ITC: SECURING THE FUTURE
A SNAPSHOT OF ITC’S SUSTAINABILITY INITIATIVES
THE ONLY COMPANY IN THE WORLD TO BE

- Carbon Positive for 14 years
- Water positive for 17 years
- Solid Waste Recycling Positive for 12 years

ITC’S BUSINESSES SUPPORT OVER 6 MILLION SUSTAINABLE LIVELIHOODS

OVER 43% OF ITC’s ENERGY REQUIREMENT IS GENERATED FROM RENEWABLE SOURCES
ITC’s BUSINESSES
Spanning all three sectors of the Indian economy - Agriculture, Manufacturing and Services

FMCG Businesses
• India’s leading FMCG marketer
• ITC Foods is the third largest in India

Hotels
• One of India’s pre-eminent hospitality chains
• ITC’s super premium luxury hotels are LEED® Platinum-certified

Agri Business
• Pioneer in rural transformation through ITC e-Choupal
• One of India’s largest exporter of agricultural commodities

Paperboards & Packaging
• Market leader in the segment
• An icon of environmental stewardship

Information Technology
• Digital full services global player
ITC’s SUSTAINABILITY APPROACH

- The inspiration to serve a larger national purpose is at the core of ITC’s vision to put Country before Corporation and the Institution before the Individual.

- Making societal value creation the bedrock of its corporate strategy, ITC has pursued innovation in business models that synergise the building of economic, ecological and social capital as a unified strategy.

- At ITC, the commitment to create an enterprise of tomorrow resides in its chosen strategy to pursue ‘Responsible Competitiveness’ - a socio-economic construct that underpins the Company’s objective to be future ready whilst ensuring that growth is sustainable and inclusive.
# ITC: TRIPLE BOTTOM LINE PERFORMANCE

## ECONOMIC

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Sales Value*</td>
<td><strong>US $10 billion</strong></td>
</tr>
<tr>
<td>Total Shareholder Returns CAGR</td>
<td><strong>22.4% (as in March 2018)</strong></td>
</tr>
<tr>
<td>Market Capitalisation</td>
<td><strong>US $50 billion</strong></td>
</tr>
<tr>
<td>Contribution to Exchequer</td>
<td><strong>Nearly 80% of value-added</strong></td>
</tr>
<tr>
<td>Over 200 Factories</td>
<td><strong>Livelihoods generated: Around 6 million</strong></td>
</tr>
</tbody>
</table>

*Gross Sales Value (net of rebates) includes all taxes (GST, Compensation, Cess, VAT, Excise Duty, NCCD, etc.)*

## ENVIRONMENTAL

<table>
<thead>
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<tr>
<td>Carbon Positive</td>
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<tr>
<td>Solid Waste Recycling Positive</td>
<td><strong>12 years</strong></td>
</tr>
<tr>
<td>Renewable Energy</td>
<td><strong>Over 43% of total consumption</strong></td>
</tr>
<tr>
<td>24 Platinum Rated Green Buildings</td>
<td><strong>ITC Hotels are LEED® Platinum Certified Green Buildings</strong></td>
</tr>
</tbody>
</table>

## SOCIAL

<table>
<thead>
<tr>
<th>Category</th>
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</thead>
<tbody>
<tr>
<td>ITC e-Choupal</td>
<td><strong>4 million farmers empowered</strong></td>
</tr>
<tr>
<td>Afforestation</td>
<td><strong>Over 7,20,000 acres greened</strong></td>
</tr>
<tr>
<td>Watershed Development</td>
<td><strong>Over 9,60,000 acres covered</strong></td>
</tr>
<tr>
<td>Livestock Development</td>
<td><strong>Over 17,30,000 milch animals covered</strong></td>
</tr>
<tr>
<td>Women Empowerment</td>
<td><strong>Over 62,000 rural women benefitted</strong></td>
</tr>
<tr>
<td>Primary Education</td>
<td><strong>Over 6,00,000 children benefitted</strong></td>
</tr>
<tr>
<td>Skilling &amp; Vocational training</td>
<td><strong>Nearly 64,000 youth benefitted.</strong></td>
</tr>
<tr>
<td>Health &amp; Sanitation</td>
<td><strong>Over 33,000 toilets built.</strong></td>
</tr>
</tbody>
</table>
## ITC AND SDGs

<table>
<thead>
<tr>
<th>Themes</th>
<th>SDG Linkage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Forestry</td>
<td>![Icons]</td>
</tr>
<tr>
<td>Water Stewardship</td>
<td>![Icons]</td>
</tr>
<tr>
<td>Climate Smart Agriculture</td>
<td>![Icons]</td>
</tr>
<tr>
<td>Integrated Animal Husbandry</td>
<td>![Icons]</td>
</tr>
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<tr>
<td>Vocational Training</td>
<td>![Icons]</td>
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<tr>
<td>Sanitation and Solid Waste Management</td>
<td>![Icons]</td>
</tr>
<tr>
<td>Mother and Child Health (MCH)</td>
<td>![Icons]</td>
</tr>
</tbody>
</table>
ITC e-CHOUPAL ECOSYSTEM

- Empowering Farmers
- Enabling Sustainable Agriculture
- Contributing to Climate Resilience
- Enhancing Productivity and Market Linkages

Benefiting 4 million Farmers
ITC’s SUSTAINABLE AGRICULTURE PROGRAMME

- Multiplying Farmers’ Income
- Enabling Climate Smart Agriculture
ITC’s AFFORESTATION PROGRAMME

Greening over 7,20,000 acres & generating 130 million person-days of employment
ITC: CHAMPIONING WATER STEWARDSHIP
Covering over 9,60,000 acres
- Improving Soil Fertility and Moisture Conservation
- Mobilizing Public-Private-People Partnerships
- Water use efficiency through Demand Management
ITC’s LIVESTOCK DEVELOPMENT PROGRAMME

- Income Diversification
- Alternative Livelihood to Farmers

Covering over 17,30,000 milch animals
ITC’s WOMEN EMPOWERMENT PROGRAMME
Economically empowering over 62,000 women
ITC’s PRIMARY EDUCATION PROGRAMME
Benefitting Over 6,00,000 rural children
ITC’s SKILLING & VOCATIONAL TRAINING INITIATIVE
Nearly 64,000 youth trained
ITC’s HEALTH AND SANITATION INITIATIVE

- 95% of project villages declared ‘Open Defecation Free’

Over 33,000 low-cost sanitary units constructed
ITC - Pioneering the Green Building Movement in India

- ITC’s Super Premium Luxury Hotels are LEED® Platinum Certified
- ITC has 24 **Platinum-rated green buildings**
- The ITC Green Centre in Gurgaon, headquarters of ITC Hotels Division, is the highest rated green building in the world
- ITC Grand Chola in Chennai is the world’s largest LEED® Platinum hotel
- Recently, ITC Sankhya, the ITC Group’s data centre in Bengaluru, received the LEED® Platinum certification, becoming the world’s first data centre to receive USGBC’s highest certification
ITC HOTELS
Redefining Hospitality with ‘Responsible Luxury’

- Over 100 hotels across 70 destinations
RENEWABLE ENERGY AT ITC

Over 43% of ITC’s total energy consumption is met from renewable sources
ITC's INTEGRATED WASTE MANAGEMENT PROGRAMME

- Optimizing Packaging and Resource Conservation
- ITC's Well-being Out of Waste (WoW) programme enables Source Segregation, Collection and Recycling of Municipal Waste
- WoW reaches out to **7.7 million citizens** across **10 states**
ITC Green Temple Project - Setting a Zero Waste Example

Three of Tamil Nadu’s revered temples have been leading by example. Partnering with ITC in 2017, they have adopted a closed loop model of solid waste management. The huge amount of organic waste generated from daily offerings and cow dung from their Goshalas (cow sheds) is utilised in bio-composters and bio-gas plants. By recycling this waste on site, the temples are turning their premises into zero garbage zones, benefitting both the temples and their neighbourhoods with cleaner and healthier surroundings. As an extension of this progeamme, ITC has shared best practices with 63 spoke temple stakeholders.
ITC’s STRATEGIC PARTNERSHIPS

**PPPs**

- 61 PPPs to-date

  - PPPs Covering areas of national priorities such as Watershed Development, Sustainable Agriculture, Solid Waste Management and Financial Inclusion.
  - Partnership with NITI Aayog, the policy think tank of the Government of India, to progressively train 2 million farmers in 25 districts under the Aspirational Districts Programme.
  - Partnership with National Bank for Agriculture and Rural Development (NABARD) and several State Government.

**Technical Collaborations**

- 24 technical collaborations with national & global organisations

  - Financial Literacy-CRISIL Foundation

**Village-based Institutions & other Partnerships**

- Enduring partnerships with 86 best-in-class NGOs

  - Both thematic experts and grass-root NGOs
  - Village Institutions - 8850 Groups, - 1,45,000 Members.
ITC SANGEET RESEARCH ACADEMY

- Established in 1977 to carry on the rich tradition of Hindustani Classical music, the Academy is a one-of-a-kind institution preserving a priceless national heritage.
- Recognised as the finest repository of this musical genre, ITC SRA blends scientific research and technology methods with the purity of the age old Guru-Shishya (Master-disciple) teaching tradition.