



**Enduring Value**

NATION FIRST: SAB SAATH BADHEIN

# Q2 FY24 Results

19<sup>th</sup> October, 2023

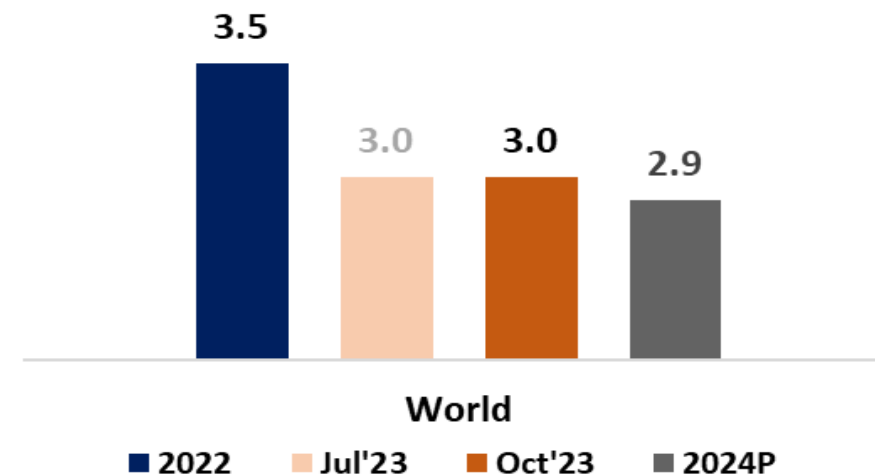
*This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which 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

## Global Economy remains weak

- **2023 Global GDP growth** estimated at **3.0%** (vs 3.5% in 2022);
  - Growth in Advanced Economies slowing down
  - **China & EU** facing structural weakness
- **Tight monetary conditions** weighing on investment and activity
  - Advanced economies near peak of rate hike cycle; “higher for longer”
- **Geo-political dynamics** pose downside risk to growth

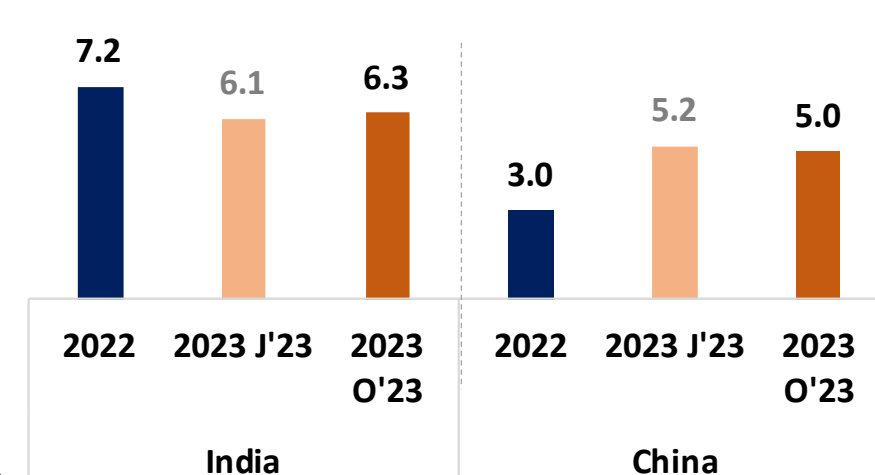
**Global Growth Slowdown in 2023** (GDP % y-o-y)



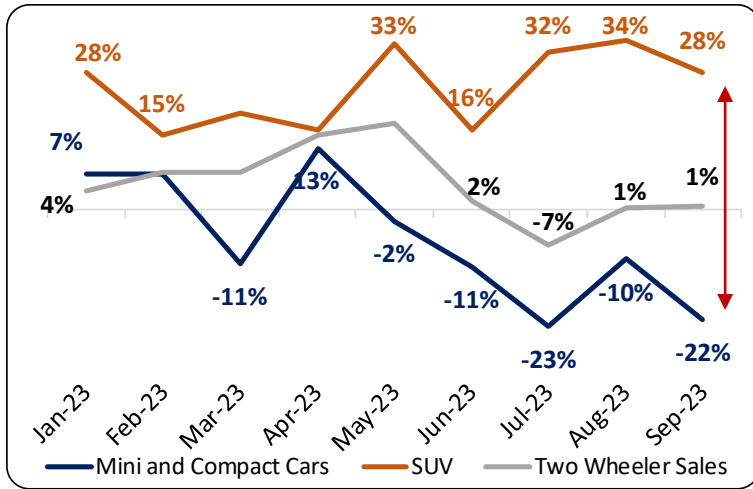
## India remains relatively better placed but growth to be lower than LY

- **FY24 GDP** expected to grow by **6.5%** (vs 7.2% in FY23)
- **Inflation** in FY24 expected to drop to ~5.4% Vs 6.7% in FY23
  - Sharp spike in Food inflation in Jul'23; remains elevated
  - Crude oil prices up ~25% over the last three months
- **Subdued consumer demand**
  - Rural/Value segment weak; Discretionary categories also remain muted

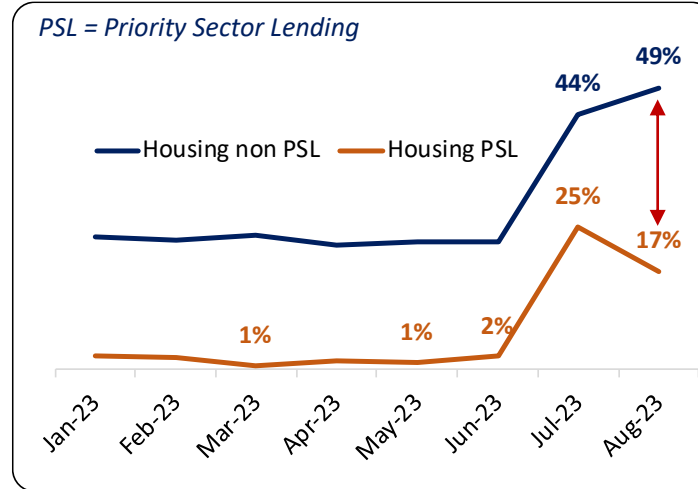
**India growth outlook FY24** (Real GDP % y-o-y)



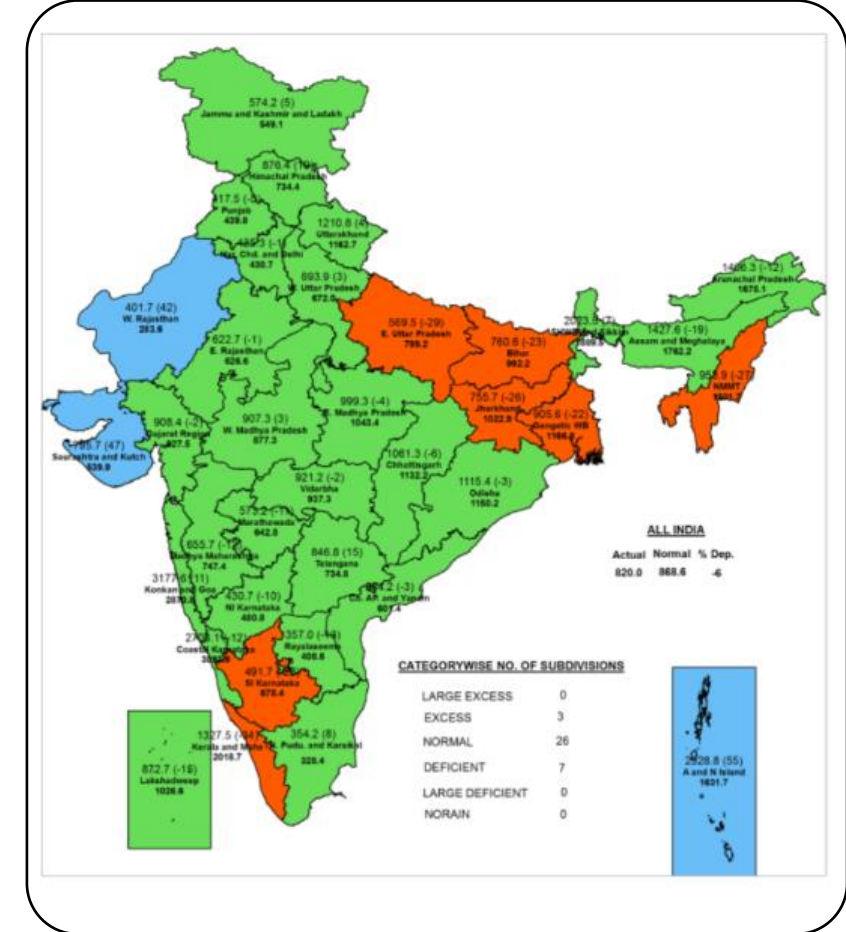
### 2W, compact car and SUV sales (YoY%)



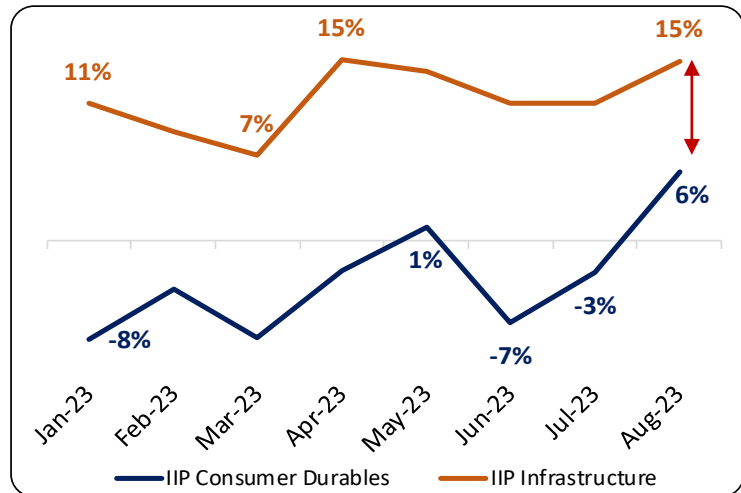
### Housing Credit (YoY%)



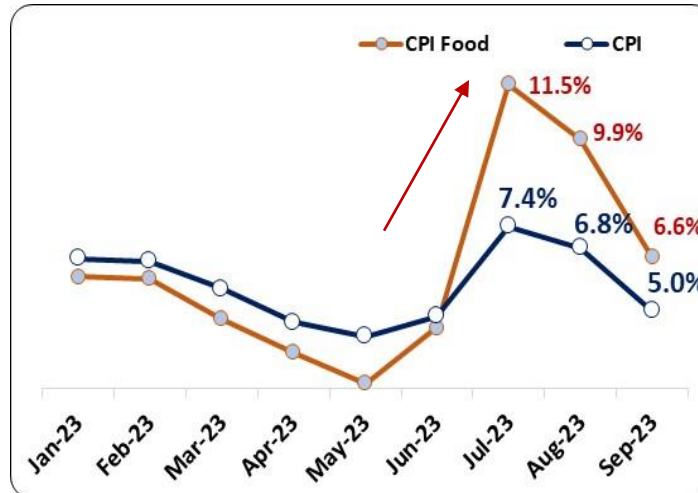
### Rainfall & Reservoir levels (-)6% LPA; Spatial/Temporal skews; Recovery in Kharif sowing



### IIP Infra. and Consumer Durables (YoY%)

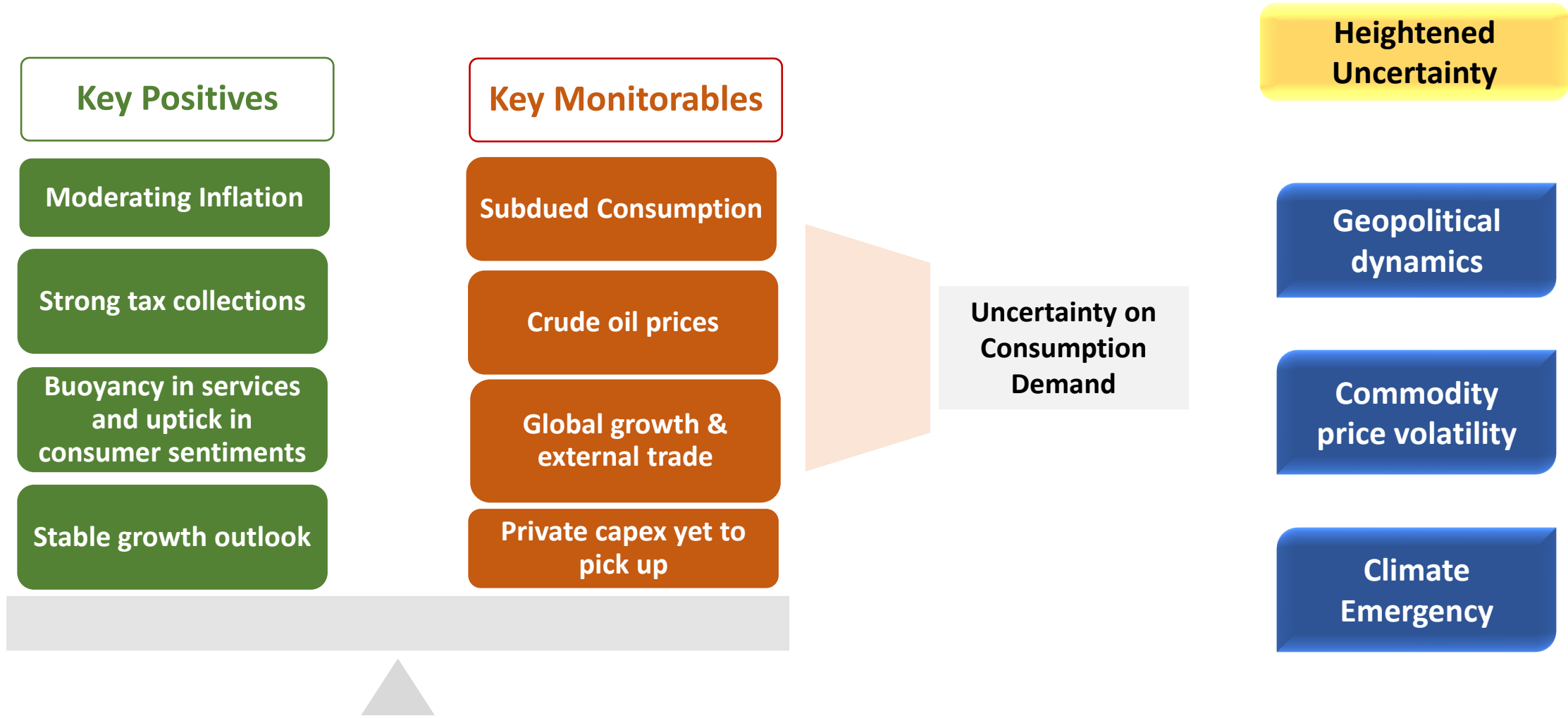


### Food inflation remains elevated (YoY%)



Legend for Rainfall: >=60% (Dark Blue), 20%-59% (Light Blue), (19%)-19% (Green), (59%)-(20%) (Orange)

Source : SIAM, RBI, MOSPI, IMD



# Q2 FY24 Results

## Key Highlights

## Gross Revenue

*excl. Wheat & Rice exports*

▲ +8.9%

## EBITDA

*excl. Paperboards, Paper & Packaging Segment*

▲ +9.5%

## Profit After Tax

▲ +10.3%

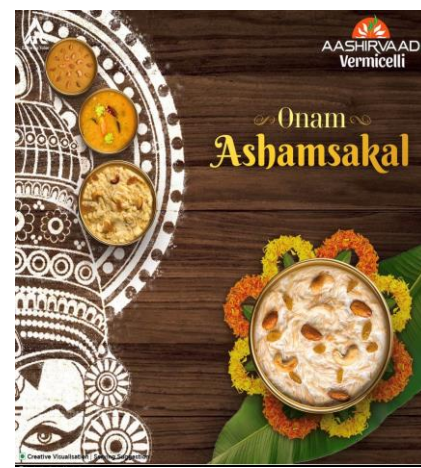


- **Strong performance continues in FMCG – Others; Segment Revenue up 8.3% YoY on a high base; 2-year CAGR +14.5%**
  - *Atta, Spices, Personal Wash and Agarbatti drive growth amidst relatively subdued consumer demand environment*
  - *Classmate Notebooks and Pens witnessed strong growth on YoY basis*
  - *Segment EBITDA margins expanded 150 bps YoY to 11.0%*
  - *Segment PBIT up 36.8% YoY*
  
- **Resilient performance in Cigarettes Segment**
  - *Net Segment Revenue up 8.5% YoY; Segment PBIT up 8.0% YoY on a high base*
  - *2 Yr. CAGR: Net Segment Revenue +15.7%, Segment PBIT +15.5%*
  
- **Stellar performance in Hotels Business with record high second quarter performance; Segment Revenue and PBIT up 21% and 50% YoY respectively on a high base**
  - *Strong growth in ARRs across properties; Occupancy largely flattish (fewer wedding dates, pre-season renovations)*
  - *Segment EBITDA margin up 170 bps YoY to 30.7% driven by higher RevPAR, structural cost interventions & operating leverage*
  - *Exclusively curated and served from the best of India's culinary heritage at the prestigious **G20 summit**, Bharat Mandapam, New Delhi*
  - *Scheme of Demerger approved by Board in August 2023; progressing as per scheduled timelines*

- **Agri Business Segment Revenue up 26.4% YoY (excl. Wheat & Rice exports) driven by Value Added Agri products & Leaf Tobacco**
  - *Segment PBIT up 3.3% YoY (2 Yr. CAGR +9.7%)*
  - *Geopolitical tensions & climate emergencies raise concerns on food security and food inflation; trade restrictions imposed by Govt. on agri commodities limit business opportunities for the segment*
- **Performance in Paperboards, Paper and Packaging Segment reflects the impact of low priced Chinese supplies and muted demand in export markets, sharp reduction in global pulp prices and high-base effect; domestic demand relatively subdued in certain discretionary categories**
  - *Sharp drop in net sales realisation & global pulp prices witnessed during the quarter are likely to have bottomed out; green shoots of revival in demand were visible towards the end of the quarter*
  - *The project for augmentation of in-house chemical pulp capacity by appx. 20% completed during the quarter; will further enhance substitution of imported pulp & enable reduction in operating costs*
  - *Integrated business model and strategic interventions (in-house pulp, VAP, Digital, HPRB) partly mitigate pressure on margins*



# FMCG Others

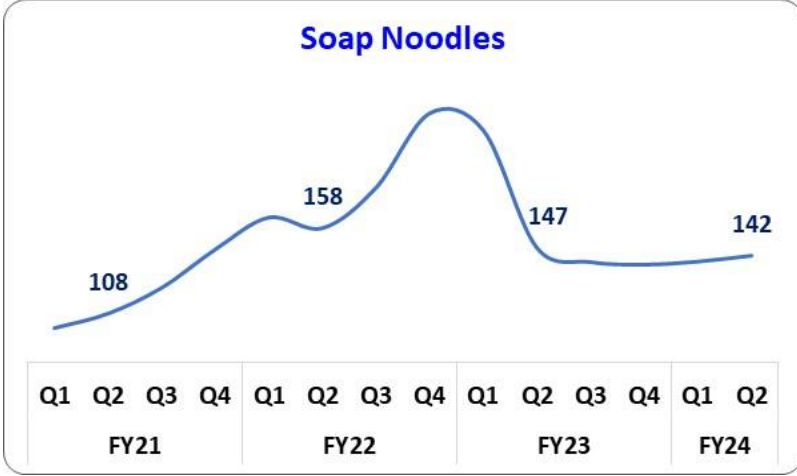
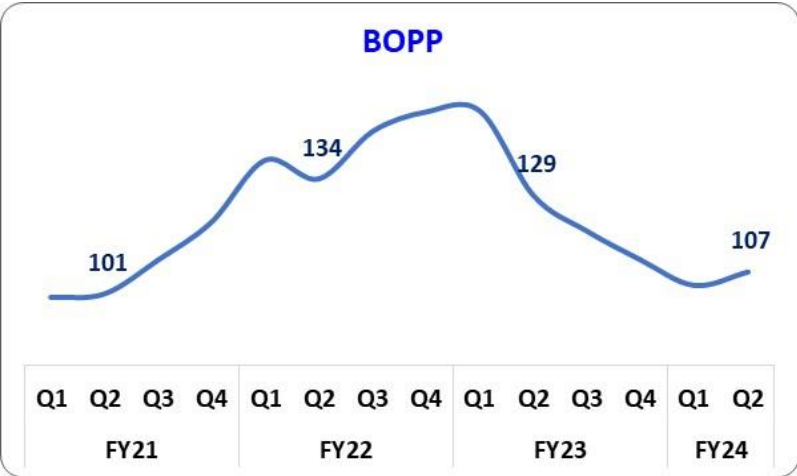
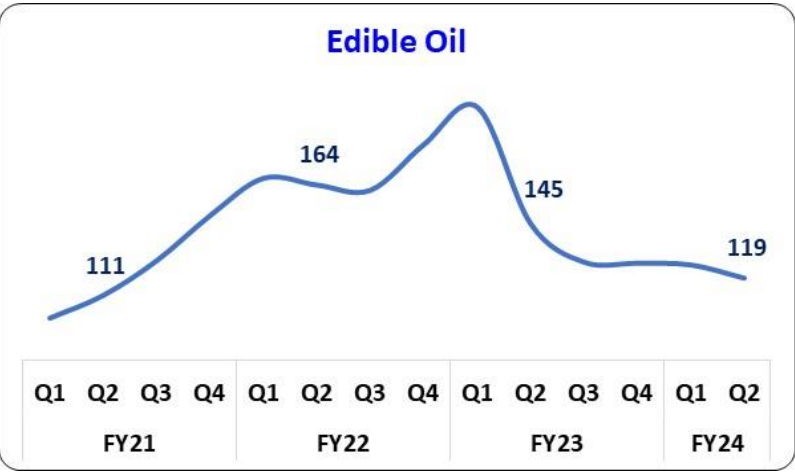
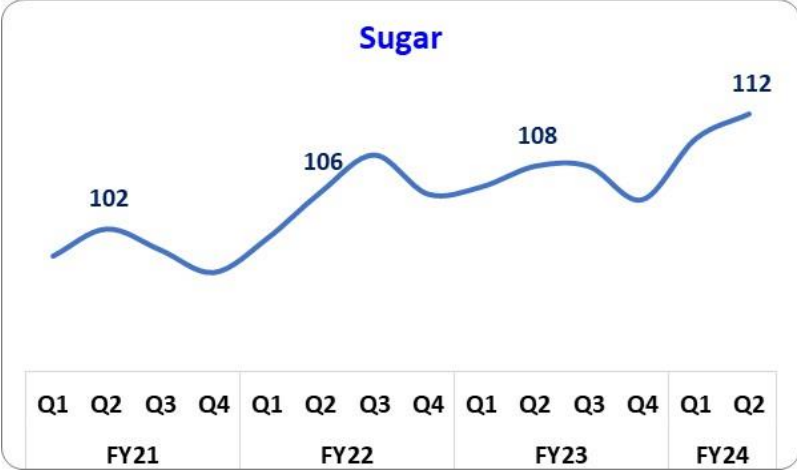
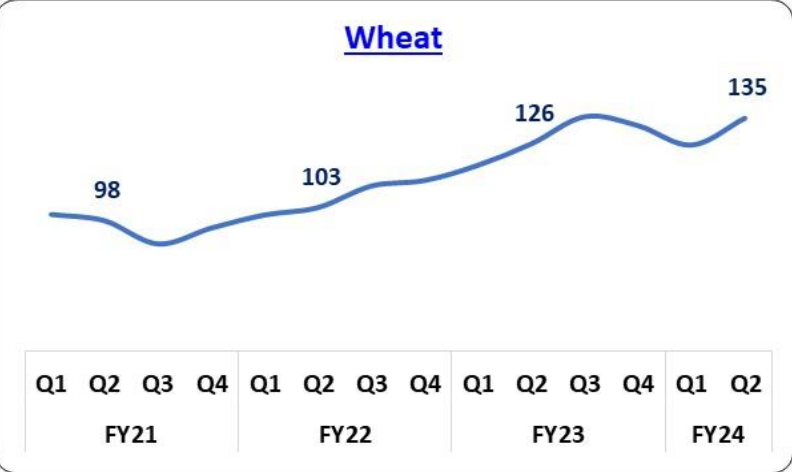


- **Segment Revenue up 8.3% YoY; 2 Yr. CAGR +14.5%** on a high base; Q2 FY23 had witnessed sharp sequential growth
  - Strong YoY growth in Atta, Spices, Personal Wash and Agarbatti
  - Notebooks & Pens continues to witness strong traction
- **Rapid scale up in Alternate Channels**
  - Channel specific business plans, collaborations and format-based assortments enable robust traction
- **Commodity price deflation** on YoY basis; sequential uptick in certain commodities (*viz. wheat, maida, sugar, potato*)
- Increasing **competitive intensity** including from local / regional players in the backdrop of commodity price deflation
- **Marketing investments** stepped up



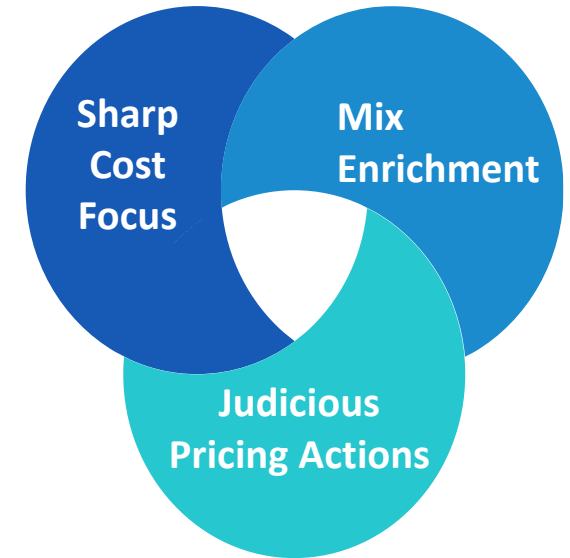
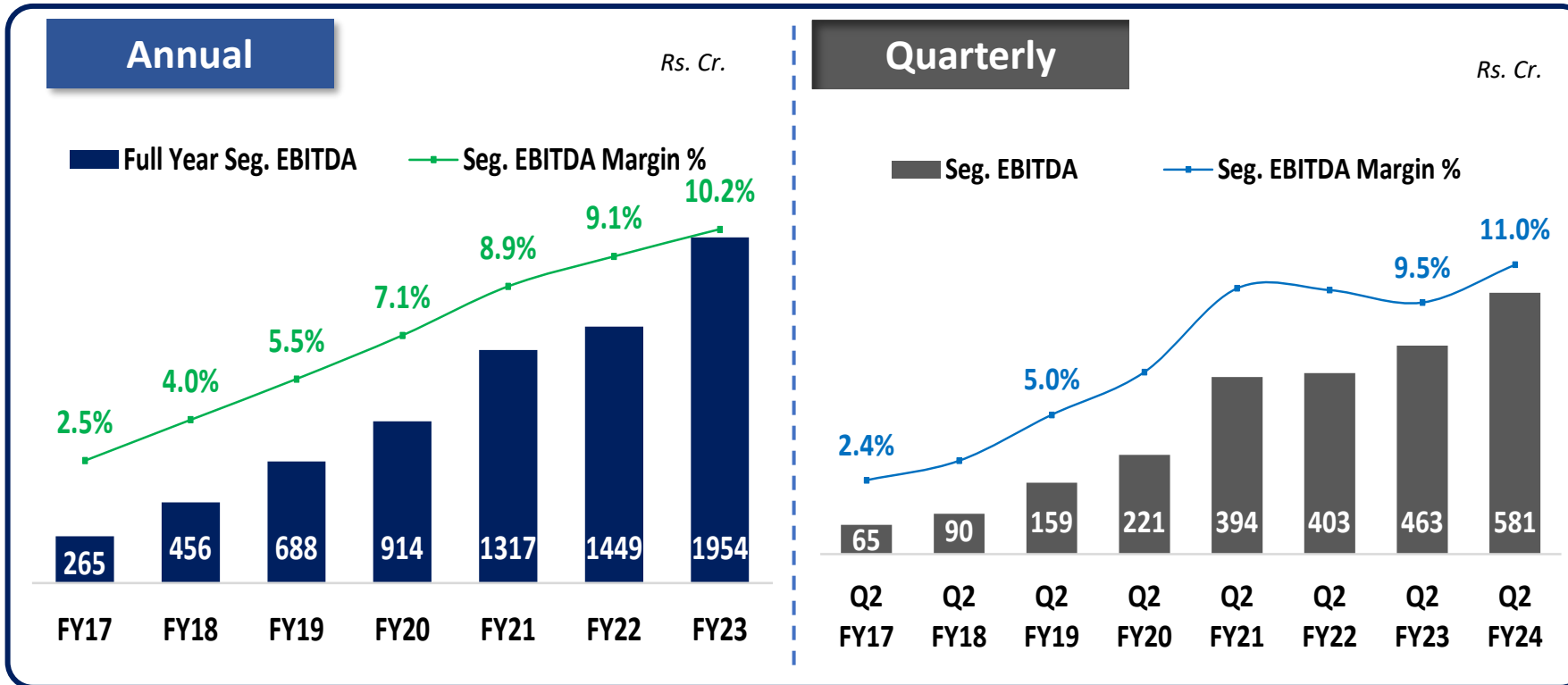
Rural Markets	Direct outlet servicing
Scale up of stockists network (3.4x <sup>^</sup> )	1.25x <sup>^</sup>
Market Coverage	Total outlet servicing
2.0x <sup>^</sup>	1.12x <sup>^</sup>

<sup>^</sup>of pre pandemic levels



▪ Q2 Segment EBITDA margins at 11.0% up 150 bps YoY

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





**Tedhe Medhe | Bingo! Nachos**  
Cream & Onion | Chilli Limon



**Sunfeast YiPee!**  
Magic with Millets



**Bounce Day & Night**  
Choco & Vanilla



**Sunfeast Fantastik**  
Roast Almond |  
Choco Almond



**Aashirvaad Svasti**  
Paneer Slices



**ITC Master Chef Frozen Snacks**  
Paneer Pakoda | Onion Rings



**Sunrise Spices**  
Chicken Masala



**Savlon Handwash**  
Herbal Sensitive



**Engage L'amante**  
Intensity

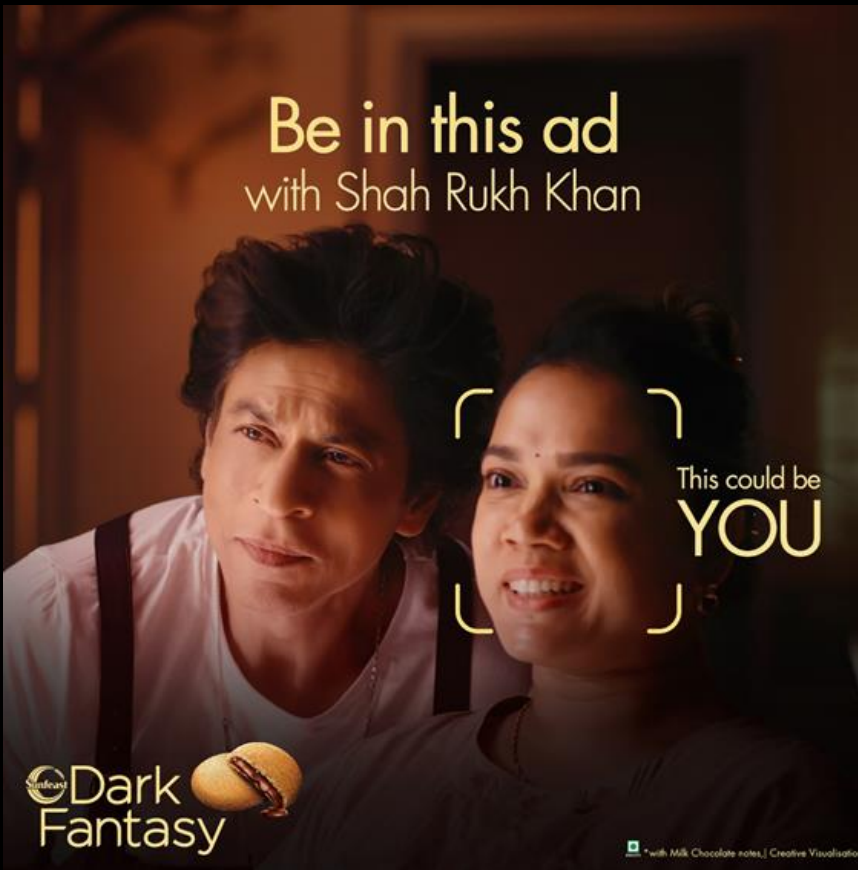


**Classmate**  
Spin Ball Pen



**Mangaldeep**  
Flora

## Leveraging Emerging Trends



HAR DIL KI FANTASY Dark Fantasy



Engagements: 7 lakh+

Scan to try now!

[darkfantasyadwithsrk.in](https://darkfantasyadwithsrk.in)

## Targeted Brand Collaboration





# Leveraging Special Occasions to enhance Consumer Connect



**A 3,84,400 km trip that refreshes a nation.**  
Thank you, ISRO.

**B Natural**

Creative Visualisation

**Oops! We're sorry to initiate ANOTHER FIGHT**

**BINGO! ORIGINAL STYLE**

**#Raksha Bandhan**

Creative Visualisation

**Ab modak banenge itne swaadisht, ki Bappa bolenge One More Ya**

**AASHIRVAAD**

**#HappyGaneshChaturthi**

Creative Visualisation | Serving Suggestion

**Celebrating our first teacher**

**AASHIRVAAD SHUDDH CHAKKI ATTA**

**Happy Teacher's Day Maa**

Creative Visualisation | Serving Suggestion

**ANOTHER BITE ANOTHER FANTASY**

**Dark Fantasy**

Creative Visualisation | Serving Suggestion

**ONAM SO SWEET THAT IT WILL FULFILL EVERY HEART'S FANTASY!**

**HAPPY ONAM**

**Dark Fantasy**

Creative Visualisation

**Favourite food always brings out the kanhaiya in us**

**HAPPY Janmashtami**

**AASHIRVAAD Gulab Jamun**

Creative Visualisation | Serving Suggestion

**Experience freedom in the kitchen because Ab Koi Bhi Chef**

**ITC MASTER CHEF FROZEN SNACKS**

Creative Visualisation | Serving Suggestion

## Regional taste and preferences




ITC Sunrise Masala  
itcstore.in

**Chutki bhar se aaye swaad bharpoor!**



**Zara sa Sunrise Garam Masala for all your dishes!**  
Use karo Sunrise ka Garam Masala aur le aao aapke khaane mein swaad dher sara.

## Sharpening Value Proposition




**SOFT, FLUFFY ROTIS JO BANAYE HAR MEAL KHAAS**

0:12 · Sponsored

**AASHIRVAAD.ADDNG.PLUS**  
Delicious soft rotis with...  
When it comes to your family, ...

Shop now




**ROTI JO RAHE SOFTER FOR LONGER**

0:14 · Sponsored

**AASHIRVAAD.ADDNG.PLUS**  
Get soft rotis in your tiffin!  
Delayed lunch making you wait...

Shop now



**Rotis from Sharabati atta**  
Subah se shaam tak

0:11 · Sponsored

**AASHIRVAAD.ADDNG.PLUS**  
Rotis from Sharabati atta  
Aashirvaad Select comes from...

Shop now



**GOLDEN SHARBATI MP WHEAT WITH GREAT AROMA AND TASTE**

TRY NOW

**aashirvaad.addng.plus**  
Rotis from Sharabati Atta  
Handpicked from MP

Shop now

## Cohort based marketing

abhisajpawstar · 7m  
I | Buddy Cakes | My Castle | The Cuppycake Song

Safe floors with ITC Nimyle brings to you **#Ad**

**NIMYLE PETATHON AWARDS**  
for a chance to win  
**PROFESSIONAL PHOTOSHOOT WITH YOUR PET**

I have participated under nap god Have you?

[TRY NIMYLE, BUY NOW](#)



To know more, visit @nimyleofficial #NimylePetathon

**IF YOUR PET IS ONE OF THESE.....**



**NAP GOD**



**YOGA LOVER**



**TREAT HUNTER**



Enduring Value

# FMCG Cigarettes



## Segment Revenue

7658 cr. ▲ 10.1%

## Segment Results

4782 cr. ▲ 8.0%

- **Net Segment Revenue\*** up 8.5% and **Segment PBIT** up 8.0% YoY on a high base
  - *2 Yr. CAGR: Net Segment Revenue +15.7%, Segment PBIT +15.5%*
- **Portfolio Vitality | Product Availability | Execution Excellence**
  - *Several differentiated variants launched recently continue to perform well*
  - *Market standing reinforced by fortifying the product portfolio/ market interventions & agile execution*
  - *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

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

### Innovation

- Classic Connect
- Gold Flake SLK
- American Club Clove Mint
- Gold Flake Indie Mint

### Portfolio Fortification

- Gold Flake Neo SMART Filter
- Wills Deluxe
- Bristol Deluxe FT
- Flake XL
- Flake Skipper

### Recent Introductions

- Classic Alphatec
- Classic Verve Balanced Taste
- GF Glostar
- American Club Smash
- American Club Clove Magik
- Flake Snap
- Players Rush
- Capstan Victory



Enduring Value

## Hotels Business



ITC HOTELS  
RESPONSIBLE LUXURY



HONOURED TO HAVE CURATED AND SERVED  
FROM THE BEST OF INDIA'S CULINARY HERITAGE  
AT THE G20 SUMMIT,  
BHARAT MANDAPAM, NEW DELHI.



## Segment Revenue

**649 cr.**

(+21%; 1.5x of Q2 FY20)

## Segment Results

**126 cr.**

(+50%)

- **Strong growth in ARR**s across properties
  - *Occupancy flattish YoY mainly due to renovations & relatively fewer wedding dates.*
- Healthy pipeline of management contracts under **Mementos, Welcomhotel, Storii, Fortune and WelcomHeritage** brands
  - *Phased openings over the next few quarters*
- **Segment EBITDA margin expanded by 170 bps YoY to 30.7%**; margin expansion driven by higher RevPAR, curated packages, finest F&B offerings and strategic cost management initiatives
- Scheme of Demerger approved by Board in August 2023; progressing as per scheduled timelines.
  - *Scheme submitted to stock exchanges for requisite approvals.*





HONoured TO HAVE CURATED AND SERVED FROM THE BEST OF INDIA'S CULINARY HERITAGE AT THE G20 SUMMIT, BHARAT MANDAPAM, NEW DELHI.

WE ARE HUMBLED TO SERVE IN THE TRUE SPIRIT OF VASUDHAIVA KUTUMBAKAM.



वसुधैव कुटुम्बकम्  
ONE EARTH • ONE FAMILY • ONE FUTURE



reservations@itc-hotels.in | 1800 419 6444 | www.itc-hotels.com

## Diplomatic privileges

State dinners across the world aren't known for their food. But ITC's chefs set a new standard at this year's G20 Summit.



VIR SANGHVI

**T**here was a time in my life when I used to have to attend state banquets in various countries. Some of them were fun. I got to sit next to interesting people and when I was attending banquets abroad, I gained rare insight into the country I was visiting because high-powered guests at my table often spoke candidly and indiscreetly.

But almost every banquet had one thing in common: The quality of the food. It was usually memorable and a sometimes just

exception, and the food they made for foreign guests who came for special lunches and dinners with Vajpayee was always outstanding.

Given this background, I was more than a little surprised to hear foreign delegates raving about the food served at the recently concluded G20 heads-of-government meet in Delhi. Various ambassadors told me that their bosses were full of praise for the food and service.

Given that over 350 people attended the big dinner thrown



*The Largest and the most exclusive catering in Hospitality ever*





# Curated offerings to drive demand

## Special Occasions leveraged



### THANK YOU DEAR TEACHERS

For igniting our imagination, being our guiding light and instilling a love for learning.

Express your gratitude to your mentors by ordering them an exquisite selection of culinary indulgences from Gourmet Couch via the ITC Hotels App.

## Marketing campaigns



CLUB ITC

## Celebrations on Gourmet Couch



### Trails and Tales



### Onam Sadhya

# Executing 'Asset Right' Strategy

M  
MEMENTOS  
BY ITC HOTELS

W  
WELCOMHOTEL  
BY ITC HOTELS

STORNI  
BY ITC HOTELS

FORTUNE  
Member ITC's hotel group

WH  
WelcomHeritage  
Palaces • Forts • Havelis • Resorts



**Bouquet of brands catering to relevant need spaces (21 properties added in the last 18 months)**



**Strong pipeline of management contracts**

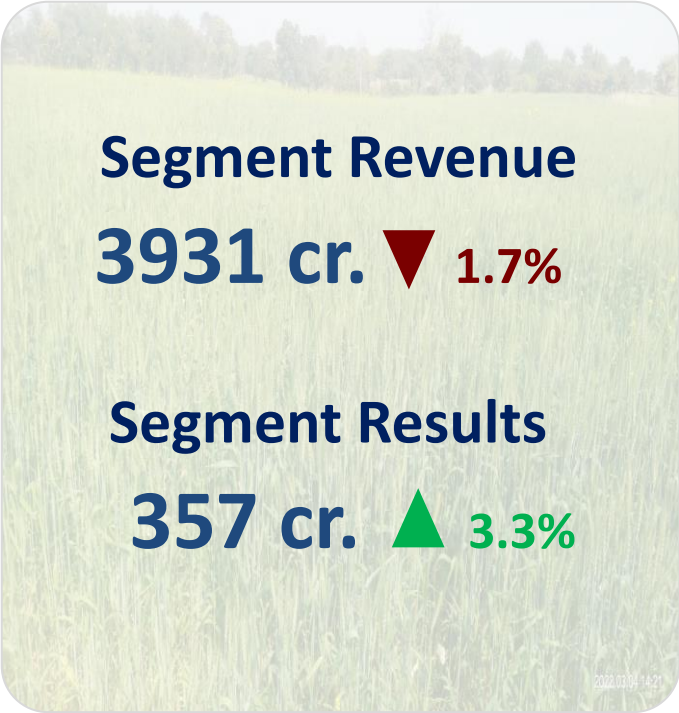




Enduring Value

# Agri Business

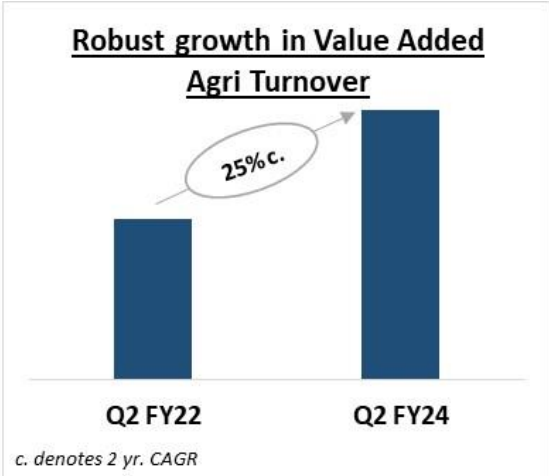




**Segment Revenue**  
**3931 cr.** ▼ **1.7%**

**Segment Results**  
**357 cr.** ▲ **3.3%**

- Strong **customer relationships** & **agile execution** in Leaf Tobacco & Value Added Agri exports continue to drive growth
- **Strategic sourcing support** to Branded Packaged Foods Businesses – Wheat, Dairy, Beverages & Spices
- Stock limits on wheat, ban on non-basmati rice exports and export duty on parboiled rice, limited business opportunities for the Agri Business
- State-of-the-art facility^ at Mysuru for manufacture and export of **Nicotine & Nicotine Derivative** products conforming to US & EU pharmacopoeia standards
  - *Commissioned during the quarter; exports expected to commence over the next few months*
  - *Distinctive capabilities in crop development + complete traceability & sustainability assurance → competitive advantage*




**ITCMAARS**  
ई-चौपाल  
किसानों के हित में, किसानों का अपना

<b>9</b> States	<b>1,250</b> FPOs	<b>7</b> Languages
<b>~60</b> Tie-ups with Partner Cos	<b>10.6 lac</b> Farmer registrations	<b>8.2 lac</b> App downloads



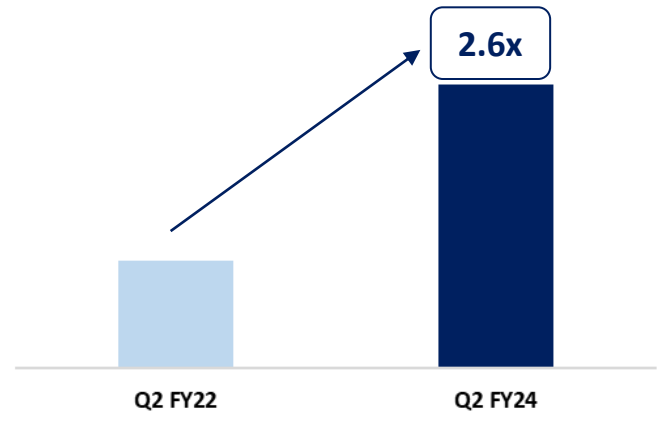
Enduring Value

# Paperboards, Paper & Packaging





**Rapid scale up of Sustainable products**



- Performance reflects impact of low priced Chinese supplies in global markets, drop in Chinese domestic demand and slump in EU markets exerted pressure on exports; sharp reduction in global pulp prices and high base effect
  - Domestic demand subdued in certain discretionary categories
  - Sharp drop in realisations and global pulp prices → likely to have bottomed out
  - Green shoots of demand revival visible towards the quarter end
- Chemical pulp capacity expansion (~+20%) project completed → substitution of imported pulp + reduction in operating costs
- Sharp escalation in wood & coal costs; Integrated business model & strategic interventions (in-house pulp, VAP, Digital, HPRB) partly mitigate pressure on margins
- New business development being accelerated offering innovative and customised solutions, with special focus on consumer electronics, QSR and personal care products
- Sustainable Products portfolio continues to witness strong growth
  - State-of-the-art premium **Moulded Fibre Products** manufacturing facility^ being set up in Badiyakhedi, Madhya Pradesh.



^ Being undertaken by ITC Fibre Innovations Limited, the Company's wholly owned subsidiary

# Financials

Rs. Cr.	Q2 FY24	Q2 FY23	YoY growth	
<b>Gross Revenue</b>	17,549	16,971	<b>3.4%</b>	<b>+8.9% YoY (excl. Wheat &amp; Rice exports)</b>
<b>Net Revenue</b>	16,357	15,976	<b>2.4%</b>	
<b>EBITDA</b>	6,042	5,864	<b>3.0%</b>	<b>+9.5% YoY (excl. Paperboards, Paper &amp; Packaging Segment )</b>
<b>PBT</b>	6,514	5,939	<b>9.7%</b>	
<b>PAT</b>	4,927	4,466	<b>10.3%</b>	



# Segment Revenue Q2 FY24

Rs. cr.	Q2		
	FY24	FY23	YoY growth
<b>Segment Revenue</b>			
a) FMCG - Cigarettes	7658	6954	<b>10.1%</b>
- Others	5292	4885	<b>8.3%</b>
<b>Total FMCG</b>	<b>12949</b>	<b>11839</b>	<b>9.4%</b>
b) Hotels	649	536	<b>21.2%</b>
c) Agri Business	3931	3997	<b>-1.7%</b>
d) Paperboards, Paper & Packaging	2070	2288	<b>-9.5%</b>
<b>Total</b>	<b>19600</b>	<b>18659</b>	<b>5.0%</b>
Less : Inter - Segment Revenue	2051	1688	<b>21.5%</b>
<b>Gross Revenue from sale of products and services</b>	<b>17549</b>	<b>16971</b>	<b>3.4%</b>

- **FMCG Cigarettes**
  - Net Segment Revenue\* up 8.5% YoY
    - 2 Yr. CAGR at 15.7%
- **FMCG Others**
  - Segment Revenue up 8.3% YoY on high base
    - 2 Yr. CAGR at 14.5%
  - Staples, Notebooks & Pens, Personal Wash & Agarbatti drive growth amidst relatively subdued consumer demand environment
- **Hotels**
  - Best-ever Q2, Revenue up 21% YoY on high base
- **Agri Business**
  - Revenue up 26.4% YoY (excl. Wheat & Rice exports)
- **Paperboards, Paper & Packaging**
  - Low priced Chinese supplies and muted demand in export markets
  - Sharp reduction in global pulp prices and high base effect

Rs. cr.	Q2		
	FY24	FY23	YoY growth
<b>Segment Results</b>			
a) FMCG - Cigarettes	4782	4429	8.0%
- Others	439	321	36.8%
<b>Total FMCG</b>	<b>5220</b>	<b>4750</b>	<b>9.9%</b>
b) Hotels	126	84	49.8%
c) Agri Business	357	345	3.3%
d) Paperboards, Paper & Packaging	316	630	-49.9%
<b>Total</b>	<b>6019</b>	<b>5809</b>	<b>3.6%</b>
Less : i) Finance Cost	11	11	
ii) Other un-allocable (income) net of un-allocable expenditure	-505	-140	
<b>Profit Before Exceptional Items &amp; Tax</b>	<b>6514</b>	<b>5939</b>	<b>9.7%</b>

- **FMCG Cigarettes**

- Segment PBIT up 8.0% YoY
  - 2 Yr. CAGR at 15.5%

- **FMCG-Others:**

- Segment EBITDA at 581 cr. (+25% YoY)
- EBITDA margin at 11.0%
  - Up 150 bps YoY

- **Hotels:**

- EBITDA margins expanded by 170 bps YoY

- **Paperboards, Paper & Packaging:**

- Sharp drop in realisations + increase in input costs partly offset through strategic interventions (in-house pulp, VAP, Digital, High Pressure Recovery Boiler)

# ITC – A Global Exemplar in Sustainability



**ITC e-Choupal**  
4 Million Farmers  
empowered

**Afforestation**  
Over 11,13,000 acres  
greened

**Watershed Development**  
Over 1.5 million acres  
covered

**Livestock Development**  
Over 21.7 lac milch  
animals covered

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



**Women Empowerment**  
1.39 lac  
poor women benefitted

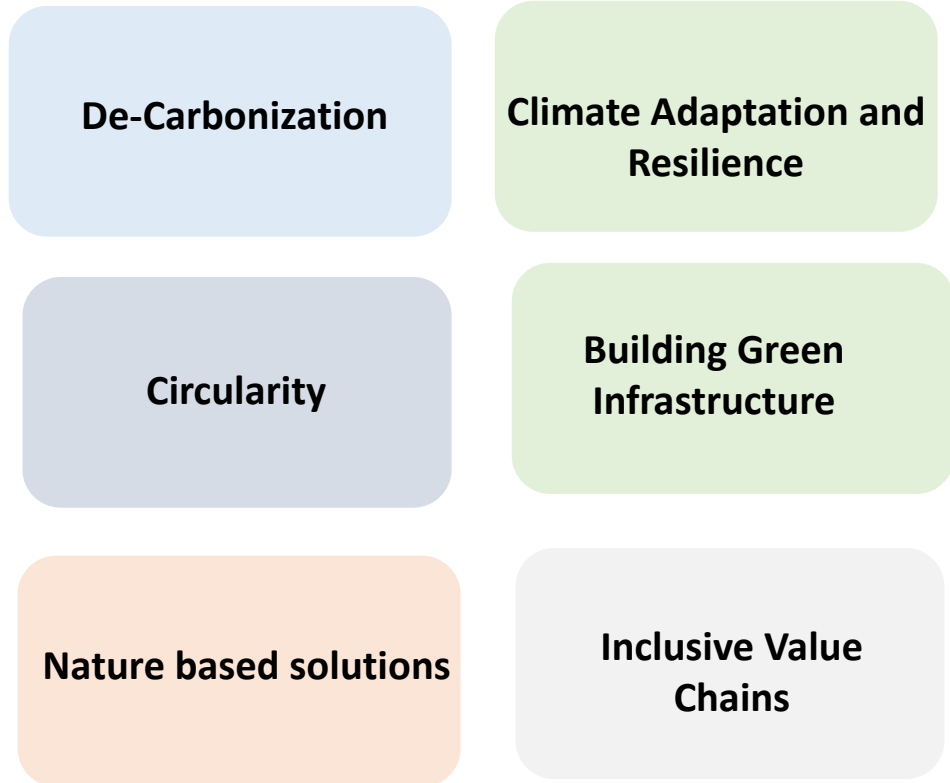
**Skilling & Vocational  
Training**  
Skilled over 1.05 lac youth

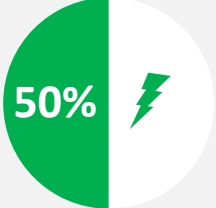


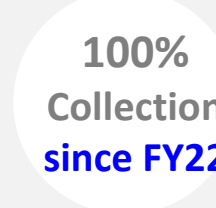

**Primary Education**  
Reaching over  
12.7 lac Children

**Mother & Child Health**  
Over 6.8 lac beneficiaries  
covered\*

**Climate Smart Agriculture**  
23 lac acres covered\*

### Strategic Interventions to Combat Climate Change



<p><b>Renewable Energy</b></p>  <p>50%</p>	<p><b>Specific GHG Emissions</b></p>  <p>50%</p>	<p><b>Recyclable Plastic Packaging</b></p>  <p>100%</p>	<p><b>Plastic Neutrality</b></p>  <p>100% Collection since FY22</p>						
<p><b>Water Security for All</b></p>  <p><b>5x</b> of ITC's Net Consumption</p> <p><b>AWS Certification</b> for High Water Stressed Sites by 2035</p>		<p><b>Biodiversity &amp; Agriculture</b></p> <table border="1"> <tr> <td><b>1</b> million acres</td> <td>Biodiversity Conservation</td> </tr> <tr> <td><b>3</b> million acres</td> <td>Climate Smart Village</td> </tr> <tr> <td><b>1.5</b> million acres</td> <td>Social Farm and Forestry</td> </tr> </table>		<b>1</b> million acres	Biodiversity Conservation	<b>3</b> million acres	Climate Smart Village	<b>1.5</b> million acres	Social Farm and Forestry
<b>1</b> million acres	Biodiversity Conservation								
<b>3</b> million acres	Climate Smart Village								
<b>1.5</b> million acres	Social Farm and Forestry								

*Proactively work towards achieving 'Net Zero' emission status*

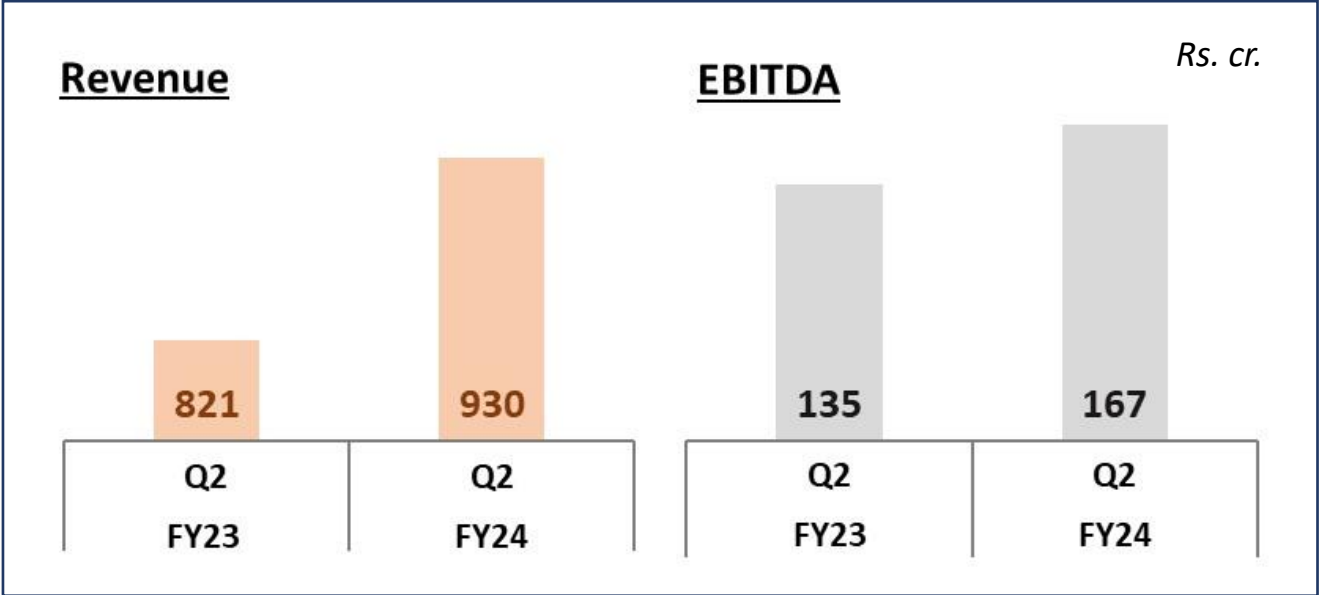
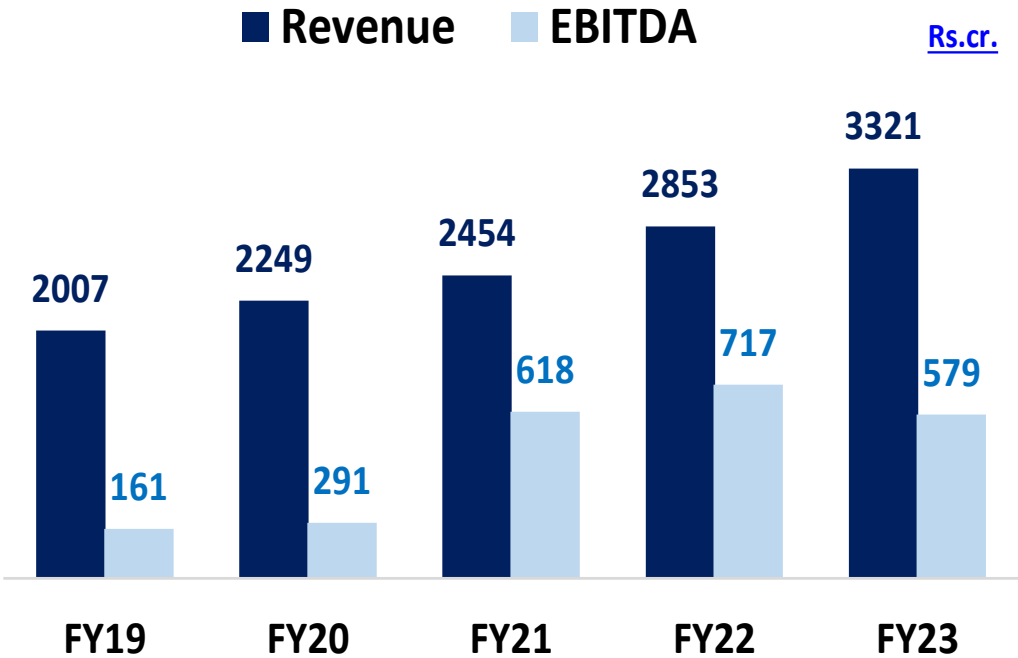
**Supporting Sustainable Livelihoods: From 6 million to 10 million**



- Exceeded commitment on **Plastic Neutrality**; collected and sustainably managed over 60,000 MT of plastic waste in FY23
- **60% critical Tier - 1 suppliers trained on ESG** related aspects during FY23
- Best-in-class ESG Ratings:
  - **AA rating by MSCI** for the 5<sup>th</sup> consecutive year; **A- Leadership score under CDP ratings - ahead of Asia & Global average**; Continues to be included in the **Dow Jones Sustainability Emerging Markets Index** - a reflection of being a sustainability leader in the industry
- The only enterprise of comparable dimensions globally to have achieved and sustained the three key global indices of environmental sustainability of being **‘water positive’ (for 21 years)**, **‘carbon positive’ (for 18 years)**, and **‘solid waste recycling positive’ (for 16 years)**
- **Water Stewardship:**
  - **ICML Malur → first F&B unit in Asia** and **Paper mill at Kovai → second site in the world** to receive **Platinum level certification** by AWS (Alliance for Water Stewardship)
- **Bio Diversity:**
  - Winner of the first **UNDP Mahatma Award for Biodiversity** → in recognition of efforts in promoting biodiversity conservation through intensive community engagement

ITC Infotech





- Strong double digit sequential growth in Revenue
- Healthy Total Contract Value (TCV) signings; strong pipeline
- Investments continue in **Capability building** in **strategic focus areas, sales org. & infrastructure.**

**Q2 FY24 EBITDA margin  
@ upper-end of mid-tier IT cos.**










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



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



**and  
Inclusive.**

Product/initiative	Link
 Bingo! on Instagram	<a href="https://www.instagram.com/bingo_snacks/">https://www.instagram.com/bingo_snacks/</a>
 YiPPee! on Instagram	<a href="https://www.instagram.com/sunfeast_yippee/">https://www.instagram.com/sunfeast_yippee/</a>
 Aashirvaad on Instagram	<a href="https://www.instagram.com/aashirvaad/">https://www.instagram.com/aashirvaad/</a>
 Sunfeast Dark Fantasy on Instagram	<a href="https://www.instagram.com/sunfeastdarkfantasy/">https://www.instagram.com/sunfeastdarkfantasy/</a>
 Mom's Magic on Instagram	<a href="https://instagram.com/sfmomsmagic/">https://instagram.com/sfmomsmagic/</a>
 Classmate on Instagram	<a href="https://instagram.com/classmatebyitc/">https://instagram.com/classmatebyitc/</a>
ITC : Creating Enduring Value for India	<a href="https://youtu.be/VwnE4eN_BTk">https://youtu.be/VwnE4eN_BTk</a>
Details on the Company's Sustainability 2.0 vision	<a href="https://www.itcportal.com/sustainability/sustainability-integrated-report-2023/ITC-Sustainability-Integrated-Report-2023.pdf">https://www.itcportal.com/sustainability/sustainability-integrated-report-2023/ITC-Sustainability-Integrated-Report-2023.pdf</a>
Quarterly Media Statement	<a href="https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q2-FY2024.pdf">https://www.itcportal.com/investor/pdf/ITC-Press-Release-Q2-FY2024.pdf</a>