ITC Limited
Virginia House
37 J. L. Nehru Road
Kolkata 700 071, India
Tel. : 91 33 2288 9371
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Enduring Value

2nd November, 2026

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

Dear Sirs,

Unaudited Financial Results - Media Statement and Presentation

Further to our letter dated 2nd November, 2026 forwarding the Unaudited Financial Results of the Company for the Quarter and Six Months ended 30th September, 2026, we now enclose a copy of the Media Statement issued by the Company and a presentation on the Company's financial performance for the aforesaid period for information of the investors.

Yours faithfully,
ITC Limited

RAJENDRA KUMAR SINGHI
Digitally signed by RAJENDRA KUMAR SINGHI
Date: 2026.11.02 18:27:10 +05'30'

(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

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Media Statement

November 2, 2026

Financial Results for the Quarter ended 30th September, 2026

Highlights

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

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

PERFORMANCE HIGHLIGHTS[3]

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

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

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

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

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

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

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

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

4. Annual Revenue Run rate

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

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

FMCG–Others

- **Branded Packaged Foods Businesses**

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

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

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

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

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

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

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

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

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

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

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

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

FMCG – CIGARETTES

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

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

AGRI BUSINESS

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

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

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

PAPERBOARDS, PAPER & PACKAGING

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

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

FRESH FOOD BUSINESS

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

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

CONTRIBUTION TO SUSTAINABLE DEVELOPMENT

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

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

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

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

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

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

(Nazeeb Arif)
Executive Vice President
Corporate Communications



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NATION FIRST: SAB SAATH BADHEIN

Q2 FY27 Results

2nd November, 2026

Forward-Looking Statements

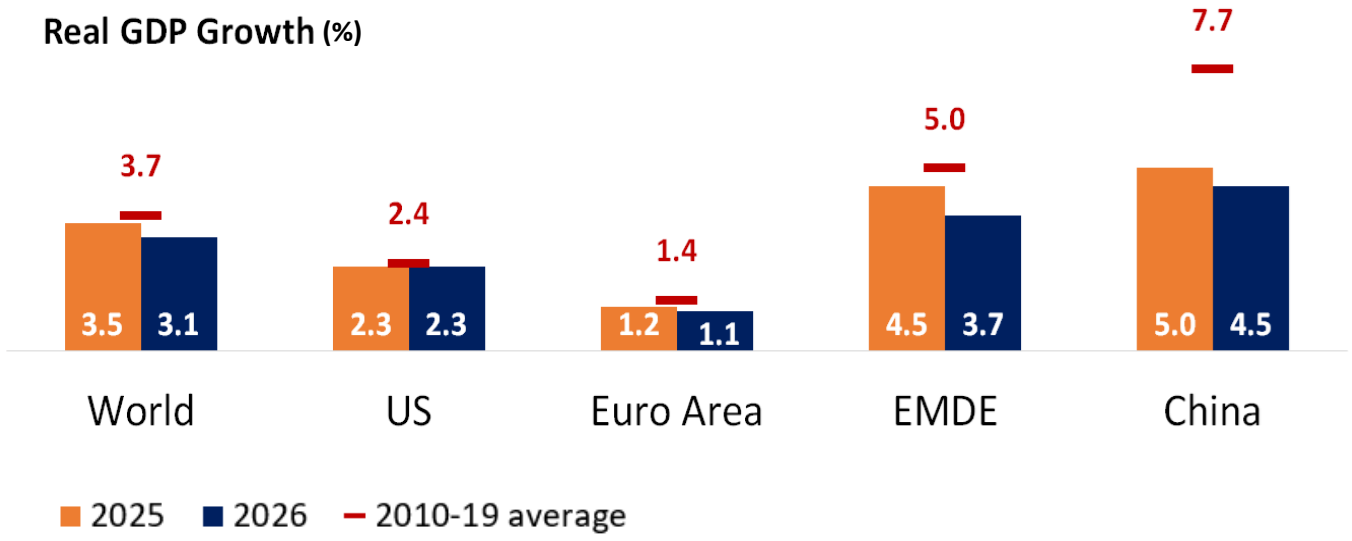
This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the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

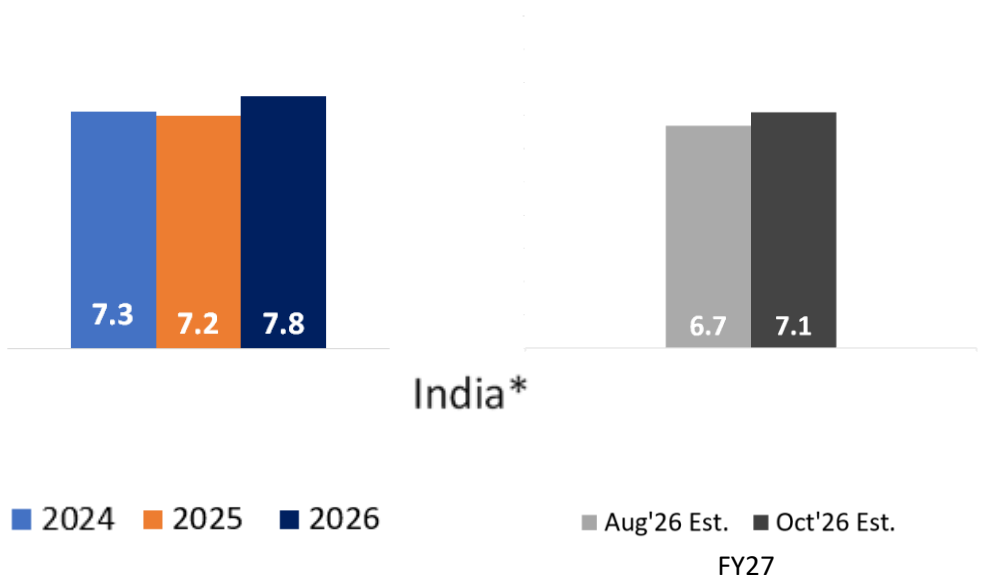
Macro Economic Context

Global Growth moderating, divergences remain across Economies

India Remains Resilient

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- **Geopolitical disruptions & Rising commodities prices offset by AI-led investments**

- **India Remains Resilient | Upward revision in growth estimates**
- West Asia led disruptions, imported inflation & El Niño pose downside risks to growth outlook

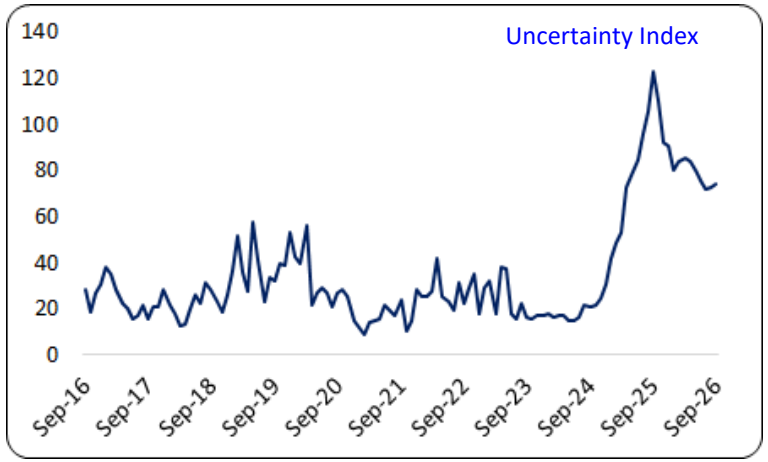
**Financial Year: Apr-Mar*

Source: IMF WEO | MOSPI | RBI

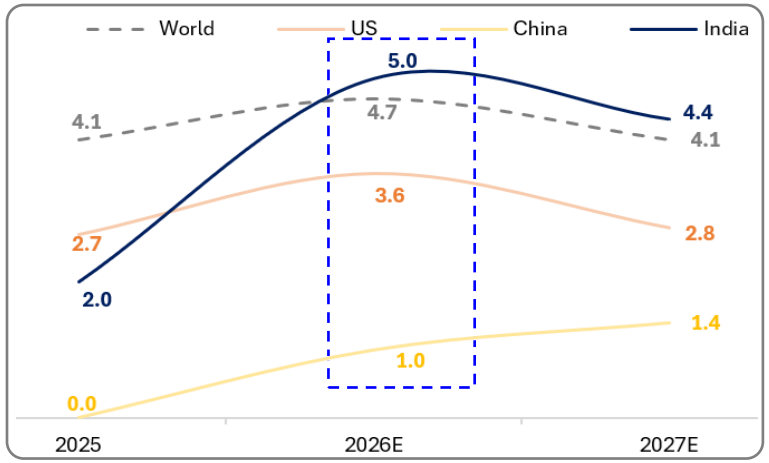
Geopolitics + Renewed escalation in West Asia → Heightened Uncertainty, Trade Disruptions, Inflationary pressures

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Heightened Uncertainty



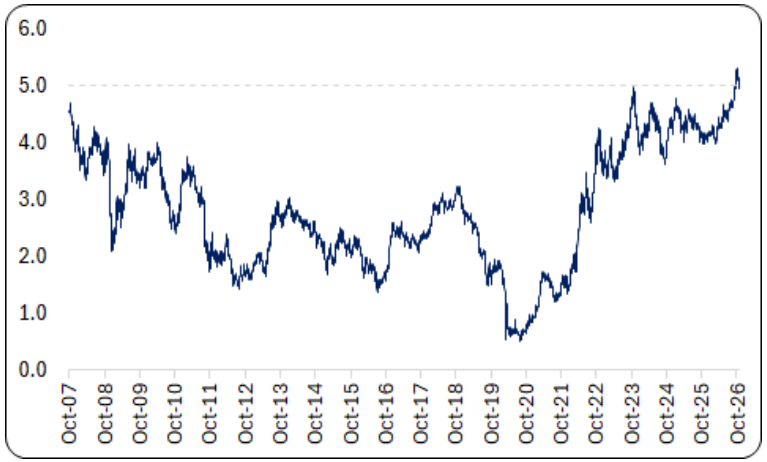
Global Inflation rising… to remain elevated (YoY%)



Brent Crude Oil Prices escalating… again ($/bbl)



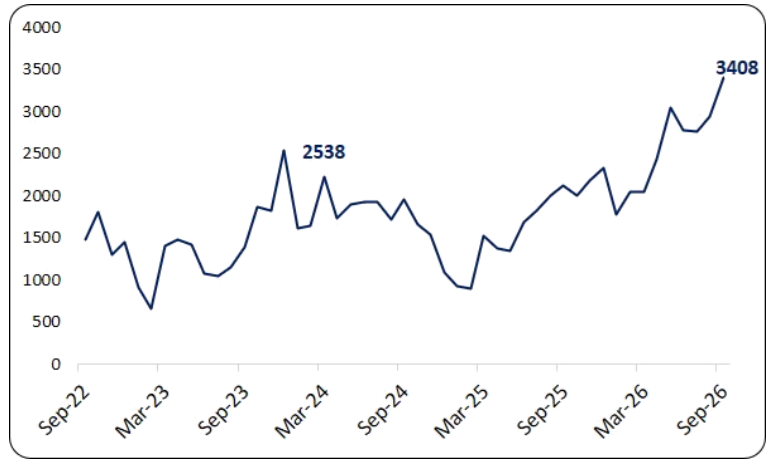
US 10Y Yield tops 5% → at 20-yr high



Spike in India 10Y G-Sec Yield



Ocean freight rates at all-time high

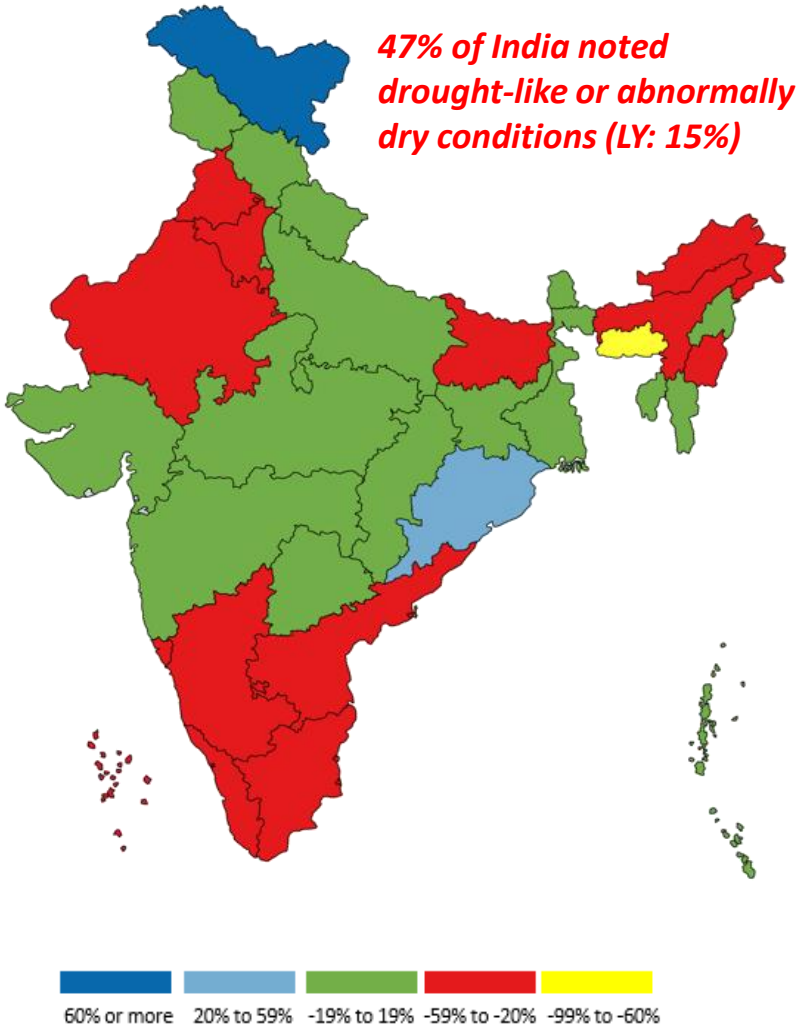


Source: World Uncertainty Index | IMF| Bloomberg | Federal Reserve Economic Data | Investing.com | Baltic Dry Index

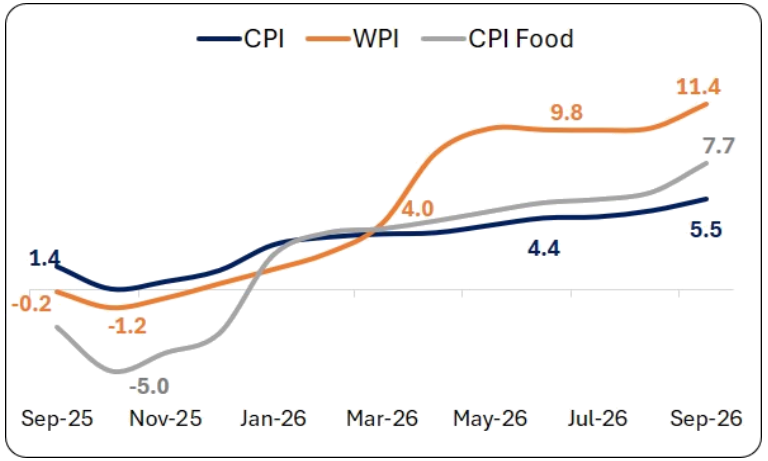
Weakest Monsoon in 10 years

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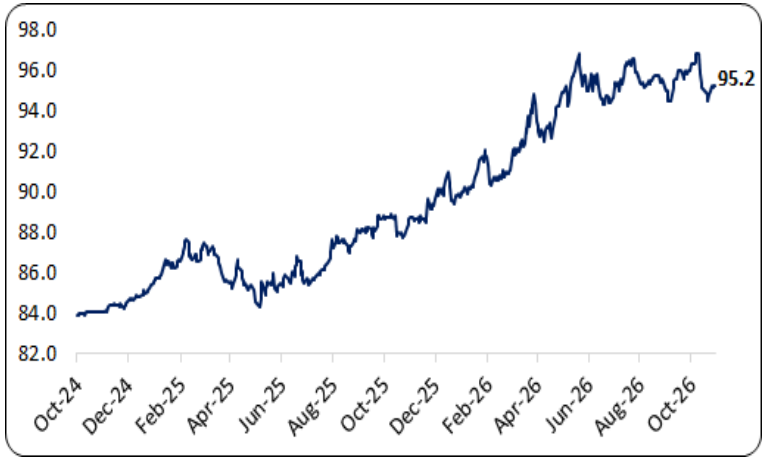
State-wise rainfall Vs. LPA (June-Sept period)



Sharp rise in WPI inflation – Food & Fuel (YoY%)



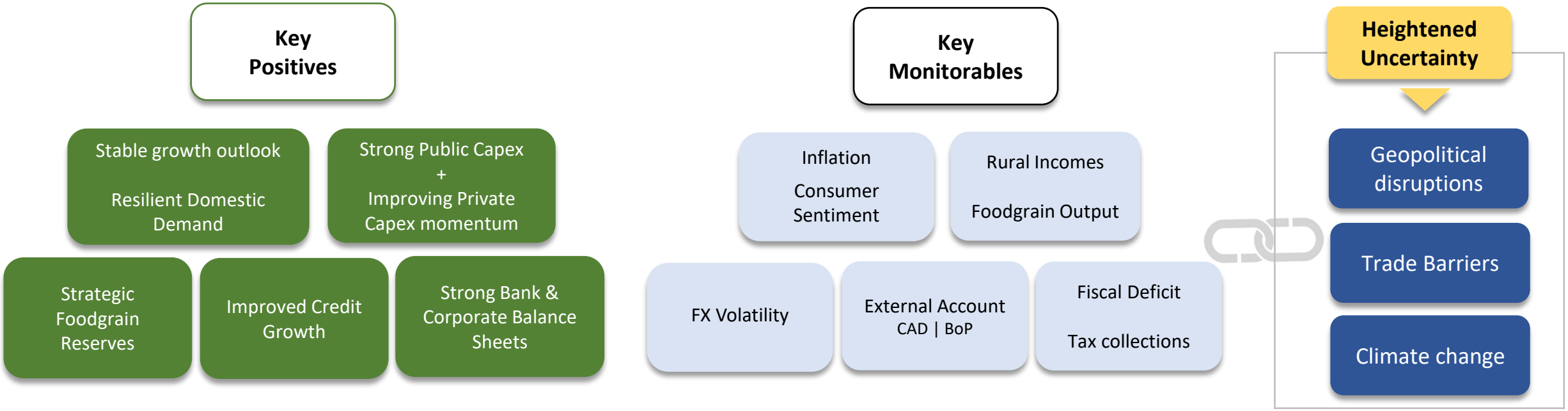
INR at record lows



Key Watch-Outs

Agri Output | Inflation

Macro Economic Environment



Q2 FY27 Results

Headline Financials & Business Highlights

Key Highlights: Q2 FY27

Robust growth across Non-Cigarette Segments

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

Key Highlights

FMCG Revenue growth at 14 Quarter High

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- **FMCG Others: 4th consecutive quarter of double-digit Revenue Growth**

  - **Consolidated Revenue up 19% YoY (LTL: 17.3%, ex-Atta 23%)**
  - *Biscuits, Snacks, Noodles, Spices, Salt, Frozen Snacks, Homecare & Notebooks* ***(20%+ growth) |*** *Dairy & Personal Wash* ***(high-teens growth)***
  - *Segment EBITDA margin expands over* ***50 bps*** *on YoY & QoQ basis*
    - *Sharp input cost escalation mitigated through mix enrichment, cost management initiatives & calibrated pricing actions*
  - *Robust growth across NewGen channels | Strong performance rebound in General Trade*
  - ***Digital-first & Organic portfolio*** *sustains high growth momentum* ***up 70+%*** *YoY;* ***ARR^ over 1800 cr.***

Digital first (Yoga Bar, Prasuma & Mother Sparsh) & Organic (24M) *LTL- Like to like* *^Annual Revenue Run rate*

Key Highlights

Cigarettes: Navigating Tax Increase
Agri: Robust growth

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- **Cigarettes: Focused execution of strategic & calibrated response to navigate the unprecedented tax increase, balancing the interests of all stakeholders; improvement in QoQ performance**
  - *Legal industry volumes remain under pressure*
    - *Calibrated response to mitigate the risk of disproportionate volume shift to illicit trade & protect consumer franchise*
  - *Multiple interventions to rearchitect the portfolio, reinforce market standing & fight global smuggled brands*
    - *Introduction of new variants | Own trademarks with international appeal*
  - *Sharp increase in seizures of smuggled cigarette by enforcement agencies across the country → signalling growing exploitation by unscrupulous players & anti-social elements of the widening tax arbitrage opportunity*

- **Agri Segment: Robust growth despite West Asia led disruptions; Revenue up 12% YoY**
  - *Agri business remains impacted by West Asia conflict led disruptions & delayed call off by customers*
    - *New market development initiatives stepped up to diversify into other geographies*
  - *Unprecedented tax increase on Cigarettes continues to affect overall leaf tobacco business*
  - *VAAP* portfolio & Leaf Tobacco exports perform well*

Key Highlights

Paper: Strong Recovery momentum
Fresh Food: Robust trajectory

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- **Paperboards, Paper and Packaging: Strong recovery momentum; Revenue up 36% YoY; PBIT up 48% YoY**
  - *CPP acquisition completed on 1st Aug'2026*
    - *LTL **Seg. Revenue** up 10%; Seg. **PBIT up** 52%; **Margin** expands 320 bps*
  - *Improving demand scenario; Pricing actions mitigate severe inflation in input costs*
  - *Wood prices remain elevated due to lower-than-expected harvest & demand from competing industries; expected to moderate going forward*
  - *MIP on virgin multi-layered paperboard extended till 31st Mar'2027*
    - *Industry continues to engage with policymakers for sustained safeguard measures w.r.t low-priced imports*

- **Fresh Food Business: Robust growth trajectory continues; GMV up 53% YoY (ARR^ ~320 cr.)**
  - *Footprint expanded to **80+** cloud kitchens | 7 additions*
  - ***'Prasuma Chilli Chow'** launched with street-style Chinese offerings*

CPP: Century Pulp and Paper undertaking

^Annual Run rate basis GMV

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FMCG Cigarettes

Gross Revenue: +78%

Net Revenue: -21%

Results: -27%



Navigating Tax Increase



Calibrated Response

Minimise disproportionate loss to Illicit trade & Protect Consumer Franchise



Powerful Trademarks

Leverage strong TMs, width & depth of portfolio



Re-architecting portfolio

Insight | Innovation

Introduction of value accretive offers



Execution Speed & Agility

Multiple interventions in short span of time

FMCG Cigarettes

Reinforcing market standing

Innovation

- Classic & Gold Flake World Series
- Gold Flake Indie Paan Sleek
- Players Magic Mix

Portfolio Fortification

- Gold Flake
- Classic
- Bristol
- Players & Wave
- Scissors
- Flake Special

Recent Introductions / New Variants

Classic

- Balance Taste Sleek
- Connect Express
- Connect Lounge
- Longs - Portfolio

Gold Flake

- Longs - Portfolio
- Deluxe - Portfolio
- Indie Deluxe

American Club

- Magic Mix Sleek
- NY Cool Premium Sleeks
- Doubles
- Longs
- Clove Mint Fresh

Players

- Magic Mix RSFT
- Deluxe Filter - Portfolio
- Turbo

International Brands*

- Rothmans GT & XT
- B&H Bold & Go RSFT

Other Brands

- Wave Deluxe Filter - Portfolio
- Scissors Deluxe Filter
- Flake Premium Deluxe

*Owned by ITC

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FMCG Others

	Standalone	Consolidated
Revenue:	+16%	+19%
Results:	+28%	+31%





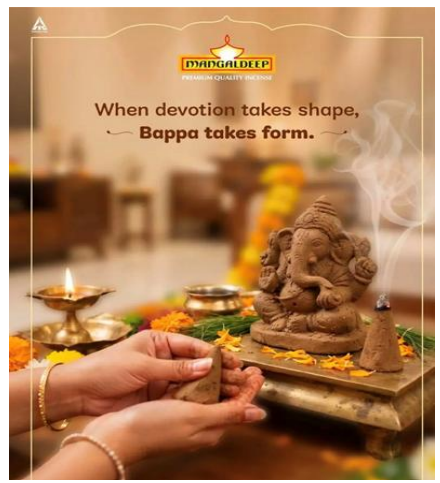












AASHIRVAAD | Sunfeast | BINGO! | Sunfeast YiPPee! | fiama | classmate | AASHIRVAAD svasti | SUNRISE PURE | Savlon

B Natural | Vivel | ITC MASTER CHEF | Sunfeast Farmlite | ENGAGE | nimyle | AIM | FABELLE | Right Shift

SUNBEAN | 24 mantra ORGANIC | Dark Fantasy | Kitchens of India | Paperkraft | MANGALDEEP PREMIUM QUALITY INCENSE | CANDYMAN | MOM'S MAGIC

FMCG Others

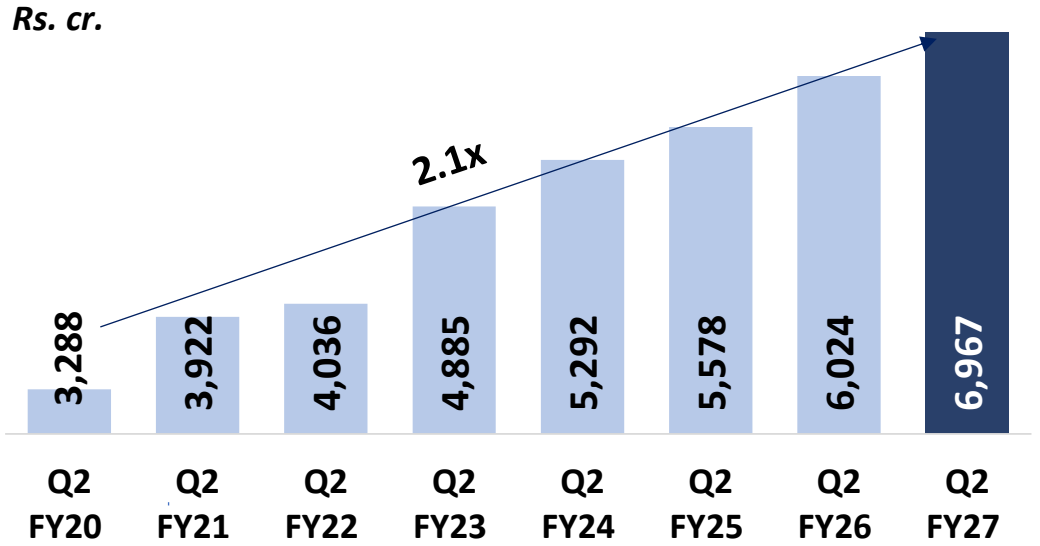
Revenue growth at 14 Quarter High

- **Robust Consolidated Revenue growth of 19% YoY (LTL: 17.3%, ex-Atta 23%)**
  - ***Biscuits, Snacks, Noodles, Spices, Salt, Frozen Snacks, Homecare & Notebooks*** *(20%+)* | ***Personal Wash & Dairy*** *(high-teens)*
  - *Sustained growth momentum in NewGen channels*
  - *Strong performance rebound in General Trade*

Revenue

Consolidated +19% YoY

Standalone +16% YoY



Standalone Financials

Digital-First & Organic Portfolio ARR >1800 cr.

MOTHER SPARSH

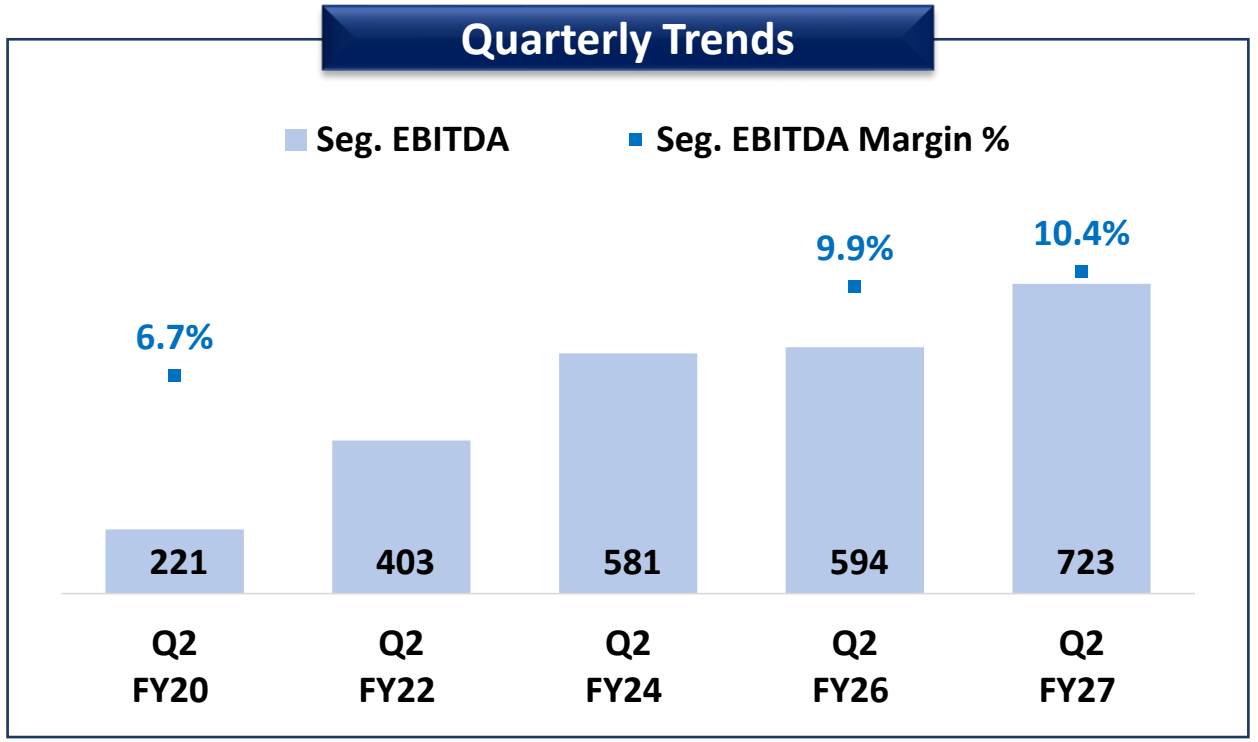
PRASUMA®

Yoga Bar

24 mantra ORGANIC

NewGen channels includes E-Com, Quick Com & Modern Trade

- **EBITDA Margin expands over 50 bps YoY and QoQ**
  - *Sharp input cost escalation across categories*
    - *Portfolio mix enrichment | Cost management initiatives | Calibrated pricing actions*
  - *Trade & marketing investments sustained at competitive levels towards supporting growth and market standing*



Future-Ready Portfolio

Recent Launches

Enduring Value

Fortifying the Core



Sunfeast Farmlite
Protein Oats & Almonds Cookies



Sunrise
Dehati Chicken | Kadai Paneer | Fish Norohinkopaat



Engage
Brazilian Maracuja Cognac | Wine



Mangaldeep
Temple Sandal Gold

Addressing Adjacencies



Aashirvaad
Dal Paratha | Matar Pudina Paratha



Sunfeast Dark Fantasy
Rocky Rolls Brownie Almond



Aashirvaad
Uthukuli Ghee



Classmate
Twyst

New Growth Vectors



Fabelle
The Nav-Ras Collection



Sunfeast
25gm Protein Choco Mocha



ITC Master Chef
Crunchy Chicken Nuggets



Yoga Bar
Ultimate Whey Isolate Yeast Protein

Impactful Brand Integration









Clutter-breaking Communication

Enduring Value

Flavour-Led Portfolio Expansion





Activating the Festive Opportunities











Enduring Value

Agri Business



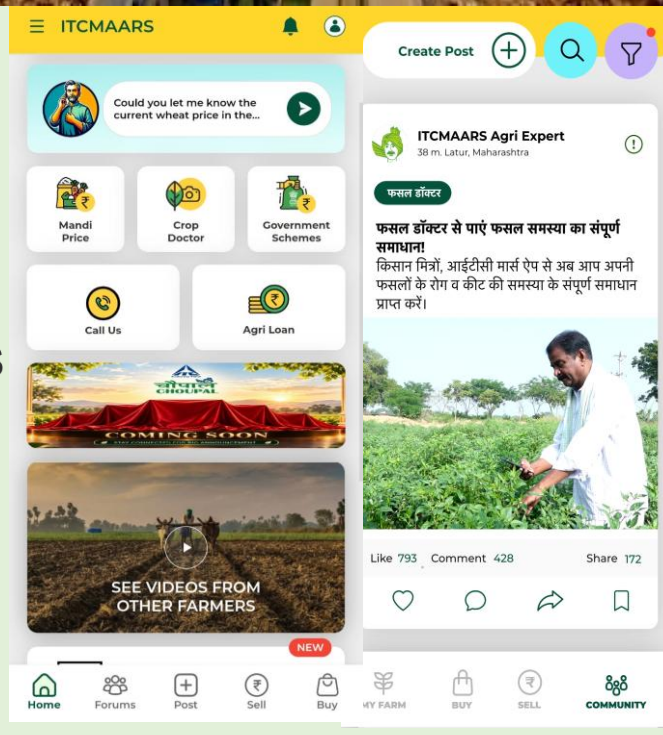




ITCMAARS

ई-चौपाल

किसानों के हित में, किसानों का अपना



Agri Business

Robust growth despite West Asia led disruptions

Enduring Value

Segment Revenue

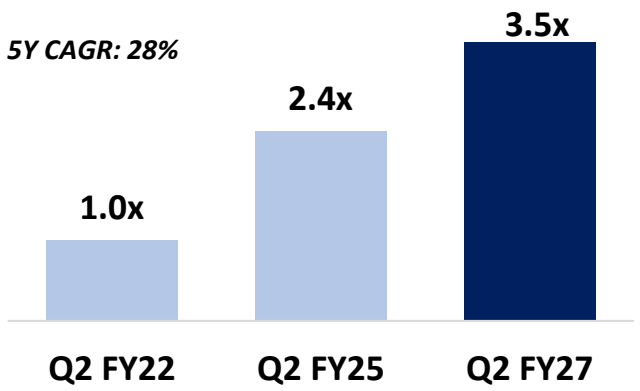
4452 cr. ▲12.0%

Segment Results

511 cr. ▲11.2%

- **Strong growth in VAAP*** driven by Spices and Fruits & Vegetables
- **Leaf Tobacco**
  - Lower domestic demand a/c unprecedented tax increase on Cigarettes
  - Exports perform well → Strong customer relationships I Crop Development & Processing Expertise | Sustainability credentials
- **Agri Commodity exports** remain **impacted** by West Asia conflict led disruptions
  - Market development initiatives in new geographies stepped up
- **Nicotine & Nicotine derivative^** exports continue to scale up; PBIT +ve (last 3 qtrs.)

VAAP




Spices facility, Guntur




IIVL facility, Mysore

^ITC IndiVision Ltd (IIVL) – the Company's wholly owned subsidiary

*Value Added Agri Products

Enduring Value

Paperboards, Paper & Packaging



Paperboards, Paper & Packaging

Strong Recovery Momentum
LTL NTO ↑10% | Profits ↑52%

Enduring Value

Segment Revenue

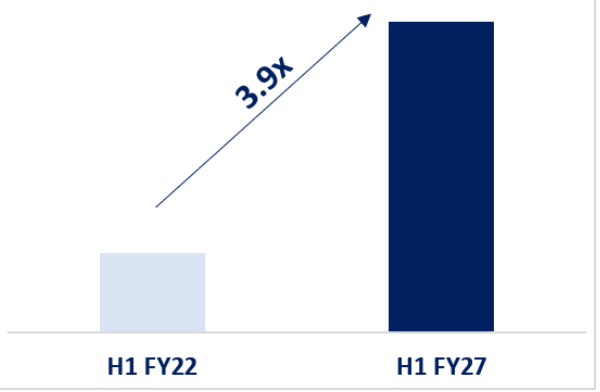
3016 cr. ▲35.9%

Segment Results

282 cr. ▲47.6%

- **Improving demand scenario**; Pricing actions mitigate severe inflation in input costs
- **Robust traction** continues in anchor grades of **value-added paperboards & exports**
- **MIP** on virgin multi-layered paperboard **extended** till **31st Mar'2027**
  - Industry representation ongoing for sustained safeguard measures w.r.t low-priced imports
- **Wood prices** remain elevated → lower-than-expected harvest & demand from competing industry; Moderation in prices expected going forward
  - Focus on accelerating plantations, developing new areas, satellite-based plantation monitoring
- Resilient performance in **Flexibles & Cartons** segment
  - Accelerating New Business Development | Innovative & Customised Solutions
  - Agile execution & Faster turnaround → Strategic support to Cigarettes Business

Sustainable Products Portfolio



omega bowl | FiloBev | Indobev – Turns every sip sublime | INNOVPACK – Sustainably Ahead | ecobyte

OXYBLOCK – Freshness Coating | BIOSEAL – Compostable Coating | GERMFREE – Anti-microbial Coating

Enduring Value

Fresh Food Business



Fresh Food Business

Robust growth trajectory

Enduring Value

AASHIRVAAD SOUL CREATIONS
Pure Veg Home Style Indian

ITC MASTER CHEF Creations
Premium North-Indian

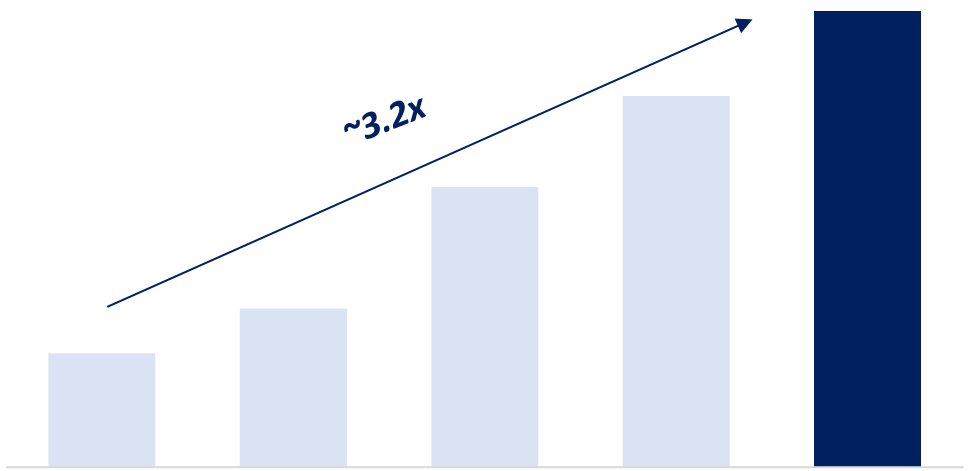
Sunfeast Baked Creations
Premium Bakes, Cakes & Desserts

PRASUMA CHILLI CHOW
Street style Chinese

SANSHO BY ITC MASTER CHEF
Premium Pan Asian

- **Full-stack platform** → *Being progressively introduced across India*
  - Robust GMV growth of **53%** YoY; ARR crosses **320 cr.**
  - Network extended to **80+ cloud kitchens**; **7 new kitchens** opened during Q2
  - **'Prasuma Chilli Chow'** introduced as a street-style Chinese cuisine offering

Growth in GMV



GMV ARR^
~320 cr.

South & West
5 cities

Network
80+ kitchens

Financials

Key Financials – Standalone – Q2 FY27

Rs. Cr.	Q2 FY27	Q2 FY26	GOLY
Gross Revenue	28,152	19,208	***46.6%***
Net Revenue	18,449	17,893	***3.1%***
EBITDA	5,160	6,250	***-17.4%***
PBT (bei)	5,507	6,759	***-18.5%***
Exceptional Item	-26	88	
PBT	5,482	6,847	***-19.9%***
PAT	4,137	5,176	***-20.1%***

Exceptional items:

CY: Expenses incurred in relation to the acquisition of CPP

LY: Proceeds received on final settlement of the insurance claim towards leaf tobacco stocks, which were destroyed due to fire at a third party owned warehouse in an earlier year

Key Financials – Consolidated – Q2 FY27

Rs. Cr.	Q2 FY27	Q2 FY26	*Goly(%)*
Gross Revenue	30431	21047	***44.6%***
Net revenue	20454	19455	***5.1%***
EBITDA	5645	6695	***-15.7%***
PBT (bei)	5720	6891	***-17.0%***
PAT (bei)	4249	5121	***-17.0%***
Exceptional Item	-26	88	
PBT	5695	6979	***-18.4%***
PAT	4229	5187	***-18.5%***

Strong performance *by Group entities*

ITC Infotech, SNPL, Sproutlife and ITCHL

Exceptional items:

CY: Expenses incurred in relation to the acquisition of CPP

LY: Proceeds received on final settlement of the insurance claim towards leaf tobacco stocks, which were destroyed due to fire at a third party owned warehouse in an earlier year

Segment Revenue

Strong growth of 18%
in Non-Cigarette Businesses

Rs. cr.	Q2 FY27	Q2 FY26	*YoY growth*
Segment Revenue			
a) FMCG - Cigarettes	15,536	8,723	***78.1%***
- Others	6,967	6,024	***15.7%***
Total FMCG	**22,503**	**14,746**	***52.6%***
b) Agri Business	4,452	3,976	***12.0%***
c) Paperboards, Paper & Packaging	3,016	2,220	***35.9%***
d) Others	101	76	***33.7%***
Total	**30,072**	**21,018**	***43.1%***
Less : Inter Segment Revenue	1,920	1,810	***6.0%***
Gross Revenue from sale of products and services	**28,152**	**19,208**	***46.6%***

Others Segment *includes ITC Grand Central Hotel, Mumbai (managed by ITC Hotels Ltd.) and Fresh Food Business*

- **Cigarettes:**
  - *Net Revenue ↓21% YoY*
- **FMCG Others**
  - *Biscuits, Snacks, Noodles, Spices, Salt, Frozen, Homecare & Notebooks* ***(20%+ growth)*** *| Personal Wash & Dairy* ***(high-teens growth)***
- **Agri Business**
  - ***VAAP* portfolio & Leaf Tobacco*** *exports performed well*
- **Paperboards, Paper & Packaging**
  - *LTL* ***Seg. Revenue up 10%*** *YoY*
  - *Pricing actions → severe inflation in input costs*
  - *Robust growth in exports*

Segment Results

Robust growth of 24% in Non-Cigarette Businesses

Enduring Value

Rs. cr.	Q2 FY27	Q2 FY26	YoY growth
Segment Results			
a) FMCG - Cigarettes	3,813	5,241	***-27.2%***
- Others	558	437	***27.8%***
Total FMCG	**4,372**	**5,678**	***-23.0%***
b) Agri Business	511	459	***11.2%***
c) Paperboards, Paper & Packaging	282	191	***47.6%***
d) Others	-8	-7	
Total	**5,157**	**6,321**	***-18.4%***
Less : i) Finance Cost	32	17	
ii) Other un-allocable (income) net of un-allocable expenditure	-383	-455	
iii) Exceptional items	26	-88	
Profit Before Tax	**5,482**	**6,847**	***-19.9%***

- **Cigarettes**
  - *Calibrated approach leading to QoQ improvement in performance*
- **FMCG Others**
  - *Seg. PBIT up **28%** YoY*
  - *Seg. PBIT margin up **75 bps** YoY*
- **Paper**
  - ***Continued improvement** in operational performance*
  - *Seg PBIT ↑**48%** YoY*
  - *LTL^ Segment **PBIT margin expands 320 bps** YoY*

ITC – A Global Exemplar in Sustainability

Impactful Social Performance

Pathway 1: Conserving Natural Resource Ecosystems and Enhancing Resilience of Agriculture & Allied Livelihoods



ITC e-Choupal
4 Million Farmers empowered



Water Stewardship
20.33 lac acres covered*



Climate Smart Agriculture (CSA)
31.93 lac acres covered^



On-farm livelihood diversification – Afforestation
15.76 lac acres covered



Off-farm livelihood diversification – Livestock Development
10.85 lac animal owners reached

Pathway 2: Nurturing Human Capabilities – Strengthening Foundation & Preparing Communities for Future



Support to Education
29.57 lac+ Children reached*



Skilling of Youth
Skilled 1.52 lac+ youth



Women Empowerment
~ 6 lac women gainfully engaged

Pathway 3: Strengthening Public and Community Health Ecosystems to create Healthier Habitats



Healthcare - MCHN
17 lac community members^



Waste Management
16.6 million+ households covered*

^figures updated till FY26

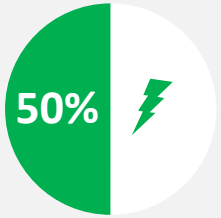
**includes those facilitated through Public Private Partnerships*

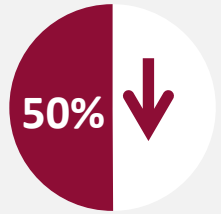
Sustainability Targets 2030
Raising the Bar

Enduring Value

Strategic Interventions to Combat Climate Change

- De-Carbonisation
- Climate Adaptation and Resilience
- Circularity
- Building Green Infrastructure
- Nature based solutions
- Inclusive Value Chains

Renewable Energy


Specific GHG Emissions


Recyclable Plastic Packaging


Plastic Neutrality
100% Collection since FY22

Water Security for All
5x *of ITC's Net Consumption*

AWS Certification
for High Water Stressed Sites by 2035

Biodiversity & Agriculture

1	million acres	Biodiversity Conservation
4	million acres	Climate Smart Agriculture
1.5	million acres	Social Farm and Forestry

'Net Zero Operations' by 2050

Supporting Sustainable Livelihoods: **9 million** against target of 10 million (by 2030)

Sustainability – Highlights

- **9 ITC Units** have received **AWS (Alliance for Water Stewardship) Platinum certification**
- **~51% energy from renewable sources** in FY26.
- **Sustained Plastic Neutrality** in FY26 (fifth year in a row) in line with EPR requirements.
- **More than 1000 suppliers, including 100% critical tier-1 suppliers, trained** and **~90% critical tier-1 suppliers assessed** on ESG aspect
- **Strengthened 14 policies** aligned with evolving stakeholder expectations
- **World class ESG credentials – DJSI and CDP**

Continued to feature in the **Dow Jones Best-in-Class (DJ BIC) Emerging Markets Index**

CDP Water
Continues to be part of the prestigious 'A List'

CDP Climate
Retained 'Leadership Level' score of 'A-'

CDP Forest
Included in 'A List' in 1st Year of Participation

ITC Infotech



ITC Infotech

Robust growth trajectory sustained

Enduring Value

Q2'27 highlights

Rs. 1,387 cr.

Revenue | US$ 145 Mn

18.4%

Adj. EBITDA margin^

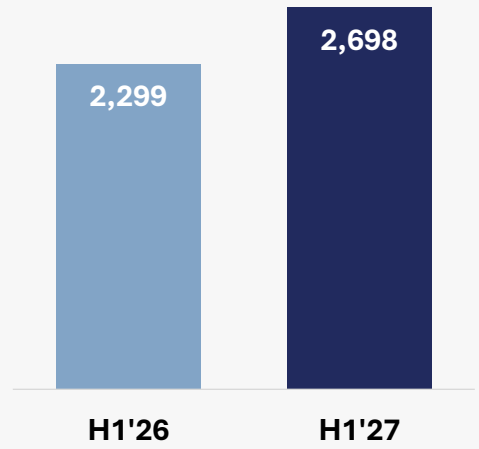
Revenue Growth

	Reported	CC
YoY	18.5%	11.0%
QoQ	5.8%	5.3%

- *Strong acceleration in Cloud, Data & AI*
- *Robust growth across EU & ROW geos*
- *Resilient performance in US geo*

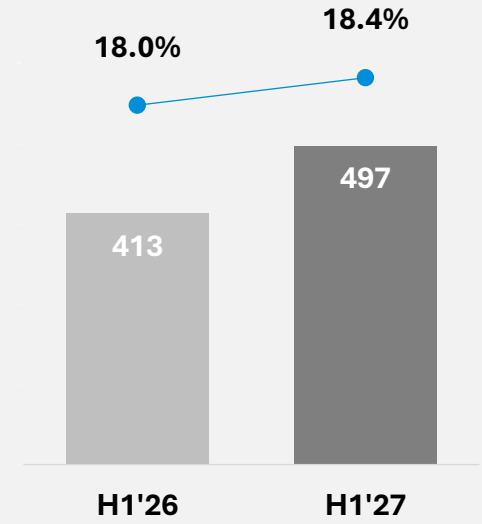
Revenue

Rs.cr. H1 YoY +17.4%
CC +8.8%



Adj. EBITDA^

Rs.cr. H1 YoY +20.3%

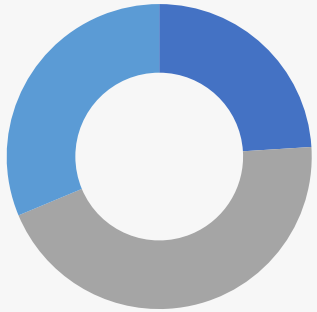


Adj. EBITDA margin^ @ upper-end of mid-tier IT cos.

IT Services revenue & margins . ^Adjusted for once-off acquisition-specific costs. CC = constant currency.

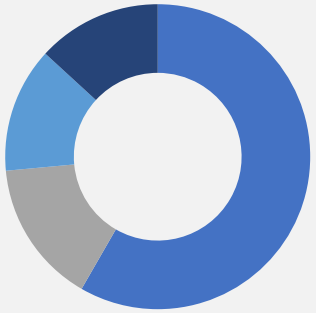
ITC Infotech

Geography



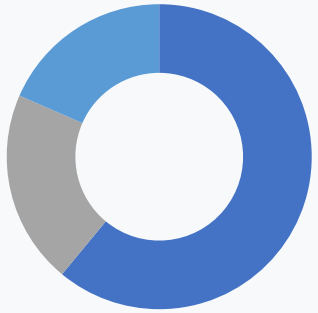
- Americas 24.0%
- Europe 44.7%
- RoW 31.3%

Vertical



- CPG, Retail & Mfg 58.3%
- BFSI 15.2%
- Travel & Hosp. 13.3%
- Others 13.2%

Service line



- Next Gen Enterprise IT 61.0%
- Industry 4.0 20.6%
- Cloud, Data & AI 18.4%

12	48.0%	13,202	86.9%	13.3%
US$10 Mn+ clients	**Top 10 client share**	**Headcount**	**Utilisation (ex-trainees)**	**Voluntary Attrition (LTM)**
Q2'26: 9	Q2'26: 46.5%	Q2'26: 12,291	Q2'26: 88.4%	Q2'26: 17.1%

Please refer to https://www.itcinfotech.com/investors/ for further details

ITC: Enduring Value



A passion for
Profitable growth...



in a way that is
Sustainable…



and
Inclusive.

Links

Product/initiative	Link
Bingo! on Instagram	https://www.instagram.com/bingo_snacks/
YiPPee! on Instagram	https://www.instagram.com/sunfeast_yippee/
Aashirvaad on Instagram	https://www.instagram.com/aashirvaad/
Sunfeast Dark Fantasy on Instagram	https://www.instagram.com/sunfeastdarkfantasy/
Mom's Magic on Instagram	https://instagram.com/sfmomsmagic/
Classmate on Instagram	https://instagram.com/classmatebyitc/
ITC : Abiding Commitment to Nation-Building	https://youtu.be/oP8d-Q8AD1w
Details on the Company's Sustainability 2.0 vision	https://itcportal.com/content/dam/itc-corporate/pdfs/sustainability-report/itc-sustainability-report-2026.pdf
Quarterly Media Statement	https://itcportal.com/content/dam/itc-corporate/pdfs/financial-result/quarterly-results-2026-2027/september-2026/ITC-Press-Release-Q2-FY2027.pdf