



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

(₹ in Crores)

Particulars		3 Months ended	Corresponding 3 Months ended	Preceding 3 Months ended	Twelve Months 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	(i)	10426.43	12532.31	12456.45	50968.50
Other operating revenue	(ii)	52.03	125.59	104.19	424.97
REVENUE FROM OPERATIONS[(i)+(ii)]	1	10478.46	12657.90	12560.64	51393.47
OTHER INCOME	2	925.13	647.29	667.76	2597.89
TOTAL INCOME (1+2)	3	11403.59	13305.19	13228.40	53991.36
EXPENSES					
a) Cost of materials consumed		3086.56	3125.01	3396.36	13810.70
b) Purchases of stock-in-trade		1646.11	1796.40	991.88	4237.90
c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates		(737.21)	(736.73)	(352.47)	(703.13)
d) Excise duty		704.39	378.59	778.48	1989.42
e) Employee benefits expense		1104.75	1078.87	1095.76	4295.79
f) Finance costs		15.82	14.58	14.68	54.68
g) Depreciation and amortization expense		418.99	378.94	413.23	1644.91
h) Other expenses		1728.30	2078.01	2147.01	8502.63
TOTAL EXPENSES	4	7967.71	8113.67	8484.93	33832.90
PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4)	5	3435.88	5191.52	4743.47	20158.46
EXCEPTIONAL ITEMS	6	-	-	-	(132.11)
PROFIT BEFORE TAX (5+6)	7	3435.88	5191.52	4743.47	20026.35
TAX EXPENSE	8	868.81	1755.01	817.01	4441.79
a) Current Tax		854.33	1680.40	952.89	4846.15
b) Deferred Tax		14.48	74.61	(135.88)	(404.36)
PROFIT FOR THE PERIOD (7-8)	9	2567.07	3436.51	3926.46	15584.56
SHARE OF PROFIT / (LOSS) OF ASSOCIATES AND JOINT VENTURES	10	(4.34)	4.46	0.26	8.22
PROFIT AFTER TAX, SHARE OF PROFIT OF ASSOCIATES AND JOINT VENTURES (9+10)	11	2562.73	3440.97	3926.72	15592.78
OTHER COMPREHENSIVE INCOME	12	13.43	(242.95)	(806.81)	(1,469.97)
A (i) Items that will not be reclassified to profit or loss		(16.79)	(236.29)	(817.70)	(1,490.98)
(ii) Income tax relating to items that will not be reclassified to profit or loss		0.97	2.23	4.90	10.14
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
TOTAL COMPREHENSIVE INCOME (11+12)	13	2576.16	3198.02	3119.91	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
PAID UP EQUITY SHARE CAPITAL (Ordinary Shares of ₹ 1/- each)	14	1229.22	1225.86	1229.22	1229.22
RESERVES EXCLUDING REVALUATION RESERVES	15				64044.04
EARNINGS PER SHARE (of ₹ 1/- each) (not annualised):	16				
(a) Basic (₹)		2.04	2.74	3.14	12.47
(b) Diluted (₹)		2.04	2.72	3.13	12.45

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.

- 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.
- 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'.
- 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.
- 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.
- 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.
- 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)

Particulars	CONSOLIDATED			
	3 Months ended 30.06.2020	Corresponding 3 Months ended 30.06.2019	Preceding 3 Months ended 31.03.2020#	Twelve Months ended 31.03.2020
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
1. Segment Revenue				
a) FMCG - Cigarettes	4330.05	6141.92	5750.44	23679.13
- Others	3378.84	3068.07	3190.34	12875.08
Total FMCG	7708.89	9209.99	8940.78	36554.21
b) Hotels	24.92	411.60	494.76	1926.44
c) Agri Business	3764.56	3622.40	1899.01	10453.87
d) Paperboards, Paper & Packaging	1026.44	1527.53	1458.87	6107.18
e) Others	556.68	523.22	575.68	2202.77
Total	13081.49	15294.74	13369.10	57244.47
Less : Inter-segment revenue	2655.06	2762.43	912.65	6275.97
Gross Revenue from sale of products and services	10426.43	12532.31	12456.45	50968.50
2. Segment Results				
a) FMCG - Cigarettes	2535.24	4145.75	3649.88	15838.46
- Others	129.06	79.89	144.37	424.94
Total FMCG	2664.30	4225.64	3794.25	16263.40
b) Hotels	(257.39)	9.82	38.27	154.00
c) Agri Business	178.66	201.78	127.05	829.74
d) Paperboards, Paper & Packaging	160.11	329.76	285.71	1305.33
e) Others	115.46	68.82	79.97	290.95
Total	2861.14	4835.82	4325.25	18843.42
Less : i) Finance Costs	15.82	14.58	14.68	54.68
ii) Other un-allocable (income) net of un-allocable expenditure [Note(i)]	(590.56)	(370.28)	(432.90)	(1369.72)
iii) Exceptional items	-	-	-	132.11
Profit Before Tax	3435.88	5191.52	4743.47	20026.35
3. Segment Assets				
a) FMCG - Cigarettes	7219.47	8913.86	7483.78	7483.78
- Others	10325.06	9651.52	8809.78	8809.78
Total FMCG	17544.53	18565.38	16293.56	16293.56
b) Hotels	7531.43	7649.38	7563.12	7563.12
c) Agri Business	4611.25	4923.75	4333.55	4333.55
d) Paperboards, Paper & Packaging	7057.20	6953.94	6816.90	6816.90
e) Others	1602.39	1004.27	1601.91	1601.91
Total	38346.80	39096.72	36609.04	36609.04
Unallocated Corporate Assets	43397.47	37827.10	40758.00	40758.00
Total Assets	81744.27	76923.82	77367.04	77367.04
4. Segment Liabilities				
a) FMCG - Cigarettes	4929.25	5175.13	4148.85	4148.85
- Others	2546.21	2076.42	2122.96	2122.96
Total FMCG	7475.46	7251.55	6271.81	6271.81
b) Hotels	781.01	846.63	830.17	830.17
c) Agri Business	1078.50	929.40	972.06	972.06
d) Paperboards, Paper & Packaging	930.03	794.94	764.12	764.12
e) Others	389.79	310.02	375.72	375.72
Total	10654.79	10132.54	9213.88	9213.88
Unallocated Corporate Liabilities	2825.16	4058.24	2502.43	2502.43
Total Liabilities	13479.95	14190.78	11716.31	11716.31

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.

Note (i): 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.
Others			-	Information Technology services, Branded Residences etc.

- (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.

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For and on behalf of the Board

Dated : 24th July, 2020
Place : Kolkata, India

Director & Chief Financial Officer

Chairman & Managing Director