

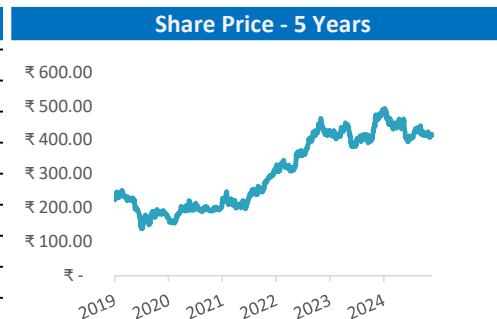
## ITC LTD - One Page Profile



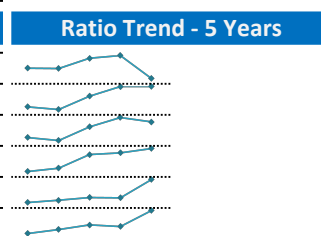
Established in 1910, ITC is the largest cigarette manufacturer and seller in the country. ITC operates in four business segments at present — FMCG Cigarettes, FMCG Others, Paperboards, Paper and Packaging, and Agri Business.

INR(Cr)

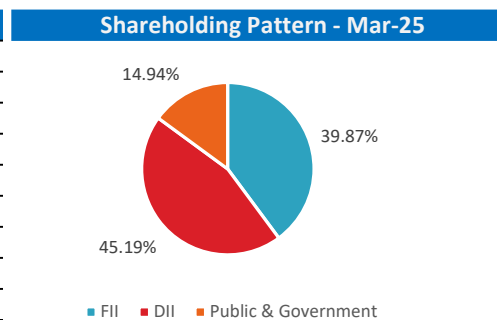
Key Financial Metrics	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Total Sales	49,257.5	60,644.5	70,919.0	67,931.9	75,323.3
Sales Growth (Y-O-Y)	-0.26%	23.12%	16.94%	-4.21%	10.88%
Gross Profit Margins (%)	51.87%	49.65%	53.07%	54.58%	51.21%
EBITDA Margins (%)	34.64%	34.01%	36.24%	37.08%	34.30%
EBIT Margins (%)	31.30%	31.15%	33.69%	34.84%	32.12%
Net Profit Margins (%)	26.72%	25.13%	27.06%	30.12%	46.13%
Earning Per Share (In Rs)	10.7	12.4	15.4	16.4	27.8
EPS Growth (Y-O-Y)	-14.13%	15.68%	24.85%	6.12%	69.44%
Dividend Per Share	10.8	11.5	15.5	13.7	14.3
Dividend Growth (%)	5.91%	6.98%	34.78%	-11.29%	4.36%



KEY Financial Ratios	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Price to Earnings	19.16x	19.00x	23.28x	24.50x	14.76x
EV/EBITDA	14.52x	13.83x	17.20x	19.63x	19.70x
EV/Sales	5.03x	4.70x	6.24x	7.28x	6.76x
Price to Book Value	4.18x	4.64x	6.46x	6.73x	7.32x
Return on Equity (%)	21.81%	24.41%	27.75%	27.46%	49.62%
Return on Capital Employed (%)	28.53%	33.73%	39.33%	37.43%	57.86%



Top 10 Shareholders	Total Shares (In Cr)	Holding (%)	Market Value (In Cr)
Tobacco Manufacturers (India) Limited	222.8	17.81%	91,691.5
Life Insurance Corporation of India	197.7	15.80%	81,344.1
Specified Undertaking of the Unit Trust of India	97.5	7.79%	40,097.1
Myddleton Investment Company Limited	48.6	3.89%	20,009.3
SBI Mutual Funds	43.5	3.48%	17,905.3
ICICI Prudential Mutual Funds	27.6	2.21%	11,364.1
GQG Partners Emerging Markets Equity Fund	26.4	2.11%	10,858.2
General Insurance Corporation of India	21.7	1.73%	8,932.0
Goldman Sachs Trust II	20.7	1.65%	8,520.8
NPS Trust (various Pension Funds)	19.6	1.57%	8,078.4



Managerial Remuneration	Designation	Remuneration	X of Median Salary
Mr. Sanjeev Puri	CMD	25.66	377x
Mr. Supritam Dutta	ED & CFO	8.53	132x
Mr. Hemant Malik	ED	4.94	99x
Mr. Bhargavan Sumant	ED	11.81	174x

### Notes

Median remuneration of employees - Increased by 7%

Average remuneration of employees - Increased by 5%

Capital Structure	
Share Price as on Jul-15-2025	411.5
Number of shares outstanding	1,252.5
<b>Market Capitalization</b>	<b>515,356.5</b>
Less: Cash & Equivalents	(4,012.4)
Add: Total Debt	284.5
Add: Minority Interest	367.89
<b>Enterprise Value</b>	<b>511,996.6</b>