

ITC - One Page Profile

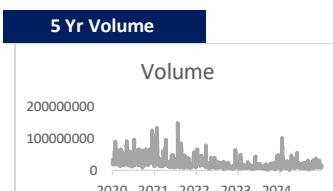


Established in 1910, ITC is the largest cigarette manufacturer and seller in the country. ITC operates in five business segments at present — FMCG Cigarettes, FMCG Others, Hotels, Paperboards, Paper and Packaging, and Agri Business.

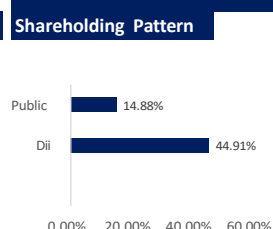
Key Financial Metrics	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Total Sales	49,388	49,257	60,645	70,919	70,866
Sales Growth (%)	2.17%	-0.26%	23.12%	16.94%	-0.07%
Gross Profit Margin (%)	63.46%	57.82%	55.36%	58.59%	60.72%
Ebitda Margin (%)	39.17%	34.64%	34.01%	36.24%	37.02%
Ebit Margin (%)	3.25%	-12.88%	22.51%	26.49%	2.18%
Net Profit Margin (%)	21.48%	-14.17%	15.84%	25.63%	6.54%
Earning Per Share	12.69	10.87	12.58	15.67	16.62
EPS Growth (%)	21.15%	-14.29%	15.71%	24.57%	6.06%
Dividend Per Share	15.28	10.64	13.30	15.38	19.53
Dividend Growth (%)	-16.76%	-30.38%	25.09%	15.64%	26.94%



Key Financial Ratios	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Price to Earning Ratio (P/E)	12.69x	18.84x	18.68x	22.94x	24.16x
Price to Book Value (P/B)	3.03x	4.18x	4.64x	6.46x	6.73x
EV/EBITDA	9.87x	14.52x	13.83x	17.20x	18.85x
Return on Equity (ROE) %	23.89%	22.18%	24.82%	28.16%	27.85%
Return on Capital Employed (ROCE) %	30.69%	29.69%	33.17%	37.42%	36.39%
Return on Invested Capital (ROIC) %	26.76%	23.92%	26.71%	30.16%	30.70%



Top 10 Shareholders	N. of Shares (in Crs)	% Holding	Market Value (in Crs)
Tobacco Manufacturers (India) Limited	25.41	20.32%	10191.40
Life Insurance Corporation of India	19.18	15.34%	7693.09
Specified Undertaking of the Unit Trust of India	9.75	7.79%	3907.87
Myddelton Investment Company Limited	4.86	3.89%	1950.11
QIB - Insurance Company Registered	3.14	2.51%	1258.91
GQG Partners Emerging Markets Equity Fund	2.34	1.87%	937.65
General Insurance Corporation of India	2.17	1.73%	870.11
The New India Assurance Company Limited	1.79	1.43%	718.73
SBI Nifty 50 ETF	1.69	1.35%	677.94
Rothmans International Enterprises Limited	1.55	1.24%	621.37



Managerial Remuneration	Designation	Remuneration	X of Median Salary
S. Puri	Chairman & MD	312	401X
S. Dutta	ED & CFO	156	116X
B. Sumant	Executive Director	180	191X
H. Malik	Executive Director	99.39	43X

Median Remuneration of Employee increased by 5%
Average Remuneration of Employee increased by 10%
Average Remuneration of Employee excluding managerial person (KMP) increased by 9%

Capital Structure	
Share Price as on date	401
Number of shares	1251
Market Capitalization	501651
Less : Cash & Equivalents	5,732
Add : Total Debt	304
Add : Minority Interest	382
Enterprise Value	4,96,605

Recent Updates

- Board recommends Interim Dividend of Rs. 6.50 per share for the Financial Year ending 31st March, 2025 • Resilient performance amidst a subdued demand environment & sharp escalation in input costs - Gross Revenue up 8% YoY driven by Agri Business, Hotels & Cigarettes - EBITDA up 3% YoY; ex-Paper up 4.5% YoY - Sharp cost escalation in key input materials (edible oil, wheat, potato, leaf tobacco, wood etc.) witnessed during the quarter.
- Hotels Business demerged into ITC Hotels Limited (ITCHL) with effect from 1st January 2025 - Reported as 'Discontinued Operations' in the financial results for the Quarter and Nine months ended 31st December, 2024 in line with applicable Indian Accounting Standards.