

Statement of Unaudited Standalone Financial Results for the Quarter and Six Months ended 30th September, 2022

Particulars		3 Months ended 30.09.2022	Corresponding 3 Months ended 30.09.2021	Preceding 3 Months ended 30.06.2022	6 Months ended 30.09.2022	6 Months ended 30.09.2021	(₹ in Crores) Twelve Months ended 31.03.2022
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Gross Revenue from sale of products and services	(i)	16971.18	13356.15	18163.56	35134.74	26240.60	59101.09
Other operating revenue	(ii)	188.38	197.37	156.60	344.98	272.07	644.47
REVENUE FROM OPERATIONS[(i)+(ii)]	1	17159.56	13553.52	18320.16	35479.72	26512.67	59745.56
OTHER INCOME	2	506.90	676.99	312.69	819.59	1105.98	2589.97
TOTAL INCOME (1+2)	3	17666.46	14230.51	18632.85	36299.31	27618.65	62335.53
EXPENSES							
a) Cost of materials consumed		5076.57	3931.76	4768.60	9845.17	7755.83	16064.50
b) Purchases of stock-in-trade		1020.46	1927.92	4916.63	5937.09	4270.60	10734.48
 Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates 		840.97	(413.52)	(1208.42)	(367.45)	(794.17)	(566.46)
d) Excise duty		1029.65	822.55	1030.51	2060.16	1564.57	3404.29
e) Employee benefits expense		936.41	753.19	862.10	1798.51	1487.29	3061.99
f) Finance costs		10.67	10.45	9.13	19.80	20.77	41.95
g) Depreciation and amortization expense		422.02	401.46	411.53	833.55	796.94	1652.15
h) Other expenses	١.	2391.17	1916.58	2303.22	4694.39	3621.35	8113.10
TOTAL EXPENSES	4	11727.92	9350.39	13093.30	24821.22	18723.18	42506.00
PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4)	5	5938.54	4880.12	5539.55	11478.09	8895.47	19829.53
EXCEPTIONAL ITEMS	6	-	=	1/2			-
PROFIT BEFORE TAX (5+6)	7	5938.54	4880.12	5539.55	11478.09	8895.47	19829.53
TAX EXPENSE	8	1472.48	1182.94	1370.17	2842.65	2184.80	4771.70
a) Current Tax		1471.18	1210.39	1368.41	2839.59	2203.85	4833.88
b) Deferred Tax		1.30	(27.45)	1.76	3.06	(19.05)	(62.18)
PROFIT FOR THE PERIOD (7-8)	9	4466.06	3697.18	4169.38	8635.44	6710.67	15057.83
OTHER COMPREHENSIVE INCOME	10	530.14	151.36	(335.72)	194.42	327.99	573.85
A (i) Items that will not be reclassified to profit or loss		544.25	144.86	(243.10)	301.15	327.73	564.97
(ii) Income tax relating to items that will not be reclassified to profit or loss		(2.18)	1.86	(2.81)	(4.99)	1.31	(4.96)
B (i) Items that will be reclassified to profit or loss		(15.94)	6.21	(120.02)	(135.96)	(1.40)	18.49
(ii) Income tax relating to items that will be reclassified to profit or loss		4.01	(1.57)	30.21	34.22	0.35	(4.65)
TOTAL COMPREHENSIVE INCOME (9+10)	111	4996.20	3848.54	3833.66	8829.86	7038.66	15631.68
PAID UP EQUITY SHARE CAPITAL	12	1239.92	1232.03	1233.79	1239.92	1232.03	1232.33
(Ordinary Shares of ₹ 1/- each)	1		.=				
RESERVES EXCLUDING REVALUATION RESERVES	13						60167.24
EARNINGS PER SHARE (of ₹ 1/- each) (not annualised):	14						
(a) Basic (₹)		3.61	3.00	3.38	6.99	5.45	12.22
(b) Diluted (₹)		3.60	3.00	3.38	6.98	5.45	12.22

Notes:

- 1 The Unaudited Standalone Financial Results, Segment Results, Balance Sheet and Cash Flow Statement were reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on 20th October, 2022.
- 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 6,12,37,010 Ordinary Shares of ₹ 1/- each were issued and allotted under the Company's Employee Stock Option Schemes during the quarter ended 30th September, 2022. Consequently, the issued and paid-up Share Capital of the Company as on 30th September, 2022 stands increased to ₹ 1239,91,78,701/-
- The Company on 18th October, 2022 entered into a Share Subscription Agreement with Mother Sparsh Baby Care Private Limited ('Mother Sparsh') for acquisition of additional shares which will take the Company's shareholding in Mother Sparsh to 22% on a fully diluted basis.
- 5 This statement is as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Limited Review

The Limited Review, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, has been completed and the related Report does not have any impact on the above 'Results and Notes' for the Quarter and Six Months ended 30th September, 2022 which needs to be explained.

ITC Limited

(₹ in Crores)

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		Total Equity and Liabilities	78859.36	75092.50

ITC Limited

Standalone Cash Flow Statement for the half year ended 30th September, 2022

		For the half year ended			(₹ in Crores) For the half year ended	
		30th Sept	ember, 2022	30th September, 2021		
۹.	Cash Flow from Operating Activities				100000	
	PROFIT BEFORE TAX	1 1	11478.09		8895.4	
	ADJUSTMENTS FOR:	22222				
	Depreciation and amortization expense	833.55		796.94		
	Share based payments to employees	18.74		11.85		
	Finance costs	19.80		20.77		
	Interest Income	(611.14)		(470.45)		
	Dividend Income	(69.85)	4	(232.98)		
	Net gain on sale of property, plant and equipment, lease termination	(1.42)	.11	(0.73)		
	Doubtful and bad debts	(2.11)	7	2,71		
	Doubtful and bad advances, loans and deposits	0.23		1.05		
	Impairment of investment in joint venture	8.50		-		
	Net gain arising on financial instruments mandatorily measured at fair value	(400.07)		(005.04)		
	through profit or loss	(160.27)	The state of the s	(305.21)		
	Foreign currency translations and transactions - Net	9.35	45.38	9.63	(166.4)	
	OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES	0.00	11523.47	0.00	8729.0	
	ADJUSTMENTS FOR:	1	11020.47	- 1	0720.0	
		(1070.72)		(200 64)		
	Trade receivables, advances and other assets			(380.61)		
	Inventories	(1817.04)	10704 501	(726.62)	44540.0	
	Trade payables, other liabilities and provisions	126.18	(2761.58)	(406.65)	(1513.8	
	CASH GENERATED FROM OPERATIONS		8761.89		7215.1	
	Income tax paid		(2106.10)	<u></u>	(1799.00	
	NET CASH FROM OPERATING ACTIVITIES	1 1	6655.79		5416.1	
	Onch Flour from Association AutoMan					
	Cash Flow from Investing Activities	/	1			
	Purchase of property, plant and equipment, intangibles, ROU asset etc.	(878.11)		(803.49)		
	Sale of property, plant and equipment	24.32	- 1	13.39		
	Purchase of current investments	(31740.95)	1	(25881.21)		
	Sale/redemption of current investments	31283.63	1	26647.47		
	Investment in subsidiaries	(710.82)	- 1	(201.97)		
	Purchase of non-current investments	(774.54)	- 1	(869.42)		
	Redemption of non-current investments	2005.04		1733.64		
	Redemption of investment in subsidiary	18.00		-		
	Dividend Income	5.98		175.05		
	Interest received	518.67	1	465.15		
	Investment in bank deposits (original maturity more than 3 months)	(3507.73)		(1045.73)		
	Redemption / maturity of bank deposits (original maturity more than 3 months)	3476.33		2588.14		
	Investment in deposit with housing finance company	(2000.00)		(2011.37)		
		A				
	Redemption / maturity of deposit with housing finance company	1500.00	- 1	578.82		
	Loans given	(1.07)		(7.94)		
	Loans realised	4.22		2.55		
	NET CASH (USED IN) / FROM INVESTING ACTIVITIES		(777.03)		1383.0	
	Cook Flow from Finnesing Activities					
	Cash Flow from Financing Activities	1700 40	1	200 70		
	Proceeds from issue of share capital	1763.18		229.70		
	Payment of lease liabilities	(25.38)	- 1	(26.83)		
	Interest paid	(20.60)		(21.66)		
	Net increase in statutory restricted accounts balances	0.80		0.84		
	Dividend paid	(7702.03)		(7077.59)	-	
	NET CASH USED IN FINANCING ACTIVITIES		(5984.03)		(6895.54	
	NET DECREASE IN CASH AND CASH EQUIVALENTS		(105.27)	1	(96.3	
	OPENING CASH AND CASH EQUIVALENTS	1 1	184.98		231.2	
	CLOSING CASH AND CASH EQUIVALENTS		79.71		134.9	
otes	s:					
	CASH AND CASH EQUIVALENTS :					
	Cash and cash equivalents as above		79.71		134.90	
	Unrealised gain on foreign currency cash and cash equivalents		0.01	9	0.0	
	Cash and cash equivalents		79.72		134.9	

ITC LIMITED

Unaudited Segment-wise Revenue, Results, Assets and Liabilities for the Quarter and six months ended 30th September, 2022

(₹ in Crores) STANDALONE Corresponding Preceding Twelve **Particulars** 3 Months 3 Months 3 Months 6 Months 6 Months Months ended ended ended ended ended ended 30.09.2021 30.09.2022 30.06.2022 30.09.2022 30.09.2021 31.03.2022 (Unaudited) (Unaudited) (Unaudited) (Unaudited) (Unaudited) (Audited) 1. Segment Revenue FMCG - Cigarettes 6953.80 5641.72 6608.98 13562 78 10763.91 23451.39 4884.76 4036.41 4451.39 9336.15 - Others 7761.96 15994.49 11838.56 9678.13 11060.37 22898.93 18525.87 **Total FMCG** 39445.88 535.96 294.73 554.97 1090.93 b) 421.97 1285.00 3997.00 2776.09 7472 97 11469.97 6867.36 **Aari Business** 16196.07 c) d) Paperboards, Paper & Packaging 2287.58 1829.72 2267.22 4554.80 3412.37 7641.62 Total 18659.10 14578.67 21355.53 40014.63 29227.57 64568.57 1687.92 1222.52 3191.97 4879.89 2986.97 5467.48 Less: Inter-segment revenue Gross Revenue from sale of products and services 16971.18 13356.15 18163.56 35134.74 26240.60 59101.09 2. **Seament Results** FMCG - Cigarettes 4429.31 3583.15 4188.94 8618.25 6804.09 14869.07 a) - Others [Note (i)] 320.57 271.92 203.89 524.46 445.36 923.22 4749.88 3855.07 4392.83 9142.71 **Total FMCG** 7249.45 15792.29 83.99 (47.98)112.16 196.15 (199.43)(183.09)b) Hotels 345.17 296.14 284.02 629.19 491.88 Agri Business 1031.15 c) Paperboards, Paper & Packaging 629.78 d) 409.04 612.98 1242.76 801.87 1700.00 5808.82 **Total** 4512.27 5401.99 11210.81 8343.77 18340.35 Less: i) **Finance Costs** 10.67 10.45 9.13 19.80 20.77 41.95 ii) Other un-allocable (income) net of (140.39)(378.30)(146.69)(287.08)(572.47)(1531.13)un-allocable expenditure [Note (ii)] **Exceptional Items Profit Before Tax** 5938.54 4880.12 5539.55 11478.09 8895.47 19829.53 3. **Segment Assets** 7128.24 6848.20 7158.35 FMCG - Cigarettes 7128.24 6848.20 6654.58 a) 12903.96 12903.96 - Others 11749.24 13123.91 11749.24 11444.16 20032.20 18597.44 20282.26 20032.20 **Total FMCG** 18597.44 18098.74 6627.10 6533.20 6640.19 6627.10 6533.20 6538.40 Hotels b) Agri Business 5169.05 4882.54 7386.29 5169.05 4882.54 4699.08 c) d) Paperboards, Paper & Packaging 8810.89 7902.93 8560.22 8810.89 7902.93 8486.49 40639.24 37916.11 42868.96 40639.24 37916.11 37822.71 **Unallocated Corporate Assets** 38220.12 33722.74 37648.08 38220.12 33722.74 37269.79 **Total Assets** 78859.36 71638.85 80517.04 78859.36 71638.85 75092.50 4. **Segment Liabilities** 4436.14 5279.69 FMCG - Cigarettes 5121.60 5121.60 4436.14 4684.28 a) Others 2261.57 2236.39 2371.29 2261.57 2236.39 2273.87 **Total FMCG** 7383.17 6672.53 7650.98 7383.17 6672.53 6958.15 901.40 752.21 904.14 901.40 752.21 835.94 b) Hotels c) Agri Business 1167.21 934.80 1406.69 1167.21 934.80 1746.29 Paperboards, Paper & Packaging 1390.88 1142.97 1343.40 1390.88 1142.97 1326.06 d) 10842.66 9502.51 11305.21 10842.66 9502.51 10866.44 **Unallocated Corporate Liabilities** 3704.20 2949.75 3617.59 3704.20 2949.75 2826.49 **Total Liabilities** 14546.86 12452.26 14922.80 14546.86 12452.26 13692.93

Note (i): In respect of FMCG-Others segment, earnings before interest, taxes, depreciation and amortization (EBITDA) for the quarter and six months ended 30.09.2022 is ₹ 463.20 Crores and ₹ 809.90 Crores respectively (quarter ended 30.09.2021 - ₹ 402.67 Crores; quarter ended 30.06.2022 - ₹ 346.70 Crores; six months ended 30.09.2021 - ₹ 701.40 Crores and twelve months ended 31.03.2022 - ₹ 1448.97 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:

The Company's corporate strategy aims at creating multiple drivers of growth anchored on its core competencies. The Company is currently (1) 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.

Hotels

Hoteliering.

Paperboards, Paper & Packaging

Paperboards, Paper including Specialty Paper & Packaging including Flexibles.

Agri Business

Agri commodities such as wheat, rice, spices, coffee, soya and leaf tobacco.

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.

Registered Office:

Virginia House, 37 J.L. Nehru Road.

Kolkata 700 071, India

Dated: 20th October, 2022 Place: Kolkata, India

For and on behalf of the Board

Chairman & Managing Director

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