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Enduring Value

Media Statement

November 2, 2026

Financial Results for the Quarter ended 30th September, 2026

Highlights

	Standalone	Consolidated
Net Revenue		
Overall	▲ 3%	▲ 5%
FMCG Others Segment	▲ 16%	▲ 19%
Non-Cigarette Segments	▲ 18%	▲ 20%
EBITDA		
Overall	▼ 17%	▼ 16%
Non-Cigarette Segments	▲ 23%	▲ 22%

- **Robust growth across all Non-Cigarette Business segments**
  - **FMCG Revenue growth at 14-quarter high**
    - Consolidated Revenue up **19% YoY (LTL[1] 17.3%, ex-Atta 23%)**, with EBITDA **margin expanding 50 bps YoY** amid inflationary pressures
    - 4th consecutive quarter of double-digit Revenue growth
  - **Strong recovery momentum in Paper Segment; Acquisition of CPP[2] completed on 1st August 2026**
  - **Agri Business delivers robust growth despite West Asia led trade disruptions.**
- **Cigarettes Business: Focused execution of strategic and calibrated response to navigate the unprecedented tax increase, balancing the interests of all stakeholders; improvement in QoQ performance.**
- **Group companies** deliver **strong performance** led by ITC Infotech India Limited, Surya Nepal Private Limited, Sproutlife Foods Private Limited (wholly owned subsidiary w.e.f. 28th September 2026) & ITC Hotels Limited.

PERFORMANCE HIGHLIGHTS[3]

- **FMCG Segment sustains strong double-digit growth momentum**
  - Biscuits, Snacks, Noodles, Spices, Salt, Frozen Snacks, Homecare & Notebooks led with 20%+ growth, supplemented by high-teens growth in Dairy & Personal wash
  - **Seg. EBITDA margin expands over 50 bps on YoY & QoQ basis**
    - Sharp input cost escalation across categories mitigated through portfolio mix enrichment, cost management initiatives & calibrated pricing actions

1. Like to like
2 Century Pulp and Paper undertaking
3. Standalone financials

- **Digital-first & Organic portfolio** sustains high growth trajectory**; up 70+% YoY; ARR[4] over Rs. 1800 cr.**
- NewGen channels witness robust growth on the back of sharp execution of channel-specific joint business plans, collaborations, format-based assortments and category-specific sell-out strategies. Strong performance rebound in General Trade.

- **Cigarettes Business: Legal industry volumes remain under pressure due to unprecedented increase in tax**
  - Calibrated response to mitigate the risk of disproportionate volume shift to illicit trade and protect consumer franchise
  - Multiple interventions implemented to rearchitect the portfolio, reinforce market standing and fight global smuggled brands in the market – introduction of new variants and own trademarks with international appeal
  - Sharp increase in seizures of smuggled cigarette consignments by enforcement agencies across the country, signalling growing exploitation by unscrupulous players and anti-social elements of the widening tax arbitrage opportunity in the Indian market.

- **Agri Business Segment delivers Revenue growth of 12% YoY led by Value Added Products & Leaf Tobacco exports**
  - Overall Agri Business remains impacted by West Asia conflict led disruptions and delayed call offs by customers
    - New market development initiatives stepped up to diversify into other geographies
  - Strong growth in Value-added Agri products (VAAP) driven by Spices and Fruits & Vegetables
  - Lower domestic demand due to unprecedented tax increase on Cigarettes continues to affect overall leaf tobacco business
    - Leaf Tobacco exports perform well leveraging strong customer relationships, globally recognised sustainability credentials and crop development & processing expertise.

- **Strong Recovery momentum in Paper Segment; Segment Revenue up 36% YoY (LTL 10%) & Segment PBIT up 48% YoY (LTL 52%); Segment PBIT margin expands 320 bps**
  - Improving demand scenario; Pricing actions mitigate severe inflation in input costs
  - Robust performance in anchor grades of value-added products, sustainable portfolio and exports
  - Wood prices remain elevated due to lower-than-expected harvest and demand from competing industries; moderation in prices expected going forward
  - Minimum Import Price on Virgin Multi-layered Paperboard extended till 31st March 2027; Industry continues to engage with policymakers for sustained safeguard measures in respect of low-priced imports of paperboards and coated/uncoated paper.

- **Fresh Food Business continued its robust growth trajectory**
  - GMV grew **53%** YoY; ARR crosses **Rs. 320 cr.**
  - 7 new kitchens opened during the quarter; footprint expanded to 80+ cloud kitchens
  - **'Prasuma Chilli Chow' launched** to expand the portfolio with a street-style Chinese offering.

The operating environment continued to be characterised by heightened uncertainty amidst renewed geopolitical tensions and trade disruptions. Crude oil and crude-linked input prices remained elevated, while supply chain disruptions and higher freight costs persisted. Global inflationary pressures intensified, driven by higher energy and food prices, alongside elevated sovereign bond yields and tighter financial conditions. In India, headline inflation moved up, driven by a broad-based increase across food, fuel and core components.

4. Annual Revenue Run rate

Despite these pressures, the Indian economy continued to demonstrate strength, underpinned by resilient domestic demand across rural and urban markets. However, deficient and uneven monsoons and lower reservoir levels, alongside strengthening El Niño conditions, pose risks to agricultural output and the inflation trajectory. Geopolitical developments, climatic conditions, inflationary headwinds and consumer sentiment would remain key monitorables.

The macroeconomic fundamentals of the Indian economy remain resilient, supported by proactive and agile policy actions by the Government of India. Sustained public capex, improving trends in private capex, strong credit growth, healthy bank and corporate balance sheets, and measures to curb foreign exchange volatility and strengthen investment activity augur well for sustained growth of the Indian economy.

FMCG–Others

- **Branded Packaged Foods Businesses**

  - **'Aashirvaad' Atta** continued to consolidate its leadership position across markets
    - Value-added atta and adjacencies portfolio comprising of 'Multigrain atta', 'Select atta', 'Organic atta', 'Besan', 'Soya Chunks', 'Rava', 'Vermicelli', 'Ready-to-Cook Chapati' etc. posted **strong 30%+ growth**
    - Reinforcing its commitment to making nutritious everyday foods more accessible, the brand augmented its portfolio with the launch of *'Aashirvaad Sathu Mavu'* in select markets
    - Value-Added variants and Staples adjacencies have grown three-fold over the last 5 years, with salience in the portfolio doubling over this period.

  - **'Aashirvaad' Salt** sustained its **strong volume-led growth momentum**, supported by its distinctive positioning of 'Iodine Assured salt for a Smarter India'.

  - **'Sunrise' Spices** delivered **strong growth** and strengthened its market standing in the core market of West Bengal while gaining ground in the neighboring markets of the Northeast, Bihar and Jharkhand. The portfolio was augmented with the launch of *'Sunrise Kadhai Paneer Masala' and 'Sunrise Fish Norohinkopaat Masala'*, in line with the brand's promise of serving the unique tastes and preferences of consumers across regions.

  - **'Sunfeast' Biscuits and Cakes** delivered a **strong performance** during the quarter with healthy growth in volumes and higher realisations (mix enrichment & pricing). The **'Sunfeast Dark Fantasy'** range of indulgent cookies further fortified its leadership in the premium segment. Recent launches, including 'Sunfeast Mom's Magic Shines' and 'Sunfeast Baked Creations', are scaling up well. The portfolio was further enriched with the launch of *'Sunfeast Baked Creations Dark Fantasy Lava cake'* and *'Sunfeast Farmlite Protein Oats and Almonds cookies'*, which have elicited encouraging consumer response.

  - **'YiPPee!'** extended its **strong volume-led growth trajectory**, reinforcing its position as a strong No. 2 brand in the Instant Noodles category anchored in differentiated offerings across multiple price points and pack formats
    - Consumer engagement and brand visibility was stepped up through high-decibel campaigns, including brand association with World No. 1 Magnus Carlsen-led Alpine APL Pipers team in the 'Global Chess League'.

  - **'Bingo!' Snacks** posted **strong volume-led growth**, sustaining its leadership in the Bridges segment. The Business continues to enrich its portfolio with innovative offerings. Recent launches, including 'Bingo! Onion rings', 'Bingo! XXX' and 'Bingo! Churros' are gaining increasing consumer traction.

  - The **'ITC Master Chef'** range of Frozen snacks continued to **grow** at an **accelerated pace**, powered by a range of delicious and innovative products catering to 'any time' snacking and meal occasions. The portfolio comprising of 80+ high quality, innovative and differentiated products across both traditional and NewGen channels is rapidly gaining consumer franchise. Together with the wide range of offerings

from 'Prasuma', the Frozen snacks portfolio straddles multiple cuisines, viz. North Indian, Pan Asian, Oriental etc.

- In the **Dairy category, the 'Aashirvaad Svasti'** fresh dairy and ghee portfolio sustained its **high growth trajectory**, driven by best-in-class quality, differentiated product range and superior taste profile. The fresh dairy portfolio, currently available in Bihar, West Bengal and Jharkhand, enhanced its market presence on the back of expansion of distribution network.
- The '**24 Mantra'** range of organic products (pulses, rice, sweeteners, spices, chikki etc.) delivered **robust growth** driven by domestic markets even as exports were impacted due to transient factors. Improved portfolio presence across NewGen channels and increased outlet reach in traditional trade, enabled the Business to strengthen its market standing in the organic segment.

➢ **Personal Care Products Business** sustained **robust growth**, led by 'Fiama' range of Personal Wash products, 'Savlon' Health & Hygiene portfolio and 'Nimyle' range of Homecare, with recent launches, viz. 'Engage Brazilian Maracuja EDPs' and the 'Fiama Japanese Hokkaido Milk' range, scaling up well.

➢ **The Education and Stationery Products Business** reinforced its market leadership with strong growth, notwithstanding intensified competition from regional and local players. The premium portfolio, viz. 'Paperkraft', 'Classmate Pulse' and 'Classmate Verite', continued to scale up. The Business also expanded its writing instruments portfolio with the launch of the *'Classmate Twyst'* pen range, an anime-inspired offering designed to deepen engagement with younger consumers.

➢ **'Mangaldeep' Agarbattis and Dhoop,** recorded **resilient performance** during the quarter. Emerging formats such as dry dhoop sticks & cones and sambrani cups continue to perform well. The brand continues to leverage a range of differentiated products backed by sustained & impactful communication of brand attributes, execution of channel-led trade inputs and retail distribution drives.

FMCG – CIGARETTES

Legal industry volumes remain under pressure due to unprecedented increase in tax

- Focused execution of strategic and calibrated response to navigate the unprecedented tax increase & mitigate the risk of disproportionate volume shift to illicit trade and protect consumer franchise, balancing the interests of all stakeholders
  - Multiple interventions implemented to rearchitect the portfolio, reinforce market standing and fight global smuggled brands in the market - introduction of new variants and own trademarks with international appeal.
- Sharp increase in seizures of smuggled cigarette consignments by enforcement agencies across the country, signalling growing exploitation by unscrupulous players and anti-social elements of the widening tax arbitrage opportunity in the Indian market.

AGRI BUSINESS

Agri Business Segment delivers Revenue growth of 12% YoY, led by Value Added Products & Leaf Tobacco exports

- Strong growth in **Value-added agri portfolio** (e.g. Spices, Fruits & Vegetables)
  - Strategic focus of the Business continues to be on accelerating growth by rapidly scaling up its VAAP portfolio, straddling multiple value chains comprising Spices, Coffee, Frozen Marine Products and Processed Fruits, amongst others.
- Lower domestic demand due to unprecedented tax increase on Cigarettes continues to affect overall **leaf tobacco**; significant reduction in FCV tobacco crop size announced by the Tobacco Board is likely to have severe impact on Indian tobacco farmers' earnings and livelihoods, exacerbating the situation
  - Strong customer relationships, crop development & processing expertise and globally recognised sustainability credentials being leveraged to accelerate new business development and strengthen competitive position.

- Exports of **Agri commodities** remain impacted by West Asia conflict-led disruptions, including delayed customer call-offs, constrained availability of shipping lines and sharp escalation in ocean freight
  - Market development initiatives in new geographies being stepped up.
- Exports of **Nicotine & Nicotine derivative products** (set up by the Company's wholly owned subsidiary, ITC IndiVision Limited) continue to be scaled up, with the business turning PBIT positive in the last 3 quarters.

PAPERBOARDS, PAPER & PACKAGING

Strong recovery momentum in Paper Segment; Segment Revenue up 36% YoY & Segment PBIT up 48% YoY

- Acquisition of Century Pulp & Paper undertaking at Lalkuan, Uttarakhand was successfully completed on 1st August 2026.
- Improvement witnessed in demand scenario; pricing actions mitigate severe inflation in input costs.
- Robust traction continues in anchor grades of value-added paperboards and exports.
- Wood prices remain elevated during the quarter amid lower-than-expected harvest due to adverse weather conditions and demand from competing industries. Prices are expected to moderate going forward.
- Continued focus on accelerating plantations in core areas, developing new areas, collaborating with other wood-based industries and implementing satellite-based plantation monitoring systems, among others.
- Minimum Import Price (MIP) on Virgin Multi-layer Paperboard has been extended till 31st March 2027. Industry continues to engage with policymakers for sustained safeguard measures in respect of low-priced imports of paperboards and coated/uncoated paper.
- The Packaging and Printing Business delivered resilient performance in Flexibles & Cartons product segments. The Business remains focused on offering innovative and customised solutions and accelerating new business development
  - The Business continued to provide strategic support to the Cigarettes Business, enabling agile execution and accelerated turnaround for new launches.
- The sustainable paperboards/packaging solutions portfolio maintained its strong growth momentum leveraging cutting-edge innovation platforms and has grown to 3.9x over the last 5 years.

FRESH FOOD BUSINESS

The delectable range of cuisines offered through '**ITC Master Chef Creations'**, '**ITC Aashirvaad Soul Creations'**, '**ITC Sunfeast Baked Creations**' & '**Sansho by ITC Master Chef**' – continued to witness increasing consumer traction and is being rapidly scaled up.

- The Business delivered a robust GMV growth of **53%** YoY, with ARR crossing Rs. **320 cr.**
- Portfolio was expanded during the quarter with the launch of **'Prasuma Chilli Chow'**, leveraging Prasuma's brand equity to introduce a street-style Chinese cuisine offering.
- The full-stack platform has scaled up to **80+ cloud kitchens** across 5 cities and is now being progressively introduced across India.

CONTRIBUTION TO SUSTAINABLE DEVELOPMENT

ITC is a global exemplar in 'Triple Bottom Line' performance and is the only enterprise in the world of comparable dimensions to have achieved and sustained the three key global indices of environmental sustainability of being **'water positive' (for 24 years), 'carbon positive' (for 21 years), and 'solid waste recycling positive' (for 19 years).** The Company has also been included in the **Dow Jones Best-in-Class (DJ BIC) Emerging Markets Index** - a reflection of being a sustainability leader in the industry and a recognition of its continued commitment to people and planet.

The Company continued to be part of the prestigious **'A List'** for **CDP Water** by achieving the **highest 'A' rating 'Leadership Level'**. For **CDP Climate**, the Company retained **'Leadership Level'** score of **'A-'**. In addition, the

Company achieved a **'Leadership Level'** score of **'A'** for **CDP Forest**, earning inclusion in the 'A List' in its first year of participation. The Company's infrastructure facilities continue to set new benchmarks of sustainability. Till date, **9 units** of the Company have achieved Platinum level certification under the Alliance for Water Stewardship (AWS) Standard. The Sustainability Report 2026 is available on the Company's corporate website at:

https://itcportal.com/content/dam/itc-corporate/pdfs/sustainability-report/itc-sustainability-report-2026.pdf

Please refer link below for performance highlights of the quarter:
https://itcportal.com/content/dam/itc-corporate/pdfs/financial-result/quarterly-results-2026-2027/september-2026/ITC-Quarterly-Result-Presentation-Q2-FY2027.pdf

The Board of Directors, at its meeting on 2nd November 2026, approved the financial results for the quarter ended 30th September 2026, which are enclosed.

(Nazeeb Arif)
Executive Vice President
Corporate Communications