



ITC Limited
Virginia House
37 J. L. Nehru Road
Kolkata 700 071, India
Tel. : 91 33 2288 9371
Fax : 91 33 2288 4016 / 1256 / 2259 / 2260

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

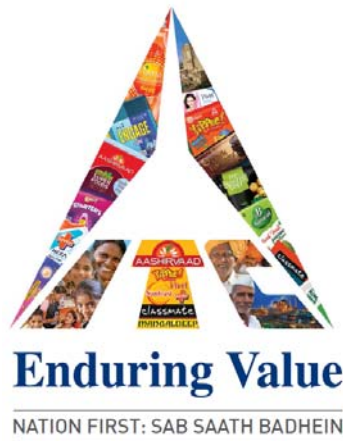
(R. K. Singhi)
Executive Vice President &
Company Secretary

Encl: as above



cc: Securities Exchange Commission
Division of Corporate Finance
Office of International Corporate Finance
Mail Stop 3-9
450 Fifth Street
Washington DC 20549
U.S.A.

cc: Societe de la Bourse de Luxembourg
35A Boulevard Joseph II
L-1840 Luxembourg



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



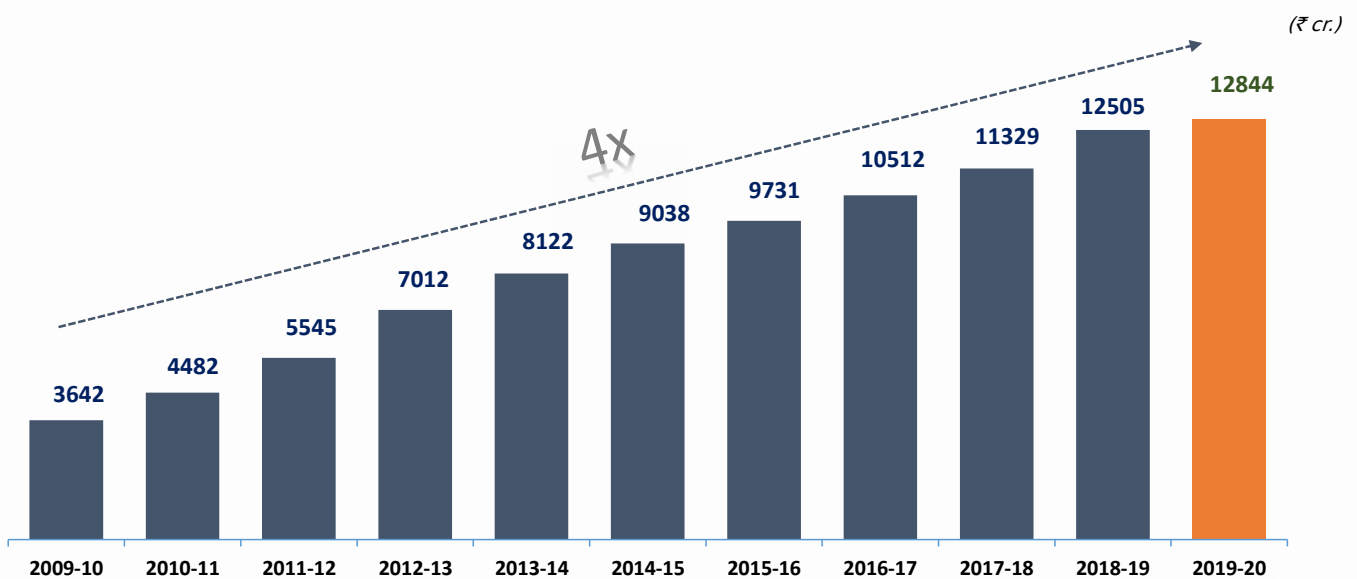
Stationery, Matches & Agarbatti



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ITC FMCG

Rapid Scale up in Revenues

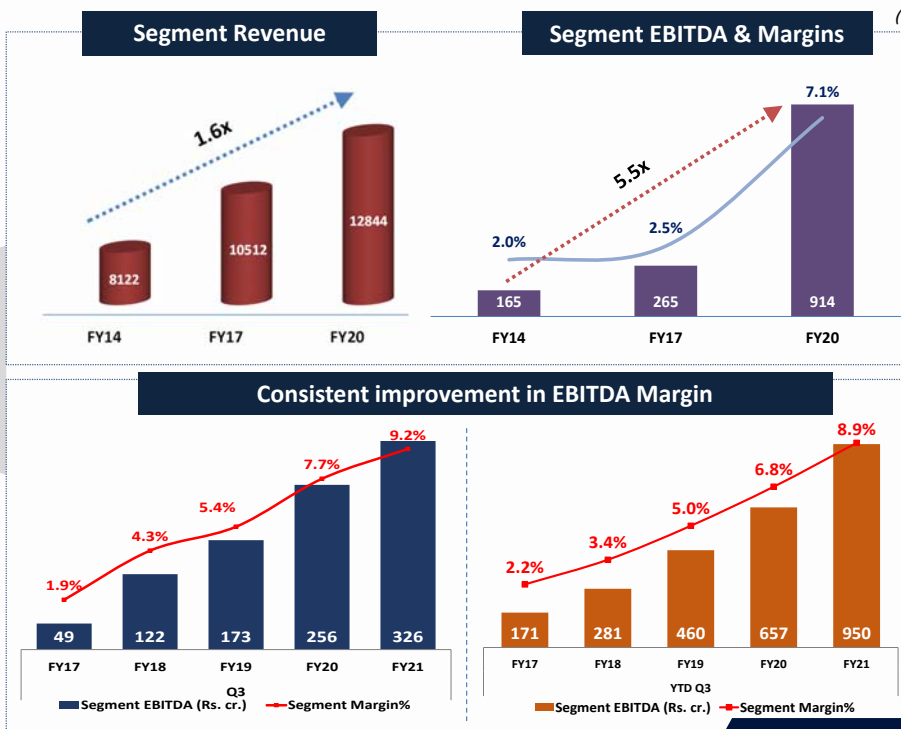
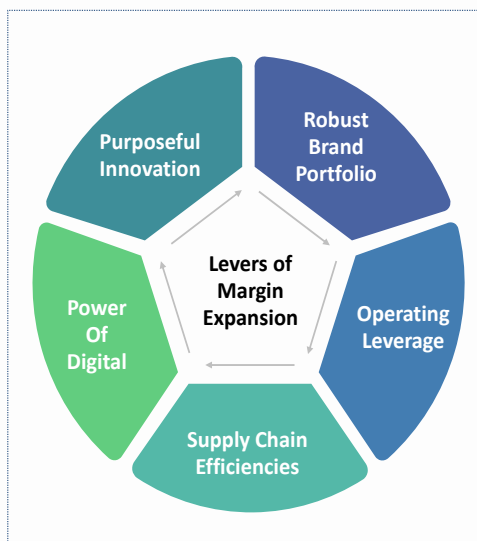


3rd Largest FMCG Player in India
One of the Fastest Growing Foods Businesses in India

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

Segment EBITDA Margins up 460 bps in last 3 years



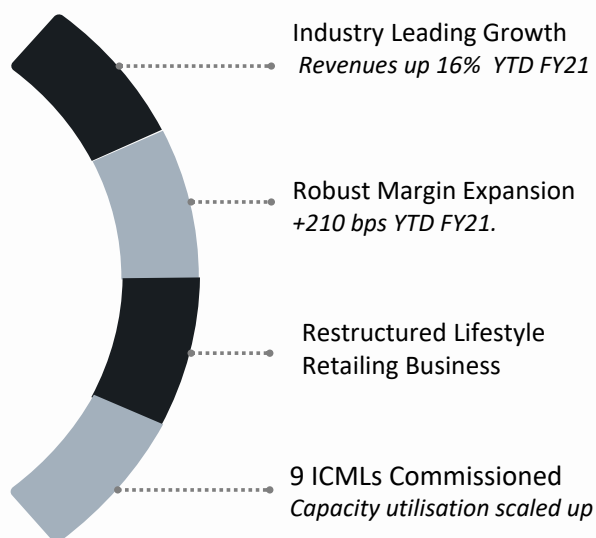
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ITC FMCG

Recent Performance



Robust Revenue Growth & Margin Expansion



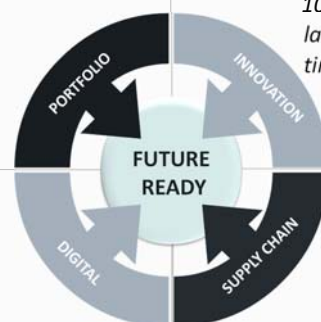
Future Ready: Portfolio, Innovation, Digital

Seeded 14 New Categories/Sub-Categories

Multi-channel Go-to-market

Sharper Alignment of R&D & Innovation to business outcomes

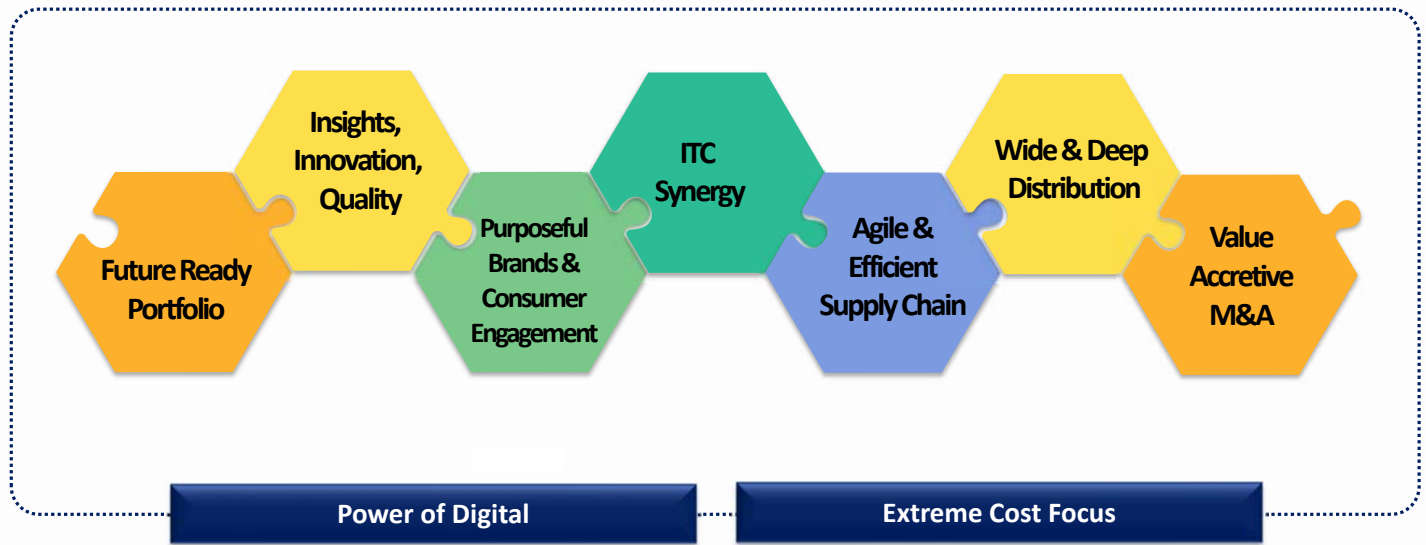
100+ products launched in record time



Consumer insights
Brand campaigns
Sales operations enablement
E-commerce

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

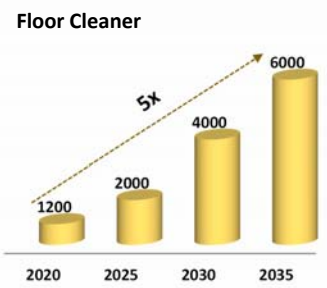
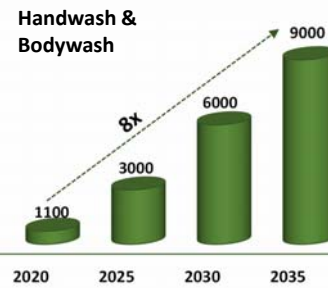
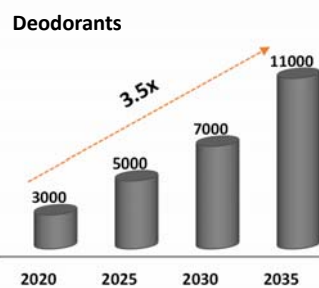
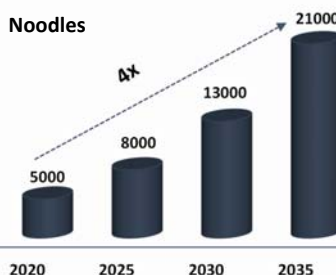
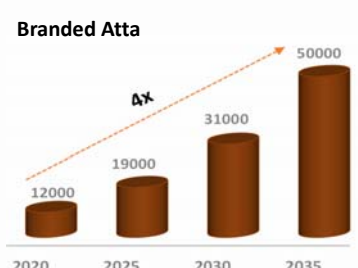
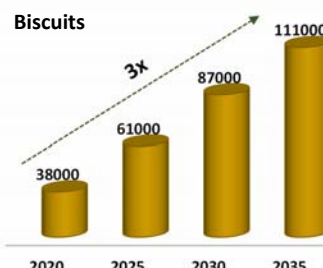
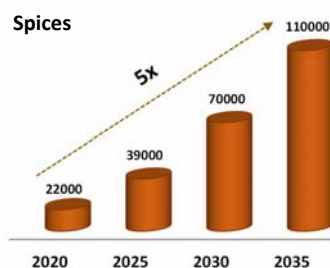
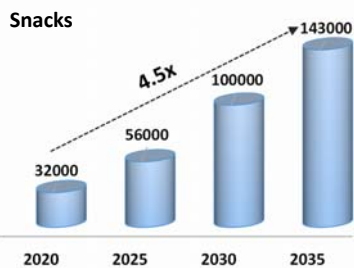
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Addressable Market Expansion Potential :
Amongst the highest in Indian FMCG space

Market Size Potential: Illustrative Categories

(₹ cr.)



Building A Robust FMCG Business

Stronger, Swifter, Future Ready

Strong Growth Platforms



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

Figures above denote Annual Consumer Spends

Addressing Adjacencies thru Mother Brands



Building the New Core



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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

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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



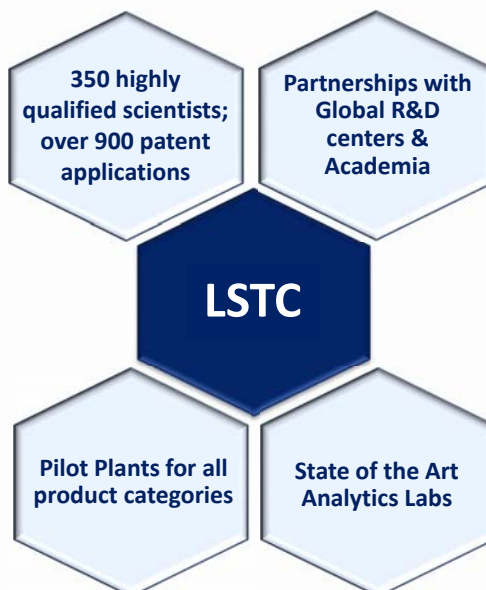
Interactive Education



Classmate Interaktiv
Origami Books



Capabilities



Healthier Children. Healthier India



Women Empowerment



Responsible Citizens for the Future



Saluting Mothers



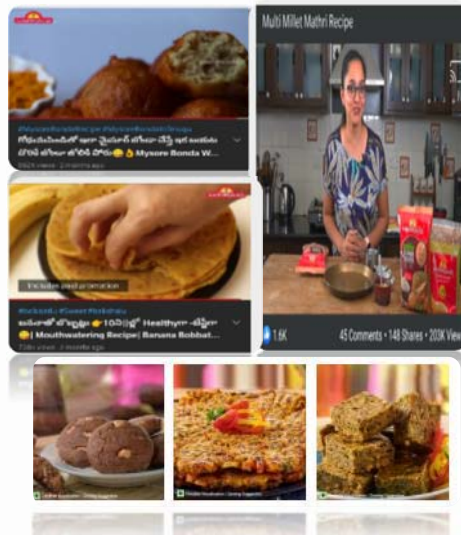
Driving Digital Engagement

Building Influencers and Communities

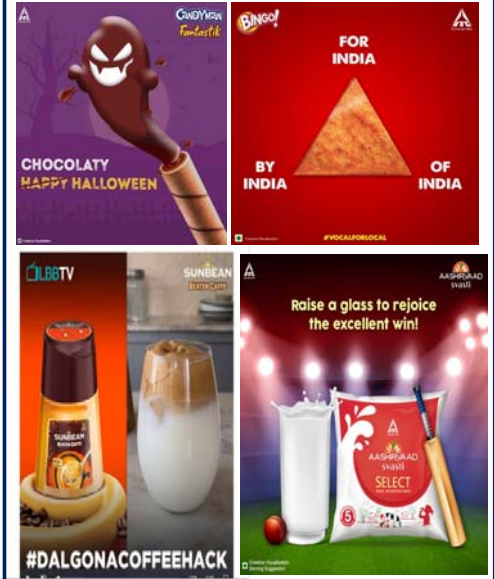
Driving Engagement



Deep understanding of Regional tastes & Preferences



Moment Marketing



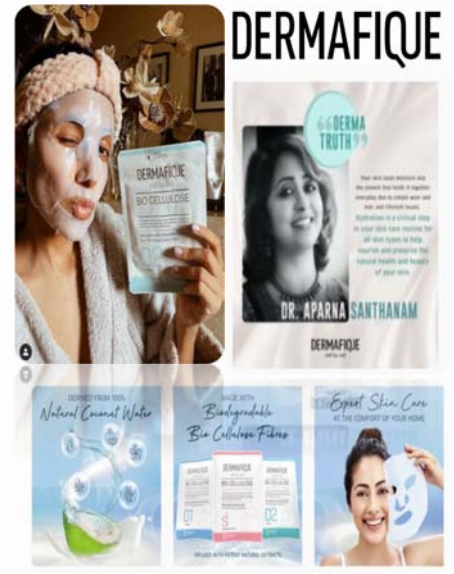
DIY and Influencer led



Creating Brand Love



Digital First Brands



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Hygiene & Safety



Spreading Positivity

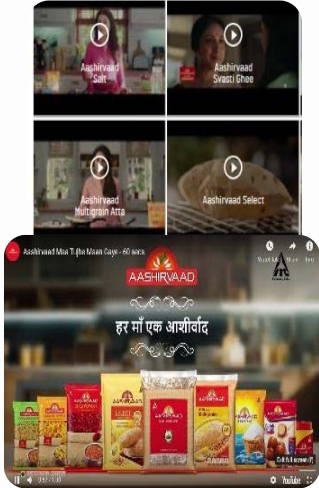


Self Care



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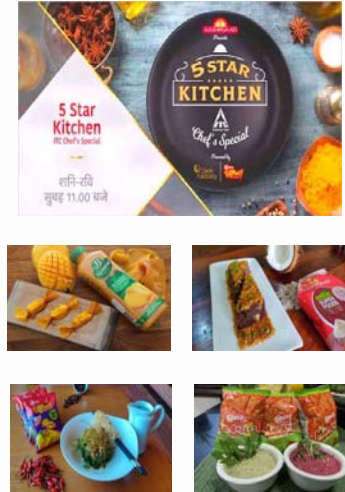
Dominating India's Kitchen



Building on India's Passion



Immersive Mass Media Content



Puja for India's Wellbeing



Impactful Brand Campaigns

Global Recognition



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



Smart Consumer



Smart Trade

	Retail Tech	<ul style="list-style-type: none"> App for online ordering/engagement with top outlets Virtual Salesman App for online ordering/scheme communication
	POS Solutions	AI driven customised consumer offers integrated with POS solutions
	Payments & Financing	Channel Financing, Direct Payments
	B2B2C	Whatsapp based store locator & ordering

Smart Planning

Smart Manufacturing

Smart Processes

Future Fit Distribution

Multi Channel Go-To-Market

Smart Operations

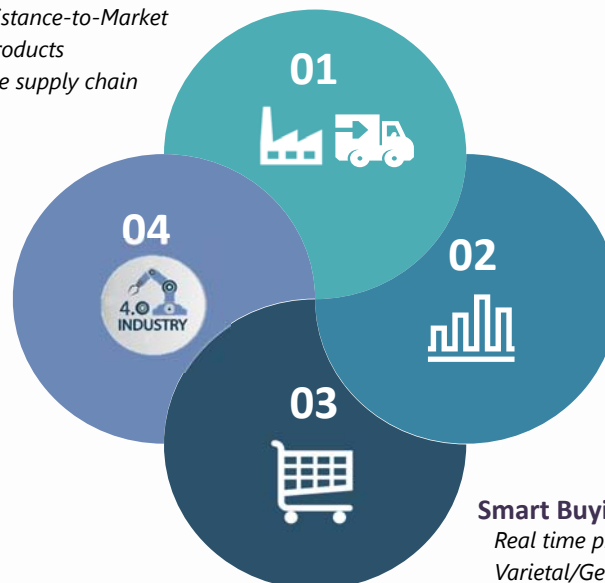
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ICML Network

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

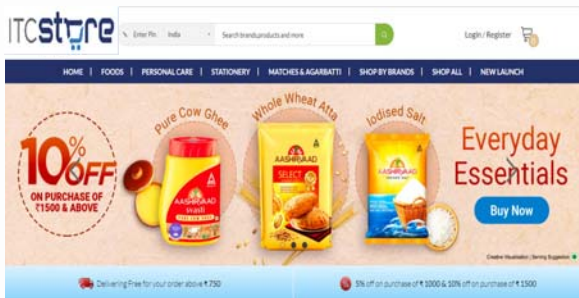
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Winning In Strategic Channels

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
Serving 35,000 villages ~4 million farmers



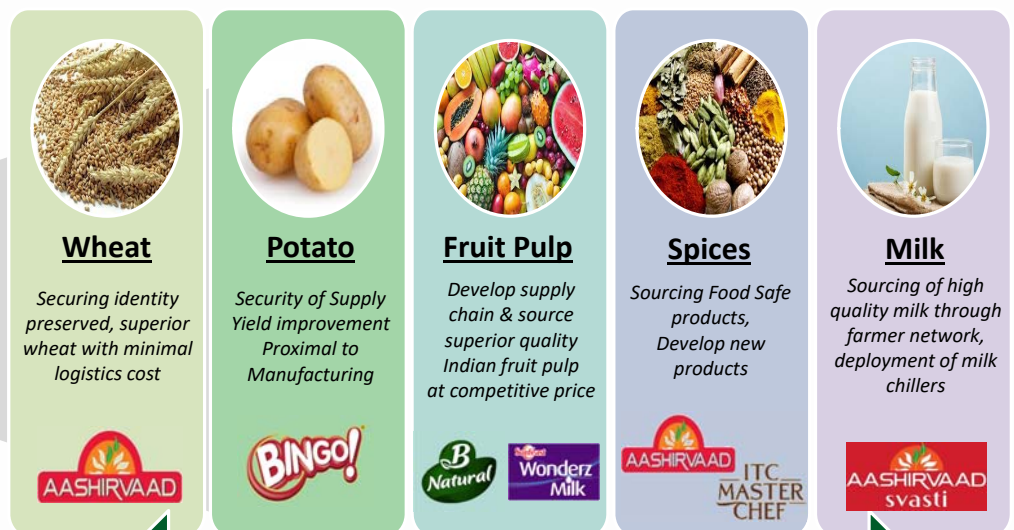
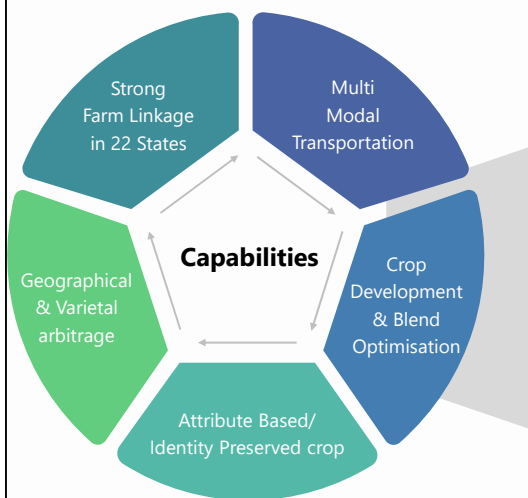
Deliver **sustainable competitive advantage** to ITC's FMCG Businesses
- high quality & cost competitive agri sourcing



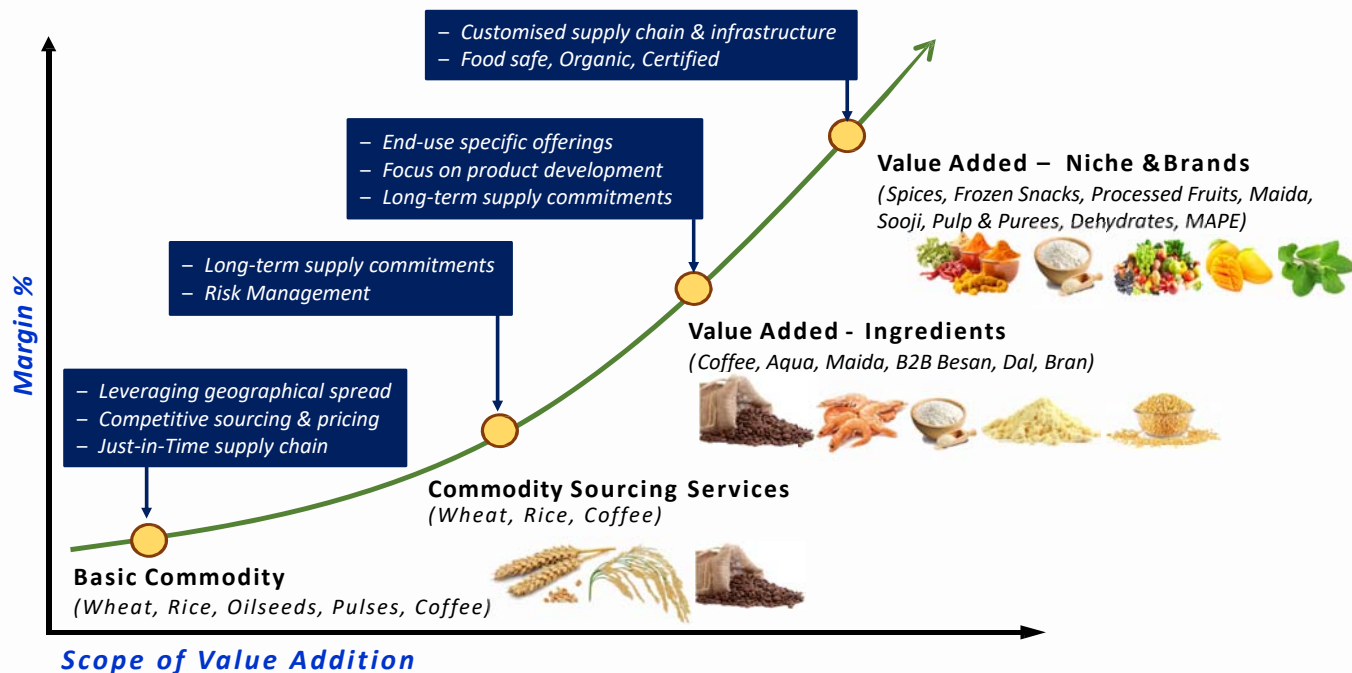
Build a robust portfolio of **value-added products** - Establish B2B & B2C brands
Develop a **Future Ready portfolio** - Organic/Food safe/Attribute/MAPE



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



Straddling Multiple Agri Value Chains



ITC Master Chef
Frozen Prawns



ITC Master Chef
Dehydrated Onions & Mango Pulp



Organic Spices
for B2B channel



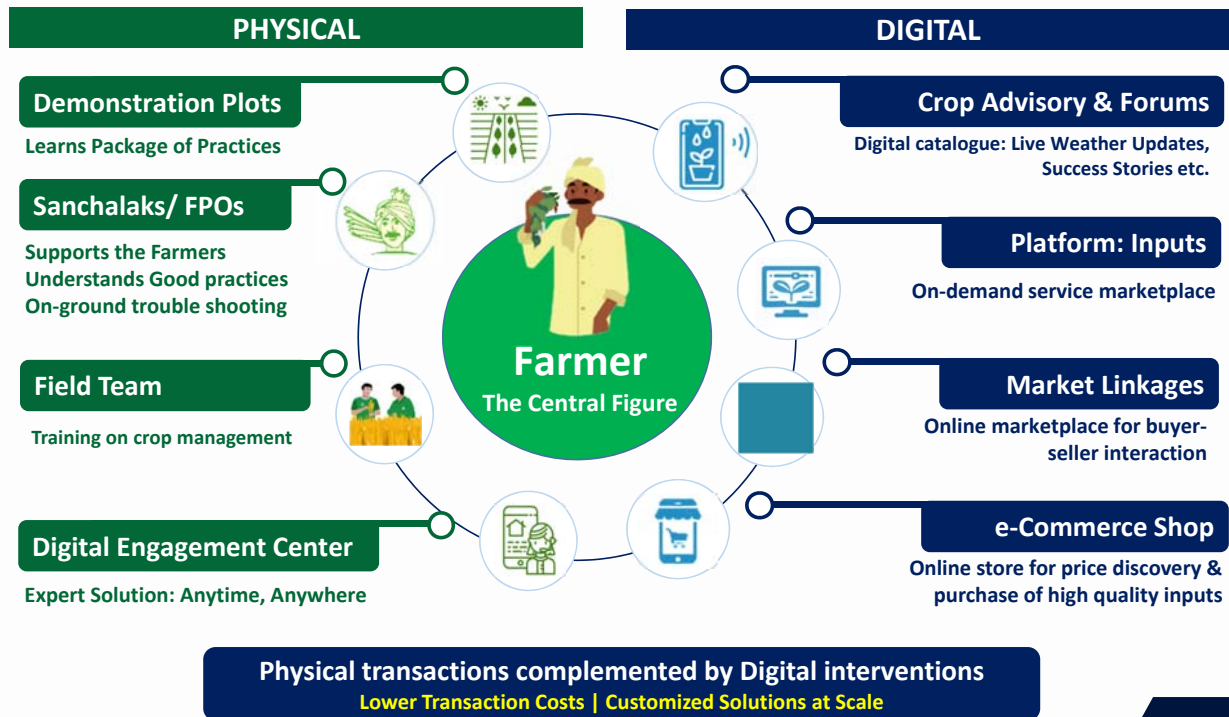
ITC Farmland
Frozen Vegetables



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

A Global Exemplar in Sustainability



Pioneer of green building movement in India: Established 30 green buildings



World's greenest luxury hotel chain:
ITC Hotels



World's highest rated green building:
ITC Green Centre, Gurugram

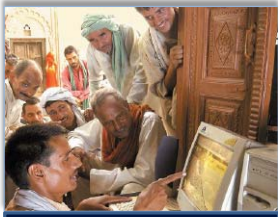


World's largest LEED® Platinum certified green hotel:
ITC Grand Chola, Chennai



World's first LEED® Platinum certified data centre:
ITC Sankhya, Bengaluru

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

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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

**Specific GHG
Emissions**

50% ↓

**Specific Water
consumption**

40% ↓

**Specific Energy
Consumption**

30% ↓

Sustainable Packaging Plan

Recyclability

100% ♻️
recyclable,
reusable
or compostable

Plastic Neutrality

⏻
Sustainable waste
mgmt., innovative
substitutes,
optimisation

**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