

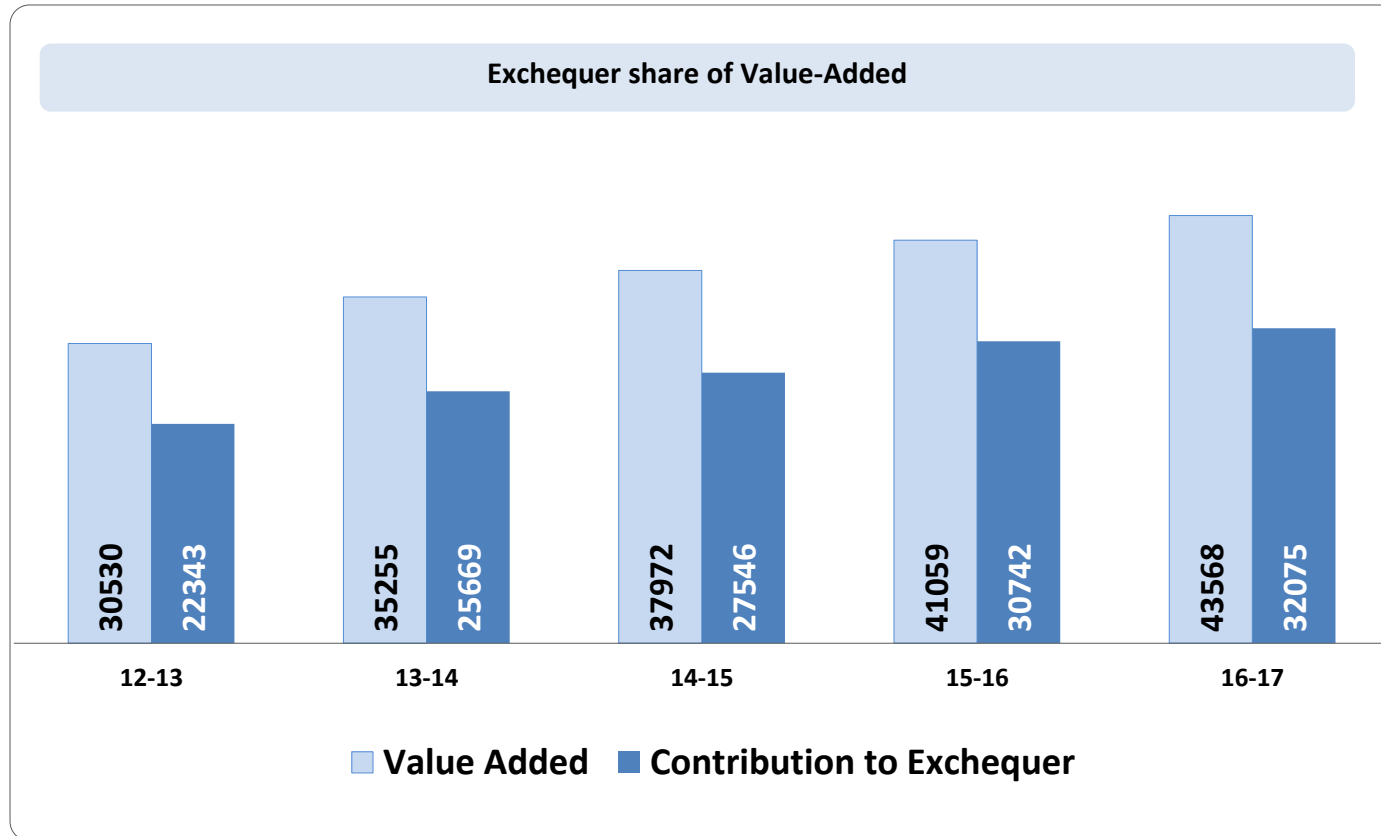


ITC Limited

One of India's Most Admired and Valuable Companies

- **One of India's most Admired and Valuable companies**
 - Market Capitalisation: ~Rs. 3.5 lakh crores
- **A US\$ 8 billion enterprise by Revenue**
 - ~58% of Net Revenue from non-Cigarette segments
- **Leading Fast Moving Consumer Goods (FMCG) marketer in India**
 - Established several world-class brands in the last 10 years
- **10 year Value Addition ~ Rs. 2.8 lakh crores (US\$ 51 billion). 75% of the incremental Value-Added accrued to the Exchequer over the last 5 years.**
 - Among the top tax payers in the country
- **ITC & its Group Companies employ over 32,000 people directly; Sustainable development models and value chains have supported creation of ~6 million sustainable livelihoods**
- **A global exemplar in sustainable business practices**
 - Only enterprise in the world of comparable dimensions to have achieved and sustained the 3 key global indices of environmental sustainability of being 'water positive' (for 15 years), 'carbon positive' (for 12 years), and 'solid waste recycling positive' (for 10 years)

ITC remains amongst the Top 3 Contributors to Exchequer (pvt. sector)



Over the last 5 years

- Value Addition at ₹ 1.88 lakh cr. (Cagr 11.8%) and
- Contribution to the Exchequer at ₹ 1.38 lakh cr. (Cagr 12.2%)

75% of the incremental Value-Added accrued to the Exchequer

ITC Performance Track Record



Rs. cr.

	1995-96	2016-17	21-yr Cagr 95-96 to 16-17
Gross Revenue	5,115	55,002	12.0%
Net Revenue	2,536	38,979	13.9%
PBT	452	15,503	18.3%
PAT	261	10,201	19.1%
Capital Employed	1,947	47,238	16.4%
Segment ROCE%	36.3	61.0	
Market Capitalisation	5,571	340,673	21.6%
Total Shareholder Returns %			23.6%

Sensex (CAGR 95-96 to 16-17) : 10.9%

Market Cap and TSR based on FY-end prices for FY96 and FY17

ITC's ranking

Amongst all listed private sector cos.

PBT: No. 5

PAT: No. 6

Market Capitalisation: No. 4

- **ITC ranked as the most admired company** in India in 2014 (*Fortune-Hay Group survey*)
- **One of the foremost in the private sector in terms of :**
 - Sustained value creation
 - Operating profits
 - Cash Profits
- **ITC won the prestigious Porter Prize 2017** for 'Excellence in Corporate Governance and Integration' and for its exemplary contribution in 'Creating Shared Value'.
- **ITC ranked 3rd amongst leading corporates in India in terms of Corporate Reputation** (*Nielsen Corporate Image Monitor 2014-15*)
- **ITC ranked most active in CSR for the third year in a row** (*Nielsen Corporate Image Monitor 2014-15*)

Awards & Accolades (2)

Harvard Business Review ranked ITC Chairman Y C Deveshwar as the 7th Best Performing CEO in the World.

Chairman Y C Deveshwar conferred the Indian Visionary - Business Leader Award by The Economic Times, for being the country's most visionary corporate leader.

Chairman Y C Deveshwar conferred the Management Man of the Year Award by the Bombay Management Association (BMA) in recognition of his contribution to entrepreneurship, the management movement and Indian Industry.

Chairman Y C Deveshwar conferred the Lifetime Achievement Award by Business Standard and CNBC TV18



Chairman Y C Deveshwar was conferred the Padma Bhushan by the Government of India (2011).



ITC conferred the prestigious 'World Business and Development Award 2012' at the Rio+20 UN Summit for its Social and Farm Forestry Initiatives.

Awards & Accolades (3)

Rainforest Alliance awarded ITC's Bhadrachalam Unit, the Forest Stewardship Council Forest Management certification



Businessworld FICCI CSR award in Large Enterprise category



AIM Asian CSR Award by the Asian Forum on Corporate Social Responsibility



ITC Hotels awarded the 'Most Trusted Hotel brand' in the Public Choice Honours category at the Times Travel Honours



Best Overall Corporate Social Responsibility Performance: Institute of Public Enterprise



Recent Awards & Accolades (1)

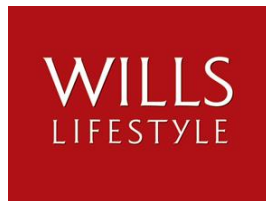


ITC named India's 'Buzziest' Corporate brand by afaqs!, the country's leading media portal

Vivel featured among the top 10 'Buzziest brands' across categories

Sunfeast, Bingo! and Yippee! featured among the Top 5 in the Foods category

Vivel, Engage and Fiama featured among the Top 5 in the Personal Care segment. Savlon ranked No.2 in the OTC category



Wills Lifestyle was recognised at the 2016 DMAi CREATEFFECT Awards for creativity in 'Interactive Experiential Marketing'



John Players won top awards at Goa Fest 2016 (Creative ABBY Awards) for innovative use of image/design and social media content

Recent Awards & Accolades (2)



ITC Limited was recognised and felicitated as the 'Corporate Trailblazer' at the India Today Safaigiri Awards. ITC was the only Corporate to have been presented the Safaigiri Award by India Today.



Bukhara at ITC Maurya Rated Among 'Best Restaurants in the World' by Conde Nast Traveler.



ITC Grand Bharat was ranked #1 amongst the top resorts in Asia for the second year in a row in the coveted Conde Nast Traveler U.S. Readers' Choice Awards.

Sustain ITC's position as one of India's most valuable and admired corporations through world-class performance, creating growing value for the Indian economy and the Company's stakeholders

- **Make a significant and growing contribution towards :**
 - mitigating societal challenges
 - enhancing shareholder rewards

By

- creating **multiple drivers of growth** while **sustaining leadership in tobacco**, and
- focusing on **'Triple Bottom Line' Performance**
 - ✓ **Enlarge contribution to the Nation's**
 - **Financial capital**
 - **Environmental capital**
 - **Social capital**

- **Focus on the chosen business portfolio**
 - FMCG; Hotels; Paperboards, Paper & Packaging; Agri Business; Information Technology
- **Blend diverse core competencies residing in various Businesses to enhance the competitive power of the portfolio**
- **Position each business to attain leadership on the strength of world-class standards in quality and costs**
- **Craft appropriate 'Strategy of Organisation' and governance processes to:**
 - Enable focus on each business *and*
 - Harness diversity of portfolio to create unique sources of competitive advantage

3-Tiered Governance Structure

Board of Directors

Strategic Supervision

**Corporate Management
Committee**

Strategic Management

**Divisional Management
Committees**

Executive Management



- ☐ Enabling Focus on each Business
- ☐ Harnessing Diversity of Portfolio

ITC's Business Portfolio



FMCG

Cigarettes



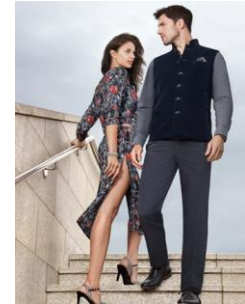
Foods



Personal Care



Lifestyle Retailing



Education & Stationery



Safety Matches & Incense Sticks



Hotels



Paperboards, Paper & Packaging



Agri Business



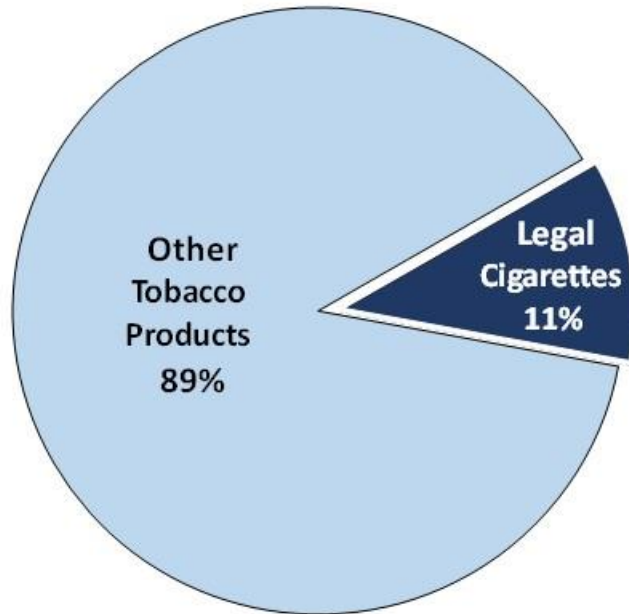
Information Technology



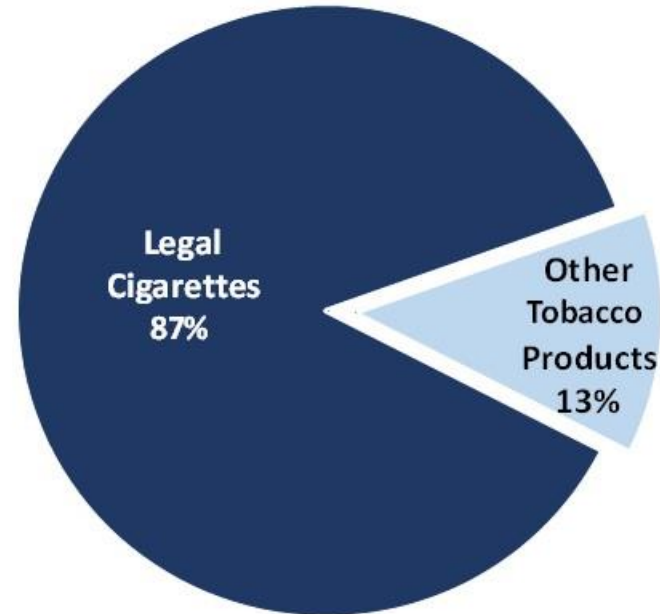
- **Market leadership**
 - Leadership across all segments - geographic & price
- **State-of-the-art technology and world-class products**

- Legal cigarettes account for only **~11% of tobacco consumed in India** due to a punitive taxation and discriminating regulatory regime
- India is the **4th Largest Illegal cigarette Market** in the World; resulting in **Revenue loss of over 9000 cr. p.a.** to the National Exchequer
- 48% of adult Indian males consume tobacco. **Only 10% of adult Indian males** smoke cigarettes as compared to 16% who smoke bidis and 33% who use smokeless tobacco (*Source: Global Adult Tobacco Survey India 2010*)
- Annual per capita adult cigarette consumption in India is approx. **one-ninth of world average**

Legal Cigarettes contribute 87% of Tax Revenue, despite constituting only 11% of Tobacco consumption



Consumption Share

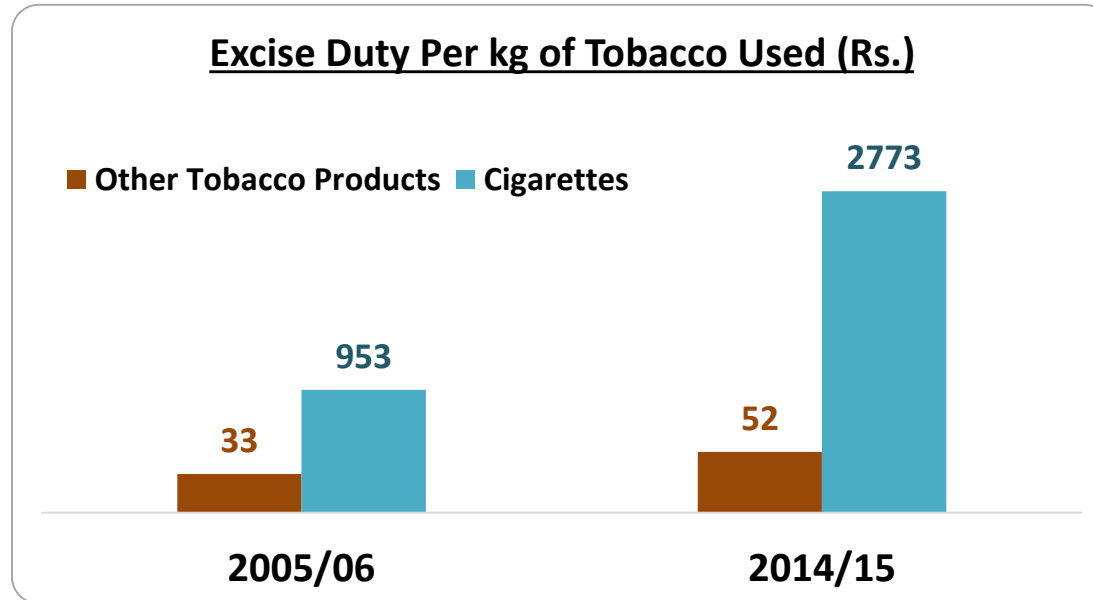


Tax Revenue Share

- Over the last 5 years, **Excise Duty has increased by 131% and VAT by 157%** on a per unit level cumulatively

Note: Consumption Share and Tax Revenue Share based on 2014/15 data

Widening differential in Excise Duty rates between Cigarettes and Other Tobacco Products

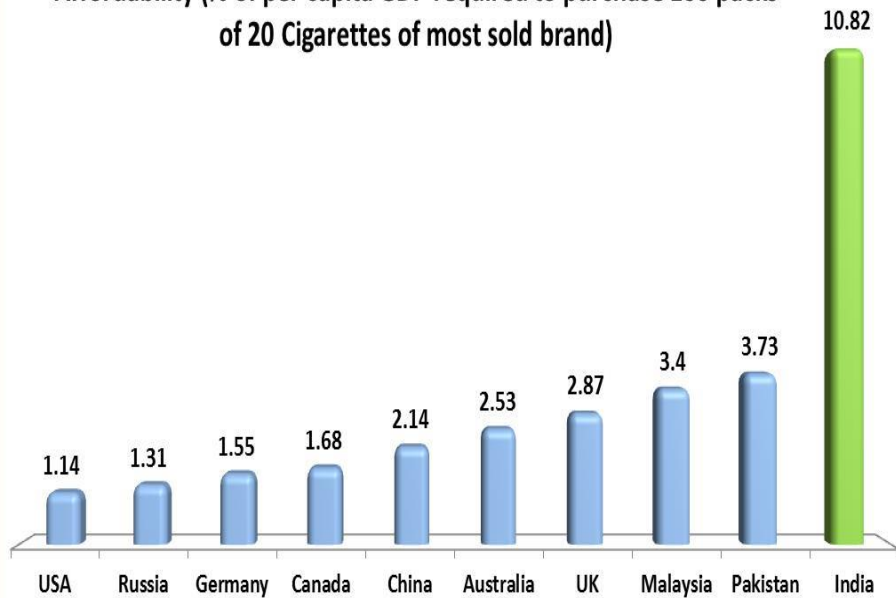


Source: Tobacco Institute of India

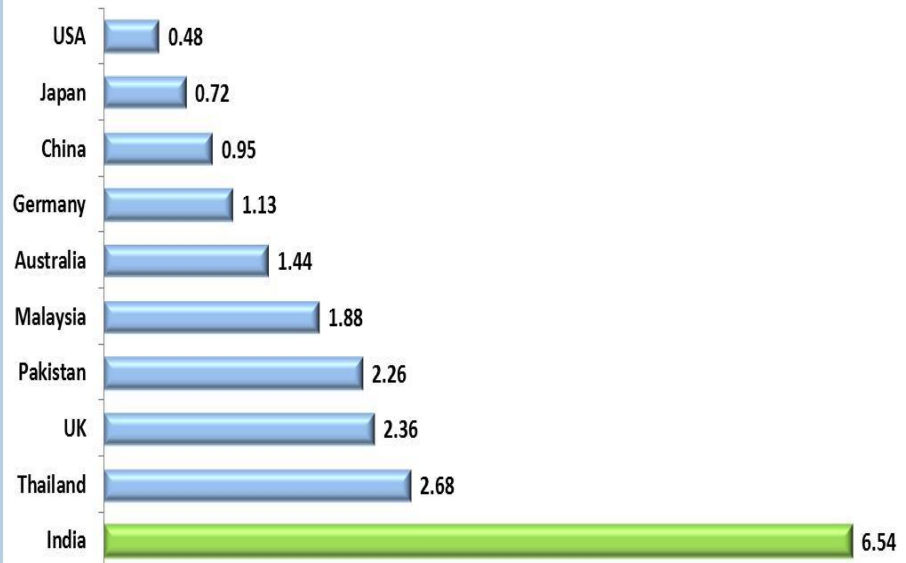
- On a per kg basis, the **differential in Excise Duty** rates between cigarettes and other tobacco products has **widened from 29 times in 2005/06 to over 53 times currently**

Cigarettes are least affordable in India

Affordability (% of per capita GDP required to purchase 100 packs of 20 Cigarettes of most sold brand)



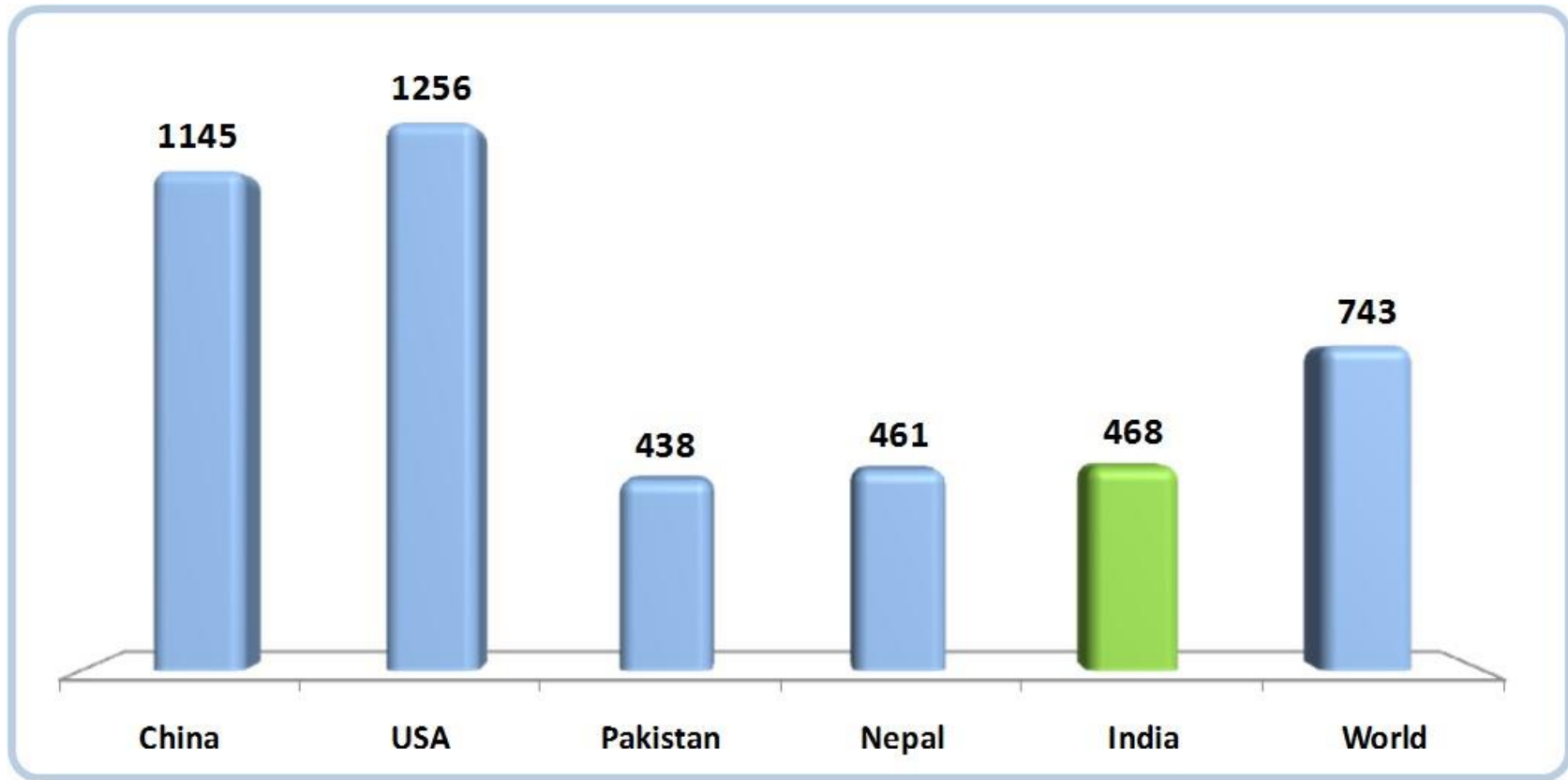
Tax on Cigarettes as a % of per capita GDP (for 100 packs of 20 cigarettes of the most sold brand covering both Central and State Taxes)



Source : WHO Report on the Global Tobacco Epidemic, 2015-Raising Taxes on Tobacco

- Cigarette taxes in India are 14 times higher than USA, 9 times higher than Japan, 7 times higher than China, 5 times higher than Australia and 3 times higher than Malaysia and Pakistan.

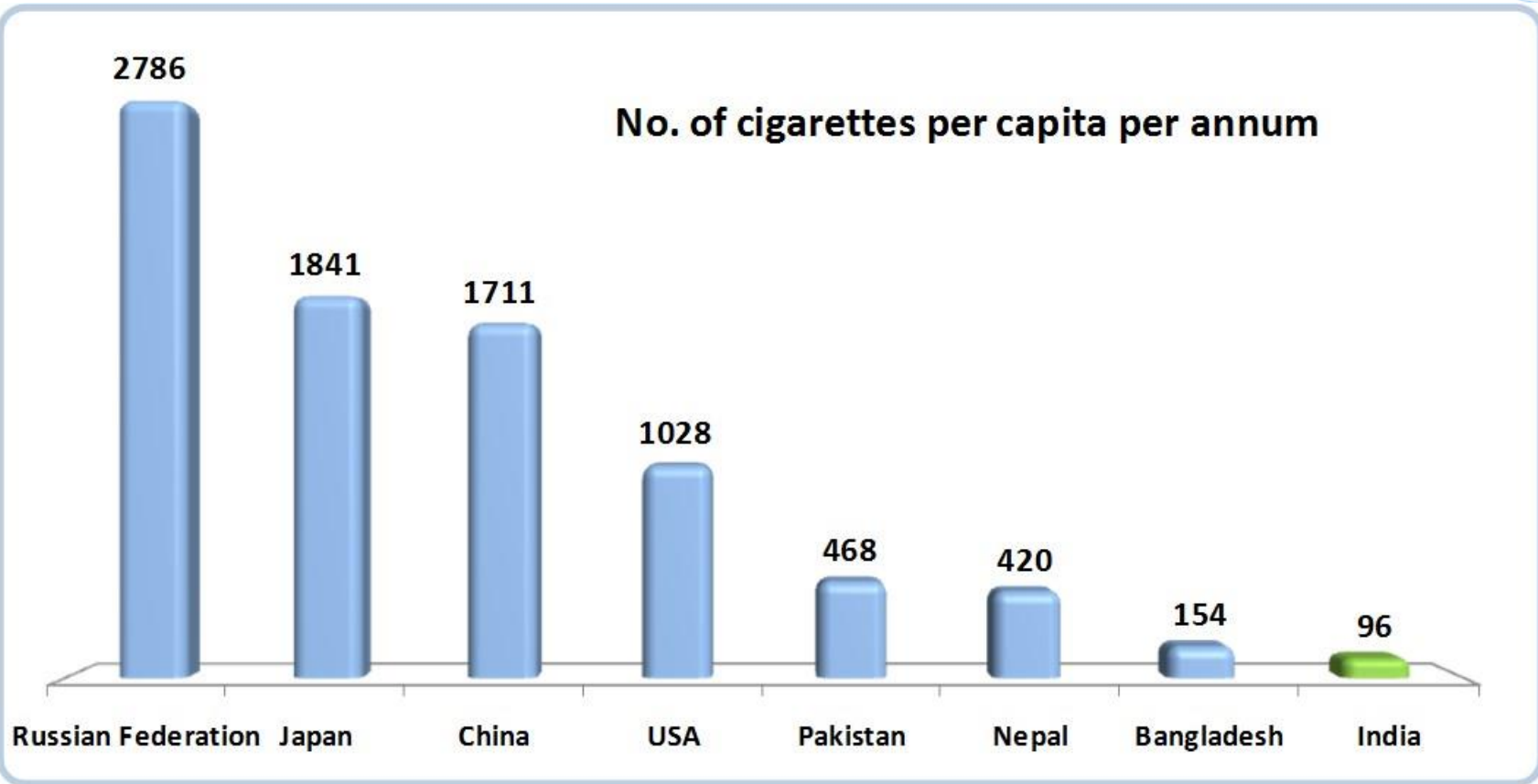
Per Capita Consumption of Tobacco in India (gms per year)



Source: World Cigarettes – ERC Statistics, Tob Board & Industry Estimates – gms/Yr

Per Capita consumption is ~60% of World Average

Per Capita Cigarette Consumption – per annum



Source: The Tobacco Atlas - 4th Edition (American Cancer Society)

- Although India accounts for **17% of world population**, its share of world **cigarette consumption is just 1.8%**
- Per Capita consumption in India ~11% of World average

- **Legal cigarette industry volumes remain under pressure**
 - Continued growth in Illegal industry
- **Indirect tax incidence up ~137% over the last 5 years**
 - Steep increase in Excise Duty and VAT
- **Hearings on 85% GHW matter at the Karnataka High Court**
 - The Honourable High Court of Karnataka has heard the writ petitions challenging the revised GHW and has reserved its judgement.

Creating world-class brands for Indian Consumers

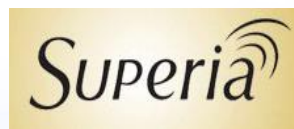


WILLS
LIFESTYLE

JOHN
PLAYERS

classmate

Paperkraft

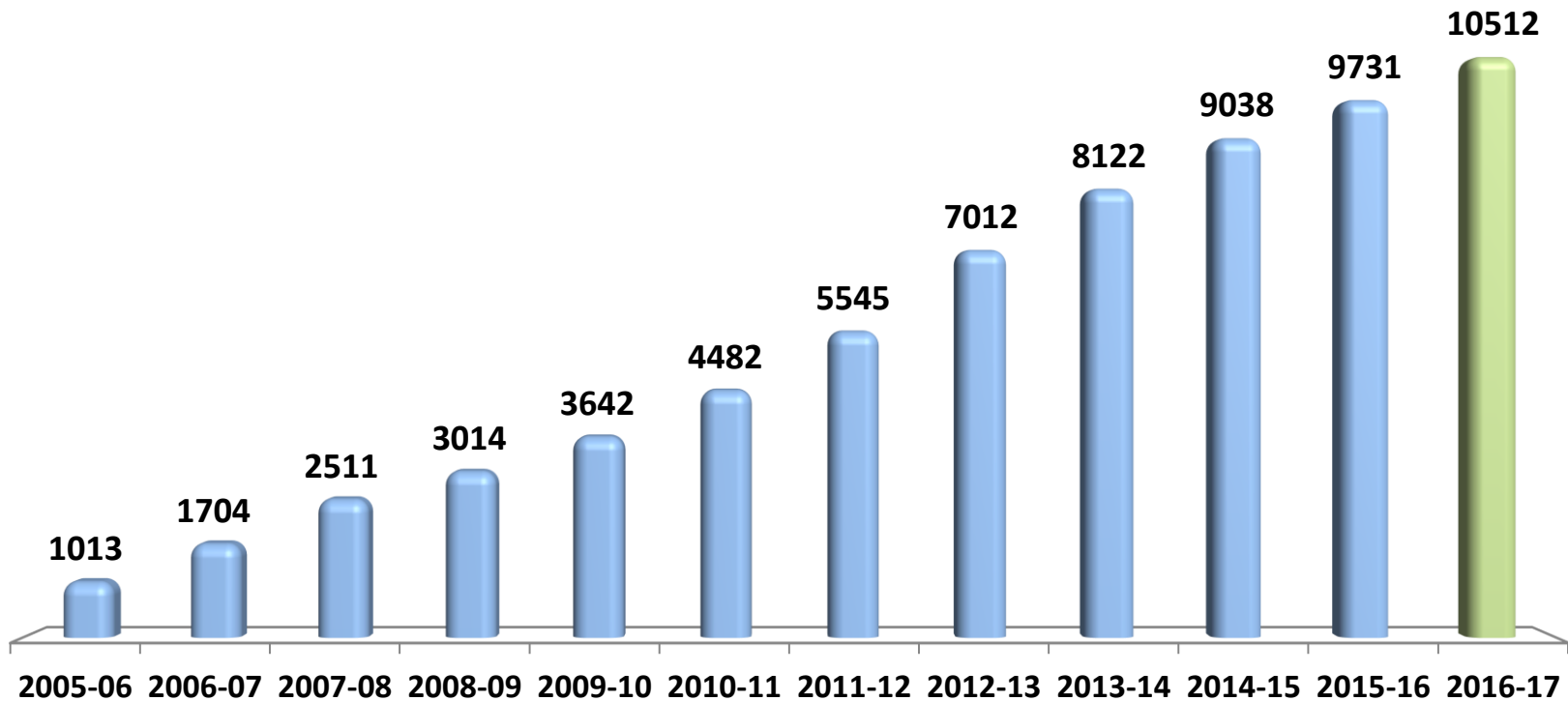


AIM

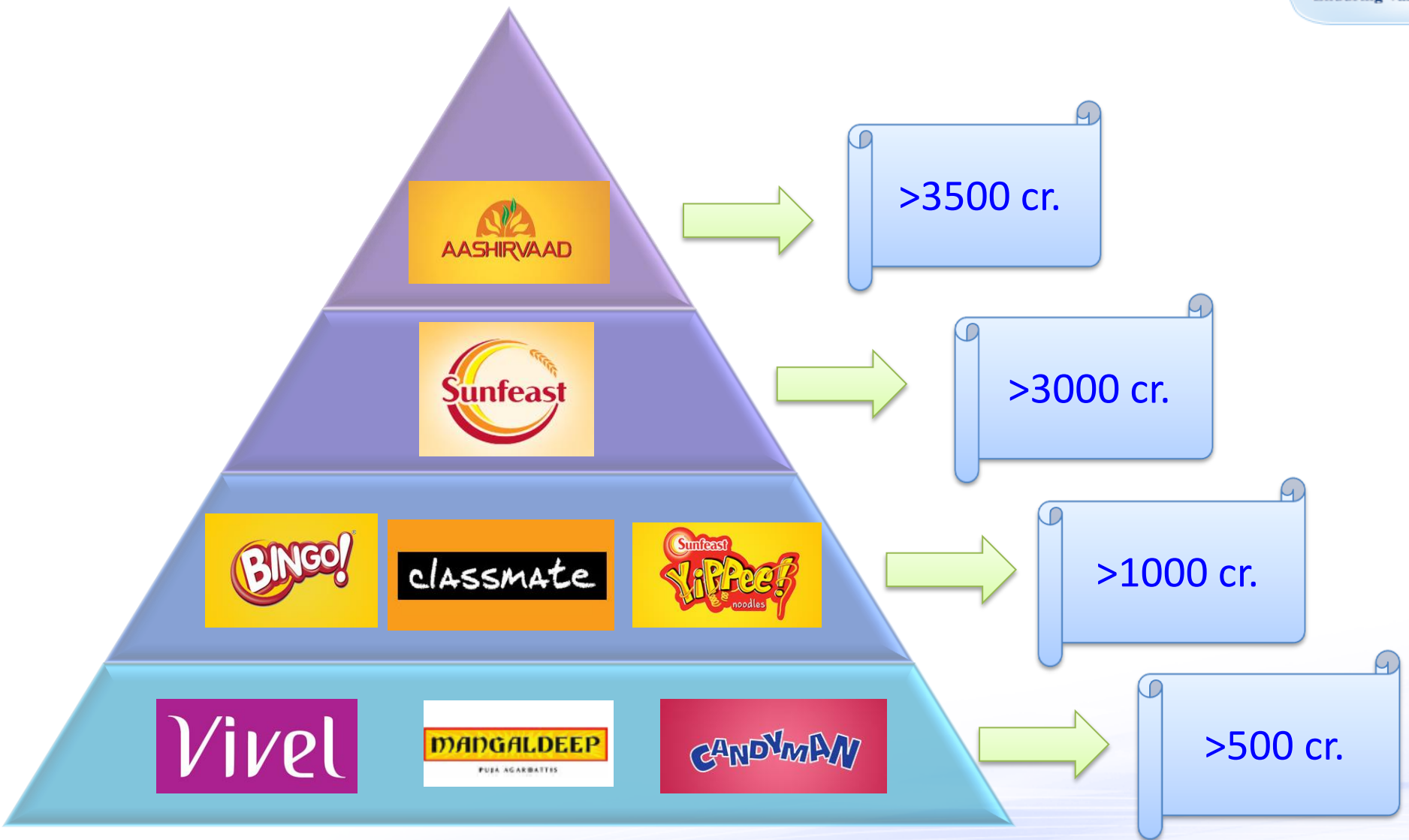


Rapid scale up of FMCG businesses

₹ Cr.



Annual Consumer Spends of nearly 14000 cr. (FY17)



Branded Packaged Foods Portfolio



Biscuits, Staples, Snacks, Noodles & Pasta, Confectionery, Ready to Eat, Juices, Dairy and Chocolates



Fabelle Chocolate Boutiques



Ganache



Fabelle Chocolate Boutique at ITC Grand Chola



Gianduja



Single Origin Cacaos



Fabelle Gift Hamper

- Launched in Q1 FY17
- Currently available at ITC Gardenia, ITC Maurya, ITC Sonar, ITC Grand Chola, ITC Windsor, ITC Maratha and ITC Grand Central.

Branded Packaged Foods: Some recent launches



100% Not From Concentrate Pomegranate juice



'YIPpee! Power Up Masala' - Atta Noodles



Bingo! Tedhe Medhe Achaari Masti



Yumitos Dilli Masala



Candyman Jellicious Jelimals



ITC Master Chef Super Safe Spices



Sunfeast Mom's Magic Fruit and Milk



Aashirvaad Sugar Release Control Atta

- **Civil works at the Integrated Manufacturing and Logistics facilities progressing as per schedule**
 - Uluberia commissioned in Nov'16; Mysuru and Guwahati Facilities in Mar'17.
 - Panchla and Kapurthala facilities expected to be operational shortly.
 - Project work underway in over 20 locations.



Panchla



Guwahati

Personal Care Products



- Portfolio approach straddling all consumer segments with 4 umbrella brands in the Personal Wash segment

- Essenza Di Wills
- Fiama
- Vivel
- Superia



- Strengthened presence in the Health & Hygiene space leveraging the 'Savlon' and 'Shower to Shower' brands.



- The 'Engage' range of deodorants strengthened its No. 2 position in this category. New portfolio addition with several new variants launched during the year.
 - 'Engage ON Pocket Perfumes' launched in six exciting variants



- **Laboratoire Naturel** – A state-of-the-art consumer and product interaction centre – leveraged to launch unique and differentiated products

Personal Care: Some recent launches



Fiama Gel Bar
(Double Moisturiser)



Shower to Shower
Prickly Heat Powder



Savlon Handwash multi-use sachets



Vivel Cell Renew Skin & Body Care



Engage Perfume & Cologne Spray



Engage Pocket Perfume

- **Leverages printing and paper know-how** to address suitable opportunities in the stationery market
 - Paperkraft, Classmate, Classmate Pulse and Saathi brands continue to enhance market standing
- Industry growth driven by increasing literacy and enhanced scale of government and public-private initiatives in education
- Complementary categories comprising writing instruments, art stationery and scholastic products witnessed robust growth
- **Classmate** : Market leader in Notebooks segment

classmate



Paperkraft



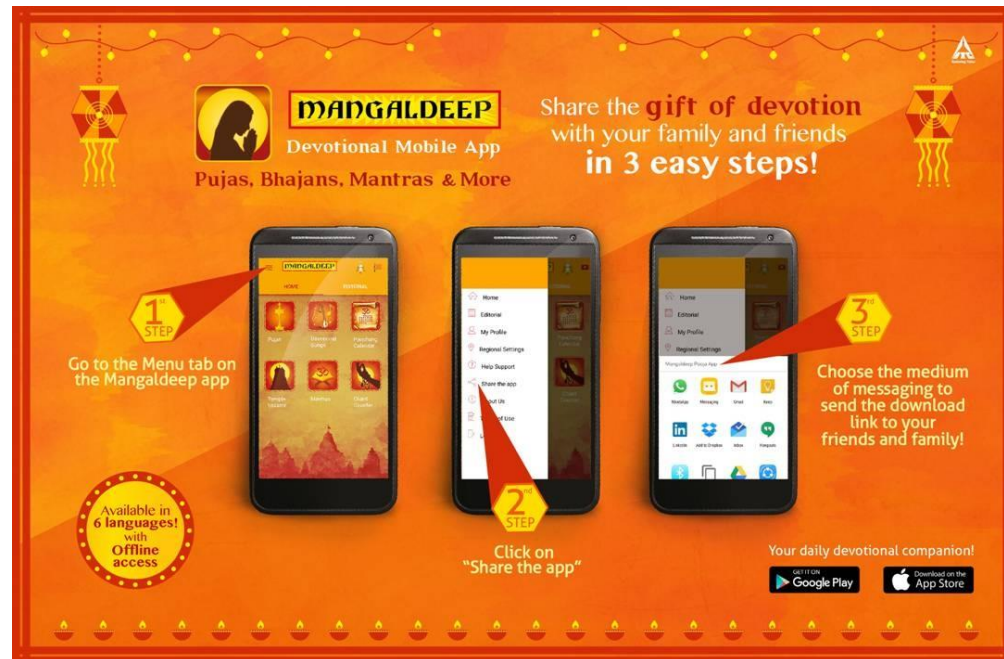
Lifestyle Retailing

- **‘Wills Lifestyle’** brand, positioned at the premium end of the market continues to fulfil lifestyle aspirations by offering elegant designs in high quality premium fabrics and styles
 - available in 400 outlets across 56 cities including six exclusive boutique stores across ITC Hotels.
- In the Youth fashion segment, **‘John Players’** continues to drive fashion imagery anchored on bold and edgy fashion.
 - available in over 350 exclusive stores and 750 outlets in leading national and regional department stores and multi-brand outlets.



Incense sticks (Agarbattis) & Safety Matches

- **'Mangaldeep'** continues to fortify its market standing in the Agarbatti and Dhoop segment.
- **'AIM'** continues to be the largest selling safety matches brand in India.
- Launched in September 2016 on both Android & iOS platforms the **Mangaldeep App** is currently available in seven languages and caters to the everyday devotional needs of consumers.



100000+
App Installs

50%+
Users whose age is
< 35 yrs



- One of the fastest growing hospitality chains in India
- Greenest Hotel Chain in the world
- Leader in Profitability



- Foreign Tourist Arrivals (FTA) grew by 13 % in Q4 FY17, 11% in Q3 FY17, 14% in Q2 FY 17, 7% in Q1 FY17 and 12% in FY17 Vs. 6% in FY16.
 - FTA into India @ ~7.7 million remains far behind China (~55.6 million)
[Source: UNWTO Tourism Highlights 2015 edition]
 - Going forward, as economic conditions and infrastructure improve, leisure tourism and business related travel is also projected to grow faster
 - Foreign Tourist Arrivals into India is projected at ~11 million by 2021
- Industry: Current Room inventory ~240,000 rooms, of which ~66,000 rooms are in the Luxury and Upper-Upscale segments

- **The Chain:** 101 properties across 73 locations
 - 4 Brands: **ITC Hotels, WelcomHotel, Fortune & WelcomHeritage**
 - 20 Five-Star Deluxe/ Five-Star Properties with over 4400 rooms
 - 46 Fortune Hotels with over 3700 rooms
 - 35 WelcomHeritage Properties with over 750 rooms
- Industry **impacted by weak pricing scenario** in the backdrop of excessive room inventory in key domestic markets and a sluggish macro-economic environment
- **Projects** underway:
 - ITC Hotels: Kolkata, Hyderabad, Ahmedabad, Srinagar
 - WelcomHotels at 4 cities ; Coimbatore, Bhubaneswar, Guntur and Amritsar
- Company's first **overseas project** in **Colombo**, being undertaken by a wholly-owned subsidiary in Sri Lanka
 - Construction activity is progressing as per schedule



ITC Hotels: World's Greenest Luxury Hotel Chain



All ITC Luxury Hotels LEED Platinum certified



“Responsible Luxury” ethos woven into the Brand Identity

Paperboards & Packaging Business

- No. 1 in Size
- No. 1 in Profitability
- World-class Environmental Performance



- Annual paperboard demand over 2.6 million tonnes
- Low per capita usage of paper at around 9 kgs p.a. (world average – over 58 kgs p.a.)
- Indian paperboard market growing at 6% p.a.
- Value-added Paperboards - the fastest growing segment (12% p.a.) in India driven by :
 - Increasing demand for branded packaged products
 - Growth in organised retail
 - Use of packaging as a key differentiator, especially in the FMCG sector

- **Market leader in Value-Added Paperboards segment**
- **World-class technology & quality**
 - Fully integrated Ozone bleached Pulp Mill (3.5 lakh TPA) – one of its kind in Asia meeting world-class environmental standards
 - Recently commissioned at the Bhadrachalam facility India's first Bleached Chemical Thermo Mechanical Pulp mill (+1 lakh TPA).
- **Strategic projects underway** - Value Added Paperboard (+1.5 lakh TPA), Decor (+0.2 lakh TPA)
- **ITC's packaging SBU - India's largest converter of Paperboards into high quality printed packaging**
 - Provides superior packaging solutions to the cigarettes and new FMCG businesses
 - Leading supplier to Indian FMCG industry
 - Fully integrated packaging unit at Haridwar operationalised and operating at benchmark performance parameters



- Leading Agri Business player in India
- Pioneer in rural transformation
- No. 1 in Leaf Tobacco



- **India – the second largest producer of tobacco (World excl. China)**
- **However, India's share is only at 9% of world tobacco trade**
 - Leaf exports dropped to a eight-year low of ~200 million Kgs.
- **ITC – India's largest buyer, processor, consumer & exporter of cigarette tobaccos**
 - 5th largest leaf tobacco exporter in the world
- **Pioneering cultivation of flavourful Flue-cured and superior Burley tobaccos in India**
- **Growth in exports in recent years driven by improvement in farm realisations**



- **Distinctive sourcing capability for ITC's Branded Packaged Foods Businesses**
 - Identity-preserved superior quality wheat for 'Aashirvaad' atta
 - High quality chip stock for 'Bingo! Yumitos' potato wafers
 - Superior quality fruit pulp for 'B Natural' range of juices
- **Farm linkages in 17 States covering Wheat, Soya, Potato, Coffee etc.**
- **Unique Customer Relationship Management programme for commodity customers in both domestic and international markets**
- **Leveraging Information Technology for the transformational 'e-Choupal' initiative**
 - Rural India's largest Internet-based intervention
 - Over 35000 villages linked through around 6100 e-Choupals servicing around 4 million farmers

e-Choupal: Strategic Thrust

- **Procurement: cost & quality optimisation**
 - strategic sourcing support to the Branded Packaged Foods Businesses
 - cost-effective sourcing for exports/domestic external business
- **Rural retail**
 - 23 Choupal Saagars operational



ITC e-Choupal – Global Recognition

- **World Development Report 2008 published by World Bank**
- **Stockholm Challenge Award 2006** in the Economic Development category which recognises initiatives that leverage Information Technology to improve living conditions and foster economic growth in all parts of the world.
- First Indian Company and second in the world to win the **Development Gateway Award 2005** for its trail-blazing e-Choupal initiative.
- **Corporate Social Responsibility Award 2004** from The Energy and Resources Institute (TERI) .
- **World Business Award 2004:** International Chamber of Commerce & the HRH Prince of Wales & International Business forum.
- **Harvard University** case study
- **Applauded by the then President of India Dr APJ Abdul Kalam** in his special address during the national symposium to commemorate 60th year of Independence.



₹ Cr.

	2017	2016	Goly %
Gross Revenue	14883	14032	6.1
PBDIT	3875	3605	7.5
Other Income	402	371	8.3
PBT	4047	3718	8.9
PAT	2669	2381	12.1
Other Comprehensive Income	200	(249)	-
Total Comprehensive Income	2870	2132	34.6

- Modest recovery in growth rates post severe impact of demonetisation in Q3. However, wholesale channel/rural markets remain impacted.
- Revenue growth driven by Agri commodities, Branded Packaged Foods businesses, Personal Care Products Business offset by ongoing pipeline calibration in the Education and Stationery Product Business and lower consumer offtake & heavy discounting in Apparel.

Gross Segment Revenue – Q4

₹ Cr.

	2017	2016	Goly (%)
a) FMCG - Cigarettes	8955	8545	4.8
- Others	2886	2711	6.5
Total FMCG	11841	11256	5.2
b) Hotels	387	363	6.5
c) Agri Business	1918	1807	6.2
d) Paperboards, Paper & Packaging	1373	1315	4.4
Total	15518	14741	5.3
Less : Inter segment revenue	636	709	-10.3
Gross Revenue	14883	14032	6.1

- **FMCG Others:** Weakness in wholesale and rural; lower consumer offtake in Apparel; notebooks sales impacted by cash crunch in trade channel
- **Hotels:** Improvement in Room Revenue (mainly a/c ARR) and F&B
- **Agri Business:** Growth mainly a/c imported wheat to domestic customers
- **Paperboards, Paper & Packaging** impacted by slowdown in FMCG industry; Modest recovery in Q4 Vs. Q3, in-line with FMCG industry

Segment Results – Q4



	₹ Cr.		
	2017	2016	Goly (%)
a) FMCG - Cigarettes	3259	3019	8.0
- Others	56	79	-29.3
Total FMCG	3314	3097	7.0
b) Hotels	67	43	56.9
c) Agri Business	135	170	-20.8
d) Paperboards, Paper & Packaging	240	203	18.3
Total	3756	3513	6.9
Less:			
Finance Cost	(11)	12	
Unallocated corporate expenditure - Net	(279)	(217)	
Total PBT	4047	3718	8.9

- **FMCG Others** – Sharp hike in input prices; Gestation costs of new categories; heavy discounting in Apparel
- **Hotels** – higher room realisation and improved occupancy
- **Agri** – impacted by business mix & increase in leaf tobacco prices
- **Paperboards, Paper & Packaging** margin expansion driven by benign input costs (Wood/Pulp)

₹ Cr.

	2017	2016	Goly (%)
a) FMCG - Cigarettes	7995	7946	0.6
- Others	7114	6091	16.8
Total FMCG	15108	14037	7.6
b) Hotels	5083	4820	5.4
c) Agri Business	2992	2968	0.8
d) Paperboards, Paper & Packaging	6323	6031	4.8
Total Segment Assets	29506	27857	5.9

Increase in Segment Assets primarily on a/c of Net Fixed Assets:

- Capacity augmentation in FMCG Businesses
- Ongoing investments in Hotels Business
- Investment in Bleached Chemical Thermo Mechanical Pulp mill in Paperboards, Paper & Packaging Business

Segment Liabilities

₹ Cr.

	2017	2016	Goly (%)
a) FMCG - Cigarettes	2448	2644	-7.4
- Others	1407	1180	19.3
Total FMCG	3855	3824	0.8
b) Hotels	421	345	21.8
c) Agri Business	796	610	30.4
d) Paperboards, Paper & Packaging	624	511	22.2
Total Segment Liabilities	5695	5291	7.7
<i>* Stayed tax Provision not included</i>	630	652	

Increase in Segment Liabilities primarily a/c trade payables (in line with business growth) and statutory liabilities a/c increase in tax rates

ITC - Key Financials – 2016/17



₹ Cr.

	2017	2016	Goly %
Gross Revenue	55002	51582	6.6
PBDIT	14578	13715	6.3
Other Income	1986	1769	12.2
PBT	15503	14434	7.4
PAT	10201	9328	9.4
Other Comprehensive Income	77	(67)	-
Total Comprehensive Income	10278	9262	11.0

- Overall performance impacted by increasing regulatory pressures & cumulative impact of tax increase on Cigarettes, weak demand conditions, steep hike in commodity prices & impact of currency crunch

Gross Segment Revenue – Full Year



₹ Cr.

	2017	2016	Goly (%)
a) FMCG - Cigarettes	34002	32348	5.1
- Others	10512	9731	8.0
Total FMCG	44514	42079	5.8
b) Hotels	1342	1286	4.3
c) Agri Business	8265	7457	10.8
d) Paperboards, Paper & Packaging	5363	5328	0.7
Total	59483	56150	5.9
Less : Inter segment revenue	4481	4568	-1.9
Gross Revenue	55002	51582	6.6

- Legal **Cigarette** industry volumes under severe pressure
- **FMCG Others**: Overall Performance impacted by currency crunch in Q3, calibration of trade pipeline in ESPB and lower consumer offtake & heavy discounting in Apparel
- **Hotels**: Higher ARRs and F&B revenue
- **Agri Business**: Leveraged opportunity of supplying imported wheat to domestic millers
- **Paperboards, Paper & Packaging**: impacted a/c slowdown in FMCG industry & capacity addition

Segment Results – Full Year

₹ Cr.

	2017	2016	Goly (%)
a) FMCG - Cigarettes	12514	11752	6.5
- Others	28	102	-72.4
Total FMCG	12542	11854	5.8
b) Hotels	111	56	99.2
c) Agri Business	906	933	-2.9
d) Paperboards, Paper & Packaging	966	908	6.4
Total	14525	13751	5.6
Less:			
Finance Cost	23	49	
Unallocated corporate expenditure - Net	(1001)	(733)	
Total PBT	15503	14434	7.4

- **FMCG Others** Segment Results consider sharp hike in input prices, gestation cost, impact of currency crunch, heavy discounting in Apparel
- **Hotels** growth driven by higher ARR, F&B revenue
- **Agribusiness** impacted by business mix & increase in leaf tobacco prices
- **Paperboards, Paper & Packaging** margin expansion driven by benign input costs (Wood/Pulp) and richer product mix

- **10 year Value addition** ~ Rs. 2.8 lakh crore (US\$ 51 billion)
 - 75% of value addition accrued to the Exchequer (in FY16)
 - Among the top tax payers in the country

- **Foreign exchange earnings** in the last 10 years: US\$ 7 bln
 - Of which agri exports constituted ~57%

- **Direct employment** ITC Group : over 32,000
- Supported creation of around **6 million sustainable livelihoods**
- **e-Choupal**: world's largest rural digital infrastructure serving more than **4 million farmers**
- **Social and Farm forestry** initiative has greened nearly *620,00 acres* and generated nearly *113 million person days of employment* for rural households, including poor tribal and marginal farmers.
- Significant thrust on **social sector** investments under 'Mission Sunehra Kal' initiatives
 - Natural resource management
 - Sustainable livelihoods
 - Community development programmes in the economic vicinity of operating locations

- **Water positive - 15 years in a row**
- **Carbon positive enterprise – 12 years in a row**
 - Sequestering over twice the amount of CO₂ that the Company emits
- **Solid waste recycling positive – 10 years in a row**
- **Over 48% of total energy consumed is from renewable sources**
- **Sustainability Report 2016** can be accessed on <http://itcportal.mobi/sustainability/sustainability-report-2016/default.aspx>



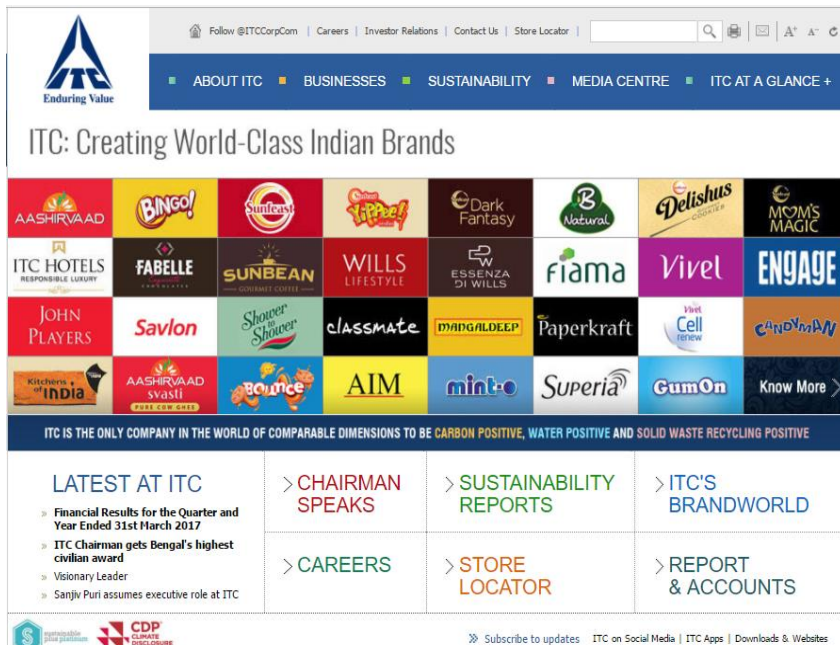
Only enterprise in the world of comparable dimensions to have achieved and sustained the 3 key global indices of environmental sustainability of being Carbon positive, Water positive and Solid waste recycling positive

Statements in this presentation describing the Company's objectives, future prospects, estimates, expectations etc. may be "forward looking statements" within the meaning of applicable securities laws and regulations. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the Company exercises no control. 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. Therefore there can be no guarantee as to their accuracy. These statements involve a number of risks, uncertainties and other factors that could cause actual results 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.

For More Information & Updates

Visit Our Website

<http://www.itcportal.com/default.aspx>



The screenshot shows the ITC website homepage. At the top is the ITC logo and navigation links: Follow @ITCCorpCom, Careers, Investor Relations, Contact Us, Store Locator. Below this is a search bar and a menu with links: ABOUT ITC, BUSINESSES, SUSTAINABILITY, MEDIA CENTRE, ITC AT A GLANCE. The main heading is "ITC: Creating World-Class Indian Brands". Below this is a grid of 24 brand logos: AASHIRVAAD, BINGO!, Sunfeast, Choc Chip, Dark Fantasy, Natural, Delishus, MOM'S MAGIC, ITC HOTELS, FABELLE, SUNBEAN, WILLS LIFESTYLE, ESSENZA DI WILLS, fiamma, Vivel, ENGAGE, JOHN PLAYERS, Savlon, Shower Spray, classmate, MANGALDEEP, Paperkraft, Viet Cell, CANDYMAN, KITCHENS, AASHIRVAAD, Bounce, AIM, minto, Superia, GumOn, and a "Know More" link. Below the grid is a banner stating: "ITC IS THE ONLY COMPANY IN THE WORLD OF COMPARABLE DIMENSIONS TO BE CARBON POSITIVE, WATER POSITIVE AND SOLID WASTE RECYCLING POSITIVE". At the bottom, there are four sections: "LATEST AT ITC" (Financial Results for the Quarter and Year Ended 31st March 2017, ITC Chairman gets Bengal's highest civilian award, Visionary Leader, Sanjiv Puri assumes executive role at ITC), "CHAIRMAN SPEAKS", "SUSTAINABILITY REPORTS", "ITC'S BRANDWORLD", "CAREERS", "STORE LOCATOR", and "REPORT & ACCOUNTS".

ITC Corporate App

<http://www.itcportal.com/app/itc-apps.aspx>

ITC Apps



ITC Corporate App



The ITC Corporate app provides comprehensive information about ITC's Businesses, Brands and Sustainable Business Practices. The App is designed to provide easy access to Company Releases, Media reports, Corporate Presentations, Financial Information and other Company Reports.



For iOS [Download](#)



For Android [Download](#)



ITC Sustainability App



Inspired by a vision to serve a larger national purpose and abide with the strong value of Trusteeship, ITC has crafted innovative business models to create larger societal capital while simultaneously delivering long term shareholder value. The ITC Sustainability App demonstrates the company's endeavours in Sustainable Business Practices.



For iOS [Download](#)



For Android [Download](#)

Subscribe to News Update

<http://www.itcportal.com/itcnewsticker/UserRegistration.aspx>