



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

3<sup>rd</sup> December, 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,

### **Participation at ESG Conference**

We write to advise, pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, that the Company's representatives virtually attended the ESG Conference organised by CLSA India Private Limited on 2<sup>nd</sup> December, 2022, and made a presentation at the said Conference.

A copy of the presentation made is enclosed.

Yours faithfully,  
ITC Limited

(N. Bajaj)  
Deputy Company Secretary

Enclosed: a/a



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



# ITC : Securing the Future

CLSA Webinar

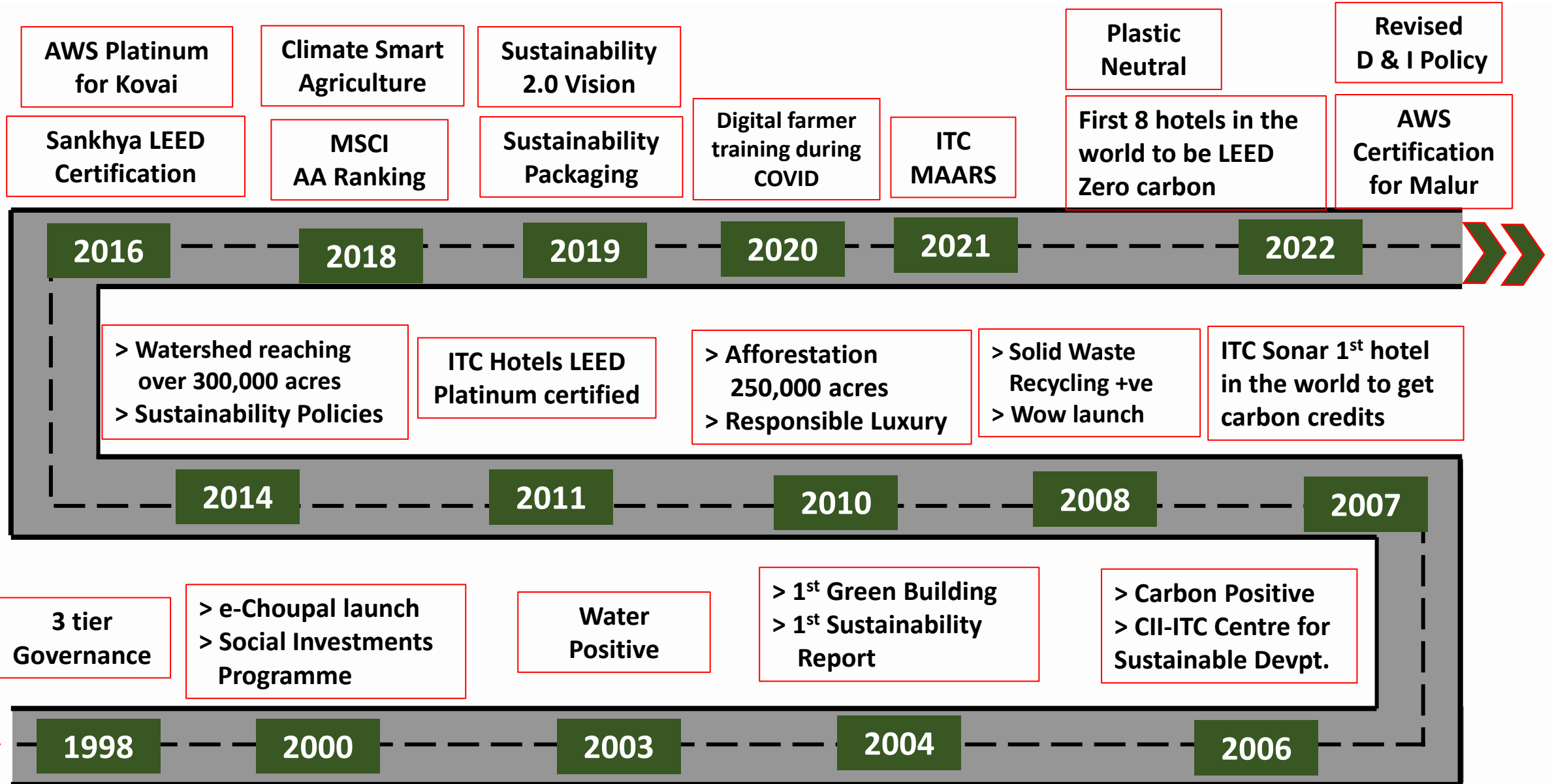
2nd December 2022



Enduring Value

*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.*

# Sustainability **Embedded** in Corporate Strategy



\* Representative image. Not to scale



# Reimagining the future

Towards the

# NEXT

Horizon



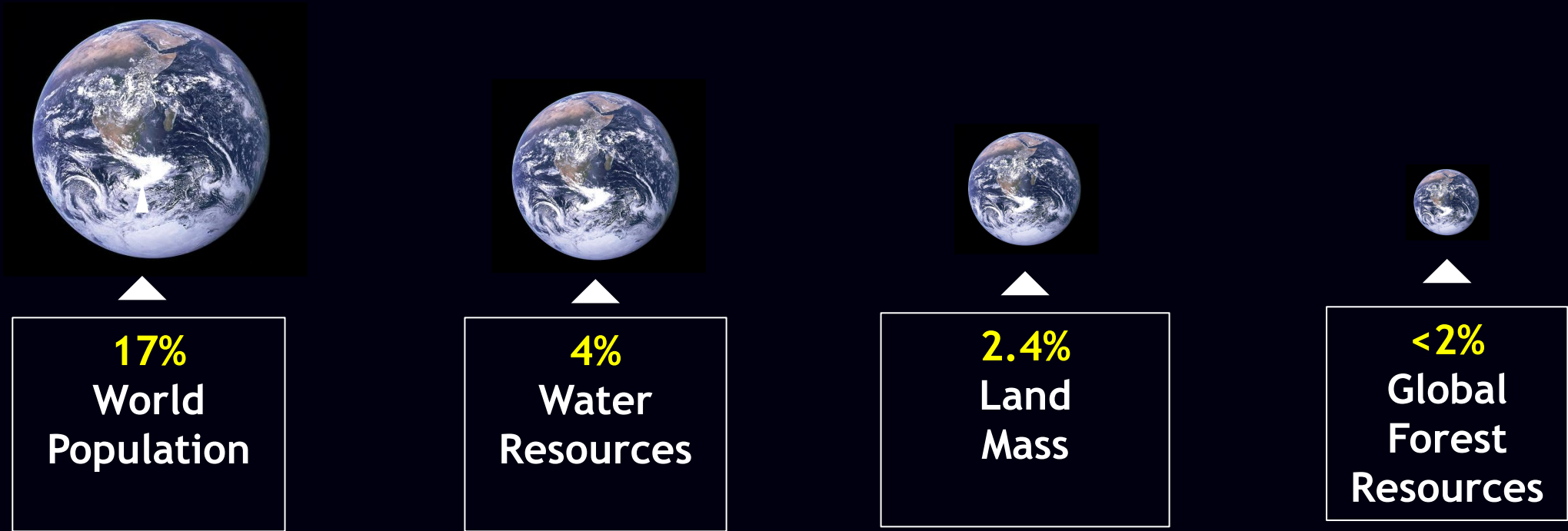
Sustainability &  
Integrated Report

2022

## ITC's Sustainability Vision

# #1

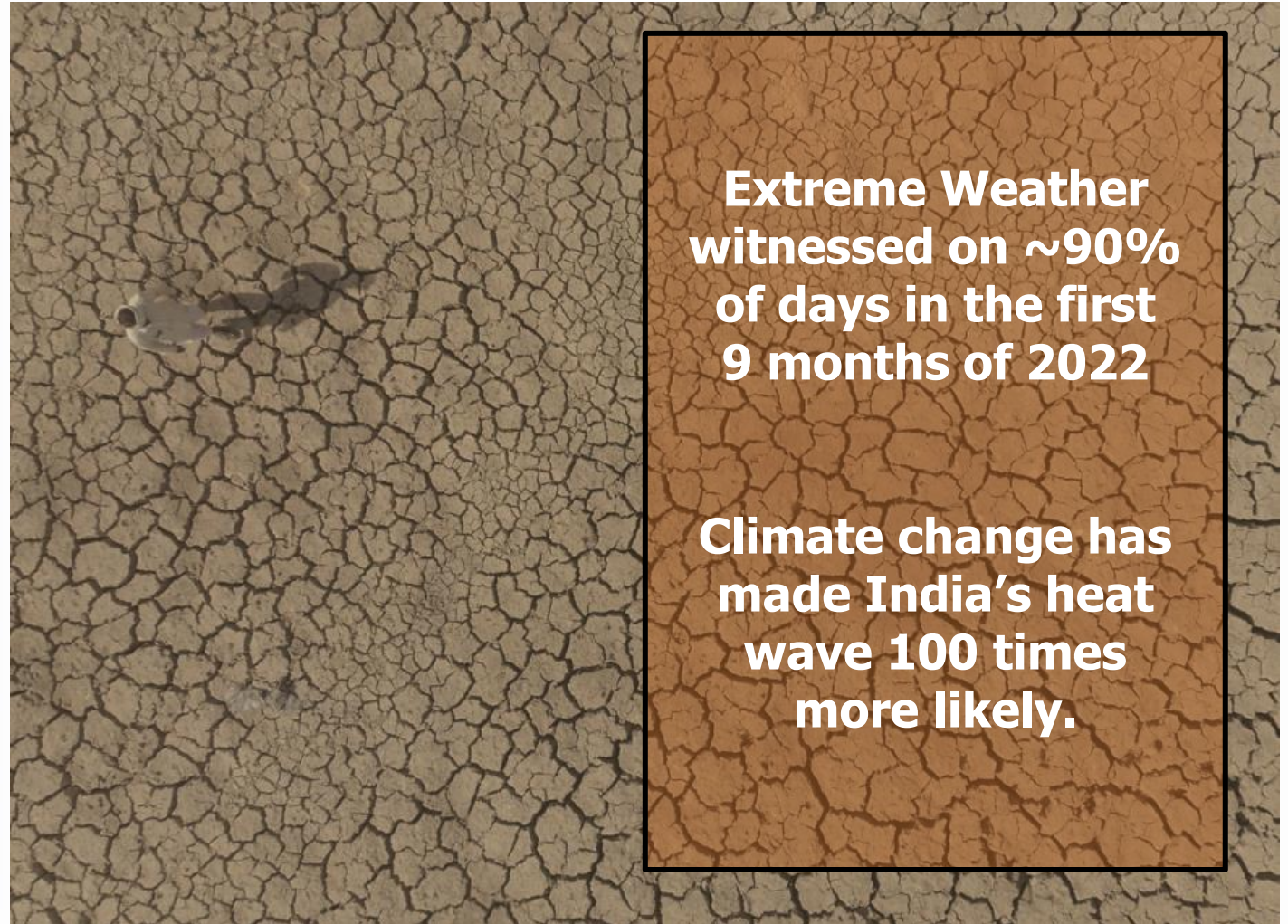
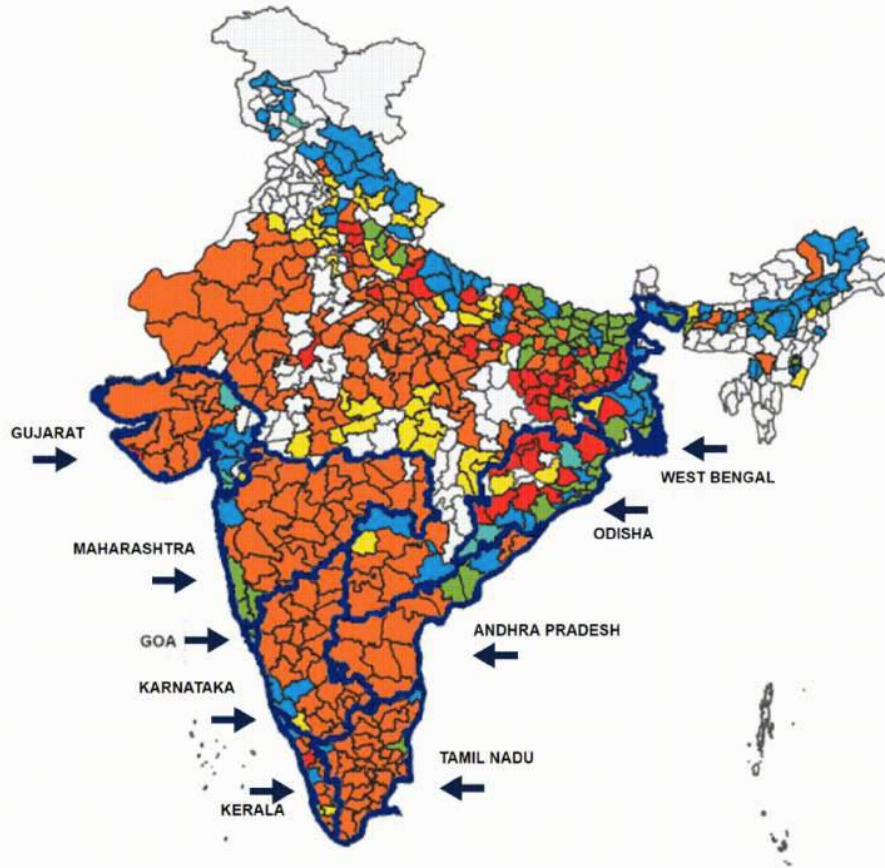
# India: Limited Natural Resources



Critical to **Replenish** Environmental Resources

# Code Red on Climate Change

Southern Zone is most vulnerable, followed by the Eastern Zone, to extreme climate events



**Extreme Weather  
witnessed on ~90%  
of days in the first  
9 months of 2022**

**Climate change has  
made India's heat  
wave 100 times  
more likely.**

■ Cyclone   ■ Drought   ■ Flood   ■ Cyclone and drought   ■ Flood and cyclone   ■ Flood and drought



# Challenges of Inequality and Livelihoods

Poorest half of global population possess just 2% of the total wealth.



Planet must produce more food in next 40 years than all farmers in history have harvested in the past 8,000 years



- Large proportion of world's poor live in India
- 12 million youth join workforce every year



Business cannot succeed  
in societies that fail



# Enduring Value : Triple Bottom Line Performance

Innovative Business Models that pursue:

- ✓ Extreme Competitiveness
- ✓ Growth with Livelihoods
- ✓ Growth with Climate Action

**RESPONSIBLE COMPETITIVENESS**

# An Exemplar in Triple Bottom Line Performance



**Carbon  
Positive**

**17 years**

**Water  
Positive**

**20 years**

**Solid Waste  
Recycling  
Positive**

**15 years**

**~42 % of Total Energy from Renewable Sources**

**Sustainable Livelihoods for 6 million people**

**Sustainability 2.0 – A Bold Agenda for a Secure Tomorrow**

# Recognition of Sustainability Performance



ITC rated AA by MSCI-ESG  
Rated AA every year  
since 2018

Member of  
**Dow Jones  
Sustainability Indices**

Powered by the S&P Global CSA

ITC has been included in the  
Dow Jones Sustainability  
Emerging Markets Index



Rated at the 'Leadership Level' by  
CDP with scores of 'A-' for both  
Climate Change and Water Security



AWS Platinum-level certification  
ITC PSPD unit, Kovai, first in India  
ICML, Malur



8 ITC hotels and Data Centre  
first in the world to get  
LEED Zero Carbon Certification

# Our Sustainability Strategy

## Objective

- Going beyond risk mitigation and leveraging opportunities
- Reinforcing Sustainability as an integral part of Business Strategy
- Strengthening ITC's status as a Climate Positive organization
- Creating unique sources of Competitive Advantage
- Ensuring a holistic, comprehensive and inclusive approach for stakeholders

## Initiatives

1. Addressing  
**CLIMATE CHANGE**  
Risks

2. Ensuring  
**WATER SECURITY**  
for All

3. Embedding  
**CIRCULARITY** in  
Business models

4. Developing a  
**RESILIENT &  
SUSTAINABLE  
SUPPLY CHAIN**

5. Leveraging  
**PRODUCT  
SUSTAINABILITY**  
Opportunities

6. Strengthening  
**DISCLOSURES**



  
**ITC MISSION SUNEHRA KAL**  
मृदा एवं जल संरक्षण कार्यक्रम  
के अन्तर्गत  
राम जी तलाब का जीर्णोद्धार  
सुनेहरा कल मुदेरी किसान समूह  
ग्राम - मुदेरी  
कुल खर्च राशि - 12,34,400/-  
वसूली राशि - 10,50,400/-, सहायक व्यय राशि - 1,75,000/-  
संभावित लाभ किसान - 425  
आवृत्ति सिंचित क्षेत्र : 203 हेक्टेयर  
जीर्णोद्धार का वित्तीय वर्ष - 2014 - 15

## Addressing Climate Risk & Competitiveness

#2

Renewable Energy -  
42% of energy consumed

Large scale  
Sequestration

40 Platinum rated Green Buildings  
9 LEED Zero Carbon Certification

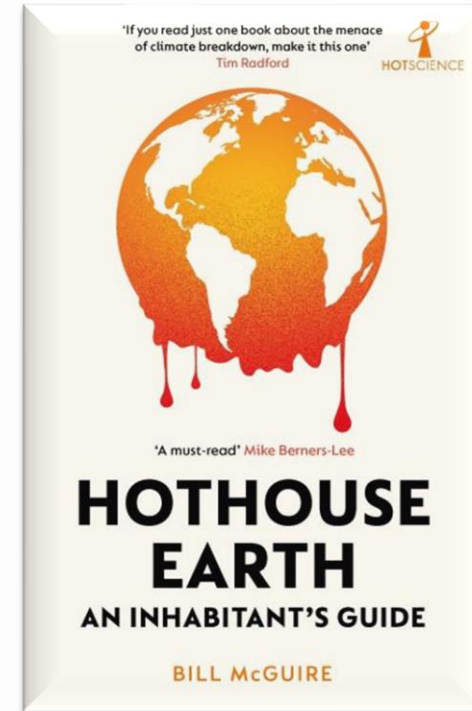
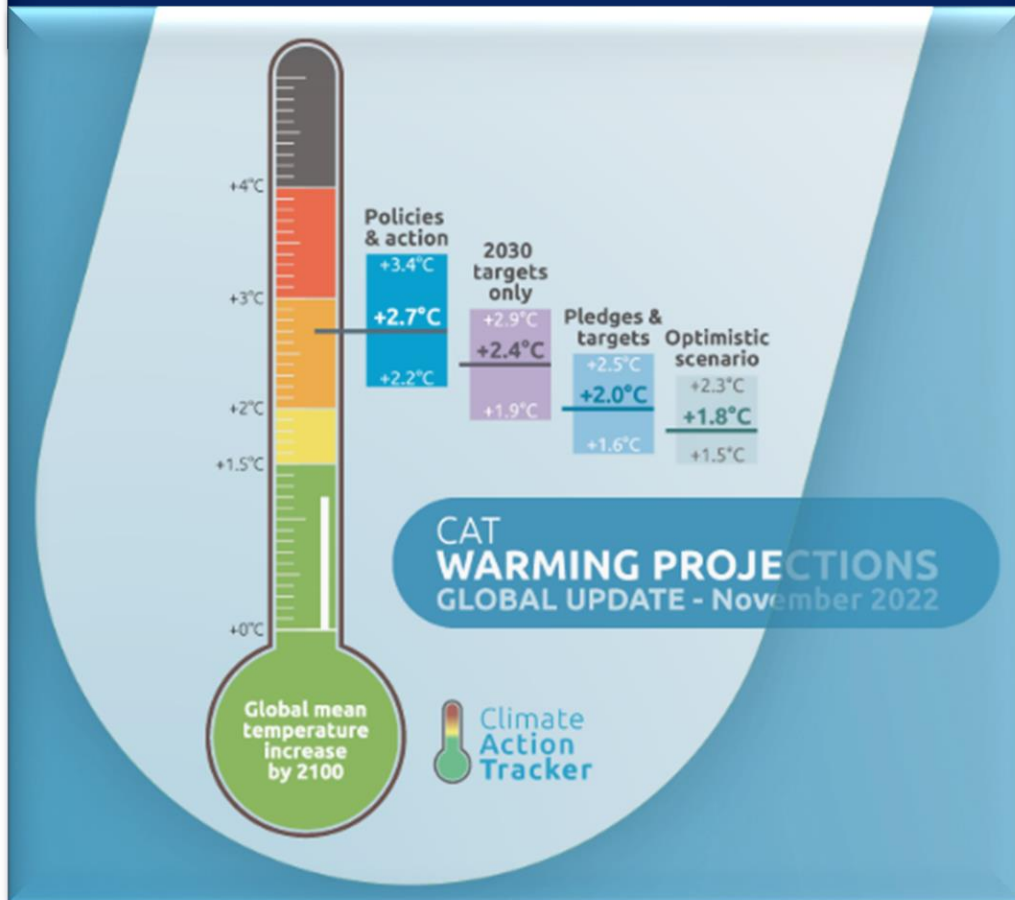
Continuous Reduction in  
Specific Energy/Water  
Consumption





# Adaptation: A Critical Imperative

- With Current Policies : + 2.7°C
- With Pledges & Targets : + 2.0°C
- Best Case Scenario : + 1.8°C



“We can do little to avoid the coming climate breakdown. Instead we need to adapt to the hothouse world that lies ahead and to start taking action to try to stop a bleak situation deteriorating even further”



Climate Smart Agriculture



Water Stewardship



Biodiversity



Agro Forestry



# ITC'S PAPER VALUE CHAIN LEVERAGING TECHNOLOGY & INNOVATION





Clonal Saplings grown in Nursery

# Plantation by small land holders





**ITC'S AFFORESTATION INITIATIVE**



Enduring Value

# Greening over **1,000,000 acres**



- Supporting nearly **175 million person days** of employment
- **Environmental Impact**
  - Carbon Sequestration
  - Augmenting Green Cover
  - Top Soil Retention
  - Water Recharge
- A **Competitive Source** of Pulp-wood for ITC's Paper mill



**AGRO-FORESTRY**

**OVER 1,75,000 ACRES**



 ITC MISSION SUNEHA KAL  
(బంగారు భవిష్యత్)  
SOCIAL FORESTRY PROGRAMME  
AGRO-FORESTRY PLANTATION



# From Sustainable Paper to Brand Leadership

classmate

Paperkraft



# Sustainable Packaging Solutions New Growth Vector

# ITC Next

## ITC LSTC | External Collaborations



Extrusion Coated Boards



Bio-based Coated Boards



Antimicrobial Coating

Laminating Base



Laminating Base



Oxyblock

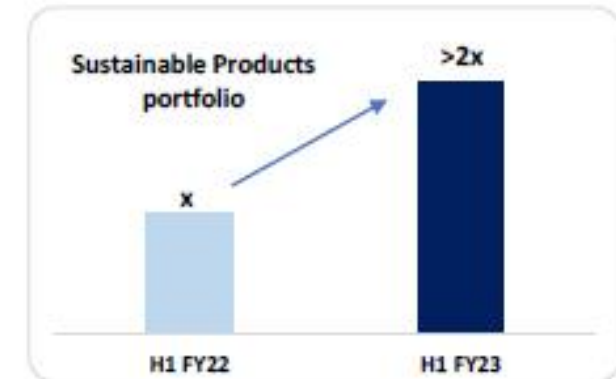
Anti fungal Boards



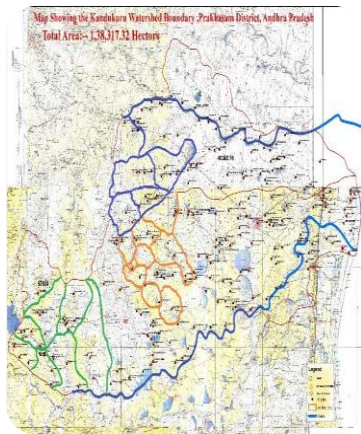
Bioseal



Water, Oil & Grease Resistant Boards



## Mapping of Commons



## Regulated Grazing – Social Protection



## Soil Moisture Conservation



## Planting of Native Species



1,33,000 acres – 10 States, 29 districts

- Restoring village commons and pastures
- Reducing pressures on forests by **fringe area development work** – **Maharashtra Forest Department PPP** renewed to cover **80,000 acres**
- Reviving **ecosystem services** – Pollinators, predators, soil microbes etc.

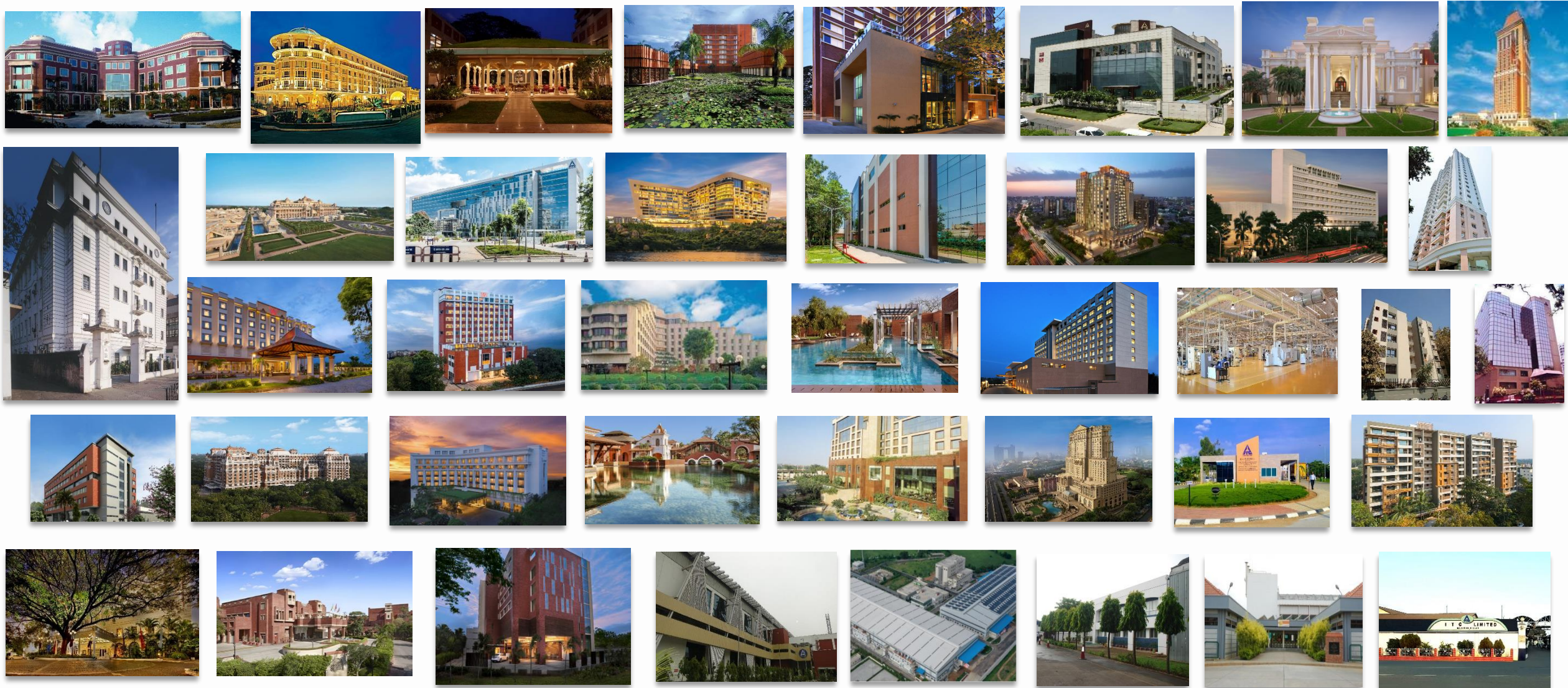
## Impacts

- Biomass and green cover increased up to **6 times** in 5 years
- Animals and Reptiles Species **doubled**

## Village Commons restoration - AP



# Pioneering Green Buildings - 40 LEED® Platinum Buildings



# First 8 Hotels & Data Centre in the World to be LEED® Zero Carbon Certified



**ITC Windsor,  
Bengaluru**



**ITC Grand Chola,  
Chennai**



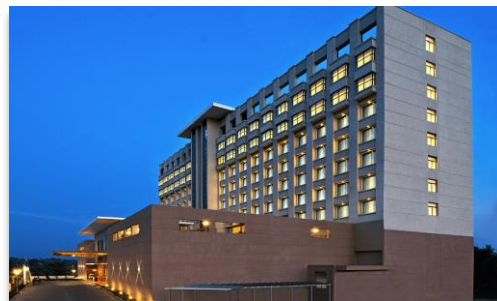
**ITC Gardenia,  
Bengaluru**



**ITC Mughal,  
Agra**



**WelcomHotel  
Bengaluru**



**WelcomHotel  
Chennai**



**WelcomHotel  
Coimbatore**



**WelcomHotel  
Guntur**



**ITC Sankhya Data  
Centre, Bengaluru**

42%



of ITC's energy is from  
renewable sources



# Recently Commissioned ITC Solar Farm at Tamil Nadu





# Water Stewardship

#3



# Climate Change in India's Agriculture



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

**54 % of India is water stressed**



**Demand  
Management**



**Supply  
Augmentation**



**Using AWS framework for  
third party Verification of high  
water stress areas**



## **PARTICIPATORY WATERSHED PLANNING**

# RAINWATER HARVESTING POTENTIAL



25,000  
WATER STRUCTURES

1.3 MILLION ACRES

**3 times**  
Net Water  
Consumption in 2022



**ITC'S WATER STEWARDSHIP MISSION  
REPLENISHING NATURAL RESOURCES**

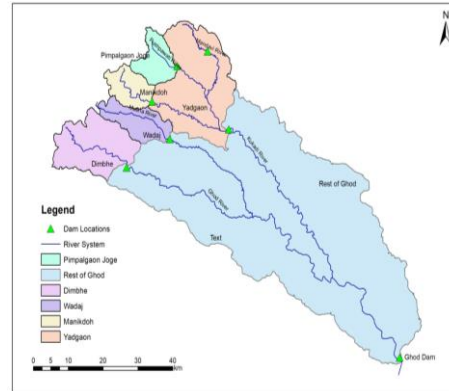


## Demand Management



7,00,000+ acres

## River Basin Management



Ghod +  
4 basins WIP

## Impacts

- **Drought proof agriculture & Positive water balance in unit** catchments
- Supply – Enhance rainwater storage **by catchment treatment, surface storage & groundwater recharge**
- Demand management – Improve water use efficiency in **14 major crops**
- **Long term sustainability** of impacts by working at river basin level

- Groundwater improvement up to **3.5 m** against control
- Reduction in water consumption by up to **40%** as compared to conventional practices
- Soil organic carbon improvement by **117%** against baseline (0.65% from 0.30%)
- Platinum certification for Kovai Plant and ICML Malur by **Alliance for Water Stewardship (AWS)**

# Climate Positive: Road Ahead | S 2.0 2030



- ✓ 50% of Total Energy from Renewable Sources
- ✓ 100% Purchased Grid Electricity Requirements from Renewable Sources
- ✓ 50% reduction in Specific GHG Emissions
- ✓ 30% reduction in Specific Energy Consumption
- ✓ Carbon Sequestration (Area under Social and Farm Forestry): **1.5 Million Acres**
- ✓ Biodiversity to be expanded to 1 million acres
- ✓ 40% reduction in Specific Water Consumption; Water Use efficiency in Agri Value Chain: 2000 Million KLs ; All high risk sites to be certified as per the AWS Standard by 2035
- ✓ All ITC Owned Hotels to achieve Zero Carbon

**Accelerate action**  
towards achieving  
ITC's Sustainability  
2.0 Goals

Leveraging **digital**  
**Climate tools** for  
periodic  
vulnerability  
assessment

**Detailed Climate**  
**risk assessments**  
for developing  
Adaptation  
strategies for  
vulnerable sites

**Promote thought**  
**leadership** through  
CII-ITC Centre of  
Excellence for  
Sustainable  
Development



# Empowering Farmers through NextGen Agriculture

#4



# INDIAN AGRICULTURE FACES MANY CHALLENGES

## Small Farms

- ~70% farm holdings are less than 1 hectare



## Limited access to Formal credit

- Reliance on high-cost informal credit channel

## High post-harvest losses

## Inadequate Market Linkages & Low price realization

- Value captured by Intermediaries in the farm to fork chain

## Sub-optimal Farm yields

- Lower than that of developed nations
- Low availability of scientific advisory
- Spurious farm inputs and timely availability

**THE EARLIER YEARS:  
E-CHOUPAL ECOSYSTEM**



**Empowering 4 Million Farmers**



# ITC in Agriculture : **Baareh Mahine Hariyali**

Leveraging Technology & Innovation to **Enhance Productivity**



**Varietal Improvement**



**Choupal Pradarshan Khet**



**Zero Tillage**



**Short Duration Varieties**



**Water Management**



**Farm Mechanisation**



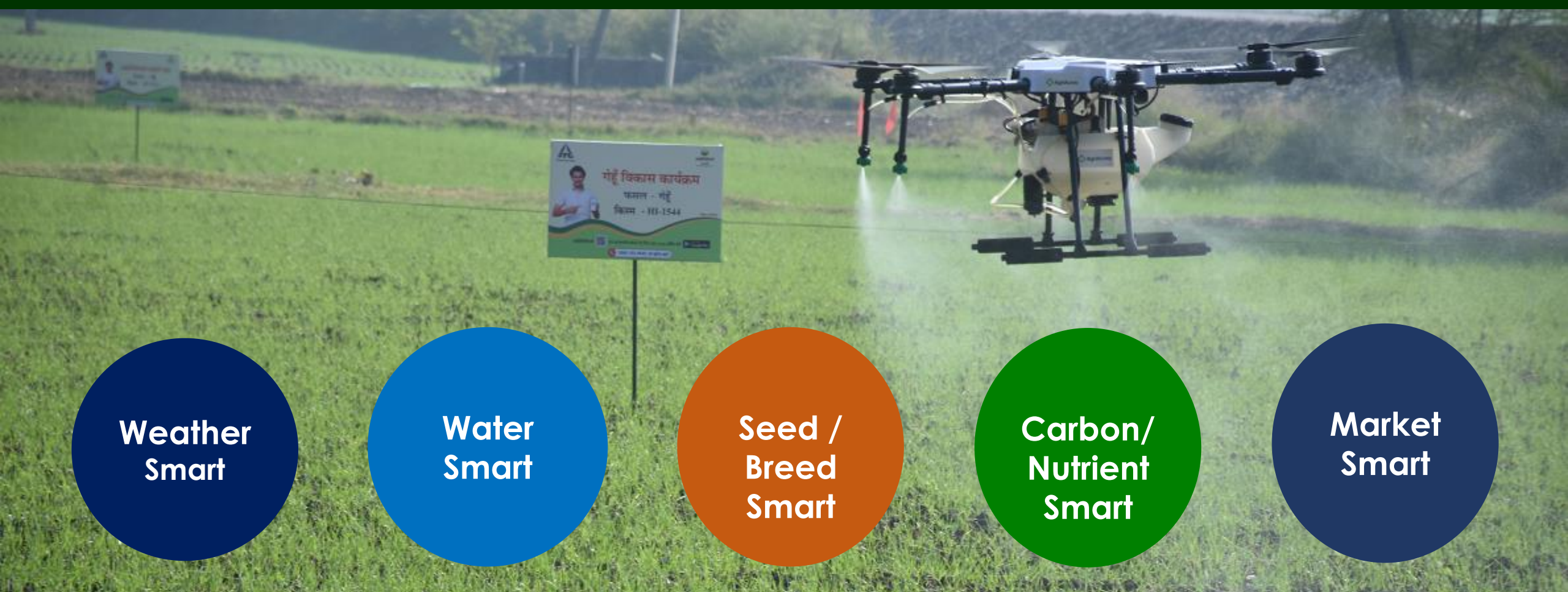
**Cropping Intensity**



**Agri Best Practices**



Collaboration with NITI Aayog for improvement of agriculture in 27 aspirational districts - 3.4 million farmer interactions



Weather  
Smart

Water  
Smart

Seed /  
Breed  
Smart

Carbon/  
Nutrient  
Smart

Market  
Smart

**Covered over 1.5 million acres**

Case Study: Madhya Pradesh

**GHG emission of select crops by 13% to 66%,  
whilst enhancing net returns to farmers between 46% to 93%.**

# DIGITAL TECHNOLOGIES CAN TRANSFORM THE FARMING JOURNEY

## Rapid Quality Assaying



Soil Health and Agri-Produce Quality

## Image Analytics



Real-time Identification of Pest and Expert resolution

## IoT Sensors



Precision Agriculture: AI/ML models of Farming

## Digital Agri Supply Chain



Demand backed production, delayering value chain

## Agri Drones



Optimized chemical usage, Crop-monitoring, Farm mapping

# DIGITAL & SUSTAINABILITY WILL BE THE MEGATRENDS OF THE FUTURE: SANJIV PURI

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Home > News > COMPANIES

## EXCLUSIVE: Digital and sustainability are mega trends that will shape the post-pandemic future: ITC Chairman Sanjiv Puri

Market forces willing, Puri claimed, ITC is keen to invest Rs 10,000 crore over the next five years in acquisitions in the FMCG and IT business

SHANTANU GUHA RAY | JANUARY 27, 2022 / 01:48 PM IST



Moneycontrol Moneycontrol Moneycontrol Moneycon

ITC Chairman Sanjiv Puri is not averse to the idea of demerger of the conglomerate's fast moving consumer goods (FMCG) business. Puri is also open to the idea of listing the company's information

EDITION IN CHENNAI 30°C

## THE TIMES OF INDIA

Business India Business International Business Cryptocurrency Financial Calculators Markets Wealth Ser

BUDGET IFSC PAN CARD AADHAAR CARD IPO INCOME TAX SAVINGS GROWTH CALCULATOR INCOME TAX SLABS TAX DEDUCTION

NEWS / BUSINESS NEWS / INDIA BUSINESS NEWS / 'Businesses Need To Do Their Bit In Combating The CL

## 'Businesses need to do their bit in combating the climate change crisis': ITC chairman

JOHN SARKAR / TNN / May 2, 2022, 23:14 IST

SHARE

# ITC Next



## ITCMAARS

ई-चौपाल

किसानों के हित में, किसानों का अपना

Metamarket for Advanced Agriculture & Rural Services







# ITCMAARS PHYGITAL MODEL: CURRENT SCALE



## Physical

## Digital

460+  
FPOs



1500+  
ITC Field Teams



3 lakh acres  
Demo Plots



Engagement  
Centres in  
9 states

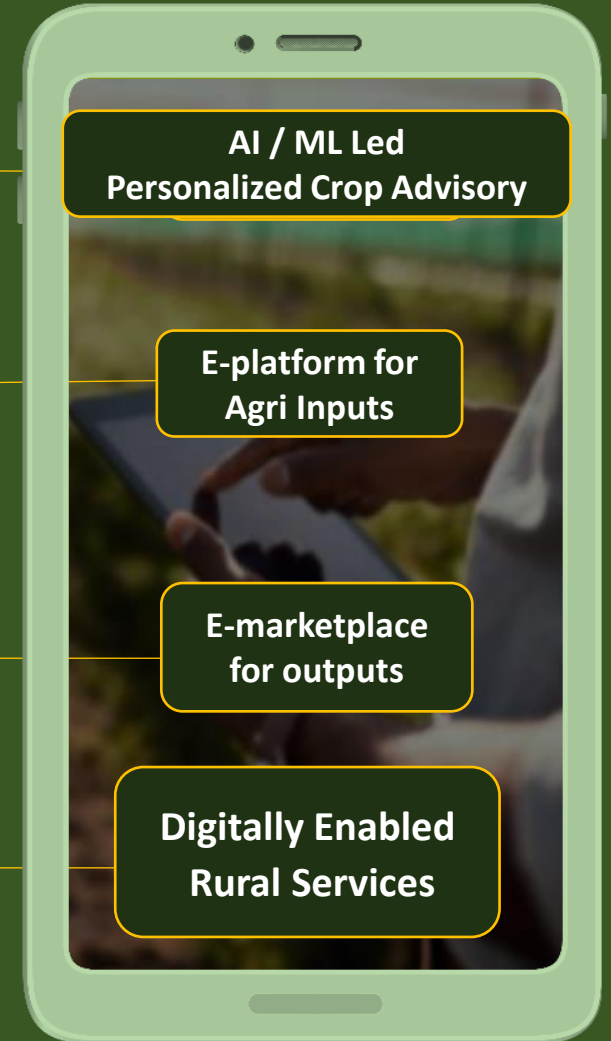


AI / ML Led  
Personalized Crop Advisory

E-platform for  
Agri Inputs

E-marketplace  
for outputs

Digitally Enabled  
Rural Services





# ITC MAARS ECOSYSTEM



Digital Empowerment of Farmers > Improved Yields > Reduced Cost of Production > Improved Price Realisation > Enhanced Income

## Establishing FPOs



3X accelerated FPO creation through on-ground support

Training for quality evaluation

Output aggregation & Input sales by ITC



## AI / ML Led Personalized Crop Advisory



AI/ML driven models of Farming

Crop Calendar: Scientific planning of crop cycle, AI powered regular Nudges

Crop Doctor: Real-time Identification of Pests & Expert resolution

Optimized chemical usage, Crop-monitoring, Farm mapping

Farm-gate evaluation of Soil Health & Agri-Produce Quality



## Digitally Enabled Inputs



Reliable supply of authentic products

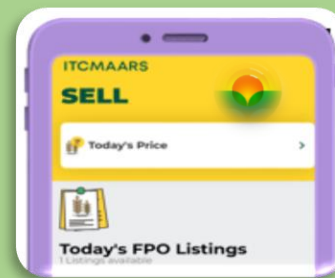
Transparency of price at farm level

Personalized Krishi Samadhan Kits assembled basis Crop, Region & Soil type

Lighthouse Farms at every FPO demonstrating impact of Precision Agriculture



## Digitally Enabled Market Access



Planned Harvesting basis Weather forecasts

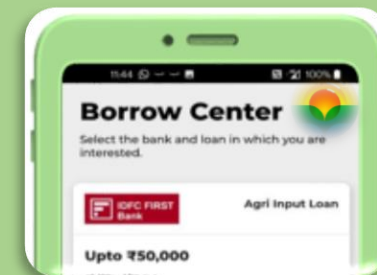
Transparency in Pricing. Convenience of Farmgate pick-up

Quality evaluation and Weighment through equipment

Identity Preserved & Traceable agri value-chain for Customers



## Digitally Enabled Rural Services



Easy registration for KCC

Pre-approved working capital loan for purchase of Inputs directly from the app through Partner Banks

Mechanization as a service to be available

Plug-and-Scale Platform for successful Ag-Tech innovators



# ITCMAARS Demonstration Farms



# Livestock Development

Animal husbandry services to nearly 2,100,000 milch animals

**Pashu Sakhis earning additional income around Rs 60,000 per annum**



Empowering women

Over 1,05,000 rural women benefitted



# WOMEN COVERAGE & PARTICIPATION\*



**5,00,000 +**  
Education & Skilling



**1,30,000 +**  
CSA, WSP, SF



**1,380,000 +**  
Financial Literacy



**Gender  
Equity &  
Inclusion**

**1,00,000+ Women  
Empowerment**



**93,000 +**  
Animal Husbandry



**6,20,000 +**  
Mother and Child Health

\* Excludes those benefited from Sanitation and Waste Management

# Skill Development Initiative | Over 1,10,000 youth trained



Rural Education Programme

Over 8,90,000 children benefitted





Mother & Child Health

Over 6,00,000 covered



Sanitation

Over 39,000 individual sanitary units constructed



- ✓ ITCMAARS to reach 10 million farmers
- ✓ 4,000 FPOs to be supported by ITCMAARS
- ✓ Targeting Climate Smart Agriculture in 3 million acres by 2030
- ✓ Scale up interventions for Horizon 2 livelihood initiatives
- ✓ Capability and Capacity building of Supply Chain Partners

**Climate Risk Vulnerability Assessments** for key Agri and Raw Material Value Chain

Scaling **climate change mitigation and adaptation** plans across agri value chains

Ensuring **traceability in agri value chains** of the highest standards FSC, RFA, STP.\*

**Deeper engagement with critical suppliers** for aligning their initiatives to ITC's Sustainability Goals



# Towards a Circular Economy

#5

# Well Being out of Waste (WOW) | Community Engagement



**60,000+ MT**

of dry waste diverted from land fills

**18 Million**

Citizen outreach in 19+ cities

**95% to 15%**

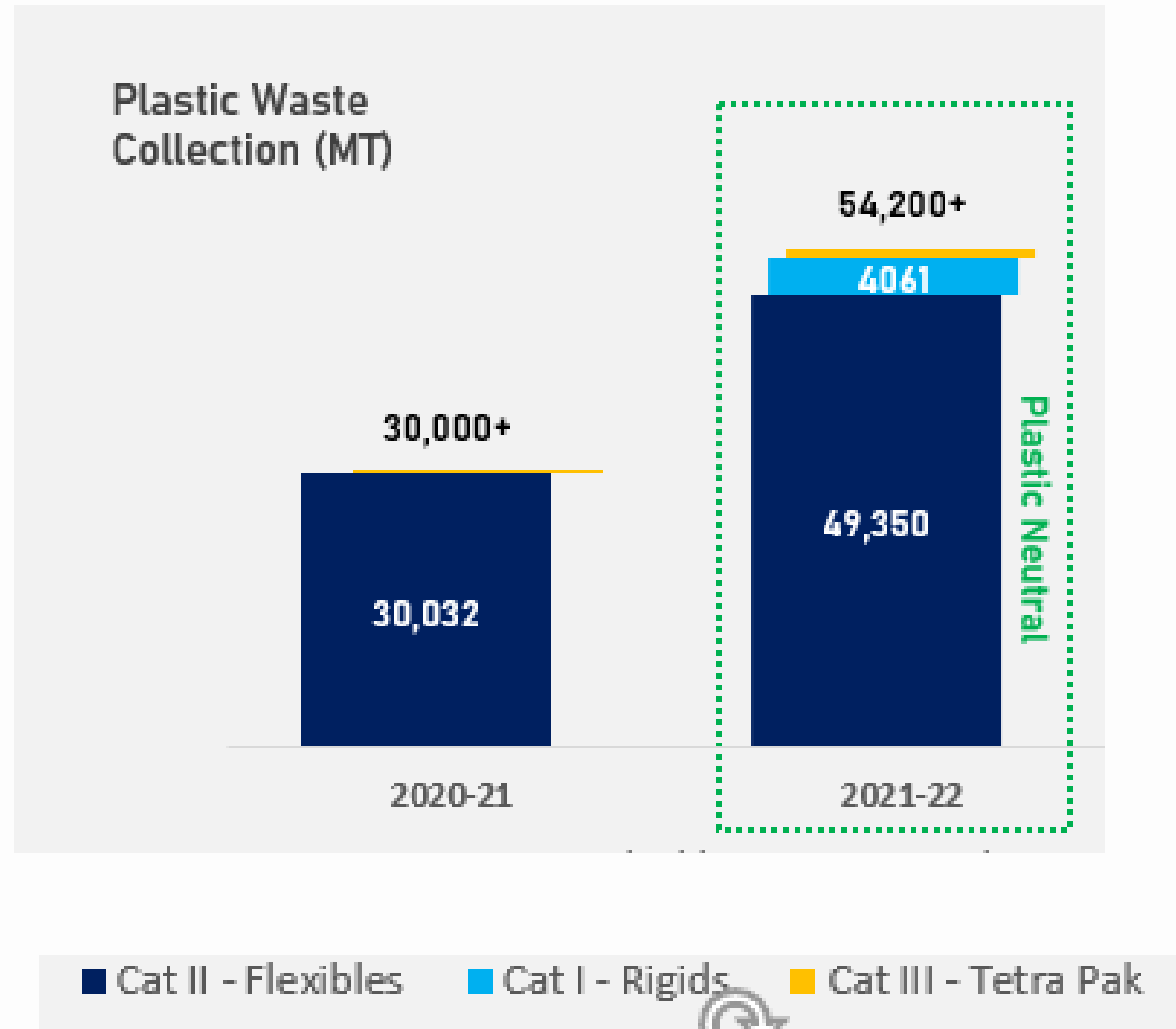
Waste to landfill reduced

**600+ temples**

Green Temple Programme



# Plastic Waste Management across the Nation



100%+ Collections in  
2021-22: ITC Turns  
Plastic Neutral

Supporting industry wide  
projects



- ✓ 100% of Packaging to be Reusable, Recyclable, Compostable or Bio-Degradable
- ✓ Plastic Neutrality: Enable Sustainable Management of Waste in Excess of the Amount of Packaging Utilised. Achieved in FY22, to be Sustained Going Forward

Scaling  
Sustainable Solid  
Waste  
Management  
Models

Continue To  
Recycle 100%+  
Waste Generated  
In Our Operations

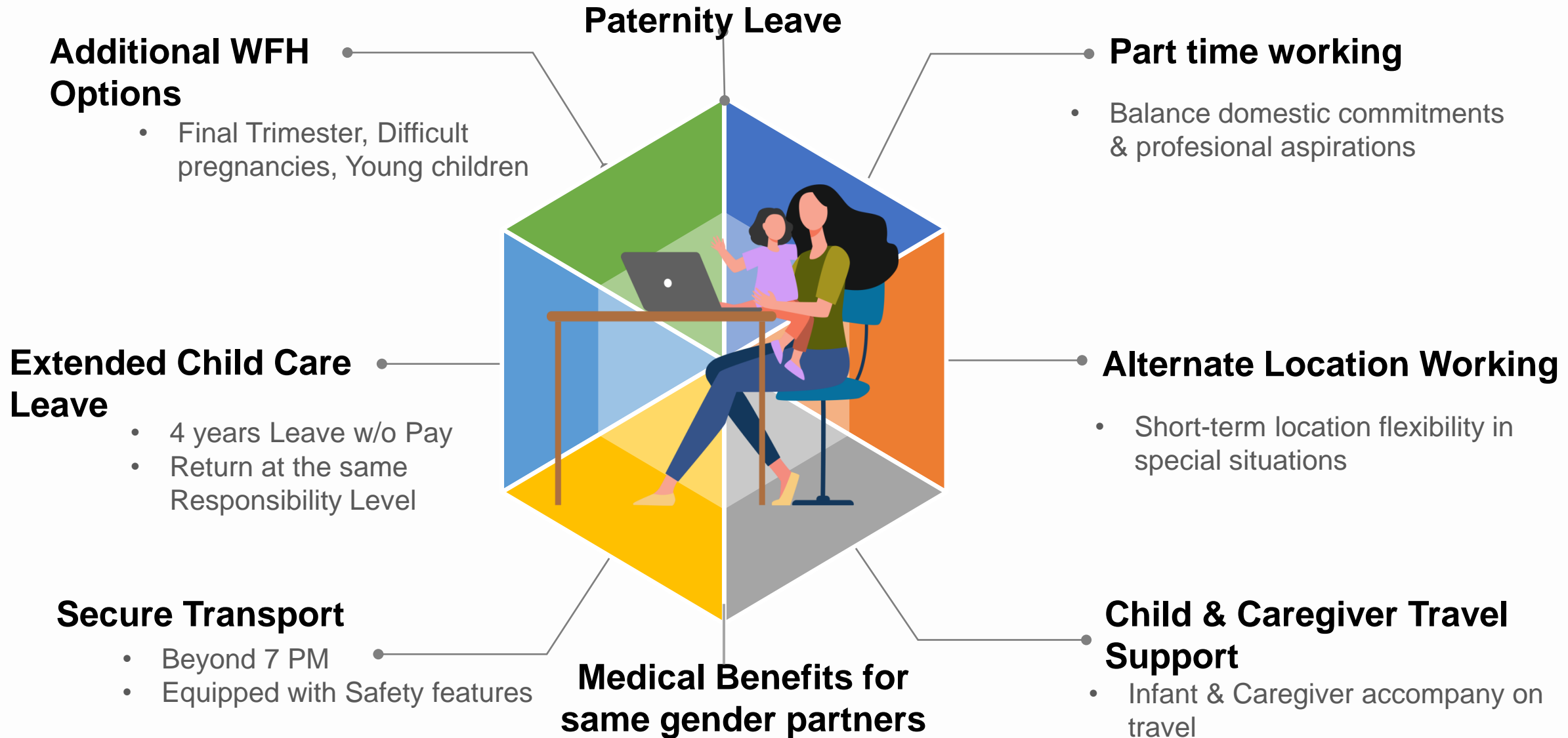
Scaling Up  
Innovative  
Sustainable  
Packaging  
Portfolio



# Diversity & Inclusion

#6





# Growing participation of Women in Units



FMCG : MARKETING, HR,  
RESEARCH & PRODUCT  
DEVELOPMENT

HOTELS, LSTC, PERSONAL  
CARE, CORPORATE

ICMLS

PROGRESSIVELY LARGER  
PARTICIPATION OF  
WOMEN

ENHANCING WOMEN  
REPRESENTATION IN CAMPUS  
RECRUITMENT





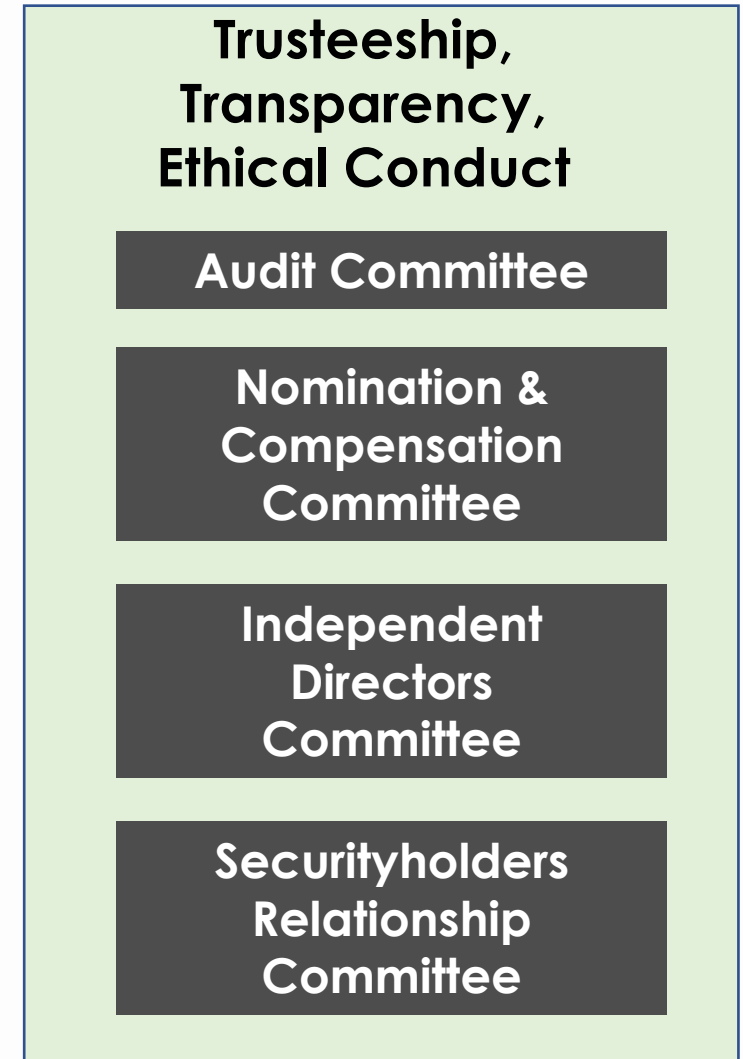
# Enduring Value

Nation First: Sab Saath Badhein

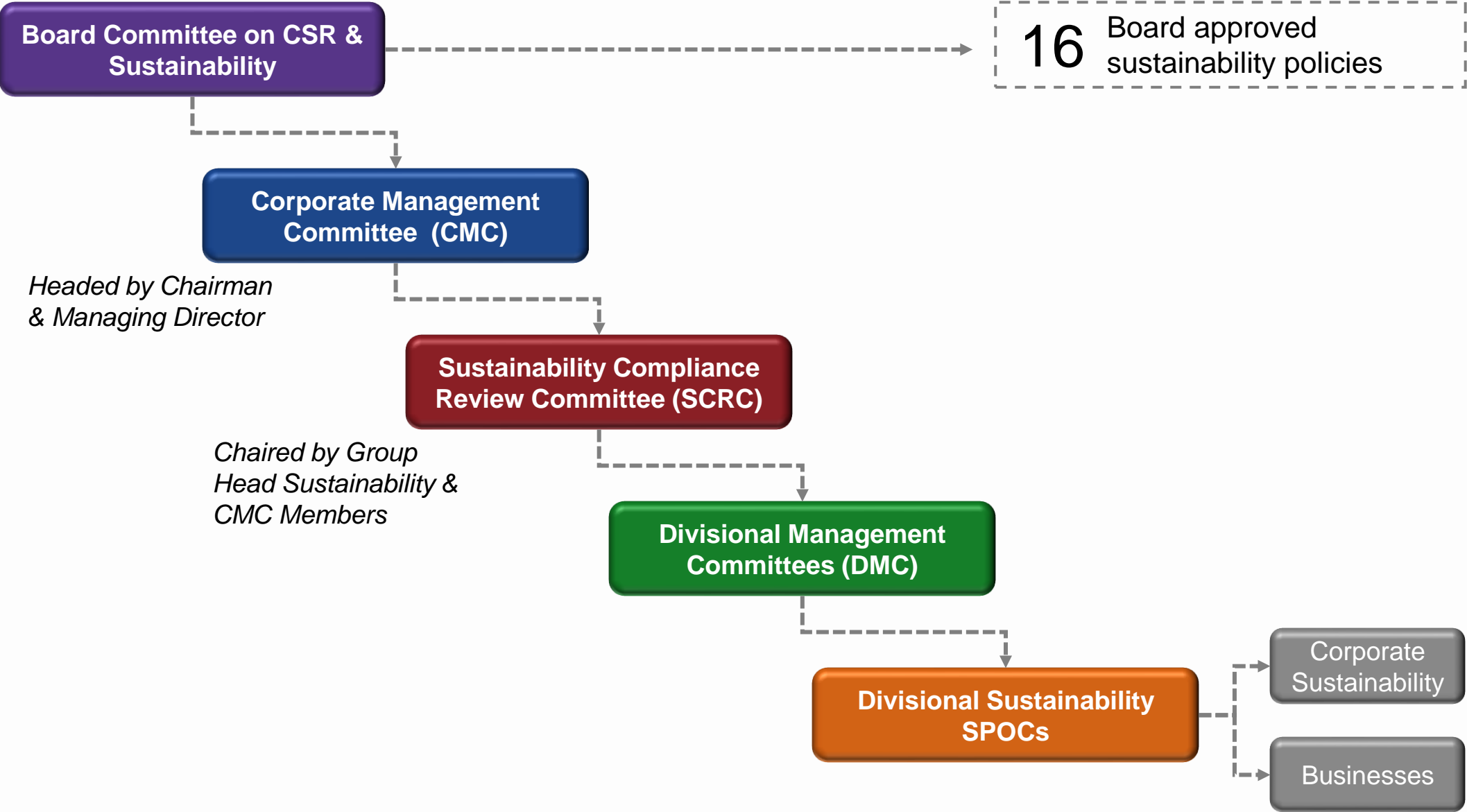
Governance:  
Trusteeship  
Transparency  
Ethical  
Conduct

#7

## 3-Tiered Governance Structure



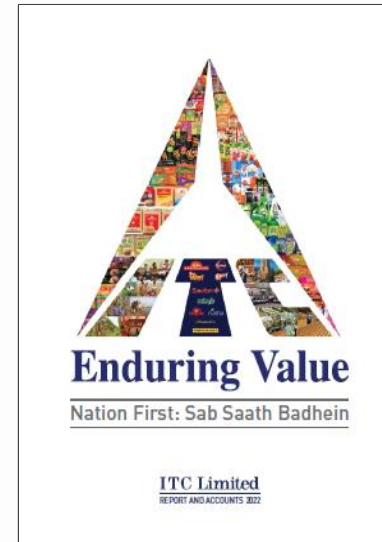
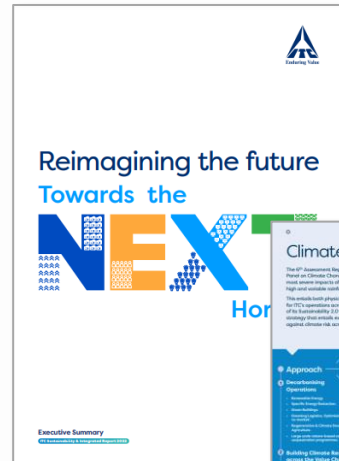
# Strong Governance Mechanisms for Cascading Sustainability Strategy



# ESG Reporting: Highest Standards of Transparency & Disclosure



19 years of ESG reporting experience...



Responding to CDP Climate Change & Water Questionnaire, S&P/DJSI Questionnaire

ITC Report & Accounts, and Business Responsibility & Sustainability Report 2022

ITC Sustainability & Integrated Report 2022 | Executive Summary 2022

*Reporting aligned to Global Frameworks*



# Contribution to SDGs



**6 Million Livelihoods Supported**

**Women Empowerment**

**Climate Smart Agriculture**

**Integrated Animal Husbandry**



**ITC Foods Business' Four Pillar Model - 'Help India Eat better'**

**Sustainable Products**

**Sustainable Supply Chains**

**Climate Smart Agriculture**

**Integrated Animal Husbandry**

**Women Empowerment**



**Mother & Child Health**

**Waste Management**



**Employee Training & Development**

**Supplementary Education**

**Vocational Training**



**Diversity and Equal Opportunity Initiatives**

**Diversity on the Shop-floor**

**Women Empowerment**



**Alliance for Water Stewardship(AWS) Certification**

**S2.0 Targets on Water Efficiency**

**Waste Management**

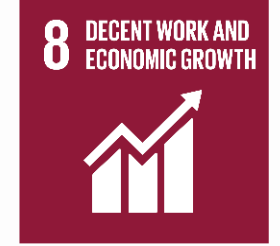
**Supplementary Education**



**42% Energy Needs from Renewable Sources**

**S2.0 Targets on RE, Energy Efficiency**

**Pioneering Green Buildings Movement in India**



**Presence across: Agri, Manufacturing & Services**

**Occupational Health & Safety**

**Sustainable Tourism**

**Vocational Training**

**Women Empowerment**



# Contribution to SDGs



10 State of the art ICMLs  
 Industry 4.0  
 Sustainable & Incl Agri & Forestry Value Chains  
 Green Manufacturing  
 ITC Life Sciences & Tech Centre  
 Climate Smart Agriculture  
 Supplementary Education  
 Waste Management



Diversity Initiatives  
 D&I Oriented: Hiring Strategy  
 Women Empowerment  
 Supplementary Education  
 Vocational Training



WOW programme covering 18 million citizens, 60,000 MT dry recyclable waste managed in FY22  
 Solid Waste Management programme - across 17 districts in 10 states, 99,700 MT waste managed in FY22.



Strategically located ICMLs - Optimal Distance-to-Market  
 Resource Efficiency  
 99% Recycling of Waste  
 Purpose-led Brands  
 Commitment to Transparency (19 Years of Sus Reporting)  
 Managing Waste



Climate Resilient Operations & Value Chains  
 Social Forestry  
 Climate Smart Agriculture  
 Integrated Animal Husbandry  
 Water Stewardship  
 Biodiversity Conservation



Sustainable Management of Post-Consumer Plastic Packaging Waste



Deforestation-free Wood and Leaf Tobacco value chains  
 Water Stewardship  
 Climate Smart Agriculture  
 Social Forestry  
 Biodiversity Conservation



Highest standards of ethical conduct  
 Social Forestry  
 Water Stewardship  
 Climate Smart Agriculture  
 Women Empowerment  
 Supplementary Education  
 Mother & Child Health

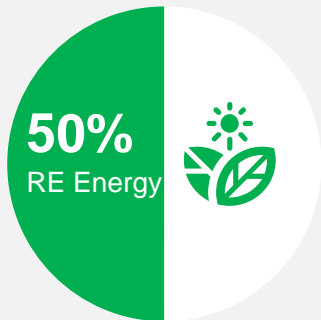
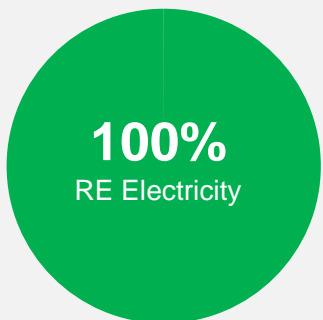


Water Stewardship  
 Climate Smart Agriculture  
 Waste Mgmt  
 Supplementary Education  
 Mother & Child Health  
 Women Empowerment

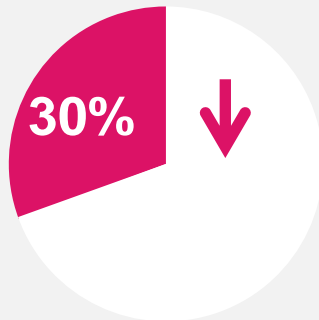
# Summary : S2.0 Targets - Raising The Bar



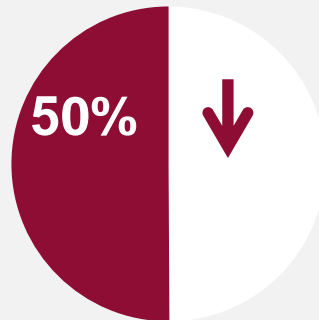
## Renewable Energy (RE)



## Specific Energy Consumption\*



## Specific GHG Emissions\*



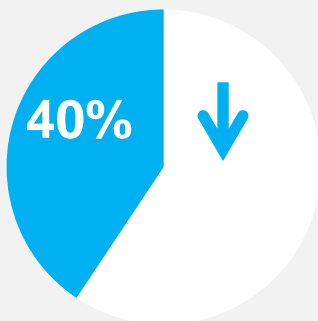
## Sustainable Packaging Plan



## Supporting Sustainable Livelihoods



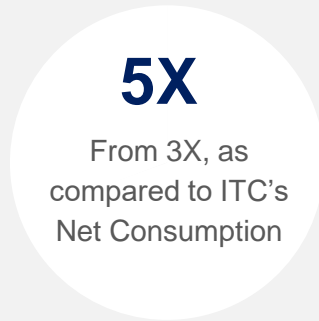
## Specific Water Consumption\*



## Water Security for All



## Rainwater Harvesting Potential



## Plastic Neutrality



## Biodiversity & Agriculture

- 1.0 million acres Biodiversity Conservation
- 3.0 million acres Climate Smart Agriculture
- 1.5 million acres Sustainable Forestry



A passion for profitable growth....



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



.... and inclusive