



Enduring Value

NATION FIRST: SAB SAATH BADHEIN

Q4 & FY24 Results

23rd May, 2024



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.



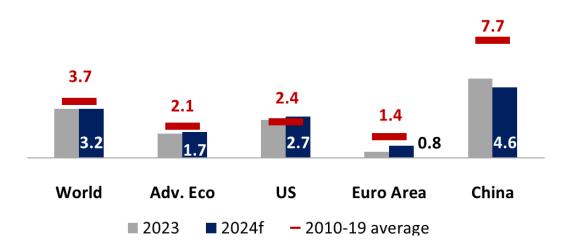
Macro Economic Context

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Global economy 3rd consecutive year of deceleration weakness likely to persist

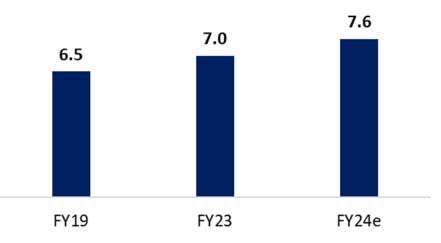
Real GDP Growth YoY



- Structural weakness in Chinese economy persists
- Geo political & Climate dynamics pose downside risks
- **Debt distress** in emerging and low income economies

India remains a bright spot



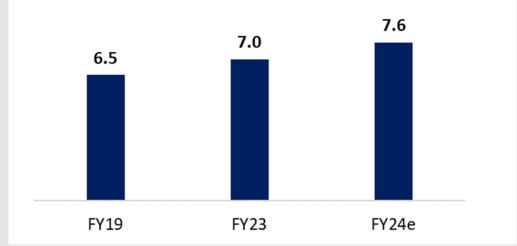


- Growth remains above long term average
- Overall macros well-managed | Timely Policy interventions
 - Core Inflation largely stable
 - Favourable External Balances and Forex Reserve
 - Buoyant tax collections
 - Strong Bank and Corporate Balance Sheets
 - Infrastructure push by Government



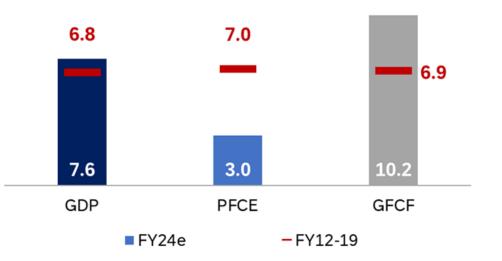


Real GDP Growth YoY



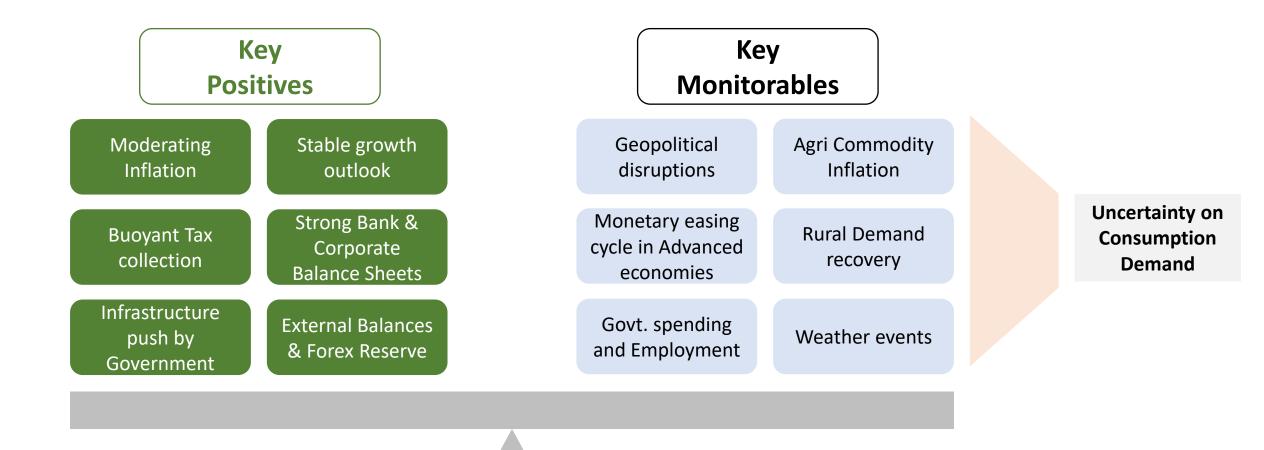
- Growth remains above long term average
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India growth led by investments



- GDP growth led by **Investments** (Government Capex)
- Private consumption remains subdued; 400 bps below trend growth
- Green shoots in consumption demand
 - expectation of normal monsoon

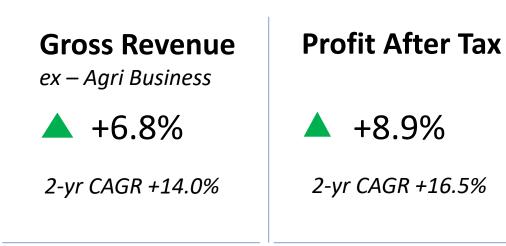






Q4 and FY24 Results Headline Financials & Business Highlights





Total Dividend

Rs. 13.75

per share



Resilient performance in FMCG – Others Segment amidst marked slow down in consumption

- Full year Segment Revenue and Segment PBIT up 9.6% and 29.4% YoY respectively; margins expanded by 130 bps YoY
 - 2 Yr. CAGR: Segment Revenue 14.5%; Segment PBIT 38.8%
- Q4 Segment Revenue up 7.2% YoY on a high base and Segment PBIT up 15% YoY on a comparable basis (base quarter included certain fiscal incentives pertaining to previous periods); margins expanded by 60 bps YoY on comparable basis
 - 2 Yr. CAGR: Segment Revenue 13.1%; Segment PBIT 42.2%
- Staples, Biscuits, Snacks, Dairy, Homecare, Agarbatti drive growth
- Education & Stationery Products Business continues to witness strong traction

Key Highlights



- Cigarettes Segment witnesses consolidation of volumes on a high base after a period of sustained growth momentum
 - **Full Year** Net Segment Revenue and Segment PBIT up 7.1% and 6.5% YoY respectively
 - *2-yr CAGR: Net Segment Revenue +13.5%, Segment PBIT +13.3%*
 - **Q4** Net Segment Revenue and Segment PBIT up 7.0% and 5.0% YoY respectively
 - 2-yr CAGR: Net Segment Revenue +10.3%, Segment PBIT +9.4%
 - Net Segment Revenue and Segment PBIT up 5.2% and 4.1% respectively sequentially amidst subdued demand conditions in the overall consumption space.
 - Market standing reinforced through focused portfolio/market interventions and agile execution. Differentiated and premium offerings continued to perform well.

Record high performance in Hotels Segment

- Full Year Segment Revenue and Segment PBIT up 15.6% & 39.1% YoY respectively; Segment EBITDA margin up 295 bps YoY to 35.1%
- **Q4** Segment Revenue and PBIT up 15% and 34% YoY respectively on a high base; Segment EBITDA margin up 340 bps YoY to 38.2%
- Margin improvement driven by higher RevPars, structural cost interventions and operating leverage
- Demerger update: Post obtaining no-objection from stock exchanges, Scheme of Arrangement for demerger ('the Scheme') was filed with National Company Law Tribunal (NCLT). NCLT has directed convening a meeting of shareholders of ITC on June 6, 2024 to consider and approve the Scheme.

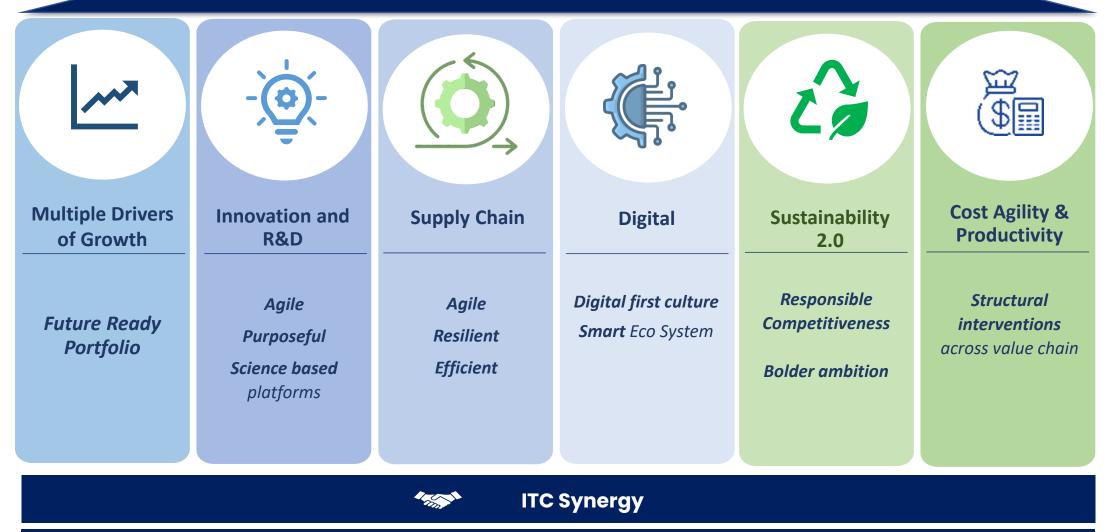


Agri Business Segment impacted by trade restrictions on agri commodities

- Strategic portfolio (comprising value-added agri products) and leaf tobacco Revenues up 19% YoY in Full Year and 18% YoY in Q4
- Geopolitical tensions and climate emergencies have led to concerns over food security and food inflation; trade restrictions imposed by Govt. on agri commodities limit business opportunities for the segment
- The state-of-the-art facility* to manufacture and export Nicotine and Nicotine derivative products has been commissioned. Customer trials are underway; export shipments expected to be scaled up progressively
- Paperboards, Paper and Packaging Segment remains impacted by low priced Chinese supplies in international markets (including India), muted domestic demand, surge in wood cost and high base effect
 - Demand environment remains subdued across domestic and global markets
 - Subdued realisations and surge in domestic wood prices exerted pressure on margins
 - Structural advantages of the integrated business model, Industry 4.0 initiatives, strategic investments in High Pressure Recovery Boiler and proactive capacity augmentation in Value Added Paperboards aided in partly mitigating pressure on margins
 - Capacity utilisation of Nadiad packaging and printing unit in Gujarat progressively ramped up
 - State-of-the-art premium Moulded Fibre Products manufacturing facility^ in Badiyakhedi, Madhya Pradesh commissioned in Mar'24

ITC Next Strategy

Future Tech | Consumer Centric | Climate Positive | Inclusive







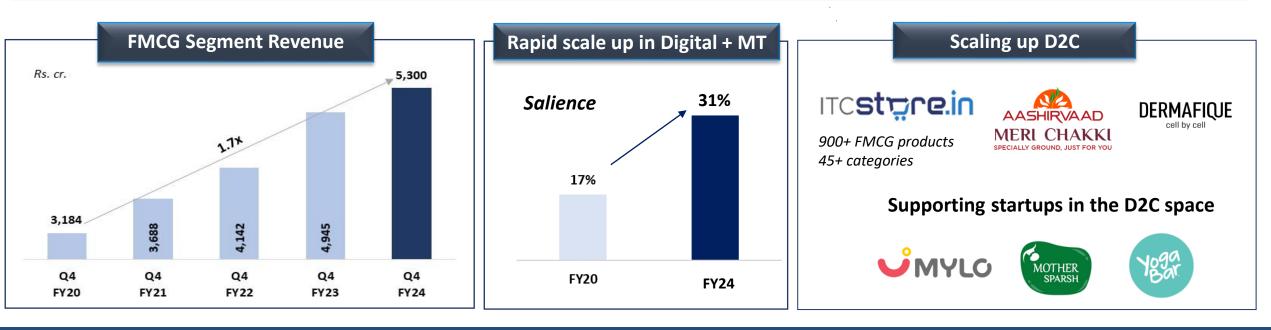
FMCG Others



FMCG Others – Q4 FY24



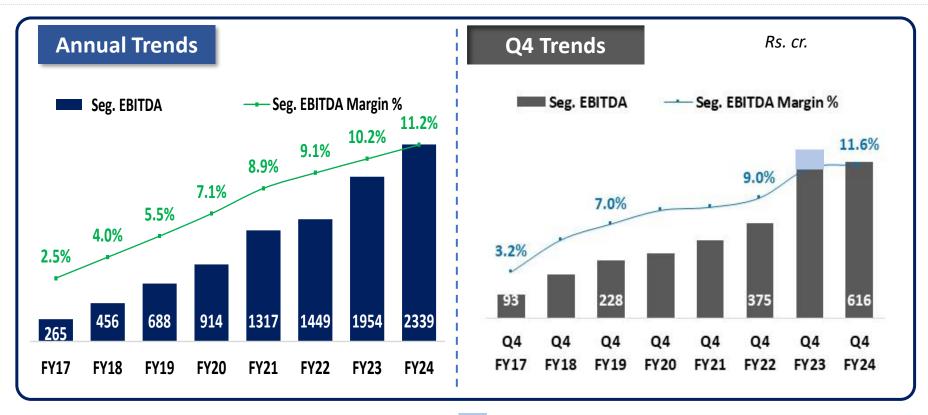
- Segment Revenue up 7.2% YoY on a high base; 2-yr CAGR +13.1%
 - Staples, Biscuits, Snacks, Dairy, Homecare and Agarbatti drive growth
 - Education & Stationery Products Business continues to witness strong traction
- Strategic portfolio augmentation, leveraging agile and purposeful innovation, continues to be stepped up towards addressing evolving consumer needs and accelerating premiumisation
- Sequential uptick in certain commodity prices
 - Competitive intensity remained high, including from local / regional players in certain categories





Q4 Segment EBITDA margins at 11.6%

- Margin expansion sustained by multi-pronged interventions viz. premiumisation, supply chain agility, judicious pricing actions, digital initiatives and strategic cost management

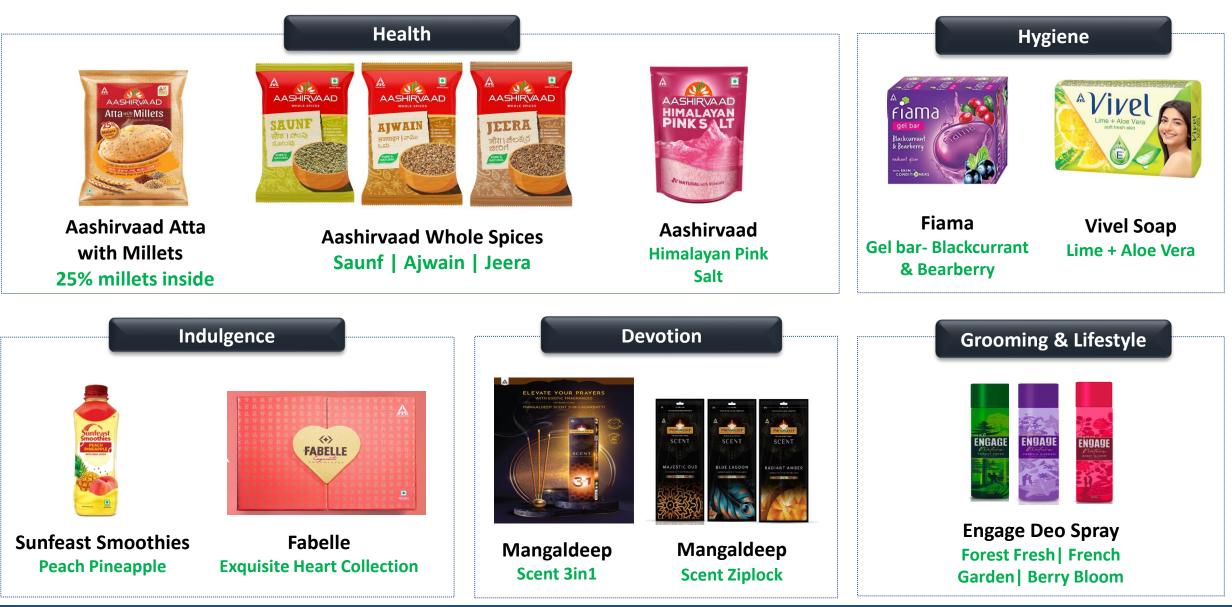


Q4 FY23 Includes certain fiscal incentives relating to earlier periods

Purposeful Innovation

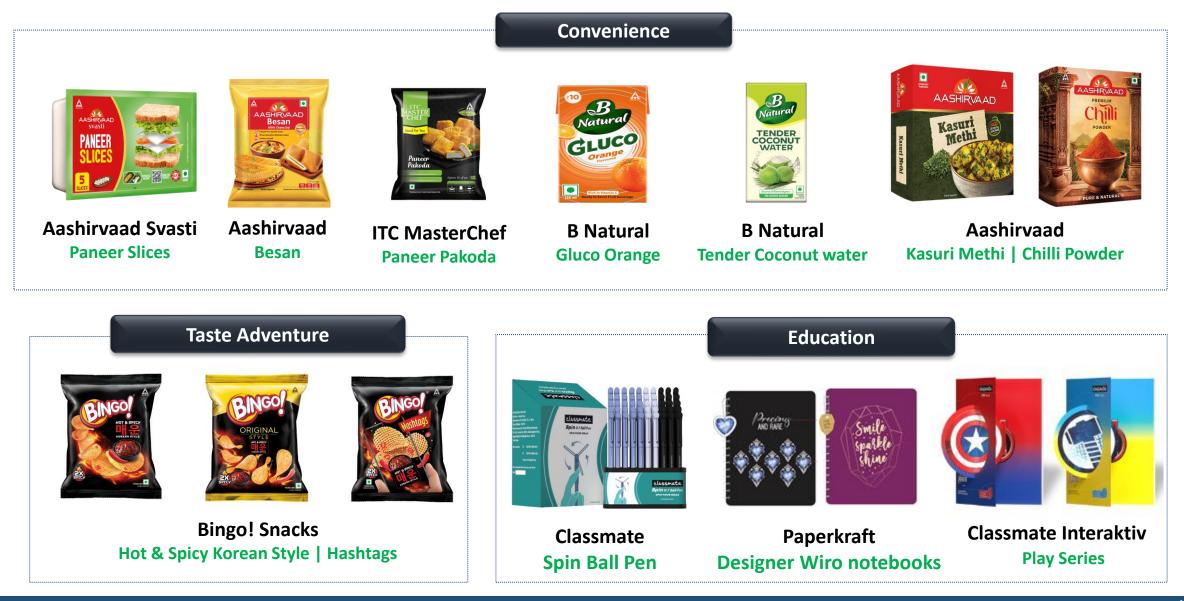
Leveraging Innovation Platforms





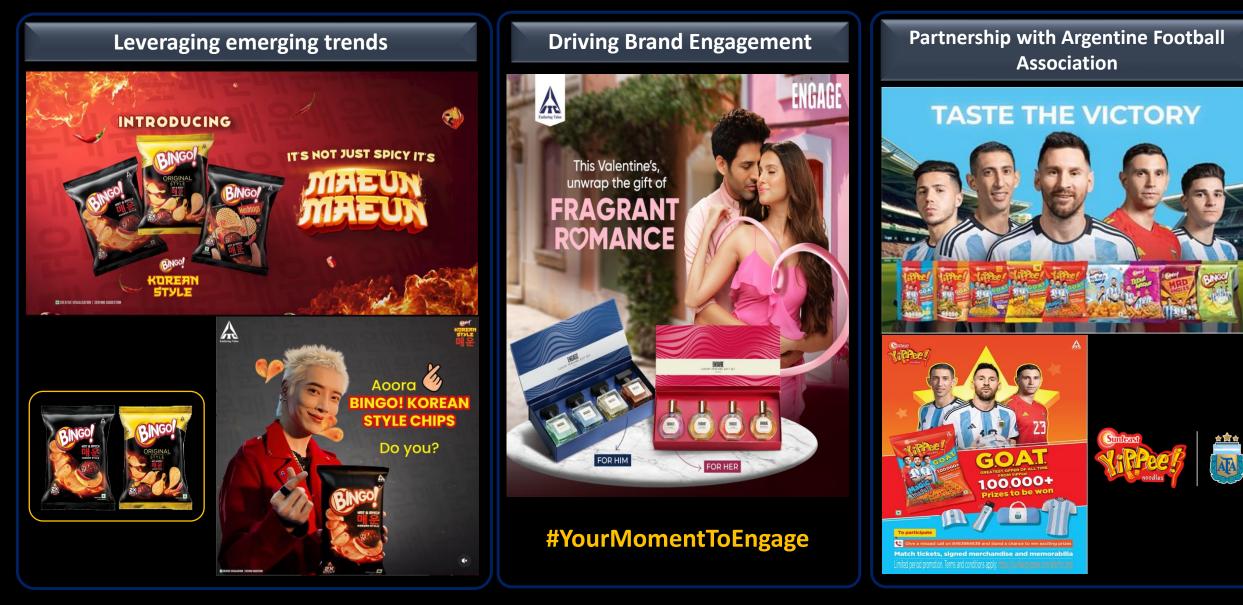
Purposeful Innovation





Deepening Consumer Connect





Building Brands with Purpose



CLASSMATE All Rounder **SUNDAY TIMES** classmate 众 Parl temple resolution a constitutional nod to celebrate heritage: PM in LS classmate classmate Takes A Jibe At Oppn: Not Everyone Capable Of This ALL ROUNDER ROUNDER Imran, rival Sharif claim AAP to field candidates in all 13 LS seats in Punjab victory as no clear winner emerges in Pak elections ARE YOU THAT KID POWERING STUDENTS WHO ACES IT ALL? ALL ROUND POTENTIAL Student group clash in JNU, many injured Coimbatore car blast: NIA searches at 18 locations across TN an 0m 4,50,000 Indian-origin techie dies in U 2.700 schools n 33 cities POLICE falks on for Akali Dal's return to NDA: Shah Get set to skill up and become the star AA will be notifie before poils: Shai 13 61 of all-round learning. classmate

To Empower Every Child's Inner All Rounder

A platform for holistic development of students in line with the National Education Policy, 2020

Mahila Leadershi Azad Foundation ninist Leadership Program Since 2016 Yippee! "Create Magic" Lets create MAGIC out of PLASTIC! Join us to transform children's parks by upcyclin

P.

Vivel – Mahila Leadership Program





Creating Structural Competitive Advantage

World Class Distributed Infrastructure Scale | Productivity | Costs







FMCG Cigarettes





Segment Revenue **7925 cr. 7**.7%

Segment Results

4923 cr. ^ 5.0%

Consolidation of volumes on a high base after a period of sustained growth momentum

- Net Segment Revenue* up 7.0% and Segment PBIT up 5.0% YoY
 - 2-yr CAGR: Net Segment Revenue +10.3%, Segment PBIT +9.4%
 - Net Segment Revenue and PBIT **up 5.2% and 4.1%** respectively **sequentially** amidst subdued demand conditions in the overall consumption space

Portfolio Vitality | Product Availability | Execution Excellence

- Market standing reinforced by fortifying the product portfolio/market interventions and agile execution
- Differentiated variants and premium segments continue to perform well
- Innovation & democratising premiumisation across segments
- Sharp cost escalation (Leaf Tobacco & certain other inputs) + increase in taxes → largely mitigated through improved mix, strategic cost management and calibrated pricing
- Restructured Trade marketing spends during the year for sharper last mile execution.

Relative stability in taxes, backed by deterrent actions by enforcement agencies, enables continued volume recovery from illicit trade

FMCG Cigarettes





- Classic Alphatec
- Classic Verve Balanced Taste
- GF SLK RSFT

- American Club Clove Magik
- Classic ICON
- Wave Boss

- Players Rush
- Capstan Victory
- Bristol Maja Mix



Hotels Business





- Strong growth in RevPar driven by Retail, Contracted and MICE segments
- Segment EBITDA margin expanded by 340 bps YoY to 38.2% driven by higher RevPars, structural cost interventions and operating leverage
- Healthy pipeline of management contracts under Mementos, Welcomhotel, Storii, Fortune and WelcomHeritage brands
 - Phased openings over the next few quarters
- ITC Limited's wholly owned subsidiary WelcomHotels Lanka (Private) Limited has launched ITC Ratnadipa, a 352-room Hotel, in Colombo in April'24
- Demerger update: 'No-objection' obtained from Stock exchanges; NCLT has convened a meeting of shareholders on June 6, 2024 to consider and approve the Scheme

Managed properties scaled up^

Segment Revenue

898 cr.

(+14.9%)

Segment Results

267 cr.

(+33.8%)

24 Hotels in last 24 months (Apr 2022 – Mar 2024)

27 Hotels in next 24 months (Apr 2024 – Mar 2026)



ITC Kohenur awarded 'Best Hotel Business 2023' by HVS Anarock



Conde Nast Traveller Gold List 2024 Welcomhotel The Savoy, Mussoorie

ITC Ratnadipa, Colombo, Sri Lanka[^]

A Magnificent icon of Responsible Luxury launched in Colombo in April'24





^A project undertaken by WelcomHotels Lanka (Private) Limited, the Company's wholly owned subsidiary



First 4 Hotels in the World to receive LEED Zero Water Certification



ITC Mughal



ITC Sonar



First 12 Hotels in the World to receive LEED Zero Carbon Certification



Others: Sheraton New Delhi | Welcomhotel Coimbatore | ITC Mughal | Welcomhotel Chennai | Welcomhotel Bengaluru | ITC Grand Chola | ITC Rajputana





Recent Openings





S

BY ITC HOTELS



BY ITC HOTELS

BY ITC HOTELS

The Kaba Retreat, Solan







Agri Business



Agri Business – Q4 FY24



Segment Revenue 3101 cr. ▼13.4%

Segment Results 203 cr. ¥ 34.0%

- Operating environment remained challenging due to various policy interventions of the Government of India to ensure food security and control inflation
- Strong customer relationships & agile execution in Leaf Tobacco & Value Added Agri products continue to drive growth (+18% YoY)
- Steep increase in green leaf prices exert pressure on margins
- Strategic sourcing support to Branded Packaged Foods Wheat, Dairy, Beverages & Spices
- The state-of-the-art facility[^] to manufacture and export Nicotine and Nicotine derivative products has been commissioned
 - Customer trials underway; export shipments expected to be scaled up progressively.



^ Set up by ITC IndiVision Limited (IIVL), the Company's wholly owned subsidiary



Paperboards, Paper & Packaging



Paperboards, Paper & Packaging – Q4 FY24

Challenging operating environment & high base effect





- Segment performance reflects impact of low priced Chinese supplies in international markets (including India), muted domestic demand, surge in wood cost and high base effect
- Margins impacted by subdued realisations and surge in domestic wood costs; structural advantages of the integrated business model, Industry 4.0 initiatives, strategic investments in High Pressure Recovery Boiler and proactive capacity augmentation in Value Added Paperboards aided in partly mitigating pressure on margins
- Capacity utilisation of Nadiad packaging and printing unit in Gujarat progressively ramped up.
- Sustainable Products portfolio continues to witness strong growth leveraging cuttingedge innovation platforms
 - State-of-the-art premium Moulded Fibre Products manufacturing facility[^] in Badiyakhedi, Madhya Pradesh commissioned during the quarter

QXY BLOCK









^ Set up by ITC Fibre Innovations Limited, the Company's wholly owned subsidiary



Financials



Rs. Cr.	Q4 FY24	Q4 FY23	YoY Growth	2 Yr. CAGR	FY24	FY23	YoY Growth	2 Yr. CAGR
Gross Revenue*	17,572	17,224	2.0%	4.1%	69,446	69,481	0.0%	8.4%
Net Revenue	16,371	16,150	1.4%	3.4%	64,713	65,427	-1.1%	7.8%
EBITDA	6,163	6,209	- 0.8%	8.6%	24,479	23,944	2.2%	13.7%
PBT (bei)	6,534	6,522	0.2%	9.6%	26,323	24,678	6.7%	15.2%
РАТ	5,020	5,087	-1.3%	9.4%	20,422	18,753	8.9%	16.5%

*Gross Revenue (ex-Agri Business) for FY24 up 6.8% YoY (2 Yr. CAGR +14%)

Q4 EBITDA and PBT (bei) up 0.6% and 1.5% YoY respectively on comparable basis (base quarter included certain fiscal incentives pertaining to previous periods)

Exceptional items of 73 cr. in LY represent proceeds received during Q4 FY23 in partial settlement of the insurance claim towards leaf tobacco stocks which were destroyed due to fire at a third party owned warehouse in an earlier year



	Q4					Q4			
Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR	Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR
Segment Revenue					Segment Results	4022	4690	5.0%	0.4%
a) FMCG - Cigarettes	7925	7356	7.7%	10.9%	a) FMCG - Cigarettes - Others	4923 477	4689 502	5.0% -4.9%	9.4% 42.2%
- Others	5300	4945	7.2%	13.1%	Total FMCG	5401	5191	4.0%	11.4%
Total FMCG	13225	12301	7.5%	11.8%	b) Hotels	267	200	33.8%	
b) Hotels	898	782	14.9%	51.8%	c) Agri Businessd) Paperboards, Paper & Packaging	203 293	307 445	-34.0% -34.1%	-8.9% -19.2%
c) Agri Business	3101	3579	- 13.4%	-15.7%	Total	6164	6142	0.3%	10.9%
d) Paperboards, Paper & Packaging	2073	2221	- 6.7%	- 2.6%	Less : i) Finance Cost	12	12		
Total	19297	18882	2.2%	4.9%	ii) Other un-allocable (income)	202	201		
Less: Inter Segment revenue	1725	1658	4.0%	15.3%	net of un-allocable expenditure	-382	-391		
Gross Revenue from sale of products	17572	17224	2.0%	A 10/	iii) Exceptional Items	2	-73		
and services	1/3/2	17224	2.0%	0% 4.1%	Profit Before Tax	6532	6595	-1.0%	9.6%

FMCG Others: Segment PBIT up 15% on comparable basis (base quarter included certain fiscal incentives pertaining to previous periods).

• Margins expanded 60 bps YoY on comparable basis



		Full	Year				Full	Year	
Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR	Rs. cr.	FY24	FY23	YoY growth	2 Yr. CAGR
Segment Revenue					Segment Results				
-	20507	20207	0.5%	14 20/	a) FMCG - Cigarettes	19089	17927	6.5%	1 3.3%
a) FMCG - Cigarettes	30597	28207	8.5%	14.2%	- Others	1779	1374	29.4%	38.8%
- Others	20967	19123	9.6%	14.5%	Total FMCG	20868	19301	8.1%	15.0%
Total FMCG	51563	47329	8.9%	14.3%	b) Hotels	754	542	39.1%	
b) Hotels	2990	2585	15.6%	52.5%	c) Agri Business	1254	1328	-5.5%	10.3%
c) Agri Business	15792	18172	-13.1%	-1.3%	d) Paperboards, Paper & Packaging	1378	2294	- 39.9%	- 10.0%
					Total	24254	23465	3.4%	15.0%
d) Paperboards, Paper & Packaging	8344	9081	- 8.1%	4.5%	Less : i) Finance Cost	46	42		
Total	78689	77168	2.0%	10.4%	ii) Other un-allocable (income)	2446	1051		
Less: Inter Segment revenue	9243	7687	20.2%	30.0%	net of un-allocable expenditure	-2116	-1254		
Gross Revenue from sale of products	COAAC	69481 0.0%	0.00/	8.4%	iii) Exceptional Items	8	-73		
and services	69446		0.0%		Profit Before Tax	26316	24750	6.3%	15.2%



ITC – A Global Exemplar in Sustainability

Impactful Social Performance





ITC e-Choupal 4 Million Farmers empowered



Afforestation Over 11.7 lac acres greened



Watershed Development Over 16 lac acres covered



Livestock Development Over 22 lac milch animals covered



Solid Waste Management Well-being Out of Waste programme covers 64 lac households



Women Empowerment Over 3.6 lac poor women benefitted



Skilling & Vocational Training Skilled over 1.1 lac youth



Primary Education Reaching over 15.3 lac Children



Mother & Child Health and Nutrition Over 14.6 lac beneficiaries covered*

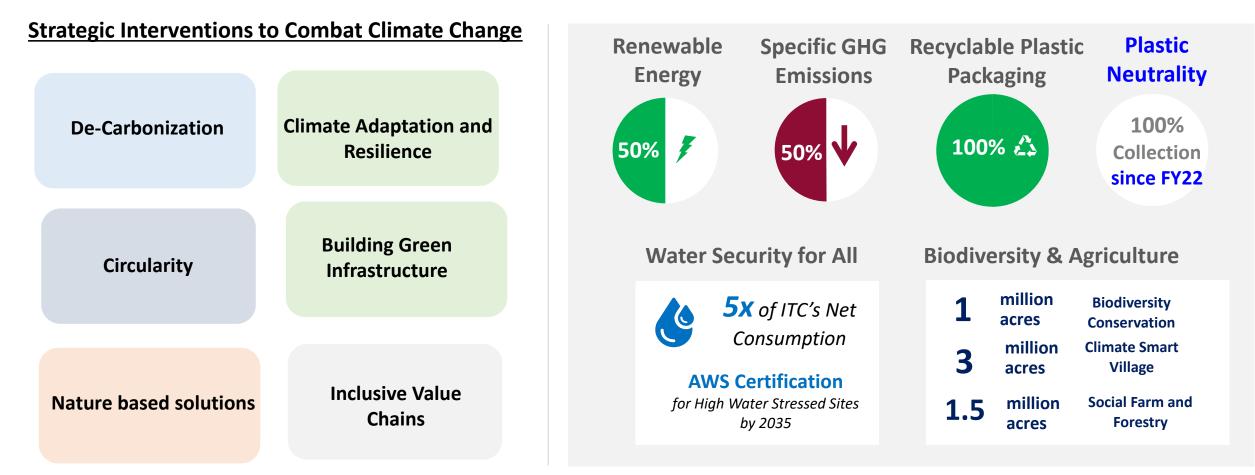


Climate Smart Agriculture Over 27.9 lac acres covered*

Sustainability 2.0

REDUCE | RECYCLE | RESTORE





Proactively work towards achieving 'Net Zero' emission status

Supporting Sustainable Livelihoods: From 6 million to 10 million

Sustainability – Highlights

- Comprehensive policies & guidelines institutionalized
- 7 ITC Units have received AWS (Alliance for Water Stewardship) Platinum certification
- 50% energy from renewable sources achieved for the first time, well ahead of 2030 target
- Plastic Neutrality commitment exceeded ~70,000 MT of plastic waste managed in FY24
- 100% critical tier-1 suppliers trained and ~40% assessed on ESG aspect
- Water +ve (for 22 years), Carbon +ve (for 19 years), and Solid waste recycling +ve (for 17 years)
- World class ESG credentials MSCI, DJSI, CDP Received 'A' rating in CDP water for the first time. The only Indian manufacturing company to have received CDP 'A' rating for water security

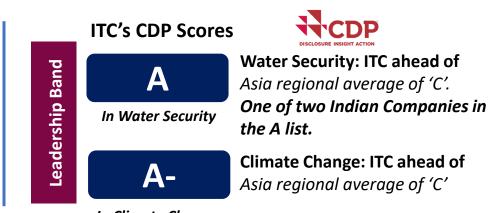


Sustained 'AA' rating 6 years in a row

Member of Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Included in the Dow Jones Sustainability Emerging Markets Index







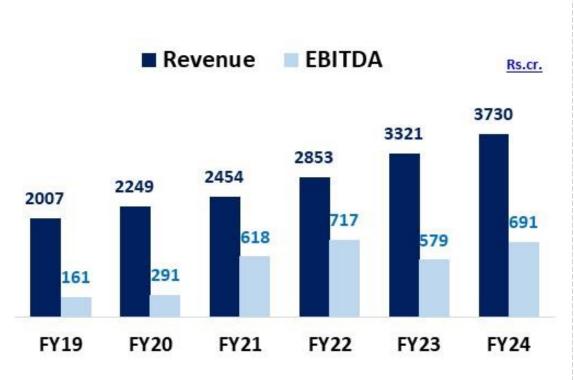
ITC Infotech



ITC Infotech

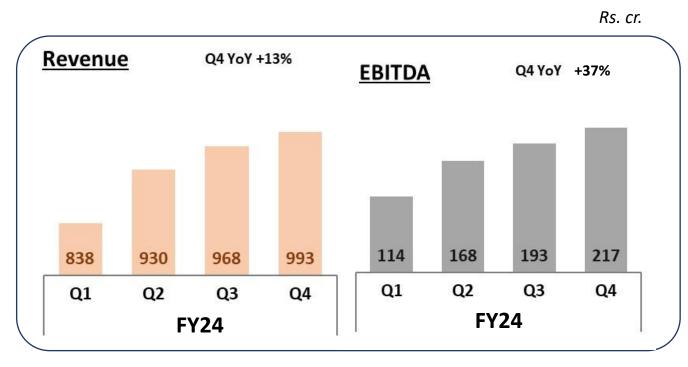
Customer Centricity | Employee Centricity | Operational Excellence





Signed a Share Purchase Agreement (SPA) for acquisition of 100% equity shares of Blazeclan Technologies Private Limited on 18th April'24. Acquisition is expected to:

• Augment cloud service line practice catering to multi-cloud & hybrid cloud environment



- Q4 Revenue up 13% YoY, FY24 Revenue up 12% YoY
- Healthy Total Contract Value (TCV) signings; strong pipeline
- Investments continue in **Capability building** in **strategic focus areas, sales org.** & **infrastructure.**

EBITDA margin @ upper-end of mid-tier IT cos.

ITC: Enduring Value









A passion for Profitable growth...

in a way that is Sustainable...

and Inclusive.



	Product/initiative	Link				
BNCO	Bingo! on Instagram	https://www.instagram.com/bingo_snacks/				
Sufferst Supposed of Supposed	YiPPee! on Instagram	https://www.instagram.com/sunfeast_yippee/				
AASHIRVAAD.	Aashirvaad on Instagram	https://www.instagram.com/aashirvaad/				
©Dark Fantasy	Sunfeast Dark Fantasy on Instagram	https://www.instagram.com/sunfeastdarkfantasy/				
MOMS	Mom's Magic on Instagram	https://instagram.com/sfmomsmagic/				
classmate	Classmate on Instagram	https://instagram.com/classmatebyitc/				
	ITC : Creating Enduring Value for India	https://youtu.be/VwnE4eN_BTk				
	Details on the Company's Sustainability 2.0 vision	https://www.itcportal.com/sustainability/sustainability-integrated-report- 2023/ITC-Sustainability-Integrated-Report-2023.pdf				
Enduring Value	Quarterly Media Statement	https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q4-FY2024.pdf				