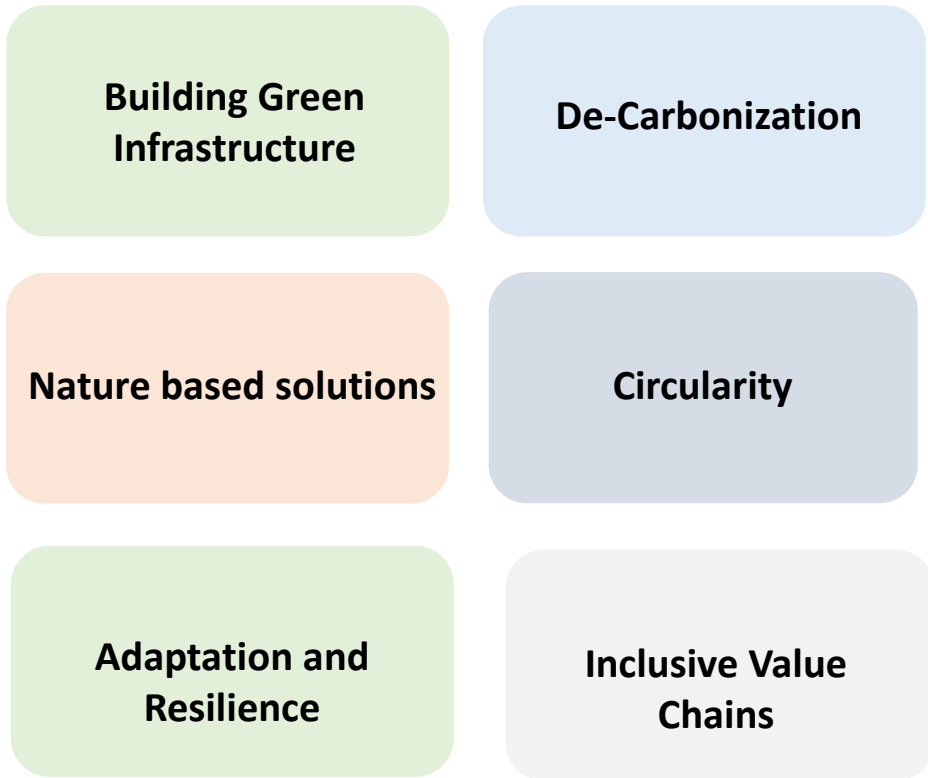






Health & Sanitation
Over 39,400 toilets built



**Pioneer of Green Building
movement in India**
39 platinum rated green buildings

Strategic Interventions to Combat Climate Change



Renewable Energy 50% 	Specific GHG Emissions 50% 	Recyclable Plastic Packaging 100% 	Plastic Neutrality 100% Collection in 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	

Proactively work towards achieving 'Net Zero' emission status

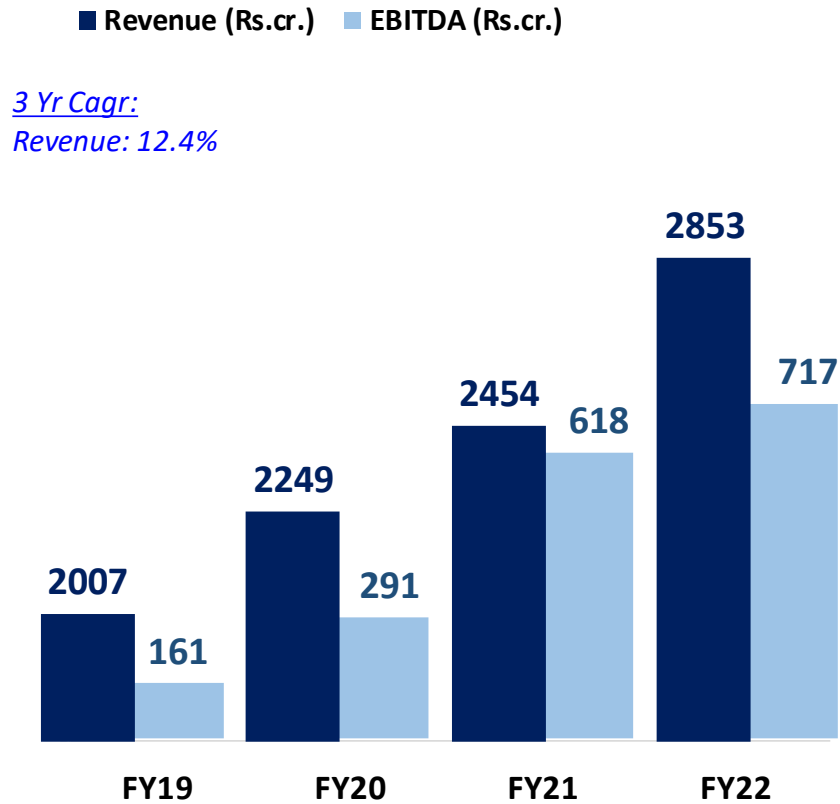
Supporting Sustainable Livelihoods: From 6 million to 10 million

- All Businesses **aligned with 2030 targets**
- Comprehensive set of **policies & guidelines** put in place
- Exceeded commitment on **Plastic Neutrality**; collected and sustainably managed over 54000 MT of plastic waste in FY22 across 35 states/UT
- Achieved **A- Leadership score under CDP ratings - ahead of Asia & Global average** in Climate change (B-) & Water Security (B)
- Sustained **AA rating by MSCI** for the 4th consecutive year - **highest among global tobacco players**

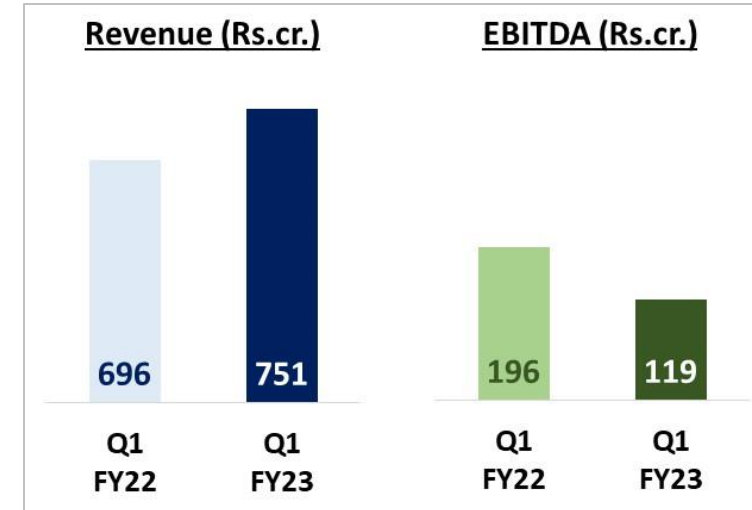


ITC Infotech





- ITC Infotech deepened its over 20-year relationship with PTC Inc. through a **Strategic Partner Agreement** during the quarter
 - Acceleration of Customers’ Digital Transformation Initiatives through jointly developed offerings and Go-to-Market strategies to facilitate conversion of customers’ PLM implementations to SaaS^



Q1 FY23 includes:

- Certain costs associated with **Strategic Partner Agreement** signed with PTC Inc.
- Higher **employee costs & overheads** in line with industry trends

Investments continue to be made towards **capability building** in **strategic focus areas & infrastructure**

Q1 FY23 comparable EBITDA margin at 19.5% @ upper-end of mid-tier IT cos.










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



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



**and
Inclusive.**

Product/initiative	Link
 <p>Bingo! on Instagram</p>	https://www.instagram.com/bingo_snacks/
 <p>YiPPee! on Instagram</p>	https://www.instagram.com/sunfeast_yippee/
 <p>Aashirvaad on Instagram</p>	https://www.instagram.com/aashirvaad/
 <p>Sunfeast Dark Fantasy on Instagram</p>	https://www.instagram.com/sunfeastdarkfantasy/
 <p>Mom's Magic on Instagram</p>	https://instagram.com/sfmomsmagic/
Creating a Future Ready ITC	https://youtu.be/u_Gn_WNmGLs
ITC Spearheading Water Stewardship	https://youtu.be/kHgOXrqbyNw
 <p>Details on the Company's Sustainability 2.0 vision</p>	https://www.itcportal.com/sustainability/sustainability-integrated-report-2022/ITC-Sustainability-Integrated-Report-2022.pdf
 <p>Quarterly Media Statement</p>	https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q1-FY2023.pdf