ITC Limited
Virginia House
37 J. L. Nehru Road
Kolkata 700 071, India
Tel. : 91 33 2288 9371
Fax : 91 33 2288 2258 / 2259 / 2260

Enduring Value

31st July, 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 31st July, 2026 forwarding the Unaudited Financial Results of the Company for the Quarter ended 30th June, 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: 2026.07.31 16:41:08 +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

ITC Limited
Virginia House
37 J. L. Nehru Road
Kolkata, 700 071, India
Tel.: 91 33 2288 9371
Fax: 91 33 2288 0655

Media Statement

July 31, 2026

Financial Results for the Quarter ended 30th June, 2026

Highlights

Standalone

- **FMCG Segment delivers robust Revenue growth of 12% YoY (ex-Staples up 16% YoY); Segment PBIT up 21% YoY.**
- **Strategic and calibrated response by the Cigarettes Business to the unprecedented increase in tax, balancing the interests of all stakeholders**
  - Staggered and agile pricing actions aiding in mitigating the risk of accelerated volume migration to illicit trade while protecting consumer franchise
  - Multiple interventions implemented within a short span of time towards re-architecting & fortifying the product portfolio, leveraging powerful trademarks across segments and price points
  - Focused execution with speed & agility to enhance market responsiveness and reinforce market standing.
- **Paper Segment sustains recovery momentum - Revenue up 9% YoY; Segment PBIT up 38% YoY.**
- **Agri Business Segment delivers underlying Revenue growth of 9% YoY,** adjusting for impact of West Asia conflict led trade disruptions and timing difference (wheat).
- Overall, Gross Revenue up 28% YoY; Net Revenue lower by 14% YoY [ex-Agri (-) 6% YoY]
  - EBITDA and PAT lower by 28% YoY and 27% YoY respectively.

Consolidated

- **Robust performance by Group companies** led by ITC Infotech India Limited, Surya Nepal Private Limited, Sproutlife Foods Private Limited (subsidiary w.e.f. 1st April 2026) and ITC Hotels Limited
  - **FMCG: Segment Revenue up 15% YoY; Segment Results up 22% YoY**
  - Gross Revenue up 28%, EBITDA & PAT (before exceptional items) lower by 24% YoY & 23% YoY respectively.

PERFORMANCE HIGHLIGHTS[1]

- **FMCG Segment delivers robust performance; Revenue up 12% YoY (ex-Staples up 16% YoY) & PBIT up 21% YoY**
  - Dairy, Snacks, Noodles and Frozen Snacks led with 20%+ growth, complemented by mid-teens growth in Personal Care Products
  - Atta performance tempered by transient factors including heat waves, LPG shortage and benign wheat prices
  - Strong rebound in Notebooks sales
  - Sustained growth momentum in Premium portfolio and NewGen channels
  - Segment EBITDA margin up 55 bps on YoY basis (ex-Sresta)
    - Sharp cost increase in fuel, edible oil, soap noodles, packaging inputs etc. amid West Asia conflict; cushioned by strategic inventory covers & commodity hedges. Ongoing impact being proactively

[1] *Standalone financials*

mitigated through focused cost management initiatives, smart net revenue management and price-volume rebalancing

- Robust momentum continues in **Digital-first & Organic portfolio; ARR**[2] clocking appx. **Rs. 1500 cr.**

- **Agri Business Segment performance reflects impact of West Asia conflict led trade disruptions and high base (Segment Revenue: 2 Yr. CAGR +8%)**
  - **Underlying Revenue up 9% YoY**, adjusting for timing difference of wheat business (YoY) and West Asia conflict related disruptions
  - Strong growth in Value-added Agri products (VAAP) driven by Spices and Fruits & Vegetables
  - Indian Leaf Tobacco Business impacted on account of lower domestic demand, accentuated by subdued global offtake and delayed call offs amidst disruptions in West Asia
  - Exports of Nicotine and Nicotine derivative products continues to be scaled up leveraging state-of-the-art[3] facility at Mysuru.

- **Paper Segment sustains strong recovery momentum; Segment Revenue up 9% YoY & Segment PBIT up 38% YoY; Segment PBIT margin expands 200 bps**
  - Strong performance in anchor grades of value-added products, sustainable paperboards & packaging and exports
  - Broad based improvement in net realisations; wood cost moderates YoY
  - Robust growth in both Flexibles and Cartons packaging portfolio
  - West Asia led cost escalations mitigated through agile cost management & judicious pricing actions.

- **Fresh Food Business continued its robust growth trajectory**
  - GMV grew **90%** YoY; ARR crosses **Rs. 300 cr.**
  - Kitchen footprint expanded to 75 cloud kitchens across 5 cities.

Q1 FY27 was marked by heightened uncertainty in the operating environment due to the ongoing conflict in West Asia, that triggered a sharp increase & volatility in the price of crude oil & crude-linked products along with significant trade & supply chain disruptions.

While consumption demand, both in rural and urban markets, remained resilient during the quarter, imported inflation is a key watch-out in the near-term. India is currently experiencing significant deficit in monsoon and lower Kharif sowing levels compared to the same period last year. Additionally, spatial and temporal variations in monsoon would remain a key monitorable. A protracted conflict in West Asia, alongside emerging El Niño conditions that may weaken monsoons and intensify heatwaves, could weigh on growth, inflation and the Current Account.

The macroeconomic fundamentals of the Indian economy remain resilient supported by proactive and agile policy actions by the Government of India. Sustained public capex, stable monetary conditions, banking and liquidity measures to support credit growth, and steps to attract foreign capital, curb foreign exchange volatility and strengthen investment activity, augur well for sustained growth of the Indian economy.

FMCG–Others

FMCG–Others delivers robust performance; Segment Revenue up 12% YoY (ex-Staples up 16% YoY) & Segment PBIT up 21% YoY

- Dairy, Snacks, Noodles, Frozen Snacks, Personal Care products drive robust growth.
- Atta performance reflects impact of transient factors including heat waves, LPG shortage and benign wheat prices.
- Notebooks Business registered strong rebound.

---

[2] *Annual Revenue Run rate*

[3] *Set up by the Company's wholly owned subsidiary, ITC IndiVision Limited*

- Segment EBITDA margin improved 55 bps YoY (ex-Sresta). Inflationary pressures arising from the West Asia conflict impacted prices of fuel, edible oil, soap noodles and packaging inputs, partially cushioned by strategic inventory covers and commodity hedges. The Businesses continue to mitigate the impact through focused cost management initiatives, smart net revenue management and price-volume rebalancing.
- Trade & marketing investments were sustained at competitive levels towards supporting growth and market standing.
- Digital-first & Organic portfolio, comprising the Yogabar, 24 Mantra, Prasuma & Meatigo and Mother Sparsh brands, sustained its high-growth trajectory clocking ARR of appx. Rs. 1500 cr.
- NewGen channels (viz. e-Commerce, Quick Commerce, Modern Trade) witnessed robust growth on the back of sharp execution of channel-specific joint business plans, collaborations, format-based assortments and category-specific sell-out strategies.

➢ **Branded Packaged Foods Businesses**

- **'Aashirvaad' Atta** continued to consolidate its leadership position across markets
  - The value-added portfolio, consisting of Multigrain, Select and Sugar Release Control Atta posted healthy growth driven by superior value propositions.
  - 'Aashirvaad Besan', 'Aashirvaad Soya Chunks', 'Aashirvaad Rava' (Suji Rava, Bansi Rava, Samba Rava), 'Aashirvaad Vermicelli', 'Ready-to-Cook Chapati' and 'Organic Atta' sustained their high growth trajectory. Reinforcing its commitment to making nutritious everyday foods more accessible, the brand strengthened its portfolio with the launch of *'Aashirvaad Chana Sattu'* in select markets. Made from carefully sourced quality chana and prepared through a specialised roasting process, the product delivers distinctive roasted aroma, flavour and golden colour associated with authentic Sattu.
  - 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 growth momentum, supported by its distinctive positioning – 'Iodine Assured salt for a Smarter India'.
- **'Sunrise' Spices** enhanced its market standing in the core market of West Bengal while making gains in adjacent markets of Northeast, Bihar and Jharkhand. Product portfolio was augmented with the launch of *'Sunrise Sattu Masala'* during the quarter.
- **'Sunfeast' Biscuits and Cakes** recorded resilient performance during the quarter on the back of powerful brand propositions, differentiated offerings and strong consumer connect. Recent launches including 'Sunfeast Mom's Magic Shines', 'Sunfeast Baked Creations' continued to scale up. 'Sunfeast Dark Fantasy' range of differentiated cookies continued to fortify its leadership position in the premium segment.
- **'YiPPee!' Noodles** delivered a **robust volume-led growth**, sustaining its market standing as a strong No. 2 brand in Instant Noodles category. The Business continued to deploy high-decibel campaigns to enhance consumer connect and reinforce momentum.
- **'Bingo!' Snacks** registered a **robust growth**, while further strengthening its market leadership in the Bridges segment. The Business continued to strengthen its product portfolio through innovative offerings across snacks. During the quarter, the brand introduced *'Bingo! Churros'*, bringing a first-to-market packaged Mexican snacking experience in India. The launch, along with other recent innovations, garnered encouraging 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 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 foods portfolio straddles multiple cuisines, viz. North Indian, Pan Asian, Oriental etc.
- In the **Dairy category, 'Aashirvaad Svasti'** fresh dairy portfolio comprising pouch milk, curd, lassi and paneer continued to record **robust growth** on the back of best-in-class quality, differentiated products and superior taste profile. The fresh dairy portfolio is currently available in Bihar, West Bengal and

Jharkhand markets and continues to enhance market penetration through rapid scale-up of its distribution network.

- The **Beverages category** registered **strong growth** during the quarter. The portfolio was refreshed through focused innovation, including the launch of *'B Natural Coconut Cola'*, a unique fusion beverage bringing together the familiar taste and fizz of cola with the goodness of coconut water. Further, leveraging the strong equity of 'Sunfeast', the portfolio was expanded with the launch of *Berry* and *Mango smoothies*.
- The '**24 Mantra'** range of organic products continues to post robust growth in both domestic and export markets. Integration of the business was smoothly completed during the quarter, enabling realisation of synergy benefits going forward.

➢ **Personal Care Products Business,** recorded **strong growth**, led by 'Fiama' range of Personal Wash products, 'Savlon' range of Health & Hygiene portfolio and 'Nimyle' range of Homecare products. The Business augmented its product portfolio with the launch of *'Fiama Japanese Hokkaido Milk Body Wash'* in 2 variants, catering to evolving consumer preferences for premium personal wash solution. In the Fragrances category, the recently launched 'Engage Brazilian Maracuja EDPs' continued to scale up and receive increasing consumer traction.

➢ The **Education and Stationery Products Business** further strengthened its leadership position amidst heightened competitive intensity especially from regional/local players. Notebooks sales registered strong rebound, driven by strong traction in the premium portfolio. The Business continued to focus on portfolio premiumisation & innovation with the launch of *'Vérité by Classmate'* notebooks, featuring an innovative lay-flat binding for a seamless writing experience, complemented by superior paper quality.

➢ **'Mangaldeep' Agarbattis and Dhoop,** recorded **strong growth** during the quarter leveraging a range of differentiated products backed by sustained & impactful communication of brand attributes, execution of channel-led trade inputs and retail distribution drives. The Business fortified its portfolio with new variants of *'Anushri 3 in 1'*, offering differentiated brown batti formats and contemporary fragrances.

FMCG – CIGARETTES

Strategic and calibrated response by the Cigarettes Business to the unprecedented increase in tax, balancing the interests of all stakeholders

- Over 30 interventions have been implemented within a short span of time towards re-architecting & fortifying the product portfolio, leveraging powerful trademarks across segments and price points. Several of these interventions are progressing well and have achieved meaningful scale.
- Staggered and agile pricing actions are aiding the Business to mitigate the risk of significant migration of volumes to illicit trade while protecting consumer franchise.
- Focused execution with speed and agility is enabling the Business to respond swiftly to market dynamics and reinforce its market standing.

AGRI BUSINESS

Agri Business Segment performance during the quarter reflects the impact of West Asia conflict led disruptions and high base; Underlying Revenue up 9% YoY

- Exports remained subdued as trade disruptions led to deferrals of customers' order offtakes.
- The Business registered 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.
- Indian Leaf Tobacco Business was impacted on account of lower domestic demand. This was further accentuated by subdued global offtake and delayed call offs by customers amidst disruptions in West Asia. The Business remains focused on leveraging its strong customer relationships, crop development & processing expertise and globally recognised sustainability credentials for new business development and strengthen its competitive position.

- The Business continued to provide strategic sourcing support to the Branded Packaged Foods and Cigarettes Businesses with sharply aligned procurement strategies in line with category-relevant market dynamics. 95% of the wheat of requisite quality for Aashirvaad Atta has already been secured within the buying season.
  - Direct sourcing from FPOs through ITCMAARS (Metamarket for Advanced Agriculture and Rural Services) – a crop-agnostic 'phygital' full stack AgriTech platform, has now scaled up to about 40% of the wheat sourced for Aashirvaad Atta and Agri Business, leading to procurement related efficiencies and quality enhancement.
- Commercial sales from state-of-the-art facility to manufacture and export Nicotine & Nicotine derivative products (set up by the Company's wholly owned subsidiary, ITC IndiVision Limited) continues to be scaled up, with the business turning PBIT positive in the last 2 quarters.

PAPERBOARDS, PAPER & PACKAGING

Paper Segment sustains strong growth momentum; Segment Revenue up 9% YoY and Segment PBIT up 38% YoY; Segment PBIT margin expands 200 bps

- The Business delivered strong growth on the back of higher realisations and volume growth.
  - Robust traction in anchor grades of value-added paperboards, sustainable paperboards & packaging, and exports.
- Wood costs witnessed moderation during the quarter on a YoY basis.
- 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.
- Industry continues to engage with policy makers for sustained safeguard measures in respect of low-priced imports of paperboards and coated/uncoated paper.
  - Minimum Import Price (MIP) on Virgin Multi-layer Paperboard extended till 30th September 2026
  - The Directorate General of Trade has recommended imposition of Anti-dumping Duties on supplies from Indonesia; pending approval from Ministry of Finance.
- The Packaging and Printing Business delivered robust growth during the quarter driven by both Flexibles and Cartons portfolio. The Business remains focused on accelerating new business development, offering innovative and customised solutions.
  - The Business continued to provide strategic support to the Cigarettes Business, enabling agile execution and accelerated turnaround for new launches.

Fresh Food Business

Fresh Food Business, a new vector of growth envisioned in the ITC Next strategy, leverages the Company's institutional strengths in Foods Science & Manufacturing, FMCG Food brands and Culinary expertise to capitalise on the burgeoning online food services segment.

- The delectable range of cuisines being offered under 4 brands - '**ITC Master Chef Creations**', '**ITC Aashirvaad Soul Creations**', '**ITC Sunfeast Baked Creations**' & '**Sansho by ITC Master Chef**' – continues to witness increasing consumer traction and is being rapidly scaled up.
  - The Business delivered a robust GMV growth of **90%** YoY, with ARR crossing Rs. **300 cr.**
  - The full-stack platform has scaled up to **75 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 sustained its **'AA'** rating by **MSCI-ESG** for the 8th successive year. 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/june-2026/ITC-Quarterly-Result-Presentation-Q1-FY2027.pdf

The Board of Directors, at its meeting on 31st July 2026, approved the financial results for the quarter ended 30th June 2026, which are enclosed.

(Nazeeb Arif)
Executive Vice President
Corporate Communications

Enduring Value

NATION FIRST: SAB SAATH BADHEIN

Q1 FY27 Results

31st July, 2026

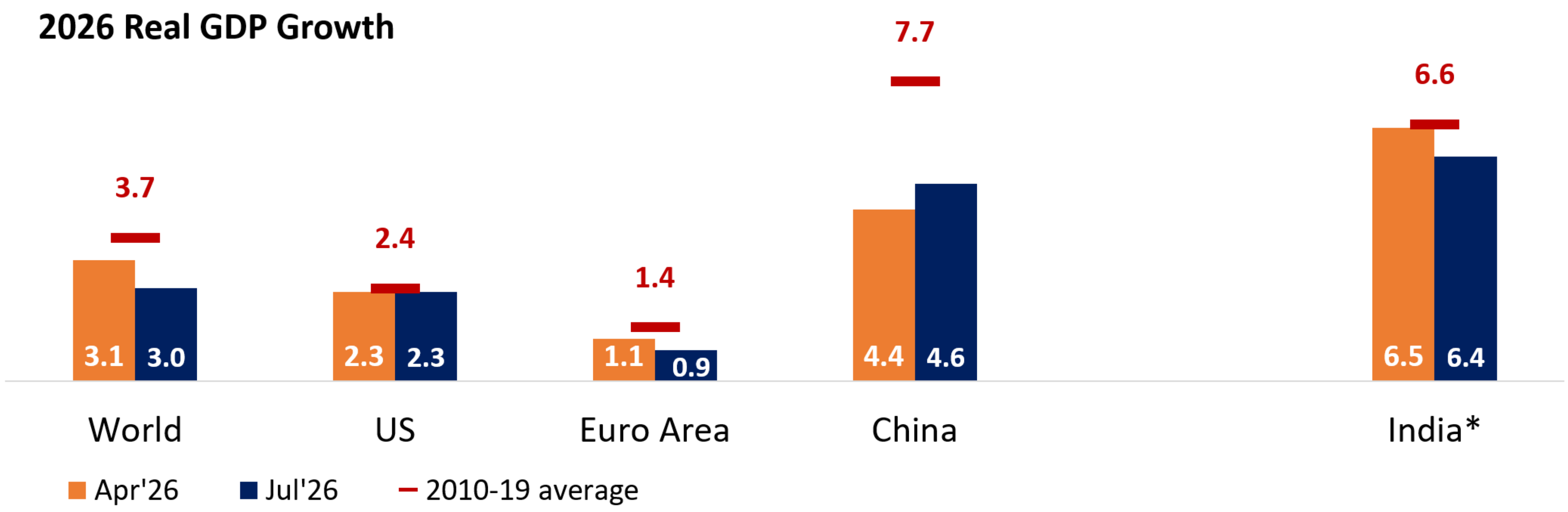
Forward-Looking Statements

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 Slowing

India Remains Resilient



- Global GDP growth remains below trend
- Energy shock (price & supply) induced by West Asia conflict largely offset by accelerated momentum in global tech cycle
  - Heightened uncertainty and supply chain disruptions triggered by West Asia conflict
- Geopolitical & Climate risks – key monitorable

- FY27 Real GDP growth expected at 6.4%
- Key monitorable: West Asia induced disruptions & El Nino effects

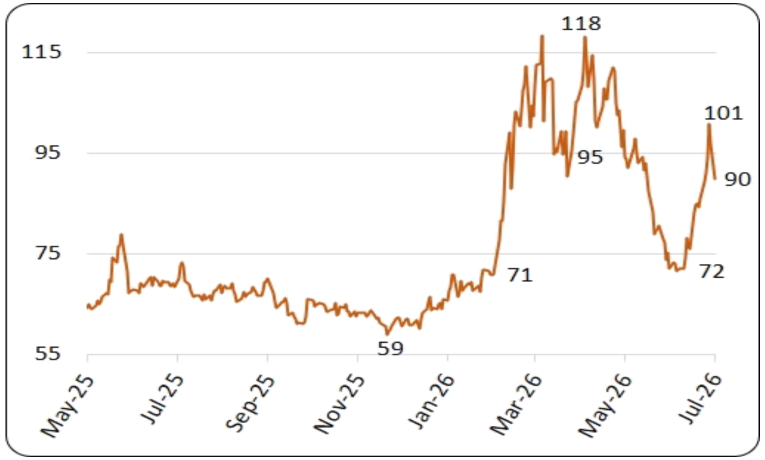
*FY 2026-27

Source: IMF WEO

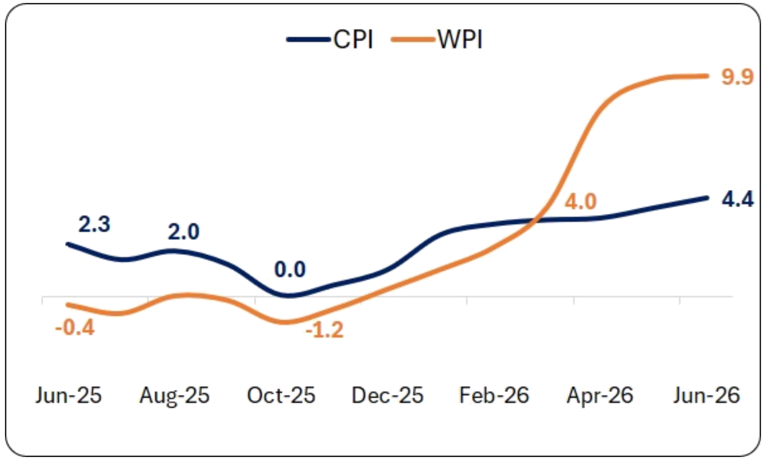
Sharp Rise & Volatility in Crude Linked Input Prices | Weak Monsoons so far

Enduring Value

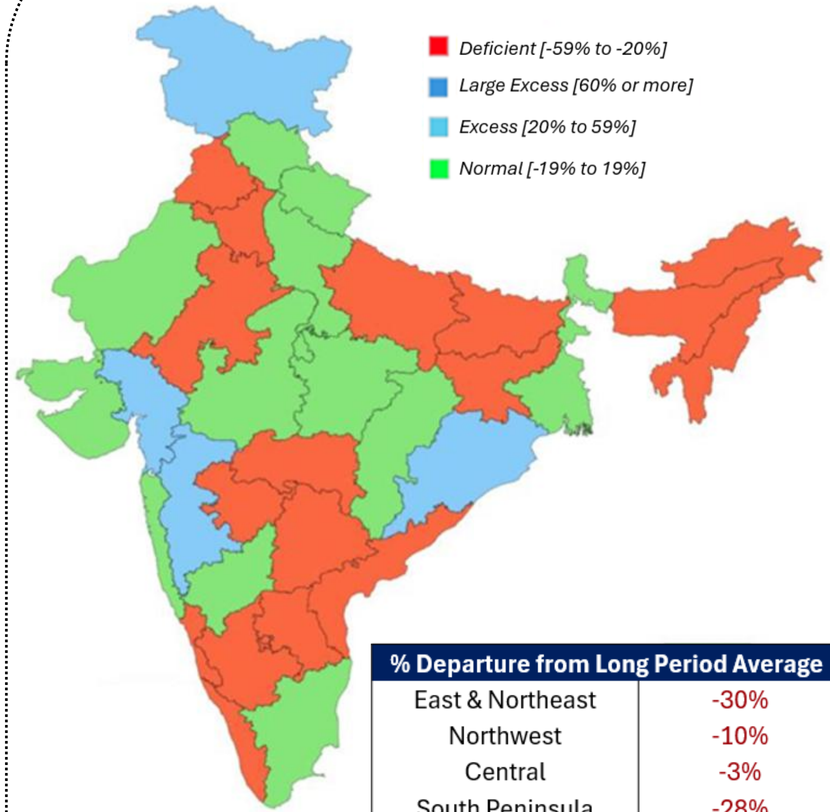
Brent Crude Oil Prices remain high ($/bbl)



CPI & WPI rising on a/c high energy prices (YoY%)



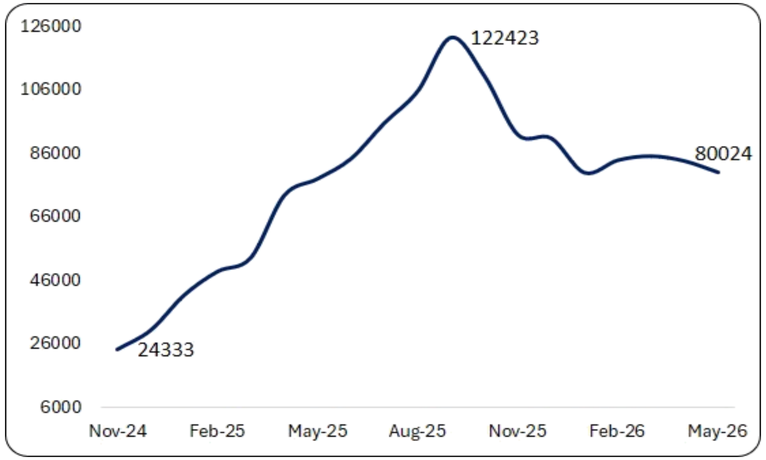
Rainfall at 16% deficit from LPA



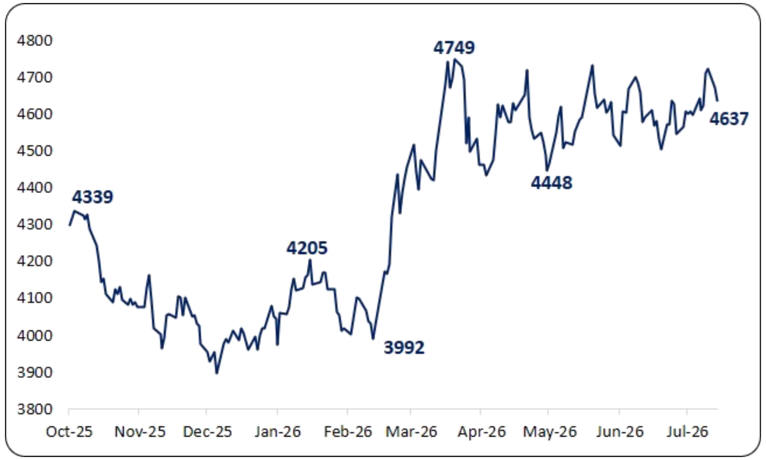
% Departure from Long Period Average	
East & Northeast	-30%
Northwest	-10%
Central	-3%
South Peninsula	-28%
Overall:	**-16%**

(As of July 28th, 2026)

Global Uncertainty Index remains elevated



Crude Palm Oil Prices (MYR/mt)



Macro Economic Environment

Key Positives

- Stable growth outlook
- Improved Credit Growth
- Resilient Demand Conditions
- Strategic Foodgrain Reserves
- Strong Bank & Corporate Balance Sheets

Key Monitorables

- Monsoon | El Nino
- Inflationary Pressures
- Private Capex revival
- External Account
  CAD | BoP | INR
- Fiscal Deficit

Heightened Uncertainty

- Geopolitical disruptions
- Trade Barriers
- Climate change

Key Monitorables → West Asia Conflict

- Inflationary Pressures
  Energy Shock Price & Supply
- Shipping & Trade Disruptions
- Capital Markets & Forex Volatility
- Central Bank Policies & Inflation

Q1 FY27 Results

Headline Financials & Business Highlights

Key Highlights: Q1 FY27

Standalone

Gross Revenue	Net Revenue
▲ 28%	▼ 14% *(ex-Agri -6%)*
EBITDA	**PAT**
▼ 28%	▼ 27%

Consolidated

Gross Revenue	Net Revenue
▲ 28%	▼ 11% *(ex-Agri -2%)*
EBITDA	**PAT** (bei)
▼ 24%	▼ 23%

Robust performance by Group companies

ITC Infotech | SNPL | SFPL (sub. w.e.f. 1st April'26) **| ITCHL**

Key Highlights

- **FMCG – Others delivers robust performance - Revenue up 12% YoY (ex-Staples up 16%); PBIT up 21% YoY**

  – ***Dairy, Snacks, Noodles, & Frozen Snacks (20%+ growth) and Personal care products (mid-teens growth)***

  – *Atta performance tempered - Transient factors such as heat waves, LPG shortage & benign wheat prices*

  – *Strong rebound in Notebook sales*

  – ***Digital-first & Organic portfolio** sustained its high-growth trajectory; **ARR^ 1500 cr.***

  – *Segment EBITDA margin **up 55 bps** YoY (ex-Sresta)*

    - *Input Cost escalation cushioned by Inventory covers & commodity hedges*
    - *Focused cost management initiatives | Net revenue management | Price-volume rebalancing*

Digital first (Yogabar, Mother Sparsh and Prasuma) & Organic (24 Mantra)

^Annual Revenue Runrate basis Q1FY27

Key Highlights

- **Cigarettes: Strategic & calibrated response to unprecedented tax increase, balancing all stakeholders interests**
  - *Staggered & agile pricing actions underway to protect consumer franchise*
  - *Multiple interventions implemented within short span of time towards re-architecting & fortifying the portfolio*
  - *Focused execution with speed & agility to enhance market responsiveness & reinforce market standing*
  - *Strategy, execution and outcomes tracking well in line with internal plans*

- **Agri Segment performance reflects impact of West Asia conflict led trade disruptions & high base**
  - ***2 yr CAGR: 8%; underlying Revenue up 9% YoY,*** *adjusting for timing difference (wheat) & West Asia disruptions*
  - ***Leaf Tobacco****: Lower Domestic Demand | Subdued Global demand | Delayed call offs*
  - ***Strong growth in VAAP**** *driven by Spices and Fruits & Vegetables*
  - *Nicotine and Nicotine derivatives exports scaled up*

**Value Added Agri Products*

Key Highlights

- **Paperboards, Paper and Packaging sustains strong recovery momentum; PBIT up 38% YoY**
  - *Segment **Revenue** up **9%**; **PBIT margin** expands **200 bps** YoY*
  - *Strong performance in anchor grades of value-added products, sustainable paperboards & packaging and exports*
  - *Broad based improvement in net realisations; Wood cost moderates YoY*
  - *Robust growth in both Flexibles and Cartons packaging portfolio*
  - *West Asia cost escalations mitigated through agile cost management & judicious pricing actions*

- **Fresh Food Business: Robust performance continues; GMV up 90% (ARR ~300 cr.)**
  - *75 cloud kitchens operational across 5 cities*
  - *Top Ratings with excellent consumer feedback*

Enduring Value

FMCG Cigarettes

Segment Gross Revenue: +81%

Segment Net Revenue: -25%

Segment Results: -35%

FMCG Cigarettes

Enduring Value

Staggered & Agile Pricing actions

Minimise loss to Illicit trade & Protect Consumer Franchise

Powerful Trademarks

Leverage Strong TMs, width & depth of portfolio

Execution Speed & Agility

Over 30 interventions implemented within a short span of time

Re-architecting portfolio

Insight | Innovation | Introduction of value accretive offers

*Multiple interventions implemented to **fortify portfolio & reinforce market standing***

Reinforcing market standing

Innovation

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

Portfolio Fortification

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

Recent Introductions/ New Variants

- Rothmans GT & XT
- Classic World Series
- Gold Flake Discover World Series
- Classic Balance Taste Sleek
- Gold Flake Indie Paan Sleek
- American Club Magic Mix Sleek
- Classic Longs - Portfolio
- Gold Flake Longs - Portfolio
- American Club Longs
- American Club Clove Mint Fresh
- Players Magic Mix RSFT
- Gold Flake Deluxe - Portfolio
- Gold Flake Indie Deluxe
- Wave Deluxe Filter - Portfolio
- Scissors Deluxe Filter
- Players Deluxe Filter - Portfolio
- Flake Premium Deluxe

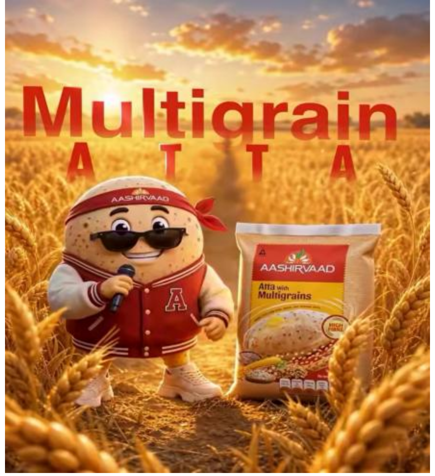
ITC
Enduring Value

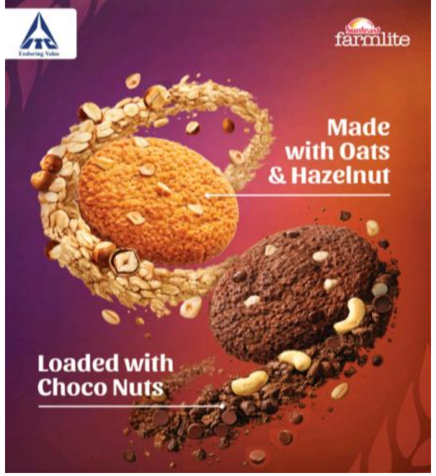
FMCG Others

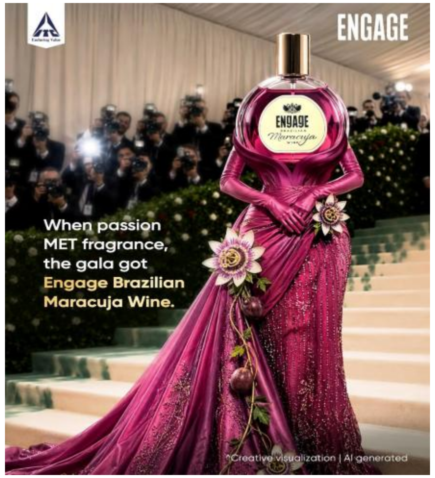
Segment Revenue: +12%

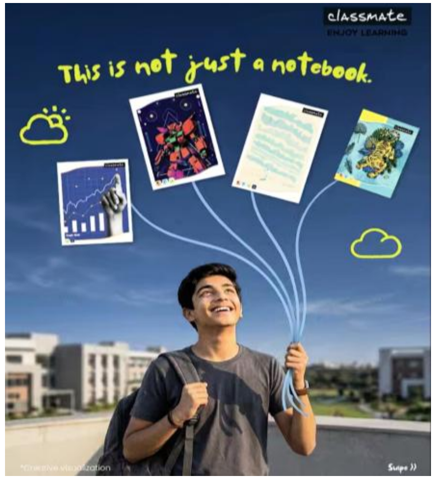
+16% (ex-Staples)

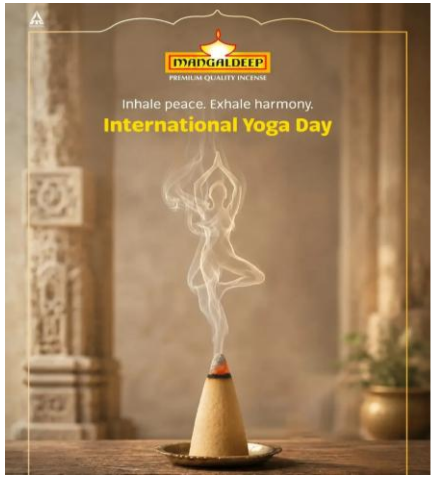
Segment Results: +21%











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

B Natural | Vivel #AbSamjhautaNahin | ITC MASTER CHEF | Sunfeast Farmlite | ENGAGE | nimyle | AIM | FABELLE | CHARMIS

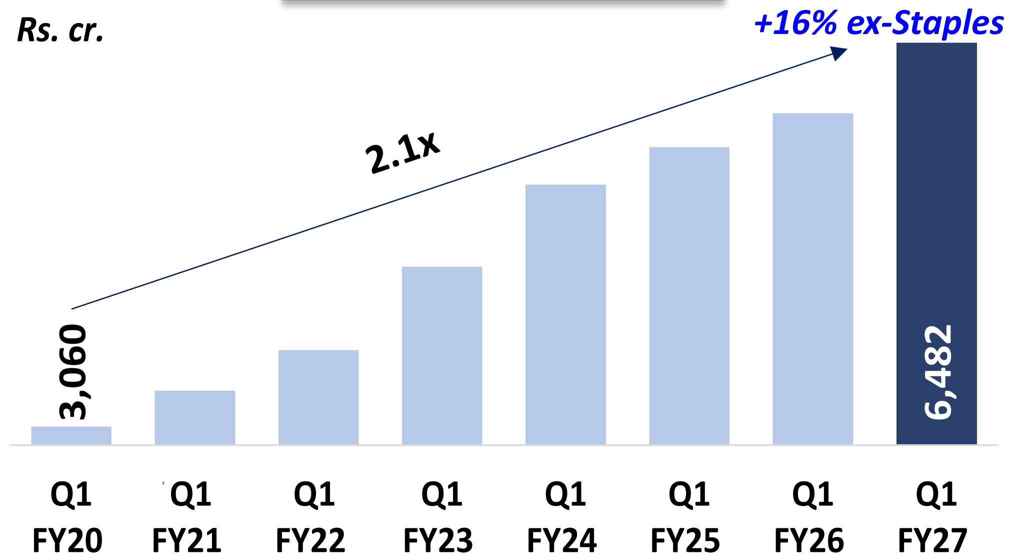
SUNBEAN | 24 mantra ORGANIC | Dark Fantasy | Kitchens of India | Paperkraft | MANGALDEEP | CANDYMAN | MOM'S MAGIC

FMCG Others

Robust Revenue growth +16% (ex-Staples)

- ***Dairy**, **Snacks**, **Noodles**, **Frozen Snacks*** *(**20%+** growth) | **Personal Care** products (**mid-teens** growth)*
- *Atta performance reflects impact of transient factors such as heat waves, LPG shortage & benign wheat prices*
- ***Notebooks** business registered **strong rebound***
- *Sustained growth momentum in Premium portfolio & New Gen channels*

Revenue



Digital-First & Organic Portfolio ARR ~1500 cr.

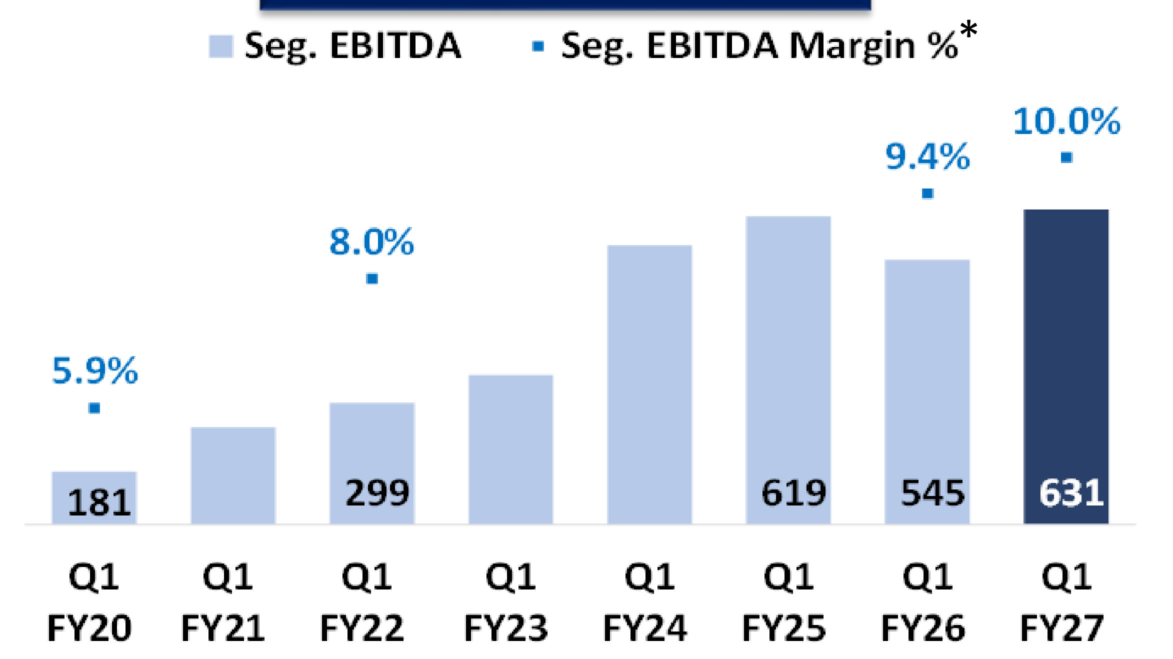
MOTHER SPARSH | PRASUMA | Yoga Bar | 24 mantra ORGANIC

FMCG Others

Segment PBIT up 21% YoY

- **EBITDA Margin expands 55 bps YoY***
  - *Sharp cost increase in fuel, edible oil, soap noodles, packaging inputs etc. amid West Asia conflict*
    - *Strategic inventory covers & commodity hedges*
    - *Focused cost management initiatives | Smart net revenue management | Price-volume rebalancing*
  - *Trade & marketing investments sustained at competitive levels towards supporting growth and market standing*

Q1 Trends



Reported: 9.7%

*ex-Sresta

Future-Ready Portfolio

Recent Launches

Enduring Value

Fortifying the Core

Bingo! Onion Rings
Peri Peri | Tangy Tomato

Bingo!
Churros

Mangaldeep Anushri
Flexi | Ziplock 3 in 1

Fiama
Japanese Hokkaido Body Wash Brightening/Exfoliating

Classmate
Vérité by Classmate

Addressing Adjacencies

Sunrise
Sattu Masala

Aashirvaad
Coconut | Coriander | Peanut | Tamarind | Tomato Chutney

Savlon
Acne Bodywash

Sunfeast Baked Creations
French Style Butter Cookies

Aashirvaad
Chana Sattu

New Growth Vectors

B Natural
Coconut Cola

Sunbean Cold Brew
Signature| Cherry Blossom

Yoga Bar
High Protein Oats

Fabelle
Orange Eclipse | No Added Sugar | Cranberry Noir

Deepening Consumer Engagement

Impactful Brand Integration

Sharpening Value Proposition

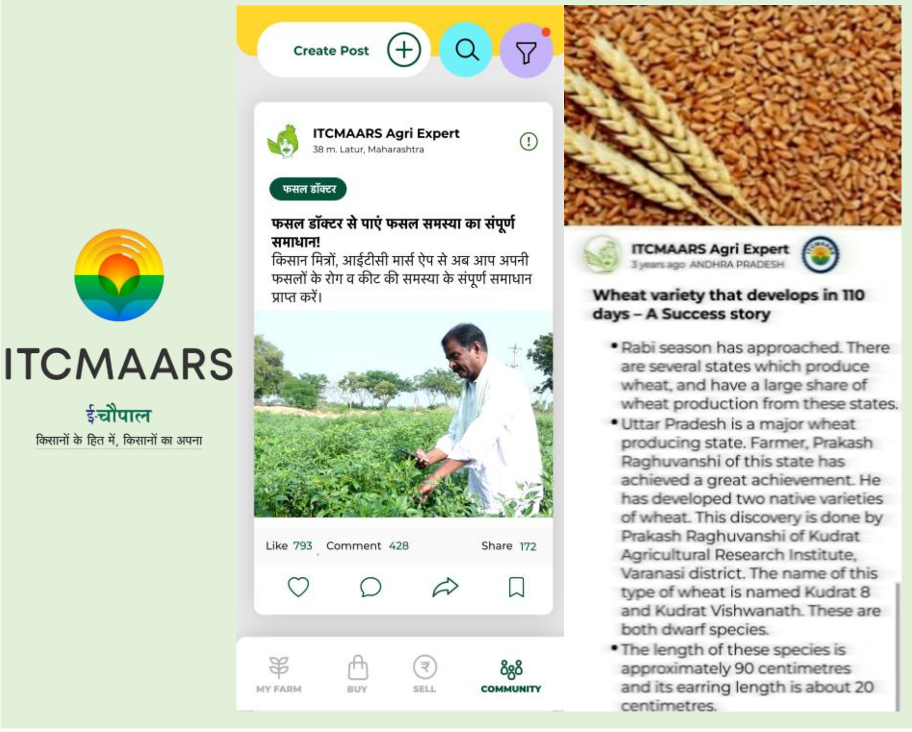
Clutter-breaking Communication

Enduring Value

Flavour-Led Portfolio Expansion	Brands with Purpose

Enduring Value

Agri Business



Agri Business

Trade disruptions impact performance
Value Added Product sustains robust growth trajectory

Segment Revenue

8082 cr. ▼ 17%

(2 Yr CAGR +8%)

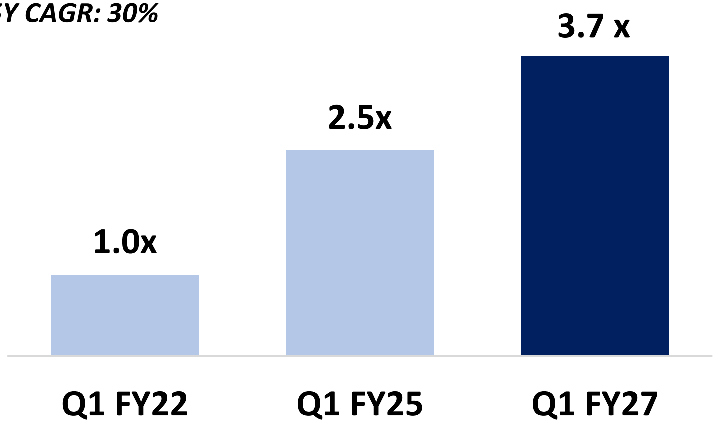
Segment Results

354 cr. ▼ 18%

- **Underlying Revenue growth of 9% YoY,** adjusting for timing difference (wheat) & West Asia disruptions
- **Strong growth in VAAP** driven by Spices and Fruits & Vegetables
- **Leaf Tobacco:** Lower Domestic demand + Subdued global offtake + Delayed customer call offs
  - **Key focus:** Strong customer relationships I Sustainability credentials | Customer Development for new markets
- Business continued to provide strategic **support to Foods Business:**
  - 95% of the wheat of requisite quality for Aashirvaad Atta secured within buying season
- **Nicotine & Nicotine derivative** exports scaled up; PBIT +ve (last 2 Quarters)

Value Added Agri Products

5Y CAGR: 30%



Spices facility, Guntur

IIVL facility, Mysore

Enduring Value

Paperboards, Paper & Packaging

Paperboards, Paper & Packaging

Segment PBIT ↑38% YoY

Enduring Value

Segment Revenue

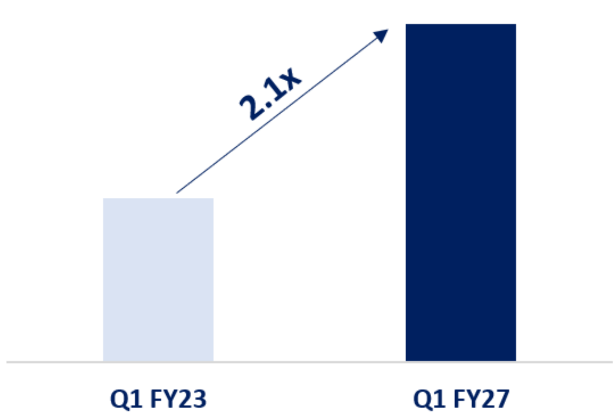
2307 cr. ▲ 9%

Segment Results

224 cr. ▲ 38%

- **Growth** driven by **both Volume & NSRs**
  - Robust traction in **anchor grades**, **sustainable paperboards & packaging** & **exports**
- **Wood costs** witnessed moderation on YoY basis
- Focus on accelerating plantations, developing new areas, satellite-based plantation monitoring
- **Industry representation** ongoing for sustained safeguard measures w.r.t low priced imports
  - MIP extended till 30^{th} September | ADD recommended on imports from Indonesia
- **Robust growth** in Flexibles and Cartons packaging portfolio
  - Agile execution & Faster turnaround → Strategic support to Cigarettes Business
  - Accelerating New Business Development | Innovative & Customised Solutions

Sustainable Products Portfolio



Enduring Value

Fresh Food Business

Fresh Food Business

Robust Trajectory

ITC MASTER CHEF Creations

Premium North-Indian

AASHIRVAAD SOUL CREATIONS

Pure Veg Home Style Indian

Sunfeast Baked Creations

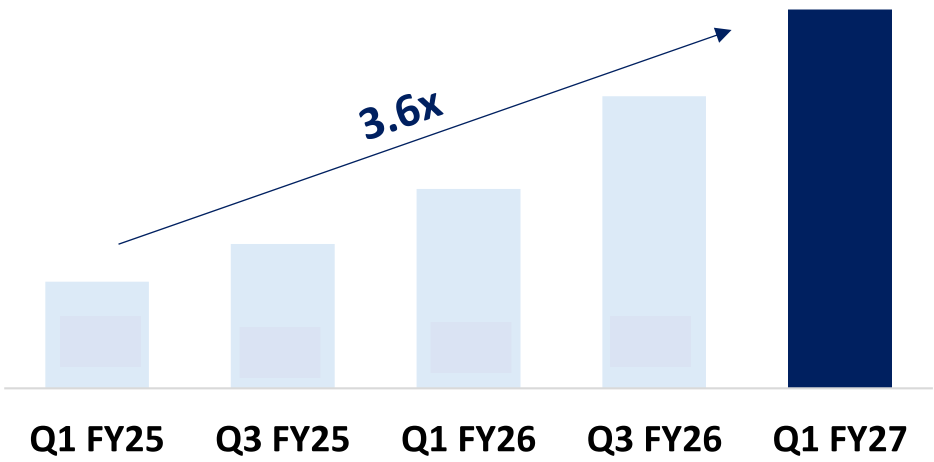
Premium Bakes, Cakes & Desserts

SANSHO BY ITC MASTER CHEF

Premium Pan Asian

- **Continued robust growth trajectory (GMV +90% YoY)**
- **Full-stack platform →** *Being progressively introduced across India*
  - *Network extended to 75 cloud kitchens*
  - *Top Ratings with excellent consumer feedback*

GMV



GMV ARR^
300 cr.+

South & West
5 cities

75 kitchens

Financials

Key Financials – Standalone – Q1 FY27

Rs. Cr.	Q1 FY27	Q1 FY26	GOLY
Gross Revenue	26794	20922	***28.1%***
Net revenue	16812	19635	***-14.4%***
EBITDA	4514	6261	***-27.9%***
PBT	4759	6543	***-27.3%***
PAT	3579	4911	***-27.1%***

*Ex-Agri **-6%** YoY*

Key Financials – Consolidated – Q1 FY27

Rs. Cr.	Q1 FY27	Q1 FY26	*GOLY*
Gross Revenue	29410	23007	***27.8%***
Net revenue	18955	21304	***-11.0%***
EBITDA	5181	6816	***-24.0%***
PBT (bei)	5455	7128	***-23.5%***
PAT (bei)	4103	5343	***-23.2%***
Exceptional Items	406	-	
PBT	5861	7128	***-17.8%***
PAT	4509	5343	***-15.6%***

*Ex-Agri -**2%** YoY*

***Strong performance** by Group entities*

ITC Infotech, SNPL, Sproutlife and ITCHL

Exceptional items:

The Company on 1st April,2026 acquired the right to nominate majority of the Directors on the Board of Sproutlife Foods Private Limited ('Sproutlife') and consequently, Sproutlife became a subsidiary of the Company with effect from the said date. In accordance with Ind AS 103 - Business Combinations, the Group remeasured its pre-existing interest in Sproutlife to fair value upon acquisition of control. The resultant gain on remeasurement has been disclosed under 'Exceptional Items' for the quarter and three months ended 30th June, 2026.

bei – Before Exceptional Items

Segment Revenue

	Q1		
Rs. cr.	**FY27**	**FY26**	***YoY growth***
Segment Revenue			
a) FMCG - Cigarettes	15384	8520	***81%***
- Others	6482	5787	***12%***
Total FMCG	**21866**	**14307**	***53%***
b) Agri Business	8082	9685	***-17%***
c) Paperboards, Paper & Packaging	2307	2116	***9%***
d) Others	97	69	***41%***
Total	**32352**	**26177**	***24%***
Less : Inter Segment Revenue	5557	5255	***6%***
Gross Revenue from sale of products and services	**26794**	**20922**	***28%***

- **Cigarettes**
  - *Net Revenue ↓25%*
- **FMCG Others**
  - ***Revenue ↑ 16% (ex-Staples)*** *→ Dairy, Snacks, Noodles, Frozen Snacks (20% + growth) | Personal Care products (mid teens growth)*
  - ***Strong rebound*** *in Notebooks sales*
  - *Atta: Transient issues such as Heat wave, LPG shortage & Benign wheat prices*
- **Agri Business**
  - ***Underlying Revenue ↑9%*** *(adjusting for timing difference <wheat> & West Asia disruptions)*
  - ***VAAP portfolio*** *driven by Spices and F&V*
- **Paperboards, Paper & Packaging**
  - ***Strong growth in VAP*** *(Anchor, sustainable paperboard & packaging)*
  - ***Broad based improvement*** *in Net realisations*
  - *Robust growth in exports*

Segment Results

Rs. cr.	Q1 FY27	Q1 FY26	Q1 YoY growth
Segment Results			
a) FMCG - Cigarettes	3341	5145	***-35%***
- Others	479	396	***21%***
Total FMCG	**3820**	**5541**	***-31%***
b) Agri Business	354	434	***-18%***
c) Paperboards, Paper & Packaging	224	163	***38%***
d) Others	-6	-6	
Total	**4392**	**6132**	***-28%***
Less : i) Finance Cost	34	13	
ii) Other un-allocable (income) net of un-allocable expenditure	(401)	(425)	
Profit Before Tax	**4759**	**6543**	***-27%***

- **Cigarettes**
  - *Reflects the impact of staggered pricing approach amidst unprecedented increase in tax*
- **FMCG Others**
  - ***Segment PBIT** up 21% YoY*
  - ***EBITDA margin** (ex-Sresta) **at 10%** (up 55 bps YoY)*
- **Paper**
  - ***Continued improvement** in operational performance; **Seg PBIT up 38% YoY***
  - *Broad based improvement in NSRs; Wood cost moderates YoY*

ITC – A Global Exemplar in Sustainability

Impactful Social Performance

Enduring Value

ITC e-Choupal
4 Million Farmers empowered

Climate Smart Agriculture^
31.93 lac acres covered

Natural Resources Management – Water Stewardship
Over 20 lac acres covered*

On-farm livelihood diversification – Afforestation
Over 14.95 lac acres covered

Off-farm livelihood diversification – Livestock Development
Over 10 lac animal owners benefitted

Support to Education
Reaching over 24.36 lac Children*

Skilling of Youth
Skilled over 1.46 lac youth

Maternal & Child Health and Nutrition^
17 lac community members engaged*

Solid Waste Management
Over 16.40 million households covered across programmes*

Women Empowerment
Around 6 lac women covered

^figures updated till FY26

**includes those facilitated through Public Private Partnerships*

Sustainability 2.0

REDUCE I RECYCLE I RESTORE

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
50%

Specific GHG Emissions
50%

Recyclable Plastic Packaging
100%

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 – MSCI, CDP, DJSI**

Sustained 'AA' rating 8 years in a row

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

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/june-2026/ITC-Press-Release-Q1-FY2027.pdf