



Enduring Value

NATION FIRST: SAB SAATH BADHEIN

Q3 FY21 Results

11th February, 2021

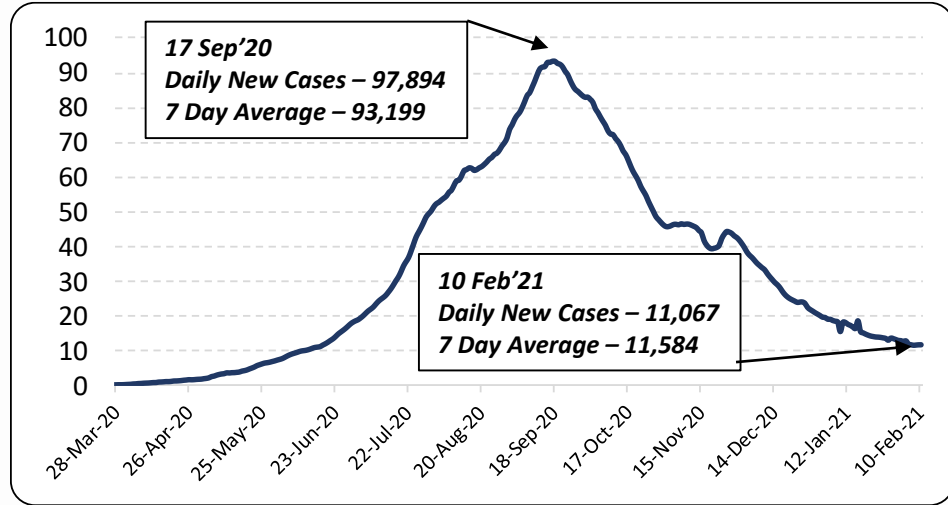
This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the 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.

Sustained decline in daily Covid cases since Sep'20 in India

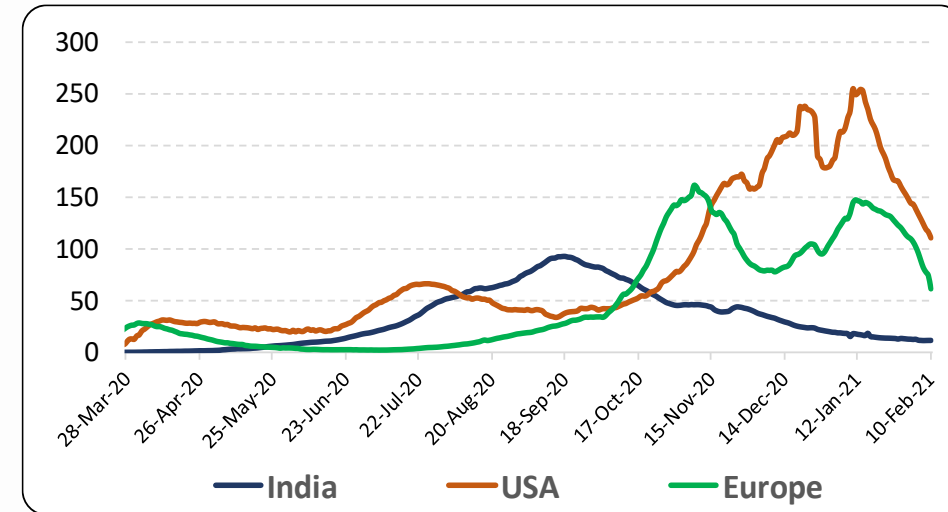
New wave in US / Europe spurs fresh lockdowns/restrictions



India: New Cases – Moving 7-day Average ('000s)



US/Europe: New Cases – Moving 7-day Average ('000s)



Decline in daily Covid cases & vaccine roll out expected to boost Consumer Confidence & Business Sentiment

Union Budget 2021 will provide accelerated thrust to economic recovery and engender a virtuous cycle of consumption, investment & employment

Worldwide

Doses given: **147M** (+11.8M)
 Doses per 100 people: **1.89** (+0.15)

Vaccine Roll out

Location	Doses given	Doses per 100 people
United States	43.2M	13.16
China (Mainland)	40.5M	2.95
United Kingdom	13.2M	19.75
India	6.61M	0.48
Israel	5.83M	64.42
United Arab Emirates	4.53M	46.33

High Frequency Indicators

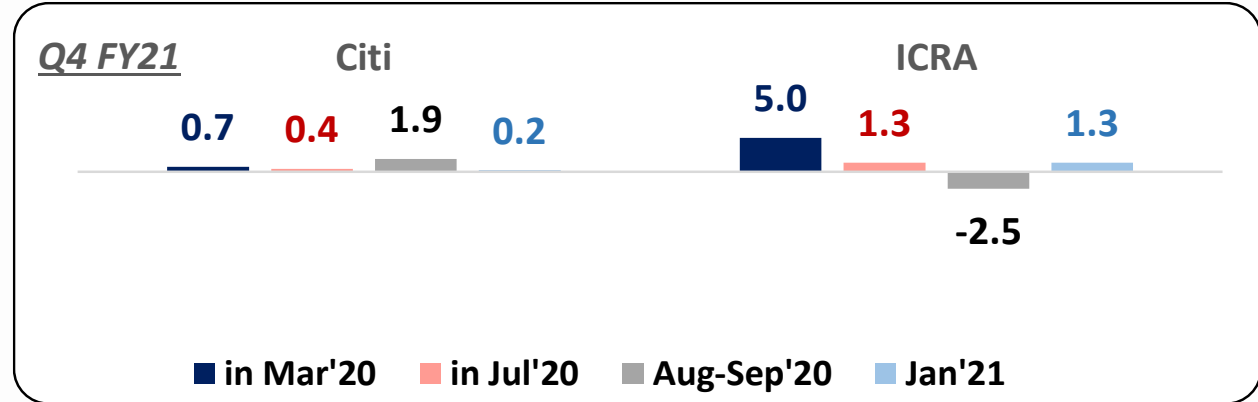
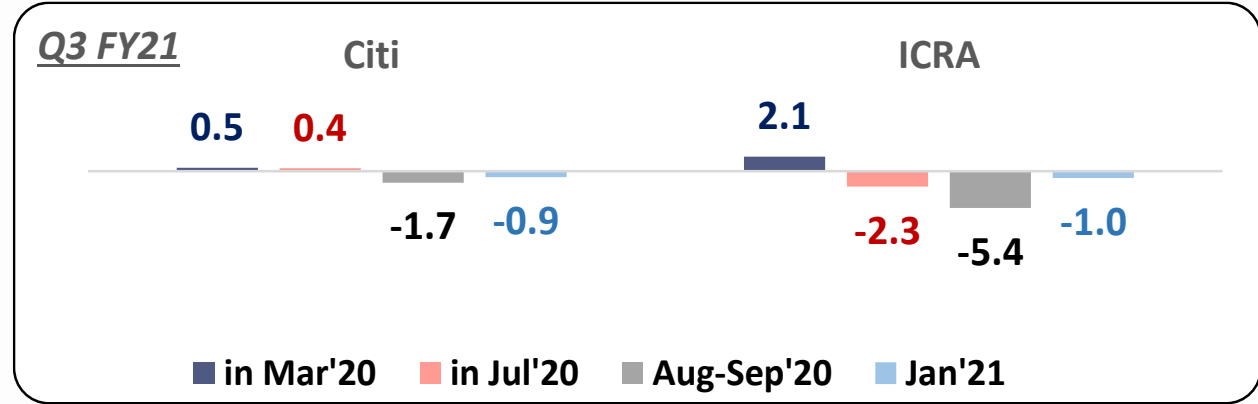
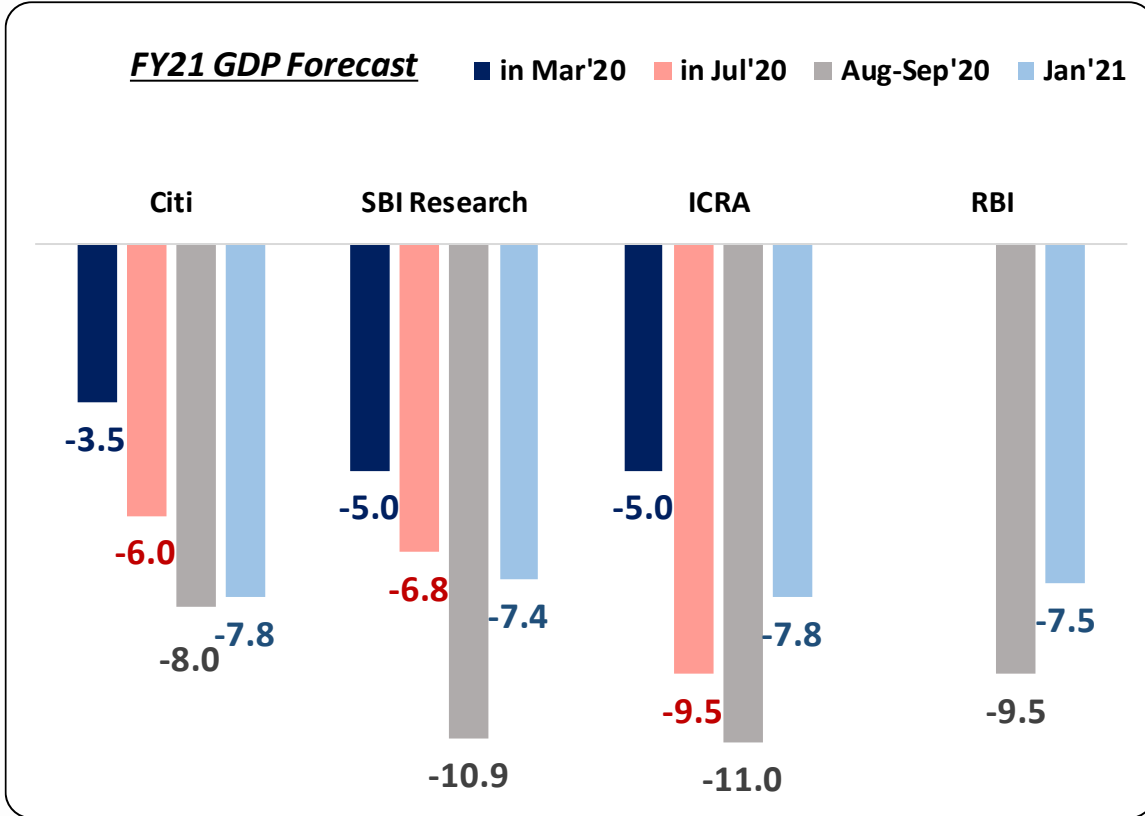
Progressive improvement since Sept'20
with easing of restrictions



High Frequency Indicators (Goly)	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21
Exports Growth	-2.1	3.3	-34.3	-61.0	-35.7	-12.2	-9.5	-12.2	6.0	-5.1	-8.7	0.1	5.4
Imports Growth	-0.7	3.6	-28.0	-59.7	-51.0	-48.0	-29.6	-26.0	-19.6	-11.5	-13.3	7.6	2.1
Ports Cargo volumes	2.5	4.4	-5.1	-21.1	-23.3	-14.5	-13.2	-10.4	-1.9	-1.2	2.8	4.4	
Railway Freight Traffic	3.0	6.5	-13.9	-35.3	-21.3	-7.7	-4.6	3.9	15.5	15.3	9.0	8.7	
Domestic Air Passenger Traffic	1.5	9.8	-32.9	-99.9	-97.4	-83.5	-82.6	-75.8	-65.8	-57.2	-50.9	-43.7	
Domestic Tractor Sales	4.8	21.3	-49.9	-79.4	4.0	22.4	38.5	74.7	28.3	7.7	51.3	43.1	
Domestic Passenger Car Sales	-8.1	-8.8	-52.1	NA	-89.9	-58.0	-12.0	14.1	28.9	9.7	-2.8	8.4	
Domestic Two Wheelers Sales	-17.0	-10.1	-47.1	NA	-83.8	-38.6	-15.2	3.0	11.6	16.9	13.4	7.4	
Commercial Vehicle Registration	-6.9	13.0	NA	NA	-96.6	-83.8	-72.2	-57.4	-33.7	-30.3	-31.2	-13.5	
Three Wheeler Sales	12.7	-31.0	-58.3	NA	-95.3	-80.1	-77.2	-75.3	-71.9	-60.9	-57.6	-58.9	
GST Collections	8.1	8.3	-8.4	-71.7	-38.0	-9.0	-14.4	-12.0	3.9	10.2	1.4	11.6	8.1
IIP	2.2	5.2	-18.7	-57.3	-33.4	-16.6	-10.5	-7.1	0.5	4.2	-1.9		
IIP Consumer Durables	-3.7	-5.8	-36.5	-95.7	-70.3	-34.8	-23.7	-10.2	3.4	18.0	-0.7		
IIP Consumer Non-Durables	-0.6	1.5	-20.2	-36.1	-9.7	6.9	1.8	-3.0	2.4	7.1	-0.7		
Steel Production	1.6	2.9	-21.9	-82.8	-40.4	-23.2	-6.5	0.5	6.2	4.0	-0.5	-2.7	
Cement Production	5.1	7.8	-25.1	-85.2	-21.4	-6.8	-13.5	-14.5	-3.4	3.2	-7.3	-9.7	
Coal Production	8.0	11.3	4.0	-15.5	-14.0	-15.5	-5.7	3.6	21.0	11.7	3.3	2.2	
Fertilizers Production	-0.1	2.9	-11.9	-4.5	7.5	4.2	6.9	7.3	-0.3	6.3	1.6	-2.9	
Natural Gas Production	-9.0	-9.6	-15.1	-19.9	-16.8	-12.0	-10.2	-9.5	-10.6	-8.6	-9.3	-7.2	
CPI Inflation	7.6	6.6	5.8	7.2	6.3	6.2	6.7	6.7	7.3	7.6	6.9	4.6	
CPI Food & Beverages Inflation	11.7	9.5	7.8	10.5	8.4	7.9	8.5	8.3	9.8	10.1	8.9	3.9	
Non Food Bank Credit	8.5	7.3	6.7	7.3	6.8	6.7	6.7	6.0	5.8	5.6	6.0	5.9	
Industry Credit	2.5	0.7	0.7	1.7	1.7	2.2	0.8	0.5	0.0	-1.7	-0.7	-1.2	

Upward revisions to FY21 GDP estimates

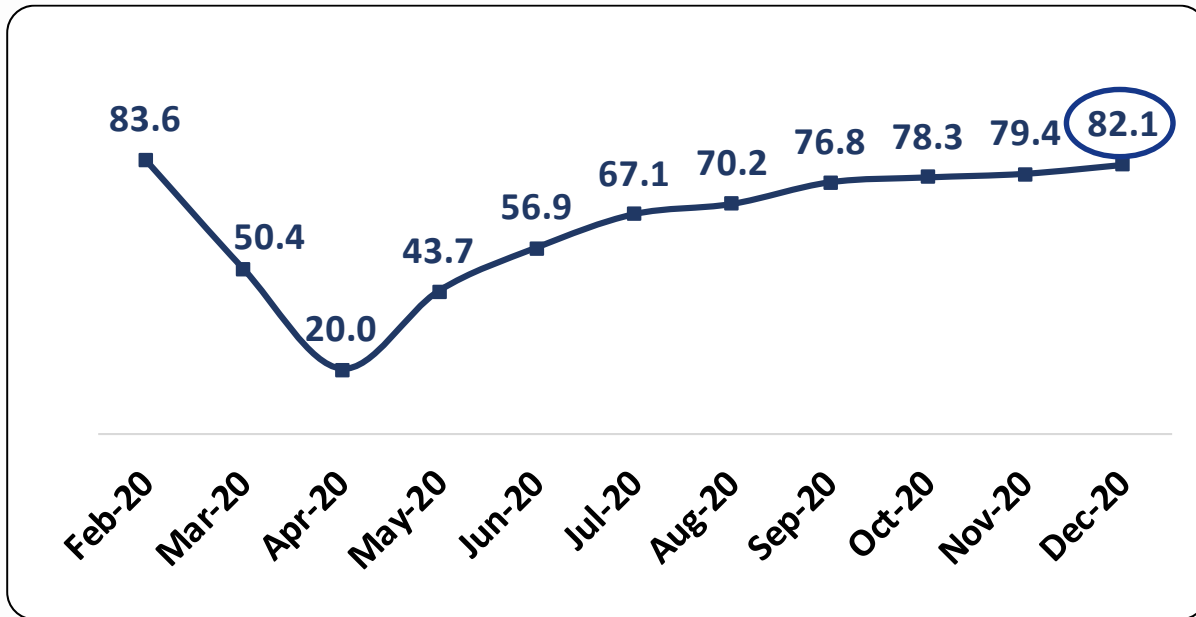
Improvement in Quarterly outlooks



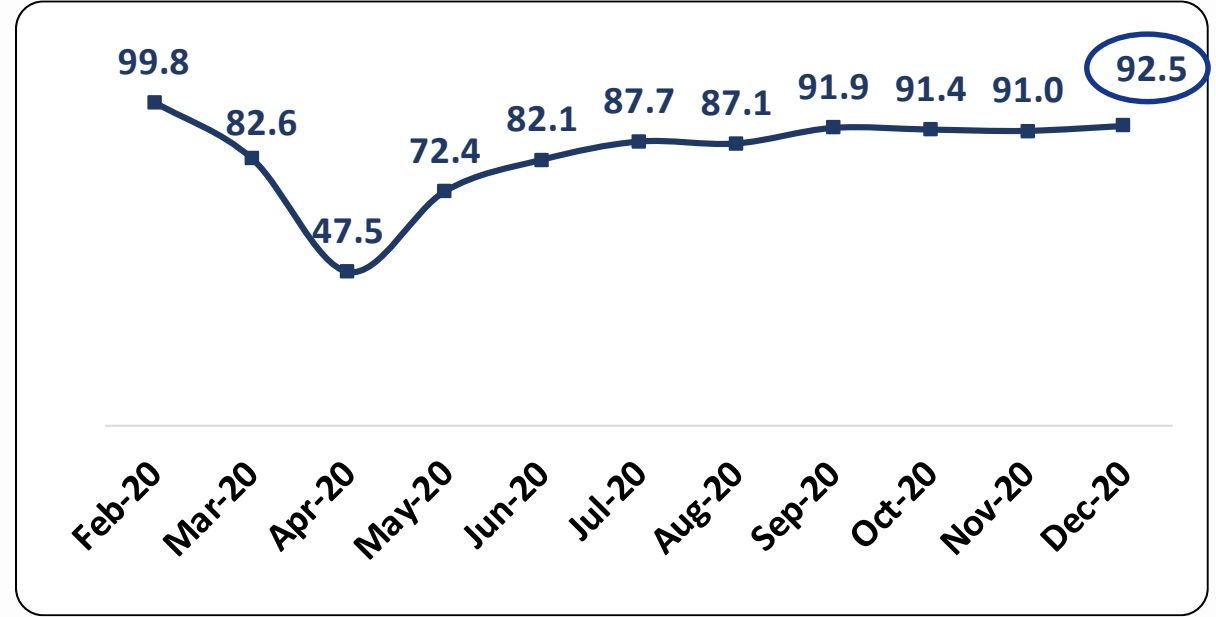
FY21 GDP is expected to decline by ~7.7% (1st AE)

H2 FY21 GDP growth is expected to be flattish y-o-y

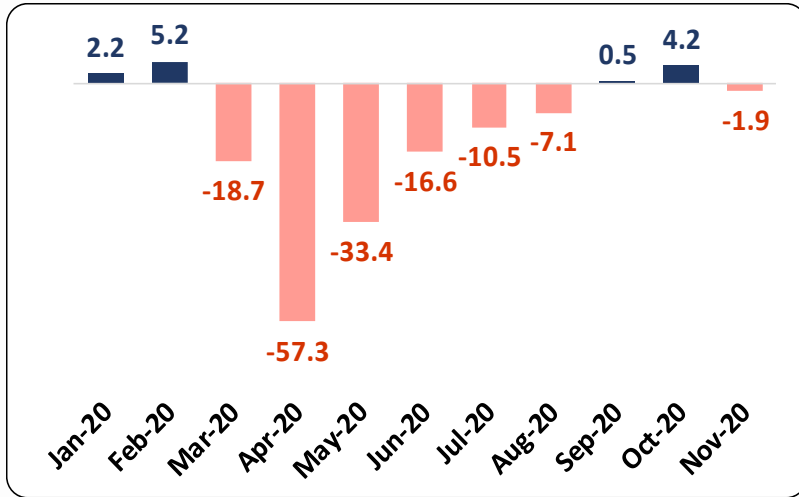
Aggregate Demand



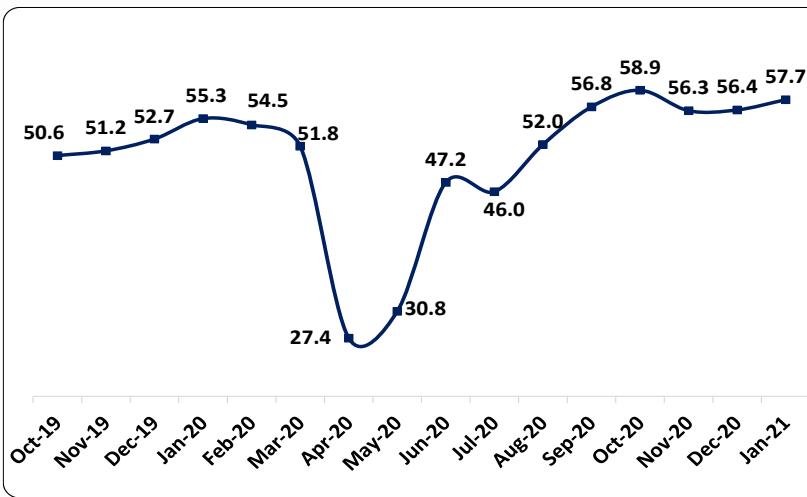
Aggregate Supply



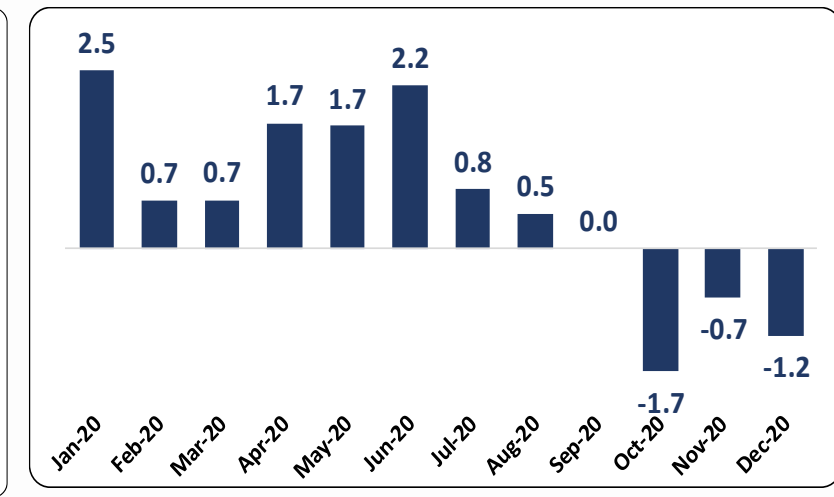
Index of Industrial Production (YoY %)



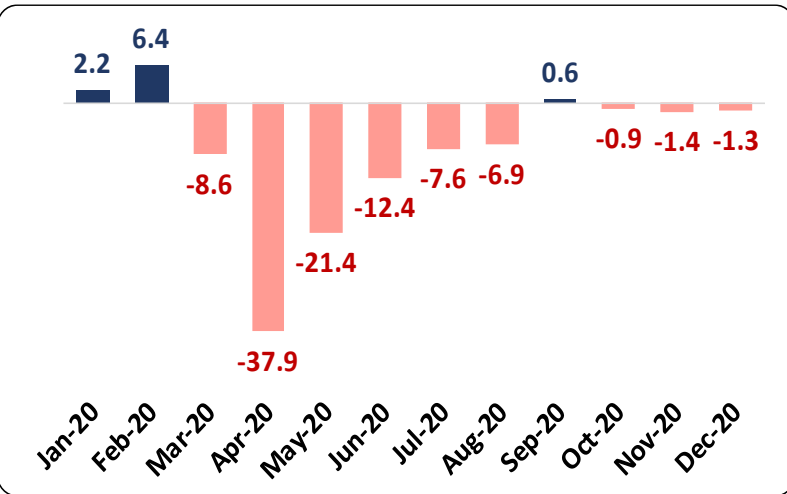
Manufacturing PMI (YoY %)



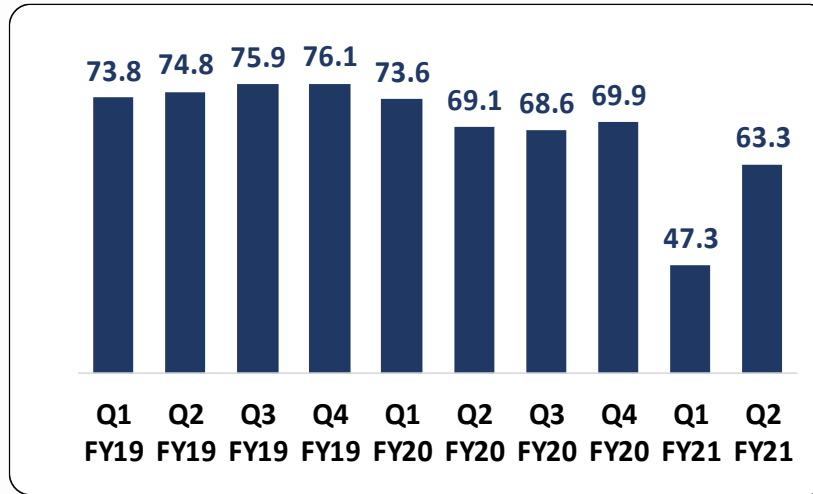
Industry Credit Growth (YoY %)



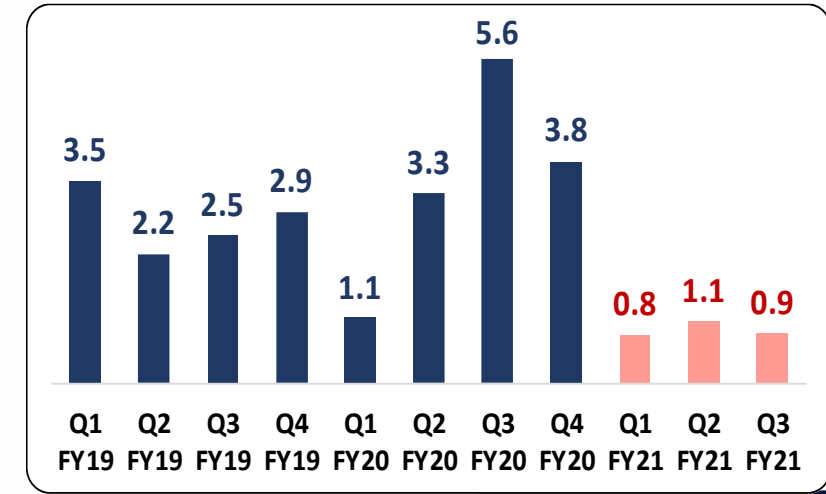
Eight Core Sector Growth (YoY %)



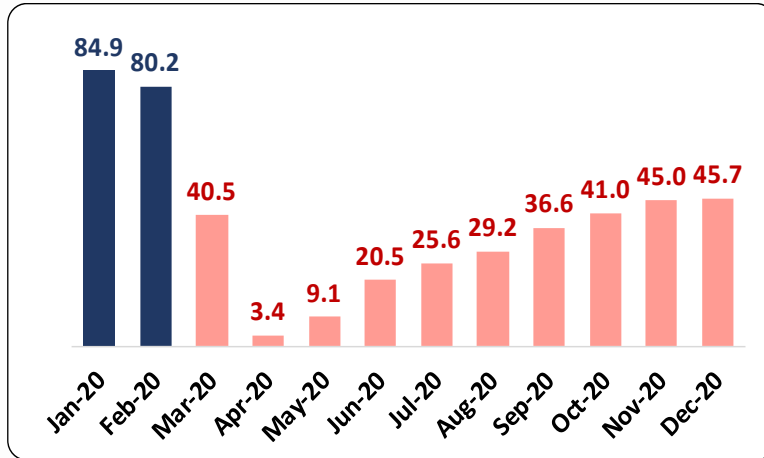
Capacity Utilisation (RBI OBICUS)



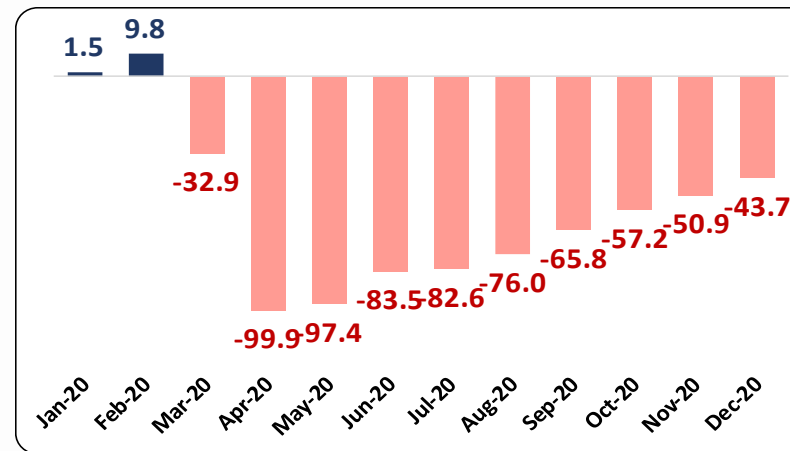
New Project Announcements (Rs Lakh Crore; CMIE)



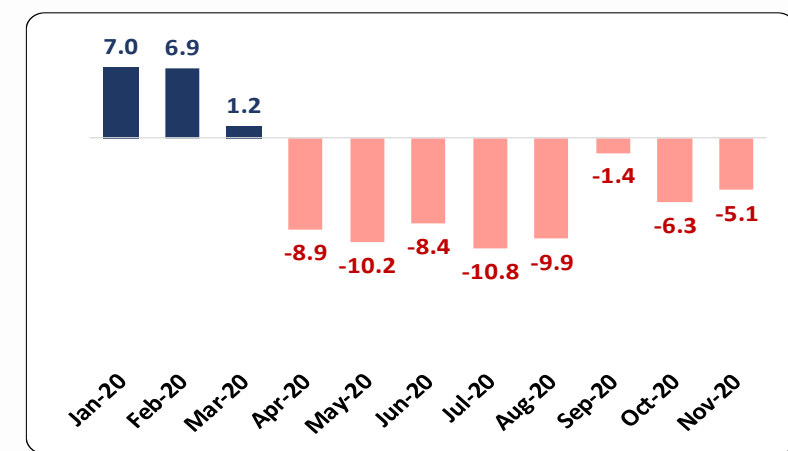
Nomura India Normalisation Index : Services



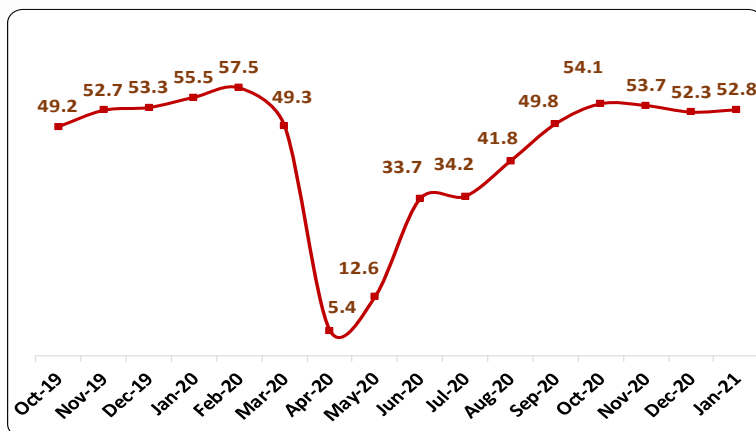
Domestic Air Passenger Traffic Growth (YoY%)



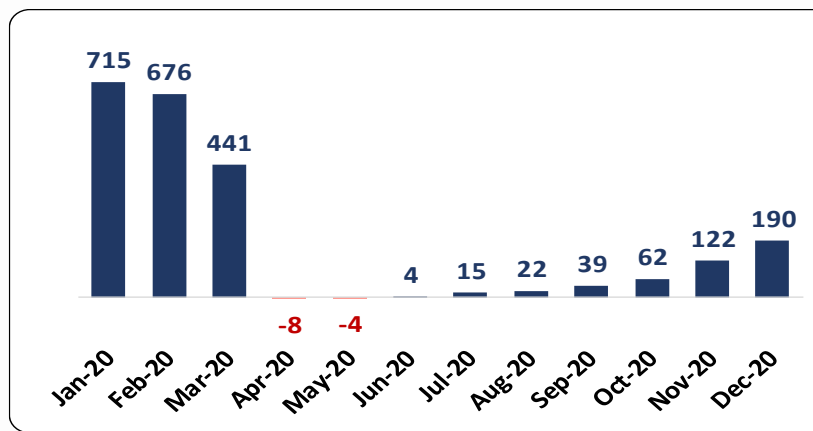
Services Export Growth (YoY %)



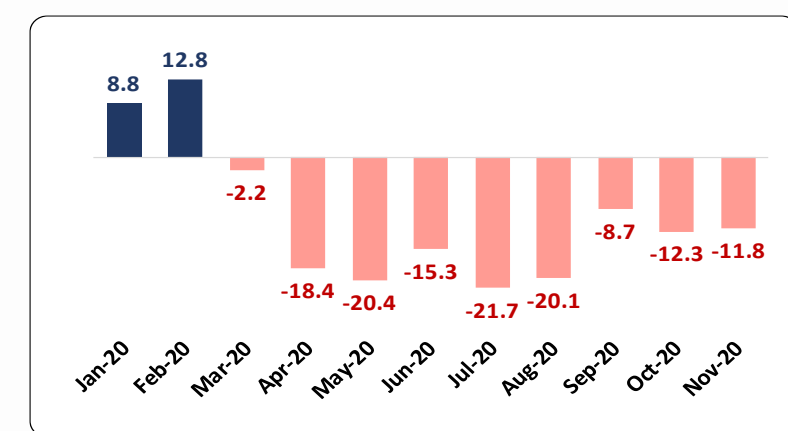
India Services PMI: (> 50 denotes improvement)



Railway Passenger Bookings (Millions) (-ve denotes higher refunds)



Services Import (YoY %)



Q3 FY21 Results

Headline Financials & Business Highlights

Key Highlights: Q3 FY21

Strong Sequential recovery momentum continues

- Gross Revenue & PBT up 5% & 13% sequentially
- Improvement in y-o-y growth trajectory

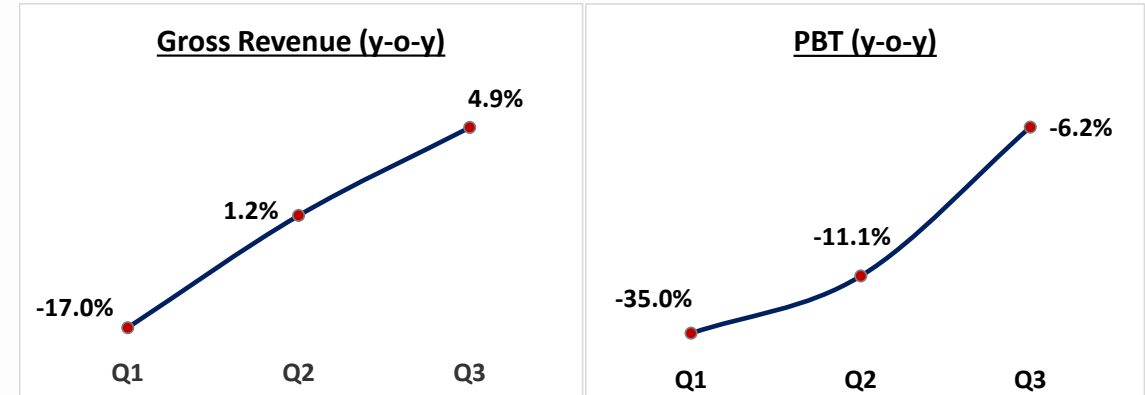
FMCG Others posts another quarter of strong performance

- Comparable Revenue[^] up 11% in Q3; up 16% YTD Q3
 - Robust growth in Health & Hygiene, Noodles, Spices, Dairy, Agarbatti and Matches
 - Savlon clocks **1000 crores** consumer spend
- **100+ innovative products** launched in last 9 months– hygiene, health & wellness, naturals, convenience
- **Segment EBITDA** up 28%; Margins expand **150 bps** to 9.2%

Progressive recovery in Hotels and Cigarettes

- Hotels business turned EBITDA positive in Dec'20

Continued closure of educational institutions impacts ESPB sales





Enduring Value

FMCG Others Q3 FY21

AASHIRVAAD

Sunfeast

BINGO!

Yippee!
noodles

ITC
MASTER
CHEF

B
Natural

Sunfeast
Dark
Fantasy

Sunfeast
MOM'S
MAGIC

Sunfeast
Farmlite

Farmland
SAFE AND NUTRITIOUS

FABELLE
Cognac
CHOCOLATES

SUNBEAN
GOURMET COFFEE

CANDYMAN

Savlon

Vivel

nim
wash
Vegetable & Fruit Wash

fiama

DERMAFIQUE
cell by cell

ESSENZA DI WILLS
YOUR ESSENCE. YOUR SOUL.

CHARMIS

ENGAGE

nimyle

AIM

classmate

MANGALDEEP
PUJA AGARBATTIS

- **Demand for Health & Hygiene, Immunity, Ayurveda products remained elevated albeit at lower levels**
- **Staples & Convenience foods witnessed moderation after surge in H1**
 - *Broadening of purchase assortment by consumers and lower 'at-home' consumption on the back of increased mobility*
- **Discretionary and Out-of-Home consumption categories regained momentum**
 - *Snacks category posts double-digit growth in Q3; Sequential recovery in Deos & Confectionery*
- **Rural markets remained strong; Urban demand witnessed progressive recovery**
- **Sustained consumer preference for 'contactless shopping'**
 - *E-Commerce channel continues to witness robust growth*
 - *ITC FMCG Sales doubled: now accounts for ~5% of revenue*
 - *Increasing digital adoption by Traditional Trade & Collaboration with Online-delivery platforms*


Segment Revenue* up 11% in Q3 and 16% in YTD Q3

YTD Dec'20 →

Staples, Convenience Foods, Health & Hygiene Products

+23%

Q1: +34%
Q2: +25%
Q3: +11%




c. 75%^

Discretionary / OOH

-5%

Q1: -25%
Q2: -2%
Q3: +11%

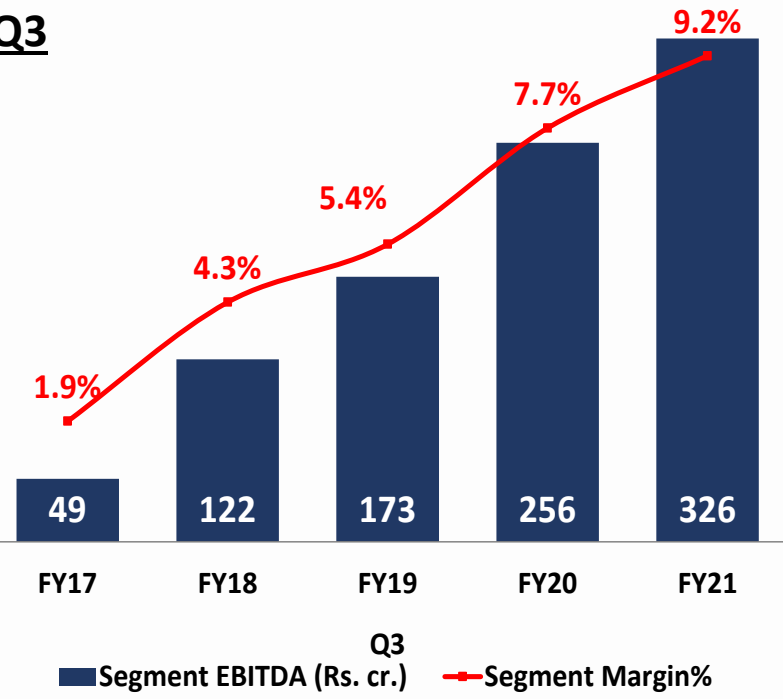


c. 25%^

*Ex ESPB & LRBD; ^% Portfolio salience

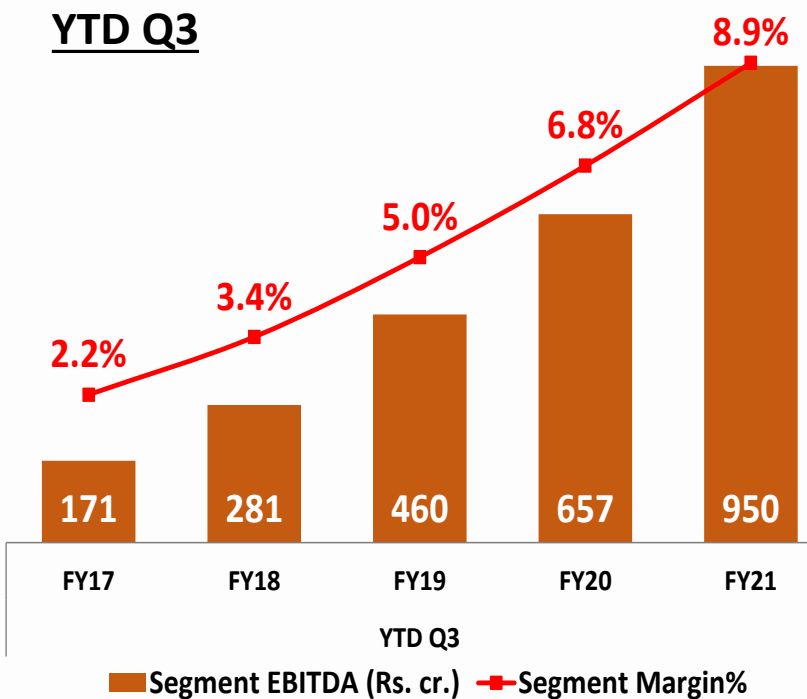
Sustained improvement in Profitability

Q3

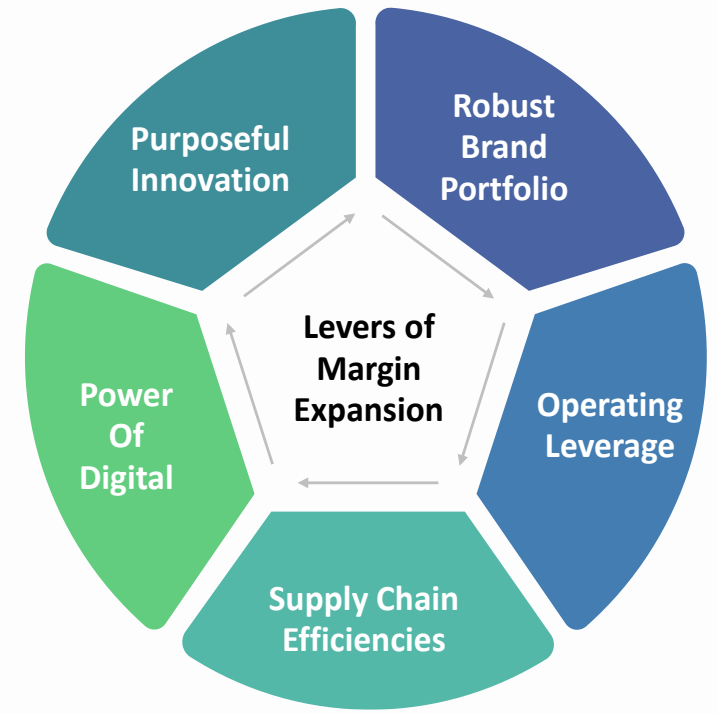


Segment EBITDA up **28%**;
Margins up **150 bps**

YTD Q3



Segment EBITDA up **44%**;
Margins up **210 bps**



Q3 Consolidated Segment EBITDA Margin @ 10% - incl. Sunrise



B Natural
Immunity Soups



Yippee!
Saucy Masala



Sunfeast Dark Fantasy
Choco Chip, Choco Nut Fills



Aashirvaad
Organic Atta & Dals



ITC Master Chef
All purpose Gravies



Aashirvaad
Crystal & Proactive Salt



Fabelle
Luxury Chocolates



Aashirvaad
On-the-Go Range



Sunfeast
Caker



ITC Master Chef
Bakery Range



Charmis
Facewash, Face Serum
& Hand Cream



Nimeasy & Nimwash
Dish Wash Liquid;
Fruits & Vegetable Cleaner



Nimyle
Neem & Lemon Grass



Dermafique
Bio Cellulose face masks



Savlon Hand Wash
Pichkiao



Engage On
Value Pack



Vivel
Glycerin Neem Oil Soap



Savlon
Hexa soaps, body wash
Disinfectant Sprays



Savlon
Masks
Germ Protection Wipes



Mangaldeep
'Fragrance of God' Agarbatti,
Treya Cone & Marigold Dhoop

Healthier Children. Healthier India



Women Empowerment



Responsible Citizens for the Future



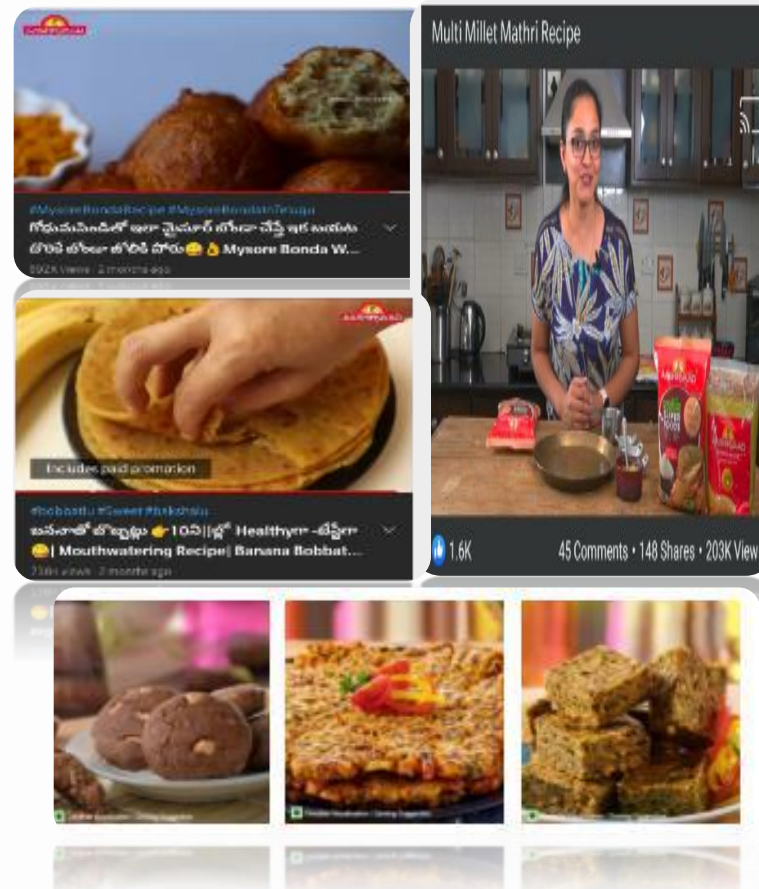
Saluting Mothers



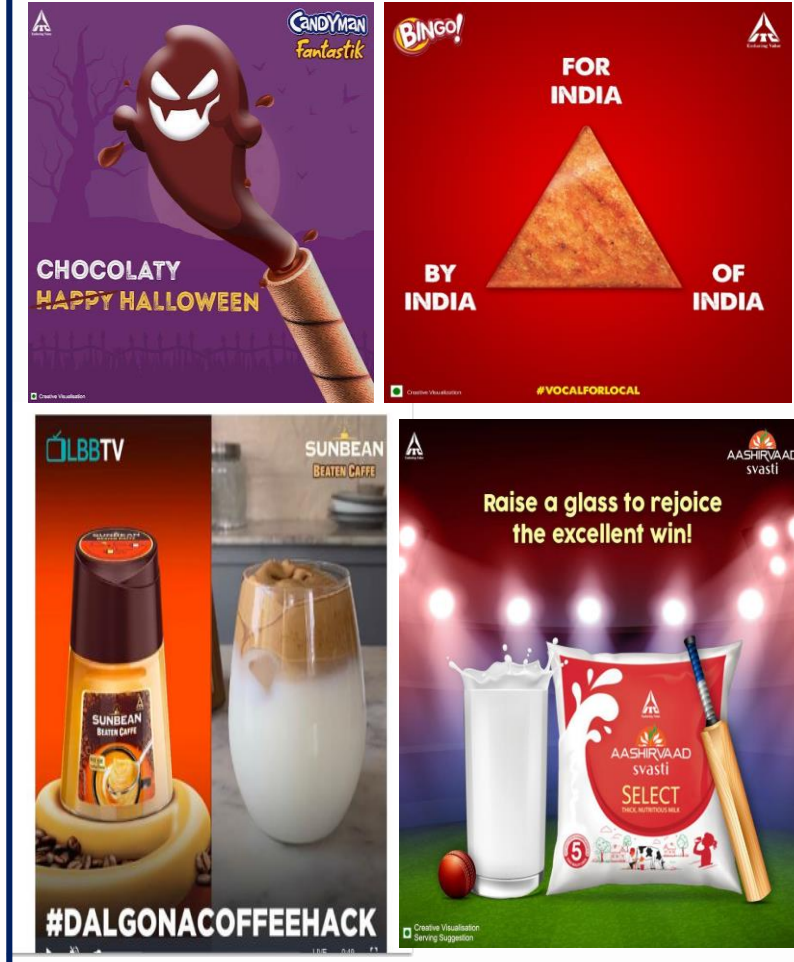
Driving Engagement



Deep understanding of Regional tastes & Preferences



Moment Marketing



DIY and Influencer led



Creating Brand Love

Vivel
Published by Ruchita Bose • 1 December 2020 •
Women don't stand above or below men. Their place is beside them as equals. Aashita's entry for #VoiceOfArt reiterates how only when we walk together as counterparts, do we realize we're walking towards a common goal: a prosperous and equal world. A world that not only recognizes the equal footing and efforts of men and women, but thrives on it.
#AbsamjhataNahin
#WomenEmpowerment #Equality #ArtOfTheDay



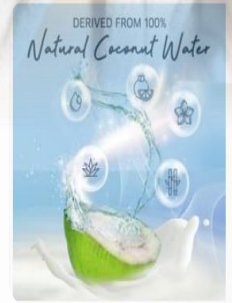
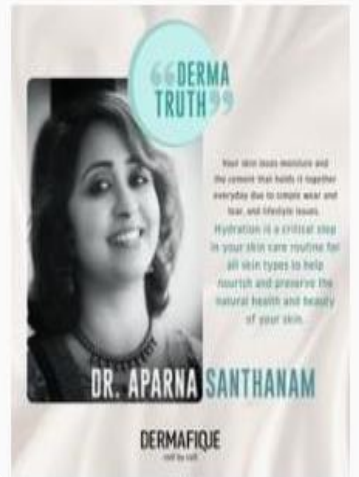
BREAK THE CHAIN OF INFECTION



Digital First Brands



DERMAFIQUE



Hygiene++



- Savlon
- Masks & Surface Disinfectants
- Nimeasy
- Dishwash

Protection & Care



Savlon Clothes Disinfectant & Refreshing Spray



- Savlon
- Wipes
- Moisturising Sanitizer
- Laundry Spray

Skin Care @home



BIO CELLULOSE TONE PERFECTING MASQUE
Made with Biodegradable Bio Cellulose Fibres



- Dermafique
- Bio Cellulose Mask
- Charmis
- Face Serum

Convenience



**Instant Gravies,
RTE, On-the-Go**

'Free From' & 'Good for You'



**Aashirvaad Super Foods
ITC Master Chef Super Safe Prawns
Farmlite Digestive Biscuits
B Natural Immunity Soups**

Interactive Education



**Classmate Interaktiv
Origami Books**

Hygiene & Safety



Introducing ITC Nimwash, Vegetable and Fruit wash.

The first step of every recipe is to clean vegetables and fruits. ITC Nimwash washes away pesticides* and 99.9% germs.**



Spreading Positivity



Self Care



AB NAHI CHUPEGA ANDAR KA RADIANCE.

KA RADIANCE, CHUPEGA ANDAR

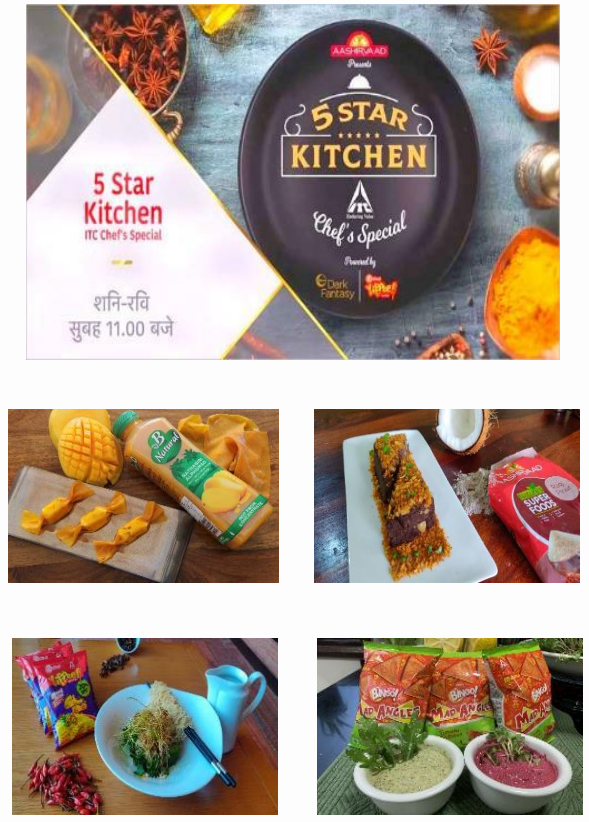
Dominating India's Kitchen



Building on India's Passion



Immersive Mass Media Content



Puja for India's Wellbeing





VIRU (Virtual Salesman)

Digital Ordering &
Scheme
Communication
Platform



UNNATI

ITC's eB2B App for
engagement with
Outlets incl. Online
ordering facility

Now In 8 Metros



ITC E-Store

Direct to Consumer
e-Com platform rolled
out in key metros



Store Locator

WhatsApp Chatbot
based ITC Store Locator
for consumers



ML/AI

Machine Learning -
outlet level insights
& actions

'Most Viewers for a Retail Management Livestream on a Bespoke Platform'
on 16th January, 2021.



Segment Revenue

5498 cr. ▲ 3.5 %

Segment Results

3453 cr. ▼ 8.1%

- **Net Revenue up 8% vs. Q2; y-o-y decline of 8%**
 - *Smart recovery in metros and large town markets after a soft H1*
 - *Metro markets remain relatively more impacted compared to pre-Covid levels*
- **Focused portfolio/market interventions aid consolidation of market standing**
 - *Innovative & competitive offerings, portfolio fortification, small packs*
 - *Augmented distribution: stockists, grocery outlets, rural/semi urban markets*
- **Legal Industry volumes remain impacted a/c 13% Tax hike w.e.f. 1st Feb'20**

Innovation @ Premium End

- Classic Connect
- Gold Flake Neo
- American Club Clove Mint
- Gold Flake Indie Mint
- Capstan Fresh

Portfolio Fortification

- Gold Flake Luxury Filter
- Gold Flake Neo SMART Filter
- Navy Cut Deluxe
- Player's Gold Leaf Chase
- Gold Flake Star

Focused Market offers

- Player's Gold Leaf Rush
- Gold Flake Super Star (Super Mint)
- Gold Flake Regal Special
- Royal

Other Interventions

Refreshed Packs of Navy Cut Longs, Navy Cut Deluxe, Navy Cut Special and Navy Cut Century

Gold Flake Super Star and Flake 5s HL Packs

HT Hindustan Times

70 lakh smuggled foreign-brand cigarettes worth ₹14 crore seized from Navi Mumbai port

Nov 02, 2020 | Vijay Kumar Yadav

millenniumpost NO HALF TRUTHS

'DRI seized illicit cigarettes worth Rs 45 cr & gold worth Rs 275 cr in last 9 months'

MPost 28 Dec 2020 10:45 PM

THE ECONOMIC TIMES

Spike in cigarette smuggling during COVID-19 lockdown: FICCI CASCADE

Last Updated: Jun 15, 2020, 12:17 PM IST



CustomsNERShillong
@CustomsShillong

Acting on specific intelligence on 22.10.2020, officers of Guwahati Customs (Prev), effected a seizure of 6 MT Dalchini concealing over 1 Lakh packets of foreign origin cigarettes valued at Rs. 2.32 Cr (approx) from Khanapara area.



The Assam Rifles
@official_dgar

#AssamRifles troops in Mizoram on 10 Oct, intercepted and seized consignment of illegal foreign cigarettes (worth approx Rs. 85.80 Lakhs) from Jungle area between Chhungte and Ruantlang, Champhai. Carrier and recovered goods handed over to the Police. @PIBHomeAffairs @ANI



Lucknow Customs (Prev) C...
@cusprevlucknow

Acting on the specific information, a joint team of Customs (P) Commissionerate Lucknow & Customs (P) Division, Lucknow seized foreign Origin cigarettes valued at Rs.96,67,500/- on 17.12.2020 from a truck.



Commissionerate of Customs (Preve...
@ccphqskochi

CPD Thrissur effected seizure of foreign branded smuggled cigaretts, without affixing statutory warning 860 outers, 208000 sticks totally valued Rs.52.75 Lakhs (market value).

@cbic_india
@cgstcustvm
#IndianCustomsAtWork



Enduring Value

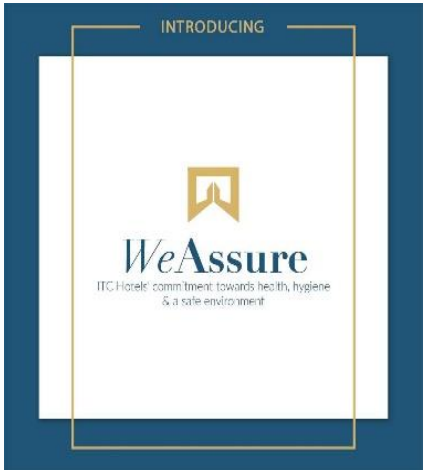
Hotels Business Q3 FY21



ITC Royal Bengal

- **Significant sequential recovery (3x Q2); however, behind pre-covid levels**
 - *Wedding business, staycations/motorable getaways were the key drivers besides healthcare/quarantine related business*
 - *Leisure locations continue to witness strong demand*
 - *New F&B initiatives received excellent response*
- **Turned EBIDTA positive in Dec'20 and breakeven for the quarter**
 - *Extreme focus on cost reduction – Controllable cash costs down 44%*
- **Commissioned Welcomhotel Shimla and relaunched Welcomhotel Port Blair**

'WeAssure' programme – best-in-class hygiene and safety standards rolled out across all operating hotels

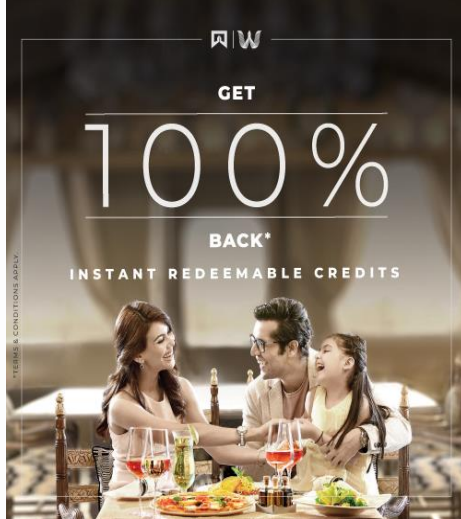


Room Initiatives – Special Packages



SUITE Memories

Accommodation in a suite, all meals, butler service, luxury car transfers & more.




ITC HOTELS
GET
100%
BACK*
INSTANT REDEEMABLE CREDITS



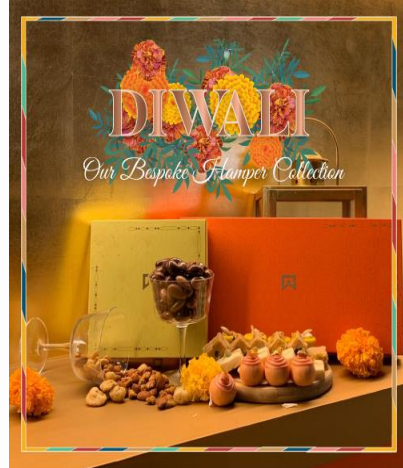
Armed Forces Offer

CURATED BY US, ENABLED BY YOU



Unwrap a host of rewards & signature experiences

F&B initiatives – Season's festivities & exclusive dining

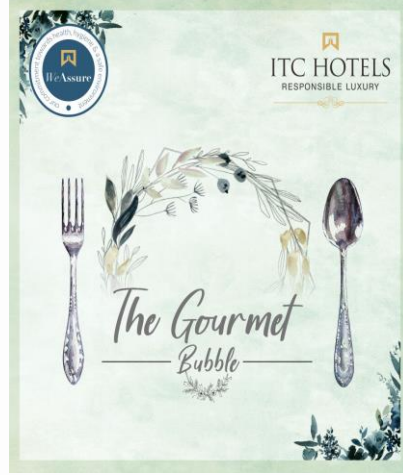


DIWALI
Our Bespoke Flanper Collection



Season's SELECTIONS
OUR BESPOKE FESTIVE COLLECTION

ITC HOTELS
RESPONSIBLE LUXURY



ITC HOTELS
RESPONSIBLE LUXURY

The Gourmet Bubble



Turning 20

4th December 2020 to 3rd January 2021
The countdown to celebrate new beginnings!

New Launches in Takeaway/Home Delivery menu



BIRYANI & PULAO COLLECTION
BY ITC HOTELS

TIMELESS TASTE.
AUTHENTIC FLAVOURS.
DELIVERED DIRECTLY TO YOUR HOME.



GOURMET COUCH
BY ITC HOTELS
RESPONSIBLE LUXURY

CHAAT & CHAT



Tiffin Tales
GOURMET COUCH
BY ITC HOTELS
RESPONSIBLE LUXURY

Celebrate South India's rich culinary legacy with Tiffin Tales. Order now and savour the classic tastes at home.



Enduring Value

Agri Business Q3 FY21



Segment Revenue
2482 cr. ▲ 18.5 %

Segment Results
196 cr. ▼ 8.1%

*Margins lower by 230 bps
(Adverse business mix)*

- **Revenue growth** driven by trading opportunities in Rice, Soya & Wheat for Aashirvaad Atta
 - *Wheat Exports to Bangladesh, Malaysia, Sri Lanka & UAE*
- Leveraged the **e-Choupal** network to enhance direct procurement amidst challenging operating conditions
- Exports of **Value added Spices** to Food Safe Markets continue to gain strong traction
- **Leaf exports** impacted by lower volumes and adverse crop/grade mix

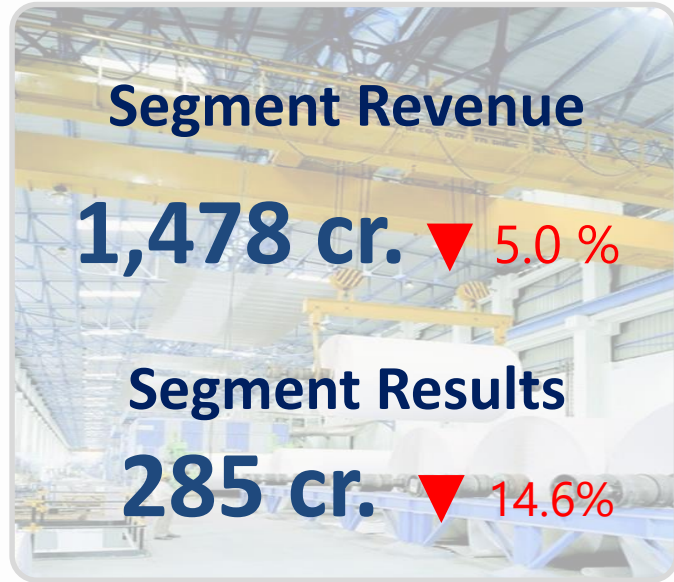




Enduring Value

**Paperboards, Paper &
Packaging
Q3 FY21**





- Subdued demand in Domestic market *partly offset* by robust growth in Exports
 - *Progressive recovery in most segments*
 - *Liquor, Publications, Notebooks, Wedding Card segments remain subdued*
 - *Strong growth in Specialty papers – Pharma and Décor segments*
- Higher operational efficiencies partially mitigate impact of softer realisations, negative operating leverage and adverse business mix
- Paper Machine Rebuild Project at Bhadrachalam on schedule
- High Pressure Recovery Boiler project on schedule despite Covid disruptions – *pulp mill capacity expansion (import substitution), reduced Carbon footprint and operational efficiencies*



Antibacterial / Antiviral Paper



Antiviral Specialty Paper:

- Specialty Paper treated with antiviral chemicals
- Certified by IISER Kolkata
(under Commercialisation)



Plastic Substitution (Oil & Grease resistant)



Completely **Recyclable** in existing standard recycling conditions

Filo Serve : Food serving applications
Filo Pack : Food delivery



Completely **Biodegradable** under composting conditions

Omega Bev : Exclusively for paper cups
Omega Barr : Deep freeze applications

Sustainable Packaging



Bio-Seal

*Bio compostable packaging solutions for packaged/fast-food & Personal Care industries.
Launched on commercial scale.*



Oxy Block

*Recyclable structure to provide barrier properties for packaged foods, edible oils etc.
Commercialisation under progress*



(Rs. cr.)

	Q3 CY	Q3 LY	GOLY
Gross Revenue	12,492	11,912	4.9%
Net Revenue	11,705	11,702	0.0%
EBITDA	4,281	4,613	-7.2%
PBT (bei)	4,848	5,168	-6.2%
<i>Exceptional items</i>		(132)	
PBT	4,848	5,036	-3.7%
PAT	3,663	4,142	-11.6%

Strong sequential recovery momentum continues

Comparable PAT (excl. one time benefit in LY) de-grew by 3.7%

Segment Revenue

Q3 FY21



(Rs. cr.)

Q2		Q3		
		2020-21	2019-20	GOLY%
	Segment Revenue (Gross)			
5121	a) FMCG - Cigarettes	5498	5311	3.5
3795	- Others	3562	3312	7.5
8916	Total FMCG	9060	8623	5.1
82	b) Hotels	235	552	(57.4)
2985	c) Agri Business	2482	2095	18.5
1459	d) Paperboards, Paper & Packaging	1478	1555	(5.0)
13442	Total	13255	12826	3.3
1550	Less : Inter segment revenue	763	914	(16.5)
11892	Gross Revenue from sale of products & services	12492	11912	4.9

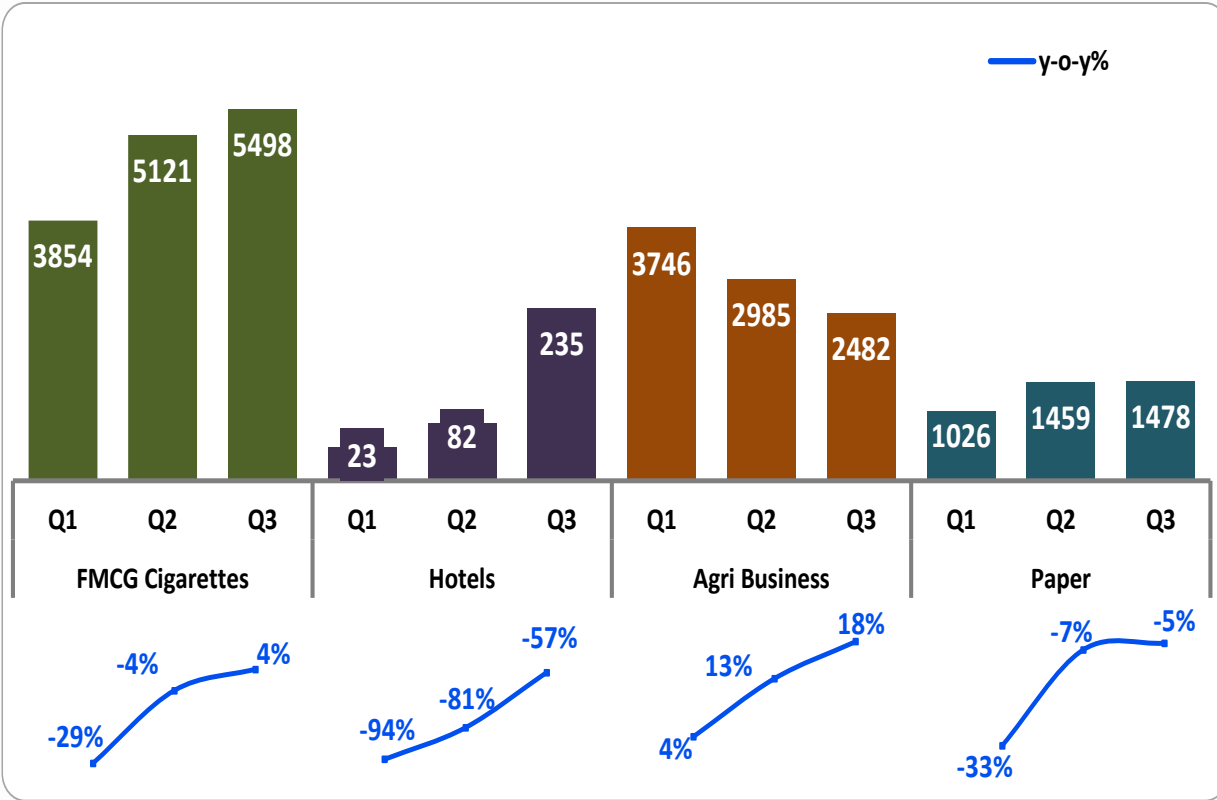
- **FMCG Cigarettes: Net Revenue (7.6%) Vs. LY**
- **FMCG Others: Revenue up 11%[^]**
 - Robust growth in Health & Hygiene, Noodles, Snacks, Spices, Agarbatti and Matches
 - Subdued performance in Atta, Biscuits, Confectionery and Deos
- **Hotels: Revenue at 3x Q2**
- **Paperboards, Paper & Packaging:**
 - Progressive recovery in most segments; Liquor, Publications & Paper and Wedding Cards remain subdued
 - Continued strong growth in Exports & Specialty Paper
 - Softer realisations weighed on Revenue growth

(Rs. cr.)

Q2 2020-21		Q3		
		2020-21	2019-20	GOLY%
	Segment Results			
3245	a) FMCG - Cigarettes	3453	3756	(8.1)
253	- Others	207	108	92.7
3497	Total FMCG	3660	3864	(5.3)
(185)	b) Hotels	(67)	87	NA
256	c) Agri Business	196	213	(8.1)
330	d) Paperboards, Paper & Packaging	285	334	(14.6)
3899	Total	4074	4498	(9.4)
14	Less : i) Finance Cost	14	12	
(389)	ii) Other un-allocable (income) net of un-allocable expenditure	(787)	(682)	
4274	Profit Before Tax (before exceptional items)	4848	5168	(6.2)

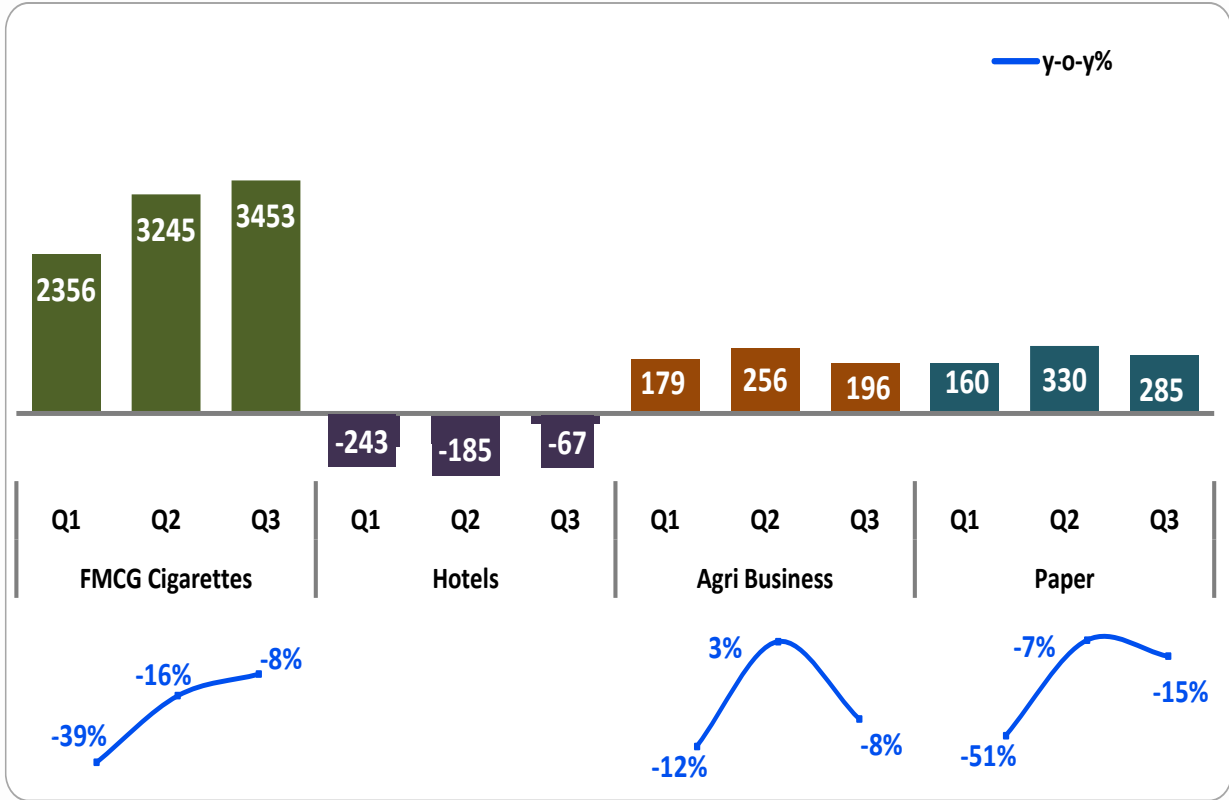
- **FMCG Others: Segment EBITDA up 28% to 326 cr. (Margin @ 9.2% +150 bps)**
 - operating leverage, enhanced operational efficiencies, product mix enrichment and portfolio premiumisation drive PBIT margin expansion of 260 bps
- **Hotels: Cash breakeven achieved**
 - Controllable cash costs down 44% Vs. LY
- **Agri Business: Subdued leaf exports, lower export incentives & adverse business mix**
- **Paperboards, Paper & Packaging: Margins impacted a/c softer realisations & negative operating leverage**


Segment Revenue







Segment Results

Figs. in Rs. cr.








 Sustainable livelihoods supported by ITC's businesses: **Over 6 million**

 **The only Company in the world to be:**

-  **Carbon Positive 15 years**
-  **Water Positive 18 years**
-  **Solid Waste Recycling Positive 13 years**
-  **Renewable energy: Over 41% of total energy consumption**

-  **e-Choupal: 4 million farmers empowered**
-  **Afforestation: Over 846,000 acres greened**
-  **Watershed Development: Over 1,186,000 acres covered**
-  **Livestock Development: Over 1,930,000 milch animals covered**
-  **Solid Waste Management: Well-being Out of Waste (WoW) programme covers Over 1 crore citizens**

-  **Women Empowerment: Over 77,000 poor women benefitted**
-  **Skilling and Vocational Training: Covering over 89,000 youth**
-  **Primary Education: Reaching over 800,000 children**
-  **Health & Sanitation: Over 37,900 toilets built**
-  **Pioneer of green building movement in India: 30 Platinum-rated green buildings**



ITC rated AA by MSCI-ESG

Highest amongst Global Tobacco cos.

Member of
**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA

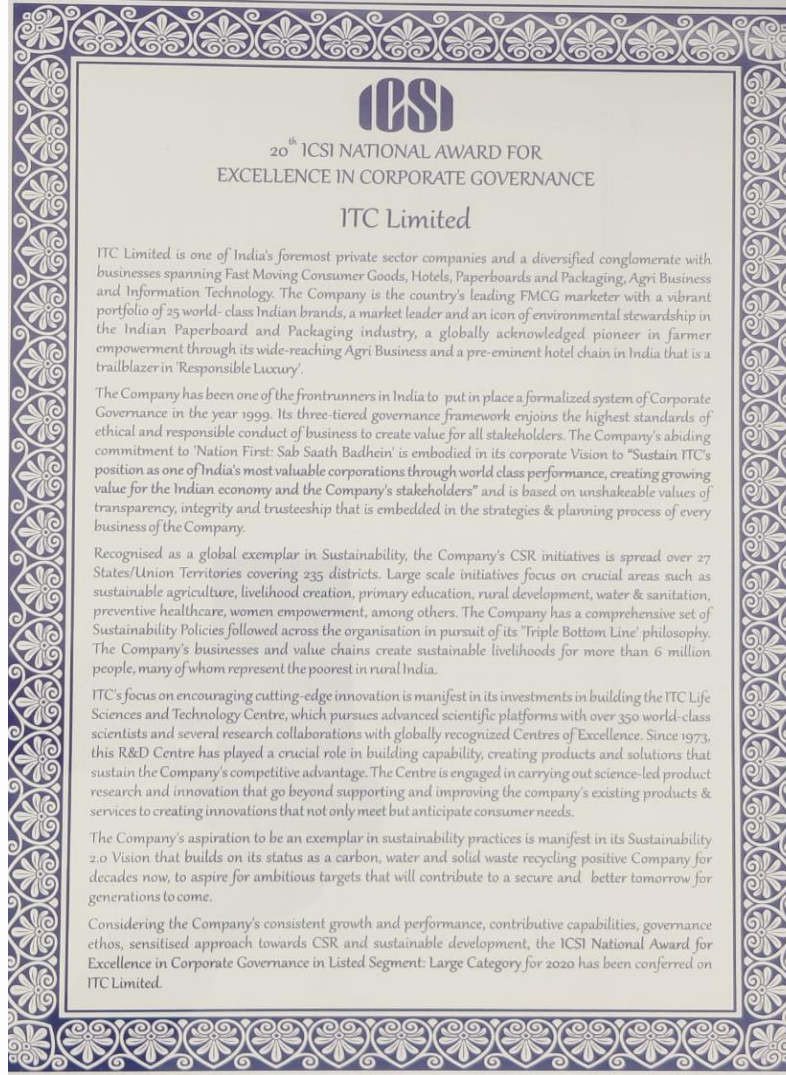
ITC included in **Dow Jones Sustainability Emerging Markets Index**

Recognition of being a sustainability leader in the industry & Company's commitment to People and Planet.



ITC PSPD - Kovai Unit, awarded **Alliance for Water Stewardship Platinum-level Certification**

Highest recognition for water stewardship in the world - second facility globally, first in India.



Adjudged 'Best Governed Company' at the 20th ICSI National Award for Excellence in Corporate Governance 2020

**A passion for
profitable growth....**



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



**.... and
inclusive**



Product/initiative	Link
'YiPPee!' Saucy Masala Noodles	https://youtu.be/7EL60151PRE
Sunfeast Caker Trinity	https://youtu.be/T5WXDHLS18c
Aashirvaad Svasti Select Milk	https://www.aashirvaadsvasti.in/select-milk.aspx
Khatta Meetha Poha, Veggie Upma, Mini Idli Sambar, Suji Halwa	https://www.aashirvaad.com/Instant-meal
Charmis Deep Radiance Face Serum	https://youtu.be/KQF3krebVzI
YiPPee! and Bingo! on Instagram	https://www.instagram.com/sunfeast_yippee/ https://www.instagram.com/bingo_snacks/
Home Plate League (HPL)	https://www.instagram.com/p/CGSfGXGBZi2/
#ChillwithBingo	https://youtu.be/GhNGC2xjVXo
"WeAssure" programme	https://www.itchotels.in/content/dam/projects/hotelswebsite/itc-hotels/WeAssure/WeAssure-itc-hotels.pdf

Thank You