

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

8th December, 2020

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,

Participation in Investor Conference

Further to our letter dated 5th December, 2020 on the subject, we enclose, in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the presentation made by the Company's representatives at the 'Jefferies India ESG Summit' organised by Jefferies Financial Group Inc., USA on 7th December, 2020.

Yours faithfully, ITC Limited

midhi Bojoj

(N. Bajaj) Deputy 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>U.S.A.</u>
- cc: Societe de la Bourse de Luxembourg 35A Boulevard Joseph II L-1840 Luxembourg



ITC : Securing the Future Jefferies India ESG Summit 7th December 2020



CONTRIBUTING TO ALL SECTORS OF THE ECONOMY AGRICULTURE, MANUFACTURING & SERVICES

Leading FMCG Marketer



Foremost Agri Player pioneering rural transformation



2nd largest Hotel chain; Trailblazer in Green Hoteliering



Clear Market leader in Paperboards, Paper & Packaging Industry









ITC: A SNAPSHOT



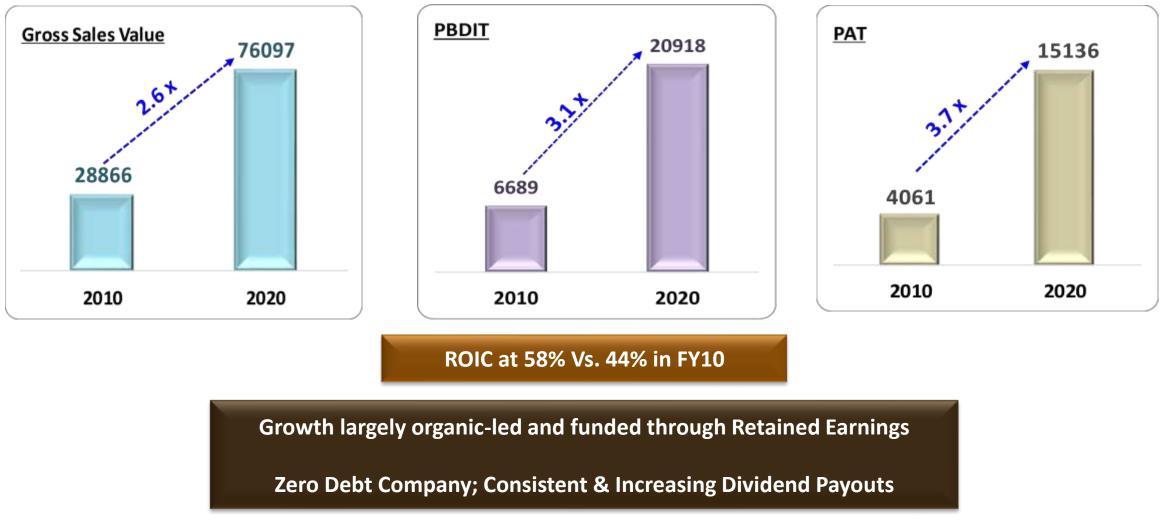
An Exemplar in Triple Bottom Line Performance



* Gross Sales Value includes all taxes (GST, Compensation Cess, VAT, Excise Duty, NCCD, etc.)



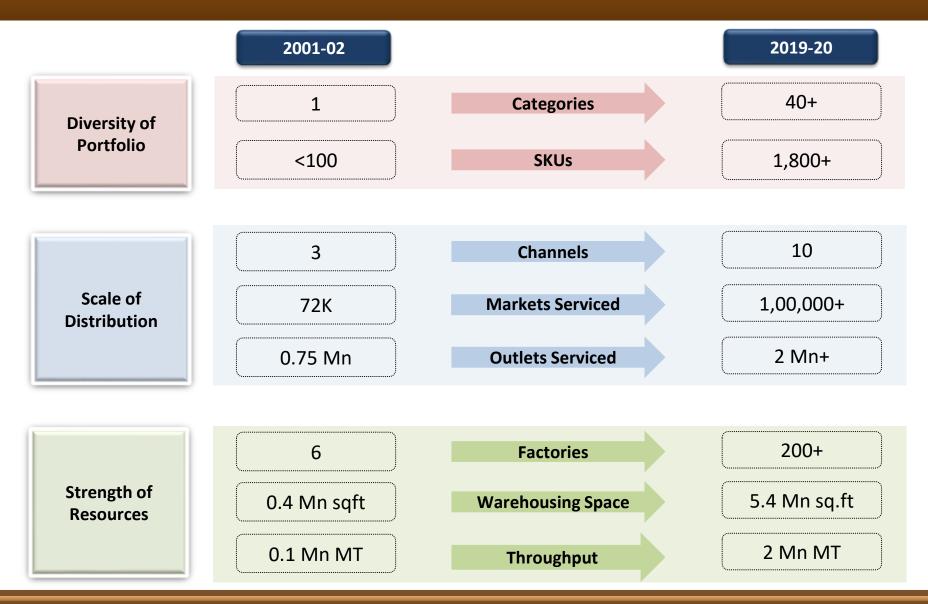
ROBUST FINANCIAL PERFORMANCE



Gross Sales Value includes all taxes (GST, Compensation Cess, VAT, Excise Duty, NCCD, etc.) PBDIT includes Other Income

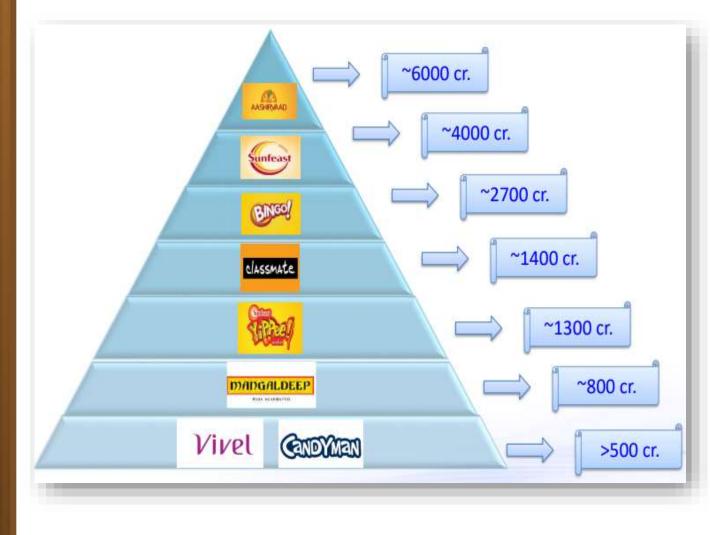


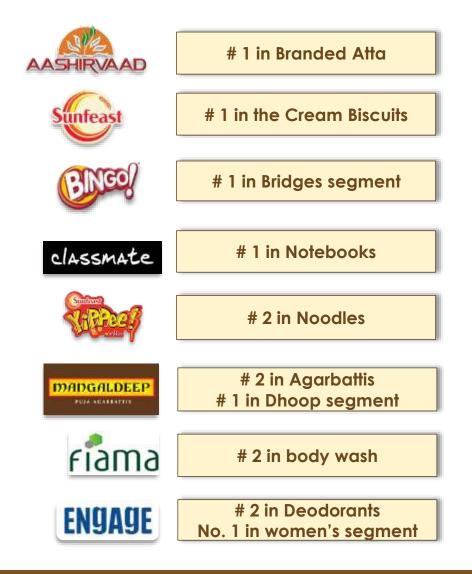
ITC: FMCG BUSINESS TRANSFORMATION



CONSUMER SPEND ~ RS 20,000 CRS

MARKET LEADERSHIP







ITC's Sustainability Vision

TC MISSION SUNEHRA KAL ञुलाङच्या टक्रटा ग्रामीण विकास प्वं क्षमता वर्धन कार्यक्रम

Copyright ITC Limited

SUSTAINABILITY CHALLENGES









Increasing incidents of Extreme Weather events BUSINESS CANNOT SUCCEED IN SOCIETIES THAT FAIL



NEW PARADIGM NEEDED

RESPONSIBLE COMPETITIVENESS

✓ COMPETITIVE

✓ INCLUSIVE

✓ SUSTAINABLE



ITC APPROACH TO SUSTAINABILITY

Create innovative, synergistic models that reinforce sustainable competitive advantage & foster inclusive growth as well as create sustainable value chains

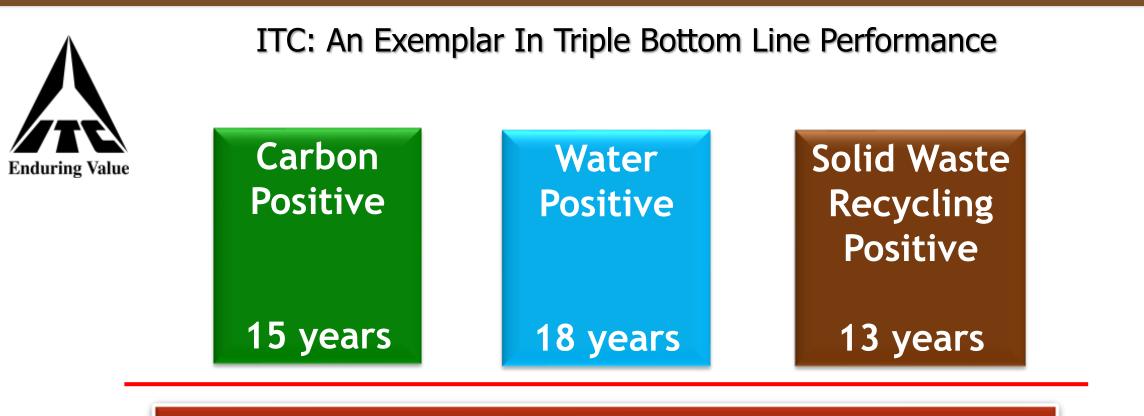
- Embed sustainability in Business operations
 - Low Carbon footprint, Water and Solid waste management
- Deepen engagement in ITC's core catchments (agri-business & factory areas) for higher impact
 - Drive behavioural change through focus on demand-led initiatives
 - Enabling participation, contribution & asset creation for the community
 - Strengthen capability of community based organisations and NGOs in project catchments
 - Foster participatory planning ownership and sustainability of interventions
- Build capability through strategic partnerships with national & international organisations











Sustainable Livelihoods for 6 million people

ITC e-Choupal - Empowering 4 million farmers

41% of Total Energy consumed from renewable sources

Trailblazer as a luxury green hotel chain

Recognitions



Member of Dow Jones Sustainability Indices

Powered by the S&P Global CSA



ITC rated AA by MSCI-ESG Highest amongst Global Tobacco cos

ITC included in the Dow Jones Sustainability Emerging Markets Index, a distinction that is a reflection of being a sustainability leader in the industry and a recognition of the Company's continued commitment to people and planet.

ITC PSPD unit, Kovai, awarded Alliance for Water Stewardship Platinum-level Certification, highest recognition for water stewardship in the world -- second facility globally, first in India



AWARDS & ACCOLADES



World Business & Development Award 2012 at the Rio+20 UN Summit



Inaugural UNDP-ICC Award



Sustainability Leadership Award, Zurich



Porter Prize 2017 for 'Excellence in Corporate Governance and Integration'



The Stockholm Challenge Award



Development Gateway Award



ITC SUSTAINABILITY REPORT



Publishing a stand-alone Integrated Report since 2017-18



Publishing a GRI based Sustainability Report since 2004. Aligned to the latest GRI Standards (including Food Sector supplement) and meets the "In Accordance -Comprehensive" criteria



TCFD | TASK FORCE ON CLIMATE-RELATED

The Sustainability Report is also mapped to TCFD recommendations.

Deloitte.

Highest level of third party assurance by Deloitte -'Reasonable Level' as per ISAE 3000 GHG inventory also independently verified by Deloitte - 'Reasonable Assurance' level in accordance with ISO 14064:2006.



RESPONSIBLE COMPETITIVENESS CHAMPIONING TRIPLE BOTTOM LINE PERFORMANCE

Robust ESG Framework

- Sustainability Policies
- Stakeholder engagement
- Materiality Analysis
- Identification of Risks

- Ambitious Goals & Targets
- Performance & Reporting from each Unit
- Transparent Communication
- Strategic Partnerships



ESG KEY FOCUS AREAS

Environment Social • **Climate Resilience** Sustainable Livelihoods Structure Water Security **Empowering Farmers** ٠ • **NextGeneration Agriculture** Afforestation Strategic Risk **Building Resilient Communities Bio-Diversity** Management • Public-Private-People partnerships Renewable Energy

- **Green Buildings**
- Solid Waste Mgmt
 - Focus on Plastics •
- Physical Risk Mitigation

- Employee welfare
- **Supply Chain Partners**
- Sustainable Choices for Consumers
- Supporting strategic institutions ٠

Governance

- **3-tier Governance**
- Ethics & Integrity
- Code of Conduct
- Board oversight and approved policies to guide strategy and action
- **Sustainability** • **Compliance & Review**
- **Remuneration Policy** •

Addressing Climate Risk & Competitiveness



LOW CARBON FOOTPRINT



Renewable Energy – 41% of energy consumed



ITC Sankhya: World's First LEED Platinum Data Centre



30 Platinum rated Green Buildings; World's Greenest Luxury Hotels chain



Continuous Reduction in Specific Energy/Water Consumption



REPLENISHING NATURAL RESOURCES



ITC'S PAPER VALUE CHAIN LEVERAGING TECHNOLOGY & INNOVATION



Clonal Saplings grown in Nursery

0

53

CLEAT



Wasteland Conversion





Greening over 8,20,000 acres

- Social Contribution
 - > Providing Livelihoods to poor Tribals and Marginal Farmers
 - Creating 150 million person days of employment
- Environmental Impact
 - Carbon Sequestration
 - Augmenting Green Cover
 - Top Soil Retention
 - Water Recharge
- Economic Benefit to ITC
 - > A Competitive Source of Pulp-wood for ITC's Paper mill

Carbon Positive for



Target

over **2 times**

The amount of carbon dioxide emissions from ITC's operations are being sequestered through its Social & Farm Forestry Initiatives As part of its 2030 Goals ITC is committed to achieving sequestration of over

4 times

The CO2 emissions from operations by 2030

Packaging solutions







POWERING THE PAPER VALUE-CHAIN



Biodiversity Conservation





Actions

- Eco-restoration of village commons & pasturelands – Mosaic Restoration
- Reduce pressures on forest through fringe area development

Spread & Coverage

- 31,000 acres pasture land developed
- PPP with Rajasthan Govt to develop 2,47,000 acre commons
- PPPs with Maharashtra & Telangana forest departments
- Knowledge partnership with IUCN to develop template for 'Sustainable Agriscapes'



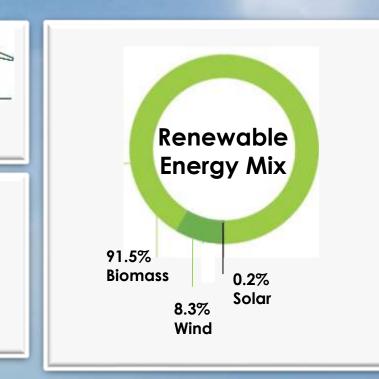




buildings of the Company have achieved Platinum certification by USGBC-LEED/IGBC (as on 31" March, 2020). World's largest LEED Platinum Luxury Hotel – ITC Grand Chola, Chennai

World's Highest Rated LEED Platinum building – ITC Green Centre, Gurugram





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Water Security for All



Offset Consumption +Water Balance

Drought Proofing Agriculture

Climate Change in India's Agriculture

".....The last time we saw crops was during our grandfather's time....."



RAINWATER HARVESTING POTENTIAL

1.2 MILLION ACRES

19,000 WATER STRUCTURES

3 times

Net Water Consumption in 2020

5 times

Net Water Consumption in 2030

Target

Enduring Valu

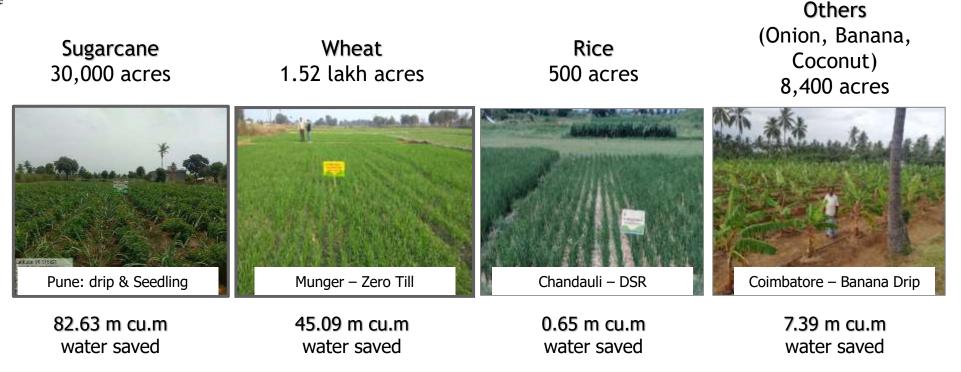








Improving Water Use Efficiency in Agriculture More Crop Per Drop



- Water Savings achieved in 1 year = 20 years of fresh water harvesting
- Reduce water use and costs, improve yields
- 2,09,000 acres covered



ITC's Unit Water Security Programme

- Ambitious plan to achieve water positive status in all its catchments
- Two phased approach
 - 1. Phase -1 (Offsets): Water harvesting equal to factory usage
 - 2. Phase -2 (Water Positive status): Fill entire catchment's water balance gap through supply & demand management work

Programmes implemented in all units categorised critical by Central Groundwater Board (CGWB) CGWB

CGWB Categorization	No of ITC units	Programme Implemented
Over Exploited	3	3
Critical	1	1
Semi-critical	2	2
Safe	20	9
Total	26	15



TOWARDS A CIRCULAR ECONOMY – ITC WELL-BEING OUT OF WASTE (WOW)



 ✓ Covering 12.5 million citizens
 ✓ Livelihoods for 16,200 waste collectors



MANAGING WASTE

Running Behavioral Change Programmes for Citizens to Ensure Source Segregation



Creating Replicable, Scalable & Sustainable Models of Solid Waste Management

Sustaining & Enhancing ITC's Status as Solid Waste Recycling Positive

Ensuring that 100% of Packaging is Reusable, Recyclable or Compostable

✓ Plant to recycle Multi-Layered Plastic in Pune

ITC's solution for Pune's multi-layered plastic waste

"The product, which had no

According to Harshad Barde

Rujuta, Parekh @timesgroup.com

Pune: ITC Limited has collaboated with wastepickers' cooprative SWaCH and Shakti Plasic Industries to recycle multivered plastic (MLP) into plasgranules, thus, avoiding its umping at Uruli Fursungi.

MLP is a material made usig several layers of different alymers and a metallic film in ome cases. It is mainly used for The ITC Limited facility for ackaging of wafers, chocorecycling MLP waste into plastic ates, biscuits, sauces, ready-tooranules at-meals and other food prodscrap dealers would not even ac-

Under the initiative, 100 cept it. Due to this, for nearly the nega tonne (MT) of post-conlast decade, MLP waste was goumer MLP waste has been reing to the landfill." vcled into plastic granules. MLP disposal became one of the value earlier; now fetches us Rs. izzest challenges in Pune after 2.5/kg. We receive the payment he state government's ban on at the end of the month," the ingle-use plastics in March last wastepickersaid

A survey conducted by from SWaCH, nearly two tonnes WaCH last year had found that of MLP is gathered and sent for ALP formed the largest composorting and baling to a centre at ient of plastic waste collected in Fursungi on a daily basis. he city A wastepicker percep-"SWaCH has a network of 3,500

decentralizing the process having such facilities in diffe ent parts of the city to reduce the transportation cost and in crease efficiency," he said.

The MLP which reaches Palghar is shredded before fur ther processing. "The material is then run through a wash to clean it. After drying, the MLP i converted into lumps using hot water. The lumps are again shredded. These shreds are then put into a machine that converts the material into plastic strings A cutter at the end of the ma chine then cuts the strings into granules." Rahul Poddar from Shakti Plastic Industries said The granules are then sold to

manufacturers of plastic products like chairs, buckets, mugs stationery and others. Chitrar jan Dar, the group head of envi ronment, health and safety, pro jects and R&D at ITC Limited said. "We had been looking in tently at SWaCH for the last 5years as they had a formula for waste collection, which was not present anywhere else in the country. We thought of partnering with them on MLP recy

Innovation

Developing Sustainable Paperboard & Packaging solutions

oPack



Bio-degradable boards







Completely Biodegradable under composting conditions



Barrier against liquids/grease etc. at par with traditional plastic coated boards



Omega Bev : Exclusively for paper cups



Omega Barr : Deep freeze applications

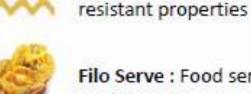
Recyclable boards

Serve

conditions







Filo Serve : Food serving applications

Completely recyclable in

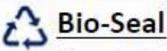
Excellent oil and grease

existing standard recycling



Filo Pack : Food delivery application

Sustainable Packaging



Bio compostable packaging solutions for packaged/fast-food & Personal Care industries. Launched on commercial scale.





Recyclable structure to provide barrier properties for packaged foods, edible oils etc. Commercialisation under progress



Leveraging ITC LSTC capability for cutting-edge innovation



Empowering Farmers & Next Generation Agriculture

POWERING NEXT GENERATION AGRICULTURE

Agri Sector Critical to India's Growth Story

Employs 50% of workforce but accounts for only 14% of India's GDP



Core Challenges

- ✓ Productivity
- ✓ Sustainability
- ✓ Market Access



कसाः

KULTHANA VILLAGE Chittanudgath District

ITC IN AGRICULTURE : E-CHOUPAL ECOSYSTEM

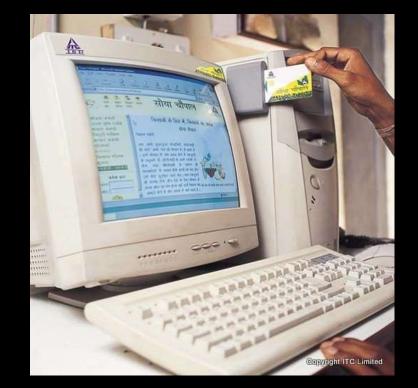
Empowering 4 Million Farmers



e-Choupal Digital Infrastructure









Demonstration Farms Choupal Pradarshan Khet







ITC in Agriculture : Baareh Mahine Hariyali Leveraging Technology & Innovation to Enhance Productivity

Varietal Improvement

Short Duration Varieties



Cropping Intensity



Choupal Pradarshan Khet



Water Management



Agri Best Practices



Zero Tillage





Farm Mechanisation

Collaboration with NITI Aayog for improvement of agriculture in 27 aspirational districts - trained 1.5 million farmers

NA CASE IS NOT STREET



ITC FOODS BRANDS - DRIVING AGRI VALUE CHAINS

ITC'S WORLD-CLASS INDIAN BRANDS ANCHOR INCLUSIVE VALUE CHAINS



Empowering the Nation's Farmers









Leveraging the Digital Revolution to reinforce ITC e-Choupal as a Platform to provide the full array of new age solutions to empower the farmer

Aspiration to benefit 10 million farmers by 2030



An Illustrative Example in Andhra Pradesh, India

Targeting 32% increase in farmer income in one year







Current

Key Interventions

Productivity 21.5 Quintals/Acre

Avg. Price 86 Rs./Kg*

* As per 2019-20 season

Cost of Cultivation
47

Rs./Kg

Farmer Net Returns 83,850 Rs./Acre



32% Increase in Net Returns

45 _{Rs./Kg} Farmer Net Returns 1,10,400 _{Rs./Acre}

Target

Productivity

24

Quintals/Acre

Avg. Price

91

Rs./Kg

Cost of Cultivation



CLIMATE SMART VILLAGES



Coverage : 6,54,000 acres and 2,47,000 farmers, 23 crops, 17 states



Livestock Development adds to non-farm incomes -Providing integrated animal husbandry services to nearly 20,00,000 milch animals.



Empowering women Over 76,000 rural women entrepreneurs





Skill Development Initiative







Over 70,000 youth trained



ITC's rural education programme has benefitted 780,000 children



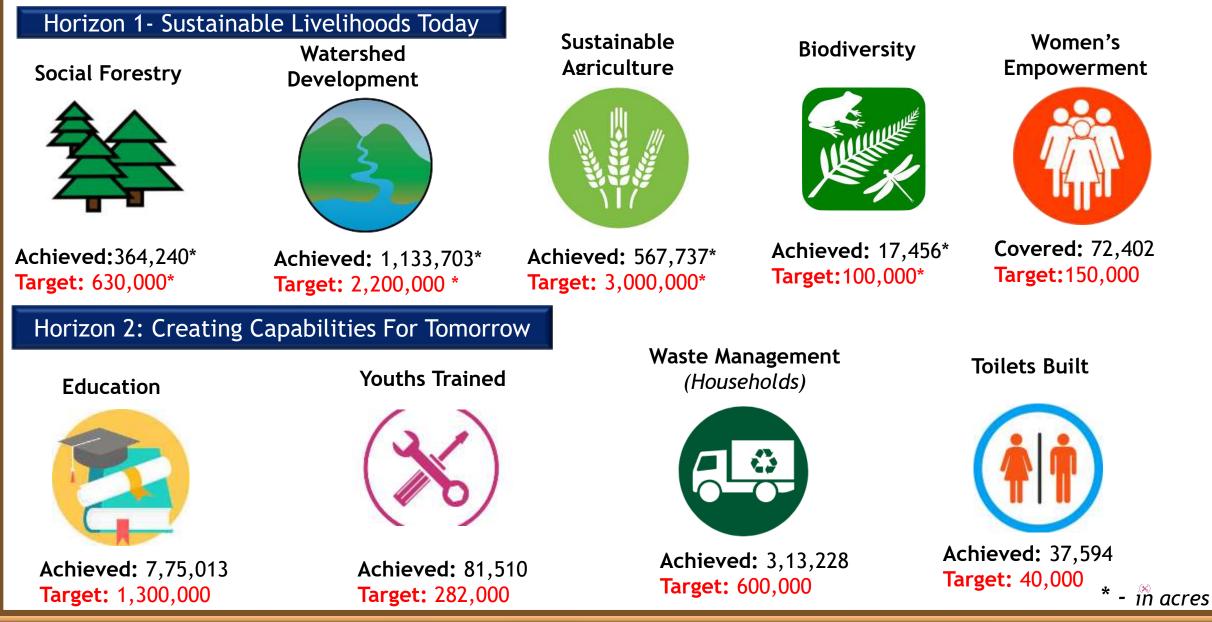
Nearly 37,700 individual sanitary units constructed

SCALE AND IMPACT

- 6,100 e-Choupals, 35,000 villages, 4 million farmers
- 8,27,000 acres of forestry
 - 150 million person-days of employment
 - **11,56,000** acres of watershed development
- 20,00,000 milch animals covered
- 7,81,000 children benefiting from supplementary education
- 76,000 sustainable livelihoods for rural women
- 86,000 youth trained through Vocational Training programmes
- 37,700 Sanitation Units



ITC's Social Investments Initiatives





Contribution to UN SDGs

Enduring value								
1 Poverty	2 ZERO HUNGER	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION	8 DECENT WORK AND ECONOMIC GROWTH	12 RESPONSIBLE CONSUMPTION AND PRODUCTION	13 GLIMATE	15 LIFE ON LAND
Women's Economic Empower-	Sustainable Products	Primary Education	Diversity and Equal Opportunity	Water Security for All	Occupational Health & Safety	Climate Resilience	Climate Resilience Social	Water Security for All
ment Climate	Sustainable Supply Chair	าร	Women's Economic	Sanitation & Solid Waste	Vocational Training	Managing Waste	Forestry	Climate Smart
Smart Agriculture	Sustainable Agriculture		Empower- ment	Mgmt	Women's		Climate Smart	Agriculture
Integrated	Integrated			Primary Education	Economic Empowerment	t	Agriculture	Social Forestry
Animal Husbandry	Animal Husbandry						Integrated Animal Husbandry	
							Water Security	

for All

E-Juring 108th ANNUAL GENERAL MEETING

Governance : Trusteeship, Transparency, Ethical Conduct



STRATEGY OF ORGANIZATION

Board of Directors

Strategic Supervision

Corporate Management Committee

Strategic Management

Divisional Management Committees

Executive Management

Trusteeship, Transparency, Ethical Conduct

Audit Committee

Nomination & Compensation Committee

Independent Directors Committee

Securityholders Relationship Committee

3-Tiered Governance Structure



RESPONSIBLE COMPETITIVENESS CHAMPIONING TRIPLE BOTTOM LINE PERFORMANCE

Governance Structure

Board Committee on CSR & Sustainability Headed by Chairman

Corporate Management Committee (CMC) Headed by Chairman

Sustainability Compliance & Review Committee chaired by Group Head Sust., EHS and Member CMC

Divisional CEO & Divisional Management Committees

Unit Level Responsibility Sustainability Champions in every business

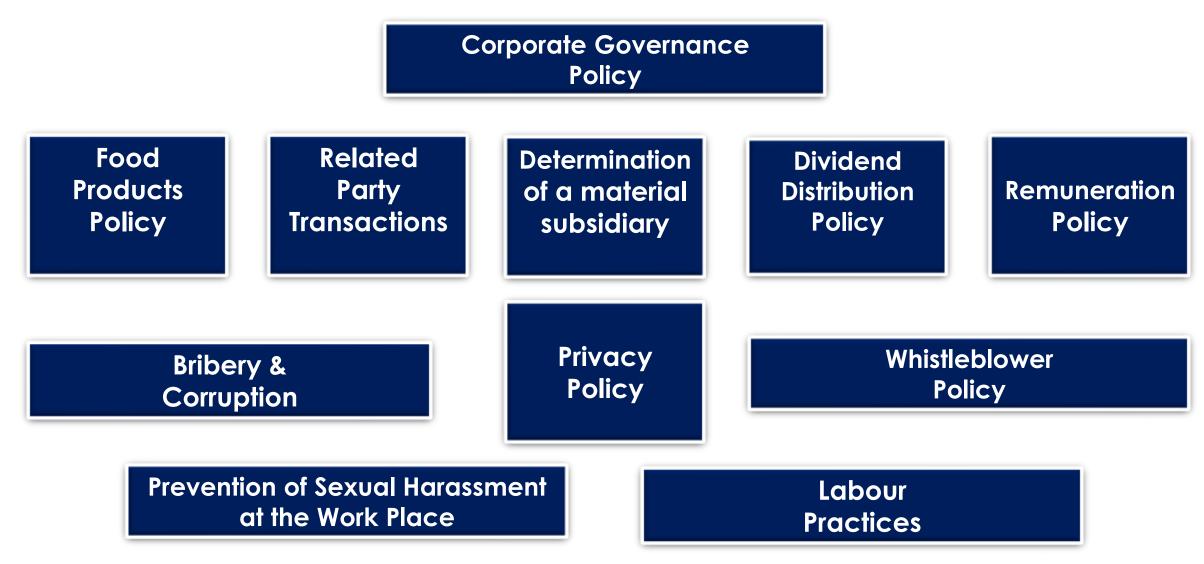


CLEARLY DEFINED POLICIES - SUSTAINABILITY





CLEARLY DEFINED POLICIES



Social Contract : ITC's Consumers, Partners, Employees

RUNNIG ROL



HELPING CONSUMERS MAKE SUSTAINABLE CHOICES

ITC Life Sciences & Technology Centre



Over 350 scientists and 900 patents filed

Delivering Future Products Aimed at Health, Hygiene, Immunity and Well-being







The WeAssure programme is ITC Hotels' commitment towards health, hygiene and safety, designed in collaboration with medical professionals and disinfection experts to further enhance the existing hygiene and cleaning protocols.



Creating a Workplace of Tomorrow



ENCOURAGING WOMEN PARTICIPATION

Encouraging Women in Manufacturing

Some of ITCs state-of-the-art food manufacturing units have witnessed an increase in the number of women engaged on the shop floor. ITCs Pudukkottai unit in Tamil Nadu is one of the largest factories in India to deploy women in large numbers. Women represent 85% of the workforce at the unit, across the three shifts in a day.

Similarly, ITC's Foods unit at Nanjangud in Kamataka is the first FMCG factory in the region to deploy women across all its shifts. Women constitute close to 60% of the workforce in the Nanjangud unit. These factories have ergonomically designed equipment and world-class infrastructure and facilities like crèches to support women working on the shop floor.

ITC's Foods Business has been carrying out several other initiatives at its factory locations to encourage participation of women. As a confidence building measure, family members of women employees are invited to the factory to experience the work environment and culture. The factory leadership team engages with them to address their concerns regarding issues such as safety, food and transportation. Frequent sessions on gender sensitisation and POSH (Prevention of Sexual Harassment at the Workplace) are carried out to build an enabling work environment for women.

To ensure safe commute, CCTV cameras, panic buttons and GPS trackers are deployed in buses. CCTV cameras and women security guards comprehensively cover all areas and shifts in the factory. The plants have also been organising wellbeing initiatives and occupational awareness sessions regarding women's health issues.

Reflections Series Inspiring stories



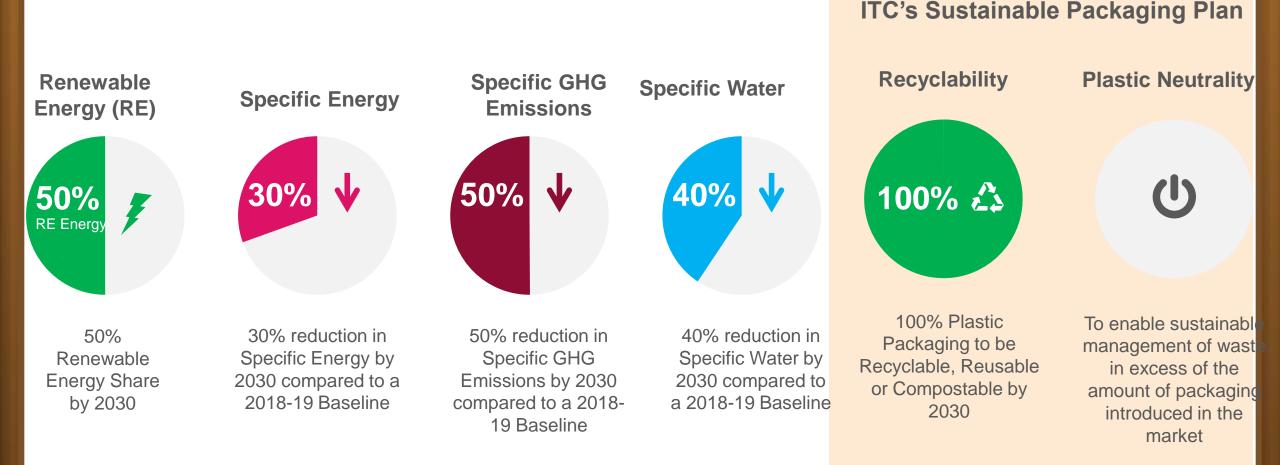




REIMAGINING FUTURE



LOOKING BEYOND: AMBITIOUS GOALS & TARGETS





LOOKING BEYOND: AMBITIOUS GOALS & TARGETS





Sequester over four times the CO2 emissions from operations Create rainwater harvesting potential **equivalent to 5 times** the net water consumption from operations



Create sustainable livelihoods for **10 million people**



A passion for profitable growth....

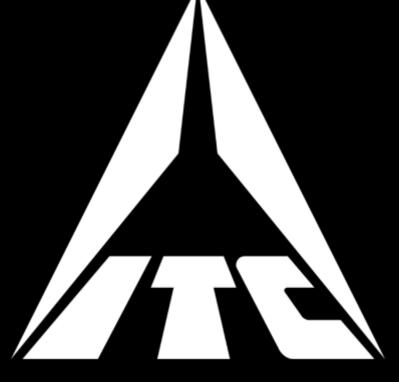




.....in a way that is sustainable......



.... and inclusive



THANK YOU

Enduring Value