



Enduring Value

NATION FIRST: SAB SAATH BADHEIN

Q3 FY22 Results

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.

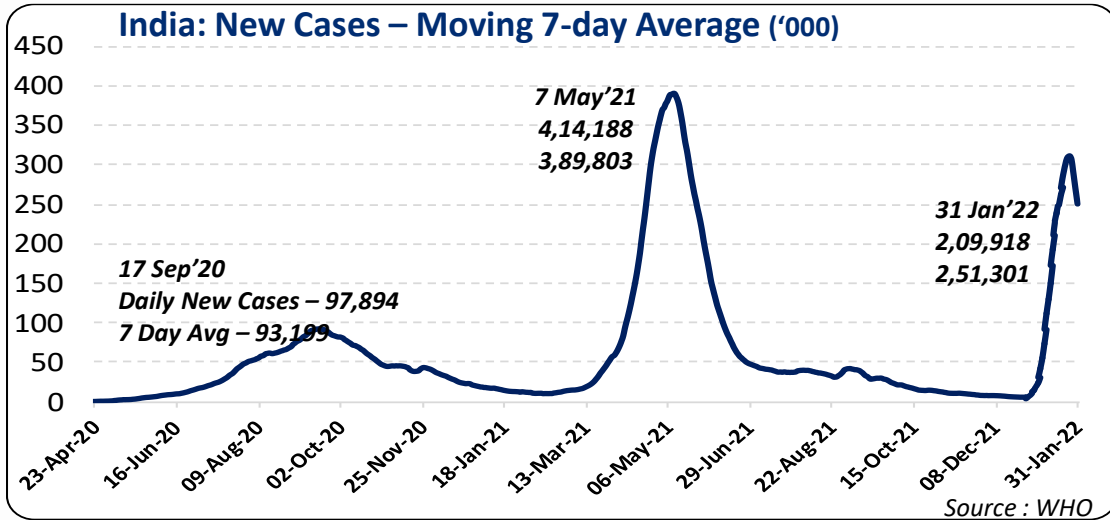
Decline in Covid caseloads in Q3

Omicron led Third Wave in Dec / Jan

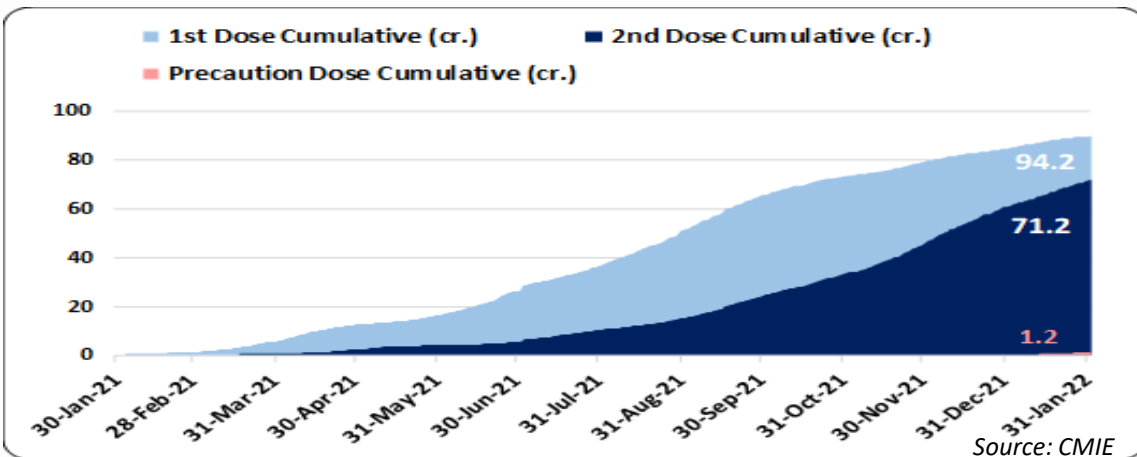
Progressive Recovery in economic activity



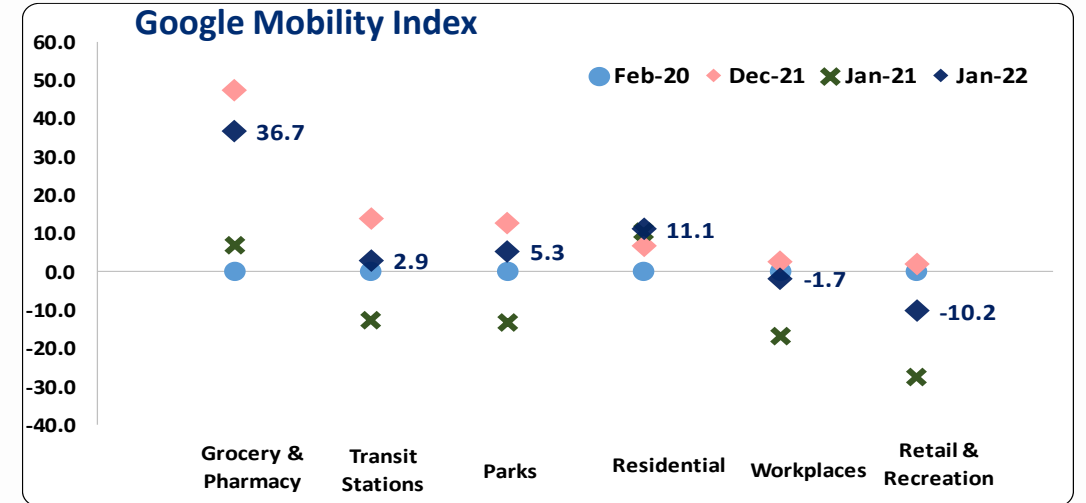
Sharp Reduction in case count, accelerated vaccination



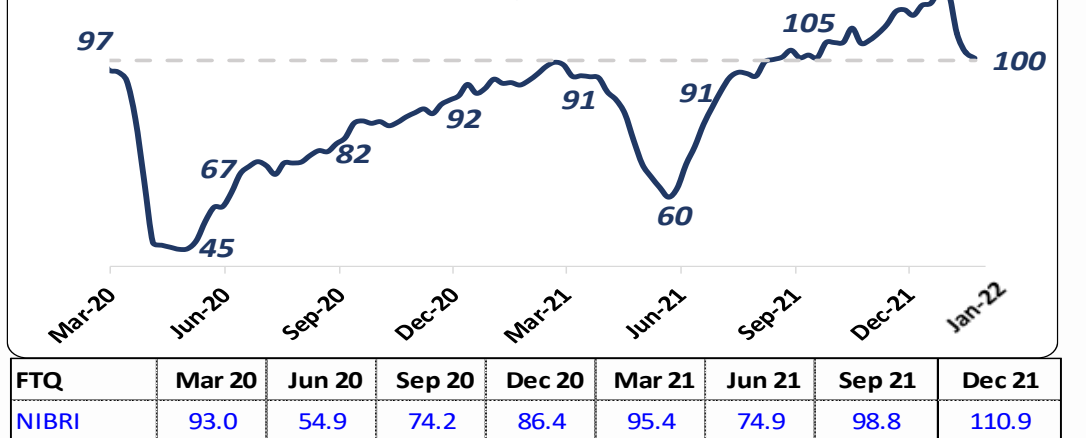
India's vaccination count



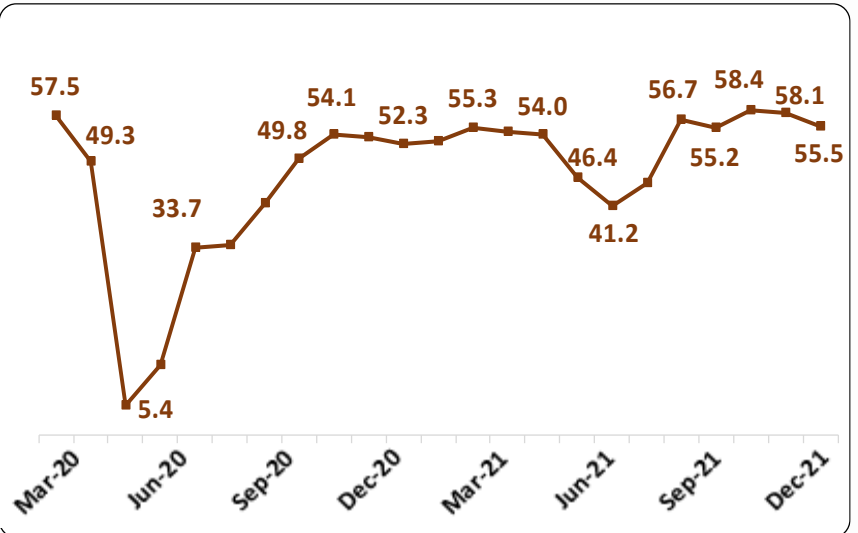
Improved mobility improves Business environment



Nomura India Business Resumption Index

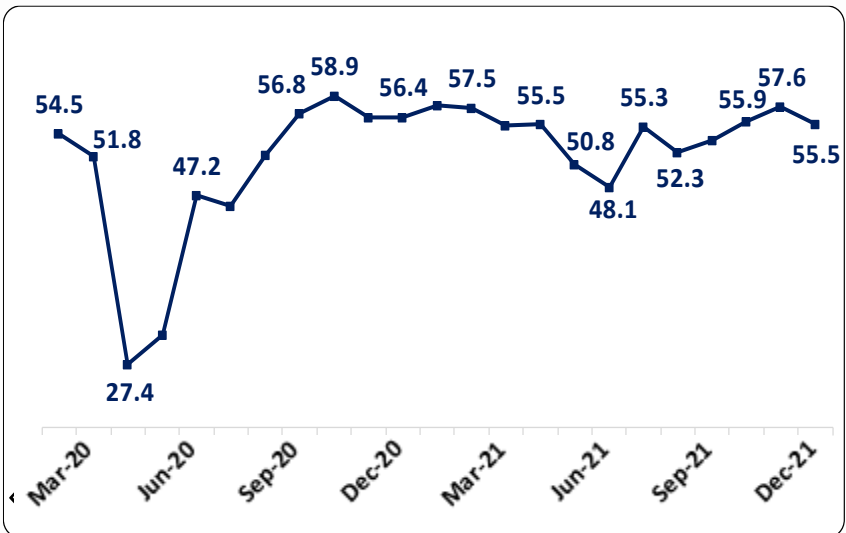


India Services PMI (> 50 denotes expansion)



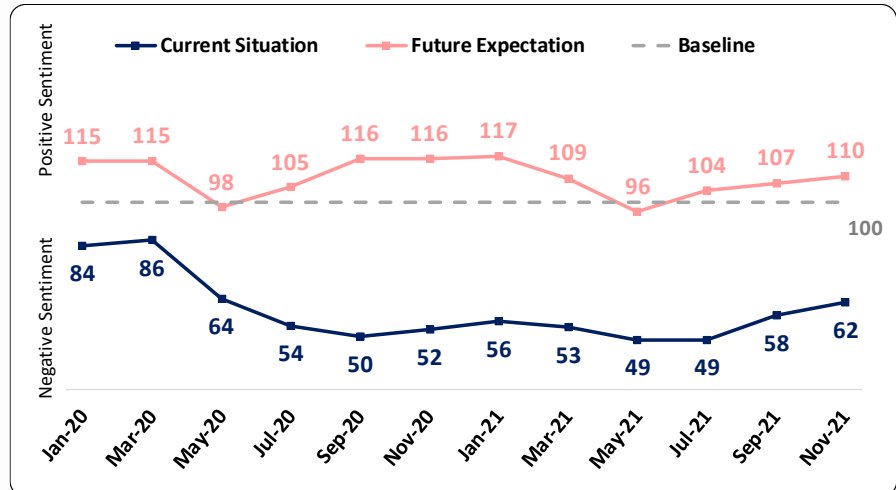
Source : IHS Markit

Manufacturing PMI (> 50 denotes expansion)

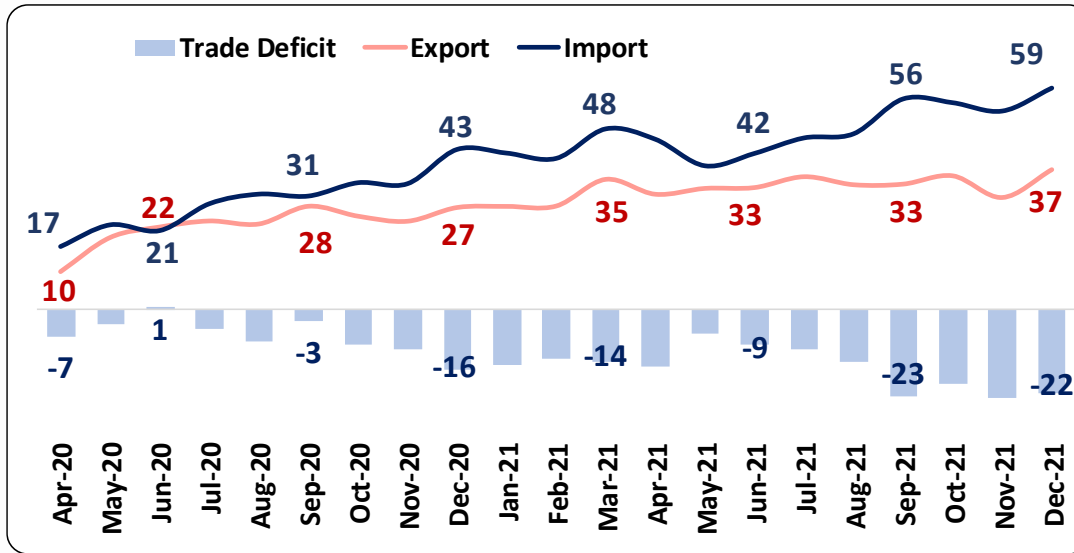


Source : IHS Markit

RBI Consumer Confidence Index

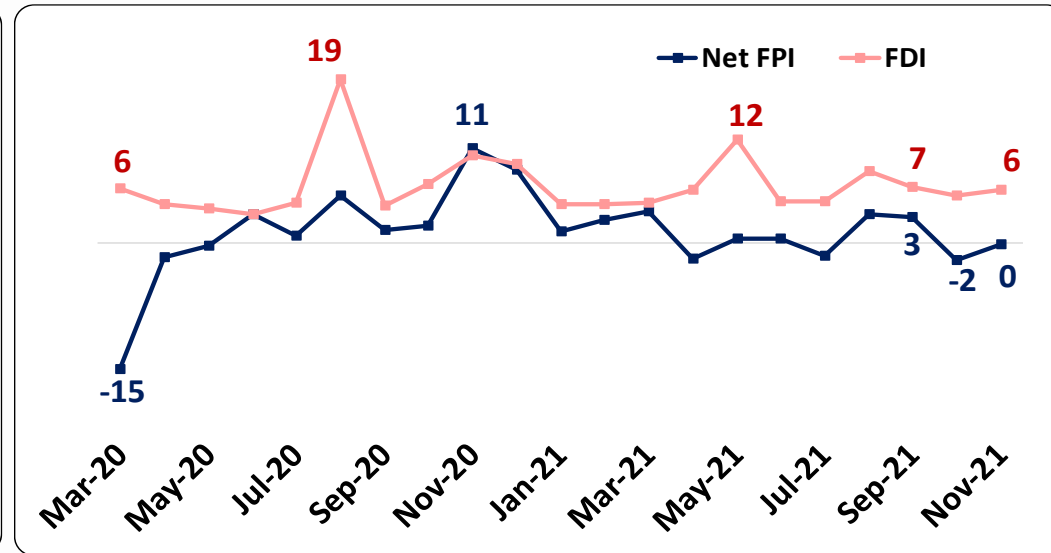


Merchandise Export / Import (\$ bn)



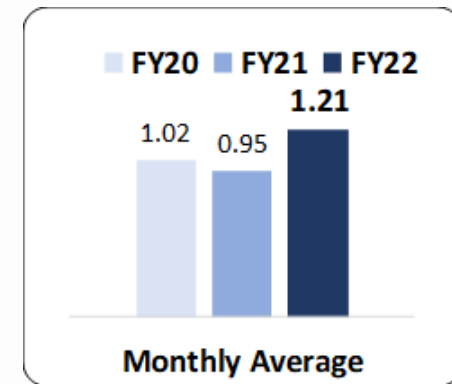
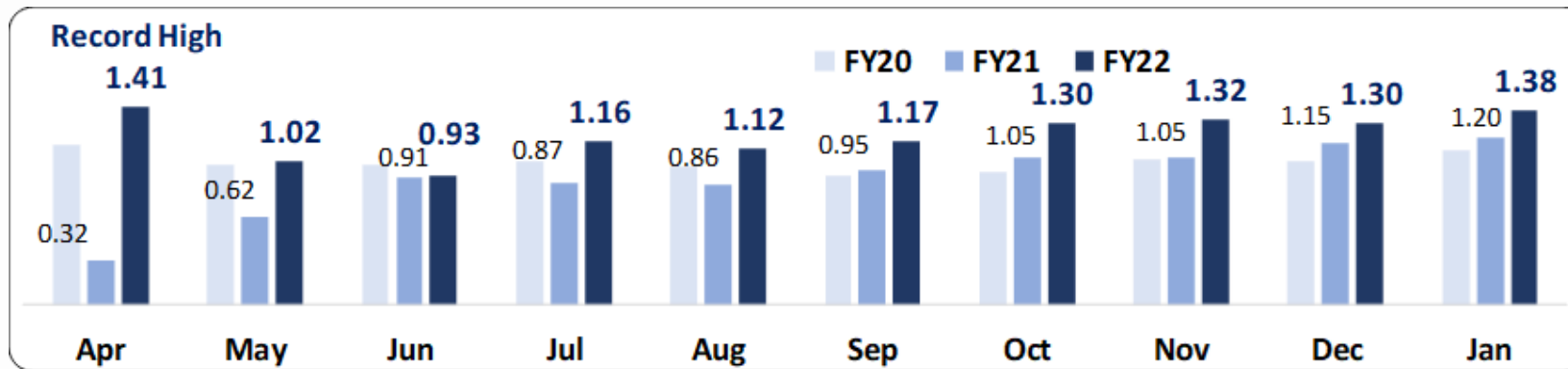
Source : RBI

Net FPI and FDI (\$ bn)



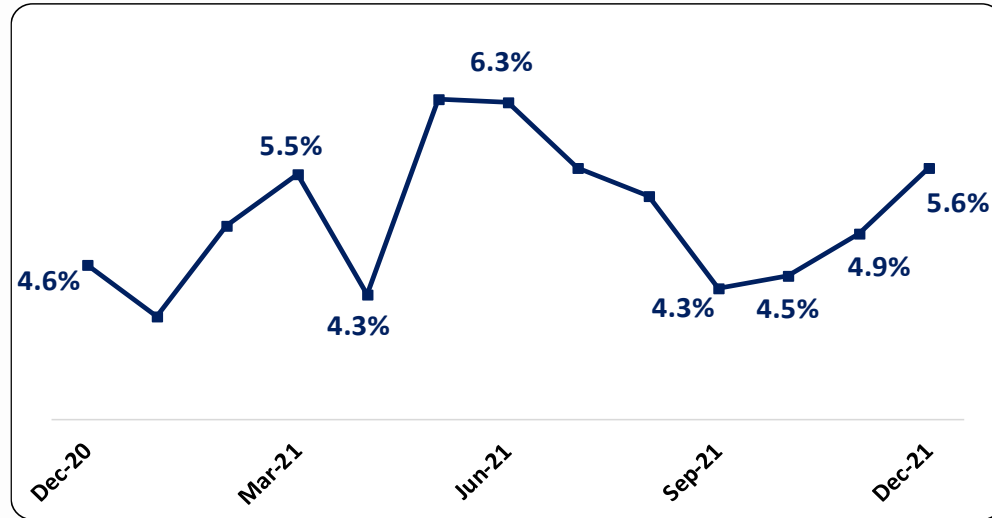
Source : RBI, CDSL

GST Collections (Rs lakh cr.)



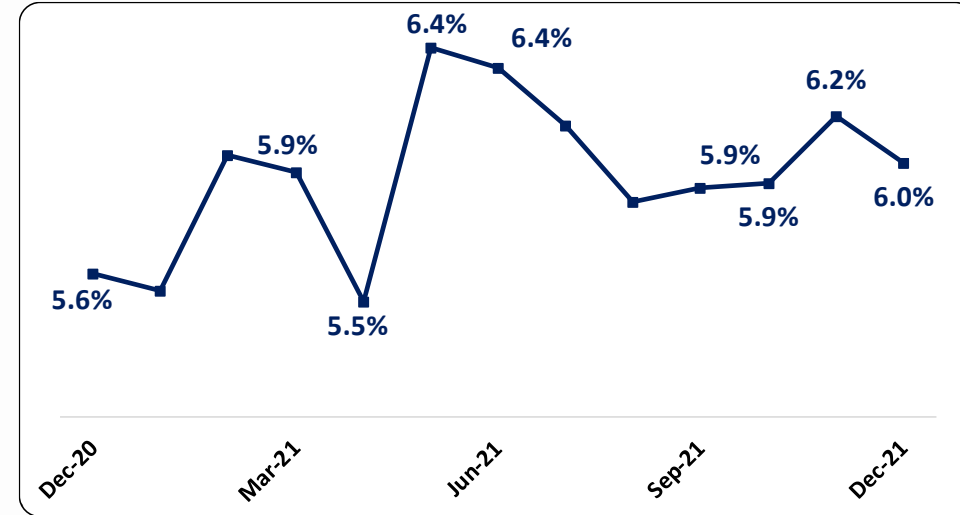
Source : Ministry of Finance

Headline CPI (y-o-y%)



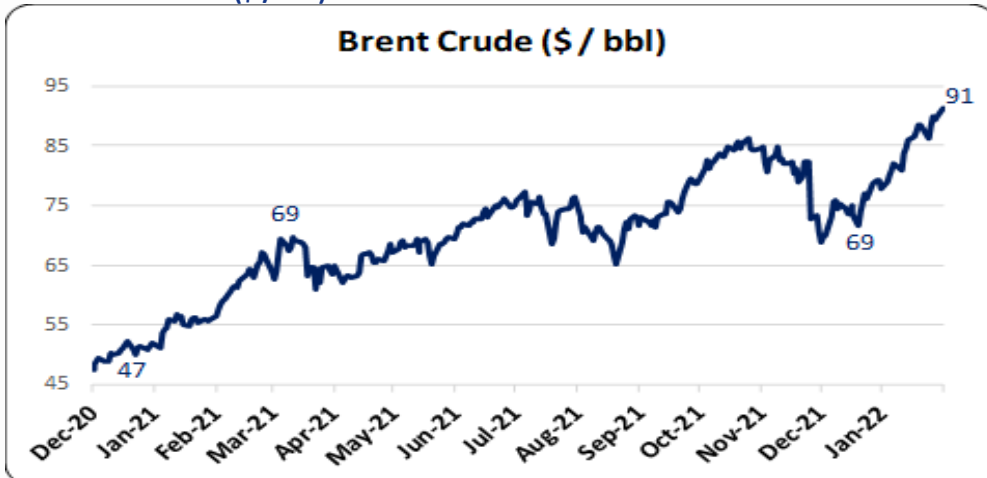
Source: MOSPI

Core CPI (y-o-y%)



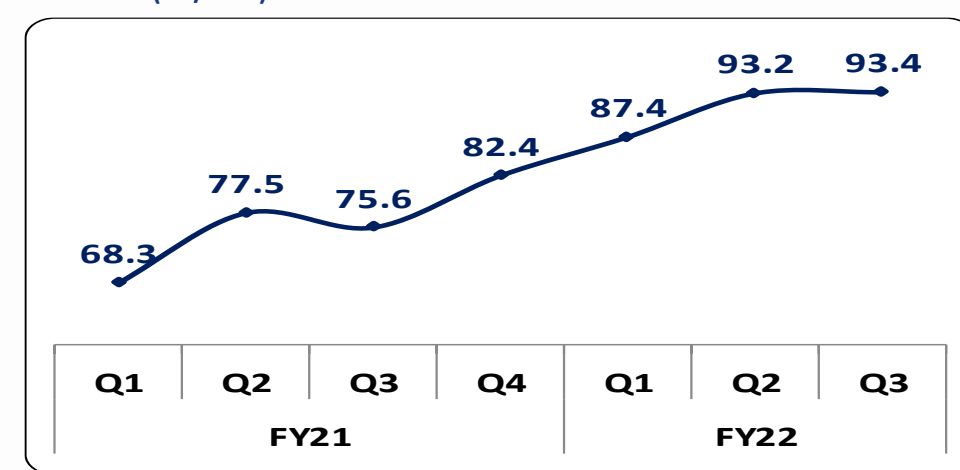
Source: MOSPI

Brent Crude (\$ / bbl)



Source: Bloomberg

Diesel (Rs / Litre)



Source: CMIE

Global Macro

Slowdown in global growth momentum

- 2022 Global GDP growth revised down to 4.4% Vs. 4.9% earlier
- Rising caseloads
- Supply chain disruptions
- Commodity price Inflation

Quantitative tightening & Rising Interest rates in the US

Transmission impact thru Capital, Trade, Currency channels

India Macro

Key Positives

Govt's bold reform agenda and Infra push

Stronger corporate/bank Balance Sheets

Robust external demand

Buoyancy in tax collections

Key Monitorables

High Inflation
Rising Crude prices

Uneven Recovery across sectors

Private Consumption below pre-Covid level
Rural growth tapering

Private Capex yet to pick-up

Q3 FY22 Results

Headline Financials & Business Highlights

Strong growth across operating segments

Gross Revenue

▲ +31.3%
ex Agri, up 16.2%

EBITDA

▲ +18.2%

Overall Segment PBIT Margin *ex – Agri Business*

36.5% ▲ 80 bps

Profit After Tax

▲ +12.7%

EPS

▲ +12.3%

Interim Dividend

Rs. 5.25
per share

- **Robust broad-based recovery in Cigarettes**
 - *Net Segment Revenue up 13.6% YoY; Segment EBIT up 14.4% YoY*
- **FMCG-Others Segment Revenue up 9.3% YoY on a relatively high base; up 23.5% vs. Q3 FY20**
 - *EBITDA up 46% over Q3 FY20; EBITDA Margin at 9.1% (+140 bps Vs. Q3 FY20; -50 bps YoY)*
- **Sustained recovery momentum in Hotels**
 - *Sharp rebound in Occupancy/ARR drives faster Hotels recovery; Q3 PBIT positive (+118 cr. swing vs. SPLY)*
- **Sharp growth in Agri Business Revenue; up 100% vs. SPLY**
 - *Growth driven by wheat, rice, spices, leaf tobacco exports*
- **Strong performance in Paperboards, Paper & Packaging; Revenue up 38.5% YoY with margin expansion of 260 bps**
 - *Demand revival across most end-user segments, exports and higher realisations*
 - *Paperboard volumes record new highs*
- **~100% of employees fully vaccinated**



Enduring Value

FMCG Others

Aashirvaad logo and tagline: Sartaj pe sabko Hai Naaz

Yippee! logo and tagline: SAY YIPPEE! TO A FUN

Bingo! logo

Sunfeast logo and tagline: Celebrate this Diwali with bright lights and the goodness of 5 natural ingredients

Aashirvaad Svashti logo and tagline: The glass that would never be replaced.

ITC Master Chef logo and tagline: FROZEN SNACKS Stay Home, Stay Safe

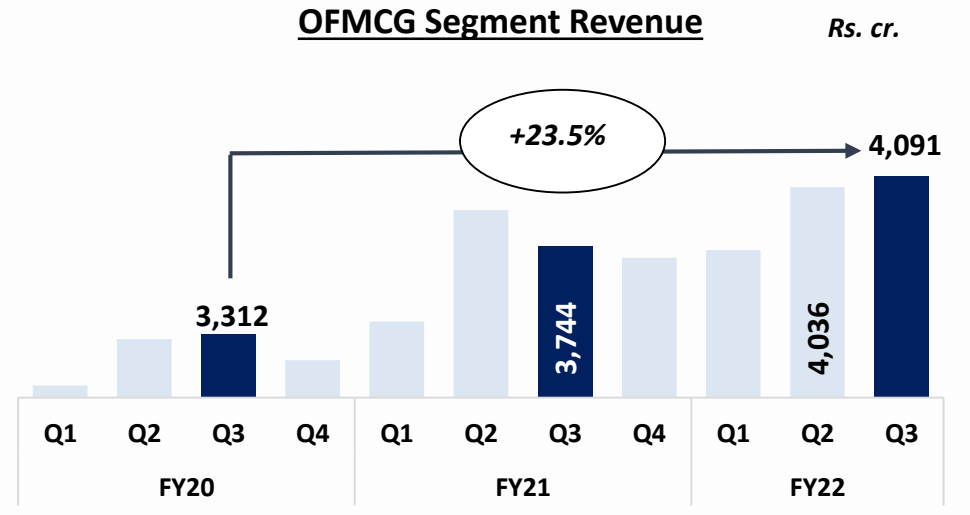
Savlon logo and tagline: Prioritize good hygiene today to build a healthier India tomorrow.

Classmate logo and tagline: ENHANCE YOUR CREATIVITY BY MAKING YOUR OWN 3D CRAFT FIRE CRACKER



- **Segment Revenue up 9.3% YoY; +23.5% over Q3 FY20**
 - *Staples & Convenience Foods posted resilient performance*
 - *Discretionary/Out-of-Home categories recorded robust growth*
 - *Demand volatility in Hygiene Portfolio; sequential moderation in line with lower Covid caseload intensity; remained significantly above pre-pandemic levels*

- **Robust performance in emerging channels continues**
 - *Modern Trade sales accelerated on the back of improved mobility and store footfalls*
 - *Robust growth in E-com; sales nearly at 3x of FY20 levels; Channel salience at ~7%*
 - *Unnati (B2B app) rolled out to 2.2+ lakh retailers within 8 months since national launch*



Scaling up D2C



<http://www.itcstore.in>

- Operational in 15 cities
- 700+ FMCG products
- 45 categories



Acquisition of minority stake in Mother Sparsh

A premium ayurvedic and natural personal care startup with focus on mother and baby care segments

Rural Markets

Scale up of stockists network (**1.7x** of LY)

Market Coverage

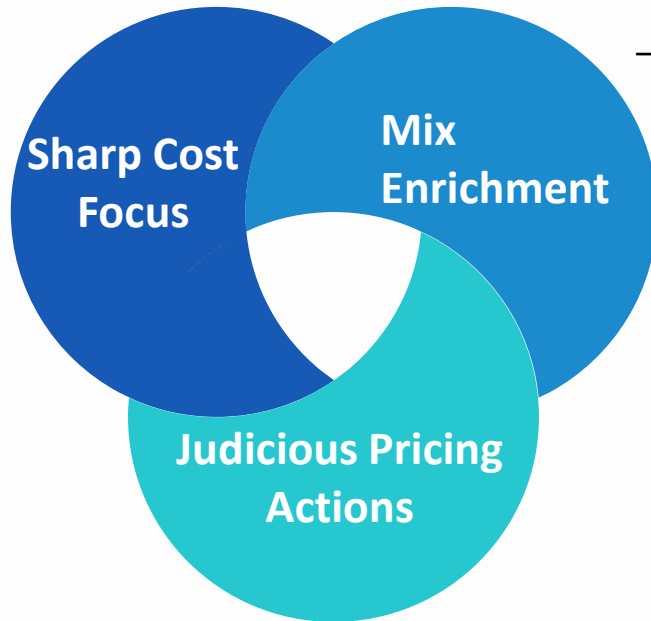
1.5x of LY levels

Direct outlet servicing

1.1x of LY levels

- Q3 Segment EBITDA margin at 9.1% (+140 bps Vs. Q3 FY20, -50 bps YoY)
- Persistently high commodity prices largely offset through

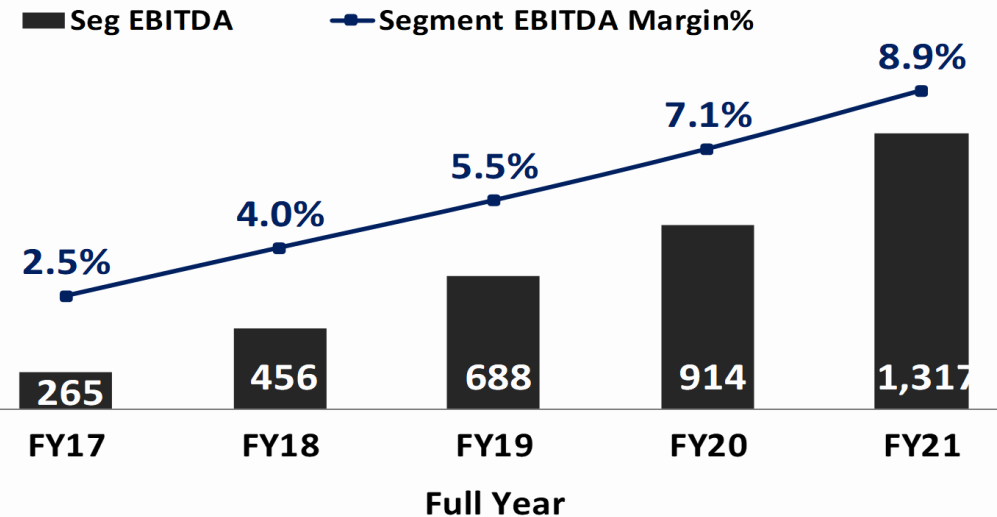
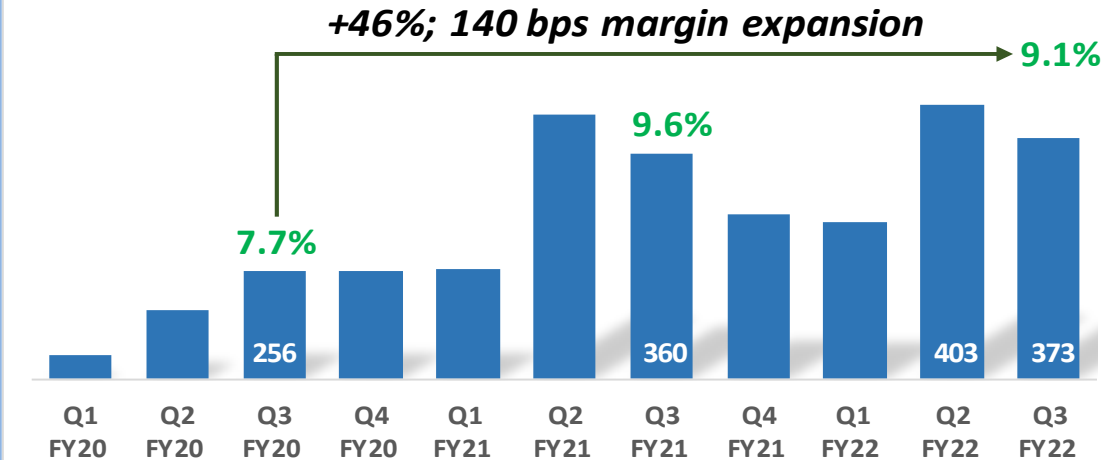
- Strategic cost management programmes
- Leveraging Digital
- Fiscal Incentives



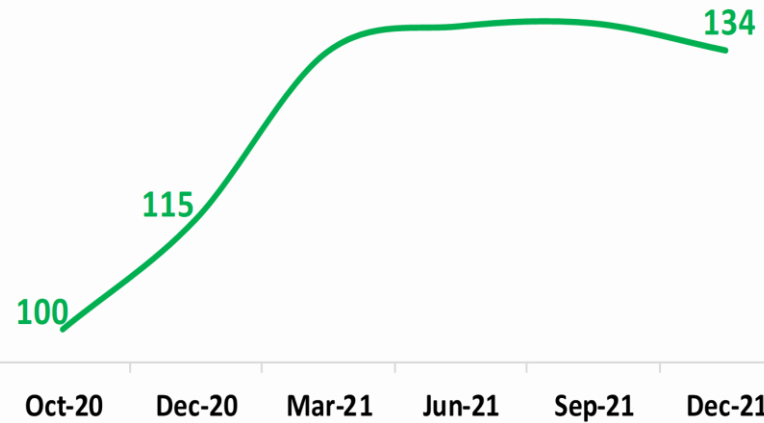
- Portfolio premiumisation
- Favorable Business mix

Seg. EBITDA margins at 9.1% despite inflationary headwinds

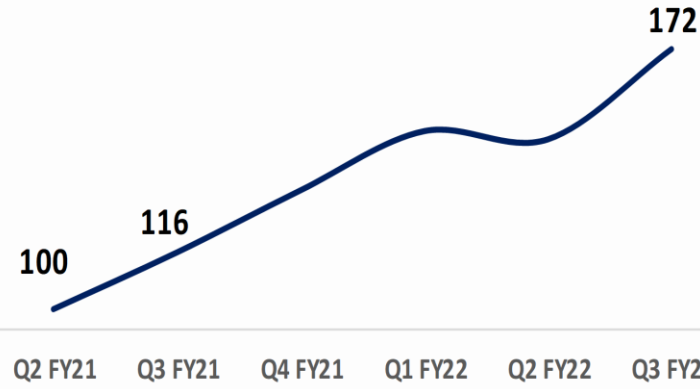
Rs. cr.



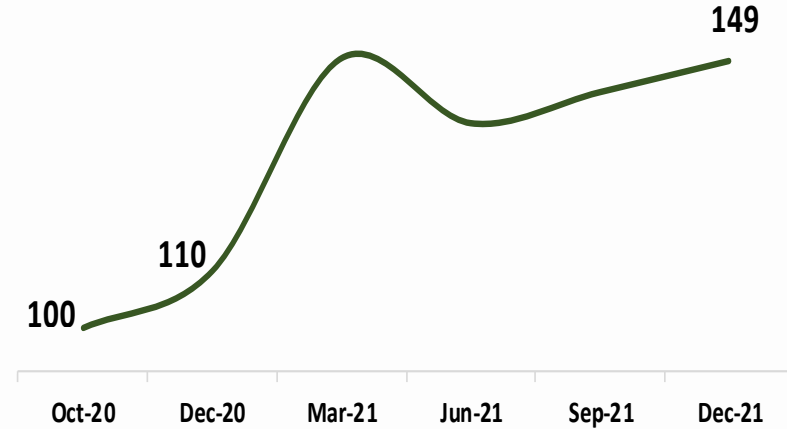
Edible Oil



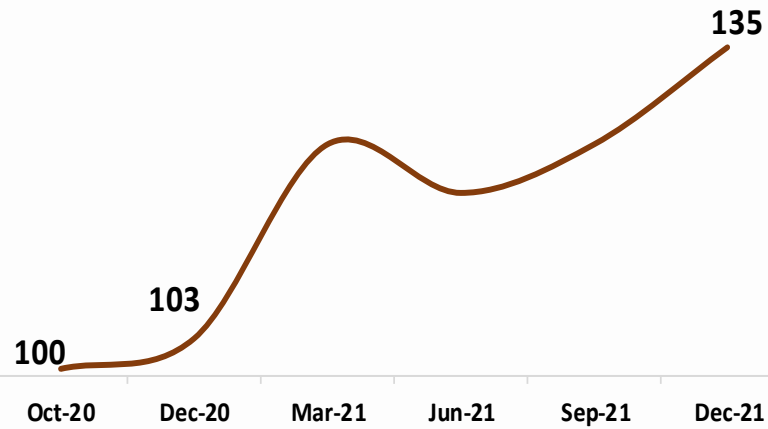
Soap Noodles



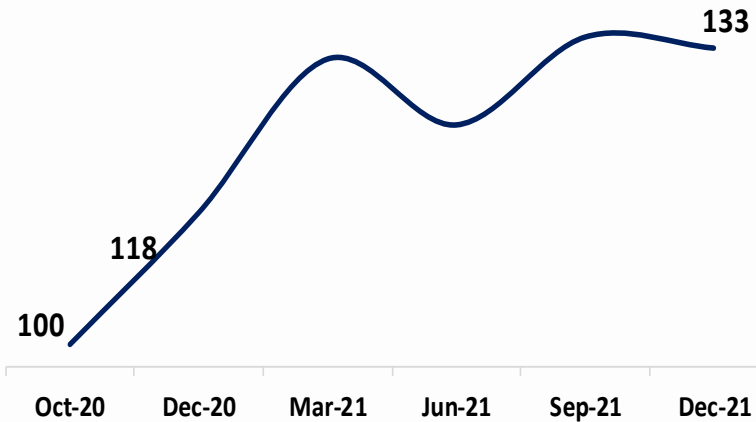
Metallocene

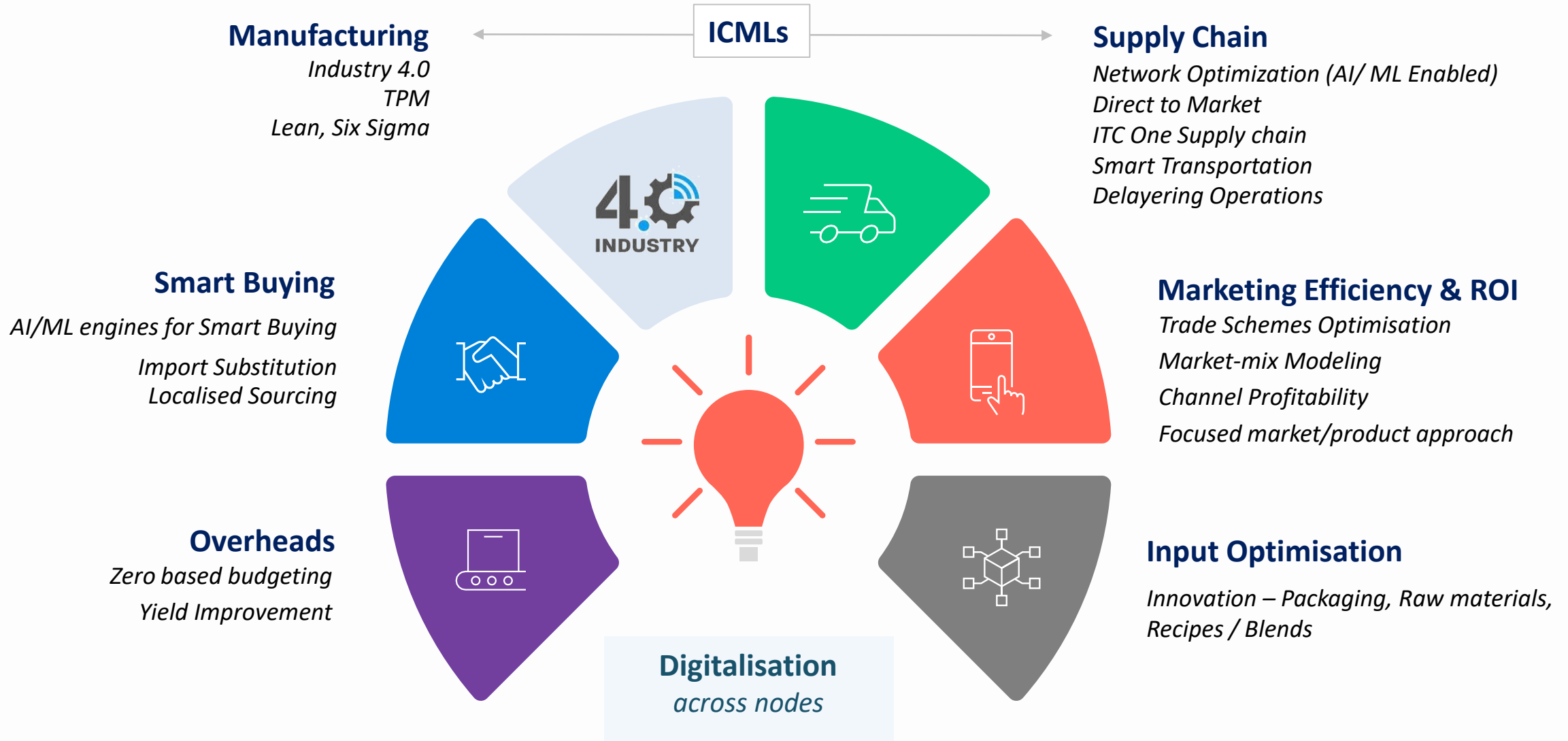


BOPP



Kraft Paper







Bingo!
No Rulz Tomato Curlz; Chatar Matar; Cream & Onion



ITC Master Chef
*Punjabi Samosa
Plant Based Protein Nuggets,
Burger Patty*



Sunrise Spices
*Clove,
Green Cardamom*



Fabelle
Heart of Gold Collection



Savlon
Hand Wash Powder



Fiama Gel Bars
*Amyris & Cedarwood Oil
Green Apple & Brazilian
Orange Oil*



Charmis
Anti Acne Face Serum
Reduces acne in 3 Days



Charmis
Super Hydrating Face Serum
Ensures 72 Hr. Hydration



Paperkraft Gift Packs
Exclusive range for E-Com



Mangaldeep
*Sandal Flexi,
Jasmine Chandan*

Sunfeast Dark Fantasy



Choco Fills



Desserts Collection



Coffee Fills



Choco Nut Fills



Vanilla Fills

Sunfeast Bounce



Bounce Fills (Orange/Strawberry)



Bounce Fills (Choco)

Healthier & Safer India



Women Empowerment



Responsible Citizens for the Future



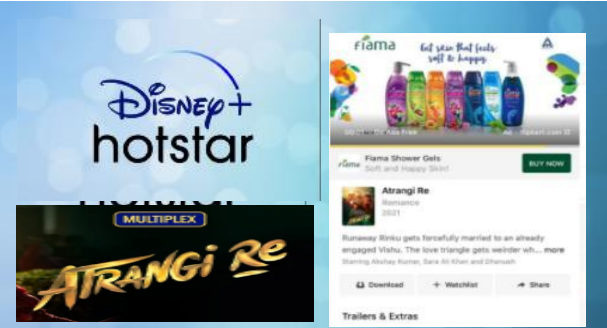
Saluting Mothers



Leveraging OTT platforms

BINGO! 100% Share of Voice

Fiama's association with movie release



Impactful Campaign



AI Based Fragrance Finder



Personalize your shopping experience with **Engage Fragrance Finder**

<https://www.engagedeo.com/search/>

Partnering with Celebrities & Influencers



16%+

Media Spends through Digital platforms

70%+

of campaigns done using ITC's own 1st party data

2500+

Content assets through ITC Sixth Sense

Scaling up E-Com Channel

NEW ON IITCstore.in

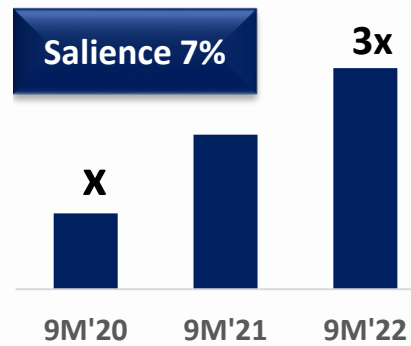
Add a dash of freshness to your life

Buy Now

ITC e-Store Operational in 15 cities

1.5x Visitors

2.3x No. of Orders



Baseline – Apr'21

Expanding in Food Service

Servicing 5700+ outlets across 184 Towns



New Routes to Market

On-the-Go

Direct Marketing

QSR

Strategic Partnerships

Climate Controlled Supply Chain

Frozen | Dairy | Chocolates



Enduring Value

FMCG Cigarettes



Segment Revenue

6244 cr. ▲ 13.6%

Segment Results

3951 cr. ▲ 14.4%

- **Segment Net Revenue*** up 13.6% YoY and 10.8% QoQ; Segment EBIT margins up 55 bps
- **Robust recovery continued across markets**
 - *Aided by increase in mobility, agile supply chain and market servicing*
- **Focused portfolio/market interventions enhance market standing**
 - *Portfolio vitality, Product accessibility, Execution excellence*
 - *Portfolio augmented to strengthen competitive position and counter illicit trade*

Stability in taxes imperative for legal industry to combat and progressively claw back volumes from illicit trade

Innovation

- **Classic Connect**
- **Gold Flake Neo**
- **American Club Clove Mint**
- **Gold Flake Indie Mint**
- **Capstan Fresh**

Portfolio Fortification

- **Gold Flake Luxury Filter**
- **Gold Flake Neo SMART Filter**
- **Navy Cut Deluxe**
- **Player's Gold Leaf Chase**
- **Gold Flake Star**

Recent Introductions

- **Wills Protech**
- **Capstan Excel**
- **Gold Flake Kings Mixpod**
- **Flake Nova**
- **Wave Boss**
- **American Club Smash**

Other Interventions

New variants of **Flake Excel, Wills Navy Cut Filter, Berkeley Hero** in focus markets.

5s Packs - Gold Flake Premium and Capstan Special



Enduring Value

Hotels Business



ITC Grand Goa Resort & Spa

Rs. cr.

Segment Revenue

Q3 FY22: 473

(2x LY; + 61% QoQ)

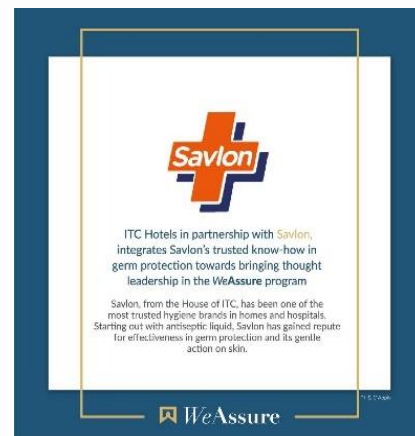
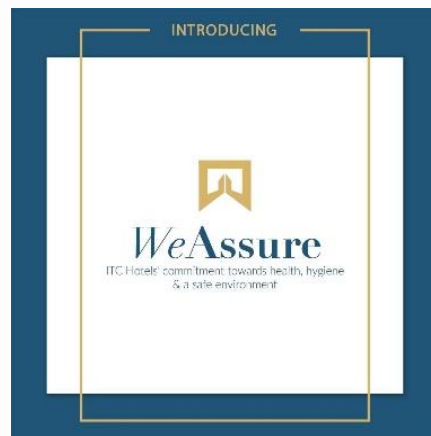
Segment EBITDA

Q3 FY22: 117 cr.

(Positive Swing of 118 Vs. SPLY)

- Occupancy recovers to pre-pandemic levels; strong sequential improvement in ARRs but still below pre-pandemic levels
 - *Domestic leisure travel and festive/wedding season boost demand; progressive improvement in business travel*
- Revenue augmented through sharply targeted packages (Welcombreak, City Getaways, etc.)
- Enhancing operating leverage on a sustainable basis through structural cost management actions
- Leveraging Digital investments: Guest acquisition, enhancing guest experience, augmenting revenue generation and driving operational efficiency
- Omicron wave impacts recovery momentum in January'22

'WeAssure' programme – best-in-class hygiene and safety standards at all operating hotels



Welcomhotel Guntur



A first-of-its-kind premium property offering an immersive regional experience (104 keys)

Welcomhotel Bhubaneswar



Drawing inspiration from the magnificence of 500+ temples adorning the city (107 keys)

**Welcomhotel Brand footprint scaled up to 23 properties/2600 keys
3 more Hotels to be launched soon (managed properties)**

ITC Windsor



World's 1st Hotel with
LEED Zero Carbon Certification

ITC Grand Chola



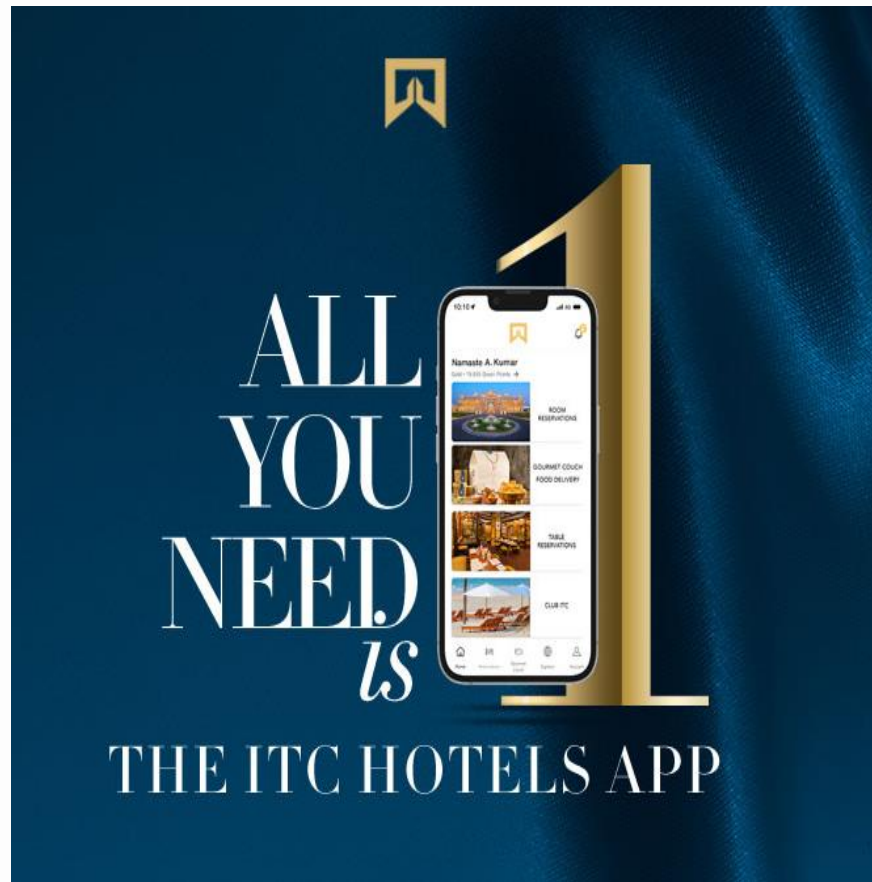
World's Largest Hotel with
LEED Zero Carbon Certification

ITC Gardenia



World's 3rd Hotel with
LEED Zero Carbon Certification

Reservations | Food Delivery | Loyalty | Exclusive offers and more...



YOUR ONE APP FOR



FOOD DELIVERY

Signature Gourmet Delicacies
Delivered Across 14 Cities



RESERVATIONS

Book Stays At 55+ Hotels; Table
Reservations At 75+ Outlets



LOYALTY BENEFIT

Earn & Redeem Green Points On
All Eligible Transactions
Not a member?
Enrol For Free On The App



EXCLUSIVE OFFERS*

Save 25% On Your 1st Food
Delivery Order, Get 500 Bonus
Points On Room Bookings & More
(Valid till June 30th, 2022)





Enduring Value

Agri Business





Segment Revenue
4962 cr. ▲ 100%

Segment Results
295 cr. ▲ 50.6%

- **Robust growth in Segment revenue**
 - *Wheat, rice, spices, leaf tobacco exports leveraging strong customer relationships, robust sourcing network & agile execution*
 - *Proactive supply chain mgmt. ensured on-time execution despite supply chain disruptions (container shortages, port congestions and elevated ocean freight costs)*
- Continues to provide strategic sourcing support to Branded Packaged Foods Businesses by leveraging e-Choupal network
- **Leveraging Digital** for sourcing efficiencies:
 - *AI/ML and advanced analytics based digital platform leveraged to facilitate spatial and temporal sourcing optimization*
- Strategic focus on rapidly **scaling up Value-Added product portfolio** to enhance value capture
 - *IIVL^ is setting up a world-class manufacturing facility at Mysuru for export of Nicotine & Nicotine derivative products to US/EU; project progressing as per schedule*
 - *Construction of new Spices facility at Guntur progressing well*

Multiple Sourcing Models
 Farmer | Trader | Mandi

Multi Modal Transportation
 Railway | Coastal | Road

Robust growth
 in Value Added portfolio

^ ITC IndiVision Limited, the Company's wholly owned subsidiary



Enduring Value

Paperboards, Paper & Packaging



Segment Revenue

2046 cr. ▲ 38.5%

Segment Results

448 cr. ▲ 57.3%

Paperboards & Specialty Paper

- Robust growth in Volume & Realisation; volumes at record high
 - Revival of demand across most end user segments and higher exports
- VAP[^] grew at rapid pace - higher realisation, strategic capacity expansion & strong exports performance
- Margin expansion led by higher realisations, investments in pulp import substitution, cost-competitive fibre chain, sharper focus on operational efficiency leveraging data analytics and Industry 4.0 despite escalation in key input prices
- High Pressure Recovery Boiler & Pulp Mill expansion project progressing as per schedule

Packaging and Printing:

- Robust growth in domestic and exports segments across technology platforms



Bio-degradable Barrier Boards



Recyclable Solutions



Cupstock



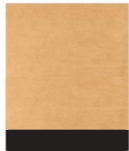
QSR Packing



Ice-cream Packaging

Toughpack

E-com packaging bags



Indobowl



Sustainable Packaging



Bioseal



Oxyblock



Antimicrobial Coating



Financials

<i>Rs. cr.</i>	Q3 FY22	Q3 FY21	GOLY
Gross Revenue	16,634	12,673	31.3%
Net Revenue	15,741	11,887	32.4%
EBITDA	5,102	4,315	18.2%
PBT	5,492	4,880	12.5%
PAT	4,156	3,688	12.7%

(Rs. cr.)

	Q3		
	FY22	FY21	Goly
Segment Revenue			
a) FMCG - Cigarettes	6244	5498	14%
- Others	4091	3744	9%
Total FMCG	10335	9242	12%
b) Hotels	473	235	101%
c) Agri Business	4962	2482	100%
d) Paperboards, Paper & Packaging	2046	1478	39%
Total	17817	13437	33%
Less : Inter Segment Revenue	1183	763	55%
Gross Revenue from sale of products and services	16634	12673	31%

- **FMCG Others**

- *Segment Revenue up 9.3% vs. LY (+23.5% Vs. Q3 FY20)*
- *Staples & Convenience foods portfolio remains resilient*
- *Robust growth in Discretionary/OOH portfolio*
- *Demand volatility in Hygiene portfolio*

- **Hotels**

- *Occupancy recovers to pre-pandemic levels*
- *ARRs improve sequentially & YoY*

- **Agri Business**

- *Strong growth led by wheat, rice, spices & leaf tobacco exports*

- **Paperboards, Paper & Packaging**

- *Robust growth in Volume & Realisation*
- *Strong growth in Exports*

(Rs. cr.)

	Q3		
	FY22	FY21	Goly
Segment Results			
a) FMCG - Cigarettes	3951	3453	14%
- Others	242	239	1%
Total FMCG	4193	3692	14%
b) Hotels	51	(67)	
c) Agri Business	295	196	51%
d) Paperboards, Paper & Packaging	448	285	57%
Total	4987	4106	21%
Less : i) Finance Cost	11	14	
ii) Other un-allocable (income) net of un-allocable expenditure	(516)	(788)	
Profit Before Exceptional Items & Tax	5492	4880	13%

• FMCG Others

- *Segment EBITDA at 373 cr. (+4% YoY on a high base)*
 - **1.46x of Q3 FY20**
- *EBITDA margins at 9.1% in spite of unprecedented commodity inflation*
 - **up 140 bps vs. Q3 FY20**

• Hotels

- *EBITDA at 117 cr., positive swing of 118 cr. Vs. LY*

• Paperboards, Paper & Packaging

- *Margin expansion account higher realisations, cost savings and sharp focus on operational efficiencies*

ITC – A Global Exemplar in Sustainability



ITC e-Choupal
4 Million Farmers empowered



Afforestation
Over 926,000 acres greened



Watershed Development
Over 12,93,000 acres covered



Livestock Development
Over 20,18,000 milch animals covered



Solid Waste Management
Well-being Out of Waste programme covers 15 million citizens



Women Empowerment
over 80,500 poor women benefitted



Skilling & Vocational Training
Covering over 105,000 youth



Primary Education
Reaching over 841,000 Children

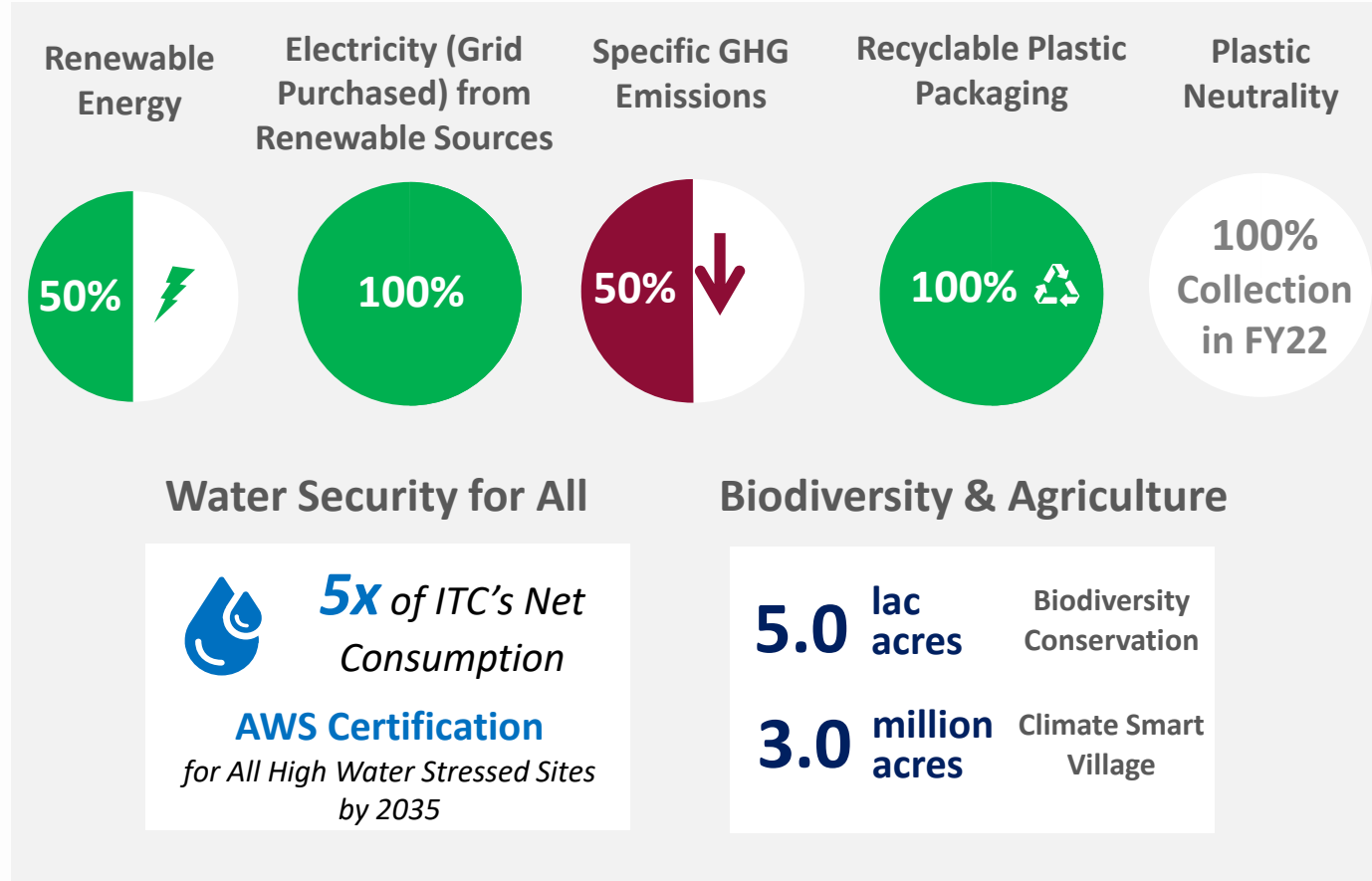
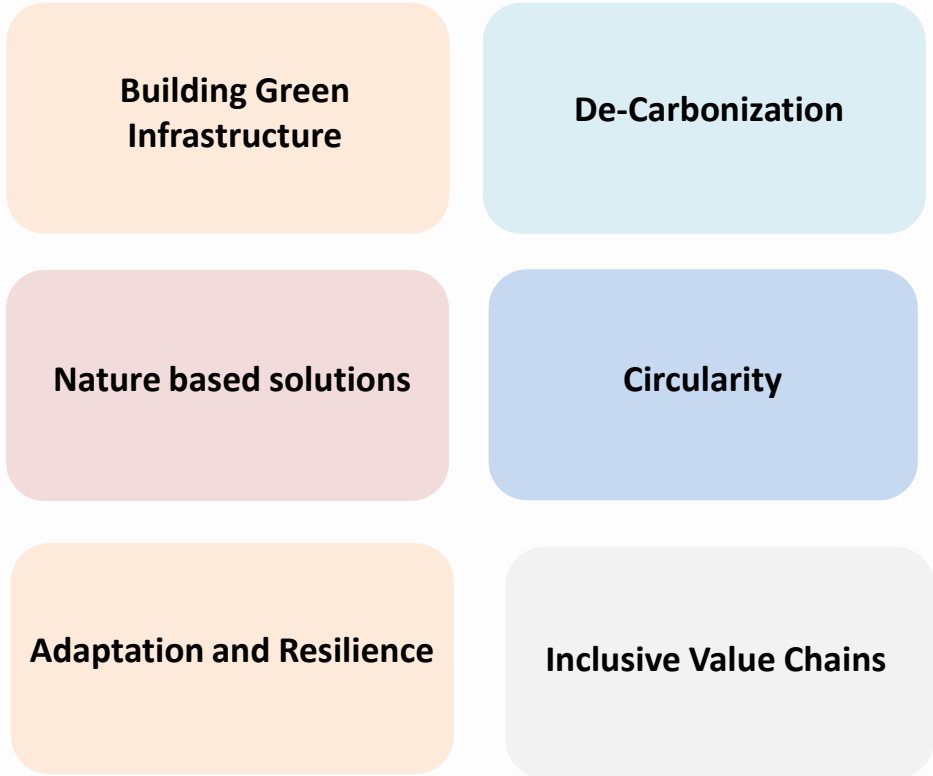


Health & Sanitation
Over 39,300 toilets built



Pioneer of Green Building movement in India
33 platinum rated green buildings

Strategic Interventions to Combat Climate Change



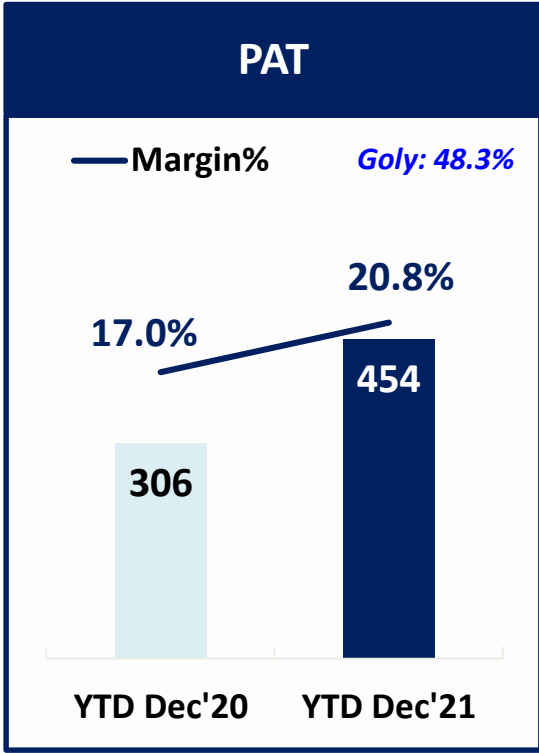
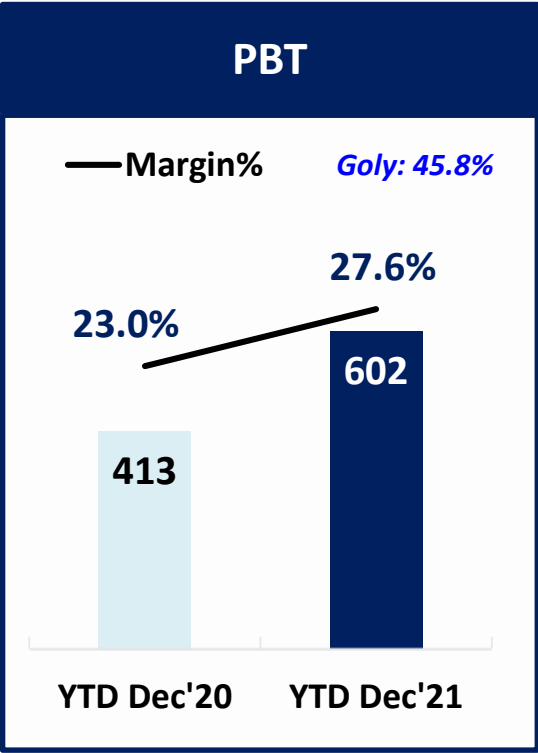
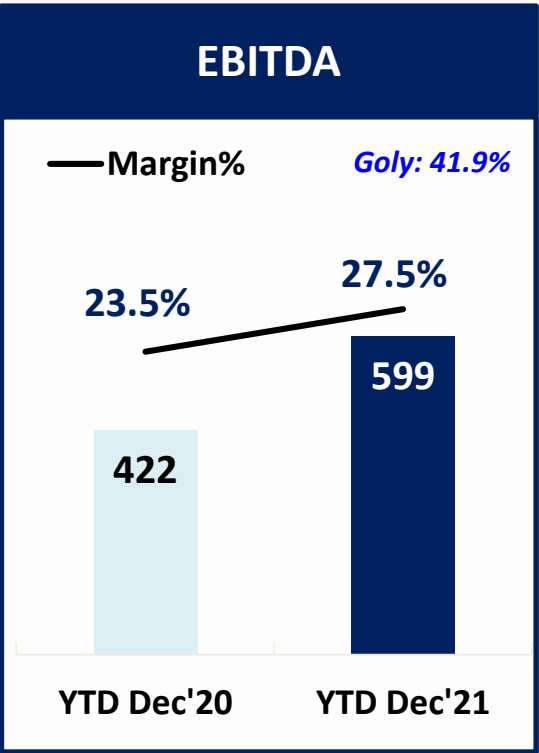
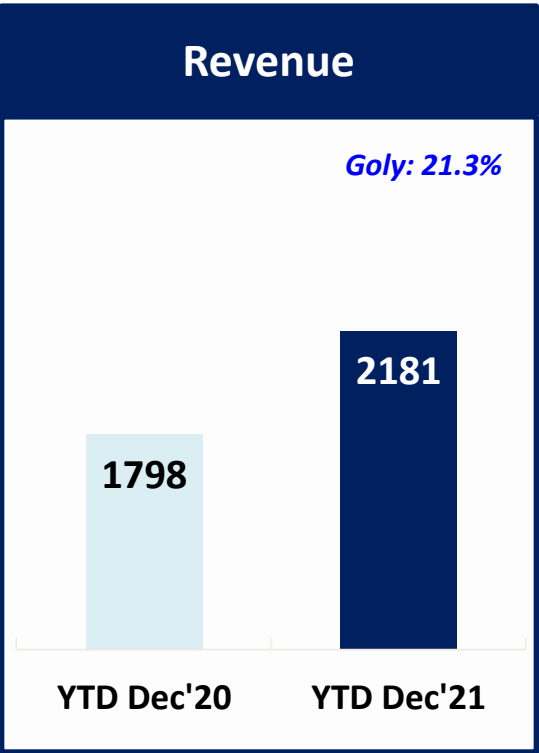
Proactively work towards achieving 'Net Zero' emission status

Supporting Sustainable Livelihoods: From 6 million to 10 million

ITC Infotech



Rs. cr.



Margin expansion a/c Improved Business mix and higher resource productivity





**A passion for
Profitable growth...**



**in a way that is
Sustainable...**



**and
Inclusive.**

Product/initiative	Link
 <p>Bingo! on Instagram</p>	https://www.instagram.com/bingo_snacks/
 <p>YiPPee! on Instagram</p>	https://www.instagram.com/sunfeast_yippee/
 <p>Aashirvaad on Instagram</p>	https://www.instagram.com/aashirvaad/
 <p>Sunfeast Dark Fantasy on Instagram</p>	https://www.instagram.com/sunfeastdarkfantasy/
 <p>Classmate Back to School Anthem</p>	https://youtu.be/p9Po_OnLmEk
 <p>Engage Fragrance Finder</p>	https://www.engagedeo.com/search/
 <p>“WeAssure” programme</p>	https://www.itchotels.in/content/dam/projects/hotelswebsite/itc-hotels/WeAssure/WeAssure-itc-hotels.pdf
 <p>Details on the Company’s Sustainability 2.0 vision</p>	https://www.itcportal.com/sustainability/sustainability-report-2021/sustainability-report-2021.pdf
 <p>Quarterly Media Statement</p>	https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q3-FY2022.pdf