



Enduring Value
ITC Limited

Statement of Unaudited Standalone Financial Results for the Quarter and Six Months ended 30th September, 2023

(₹ in Crores)

Particulars		3 Months	Corresponding	Preceding	6 Months	6 Months	Twelve
		ended 30.09.2023	3 Months ended 30.09.2022	3 Months ended 30.06.2023	ended 30.09.2023	ended 30.09.2022	Months ended 31.03.2023
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Gross Revenue from sale of products and services	(i)	17548.75	16971.18	16842.93	34391.68	35134.74	69480.89
Other operating revenue	(ii)	156.33	188.38	152.56	308.89	344.98	770.39
REVENUE FROM OPERATIONS[(i)+(ii)]	1	17705.08	17159.56	16995.49	34700.57	35479.72	70251.28
OTHER INCOME	2	895.61	506.90	708.74	1804.35	819.59	2437.61
TOTAL INCOME (1+2)	3	18600.69	17666.46	17704.23	36304.92	36299.31	72688.89
EXPENSES							
a) Cost of materials consumed		5371.34	5076.57	4928.80	10300.14	9845.17	19809.83
b) Purchases of stock-in-trade		1285.08	1020.46	1835.54	3120.62	5937.09	9109.85
c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates		407.82	840.97	(348.80)	59.02	(367.45)	(39.50)
d) Excise duty		1155.01	1029.65	1187.29	2322.30	2060.16	4208.01
e) Employee benefits expense		909.22	938.41	903.79	1813.01	1798.51	3569.46
f) Finance costs		10.51	10.67	10.72	21.23	19.80	41.81
g) Depreciation and amortization expense		413.22	422.02	402.49	815.71	833.55	1662.73
h) Other expenses		2534.99	2391.17	2258.81	4793.80	4694.39	9649.16
TOTAL EXPENSES	4	12087.19	11727.92	11158.64	23245.83	24821.22	48011.35
PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4)	5	6513.50	5938.54	6545.59	13059.09	11478.09	24677.54
EXCEPTIONAL ITEMS	6	-	-	-	-	-	72.87
PROFIT BEFORE TAX (5+6)	7	6513.50	5938.54	6545.59	13059.09	11478.09	24750.41
TAX EXPENSE	8	1586.54	1472.48	1642.85	3229.39	2842.65	5997.10
a) Current Tax		1530.23	1471.18	1591.28	3121.51	2839.59	6025.32
b) Deferred Tax		56.31	1.30	51.57	107.88	3.06	(28.22)
PROFIT FOR THE PERIOD (7-8)	9	4926.96	4466.06	4902.74	9829.70	8635.44	18753.31
OTHER COMPREHENSIVE INCOME	10	90.68	530.14	422.96	513.64	194.42	29.26
A (i) Items that will not be reclassified to profit or loss		118.70	544.25	401.24	519.94	301.15	91.31
(ii) Income tax relating to items that will not be reclassified to profit or loss		(9.59)	(2.18)	2.53	(7.06)	(4.99)	(0.34)
B (i) Items that will be reclassified to profit or loss		(24.64)	(15.94)	25.65	1.01	(135.96)	(82.46)
(ii) Income tax relating to items that will be reclassified to profit or loss		6.21	4.01	(6.46)	(0.25)	34.22	20.75
TOTAL COMPREHENSIVE INCOME (9+10)	11	5017.64	4996.20	5325.70	10343.34	8829.86	18782.57
PAID UP EQUITY SHARE CAPITAL (Ordinary Shares of ₹ 1/- each)	12	1247.09	1239.92	1243.95	1247.09	1239.92	1242.80
RESERVES EXCLUDING REVALUATION RESERVES	13						68351.00
EARNINGS PER SHARE (of ₹ 1/- each) (not annualised):	14						
(a) Basic (₹)		3.96	3.61	3.94	7.90	6.99	15.15
(b) Diluted (₹)		3.95	3.60	3.93	7.88	6.98	15.11

Notes :

- 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 its meetings held on 19th October, 2023.
- 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'.
- 3,14,47,010 Ordinary Shares of ₹ 1/- each were issued and allotted under the Company's Employee Stock Option Schemes during the quarter ended 30th September, 2023. Consequently, the issued and paid-up Share Capital of the Company stands increased to ₹ 1247,09,14,521/- as on 30th September, 2023.
- The Board at its meeting held on 14th August, 2023 has, subject to necessary approvals, considered and approved demerger of Hotels Business under a scheme of arrangement amongst ITC Limited and ITC Hotels Limited and their respective shareholders and creditors under Sections 230-232 and other applicable provisions of the Companies Act, 2013 (the 'Scheme'). The Scheme has since been filed with the Stock Exchanges for approval.
- 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, 2023 which needs to be explained.

ITC Limited

(₹ in Crores)

Balance Sheet		STANDALONE	
		As at current half year end 30.09.2023 (Unaudited)	As at previous year end 31.03.2023 (Audited)
Particulars			
A	ASSETS		
1	Non-current assets		
	(a) Property, Plant and Equipment	20748.02	20491.32
	(b) Capital work-in-progress	1692.27	1681.47
	(c) Investment Property	378.86	352.26
	(d) Goodwill	577.20	577.20
	(e) Other Intangible assets	2026.03	2037.42
	(f) Other Intangible assets under development	23.83	15.13
	(g) Right of Use Assets	737.84	715.91
	(h) Financial Assets		
	(i) Investments	18056.88	16363.55
	(ii) Loans	3.89	4.07
	(iii) Others	2179.93	3608.23
	(j) Other non-current assets	1209.46	1211.74
	Non-current assets	47634.21	47058.30
2	Current assets		
	(a) Inventories	13440.44	10593.90
	(b) Financial Assets		
	(i) Investments	12295.51	16357.07
	(ii) Trade receivables	3507.53	2321.33
	(iii) Cash and cash equivalents	77.10	206.88
	(iv) Other Bank Balances	3758.00	3624.38
	(v) Loans	4.14	5.95
	(vi) Others	830.81	705.84
	(c) Other current assets	1346.05	1388.09
	Current assets	35259.58	35203.44
	Total Assets	82893.79	82261.74
B	EQUITY AND LIABILITIES		
	Equity		
	(a) Equity Share capital	1247.09	1242.80
	(b) Other Equity	65995.70	66351.00
	Equity	67242.79	67593.80
	LIABILITIES		
1	Non-current liabilities		
	(a) Financial Liabilities		
	(i) Borrowings	3.28	3.28
	(ii) Lease Liabilities	276.53	273.59
	(iii) Other financial liabilities	144.70	152.49
	(b) Provisions	205.16	201.83
	(c) Deferred tax liabilities (Net)	1735.25	1621.13
	Non-current liabilities	2364.92	2252.32
2	Current liabilities		
	(a) Financial Liabilities		
	(i) Borrowings	1.26	1.26
	(ii) Trade payables		
	Total outstanding dues of micro enterprises and small enterprises	160.57	137.50
	Total outstanding dues of creditors other than micro enterprises and small enterprises	4219.62	4213.76
	(iii) Lease Liabilities	53.62	46.54
	(iv) Other financial liabilities	1402.49	1730.68
	(b) Other current liabilities	5592.86	5446.16
	(c) Provisions	43.47	63.59
	(d) Current Tax Liabilities (Net)	1812.19	776.13
	Current liabilities	13286.08	12415.62
	Total Equity and Liabilities	82893.79	82261.74

ITC Limited

Standalone Cash Flow Statement for the half year ended 30th September, 2023

(₹ in Crores)

	For the half year ended 30th September, 2023		For the half year ended 30th September, 2022	
A. Cash Flow from Operating Activities				
PROFIT BEFORE TAX		13059.09		11478.09
ADJUSTMENTS FOR :				
Depreciation and amortization expense	815.71		833.55	
Share based payments to employees	39.53		18.74	
Finance costs	21.23		19.80	
Interest Income	(817.99)		(611.14)	
Dividend Income	(307.04)		(69.85)	
Net gain on sale of property, plant and equipment, lease termination	(71.82)		(1.42)	
Doubtful and bad debts	3.55		(2.11)	
Doubtful and bad advances, loans and deposits	24.81		0.23	
Impairment of investment in joint venture	-		8.50	
Gain on sale of investment in joint venture	(9.49)		-	
Net gain arising on financial instruments measured at amortised cost / mandatorily measured at fair value through profit or loss	(398.73)		(160.27)	
Foreign currency translations and transactions - Net	(0.20)	(700.44)	9.35	45.38
OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES		12358.65		11523.47
ADJUSTMENTS FOR :				
Trade receivables, advances and other assets	(1259.87)		(1070.72)	
Inventories	(2846.54)		(1817.04)	
Trade payables, other liabilities and provisions	(87.73)	(4194.14)	126.18	(2761.58)
CASH GENERATED FROM OPERATIONS		8164.51		8761.89
Income tax paid (net of refunds)		(2085.47)		(2106.10)
NET CASH FROM OPERATING ACTIVITIES		6079.04		6655.79
B. Cash Flow from Investing Activities				
Purchase of property, plant and equipment, intangibles, ROU asset etc.	(1170.61)		(878.11)	
Sale of property, plant and equipment	87.00		24.32	
Purchase of current investments	(32325.14)		(31740.95)	
Sale/redemption of current investments	35843.21		31283.63	
Investment in subsidiaries	(745.36)		(710.82)	
Investment in associate	(11.54)		-	
Purchase of non-current investments	(491.43)		(774.54)	
Sale / redemption of non-current investments	1275.58		2005.04	
Redemption of investment in subsidiary	-		18.00	
Dividend Income	237.23		5.98	
Interest received	539.22		518.67	
Investment in bank deposits (original maturity more than 3 months)	(3133.42)		(3507.73)	
Redemption / maturity of bank deposits (original maturity more than 3 months)	4446.33		3476.33	
Investment in deposit with housing finance company	-		(2000.00)	
Maturity of deposit with housing finance company	-		1500.00	
Loans given	(4.58)		(1.07)	
Loans realised	6.57		4.22	
NET CASH FROM / (USED IN) INVESTING ACTIVITIES		4563.06		(777.03)
C. Cash Flow from Financing Activities				
Proceeds from issue of share capital	1074.49		1763.18	
Payment of lease liabilities	(27.07)		(25.38)	
Interest paid	(21.39)		(20.60)	
Net increase in statutory restricted accounts balances	18.70		0.80	
Dividend paid	(11806.61)		(7702.03)	
NET CASH USED IN FINANCING ACTIVITIES		(10761.88)		(5984.03)
NET DECREASE IN CASH AND CASH EQUIVALENTS		(129.78)		(106.27)
OPENING CASH AND CASH EQUIVALENTS		206.88		184.98
CLOSING CASH AND CASH EQUIVALENTS		77.10		79.71
Notes:				
1 CASH AND CASH EQUIVALENTS :				
Cash and cash equivalents as above		77.10		79.71
Unrealised gain / (loss) on foreign currency cash and cash equivalents		-		0.01
Cash and cash equivalents		<u>77.10</u>		<u>79.72</u>

ITC LIMITED

Unaudited Segment-wise Revenue, Results, Assets and Liabilities for the Quarter and six months ended 30th September, 2023

(₹ in Crores)

Particulars	STANDALONE					
	3 Months ended 30.09.2023	Corresponding 3 Months ended 30.09.2022	Preceding 3 Months ended 30.06.2023	6 Months ended 30.09.2023	6 Months ended 30.09.2022	Twelve Months ended 31.03.2023
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
a) FMCG - Cigarettes	7657.73	6953.80	7465.27	15123.00	13562.78	28206.83
- Others	5291.60	4884.76	5166.01	10457.61	9336.15	19122.50
Total FMCG	12949.33	11838.56	12631.28	25580.61	22898.93	47329.33
b) Hotels	649.38	535.96	600.18	1249.56	1090.93	2585.03
c) Agri Business	3930.97	3997.00	5705.39	9636.36	11469.97	18172.34
d) Paperboards, Paper & Packaging	2069.86	2287.58	2120.76	4190.62	4554.80	9081.35
Total	19599.54	18659.10	21057.61	40657.15	40014.63	77168.05
Less: Inter-segment revenue	2050.79	1687.92	4214.68	6265.47	4879.89	7687.16
Gross Revenue from sale of products and services	17548.75	16971.18	16842.93	34391.68	35134.74	69480.89
2. Segment Results						
a) FMCG - Cigarettes	4781.72	4429.31	4656.07	9437.79	8618.25	17927.06
- Others [Note (i)]	438.60	320.57	430.88	869.48	524.46	1374.18
Total FMCG	5220.32	4749.88	5086.95	10307.27	9142.71	19301.24
b) Hotels	125.82	83.99	131.22	257.04	196.15	541.90
c) Agri Business	356.68	345.17	355.95	712.63	629.19	1327.74
d) Paperboards, Paper & Packaging	315.82	629.78	472.45	788.27	1242.76	2293.99
Total	6018.64	5808.82	6046.57	12065.21	11210.81	23464.87
Less: i) Finance Costs	10.51	10.67	10.72	21.23	19.80	41.81
ii) Other un-allocable (income) net of un-allocable expenditure [Note (ii)]	(505.37)	(140.39)	(509.74)	(1015.11)	(287.08)	(1254.48)
iii) Exceptional Items	-	-	-	-	-	(72.87)
Profit Before Tax	6513.50	5938.54	6545.59	13059.09	11478.09	24750.41
3. Segment Assets						
a) FMCG - Cigarettes	8949.16	7128.24	7825.32	8949.16	7128.24	7290.67
- Others	13952.40	12903.96	14147.34	13952.40	12903.96	11966.57
Total FMCG	22901.56	20032.20	21972.66	22901.56	20032.20	19257.24
b) Hotels	6514.51	6627.10	6405.44	6514.51	6627.10	6514.91
c) Agri Business	4650.98	5169.05	5045.22	4650.98	5169.05	4114.31
d) Paperboards, Paper & Packaging	9124.85	8810.89	9022.28	9124.85	8810.89	9201.17
Total	43191.90	40639.24	42445.60	43191.90	40639.24	39087.63
Unallocated Corporate Assets	39701.89	38220.12	46022.01	39701.89	38220.12	43174.11
Total Assets	82893.79	78859.36	88467.61	82893.79	78859.36	82261.74
4. Segment Liabilities						
a) FMCG - Cigarettes	5469.15	5121.60	4961.84	5469.15	5121.60	5056.90
- Others	2492.53	2261.57	2378.16	2492.53	2261.57	2351.99
Total FMCG	7961.68	7383.17	7340.00	7961.68	7383.17	7408.89
b) Hotels	1026.83	901.40	904.65	1026.83	901.40	940.88
c) Agri Business	1076.84	1167.21	1482.27	1076.84	1167.21	1649.76
d) Paperboards, Paper & Packaging	1297.55	1390.88	1208.98	1297.55	1390.88	1315.17
Total	11362.90	10842.66	10935.90	11362.90	10842.66	11314.70
Unallocated Corporate Liabilities	4288.10	3704.20	4296.07	4288.10	3704.20	3353.24
Total Liabilities	15651.00	14546.86	15231.97	15651.00	14546.86	14667.94

Note (i): In respect of FMCG-Others segment, earnings before interest, taxes, depreciation and amortization (EBITDA) for the quarter and six months ended 30.09.2023 is ₹ 580.79 Crores and ₹ 1150.47 Crores respectively (quarter ended 30.09.2022 - ₹ 463.20 Crores; quarter ended 30.06.2023 - ₹ 569.68 Crores; six months ended 30.09.2022 - ₹ 809.90 Crores and twelve months ended 31.03.2023 - ₹ 1953.97 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:

(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.
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.

(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.

Registered Office :
Virginia House, 37 J.L. Nehru Road,
Kolkata 700 071, India

Dated : 19th October, 2023
Place : New Delhi, India

For and on behalf of the Board


Director & Chief Financial Officer


Chairman & Managing Director

