



ITC Limited
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22nd February, 2021

The Manager
Listing Department
National Stock Exchange of
India Ltd.
Exchange Plaza,
Plot No. C-1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051

The General Manager
Dept. of Corporate Services
BSE Ltd.
P. J. Towers
Dalal Street
Mumbai 400 001

The Secretary
The Calcutta Stock
Exchange Ltd.
7, Lyons Range
Kolkata 700 001

Dear Sirs,

Participation in Investor Conference

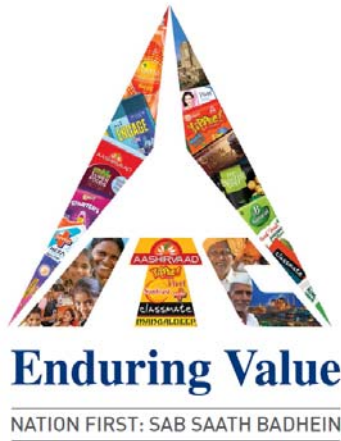
Further to our letter dated 16th February, 2021 on the subject, we enclose, in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), a copy of the presentation made by Mr. S. Puri, Chairman and Managing Director of the Company, at the 'Kotak Chasing Growth 2021 Conference' organised by Kotak Securities Limited on 22nd February, 2021.

We also write to advise, pursuant to Regulation 30 of the Listing Regulations, that the Company's representative(s) will be virtually attending the 'IIFL's Enterprising India Global Investors Conference' being organised by IIFL Securities Limited on 23rd February, 2021.

Yours faithfully,
ITC Limited

(R. K. Singhi)
Executive Vice President &
Company Secretary

Encl: as above



Creating Enduring Value Through Responsible Competitiveness

Focus on FMCG Business & Sustainability

Kotak Securities Investor Conference
22nd February, 2021

ITC FMCG

Diverse Portfolio Anchored on 25 Mother Brands



Branded Packaged Foods



Personal Care Products



Education & Stationery Products



Matches & Agarbatti



25 World-Class Mother Brands

Creating , Capturing & Retaining Value in India



Foods



Personal Care

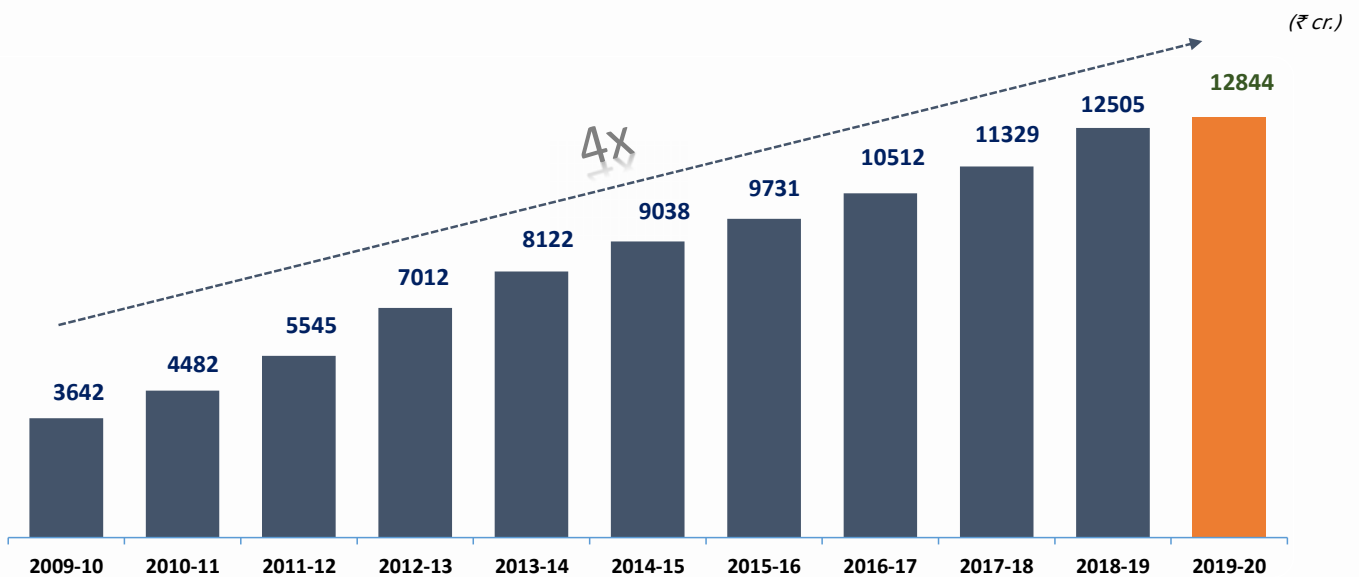


Stationery, Matches & Agarbatti



ITC FMCG

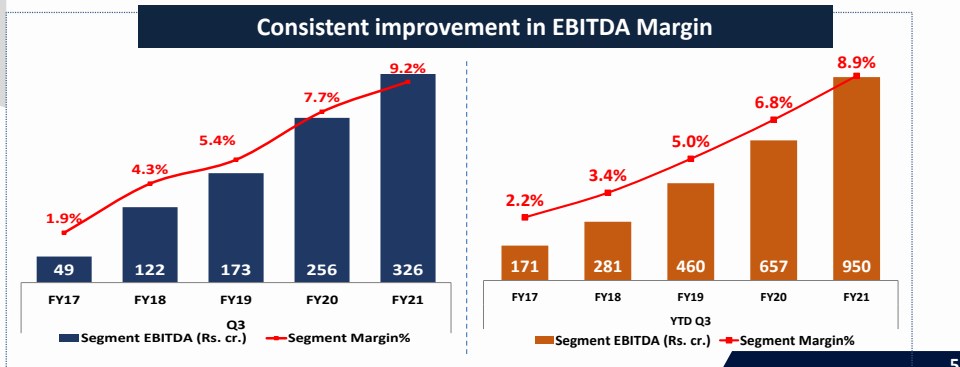
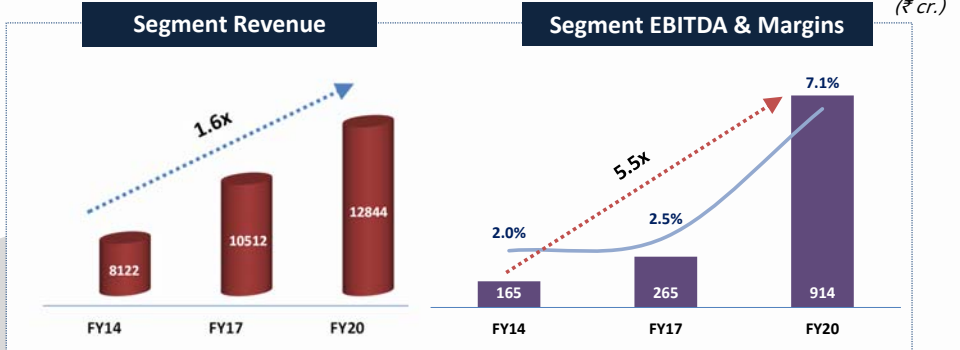
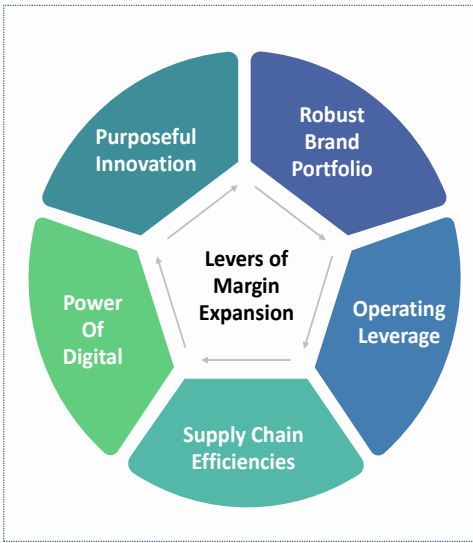
Rapid Scale up in Revenues



3rd Largest FMCG Player in India
One of the Fastest Growing Foods Businesses in India

Significant increase in **Scale & Profitability** in last 3 years

Segment EBITDA Margins up 460 bps in last 3 years

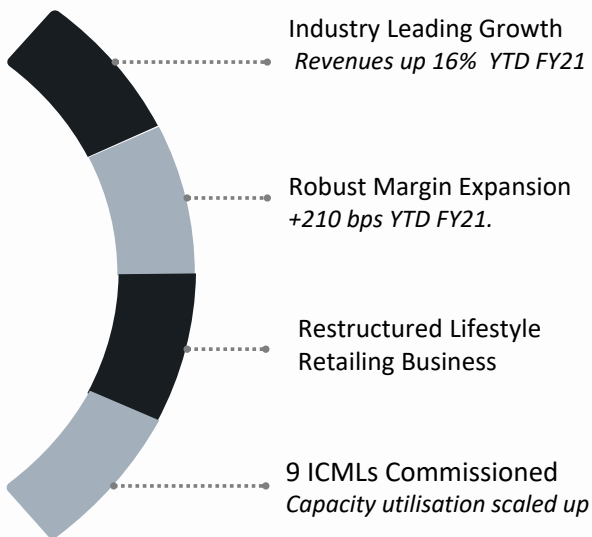


ITC FMCG

Recent Performance



Robust Revenue Growth & Margin Expansion



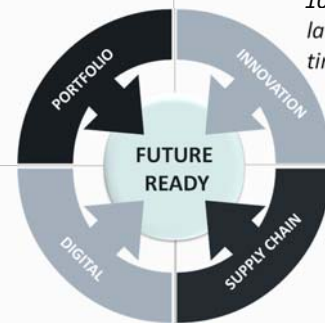
Future Ready: Portfolio, Innovation, Digital

Seeded 14 New Categories/Sub-Categories

Multi-channel Go-to-market

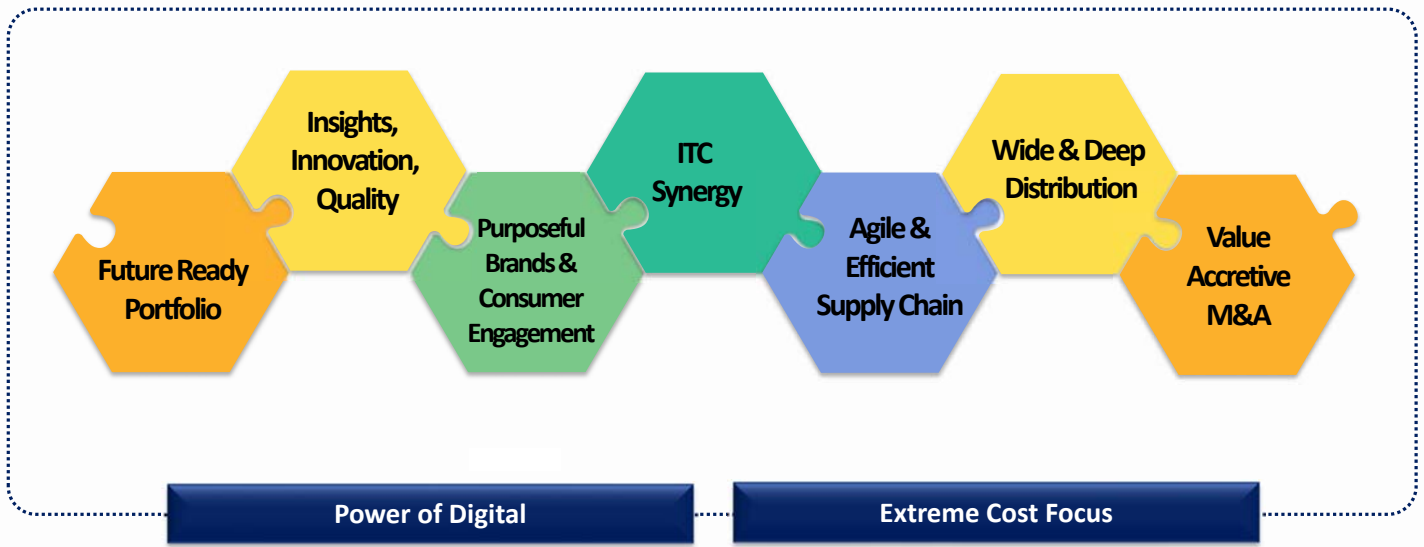
Sharper Alignment of R&D & Innovation to business outcomes

100+ products launched in record time



Consumer insights
Brand campaigns
Sales operations enablement
E-commerce

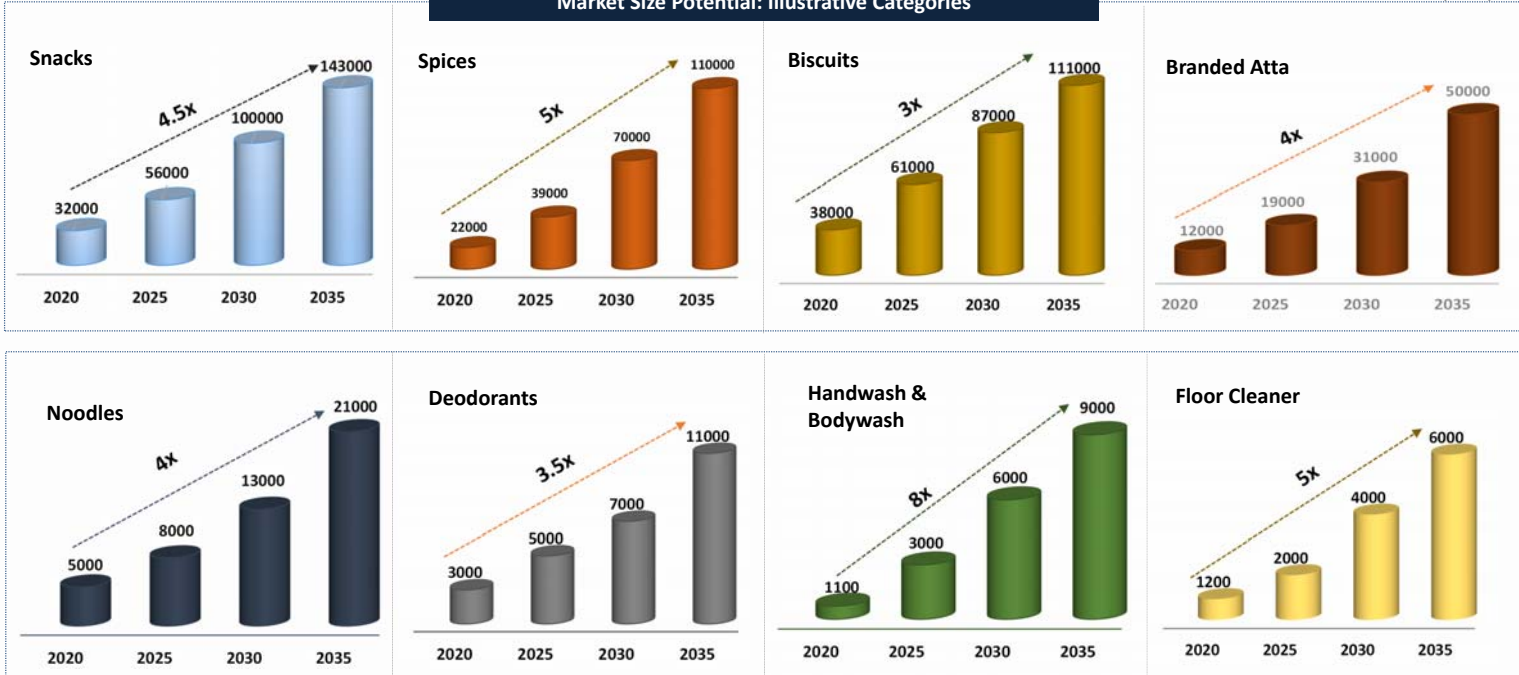
Structural Cost Advantage
Reduced distance to market
Direct to market shipments
Smarter manufacturing
Delayed operational nodes



Addressable Market Expansion Potential :
Amongst the highest in Indian FMCG space

Market Size Potential: Illustrative Categories

(₹ cr.)



Fortifying the Core



No.1 In Branded Atta
~6,000 cr.



No.1 In Cream Biscuits
~4,000 cr.



No.1 In Bridges Snacks
~2,700 cr.



No.1 In Notebooks
~1,400 cr.



No.2 In Noodles
~1,300 cr.



No.1 In Dhoop
No.2 in Agarbatti
Over 800 cr.



Achieved
Rs. 1000 cr. in FY21

Addressing Adjacencies thru Mother Brands



Building the New Core



Figures above denote Annual Consumer Spends

Consumer Intimacy

Insight + Innovation >> Impact

Hygiene++, Protection & Care



Savlon

Hexa, Disinfectants, Masks & Wipes



Nimyle
Floor Cleaner

Nimwash
Fruits & Veggie Cleaner;
Nimeasy Dish Wash Gel

'Good For You' & 'Free From'



Aashirvaad Nature's Super Food
Organic Atta & Dals



Sunfeast
Digestive Range



Aashirvaad Crystal & Proactive Salt
B Natural Soups & Immunity Juices

Convenience & On-the-Go



Aashirvaad
On-the-Go Range



Aashirvaad
Ready to Cook



ITC Master Chef
All purpose Gravies



ITC Master Chef
Frozen Snacks



ITC Master Chef
Frozen Vegetables



Sunbean
Pheta Coffee

Indulgence



Fabelle
Luxury Chocolates



Sunfeast
Caker



Sunfeast Dark Fantasy
Choco Chip, Choco Nut Fills



Sunfeast
Bakery Range

Skin Care



Charmis
Facewash, Face Serum & Hand Cream



Dermafique
Bio Cellulose Face Masks



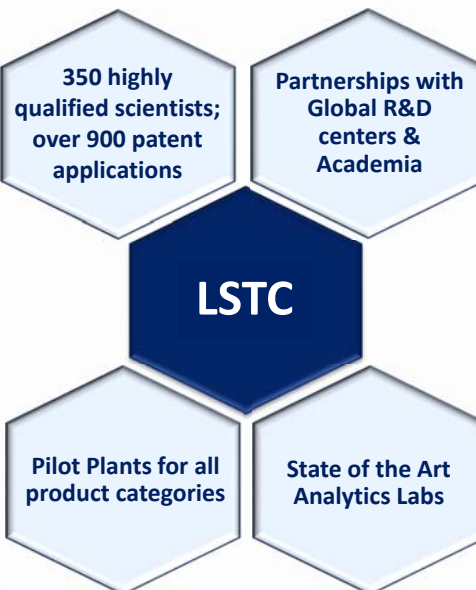
Interactive Education



Classmate Interaktiv
Origami Books



Capabilities



Healthier Children.
Healthier India



Women
Empowerment



Responsible Citizens
for the Future



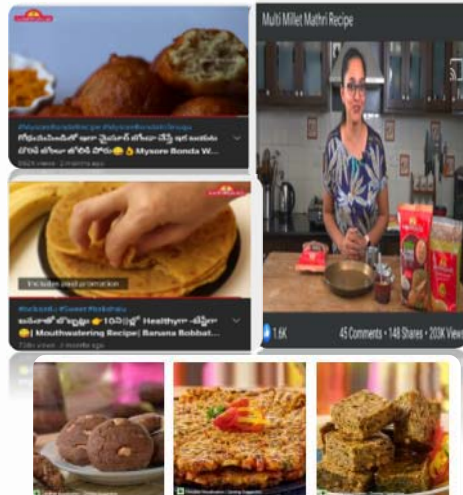
Saluting
Mothers



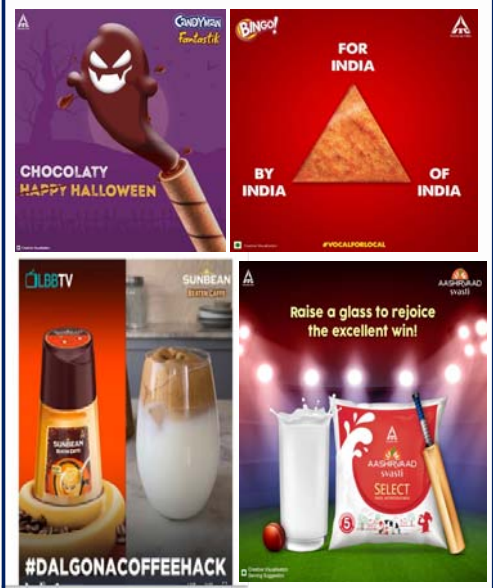
Driving Engagement



Deep understanding of
Regional tastes & Preferences



Moment Marketing



DIY and Influencer led

Creating Brand Love

Digital First Brands



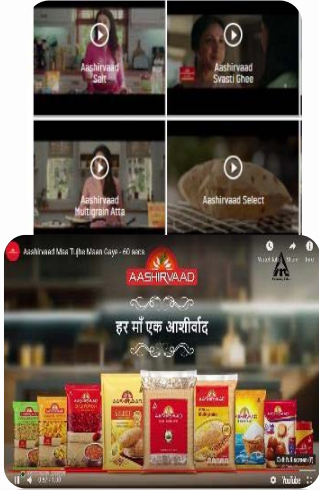
Hygiene & Safety

Spreading Positivity

Self Care



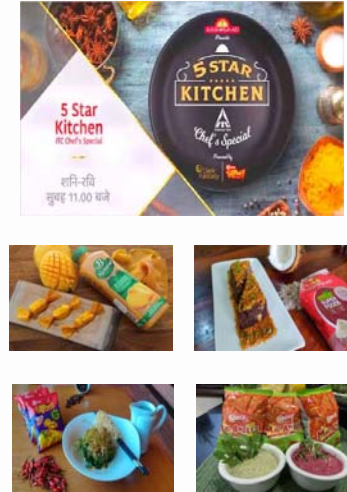
Dominating India's Kitchen



Building on India's Passion



Immersive Mass Media Content



Puja for India's Wellbeing

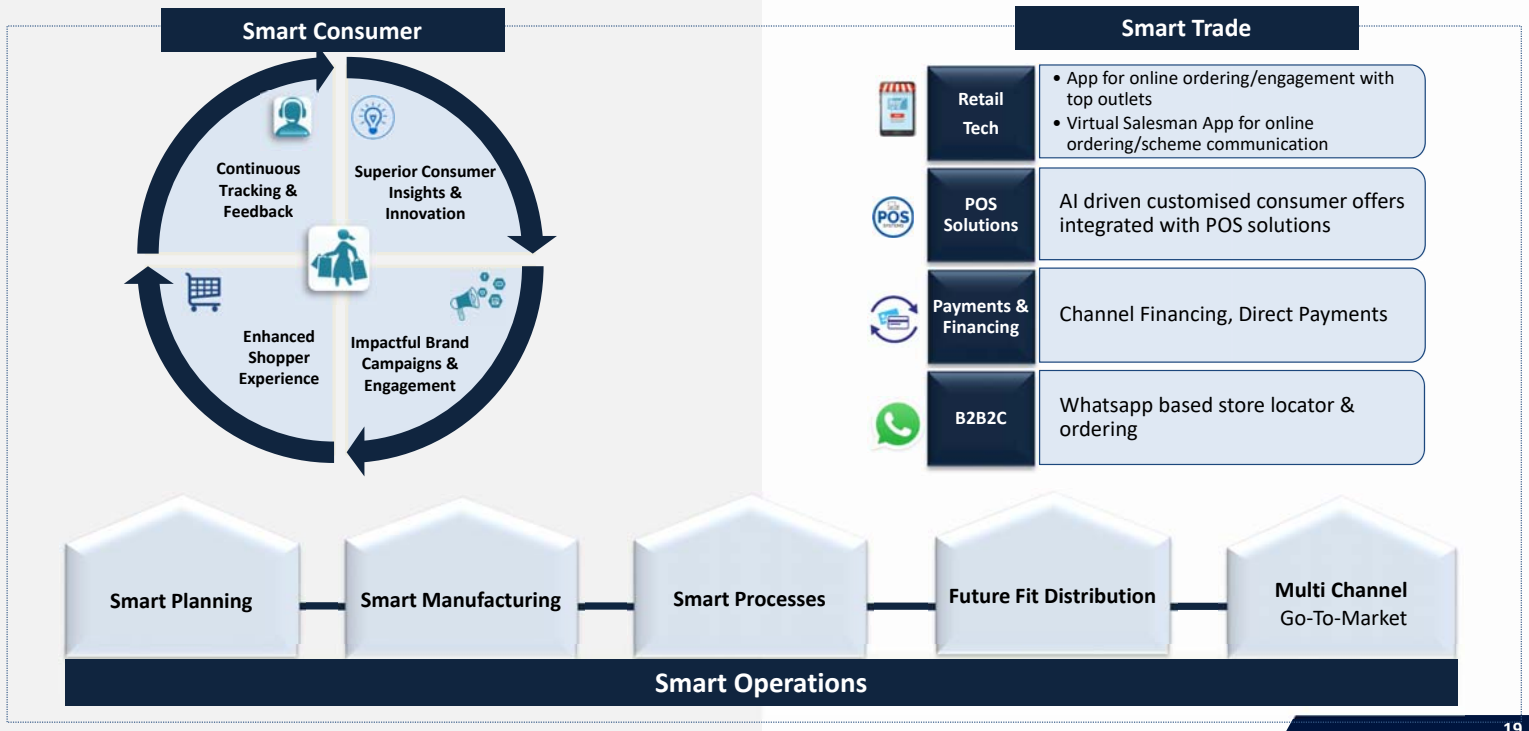


Savlon's innovative 'Healthy Hands Chalk Sticks' initiative bagged 7 Cannes Lions



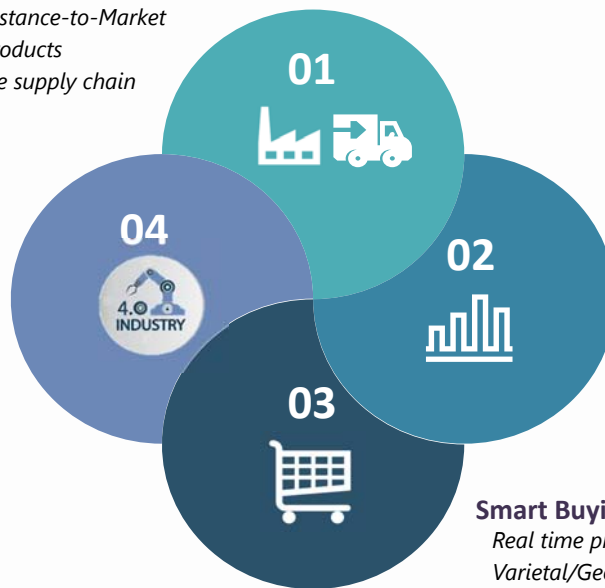
Savlon - 1st Indian brand to win Grand Prix for 'Creative Effectiveness' at Cannes





ICML Network
 Reduce Distance-to-Market
 Fresher Products
 Responsive supply chain

Smart Manufacturing
 Industry 4.0
 Automation
 Energy, Quality, Yield management



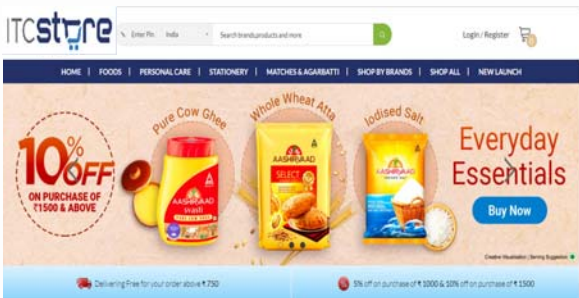
Delaying Operations
 Direct shipments
 Eliminate Multiple Handling

Smart Buying & Value Engineering
 Real time price discovery (spatial & temporal)
 Varietal/Geographical arbitrage
 Recipe/packaging innovations

Winning In Strategic Channels
MT/e-Com/On-the-go/Food Service



Direct to Consumer



ITC 'Store on Wheels'

Agri Business



- Leading Agri Business player in India
- Pioneer in Rural Transformation
- No. 1 in Leaf Tobacco



- Sourcing & Supply operations spread across 22 States covering Wheat, Oilseeds, Coffee, Spices, Milk etc.



- Largest procurer of Wheat after FCI
- Globally 5th largest leaf tobacco exporter (~40% share in Indian Exports)



- Leveraging Information Technology for the transformational 'e-Choupal' initiative
- Quality & Cost-optimized agri commodity sourcing



- Providing Institutional Support & Empowering Grassroots Institutions



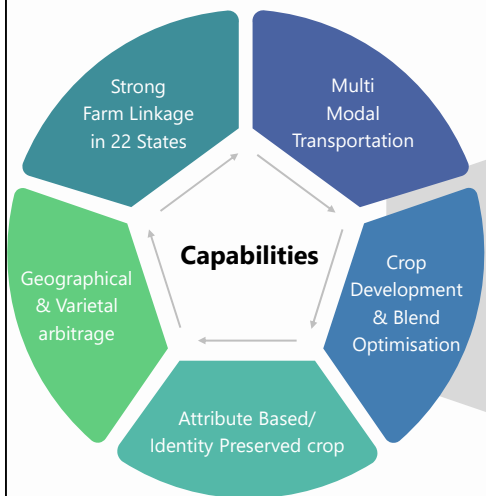
Rural India's largest Internet-based intervention
Servicing 35,000 villages ~4 million farmers



Deliver **sustainable competitive advantage** to ITC's FMCG Businesses
- high quality & cost competitive agri sourcing

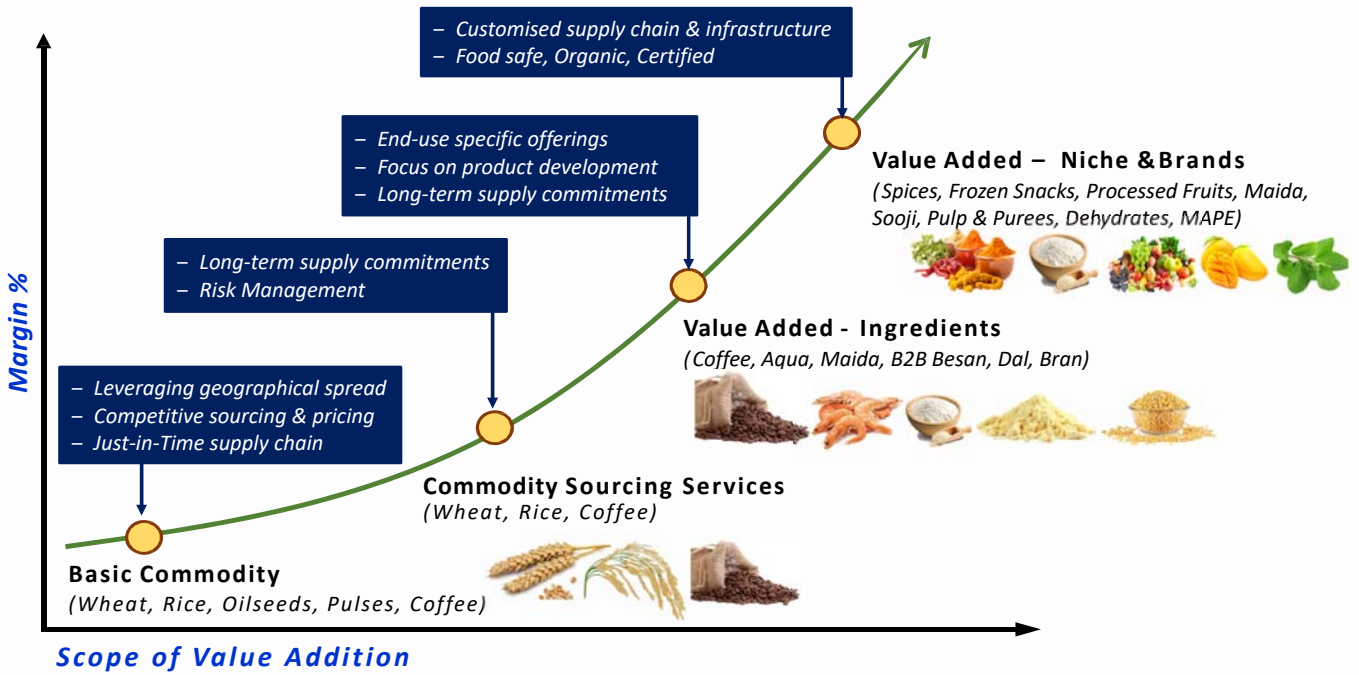
Build a robust portfolio of **value-added products** - Establish B2B & B2C brands
Develop a **Future Ready portfolio** - Organic/Food safe/Attribute/MAPE

Build **Digitally Powered & Climate Smart** Agri Value Chains
Reengineer commodity sourcing through **FPO networks**



<p>Wheat <i>Securing identity preserved, superior wheat with minimal logistics cost</i></p>	<p>Potato <i>Security of Supply Yield improvement Proximal to Manufacturing</i></p>	<p>Fruit Pulp <i>Develop supply chain & source superior quality Indian fruit pulp at competitive price</i></p>	<p>Spices <i>Sourcing Food Safe products, Develop new products</i></p>	<p>Milk <i>Sourcing of high quality milk through farmer network, deployment of milk chillers</i></p>
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Straddling Multiple Agri Value Chains



ITC Master Chef
Frozen Prawns



ITC Master Chef
Dehydrated Onions & Mango Pulp



Organic Spices
for B2B channel



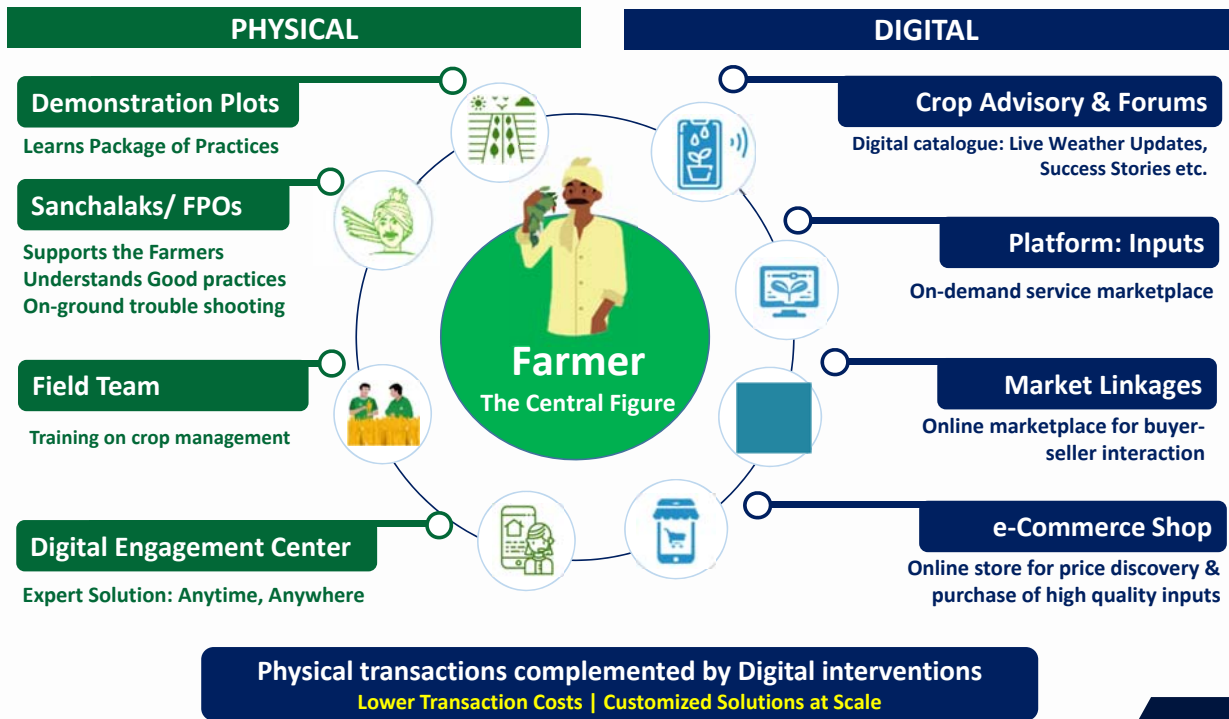
ITC Farmland
Frozen Vegetables



ITC Farmland
Potato, Tomato Puree & Apples



Maida, Suji, Dal & Besan
for B2B Channel



ITC's Sustainability Initiatives

Building a Secure, Sustainable & Inclusive Future

Innovative Business Models that synergise Extreme Competitiveness with Environmental Stewardship and Exemplary Social contribution.

Enabling Impactful Outcomes

Climate Resilience

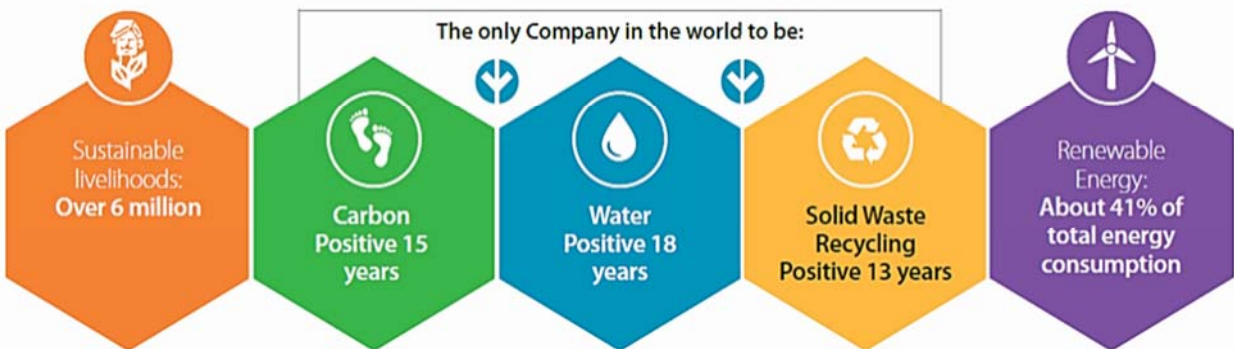
- Water Stewardship
- Afforestation
- Climate Smart Villages
- Renewable Energy
- Green Buildings
- Benchmarked Energy & Water Consumption

Livelihood Creation

- Robust Agri-Value Chains
- Agro-Forestry
- Women Empowerment
- Primary Education
- Vocational Education
- Livestock Development

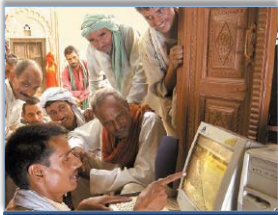
Strategic Partnerships

- PPPs with Government & Local Communities
- Internationally & Nationally renowned organisations
- Civil Society Orgs



<p>Pioneer of green building movement in India: Established 30 green buildings</p> 	 <p>World's greenest luxury hotel chain: ITC Hotels</p>	 <p>World's highest rated green building: ITC Green Centre, Gurugram</p>	 <p>World's largest LEED® Platinum certified green hotel: ITC Grand Chola, Chennai</p>	 <p>World's first LEED® Platinum certified data centre: ITC Sankhya, Bengaluru</p>
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Impactful Social Performance



ITC e-Choupal
4 Million Farmers empowered



Afforestation
Over 8,27,000 acres greened



Watershed Development
Over 11,56,000 acres covered



Livestock Development
Over 18.70,000 milch animals covered



Solid Waste Management
Well-being Out of Waste programme covers 1 crore Citizens



Women Empowerment
over 76,300 poor women benefitted



Skilling & Vocational Training
Covering over 86,300 youth



Primary Education
Reaching over 8,13,000 Children



Health & Sanitation
Over 37,700 toilets built



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

Sustainability 2.0 : 2030 Targets

Going Beyond 'Net Zero'



CO₂ Sequestration

From 2x now to 4x of CO₂ emissions

Rainwater Harvesting Potential

From 3x now to 5x of Net consumption

Renewable Energy (RE)

From 41% now to 50 % of total energy consumption

Sustainable Packaging Plan

Recyclability

100% recyclable, reusable or compostable

Plastic Neutrality

Sustainable waste mgmt., innovative substitutes, optimisation

Specific GHG Emissions

50% ↓

Specific Water consumption

40% ↓

Specific Energy Consumption

30% ↓

Livelihood Generation
From 6 million to 10 million

Biodiversity
2.5 lac acres
Climate Smart Villages
3 lac acres



ITC rated AA by MSCI-ESG

Highest amongst Global Tobacco cos.

Member of
Dow Jones Sustainability Indices
Powered by the S&P Global CSA

ITC included in Dow Jones Sustainability Emerging Markets Index

Recognition of being a sustainability leader in the industry & Company's commitment to People and Planet.



ITC PSPD - Kovai Unit, awarded Alliance for Water Stewardship Platinum-level Certification

Highest recognition for water stewardship in the world - second facility globally, first in India.



World Business & Development Award



Inaugural UNDP-ICC Award



Sustainability Leadership Award



The Stockholm Challenge Award



Development Gateway Award



'Best Governed Company' @ 20th ICSI National Award for Excellence in Corporate Governance 2020



Porter Prize 2017 for 'Excellence in Corporate Governance and Integration'

A passion for profitable growth....



...in a way that is sustainable



.... and inclusive

Thank You