

ITC LTD - One Page Profile



ITC Limited is an Indian conglomerate, headquartered in Kolkata. It has presence across six business segments, namely FMCG, agribusiness, information technology, paper products, and packaging. In terms of market capitalization, ITC is the second-largest FMCG company in India and the third-largest tobacco in the world.

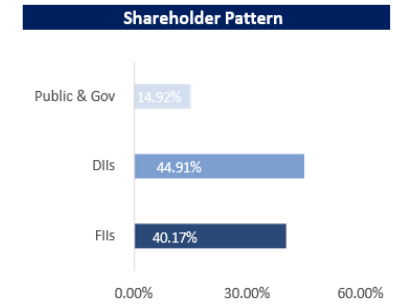
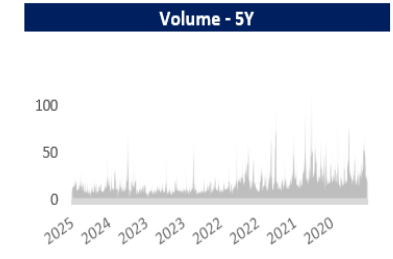
INR (Crs)

Key Financial Metrics	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Total Sales	49,387.70	49,257.45	60,644.54	70,919.03	70,866.22
Sales Growth (y-o-y)	2.17%	-0.26%	23.12%	16.94%	-0.07%
EBITDA Margins (%)	39.17%	34.64%	34.01%	36.24%	37.02%
EBIT Margins (%)	35.84%	31.30%	31.15%	33.69%	34.45%
Net Operating Margins (%)	30.99%	26.72%	25.13%	27.06%	28.87%
Earnings Per Share (In Rs)	12.45	10.69	12.37	15.44	16.39
EPS Growth (y-o-y)	21.22%	-14.13%	15.68%	24.85%	6.12%
Dividend Per Share	10.15	10.75	11.50	15.50	13.75
EPS Growth (y-o-y)	76.52%	5.91%	6.98%	34.78%	-11.29%

Key Financial Metrics	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Price to Earnings	12.93	19.16	19.00	23.28	24.50
EV/EBITDA	9.87	14.52	13.81	17.19	18.83
EV/Sales	3.86	5.03	4.70	6.23	6.97
Price to Book Value	3.03	4.18	4.64	6.46	6.73
Return on Equity (%)	23.45%	21.81%	24.41%	27.75%	27.46%
Return on Capital Employed (%)	32.26%	28.53%	33.73%	39.33%	37.73%

Top 10 Shareholders	N. Shares (in Crs)	% Holdings	Market Value (in Crs)
Tobacco Manufacturers (India) Limited	254.15	20.32	101,888.57
Life Insurance Corporation of India	191.85	15.34	76,911.72
Specified Undertaking of the Unit Trust of India	97.45	7.79	39,068.96
Myddleton Investment Company Limited	48.63	3.89	19,496.25
QIB - Insurance Company Registered	31.39	2.51	12,585.95
GQG Partners Emerging Markets Equity Fund	23.38	1.87	9,374.14
General Insurance Corporation of India	21.70	1.73	8,698.95
The New India Assurance Company Limited	17.92	1.43	7,185.53
SBI Nifty 50 ETF	16.91	1.35	6,777.67
Rothmans International Enterprises Limited	15.50	1.24	6,212.14

Managerial Remuneration	Designation	Remuneration	X of Median Salary
S Puri	CMD	25.17	16.71x
B Sumant	Exec Director	11.91	7.96x
N Anand	ED	13.36	8.00x
S Dutta	ED & CFO	5.67	4.83x
S Banerjee	Ind Director	1.13	0.67x
H Bhargava	Ind Director	1.10	0.71x



Capital Structure	
Share Price as on today	400.90
Number of Shares o/s	1,251.25
Market Capitalization	501,625.30
Less: Cash & Equivalents	-7,217.68
Add: Debt	303.43
Enterprise value	494,711.05

ITC's Strategy for a Nationality Centered Enterprise Future

1. ITC's credo of "Nation First, Sab Saath Badhein" is evident in its century-old engagement with farmers and state-of-the-art manufacturing facilities.
2. Their sustainability efforts include being recycling positive for over a decade and supporting 60 lakh livelihoods.
3. ITC's world-class brands derive competitive strength from their high-quality offerings and extensive agri value chains that benefits millions of farmers.
4. The organization has invested in state-of-the-art Integrated Consumer Goods Manufacturing and Logistics facilities to enhance agility and responsiveness.
5. Its omni-channel distribution infrastructure reaches over 25 crore households in India.
6. ITC Next strategy focuses on agility, consumer centricity, and inspired talent to shape the next horizon of growth and profitability.

References

Annual Reports - Financial Year 2024
 Concalls February 2025 Presentation
 Equity Pandit: Historical Data for ITC
 Equity Master: ITC Share Price
 Screener: ITC Consolidated Documents