



# ITC: An Exemplar in Triple Bottom Line Performance



Gross Sales Value\*  
**₹67082 cr**  
for the year ended  
31st March, 2018



ITC's contribution to  
the Central and State  
Governments represents about  
**80%**  
of Value-Added  
during the year



Total Shareholder Returns  
CAGR since 1996  
**22.4%**  
(as in March, 2018)



ITC's FMCG  
products reach  
**every 2<sup>nd</sup>**  
household in India

\* For details, please refer to the section 'Report of the Board of Directors & Management Discussion and Analysis'

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

The only Company in the world to be:

Carbon Positive **13 years**

Water Positive **16 years**

Solid Waste Recycling Positive **11 years**

Renewable energy: Over **43%** of total energy consumption

e-Choupal: **4 million** farmers empowered

Afforestation: Over **6,80,000** acres greened

Watershed Development: Nearly **8,75,000** acres covered

Livestock Development: Providing animal husbandry services in **7 states and 25 districts**

Solid Waste Management: Well-being Out of Waste (WoW) programme covers **77 lakh** citizens

Women Empowerment: Over **61,000** rural women benefitted

Skilling and Vocational Training: Covering over **55,000** youth

Primary Education: Reaching over **5,60,000** children

Health & Sanitation: Over **31,000** toilets built

Pioneer of green building movement in India: Established over **23** green buildings