

Q4 & FY24 Results

Forward-Looking Statements



This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the Company exercises no control. Therefore there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward looking statements. Such risks and uncertainties include, but are not limited to: growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various businesses in the Company's portfolio, changes in Government regulations, tax regimes and other statutes, and the ability to attract and retain high quality human resource.



Macro Economic Context

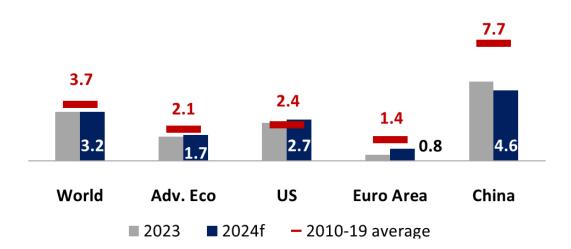
Macro Economic Environment



| 4 |

Global economy 3rd consecutive year of deceleration weakness likely to persist

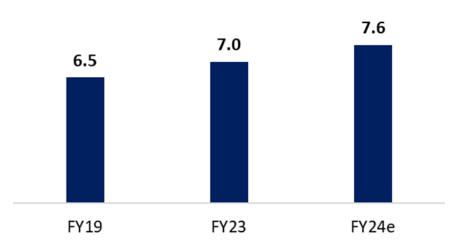
Real GDP Growth YoY



- Structural weakness in Chinese economy persists
- Geo political & Climate dynamics pose downside risks
- **Debt distress** in emerging and low income economies

India remains a bright spot





- Growth remains above long term average
- Overall macros well-managed | Timely Policy interventions
 - Core Inflation largely stable
 - Favourable External Balances and Forex Reserve
 - Buoyant tax collections
 - Strong Bank and Corporate Balance Sheets
 - Infrastructure push by Government

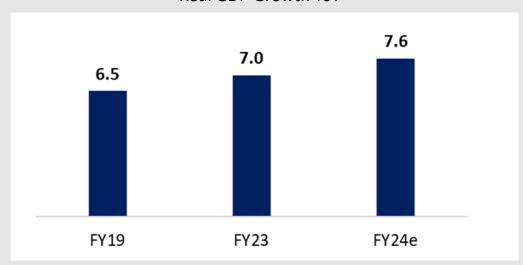
Source : IMF WEO Apr'24 Source : MOSPI

Macro Economic Environment



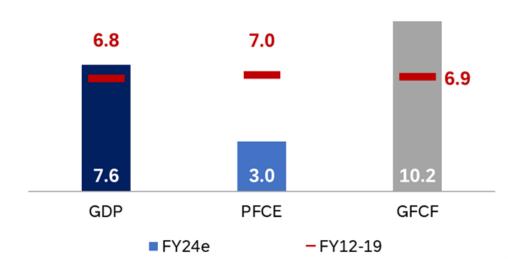
India remains a bright spot

Real GDP Growth YoY



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 - Strong Bank and Corporate Balance Sheets
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- GDP growth led by Investments (Government Capex)
- Private consumption remains subdued; 400 bps below trend growth
- Green shoots in consumption demand
 - expectation of normal monsoon

Source : MOSPI

Macro Economic Environment



Key Positives

Moderating Inflation

Stable growth outlook

Buoyant Tax collection

Strong Bank & Corporate Balance Sheets

Infrastructure push by Government

External Balances & Forex Reserve

Key Monitorables

Geopolitical disruptions

Monetary easing cycle in Advanced economies

Govt. spending and Employment

Agri Commodity
Inflation

Rural Demand recovery

Weather events

Uncertainty on Consumption Demand



Q4 and FY24 Results Headline Financials & Business Highlights



Gross Revenue

ex – Agri Business



+6.8%

2-yr CAGR +14.0%

Profit After Tax



+8.9%

2-yr CAGR +16.5%

Total Dividend

Rs. 13.75 per share

Key Highlights



- Resilient performance in FMCG Others Segment amidst marked slow down in consumption
 - Full year Segment Revenue and Segment PBIT up 9.6% and 29.4% YoY respectively; margins expanded by 130 bps YoY
 - 2 Yr. CAGR: Segment Revenue 14.5%; Segment PBIT 38.8%
 - Q4 Segment Revenue up 7.2% YoY on a high base and Segment PBIT up 15% YoY on a comparable basis (base quarter included certain fiscal incentives pertaining to previous periods); margins expanded by 60 bps YoY on comparable basis
 - 2 Yr. CAGR: Segment Revenue 13.1%; Segment PBIT 42.2%
 - Staples, Biscuits, Snacks, Dairy, Homecare, Agarbatti drive growth
 - Education & Stationery Products Business continues to witness strong traction

Key Highlights



- Cigarettes Segment witnesses consolidation of volumes on a high base after a period of sustained growth momentum
 - Full Year Net Segment Revenue and Segment PBIT up 7.1% and 6.5% YoY respectively
 - 2-yr CAGR: Net Segment Revenue +13.5%, Segment PBIT +13.3%
 - Q4 Net Segment Revenue and Segment PBIT up 7.0% and 5.0% YoY respectively
 - 2-yr CAGR: Net Segment Revenue +10.3%, Segment PBIT +9.4%
 - Net Segment Revenue and Segment PBIT up 5.2% and 4.1% respectively sequentially amidst subdued demand conditions in the overall consumption space.
 - Market standing reinforced through focused portfolio/market interventions and agile execution. Differentiated and premium offerings continued to perform well.
- Record high performance in Hotels Segment
 - Full Year Segment Revenue and Segment PBIT up 15.6% & 39.1% YoY respectively; Segment EBITDA margin up 295 bps YoY to 35.1%
 - Q4 Segment Revenue and PBIT up 15% and 34% YoY respectively on a high base; Segment EBITDA margin up 340 bps YoY to 38.2%
 - Margin improvement driven by higher RevPars, structural cost interventions and operating leverage
 - Demerger update: Post obtaining no-objection from stock exchanges, Scheme of Arrangement for demerger ('the Scheme') was
 filed with National Company Law Tribunal (NCLT). NCLT has directed convening a meeting of shareholders of ITC on June 6, 2024 to
 consider and approve the Scheme.

Key Highlights



- Agri Business Segment impacted by trade restrictions on agri commodities
 - Strategic portfolio (comprising value-added agri products) and leaf tobacco Revenues up 19% YoY in Full Year and 18% YoY in Q4
 - Geopolitical tensions and climate emergencies have led to concerns over food security and food inflation; trade restrictions imposed by Govt. on agri commodities limit business opportunities for the segment
 - The state-of-the-art facility* to manufacture and export Nicotine and Nicotine derivative products has been commissioned. Customer trials are underway; export shipments expected to be scaled up progressively
- Paperboards, Paper and Packaging Segment remains impacted by low priced Chinese supplies in international markets (including India), muted domestic demand, surge in wood cost and high base effect
 - Demand environment remains subdued across domestic and global markets
 - Subdued realisations and surge in domestic wood prices exerted pressure on margins
 - Structural advantages of the integrated business model, Industry 4.0 initiatives, strategic investments in High Pressure Recovery
 Boiler and proactive capacity augmentation in Value Added Paperboards aided in partly mitigating pressure on margins
 - Capacity utilisation of Nadiad packaging and printing unit in Gujarat progressively ramped up
 - State-of-the-art premium Moulded Fibre Products manufacturing facility^ in Badiyakhedi, Madhya Pradesh commissioned in Mar'24

ITC Next Strategy

Future Tech | Consumer Centric | Climate Positive | Inclusive



Multiple Drivers of Growth

Future Ready Portfolio



Innovation and R&D

Agile
Purposeful
Science based
platforms



Supply Chain

Agile Resilient Efficient



Digital

Digital first culture Smart Eco System



Sustainability 2.0

Responsible Competitiveness

Bolder ambition



Cost Agility & Productivity

Structural interventions across value chain



ITC Synergy



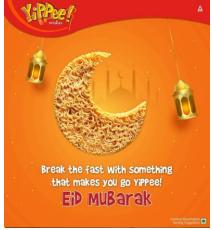
World-Class Talent



FMCG Others

































































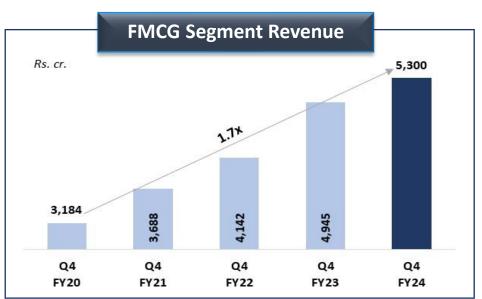


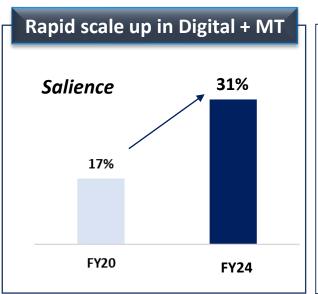


Resilient Performance amidst marked slowdown in consumption



- Segment Revenue up 7.2% YoY on a high base; 2-yr CAGR +13.1%
 - Staples, Biscuits, Snacks, Dairy, Homecare and Agarbatti drive growth
 - Education & Stationery Products Business continues to witness strong traction
- Strategic portfolio augmentation, leveraging agile and purposeful innovation, continues to be stepped up towards addressing evolving consumer needs and accelerating premiumisation
- Sequential uptick in certain commodity prices
 - Competitive intensity remained high, including from local / regional players in certain categories



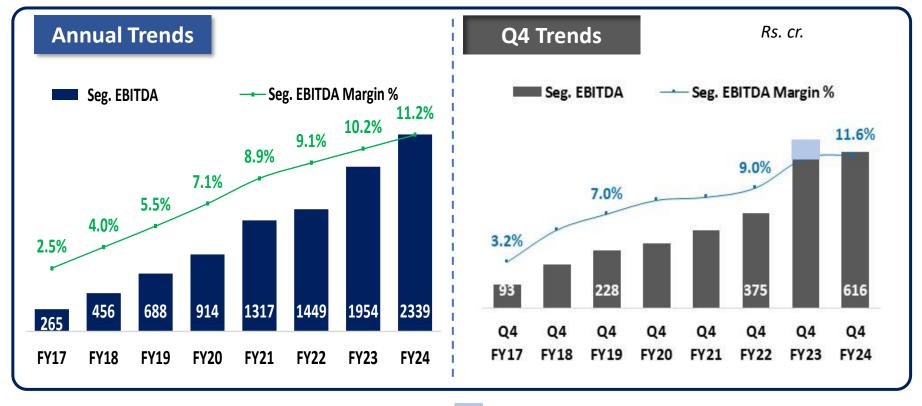






Q4 Segment EBITDA margins at 11.6%

 Margin expansion sustained by multi-pronged interventions viz. premiumisation, supply chain agility, judicious pricing actions, digital initiatives and strategic cost management



Leveraging Innovation Platforms

Purposeful Innovation



Health



Aashirvaad Atta with Millets
25% millets inside



Aashirvaad Whole Spices
Saunf | Ajwain | Jeera



Aashirvaad Himalayan Pink Salt

Hygiene



Fiama
Gel bar- Blackcurrant
& Bearberry



Vivel Soap Lime + Aloe Vera

Indulgence



Sunfeast Smoothies
Peach Pineapple



Fabelle Exquisite Heart Collection

Devotion



Mangaldeep Scent 3in1



Mangaldeep Scent Ziplock

Grooming & Lifestyle



Engage Deo Spray Forest Fresh | French Garden | Berry Bloom

Leveraging Innovation Platforms



Convenience



Aashirvaad Svasti Paneer Slices



Aashirvaad Besan



ITC MasterChef
Paneer Pakoda



B Natural Gluco Orange



B Natural Tender Coconut water



Aashirvaad

Aashirvaad Kasuri Methi | Chilli Powder

Taste Adventure





Bingo! Snacks
Hot & Spicy Korean Style | Hashtags



Classmate
Spin Ball Pen

Education







Classmate Interaktiv Play Series

Deepening Consumer Connect









Building Brands with Purpose







Igniting
Change:
From
Grassroots to
Community
Champions





Creating Structural Competitive Advantage

World Class Distributed Infrastructure Scale | Productivity | Costs



ICML Khordha



Personal Care Facility, Uluberia











Solar Plant, Dindigul



Augmenting the Renewable Energy footprint



FMCG Cigarettes





| 22 |

Segment Revenue

7925 cr. \(\rightarrow \) 7.7%

Segment Results

4923 cr. **A** 5.0%

- Consolidation of volumes on a high base after a period of sustained growth momentum
- Net Segment Revenue* up 7.0% and Segment PBIT up 5.0% YoY
 - 2-yr CAGR: Net Segment Revenue +10.3%, Segment PBIT +9.4%
 - Net Segment Revenue and PBIT up 5.2% and 4.1% respectively sequentially amidst subdued demand conditions in the overall consumption space
- Portfolio Vitality | Product Availability | Execution Excellence
 - Market standing reinforced by fortifying the product portfolio/market interventions and agile execution
 - Differentiated variants and premium segments continue to perform well
 - Innovation & democratising premiumisation across segments
- Sharp **cost escalation** (Leaf Tobacco & certain other inputs) + increase in **taxes** → **largely mitigated** through improved mix, strategic cost management and calibrated pricing
- Restructured Trade marketing spends during the year for sharper last mile execution.

Relative stability in taxes, backed by deterrent actions by enforcement agencies, enables continued volume recovery from illicit trade

Reinforcing market standing



Innovation

- Classic Connect
- Gold Flake SLK
- American Club Clove Mint
- Gold Flake Indie Mint

Portfolio Fortification

- Gold Flake Neo SMART Filter
- Wills Deluxe
- Bristol Deluxe FT
- Flake XL
- Flake Skipper

Recent Introductions

American Club Clove Magik

- Classic Alphatec

Players Rush

- Classic Verve Balanced Taste
- Classic ICON

Capstan Victory

GF SLK RSFT

Wave Boss

Bristol Maja Mix



Hotels Business



Stellar performance continues Revenue and Profits at record high



Segment Revenue

898 cr.

(+14.9%)

Segment Results

267 cr.

(+33.8%)

- Strong growth in RevPar driven by Retail, Contracted and MICE segments
- Segment EBITDA margin expanded by 340 bps YoY to 38.2% driven by higher RevPars, structural cost interventions and operating leverage
- Healthy pipeline of management contracts under Mementos, Welcomhotel, Storii,
 Fortune and WelcomHeritage brands
 - Phased openings over the next few quarters
- ITC Limited's wholly owned subsidiary WelcomHotels Lanka (Private) Limited has launched ITC Ratnadipa, a 352-room Hotel, in Colombo in April'24
- **Demerger update:** 'No-objection' obtained from Stock exchanges; NCLT has convened a meeting of shareholders on June 6, 2024 to consider and approve the Scheme

Managed properties scaled up^

24 Hotels in last 24 months (Apr 2022 – Mar 2024)

27 Hotels in next 24 months (Apr 2024 – Mar 2026)



ITC Kohenur awarded 'Best Hotel Business 2023' by HVS Anarock



Conde Nast Traveller
Gold List 2024
Welcomhotel
The Savoy,
Mussoorie

ITC Ratnadipa, Colombo, Sri Lanka^

A Magnificent icon of Responsible Luxury launched in Colombo in April'24





Trailblazer in Responsible Luxury



First 4 Hotels in the World to receive LEED Zero Water Certification



ITC Mughal







LEED Zero













Others: Sheraton New Delhi | Welcomhotel Coimbatore | ITC Mughal | Welcomhotel Chennai | Welcomhotel Bengaluru | ITC Grand Chola | ITC Rajputana

Recent Openings





















Agri Business





Strategic portfolio (comprising Value Added Agri products) and leaf tobacco Revenues up 18% YoY



Segment Revenue

3101 cr. ▼13.4%

Segment Results

203 cr. **V** 34.0%

- Operating environment remained challenging due to various policy interventions of the Government of India to ensure food security and control inflation
- Strong **customer relationships** & **agile execution** in Leaf Tobacco & Value Added Agri products continue to drive growth (+18% YoY)
- Steep increase in green leaf prices exert pressure on margins
- Strategic sourcing support to Branded Packaged Foods Wheat, Dairy, Beverages & Spices
- The state-of-the-art facility^ to manufacture and export Nicotine and Nicotine derivative products has been commissioned
 - Customer trials underway; export shipments expected to be scaled up progressively.







Paperboards, Paper & Packaging



Paperboards, Paper & Packaging – Q4 FY24

Challenging operating environment & high base effect





- Segment performance reflects impact of low priced Chinese supplies in international markets (including India), muted domestic demand, surge in wood cost and high base effect
- Margins impacted by subdued realisations and surge in domestic wood costs; structural advantages of the integrated business model, Industry 4.0 initiatives, strategic investments in High Pressure Recovery Boiler and proactive capacity augmentation in Value Added Paperboards aided in partly mitigating pressure on margins
- Capacity utilisation of Nadiad packaging and printing unit in Gujarat progressively ramped up.
- Sustainable Products portfolio continues to witness strong growth leveraging cuttingedge innovation platforms
 - State-of-the-art premium Moulded Fibre Products manufacturing facility^ in Badiyakhedi,
 Madhya Pradesh commissioned during the quarter















Financials

Key Financials



Rs. Cr.	Q4 FY24	Q4 FY23	YoY Growth	2 Yr. CAGR
Gross Revenue*	17,572	17,224	2.0%	4.1%
Net Revenue	16,371	16,150	1.4%	3.4%
EBITDA	6,163	6,209	-0.8%	8.6%
PBT (bei)	6,534	6,522	0.2%	9.6%
PAT	5,020	5,087	-1.3%	9.4%

FY24	FY23	YoY Growth	2 Yr. CAGR
69,446	69,481	0.0%	8.4%
64,713	65,427	-1.1%	7.8%
24,479	23,944	2.2%	13.7%
26,323	24,678	6.7 %	15.2%
20,422	18,753	8.9%	16.5%

Q4 EBITDA and PBT (bei) up 0.6% and 1.5% YoY respectively on comparable basis (base quarter included certain fiscal incentives pertaining to previous periods)

Exceptional items of 73 cr. in LY represent proceeds received during Q4 FY23 in partial settlement of the insurance claim towards leaf tobacco stocks which were destroyed due to fire at a third party owned warehouse in an earlier year

Standalone basis bei - before exceptional items | 34 |

^{*}Gross Revenue (ex-Agri Business) for FY24 up 6.8% YoY (2 Yr. CAGR +14%)

Segment Revenue & Results Q4 FY24



		Q	(4	
Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR
Segment Revenue				
a) FMCG - Cigarettes	7925	7356	7.7%	10.9%
- Others	5300	4945	7.2 %	13.1%
Total FMCG	13225	12301	7.5%	11.8%
b) Hotels	898	782	14.9%	51.8%
c) Agri Business	3101	3579	-13.4%	-15.7%
d) Paperboards, Paper & Packaging	2073	2221	-6.7%	-2.6%
Total	19297	18882	2.2%	4.9%
Less: Inter Segment revenue	1725	1658	4.0%	15.3%
Gross Revenue from sale of products and services	17572	17224	2.0%	4.1%

		C	1 4	
Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR
Segment Results				
a) FMCG - Cigarettes	4923	4689	5.0%	9.4%
- Others	477	502	-4.9%	42.2%
Total FMCG	5401	5191	4.0%	11.4%
b) Hotels	267	200	33.8%	
c) Agri Business	203	307	-34.0%	-8.9%
d) Paperboards, Paper & Packaging	293	445	-34.1%	-19.2%
Total	6164	6142	0.3%	10.9%
Less: i) Finance Cost	12	12		
ii) Other un-allocable (income)net of un-allocableexpenditure	-382	-391		
iii) Exceptional Items	2	-73		
Profit Before Tax	6532	6595	-1.0%	9.6%

FMCG Others: Segment PBIT up 15% on comparable basis (base quarter included certain fiscal incentives pertaining to previous periods).

• Margins expanded 60 bps YoY on comparable basis

Standalone basis | 35 |

Segment Revenue & Results FY24



		Full	Year	
Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR
Segment Revenue				
a) FMCG - Cigarettes	30597	28207	<i>8.5%</i>	14.2%
- Others	20967	19123	9.6%	14.5%
Total FMCG	51563	47329	8.9%	14.3%
b) Hotels	2990	2585	15.6%	<i>52.5%</i>
c) Agri Business	15792	18172	-13.1%	-1.3%
d) Paperboards, Paper & Packaging	8344	9081	-8.1%	4.5%
Total	78689	77168	2.0%	10.4%
Less: Inter Segment revenue	9243	7687	20.2%	30.0%
Gross Revenue from sale of products and services	69446	69481	0.0%	8.4%

		Full	Year	
Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR
Segment Results				
a) FMCG - Cigarettes	19089	17927	6.5%	13.3%
- Others	1779	1374	29.4%	38.8%
Total FMCG	20868	19301	8.1%	15.0%
b) Hotels	754	542	39.1%	
c) Agri Business	1254	1328	-5.5%	10.3%
d) Paperboards, Paper & Packaging	1378	2294	-39.9%	-10.0%
Total	24254	23465	3.4%	15.0%
Less: i) Finance Cost	46	42		
ii) Other un-allocable (income)net of un-allocableexpenditure	-2116	-1254		
iii) Exceptional Items	8	-73		
Profit Before Tax	26316	24750	6.3%	15.2%

Standalone basis | 36 |



ITC – A Global Exemplar in Sustainability

Impactful Social Performance





ITC e-Choupal
4 Million Farmers
empowered



Women Empowerment
Over 3.6 lac
poor women benefitted



Afforestation
Over 11.7 lac acres
greened



Skilling & Vocational
Training
Skilled over 1.1 lac youth



Watershed Development
Over 16 lac acres
covered



Primary Education
Reaching over
15.3 lac Children



Over 22 lac milch animals covered



Solid Waste Management
Well-being Out of Waste
programme covers
64 lac households



Mother & Child Health
and Nutrition
Over 14.6 lac
beneficiaries covered*



Climate Smart Agriculture
Over 27.9 lac acres
covered*

REDUCE | RECYCLE | RESTORE

Sustainability Targets 2030 Raising the Bar



Strategic Interventions to Combat Climate Change

De-Carbonization

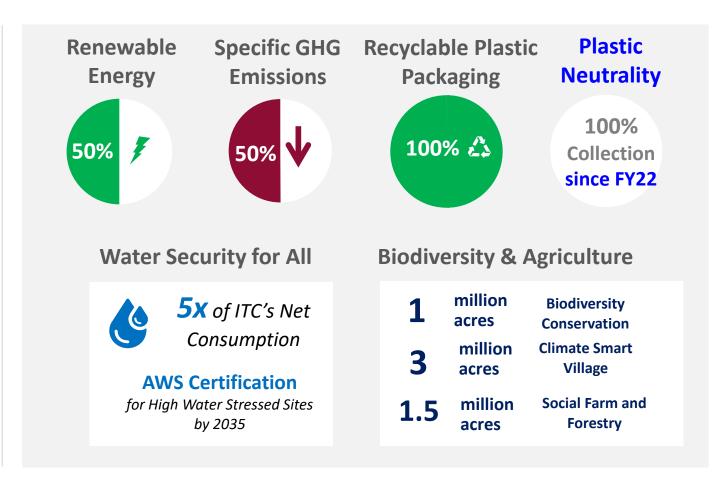
Climate Adaptation and Resilience

Circularity

Building Green Infrastructure

Nature based solutions

Inclusive Value Chains



Proactively work towards achieving 'Net Zero' emission status

Supporting Sustainable Livelihoods: From 6 million to 10 million

Sustainability – Highlights



- Comprehensive policies & guidelines institutionalized
- 7 ITC Units have received AWS (Alliance for Water Stewardship) Platinum certification
- 50% energy from renewable sources achieved for the first time, well ahead of 2030 target
- Plastic Neutrality commitment exceeded ~70,000 MT of plastic waste managed in FY24
- 100% critical tier-1 suppliers trained and ~40% assessed on ESG aspect
- Water +ve (for 22 years), Carbon +ve (for 19 years), and Solid waste recycling +ve (for 17 years)
- World class ESG credentials MSCI, DJSI, CDP Received 'A' rating in CDP water for the first time. The only Indian manufacturing company to have received CDP 'A' rating for water security



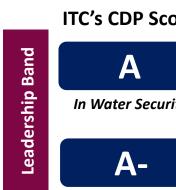
Sustained 'AA' rating 6 years in a row

Member of

Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Included in the Dow Jones **Sustainability Emerging Markets Index**





Asia regional average of 'C'. One of two Indian Companies in



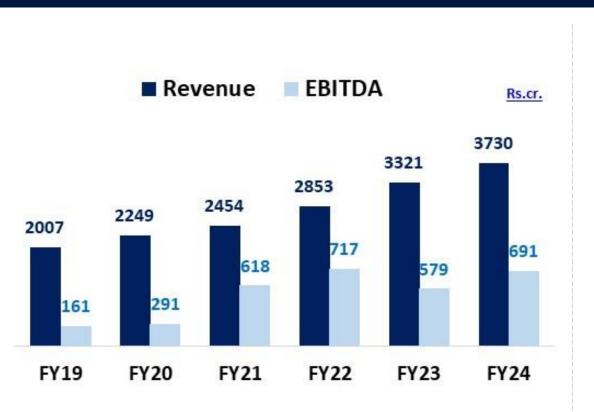
Climate Change: ITC ahead of Asia regional average of 'C'

In Climate Change

ITC Infotech

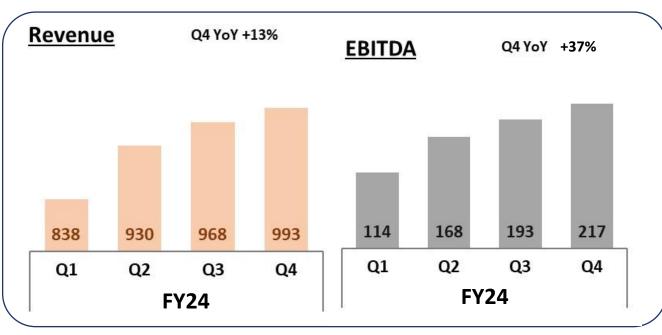


Rs. cr.



Signed a Share Purchase Agreement (SPA) for acquisition of 100% equity shares of Blazeclan Technologies Private Limited on 18th April'24. Acquisition is expected to:

Augment cloud service line practice catering to multi-cloud & hybrid cloud environment



- Q4 Revenue up 13% YoY, FY24 Revenue up 12% YoY
- Healthy Total Contract Value (TCV) signings; strong pipeline
- Investments continue in **Capability building** in **strategic focus** areas, sales org. & infrastructure.

EBITDA margin
@ upper-end of mid-tier IT cos.

ITC: Enduring Value









A passion for Profitable growth...

in a way that is Sustainable...

and Inclusive.

Links













Product/initiative	Link
Bingo! on Instagram	https://www.instagram.com/bingo_snacks/
YiPPee! on Instagram	https://www.instagram.com/sunfeast_yippee/
Aashirvaad on Instagram	https://www.instagram.com/aashirvaad/
Sunfeast Dark Fantasy on Instagram	https://www.instagram.com/sunfeastdarkfantasy/
Mom's Magic on Instagram	https://instagram.com/sfmomsmagic/
Classmate on Instagram	https://instagram.com/classmatebyitc/
ITC : Creating Enduring Value for India	https://youtu.be/VwnE4eN_BTk
Details on the Company's Sustainability 2.0 vision	https://www.itcportal.com/sustainability/sustainability-integrated-report- 2023/ITC-Sustainability-Integrated-Report-2023.pdf
Quarterly Media Statement	https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q4-FY2024.pdf

