

**RESEARCH REPORT**  
**ON**  
**ITC LIMITED**



ITC is one of India's foremost private sector companies with a market capitalisation of US \$ 45 billion and a turnover of US \$ 7 billion. ITC ranks among India's 10 Most Valuable (Company) Brands, in a study conducted by Brand Finance and published by the Economic Times. ITC also ranks among Asia's 50 best performing companies compiled by Business Week. ITC has a diversified presence in FMCG, Hotels, Paperboards & Specialty Papers, Packaging, Agri-Business, and Information Technology. While ITC is an outstanding market leader in its traditional businesses of Cigarettes, Hotels, Paperboards, Packaging and Agri-Exports, it is rapidly gaining market share even in its nascent businesses of Packaged Foods & Confectionery, Branded Apparel, Personal Care and Stationery. The company has 13 businesses in 5 segments. It exports its products in 90 countries. Its products are available in 6 million retail outlets.

# ITC's Business



## FMCG Businesses

- o India's Leading FMCG marketer
- o 25+ Mother Brands in Foods, Personal Care Products, Education & Stationery Products, Agarbattis & Matches
- o Annual consumer spend of over ₹24,000 crores
- o Exporting to over 60 countries
- o Products reach over 200 million households in India
- o Products available in nearly 7 million retail outlets in India
- o ITC e-Store: 45+ categories, over 700 products
- o Extensive digital adoption across manufacturing, distribution, consumer insighting



## Agri Business

- o Powering NextGen Agriculture through value addition, digital adoption and climate smart agriculture
- o Extensive engagement with farmers for over 100 years
- o ITCMAARS\* - bringing the power of digital technologies to farmers
- o ITC e-Choupal has empowered 4 million farmers
- o Sourcing over 4 mn tonnes of agri produce from 22 states
- o Supporting over 20 value chain clusters
- o Largest procurer of wheat after the Government's FCI
- o One of India's largest exporters of agri commodities



## Paperboards & Packaging Businesses

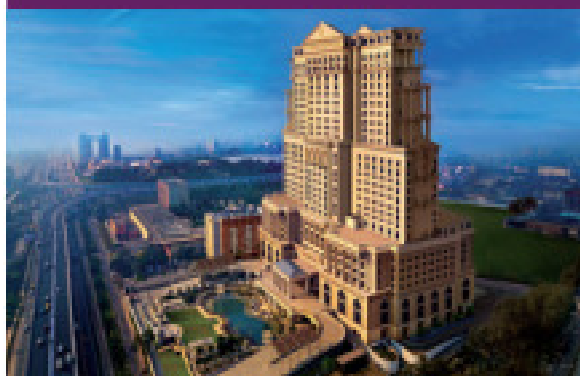
- o One of India's largest, greenest and most technologically advanced
- o Clear leader in the Value-added Paperboards segment
- o Leading provider of superior value-added packaging solutions
- o Anchoring local forestry value chains, empowering farmers, enhancing green cover
- o First in India to obtain Forest Stewardship Council-Forest Management (FSC-FM)
- o Extensive use of Industry 4.0 technologies
- o Pioneer in sustainable packaging





## ITC Hotels

- o Trailblazer in 'Responsible Luxury' & Sustainability
- o One of India's pre-eminent hospitality chains
- o 113 hotel properties in over 70 locations
- o Iconic Cuisine Brands
- o All luxury collection hotels are LEED® Platinum certified
- o ITC Hotels and Welcomhotels have achieved the global 2030 Carbon emissions targets well ahead of time
- o ITC Windsor, ITC Grand Chola and ITC Gardenia - first three LEED® Zero Carbon Hotels in the world



## ITC Infotech

- o Wholly owned subsidiary of ITC Limited
- o Leading global technology services and solutions provider with presence in 29 countries
- o Partner of choice for customers in their Digital Transformation and Software as a Service (SaaS) adoption journey
- o One of industry's largest organizations of Product Lifecycle Management services expertise
- o Focus on sharpening domain-led offerings in Digital Manufacturing Solutions, Digital Workplace Solutions, Core Hospitality Automation and Customer Experience
- o Business-friendly solutions leveraging strategic pillars of Customer Centricity, Employee Centricity and Operational Excellence



# Institutional Strengths



## **Details of business activities**

<b>S. No.</b>	<b>Description of Main Activity</b>	<b>Description of Business Activity</b>	<b>% of Turnover of the Entity</b>
1.	FMCG	Cigarettes: Cigarettes, Cigars etc.	39.68%
		Others: Branded Packaged Foods Businesses (Staples & Meals; Snacks; Dairy & Beverages; Biscuits & Cakes; Chocolates, Coffee & Confectionery); Personal Care Products; Education and Stationery Products; Safety Matches and Agarbattis; Apparel.	27.01%
2.	Hotels	Hoteliering.	2.16%
3.	Agri Business	Agri-commodities such as wheat, rice, spices, coffee, soya and leaf tobacco.	20.52%
4.	Paperboards, Paper & Packaging	Paperboards, Paper including Specialty Paper & Packaging including flexibles.	10.63%



## Financial Highlights

### ➤ Income statement

Annual	Mar 2022	Mar 2021	Mar 2020	Mar 2019	Mar 2018	Trend Mar 18 - Mar 22
Sales	60,668	49,272	49,404	48,352	43,448	
Other Income	1,836	2,632	2,597	2,173	1,831	
Total Income	62,504	51,905	52,001	50,526	45,280	
Total Expenditure	41,742	33,915	31,920	31,342	27,789	
EBIT	20,762	17,989	20,081	19,183	17,491	
Interest	39	44	54	45	89	
Tax	5,237	4,555	4,441	6,313	5,916	
Net Profit	15,485	13,389	15,584	12,824	11,485	

## Technical Analysis

- Shares of ITC hit an over two-year high of Rs 293, gaining 3 per cent on the BSE in Monday's intra-day trade, on expectation of strong earnings growth. The stock of the diversified fast moving consumer goods (FMCG) company was trading at its highest level since May 2019, and has surged 7 per cent in past two trading days.
- Moreover, in the past six trading days, it has soared 10 per cent, as compared to 0.69 per cent rise in the S&P BSE Sensex.
- ITC is the best performing stock among the S&P BSE Sensex and Nifty50 index, surging 33 per cent in the past six months, as against 11 per cent fall recorded by the benchmark indices during the period.



## ➤ Moving Averages

Days	SMA <span>▼</span>
5	282.14
10	274.92
20	270.48
50	267.80
100	254.43
200	241.52

## ➤ Shareholding

