

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

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24th July, 2020

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
Mumbai 400 001

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

Dear Sirs,

### <u>Unaudited Financial Results for the</u> Quarter ended 30<sup>th</sup> June, 2020

Further to our letter dated 10<sup>th</sup> July, 2020, we enclose, in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the following, as approved by the Board of Directors of the Company at the meeting held today i.e. 24<sup>th</sup> July, 2020:

- (i) Unaudited Financial Results of the Company, both Standalone and Consolidated, for the Quarter ended 30<sup>th</sup> June, 2020;
- (ii) Unaudited Segment-wise Revenue, Results, Assets and Liabilities of the Company, both Standalone and Consolidated, for the Quarter ended 30<sup>th</sup> June, 2020; and
- (iii) Limited Review Reports from the Statutory Auditors, Messrs. S R B C & CO LLP, on the aforesaid Standalone and Consolidated Financial Results.

The meeting commenced at 5.50 p.m. and concluded at 7.20 p.m.

Yours faithfully, ITQ-Limited

(R. K. Singhi)

Executive Vice President &

Company Secretary

Encl. as above.



#### Statement of Unaudited Standalone Financial Results for the Quarter ended 30th June, 2020

(₹ in Crores) Corresponding Preceding Twelve **Particulars** 3 Months 3 Months 3 Months Months ended ended ended ended 30.06.2020 30.06.2019 31.03.2020# 31.03.2020 (Unaudited) (Unaudited) (Audited) (Audited) Gross Revenue from sale of products and services 9435.61 11361.35 11300.05 (i) 46323.72 Other operating revenue 119.99 (ii) 66.14 141.47 483.62 REVENUE FROM OPERATIONS[(i)+(ii)] 9501.75 11502.82 11420.04 46807.34 1 OTHER INCOME 2 896.82 620.17 755.54 3013.66 TOTAL INCOME (1+2) 3 10398.57 12122.99 12175.58 49821.00 **EXPENSES** Cost of materials consumed 3048.44 3098.29 a) 3254.23 13121.76 (b) Purchases of stock-in-trade 1676.61 1816.23 987.26 4289.71 Changes in inventories of finished goods, stock-in-trade, workc) (774.66)(778.13)(174.43)(176.34)in-progress and intermediates (d Excise duty 590.43 190.37 577.76 1187.64 le) Employee benefits expense 696.92 690.31 666.53 2658.21 f) Finance costs 16.79 15.22 14.73 55.72 Depreciation and amortization expense g) 398.18 358.89 392.50 1563.27 Other expenses 1620.90 1916.60 1945.16 7822.11 TOTAL EXPENSES 7663.74 7270.14 7311.25 30522.08 PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4) 5 3128.43 4811.74 4511.84 19298.92 EXCEPTIONAL ITEMS 6 (132.11)PROFIT BEFORE TAX (5+6) 3128.43 7 4811.74 4511.84 19166.81 TAX EXPENSE 8 785.67 1637.80 714.76 4030.76 a) **Current Tax** 767 95 1563.38 4441.97 852.70 b) Deferred Tax 17.72 74.42 (137.94)(411.21)PROFIT FOR THE PERIOD (7-8) 9 2342.76 3173.94 3797.08 15136.05 OTHER COMPREHENSIVE INCOME 10 (5.73)(213.01)(761.21)(1381.81)A (i) Items that will not be reclassified to profit or loss (17.83)(218.57)(744.22)(1365.32)(ii) Income tax relating to items that will not be reclassified to profit 0.97 2.23 4.69 9.62 or loss B (i) Items that will be reclassified to profit or loss 14.87 5.12 (29.42)(36.24)(ii) Income tax relating to items that will be reclassified to profit or (3.74)(1.79)7.74 10.13 TOTAL COMPREHENSIVE INCOME (9+10) 3035.87 11 2337 03 2960.93 13754 24 PAID UP EQUITY SHARE CAPITAL 12 1229.22 1225.86 1229.22 1229.22 (Ordinary Shares of ₹ 1/- each) RESERVES EXCLUDING REVALUATION RESERVES 13 62799.94 EARNINGS PER SHARE (of ₹ 1/- each) (not annualised): 14 (a) Basic (₹) 1.91 2.59 3.09 12.33 (b) Diluted (₹) 1.91 2.57 3.09 12.31

# The figures for the preceding 3 months ended 31.03.2020 are the balancing figures between the audited figures in respect of the full financial year ended 31.03.2020 and the year to date figures upto the third quarter of that financial year.

#### Notes:

- 1 The Unaudited Standalone Financial Results and Segment Results were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 24th July, 2020.
- 2 The continuing significant brand building costs covering a range of personal care and branded packaged food products are reflected under 'Other expenses' stated above and in Segment Results under 'FMCG-Others'.
- 3 The Company on 9th July, 2020, incorporated a wholly owned subsidiary in the name of 'ITC IndiVision Limited'; the initial subscribed share capital of the said company would be ₹ 1 crore.
- 4 As reported earlier, the Company had entered into a Share Purchase Agreement (SPA) on 23rd May, 2020, to acquire 100% of the equity share capital of Messrs. Sunrise Foods Private Limited, an Indian company primarily engaged in the business of spices under the trademark 'Sunrise', subject to fulfilment of various terms and conditions as specified in the SPA. The Company and the sellers are working towards consummation of the transaction.
- 5 The Company has considered the possible effects that may arise out of the still unfolding COVID-19 pandemic on the carrying amounts of property, plant & equipment, intangible assets, investments, inventories, trade receivables, etc. For this purpose, the Company has considered internal and external sources of information up to the date of approval of the Standalone Financial Results including credit reports and related information, economic forecasts, market value of certain investments etc. Based on the current estimates, the Company does not expect any significant impact on such carrying values. The impact of COVID-19 on the Company's financial statements may differ from that estimated as at the date of approval of Standalone Financial Results.
- 6 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 ended 30th June, 2020 which needs to be explained.

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# ITC LIMITED

# Unaudited Segment-wise Revenue, Results, Assets and Liabilities for the Quarter ended 30th June, 2020

		(₹ in Crore STANDALONE				
			Preceding			
artic	culars	3 Months	3 Months	Months	Month	
		ended 30.06.2020	ended 30.06.2019	ended 31.03.2020#	ende 31.03.202	
		(Unaudited)	(Unaudited)	(Audited)	(Audited	
	Segment Revenue					
	a) FMCG - Cigarettes	3853.79	5433.40	5130.53	21201.74	
	- Others	3374.57	3060.05	3183.55	12844.23	
	Total FMCG	7228.36	8493.45	8314.08	34045.97	
	b) Hotels c) Agri Business	22.58 3746.30	392.59 3611.23	465.75 1887.26	1837.28 10240.72	
	d) Paperboards, Paper & Packaging	1026.44	1527.53	1458.86	6107.18	
	Total	12023.68	14024.80	12125.95	52231.1	
	Less: Inter-segment revenue	2588.07	2663.45	825.90	5907.43	
2ro	ss Revenue from sale of products and services	9435.61	11361.35	11300.05	46323.72	
2.	Segment Results	3433.01	11301.33	11300.03	40323.72	
••	oeginent iveants					
	a) FMCG - Cigarettes	2356.38	3849.13	3403.00	14852.5	
	- Others [Note (i)]	125.41	78.02	146.95	423.0	
	Total FMCG	2481.79	3927.15	3549.95	15275.6	
	b) Hotels	(242.58)	10.39	42.60	157.7	
	c) Agri Business	178.73	202.95	123.11	788.9	
	d) Paperboards, Paper & Packaging	160.12	329.76	285.70	1305.3	
	Total	2578.06	4470.25	4001.36	17527.6	
	Less: i) Finance Costs	16.79	15.22	14.73	55.7	
	<ul><li>ii) Other un-allocable (income) net of un-allocable expenditure [Note (ii)]</li></ul>	(567.16)	(356.71)	(525.21)	(1827.0	
	iii) Exceptional Items	_	-	-	132.1	
Prof	it Before Tax	3128.43	4811.74	4511.84	19166.8	
3.	Segment Assets					
	a) EMCC Cigarettes	6736.71	8392.38	6903.91	6903.9	
	a) FMCG - Cigarettes - Others	10209.59	9536.33	8694.53	8694.5	
	Total FMCG	16946.30	17928.71	15598.44	15598.4	
	b) Hotels	6577.62	6368.81	6646.08	6646.0	
	c) Agri Business	4304.84	4626.16	4030.59	4030.5	
	d) Paperboards, Paper & Packaging	7073.03	6966.82	6823.85	6823.8	
	Total	34901.79	35890.50	33098.96	33098.9	
	Unallocated Corporate Assets	44298.77	38781.55	42136.40	42136.4	
	I Assets	79200.56	74672.05	75235.36	75235.3	
<b>Tota</b>						
	Segment Liabilities					
	Segment Liabilities	4701.65	4980.18	3991.11	3991.1	
		4701.65 2559.08	4980.18 2080.61	3991.11 2133.61	3991.1 2133.6	
	Segment Liabilities  a) FMCG - Cigarettes					
	Segment Liabilities  a) FMCG - Cigarettes - Others  Total FMCG	2559.08 <b>7260.73</b>	7060.79	2133.61 <b>6124.72</b>	2133.6 <b>6124.7</b>	
Tota 4.	Segment Liabilities  a) FMCG - Cigarettes - Others  Total FMCG  b) Hotels	2559.08 <b>7260.73</b> 812.57	2080.61 <b>7060.79</b> 874.64	2133.61 <b>6124.72</b> 858.06	2133.6 <b>6124.7</b> 858.0	
	Segment Liabilities  a) FMCG - Cigarettes - Others  Total FMCG  b) Hotels c) Agri Business	2559.08 <b>7260.73</b>	7060.79	2133.61 <b>6124.72</b>	2133.6 6124.7 858.0 1098.2	
	Segment Liabilities  a) FMCG - Cigarettes - Others  Total FMCG  b) Hotels	2559.08 <b>7260.73</b> 812.57 1175.76	2080.61 <b>7060.79</b> 874.64 1019.28	2133.61 <b>6124.72</b> 858.06 1098.29	2133.6	
	Segment Liabilities  a) FMCG - Cigarettes - Others  Total FMCG  b) Hotels c) Agri Business d) Paperboards, Paper & Packaging	2559.08 <b>7260.73</b> 812.57 1175.76 930.03	2080.61 <b>7060.79</b> 874.64 1019.28 795.40	2133.61 6124.72 858.06 1098.29 764.73	2133.6 6124.7 858.0 1098.2 764.7	

# The figures for the preceding 3 months ended 31.03.2020 are the balancing figures between the audited figures in respect of the full financial year ended 31.03.2020 and the year to date figures upto the third quarter of that financial year.

Note (i): In respect of FMCG-Others segment, earnings before interest, taxes, depreciation and amortization (EBITDA) for the quarter ended 30.06.2020 is ₹ 257.34 Crores (quarter ended 30.06.2019 is ₹ 180.69 Crores, quarter ended 31.03.2020 is ₹ 256.47 Crores and twelve months ended 31.03.2020 - ₹ 914.00 Crores).

Note (ii): As stock options and stock appreciation linked reward units are granted under the ITC Employee Stock Option Schemes (ITC ESOS) and ITC Employee Cash Settled Stock Appreciation Linked Reward Plan (ITC ESARP), respectively, to align the interests of employees with those of shareholders and also to attract and retain talent for the enterprise as a whole, the charge thereof do not form part of the segment performance reviewed by the Corporate Management Committee.



#### 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 & Meals; Snacks; Dairy & Beverages; Biscuits & Cakes; Chocolates, Coffee & Confectionery); Education and Stationery

Products; Personal Care Products; Safety Matches and Agarbattis; Apparel.

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.

(4) Figures for the corresponding previous periods are re-arranged, wherever necessary, to conform to the figures of the current period.

Registered Office:

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

Dated: 24th July, 2020 Place: Kolkata, India For and on behalf of the Board

Director & Chief Financial Officer

Chairman & Managing Director

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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# Statement of Unaudited Consolidated Financial Results for the Quarter ended 30th June, 2020

(₹ in Crores)

Cunaudited   Cunaudited   Cunaudited   Cunaudited	ended .03.2020 (Audited) 50968.50 424.97 51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
Core	ended .03.2020 (Audited) 50968.50 424.97 51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
30.06.2020   30.06.2019   31.03.2020   31.03.2023   31.	.03.2020 (Audited) 50968.50 424.97 51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68
Cunaudited   Cunaudited   Cunaudited   Cunaudited   Caudited   C	(Audited) 50968.50 424.97 51393.47 2597.89 533991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
Gross Revenue from sale of products and services Other operating revenue (i) 10426.43 12532.31 12456.45 Other operating revenue (ii) 52.03 125.59 104.19 REVENUE FROM OPERATIONS[(i)+(ii)] 1 10478.46 12657.90 12560.64 OTHER INCOME 2 925.13 647.29 667.76 TOTAL INCOME (1+2) 3 11403.59 13305.19 13228.40  EXPENSES a) Cost of materials consumed b) Purchases of stock-in-trade c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty 704.39 378.59 778.48 e) Employee benefits expense 1104.75 1078.87 1095.76 f) Finance costs 15.82 14.58 14.68 g) Depreciation and amortization expense 418.99 378.94 413.23 h) Other expenses 1728.30 2078.01 2147.01	50968.50 424.97 51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
Other operating revenue         (ii)         52.03         125.59         104.19           REVENUE FROM OPERATIONS[(i)+(ii)]         1         10478.46         12657.90         12560.64           OTHER INCOME         2         925.13         647.29         667.76           TOTAL INCOME (1+2)         3         11403.59         13305.19         13228.40           EXPENSES         3)         Cost of materials consumed         3086.56         3125.01         3396.36           b)         Purchases of stock-in-trade         1646.11         1796.40         991.88           c)         Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates         (737.21)         (736.73)         (352.47)           d)         Excise duty         704.39         378.59         778.48           e)         Employee benefits expense         1104.75         1078.87         1095.76           f)         Finance costs         15.82         14.58         14.68           g)         Depreciation and amortization expenses         1728.30         2078.01         2147.01	424.97 51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
Other operating revenue         (ii)         52.03         125.59         104.19           REVENUE FROM OPERATIONS[(i)+(ii)]         1         10478.46         12657.90         12560.64           OTHER INCOME         2         925.13         647.29         667.76           TOTAL INCOME (1+2)         3         11403.59         13305.19         13228.40           EXPENSES         3)         Cost of materials consumed         3086.56         3125.01         3396.36           b)         Purchases of stock-in-trade         1646.11         1796.40         991.88           c)         Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates         (737.21)         (736.73)         (352.47)           d)         Excise duty         704.39         378.59         778.48           e)         Employee benefits expense         1104.75         1078.87         1095.76           f)         Finance costs         15.82         14.58         14.68           g)         Depreciation and amortization expenses         1728.30         2078.01         2147.01	424.97 51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
Total income	51393.47 2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
OTHER INCOME TOTAL INCOME (1+2)         2         925.13 3         647.29 13305.19         667.76 13228.40           EXPENSES a) Cost of materials consumed b) Purchases of stock-in-trade c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty         3086.56 1646.11         3125.01 1796.40         3396.36 991.88           c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty         (737.21) 704.39         (736.73) 378.59         (352.47) 778.48           e) Employee benefits expense f) Finance costs g) Depreciation and amortization expense h) Other expenses         1104.75 1078.87 115.82 14.58 14.68 14.68 14.89 378.94 413.23 1728.30         143.23 2078.01           All seponses 1728.30         2078.01         2147.01	2597.89 53991.36 13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
EXPENSES a) Cost of materials consumed b) Purchases of stock-in-trade c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty e) Employee benefits expense f) Finance costs g) Depreciation and amortization expense f) Other expenses f) Other expenses f) Tios.33 f) T	13810.70 4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
a) Cost of materials consumed b) Purchases of stock-in-trade c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty e) Employee benefits expense f) Finance costs f) Finance costs f) Depreciation and amortization expense f) Other expenses f) Other expenses f) 1728.30 f) 3396.36 f) 1796.40 f) 991.88 f) (737.21) f) (736.73)	4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
a) Cost of materials consumed b) Purchases of stock-in-trade c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty e) Employee benefits expense f) Finance costs f) Einance costs f) Depreciation and amortization expense f) Other expenses f) Other expenses f) Stock in-trade, work-in-finished goods, stock-in-trade, work-in-finished goods, stock-in-tr	4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
b) Purchases of stock-in-trade c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates d) Excise duty e) Employee benefits expense f) Finance costs g) Depreciation and amortization expense h) Other expenses 1728.30 1646.11 1796.40 991.88 (737.21) (736.73) (736.73) (736.73) 178.87 1095.76 1104.75 11078.87 1095.76 14.68 14.68 14.68 14.68 1728.30 2078.01 2147.01	4237.90 (703.13) 1989.42 4295.79 54.68 1644.91
c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates  d) Excise duty e) Employee benefits expense f) Finance costs g) Depreciation and amortization expense h) Other expenses  1737.21) (736.73) (736.73) (736.73) (736.73) (737.21) (736.73) (737.21) (736.73) (	(703.13) 1989.42 4295.79 54.68 1644.91
progress and intermediates (737.21) (736.73) (352.47) d) Excise duty 704.39 378.59 778.48 e) Employee benefits expense 1104.75 1078.87 1095.76 f) Finance costs 15.82 14.58 14.68 g) Depreciation and amortization expense 418.99 378.94 413.23 h) Other expenses 1728.30 2078.01 2147.01	1989.42 4295.79 54.68 1644.91
e) Employee benefits expense 1104.75 1078.87 1095.76 f) Finance costs 15.82 14.58 14.68 g) Depreciation and amortization expense 418.99 378.94 413.23 h) Other expenses 1728.30 2078.01 2147.01	4295.79 54.68 1644.91
e) Employee benefits expense     1104.75     1078.87     1095.76       f) Finance costs     15.82     14.58     14.68       g) Depreciation and amortization expense     418.99     378.94     413.23       h) Other expenses     1728.30     2078.01     2147.01	4295.79 54.68 1644.91
f) Finance costs     15.82     14.58     14.68       g) Depreciation and amortization expense     418.99     378.94     413.23       h) Other expenses     1728.30     2078.01     2147.01	54.68 1644.91
g)         Depreciation and amortization expense         418.99         378.94         413.23           h)         Other expenses         1728.30         2078.01         2147.01	1644.91
h) Other expenses 1728.30 2078.01 2147.01	
TOTAL EXPENSES 4 7967.71 8113.67 8484.93	8502.63
	33832.90
	20158.46
EXCEPTIONAL ITEMS   6   -   -   -	(132.11)
	20026.35
0 000.01 1700.01	4441.79
Defend To:	4846.15
PROFIT FOR THE REPION (7 %) (133.00)	(404.36)
5   2507.07   3430.51   3920.46	15584.56
SHARE OF PROFIT / (LOSS) OF ASSOCIATES AND JOINT VENTURES 10 (4.34) 4.46 0.26	8.22
VERVIONES	0.22
PROFIT AFTER TAX, SHARE OF PROFIT OF ASSOCIATES AND 11 2562.73 3440.97 3926.72	15592.78
JOINT VENTORES (9+10)	0002.10
	,469.97)
	(490.98, 1
(ii) Income tax relating to items that will not be reclassified to profit 0.97 2.23 4.90	10.14
01 1055	
B (i) Items that will be reclassified to profit or loss 32.99 (7.10) (1.75)	0.74
(ii) Income tax relating to items that will be reclassified to profit or loss (3.74) (1.79) 7.74	10.13
1038	10.10
	14122.81
PROFIT FOR THE PERIOD ATTRIBUTABLE TO :	
OWNERS OF THE PARENT 2511.00 3355.01 3856.52	15306.23
NON-CONTROLLING INTERESTS 51.73 85.96 70.20	286.55
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	
ATTRIBUTABLE TO:	
OWNERS OF THE PARENT 2524.43 3112.06 3049.06	13835.90
NON-CONTROLLING INTERESTS 51.73 85.96 70.85	286.91
51.75	
PAID UP EQUITY SHARE CAPITAL 14 1229.22 1225.86 1229.22	1229.22
(Ordinary Shares of ₹ 1/- each)  RESERVES EXCLUDING REVALUATION RESERVES 15	24044.24
EARNINGS PER SHARE (of ₹ 1/- each) (not annualised): 16	54044.04
(a) Basic (₹) 2.04 2.74 3.14	12.47
(b) Diluted (₹) 2.04 2.72 3.13	12.47

# The figures for the preceding 3 months ended 31.03.2020 are the balancing figures between the audited figures in respect of the full financial year ended 31.03.2020 and the year to date figures upto the third quarter of that financial year.

- 1 The unaudited Consolidated Financial Results and Segment Results were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 24th July, 2020.
- 2 The continuing significant brand building costs covering a range of personal care and branded packaged food products are reflected under 'Other expenses' stated above and in Segment Results under 'FMCG-Others'.
- 3 The Company on 9th July, 2020, incorporated a wholly owned subsidiary in the name of 'ITC IndiVision Limited'; the initial subscribed share capital of the said company would be ₹ 1 crore.
- 4 As reported earlier, the Company had entered into a Share Purchase Agreement (SPA) on 23rd May, 2020, to acquire 100% of the equity share capital of Messrs. Sunrise Foods Private Limited, an Indian company primarily engaged in the business of spices under the trademark 'Sunrise', subject to fulfilment of various terms and conditions as specified in the SPA. The Company and the sellers are working towards consummation of the transaction.
- 5 The Group has considered the possible effects that may arise out of the still unfolding COVID-19 pandemic on the carrying amounts of property, plant & equipment, intangible assets, investments, inventories, trade receivables, etc. For this purpose, the Group has considered internal and external sources of information up to the date of approval of the Consolidated Financial Results, including credit reports and related information, economic forecasts, market value of certain investments etc. Based on the current estimates, the Group does not expect any significant impact on such carrying values. The impact of COVID-19 on the Group's financial statements may differ from that estimated as at the date of approval of the Consolidated Financial Results.
- 6 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 ended 30th June, 2020 which needs to be explained.



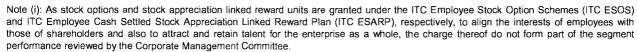
# ITC LIMITED

# Unaudited Segment-wise Revenue, Results, Assets and Liabilities for the Quarter ended 30th June, 2020

(₹ in Crores)

		CONSOLIDATED				
Particulars		3 Months ended 30.06.2020	Corresponding 3 Months ended 30.06.2019	Preceding 3 Months ended 31.03.2020#	Twelve Months ender 31.03.2020	
I. Segment	Povenue	(Unaudited)	(Unaudited)	(Audited)	(Audited	
. Segment	Revenue					
a) FM	CG - Cigarettes	4330.05	6141.92	5750.44	23679.13	
	- Others	3378.84	3068.07	3190.34	12875.08	
Tot	al FMCG	7708.89	9209.99	8940.78	36554.21	
b) Hot		24.92	411.60	494.76		
•	i Business	3764.56	3622.40	1899.01	1926.44 10453.87	
	erboards, Paper & Packaging	1026.44	1527.53	1458.87	6107.18	
e) Oth	ers	556.68	523.22	575.68	2202.77	
Tot	al	13081.49	15294.74	13369.10	57244.47	
l acc : Inte	er-segment revenue	2655.06	2762.42	012.65	COZE 07	
	from sale of products and services	2655.06	2762.43	912.65	6275.97	
		10426.43	12532.31	12456.45	50968.50	
2. Segment	Kesuits					
a) FM	CG - Cigarettes	2535.24	4145.75	3649.88	15838.46	
,	- Others	129.06	79.89	144.37	424.94	
Tot	al FMCG	2664.30	4225.64	3794.25	16263.40	
b) Hot		(257.39)	9.82	38.27	154.00	
	Business erboards, Paper & Packaging	178.66 160.11	201.78 329.76	127.05 285.71	829.74 1305.33	
e) Oth		115.46	68.82	79.97	290.95	
Tota		2861.14	4835.82			
100	ai	2001.14	4633.62	4325.25	18843.42	
	) Finance Costs	15.82	14.58	14.68	54.68	
ii	,	(590.56)	(370.28)	(432.90)	(1369.72	
ii	un-allocable expenditure [Note(i)] i) Exceptional items	\ <u></u> 1	` _ 1	` _ 1	132.11	
Profit Before Tax	·	3435.88	5191.52	4743.47	20026.35	
. Segment		3433.00	3131.32	4745.47	20020.33	
. Segment	Assets					
a) FM	CG - Cigarettes	7219.47	8913.86	7483.78	7483.78	
	- Others	10325.06	9651.52	8809.78	8809.78	
Tot	al FMCG	17544.53	18565.38	16293.56	16293.56	
b) Hot		7531.43	7649.38	7563.12	7563.12	
, ,	Business erboards, Paper & Packaging	4611.25 7057.20	4923.75 6953.94	4333.55 6816.90	4333.55 6816.90	
e) Oth		1602.39	1004.27	1601.91	1601.91	
Tot	al	38346.80	39096.72	36609.04	36609.04	
Hns	allocated Corporate Assets	43397.47	37827.10	40758.00	40758.00	
	inocated Corporate Assets					
otal Assets	1 1-4-1141	81744.27	76923.82	77367.04	77367.04	
. Segment	Liabilities					
a) FM	CG - Cigarettes	4929.25	5175.13	4148.85	4148.85	
•	- Others	2546.21	2076.42	2122.96	2122.96	
Tot	al FMCG	7475.46	7251.55	6271.81	6274 04	
100	ui i moo	1413.40	7231.00	02/1.01	6271.81	
b) Hot		781.01	846.63	830.17	830.17	
, ,	i Business	1078.50	929.40	972.06	972.06	
	perboards, Paper & Packaging	930.03	794.94	764.12	764.12	
e) Oth <b>Tot</b>		389.79 <b>10654.79</b>	310.02 10132.54	375.72 <b>9213.88</b>	375.72 <b>9213.88</b>	
101	····	10034.73	10132.34	3213.00	3Z 1J.00	
Una	allocated Corporate Liabilities	2825.16	4058.24	2502.43	2502.43	
otal Liabilities		13479.95	14190.78	11716.31	44746 04	
viai Liabilities	7.11 · · · · · · · · · · · · · · · · · ·	13479.95	14190./8	11/10.31	11716.31	

<sup>#</sup> The figures for the preceding 3 months ended 31.03.2020 are the balancing figures between the audited figures in respect of the full financial year ended 31.03.2020 and the year to date figures upto the third quarter of that financial year.





#### 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 & Meals; Snacks; Dairy & Beverages; Biscuits & Cakes; Chocolates, Coffee & Confectionery); Education

and Stationery Products; Personal Care Products; Safety Matches and

Agarbattis; Apparel.

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.

Others

Information Technology services, Branded Residences etc.

- Segment results of 'FMCG: Others' are after considering significant business development, brand building and gestation costs of Branded (3) Packaged Foods businesses and Personal Care Products business.
- Figures for the corresponding previous periods are re-arranged, wherever necessary, to conform to the figures of the current period. (4)

Registered Office:

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

For and on behalf of the Board

Dated: 24th July, 2020

Place: Kolkata, India

Chairman & Managing Director

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



#### Extract of Unaudited Standalone and Consolidated Financial Results for the Quarter ended 30th June, 2020

(₹ in Crores)

			Standalone			Consolidated	
SI. No.	Particulars	3 Months	Twelve Months	Corresponding	3 Months	Twelve Months	Corresponding
		ended	ended	3 Months ended	ended	ended	3 Months ended
		30.06.2020	31.03.2020	30.06.2019	30.06.2020	31.03.2020	30.06.2019
1	Total Income from Operations	10398.57	49821.00	12122.99	11403.59	53991.36	13305.19
2	Net Profit / (Loss) for the period (before tax and Exceptional items)	3128.43	19298.92	4811.74	3435.88	20158.46	5191.52
3	Net Profit / (Loss) for the period before tax (after Exceptional items)	3128.43	19166.81	4811.74	3435.88	20026.35	5191.52
4	Net Profit / (Loss) for the period after tax (after Exceptional items)	2342.76	15136.05	3173.94	2562.73	15592.78	3440.97
5	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)]	2337.03	13754.24	2960.93	2576.16	14122.81	3198.02
6	Equity Share Capital	1229.22	1229.22	1225.86	1229.22	1229.22	1225.86
7	Reserves (excluding Revaluation Reserve)		62799.94			64044.04	
8	Earnings Per Share (of ₹ 1/- each) (not annualised):						
	1. Basic (₹):	1.91	12.33	2.59	2.04	12.47	2.74
	2. Diluted (₹):	1.91	12.31	2.57	2.04	12.45	2.72

#### Note

a) The above is an extract of the detailed format of the Statements of Unaudited Standalone and Consolidated Financial Results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Unaudited 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 24th July, 2020. The full format of the Statements of Unaudited Standalone and Consolidated 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 Reports have been forwarded to the Stock Exchanges. These Reports do not have any impact on the above 'Results and Notes' for the Quarter ended 30th June, 2020 which needs to be explained.

Registered Office:

Virginia House, 37 J.L. Nehru Road,

Kolkata 700 071, India

Dated: 24th July, 2020 Place: Kolkata, India For and on behalf of the Board

Chairman & Managing Director

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



# SRBC&COLLP

Chartered Accountants 22, Camac Street 3<sup>rd</sup> Floor, Block 'B' Kolkata – 700 016, India

Tel: +91 33 6134 4000

Independent Auditor's Review Report on the Quarterly Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

Review Report to The Board of Directors ITC Limited

- 1. We have reviewed the accompanying statement of unaudited standalone financial results of ITC Limited (the "Company") for the quarter ended June 30, 2020 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
- 2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. 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 provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S R B C & CO LLP Chartered Accountants ICAI Firm registration number: 324982E/E300003

SUDHIR MURLIDHAR SONI
MURLIDHAR SONI
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Digitally signed by SUDHIR MURLIDHAR SONI
SONI c=10, o=Personal, email=sudhir soni@srb.in plate: 2020 07.24 18:29:31 +0530'

per Sudhir Soni Partner

Membership No.: 41870

UDIN: 20041870AAAABE5833

Place: Mumbai Date: July 24, 2020



Chartered Accountants 22, Camac Street 3<sup>rd</sup> Floor, Block 'B' Kolkata – 700 016, India

Tel: +91 33 6134 4000

Independent Auditor's Review Report on the Quarterly Unaudited Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

Review Report to The Board of Directors ITC Limited

- 1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of ITC Limited (the "Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), its associates and joint ventures for the quarter ended June 30, 2020 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
- 2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. 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 of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

- 4. The Statement includes the results of the entities as mentioned in Annexure 1.
- 5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review report of other auditor referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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ITC Limited Page 2 of 3

6. The accompanying Statement includes the unaudited interim financial results and other financial information, in respect of four subsidiaries, whose unaudited interim financial results include total revenues of Rs. 539.41 crores, total net profit after tax of Rs. 81.16 crores and total comprehensive income of Rs. 80.62 crores for the quarter ended June 30, 2020, as considered in the Statement which have been reviewed by the independent auditor. The independent auditor's report on interim financial results of these entities have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures in respect of these subsidiaries is based solely on the report of such auditor and procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement in respect of matters stated in para 6 above is not modified with respect to our reliance on the work done and the report of the other auditor.

#### For SRBC & COLLP

**Chartered Accountants** 

ICAI Firm registration number: 324982E/E300003

SUDHIR Digitally signed by SUDHIR MURLIDHAR SONI Date: 2020 07.24 18:30:25 +05:30

per Sudhir Soni

Partner

Membership No.: 41870

UDIN: 20041870AAAABF8997

Place: Mumbai Date: July 24, 2020

# SRBC&COLLP

ITC Limited Page 3 of 3

### **Annexure 1**

# List of subsidiaries / associates / joint ventures

### **Subsidiaries**

S. No.	Name		
1	Russell Credit Limited		
2	Greenacre Holdings Limited *		
3	WelcomHotels Lanka (Private) Limited		
4	Technico Agri Sciences Limited		
5	Prag Agro Farm Limited		
6	Pavan Poplar Limited		
7	ITC Infotech India Limited		
8	ITC Infotech Limited, UK *		
9	ITC Infotech (USA), Inc.*		
10	Indivate Inc. *		
11	Landbase India Limited		
12	Bay Islands Hotels Limited		
13	Technico Pty Limited		
14	Technico Technologies Inc. *		
15	Technico Asia Holdings Pty Limited *		
16	Technico Horticultural (Kunming) Co. Limited *		
17	ITC Investments & Holdings Limited		
18	MRR Trading & Investment Company Limited *		
19	Fortune Park Hotels Limited		
20	Gold Flake Corporation Limited		
21	Surya Nepal Private Limited		
22	North East Nutrients Private Limited		
23	Wimco Limited		
24	Srinivasa Resorts Limited		

<sup>\*</sup> Represents step-down subsidiaries

#### **Associates**

S. No.	Name	
1	Gujarat Hotels Limited	
2	International Travel House Limited #	
3	ATC Limited #	
4	Divya Management Limited #	
5	Antrang Finance Limited #	
6	Russell Investments Limited #	

<sup>#</sup> Represents associates of subsidiaries

#### **Joint Ventures**

Controllaroo		
S. No.	Name	
1	Maharaja Heritage Resorts Limited	
2	Espirit Hotels Private Limited	
3	Logix Developers Private Limited	
4	ITC Essentra Limited ^	

<sup>^</sup> Joint venture of a subsidiary