



ITC Limited

Statement of Standalone Unaudited Financial Results for the Quarter and Nine Months ended 31st December, 2018

(₹ in Crores)

Particulars		3 Months ended	Corresponding 3 Months ended	Preceding 3 Months ended	9 Months ended	9 Months ended	Twelve Months ended
		31.12.2018	31.12.2017	30.09.2018	31.12.2018	31.12.2017	31.03.2018
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Gross Revenue from sale of products and services	(i)	11340.15	9852.74	11094.89	33157.26	33251.15	43956.90
Other operating revenue	(ii)	91.11	99.45	177.62	421.10	265.38	372.87
REVENUE FROM OPERATIONS[(i)+(ii)]	1	11431.26	9952.19	11272.51	33578.36	33516.53	44329.77
OTHER INCOME	2	836.39	642.36	504.12	1744.36	1613.34	2129.84
TOTAL INCOME (1+2)	3	12267.65	10594.55	11776.63	35322.72	35129.87	46459.61
EXPENSES							
a) Cost of materials consumed		3414.82	2941.91	3381.90	9849.64	8694.81	11756.21
b) Purchases of stock-in-trade		838.57	514.34	876.09	2969.04	2064.05	2991.98
c) Changes in inventories of finished goods, stock-in-trade, work-in-progress and intermediates		47.12	140.22	21.68	(129.12)	1029.98	1041.85
d) Excise duty		203.60	180.17	203.66	574.82	3475.72	3702.23
e) Employee benefits expense		629.17	595.02	596.31	1968.45	1876.19	2487.46
f) Finance costs		5.61	24.02	13.50	26.45	63.41	86.65
g) Depreciation and amortization expense		335.36	290.75	327.47	961.52	841.38	1145.37
h) Other expenses		1972.21	1691.47	1986.90	5611.67	4978.81	6809.06
TOTAL EXPENSES	4	7446.46	6377.90	7407.51	21832.47	23024.35	30020.81
PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (3-4)	5	4821.19	4216.65	4369.12	13490.25	12105.52	16438.80
EXCEPTIONAL ITEMS	6	-	412.90	-	-	412.90	412.90
PROFIT BEFORE TAX (5+6)	7	4821.19	4629.55	4369.12	13490.25	12518.42	16851.70
TAX EXPENSE	8	1612.12	1539.35	1414.45	4507.83	4227.88	5628.45
a) Current Tax		1537.25	1457.14	1340.09	4274.86	4151.55	5599.83
b) Deferred Tax		74.87	82.21	74.36	232.97	76.33	28.62
PROFIT FOR THE PERIOD (7-8) [Refer Note 5]	9	3209.07	3090.20	2954.67	8982.42	8290.54	11223.25
OTHER COMPREHENSIVE INCOME	10	427.94	86.86	(200.12)	306.24	214.64	382.34
A (i) Items that will not be reclassified to profit or loss		390.33	78.07	(173.28)	313.09	216.12	426.22
(ii) Income tax relating to items that will not be reclassified to profit or loss		13.21	3.67	(8.52)	2.88	2.98	(31.61)
B (i) Items that will be reclassified to profit or loss		37.51	7.84	(28.17)	(14.96)	(6.80)	(18.69)
(ii) Income tax relating to items that will be reclassified to profit or loss		(13.11)	(2.72)	9.85	5.23	2.34	6.42
TOTAL COMPREHENSIVE INCOME (9+10)	11	3637.01	3177.06	2754.55	9288.66	8505.18	11605.59
PAID UP EQUITY SHARE CAPITAL (Ordinary shares of ₹ 1/- each)	12	1224.69	1219.05	1224.19	1224.69	1219.05	1220.43
RESERVES EXCLUDING REVALUATION RESERVES	13						50179.64
EARNINGS PER SHARE (of ₹ 1/- each) (not annualised):	14						
(a) Basic (₹)		2.62	2.54	2.42	7.35	6.82	9.22
(b) Diluted (₹)		2.60	2.52	2.40	7.30	6.76	9.16

Notes :

- The Unaudited Standalone Financial Results and Segment Results were reviewed by the Audit Committee and approved by the Board of Directors of the Company at the meeting held on 23rd January, 2019.
- Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July, 2017, Central Excise [other than National Calamity Contingent Duty (NCCD) on cigarettes], Value Added Tax (VAT) etc. have been replaced by GST. In accordance with Indian Accounting Standards and Schedule III of the Companies Act, 2013, GST, GST Compensation Cess, VAT, etc. are excluded and NCCD is not excluded from Gross Revenue from sale of products and services for applicable periods. In view of the aforesaid restructuring of indirect taxes, Gross Revenue from sale of products and services and Excise duty for the nine months ended 31st December, 2018 are not comparable with the previous period.
On a comparable basis, Gross Sales Value[^] (net of rebates and discounts) for the nine months ended 31st December, 2018 and 31st December, 2017 are ₹ 55342.07 Crores and ₹ 49148.44 Crores respectively.
[^]Gross Sales Value includes GST, GST Compensation Cess, Service Tax, VAT, Luxury Tax etc., as applicable
- The launch and rollout costs of the Company's brands 'Fiama', 'Vive!', 'Superia', 'Engage', 'Savlon' and 'Shower to Shower' covering the range of personal care products of soaps, face washes, shower gels, skin care, deodorants, handwash and ayurvedic talc, and the continuing significant brand building costs of the Foods businesses are reflected under 'Other expenses' stated above and in Segment Results under 'FMCG-Others'.
- During the quarter ended 31st December, 2018, 50,01,340 Ordinary Shares of ₹ 1/- each were issued and allotted under the Company's Employee Stock Option Schemes (ESOS). Consequently, the issued and paid-up Share Capital of the Company as on 31st December, 2018 stands increased to ₹ 1224,69,16,101/-.
- Profit for the period in respect of the quarter and nine months ended 31st December, 2017, before considering Exceptional items of ₹ 270.00 Crores (post tax), stood at ₹ 2820.20 Crores and ₹ 8020.54 Crores respectively. Consequently, Profit for the period in respect of the quarter and nine months ended 31st December, 2018, before considering Exceptional items, represents a growth of 13.8% and 12.0% respectively.
Exceptional items in the previous period represent provisions for earlier years in respect of Tamil Nadu entry tax that were written back based on a favourable order of the Hon'ble Supreme Court.
- 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 Nine Months ended 31st December, 2018 which needs to be explained.

ITC LIMITED

Unaudited Segment-wise Revenue, Results, Assets and Liabilities for the Quarter and Nine Months ended 31st December, 2018

(₹ in Crores)

Particulars	STANDALONE					
	3 Months ended 31.12.2018	Corresponding 3 Months ended 31.12.2017	Preceding 3 Months ended 30.09.2018	9 Months ended 31.12.2018	9 Months ended 31.12.2017	Twelve Months ended 31.03.2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
a) FMCG - Cigarettes	5073.38	4629.19	5026.06	15227.03	17957.56	22894.01
- Others	3200.98	2871.78	3160.35	9231.36	8276.78	11328.60
Total FMCG	8274.36	7500.97	8186.41	24458.39	26234.34	34222.61
b) Hotels	451.86	404.44	362.55	1155.69	1009.51	1417.51
c) Agri Business	1924.61	1530.86	2219.73	7295.61	6259.36	8067.67
d) Paperboards, Paper & Packaging	1542.51	1279.60	1424.46	4322.80	3948.83	5249.64
Total	12193.34	10715.87	12193.15	37232.49	37452.04	48957.43
Less : Inter-segment revenue	853.19	863.13	1098.26	4075.23	4200.89	5000.53
Gross Revenue from sale of products and services @	11340.15	9852.74	11094.89	33157.26	33251.15	43956.90
2. Segment Results						
a) FMCG - Cigarettes	3557.66	3269.25	3579.07	10695.12	9835.06	13340.82
- Others [Note (i)]	76.66	46.99	58.45	185.23	72.91	164.12
Total FMCG	3634.32	3316.24	3637.52	10880.35	9907.97	13504.94
b) Hotels	60.29	54.77	15.56	89.07	64.32	139.79
c) Agri Business	198.81	233.34	236.07	629.39	724.65	848.62
d) Paperboards, Paper & Packaging	332.13	268.26	310.91	938.70	799.74	1042.16
Total	4225.55	3872.61	4200.06	12537.51	11496.68	15535.51
Less : i) Finance Costs	5.61	24.02	13.50	26.45	63.41	86.65
ii) Other un-allocable (income) net of un-allocable expenditure [Note (ii)]	(601.25)	(368.06)	(182.56)	(979.19)	(672.25)	(989.94)
iii) Exceptional items	-	(412.90)	-	-	(412.90)	(412.90)
Profit Before Tax	4821.19	4629.55	4369.12	13490.25	12518.42	16851.70
3. Segment Assets						
a) FMCG - Cigarettes	8409.75	7829.31	8255.27	8409.75	7829.31	7956.89
- Others	8234.67	7436.51	8488.58	8234.67	7436.51	7623.20
Total FMCG	16644.42	15265.82	16743.85	16644.42	15265.82	15580.09
b) Hotels	5842.96	5402.59	5793.13	5842.96	5402.59	5520.54
c) Agri Business	3621.37	2986.56	3322.49	3621.37	2986.56	3407.41
d) Paperboards, Paper & Packaging	6939.70	6815.89	6979.35	6939.70	6815.89	6739.83
Total	33048.45	30470.86	32838.82	33048.45	30470.86	31247.87
Unallocated Corporate Assets	33196.99	29357.27	29813.85	33196.99	29357.27	31133.44
Total Assets	66245.44	59828.13	62652.67	66245.44	59828.13	62381.31
4. Segment Liabilities						
a) FMCG - Cigarettes*	4776.20	4684.73	4408.37	4776.20	4684.73	4624.83
- Others	2101.30	1879.37	2100.21	2101.30	1879.37	1906.52
Total FMCG	6877.50	6564.10	6508.58	6877.50	6564.10	6531.35
b) Hotels	610.01	512.94	600.31	610.01	512.94	521.45
c) Agri Business	920.21	1027.58	949.21	920.21	1027.58	900.18
d) Paperboards, Paper & Packaging	805.25	786.75	871.52	805.25	786.75	787.13
Total	9212.97	8891.37	8929.62	9212.97	8891.37	8740.11
Unallocated Corporate Liabilities	2908.02	2980.80	3373.43	2908.02	2980.80	2241.13
Total Liabilities	12120.99	11872.17	12303.05	12120.99	11872.17	10981.24

@ Refer note 2 to the Statement of Standalone Financial Results.

* Segment Liabilities of FMCG-Cigarettes is before considering ₹ 122.75 Crores (31.12.2017 - ₹ 229.14 Crores; 30.09.2018 - ₹ 122.02 Crores; 31.03.2018 - ₹ 233.02 Crores) in respect of certain disputed taxes. These have been included under 'Unallocated Corporate Liabilities'.

Note (i): In respect of FMCG-Others segment, earnings before interest, taxes, depreciation and amortization (EBITDA), for the quarter and nine months ended 31.12.2018 is ₹173.38 Crores and ₹459.98 Crores respectively (quarter ended 31.12.2017 - ₹122.44 Crores; quarter ended 30.09.2018 - ₹158.84 Crores; nine months ended 31.12.2017 - ₹ 281.01 Crores and twelve months ended 31.03.2018 - ₹ 455.58 Crores).

(ii): As stock options and stock appreciation units are granted under the ITC Employee Stock Option Scheme (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; Snacks and Meals; Dairy and Beverages; Confections); Apparel; 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 soya, spices, coffee 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 :
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For and on behalf of the Board

Dated : 23rd January, 2019
Place : Gurugram, India

Director & Chief Financial Officer

Managing Director

Chairman