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.
Daily Covid cases rose sharply in Aug & Sep'20; sharp fall in Oct'20

States: Active Cases as on 2 Nov’20

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

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

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

Industries: Sequential improvement but well below pre-Covid levels

Core Sector, Services remain under pressure

Manufacturing and Services PMI expand in Oct’20

India Services PMI

Nomura India Normalization Index - Services

Domestic Air Passenger Traffic (YoY%)

Railway Passenger Bookings (Mln)
Nomura estimates Aggregate Demand at 77% and Aggregate Supply at 92% of pre-COVID levels.

\[
\begin{align*}
\text{Aggregate Demand} & \quad \text{Aggregate Supply} \\
\begin{align*}
\text{Jan-20} & : 79.6 & \quad & 93.4 \\
\text{Feb-20} & : 84.5 & \quad & 99.6 \\
\text{Mar-20} & : 50.6 & \quad & 81.1 \\
\text{Apr-20} & : 20.0 & \quad & 86.8 \\
\text{May-20} & : 43.1 & \quad & 85.6 \\
\text{Jun-20} & : 56.6 & \quad & 67.8 \\
\text{Jul-20} & : 70.5 & \quad & 71.8 \\
\text{Aug-20} & : 76.8 & \quad & 47.3 \\
\text{Sep-20} & : & \quad & 91.7 \\
\end{align*}
\end{align*}
\]

Source: Nomura India Normalisation Index

Agri Sector remained resilient...but constitutes only ~15% of GDP

Good monsoon & Govt. interventions boost Rural economy

Monsoon Map (Surplus / Deficit % of LPA)

Kharif Sowing up 6%

<table>
<thead>
<tr>
<th>Crop</th>
<th>2020-21</th>
<th>SPLY</th>
<th>Y-o-Y Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rice</td>
<td>402.3</td>
<td>373.9</td>
<td>7.6%</td>
</tr>
<tr>
<td>Pulses</td>
<td>137.9</td>
<td>131.8</td>
<td>4.6%</td>
</tr>
<tr>
<td>Coarse Cereals</td>
<td>179.7</td>
<td>177.4</td>
<td>1.3%</td>
</tr>
<tr>
<td>Oilseeds</td>
<td>196.0</td>
<td>176.9</td>
<td>10.8%</td>
</tr>
<tr>
<td>Sugarcane</td>
<td>52.5</td>
<td>51.8</td>
<td>1.4%</td>
</tr>
<tr>
<td>Cotton</td>
<td>129.3</td>
<td>126.6</td>
<td>2.1%</td>
</tr>
<tr>
<td>Jute &amp; Mesta</td>
<td>7.0</td>
<td>6.9</td>
<td>1.6%</td>
</tr>
<tr>
<td>Total</td>
<td>1104.5</td>
<td>1045.2</td>
<td>5.7%</td>
</tr>
</tbody>
</table>

\[+9\%\hspace{1cm}\text{surplus for season of 2020}\]

Paddy Procurement (Kharif Marketing Season YTD 30th Oct)

<table>
<thead>
<tr>
<th></th>
<th>KMS 2019-20</th>
<th>KMS 2020-21</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>KMS 2019-20</td>
<td>159.8</td>
<td>197.2</td>
<td>23.4%</td>
</tr>
<tr>
<td>KMS 2020-21</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Tractor Sales (YoY%)

<table>
<thead>
<tr>
<th></th>
<th>2019-20</th>
<th>2020-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td>4.8</td>
<td>4.0</td>
</tr>
<tr>
<td>April</td>
<td>21.3</td>
<td>22.4</td>
</tr>
<tr>
<td>May</td>
<td>40.0</td>
<td>38.5</td>
</tr>
<tr>
<td>June</td>
<td>74.7</td>
<td>28.3</td>
</tr>
<tr>
<td>July</td>
<td></td>
<td></td>
</tr>
<tr>
<td>August</td>
<td>-49.9</td>
<td>-79.4</td>
</tr>
</tbody>
</table>
### Downward revisions to FY21 GDP estimates

#### FY21 GDP Forecast

<table>
<thead>
<tr>
<th></th>
<th>Citi</th>
<th>SBI Research</th>
<th>Bank of America</th>
<th>ICRA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar’20</td>
<td>-3.5</td>
<td>-6.0</td>
<td>-10.9</td>
<td>-9.5</td>
</tr>
<tr>
<td>Jul’20</td>
<td>-6.0</td>
<td>-5.0</td>
<td>-11.0</td>
<td>-11.0</td>
</tr>
<tr>
<td>post Aug’20</td>
<td>-8.0</td>
<td>-6.8</td>
<td>-7.5</td>
<td>-9.5</td>
</tr>
</tbody>
</table>

FY21 GDP de-growth estimated at ~10%

### ITC’s Strategic Responses - Covid 19

**Business Continuity & Rapid Bounce-Back**
- Rapid capacity ramp up (Sanitizers 100x, Handwash 4.4x, Savlon Soaps 4.6x)
- Augmented direct distribution
- Enhanced focus on Rural / Stockist channel
- High focus on fulfilling demand in Top outlets, Modern Trade & ECom
- Presence scaled up in Chemist outlets

**Agility & Innovation in Execution**
- Rapid scale up of Direct-to-Customer/Market shipments from factories
- Online-ordering system for retailers
- Telecalling & WhatsApp based order taking from retailers
- Availability scaled up in grocery channel; stockist network augmented

**Alternative Channels of Distribution**
- ITC Store on Wheels; Serviced 800+ residential societies in top markets
- Partnerships with Domino’s, Dunzo, Swiggy & Zomato
- ITC e-store leveraged for direct to consumer

**Managing Uncertainty & Risk**
- Shortened demand planning cycles
- Data Analytics
- Focus on fewer SKUs & Higher Value packs
- Flexi Manufacturing plans / small run sizes
- Sharp focus on cost management and cash conservation

**Safety & Hygiene protocols** across all nodes of operations
- **Work from Home** enabled across the Company
- Senior Management engagement with employees on regular basis
- **E-Learning** for upskilling & knowledge enhancement
Contributing to the Fight Against Covid

Contribution to Covid Relief

Narendra Modi (@narendramodi): 51m
Thank you ITC for the unwavering commitment to win this battle against COVID-19. Grateful for the contribution to PM CARES, WindiaFightsCorona.

ITC Limited (@ITCCorpCom): 23h
Today the Nation faces an unprecedented challenge to FightCOVID19. At ITC, we humbly pledge our contribution of Rs. 150 crores to PMCareFunds. Together with other initiatives we will continue to do our...

215 Cr. Contingency fund set up; over 80% deployed


Food Products to the needy

Saluting Frontline Warriors

ITC salutes its ‘frontline warriors’ in the fight against Coronavirus

Q2 FY21 Results
Headline Financials & Business Highlights
Key Highlights: Q2 FY21

- Strong Sequential recovery across segments; localised lockdowns weighed on recovery momentum
  - Gross Revenue & PBT up 26% & 37% sequentially
  - Gross Revenue up 1.2% & PBT down 11% y-o-y

- FMCG-Others Segment delivers strong growth
  - *Highest ever quarterly sales* for all FMCG businesses except ESPB
  - *Comparable Revenue up 18.4%*
    - Staples, Noodles posted robust growth; Snacks staged a smart recovery
    - Savlon on course to achieve *Rs. 1000 crores* consumer spend in FY21
  - Over 70 innovative products launched in H1 – hygiene, health & wellness, naturals, convenience
  - Segment EBITDA up 66% to Rs. 366 crores; EBITDA Margins up **300 bps** to 9.7%

*Excluding Lifestyle Retailing Business (LRBD) (restructuring underway) & Education and Stationery Products Business (ESPB) (impact of closure of educational institutions).
Essential products & ‘at-home’ consumption witnessed moderation; remain at elevated levels

Strong traction continued for Hygiene products

Discretionary and Out-of-Home consumption categories witness recovery
  - Snacks regain traction with increased mobility
  - Sequential improvement in Deos, Confectionery & Juices; still significantly below pre-Covid levels

Clear preference for ‘contactless shopping’ and home delivery
  - Huge spurt in Online shopping; robust growth in e-Commerce channel (ITC Sales more than doubled)
  - Increasing digital adoption by Traditional Trade
  - Modern Trade footfalls lower as consumers prefer neighbourhood/e-Com stores
**FMCG industry trends**

**Rural > Urban**  
**Traditional Trade > Modern Trade**

<table>
<thead>
<tr>
<th>Base Period=100 Dec + Jan + Feb 20</th>
<th>Lockdown 3 &amp; 4 May 20</th>
<th>Unlock 1.0 Jun 20</th>
<th>Unlock 2.0 Jul 20</th>
<th>Unlock 3.0 Aug 20</th>
<th>Unlock 4.0 Sep 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall FMCG Value Index</td>
<td>100</td>
<td>75</td>
<td>98</td>
<td>106</td>
<td>94</td>
</tr>
<tr>
<td>Market Index</td>
<td>100</td>
<td>84</td>
<td>108</td>
<td>117</td>
<td>104</td>
</tr>
<tr>
<td>Channel Index</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Traditional Trade</td>
<td>100</td>
<td>74</td>
<td>100</td>
<td>109</td>
<td>95</td>
</tr>
<tr>
<td>Modern Trade</td>
<td>100</td>
<td>78</td>
<td>78</td>
<td>81</td>
<td>81</td>
</tr>
</tbody>
</table>

Source: Nielsen

**FMCG Others**

**Strong growth in Segment Revenue**

- **Segment Revenue up 18.4%** on comparable basis
  - Atta, Noodles, Personal Wash & Hygiene/Sanitizing products, Floor Cleaner, Matches & Agarbatti posted strong growth
  - Relatively subdued performance in Confectionery, Soaps, Bodywash and Deos

**Staples, Convenience Foods, Health & Hygiene Products**

- **+25%**
  - Q1: +34%

**Discretionary / OOH**

- **-2%**
  - Q1: -25%

*Ex ESPB & LBBD  
*^% Portfolio salience
FMCG-Others

Segment EBITDA margin up 300 bps

Sustained improvement in Profitability

<table>
<thead>
<tr>
<th>Year</th>
<th>Segment EBITDA (Rs. cr.)</th>
<th>Segment Margin%</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>65</td>
<td>2.4%</td>
</tr>
<tr>
<td>FY18</td>
<td>90</td>
<td>3.2%</td>
</tr>
<tr>
<td>FY19</td>
<td>159</td>
<td>5.0%</td>
</tr>
<tr>
<td>FY20</td>
<td>221</td>
<td>6.7%</td>
</tr>
<tr>
<td>FY21</td>
<td>366</td>
<td>9.7%</td>
</tr>
</tbody>
</table>

Segment EBITDA up 66%; Margins up 300 bps

70+ New launches in H1 (1)

Insight + Innovation >> Impact

- **Sunfeast Farmlite**
  Digestive Range

- **Bingo**
  Trail Mix, Coated Cashews & Cocktail Mix

- **Bingo Tedhe Medhe**
  Namkeen Range

- **Aashirvaad**
  Ready to Cook Chapati

- **Aashirvaad**
  Crystal & Proactive Salt

- **B Natural**
  Immunity Juices

- **Aashirvaad Svasti**
  Select Milk & Lassi
70+ New launches in H1 (2)  Insight + Innovation >> Impact

ITC Master Chef
Cooking Pastes

Aashirvaad
Organic Atta & Dals

Mangaldeep
God Series Agarbatti, Treya Cones & Marigold Dhoop

Aashirvaad
On-the-Go Range

Farmland
Frozen Vegetables

Sunfeast Caker

70+ New launches in H1 (3)  Insight + Innovation >> Impact

Personal Protection

Surface Protection

Naturals

On the go

Savlon Sanitizers

Savlon Disinfectant Sprays

Nimwash
Vegetable & Fruit Wash

Savlon Germ Protection Wet Wipes

Savlon Hexa Advanced Body wash and Soap

Multipurpose Disinfectants

Vivel Neem Oil & Aloe vera Body wash

Savlon Masks
Cutting Edge Digital Campaigns → Deepening Consumer Engagement

Purpose led brand campaigns

- Global Handwashing Day # No Hand Unwashed
- Savlon Mask Hai Mazak Nahi
- #AbSamjhautaNahin
- Gender Inequality

Festival Activations

Leveraging IPL

Building Brand Advocacy

- Nim Wash – Michelin chef
- Engaging Influencers
- Nimyle Cleaning Champion
- #EngagePhirse
- Sunfeast India ‘Run as One’
**FMCG Cigarettes**

### Segment Revenue

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Classic</td>
<td>5121 cr.</td>
<td>3.9%</td>
</tr>
<tr>
<td>FMCG</td>
<td>3245 cr.</td>
<td>15.6%</td>
</tr>
</tbody>
</table>

- **Net Revenue up 33% vs. Q1; y-o-y decline of 14.4%**
  - Localised lockdowns in July & Aug’20 impacted recovery momentum
  - South, Metros and large town markets relatively more impacted
  - Temporary disruption in certain wholesale markets impacted sales
  - Easing of restrictions in Sept’20 enhanced ability to service markets effectively & address emerging demand

- **13% Tax hike w.e.f 1st Feb’20 added to pressure on Legal Industry**
  - Enhanced service frequency for identified wholesalers
  - Strengthened direct reach in target markets across all traditional channels
  - Augmented stockist network in rural/semi-urban markets

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**FMCG Cigarettes**

### Key Portfolio Interventions

#### Innovation @ Premium End

- **Classic Connect** – a 97 mm offering with capsule in KSFT Segment
- **American Club Clove Mint** – Kretek offering with capsule in KSFT Segment
- **Gold Flake Indie Mint** – Capsule with tubular filter in RSFT segment
- **Capstan Fresh** – Capsule offering in RSFT Segment

#### Focused Market offers

- **Gold Flake Regal Special** (RSFT Segment) and **Gold Flake Super Star** (Super Mint) (DSFT Segment) for North markets
- Variants of **Royal** (DSFT Segment) in East Markets
- **Player’s Gold Leaf Rush** (RSFT Segment) for South markets

#### Portfolio Laddering

Gold Flake Luxury Filter (Longs Segment), Navy Cut Deluxe Filter (RSFT Segment) and **Gold Flake Star** (DSFT Segment).
Economic distress due to Covid-19 causes rise in smuggling in NE: FICCI

IANS | Guwahati/Kohima | September 7, 2020

Smuggling operations. The FICCI report said, “The Assam Rifles during its recent successful interception, seized illicit cigarettes, smuggled from neighbouring country worth Rs 14 crore. Enforcement agencies impounded illicit cartons of cigarettes in 26 operations along the Indo-Myanmar border during months of July and August alone.”

Assam Rifles seizes foreign cigarettes in Mizoram

by NE NOW NEWS September 7, 2020

Assam Rifles seized 100 cartons of smuggled foreign cigarettes, valued at Rs 1.30 crore, in Mizoram’s border Champhai district, officials said on Monday.

Dimapur Police seizes contraband cigarettes worth over Rs 60 lakh

MORNING EXPRESS | September 7, 2020

Dimapur Police seizes contraband cigarettes worth over Rs 60 lakh

Updated: 24 Jul 2020 | Edited By: J. Jagannath

Fake tobacco manufacturing units busted in Bhubaneswar

September 30, 2020

Hotels Business

Q2 FY21
Severe impact on Business a/c restrictions on Travel & Tourism
- Segment Revenue at 82 cr. down 81% Vs. LY
- Leisure locations witness strong demand pick up
- New F&B initiatives receive excellent response
- Customised packages for short getaways/workations/staycations

Extreme cost focus – Controllable cash fixed costs down ~50%
- Segment EBITDA at (117) cr. Vs. (175) cr. in Q1

“WeAssure” programme, designed to reassure guests of best-in-class hygiene and safety standards rolled out to all operating hotels.

https://www.itchotels.in/content/dam/projects/hotelswebsite/itc-hotels/WeAssure/WeAssure-itc-hotels.pdf
Hotels

Excellent response to new F&B initiatives
Digital interventions ensure continued Guest Connect

Launch of Takeaway/Delivery menu

Food for thought series

Well Being Master Series

Agri Business
Q2 FY21
Agri Business

Segment Revenue
2985 cr. ▲ 12.8%

Segment Results
256 cr. ▲ 2.7%

Margins lower by 84 bps (change in business mix)

**Revenue growth** driven by trading opportunities in Rice, Mustard, Coffee & Wheat for Aashirvaad Atta

**Value Added business up 25% (Ex. Aqua)**
- *Strong performance in Frozen Snacks;* 30 variants available in 128 towns
- *5 variants of Farmland Frozen Vegetables introduced*
- *Aqua exports impacted mainly by supply chain disruptions a/c Covid*

**Leaf exports flattish;** lower volumes offset by richer customer mix
- *Close coordination with key export customers to ensure Business continuity*

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Paperboards, Paper & Packaging
Q2 FY21
**Paperboards, Paper & Packaging**

Continued robust performance in Exports
Sharp sequential recovery in Domestic market

**Segment Revenue**
1,459 cr. ▼ 6.8%

**Segment Results**
330 cr. ▼ 7.2%

- Robust growth in Exports partly offset by subdued demand in Domestic market
- Strong recovery in Liquor, Tobacco, Cup-Stock, Décor & Personal Care segments
- Publications, Wedding Cards, Paper segments remain impacted
- Sustained demand for Flexibles packaging; Strong recovery in Cartons segment
- Margins flattish despite pricing pressure & negative operating leverage – structural interventions, in-house pulp production, operational efficiencies
- Value Added Paperboard market share up 500 bps

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**Innovation**

**Developing Sustainable Paperboard & Packaging solutions**

**Bio-degradable boards**

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

- Completely Biodegradable under composting conditions
- Barrier against liquids/grease etc. at par with traditional plastic coated boards

**Recyclable boards**

- Filo Serve: Food serving applications
- Filo Pack: Food delivery application

- Completely recyclable in existing standard recycling conditions
- Excellent oil and grease resistant properties

**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

Leveraging ITC LSTC capability for cutting-edge innovation
Key Financials: Q2 FY21

- **Strong Sequential recovery** across segments
- **Comparable PAT** excl. one-time benefit in LY declined 12%

<table>
<thead>
<tr>
<th>Q1 CY</th>
<th>GOLY%</th>
<th>Q2 CY</th>
<th>Q2 LY</th>
<th>GOLY%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Revenue</td>
<td>9,436</td>
<td>-16.9%</td>
<td>11,892</td>
<td>11,750</td>
</tr>
<tr>
<td>Net Revenue</td>
<td>8,875</td>
<td>-20.5%</td>
<td>11,150</td>
<td>11,542</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2,647</td>
<td>-42.0%</td>
<td>4,061</td>
<td>4,562</td>
</tr>
<tr>
<td>PBT</td>
<td>3,128</td>
<td>-35.0%</td>
<td>4,274</td>
<td>4,808</td>
</tr>
<tr>
<td>PAT</td>
<td>2,343</td>
<td>-26.2%</td>
<td>3,232</td>
<td>4,023</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>(Rs. cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segment Revenue Q2 FY21</td>
</tr>
</tbody>
</table>

- **FMCG Others**: Revenue up 18.4%^  
  - Continued strong growth in Staples, Convenience Foods and Hygiene Portfolio  
  - Sharp recovery in Discretionary/OOH portfolio

- **Paperboards, Paper & Packaging**:  
  - Strong recovery in Liquor, Tobacco, Cup-stock & Personal Care  
  - Continued strong growth in Exports  
  - Publication, Paper and Wedding Cards segments remain impacted

[^Ex ESPB & LRBD]
### Segment Results

**Q2 FY21**

<table>
<thead>
<tr>
<th>Segment</th>
<th>2020-21</th>
<th>2019-20</th>
<th>GOLY%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FMCG</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Cigarettes</td>
<td>3245</td>
<td>3844</td>
<td>(15.6)</td>
</tr>
<tr>
<td>- Others</td>
<td>253</td>
<td>90</td>
<td>179.3</td>
</tr>
<tr>
<td><strong>Total FMCG</strong></td>
<td>3497</td>
<td>3935</td>
<td>(11.1)</td>
</tr>
<tr>
<td><strong>Hotels</strong></td>
<td>(243)</td>
<td>17</td>
<td>NA</td>
</tr>
<tr>
<td><strong>Agri Business</strong></td>
<td>256</td>
<td>249</td>
<td>2.7</td>
</tr>
<tr>
<td><strong>Paperboards, Paper &amp; Packaging</strong></td>
<td>330</td>
<td>356</td>
<td>(7.2)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>3899</td>
<td>4558</td>
<td>(14.5)</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>4274</td>
<td>4808</td>
<td>(11.1)</td>
</tr>
</tbody>
</table>

- **FMCG Others**: Segment EBITDA up 66% to 366 cr. (+300 bps)
  - Enhanced scale and operating efficiencies despite gestation & start-up cost of new categories/facilities
- **Paperboards, Paper & Packaging**:
  - Margins flattish despite volume/pricing pressure – structural interventions in in-house pulp production & operating efficiencies

### Segment Revenue

<table>
<thead>
<tr>
<th>Segment</th>
<th>Vs. SPLY</th>
<th>Vs. Q1 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cigarettes</td>
<td>33%</td>
<td>18%*</td>
</tr>
<tr>
<td>FMCG Others</td>
<td>-14%^</td>
<td>15%*</td>
</tr>
<tr>
<td>Hotels</td>
<td>-81%</td>
<td>2.5x</td>
</tr>
<tr>
<td>Agri</td>
<td>13%</td>
<td>-20%#</td>
</tr>
<tr>
<td>Paper</td>
<td>-7%</td>
<td>42%</td>
</tr>
</tbody>
</table>

*Net Revenue Growth
^Excluding LRBD and ESPB
#Seasonality in Agri Business
## Segment Results

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2 FY20/Q2 FY21</th>
<th>Q1 FY21/Q2 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Growth Vs. SPLY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cigarettes</td>
<td>-16%</td>
<td>17/–185</td>
</tr>
<tr>
<td>FMCG Others</td>
<td>1.8x</td>
<td>3%</td>
</tr>
<tr>
<td>Hotels</td>
<td></td>
<td>-7%</td>
</tr>
<tr>
<td>Hotels</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agri</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Paper</td>
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</tbody>
</table>

Growth Vs. Q1 FY21

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q2 FY20/Q2 FY21</th>
<th>Q1 FY21/Q2 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cigarettes</td>
<td>38%</td>
<td>–243/–185</td>
</tr>
<tr>
<td>FMCG Others</td>
<td>100%+</td>
<td>43%</td>
</tr>
<tr>
<td>Hotels</td>
<td></td>
<td>1.1x</td>
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<tr>
<td>Hotels</td>
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<td>Agri</td>
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<td>Paper</td>
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</table>

# Represents absolute profit / loss (Rs. Cr.) in the corresponding periods

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## ITC – A Global Exemplar in Sustainability

**Impactful Social Performance**

- **Sustainable livelihoods supported by 21.1%: Over 6 million farmers**
- **The only Company in the world to be**
- **Carbon Positive**: 15 years
- **Water Positive**: 18 years
- **Solid Waste Recycling**: Positive 15 years
- **Renewable energy**: Over 41% of total energy consumption

- **Water-Efficient**: Over 82.7 million acres covered
- **Afforestation**: Over 1.156 million acres covered
- **Solid Waste Management**: Well-being programme of waste (WOW) covers over 1 crore citizens
- **Livestock Development**: Over 1,500,000 milk animals covered

- **Women Empowerment**: Over 76,000 poor women benefitted
- **Skilling and Vocational Training**: Over 85,000 youth
- **Health & Sanitation**: Over 37,700 toilets built

- **Pioneer of green building movement in India**: Established 39 green buildings
- **World’s greenest hotel chain**: ITC Hotels
- **World’s highest rated green building**: ITC Green Centre, Gurugram
- **World’s largest LEED® Platinum certified green hotel**: ITC Grand Chola, Chennai
- **World’s first LEED® Platinum certified data center**: ITC Sankhya, Bengaluru

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Top ESG ratings by Sustainalytics & MSCI

ITC has been Ranked No.1 globally amongst peers\(^\) and No.3 overall on ESG performance in the Food Products industry by Sustainalytics - a global ESG* rating company.

*ESG stands for Environmental, Social and Governance.
\(^\) (comprising companies with market capitalisation between USD 38 Bin. and USD 51 Bin.)

ITC Rated AA by MSCI-ESG
Highest amongst Global Tobacco cos. & ahead of FMCG peers

ITC: Creating Enduring Value

A passion for profitable growth....

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

.... and inclusive
<table>
<thead>
<tr>
<th>Product/initiative</th>
<th>Link</th>
</tr>
</thead>
<tbody>
<tr>
<td>‘Yippee!’ Noodles</td>
<td><a href="https://youtu.be/0zk6Hke_uVY">https://youtu.be/0zk6Hke_uVY</a></td>
</tr>
<tr>
<td>Disinfectant Spray</td>
<td><a href="https://www.youtube.com/watch?v=6Wpa2nLiYdk">https://www.youtube.com/watch?v=6Wpa2nLiYdk</a></td>
</tr>
<tr>
<td>Mangaldeep Temple Fragrance of God range</td>
<td><a href="https://youtu.be/3E7Ccv13WXY">https://youtu.be/3E7Ccv13WXY</a></td>
</tr>
<tr>
<td>Candyman Fantastik</td>
<td><a href="https://www.youtube.com/watch?v=I%E2%80%90jYyg7hgI&amp;feature=emb_rel_end">https://www.youtube.com/watch?v=I‐jYyg7hgI&amp;feature=emb_rel_end</a></td>
</tr>
<tr>
<td>Bingo! Snacks</td>
<td><a href="https://youtu.be/g8uuZv4UOVk">https://youtu.be/g8uuZv4UOVk</a></td>
</tr>
<tr>
<td>Sunfeast India Run as One initiative</td>
<td><a href="https://sunfeastindiarunasone.procam.in/">https://sunfeastindiarunasone.procam.in/</a></td>
</tr>
<tr>
<td>#NoHandUnwashed movement</td>
<td><a href="https://youtu.be/Rl5Nb3wcgVU">https://youtu.be/Rl5Nb3wcgVU</a></td>
</tr>
<tr>
<td>#VoiceofArt initiative</td>
<td><a href="https://www.youtube.com/watch?v=jdkNbUjwi5o">https://www.youtube.com/watch?v=jdkNbUjwi5o</a></td>
</tr>
<tr>
<td>“WeAssure” programme</td>
<td><a href="https://www.itchotels.in/content/dam/projects/hotelswebsite/itc-hotels/WeAssure/WeAssure-itc-hotels.pdf">https://www.itchotels.in/content/dam/projects/hotelswebsite/itc-hotels/WeAssure/WeAssure-itc-hotels.pdf</a></td>
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Thank You