



ITC Limited
Virginia House
37 J. L. Nehru Road
Kolkata 700 071, India
Tel. : 91 33 2288 9371
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26th October, 2018

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

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

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

Dear Sirs,

**Unaudited Financial Results for the
Quarter and Six Months ended 30th September, 2018**

In terms of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose a copy of the Unaudited Financial Results of the Company along with the Segment-wise Revenue, Results, Assets and Liabilities for the Quarter and Six Months ended 30th September, 2018 and Unaudited Half-Yearly Balance Sheet as on the said date, approved by the Board of Directors of the Company at the meeting held on 26th October, 2018. The meeting commenced at 11:30 a.m. and concluded at 2:00 p.m.

A copy of the 'Limited Review' Report of the Auditors of the Company in respect of the said Results is also enclosed.

Yours faithfully,
ITC Limited

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

Encl. as above.



ITC Limited

Statement of Standalone Unaudited Financial Results for the Quarter and Six Months ended 30th September, 2018

(₹ in Crores)

Particulars		3 Months	Corresponding 3	Preceding	6 Months	6 Months	Twelve Months
		ended 30.09.2018	Months ended 30.09.2017	3 Months ended 30.06.2018	ended 30.09.2018	ended 30.09.2017	ended 31.03.2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Gross Revenue from sale of products and services	(i)	11094.89	9676.20	10722.22	21817.11	23398.41	43956.90
Other operating revenue	(ii)	177.62	87.72	152.37	329.99	165.93	372.87
REVENUE FROM OPERATIONS[(i)+(ii)]	1	11272.51	9763.92	10874.59	22147.10	23564.34	44329.77
OTHER INCOME	2	504.12	494.21	403.85	907.97	970.98	2129.84
TOTAL INCOME (1+2)	3	11776.63	10258.13	11278.44	23055.07	24535.32	46459.61
EXPENSES							
a) Cost of materials consumed		3381.90	2858.00	3052.92	6434.82	5752.90	11756.21
b) Purchases of stock-in-trade		876.09	558.82	1254.38	2130.47	1549.71	2991.98
c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates		21.68	939.55	(197.92)	(176.24)	889.76	1041.85
d) Excise duty		203.66	(550.21)	167.56	371.22	3295.55	3702.23
e) Employee benefits expense		596.31	606.54	742.97	1339.28	1281.17	2487.46
f) Finance costs		13.50	29.01	7.34	20.84	39.39	86.65
g) Depreciation and amortization expense		327.47	282.42	298.69	626.16	550.63	1145.37
h) Other expenses		1986.90	1589.71	1652.56	3639.46	3287.34	6809.06
TOTAL EXPENSES	4	7407.51	6313.84	6978.50	14386.01	16646.45	30020.81
PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4)	5	4369.12	3944.29	4299.94	8669.06	7888.87	16438.80
EXCEPTIONAL ITEMS	6	-	-	-	-	-	412.90
PROFIT BEFORE TAX (5+6)	7	4369.12	3944.29	4299.94	8669.06	7888.87	16851.70
TAX EXPENSE	8	1414.45	1304.45	1481.26	2895.71	2688.53	5628.45
a) Current Tax		1340.09	1320.39	1397.52	2737.61	2694.41	5599.83
b) Deferred Tax		74.36	(15.94)	83.74	158.10	(5.88)	28.62
PROFIT FOR THE PERIOD (7-8)	9	2954.67	2639.84	2818.68	5773.35	5200.34	11223.25
OTHER COMPREHENSIVE INCOME	10	(200.12)	(29.04)	78.42	(121.70)	127.78	382.34
A (i) Items that will not be reclassified to profit or loss		(173.28)	(26.07)	96.04	(77.24)	138.05	426.22
(ii) Income tax relating to items that will not be reclassified to profit or loss		(8.52)	1.14	(1.81)	(10.33)	(0.69)	(31.61)
B (i) Items that will be reclassified to profit or loss		(28.17)	(6.29)	(24.30)	(52.47)	(14.64)	(18.69)
(ii) Income tax relating to items that will be reclassified to profit or loss		9.85	2.18	8.49	18.34	5.06	6.42
TOTAL COMPREHENSIVE INCOME (9+10)	11	2754.55	2610.80	2897.10	5651.65	5328.12	11605.59
PAID UP EQUITY SHARE CAPITAL (Ordinary Shares of ₹ 1/- each)	12	1224.19	1218.36	1220.74	1224.19	1218.36	1220.43
RESERVES EXCLUDING REVALUATION RESERVES	13						50179.64
EARNINGS PER SHARE (of ₹ 1/- each) (not annualised):	14						
(a) Basic (₹)		2.42	2.17	2.31	4.73	4.28	9.22
(b) Diluted (₹)		2.40	2.15	2.29	4.69	4.24	9.16

Notes :

1 The Unaudited Standalone Financial Results, Segment Results and Balance Sheet were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 26th October, 2018.

2 Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July 2017, Central Excise [other than National Calamity Contingent Duty (NCCD) on cigarettes], Value Added Tax (VAT) etc. have been replaced by GST. In accordance with Indian Accounting Standards and Schedule III of the Companies Act, 2013, GST, GST Compensation Cess, VAT, etc. are excluded and NCCD is not excluded from Gross Revenue from sale of products and services for applicable periods. In view of the aforesaid restructuring of indirect taxes, Gross Revenue from sale of products and services and Excise duty for the six months ended 30th September, 2018 are not comparable with the previous period.

On a comparable basis, Gross Sales Value^A (net of rebates and discounts) for the six months ended 30th September, 2018 and 30th September, 2017 are ₹36615.82 Crores and ₹32402.24 Crores respectively.

^AGross Sales Value includes GST, GST Compensation Cess, Service Tax, VAT, Luxury Tax etc., as applicable

3 The launch and rollout costs of the Company's brands 'Fiama', 'Vivel', 'Superia', 'Engage', 'Savlon' and 'Shower to Shower' covering the range of personal care products of soaps, face washes, shower gels, skin care, deodorants, handwash and ayurvedic talc, and the continuing significant brand building costs of the Foods businesses are reflected under 'Other expenses' stated above and in Segment Results under 'FMCG-Others'.

4 During the quarter ended 30th September, 2018, 3,45,02,440 Ordinary Shares of ₹ 1/- each were issued and allotted under the Company's Employee Stock Option Schemes (ESOS). Consequently, the issued and paid-up Share Capital of the Company as on 30th September, 2018 stands increased to ₹ 1224,19,14,761.

5 This statement is as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Limited Review

The Limited Review, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 has been completed and the related Report does not have any impact on the above 'Results and Notes' for the Quarter and Six months ended 30th September, 2018 which needs to be explained.

Handwritten signatures and initials in blue ink.

ITC Limited

(₹ in Crores)

Balance Sheet		STANDALONE	
Particulars		As at current half year end 30.09.2018	As at previous year end 31.03.2018
		(Unaudited)	(Audited)
A	ASSETS		
1	NON-CURRENT ASSETS		
	(a) Property, Plant and Equipment	17300.11	15120.00
	(b) Capital work-in-progress	3521.98	5016.85
	(c) Intangible assets	545.08	445.99
	(d) Intangible assets under development	13.14	8.73
	(e) Financial Assets		
	(i) Investments	11889.98	13493.77
	(ii) Loans	7.99	7.40
	(iii) Others	88.13	1741.28
	(f) Income Tax Assets (Net)	-	18.66
	(g) Other non-current assets	1857.52	2025.63
	Non-Current Assets	35223.93	37878.31
2	CURRENT ASSETS		
	(a) Inventories	7934.08	7237.15
	(b) Financial Assets		
	(i) Investments	11852.49	9903.45
	(ii) Trade receivables	3103.52	2357.01
	(iii) Cash and cash equivalents	66.54	96.03
	(iv) Other Bank Balances	2268.57	2498.85
	(v) Loans	4.27	4.15
	(vi) Others	1375.88	1147.95
	(c) Other current assets	823.39	1258.41
	Current Assets	27428.74	24503.00
	TOTAL ASSETS	62652.67	62381.31
B	EQUITY AND LIABILITIES		
	EQUITY		
	(a) Equity Share capital	1224.19	1220.43
	(b) Other Equity	49125.43	50179.64
	Equity	50349.62	51400.07
	LIABILITIES		
1	NON-CURRENT LIABILITIES		
	(a) Financial Liabilities		
	(i) Borrowings	11.13	11.13
	(ii) Other financial liabilities	14.48	35.36
	(b) Provisions	125.87	121.91
	(c) Deferred tax liabilities (Net)	2061.97	1917.94
	(d) Other non-current liabilities	38.44	38.30
	Non-Current Liabilities	2251.89	2124.64
2	CURRENT LIABILITIES		
	(a) Financial Liabilities		
	(i) Borrowings	93.06	-
	(ii) Trade payables		
	Total outstanding dues of micro enterprises and small enterprises	43.79	29.43
	Total outstanding dues of creditors other than micro enterprises and small enterprises	3537.51	3352.85
	(iii) Other financial liabilities	932.01	778.30
	(b) Other current liabilities	4612.99	4656.78
	(c) Provisions	24.45	39.24
	(d) Current Tax Liabilities (Net)	807.35	-
	Current Liabilities	10051.16	8856.60
	TOTAL EQUITY AND LIABILITIES	62652.67	62381.31

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ITC LIMITED

Unaudited Segment-wise Revenue, Results, Assets and Liabilities for the Quarter and Six Months ended 30th September, 2018

(₹ in Crores)

Particulars	STANDALONE					
	3 Months ended 30.09.2018	Corresponding 3 Months ended 30.09.2017	Preceding 3 Months ended 30.06.2018	6 Months ended 30.09.2018	6 Months ended 30.09.2017	Twelve Months ended 31.03.2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
a) FMCG - Cigarettes	5026.06	4554.21	5127.59	10153.65	13328.37	22894.01
- Others	3160.35	2804.11	2870.03	6030.38	5405.00	11328.60
Total FMCG	8186.41	7358.32	7997.62	16184.03	18733.37	34222.61
b) Hotels	362.55	300.18	341.28	703.83	605.07	1417.51
c) Agri Business	2219.73	1967.98	3151.27	5371.00	4728.50	8067.67
d) Paperboards, Paper & Packaging	1424.46	1309.41	1355.83	2780.29	2669.23	5249.64
Total	12193.15	10935.89	12846.00	25039.15	26736.17	48957.43
Less : Inter-segment revenue	1098.26	1259.69	2123.78	3222.04	3337.76	5000.53
Gross Revenue from sale of products and services[®]	11094.89	9676.20	10722.22	21817.11	23398.41	43956.90
2. Segment Results						
a) FMCG - Cigarettes	3579.07	3291.67	3558.39	7137.46	6565.81	13340.82
- Others [Note (i)]	58.45	20.49	50.12	108.57	25.92	164.12
Total FMCG	3637.52	3312.16	3608.51	7246.03	6591.73	13504.94
b) Hotels	15.56	4.24	13.22	28.78	9.55	139.79
c) Agri Business	236.07	256.20	194.51	430.58	491.31	848.62
d) Paperboards, Paper & Packaging	310.91	274.19	295.66	606.57	531.48	1042.16
Total	4200.06	3846.79	4111.90	8311.96	7624.07	15535.51
Less : i) Finance Costs	13.50	29.01	7.34	20.84	39.39	86.65
ii) Other un-allocable (income) net of un-allocable expenditure [Note (ii)]	(182.56)	(126.51)	(195.38)	(377.94)	(304.19)	(989.94)
iii) Exceptional items	-	-	-	-	-	(412.90)
Profit Before Tax	4369.12	3944.29	4299.94	8669.06	7888.87	16851.70
3. Segment Assets						
a) FMCG - Cigarettes	8255.27	8389.61	7921.69	8255.27	8389.61	7956.89
- Others	8488.58	7744.46	8617.93	8488.58	7744.46	7623.20
Total FMCG	16743.85	16134.07	16539.62	16743.85	16134.07	15580.09
b) Hotels [Note (iii)]	5793.13	5356.60	5693.28	5793.13	5356.60	5520.54
c) Agri Business	3322.49	2929.88	3491.69	3322.49	2929.88	3407.41
d) Paperboards, Paper & Packaging	6979.35	6774.68	6861.90	6979.35	6774.68	6739.83
Total	32838.82	31195.23	32586.49	32838.82	31195.23	31247.87
Unallocated Corporate Assets	29813.85	25898.12	34371.89	29813.85	25898.12	31133.44
Total Assets	62652.67	57093.35	66958.38	62652.67	57093.35	62381.31
4. Segment Liabilities						
a) FMCG - Cigarettes*	4408.37	4416.35	4710.36	4408.37	4416.35	4624.83
- Others	2100.21	1749.29	1906.46	2100.21	1749.29	1906.52
Total FMCG	6508.58	6165.64	6616.82	6508.58	6165.64	6531.35
b) Hotels	600.31	479.61	601.18	600.31	479.61	521.45
c) Agri Business	949.21	1198.51	930.69	949.21	1198.51	900.18
d) Paperboards, Paper & Packaging	871.52	749.53	764.87	871.52	749.53	787.13
Total	8929.62	8593.29	8913.56	8929.62	8593.29	8740.11
Unallocated Corporate Liabilities	3373.43	3925.49	3599.35	3373.43	3925.49	2241.13
Total Liabilities	12303.05	12518.78	12512.91	12303.05	12518.78	10981.24

[®] Refer Note 2 to the Statement of Standalone Financial Results.

* Segment Liabilities of FMCG-Cigarettes is before considering ₹ 122.02 Crores (30.09.2017 - ₹ 638.09 Crores; 30.06.2018 - ₹ 121.29 Crores and 31.03.2018 - ₹ 233.02 Crores) in respect of certain disputed taxes. These have been included under 'Unallocated Corporate Liabilities'.

Note (i): In respect of FMCG-Others segment, earnings before interest, taxes, depreciation and amortization (EBITDA), for the quarter and six months ended 30.09.2018 is ₹ 158.84 Crores and ₹ 286.60 Crores respectively (quarter ended 30.09.2017 - ₹ 89.77 Crores; quarter ended 30.06.2018 - ₹ 127.76 Crores; six months ended 30.09.2017 - ₹ 158.57 Crores and twelve months ended 31.03.2018 - ₹ 455.58 Crores).

(ii): As stock options are granted under ITC ESOS to align the interests of employees with those of shareholders and also to attract and retain talent for the enterprise as a whole, the option value of ITC ESOS do not form part of the segment performance reviewed by the Corporate Management Committee.

(iii): Consequent to the judgement and order dated 19th March, 2018 of the Hon'ble Supreme Court of India, the Company has on 19th September, 2018 taken the possession of Park Hyatt Goa Resort & Spa. The hotel has since commenced commercial operations from 15th October, 2018 as ITC Grand Goa, Resort & Spa.

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Notes :

(1) The Company's corporate strategy aims at creating multiple drivers of growth anchored on its core competencies. The Company is currently focused on four business groups : FMCG, Hotels, Paperboards, Paper & Packaging and Agri Business. The Company's organisational structure and governance processes are designed to support effective management of multiple businesses while retaining focus on each one of them.

The Operating Segments have been reported in a manner consistent with the internal reporting provided to the Corporate Management Committee, which is the Chief Operating Decision Maker.

(2) The business groups comprise the following :

FMCG	:	Cigarettes	-	Cigarettes, Cigars etc.
	:	Others	-	Branded Packaged Foods Businesses (Staples; Snacks and Meals; Dairy and Beverages; Confections); Apparel; Education and Stationery Products; Personal Care Products; Safety Matches and Agarbattis.
Hotels			-	Hoteliering.
Paperboards, Paper & Packaging			-	Paperboards, Paper including Specialty Paper & Packaging including Flexibles.
Agri Business			-	Agri commodities such as soya, spices, coffee and leaf tobacco.

(3) Segment results of 'FMCG : Others' are after considering significant business development, brand building and gestation costs of Branded Packaged Foods businesses and Personal Care Products business.

Registered Office :
Virginia House, 37 J.L. Nehru Road,
Kolkata 700 071, India

For and on behalf of the Board

Dated : 26th October, 2018
Place : Gurugram, India


Director & Chief Financial Officer


Managing Director


Chairman

Website: www.itcportal.com | E-mail: enduringvalue@itc.in | Phone: +91-33-2288 9371 | Fax: +91-33-2288 0655 | CIN : L16005WB1910PLC001985

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Extract of Standalone Unaudited Financial Results for the Quarter and Six Months ended 30th September, 2018

(₹ in Crores)				
Sl. No.	Particulars	3 Months ended 30.09.2018	6 Months ended 30.09.2018	Corresponding 3 Months ended 30.09.2017
1	Total Income from Operations	11776.63	23055.07	10258.13
2	Net Profit / (Loss) for the period (before tax, Exceptional and/or Extraordinary items)	4369.12	8669.06	3944.29
3	Net Profit / (Loss) for the period before tax (after Exceptional and/or Extraordinary items)	4369.12	8669.06	3944.29
4	Net Profit / (Loss) for the period after tax (after Exceptional and/or Extraordinary items)	2954.67	5773.35	2639.84
5	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)]	2754.55	5651.65	2610.80
6	Equity Share Capital	1,224.19	1,224.19	1218.36
7	Earnings Per Share (of ₹ 1/- each) (not annualised):			
	1. Basic (₹):	2.42	4.73	2.17
	2. Diluted (₹):	2.40	4.69	2.15

Notes:

a) The above is an extract of the detailed format of Statement of Standalone Unaudited Financial Results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The detailed Financial Results and this extract were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 26th October 2018. The full format of the Statement of Standalone Unaudited Financial Results are available on the Company's website (www.itcportal.com) and on the websites of the National Stock Exchange of India Limited (www.nseindia.com), BSE Limited (www.bseindia.com) and The Calcutta Stock Exchange Limited (www.cse-india.com).

b) The Limited Review, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 has been completed and the related Report forwarded to the Stock Exchanges. This Report does not have any impact on the above 'Results and Notes' for the Quarter and Six Months ended 30th September, 2018 which needs to be explained.

Registered Office :
Virginia House, 37 J.L. Nehru Road,
Kolkata 700 071, India

For and on behalf of the Board

Dated : 26th October, 2018
Place : Gurugram, India


Director & Chief Financial Officer


Managing Director


Chairman

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**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF
INTERIM FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF
ITC LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **ITC LIMITED** ("the Company"), for the Quarter and Six Months ended 30th September, 2018 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5th July, 2016.

This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5th July, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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For DELOITTE HASKINS & SELLS
Chartered Accountants
(Firm's Registration No. 302009E)

P.R. Ramesh

P.R. Ramesh
Partner
(Membership No. 70928)