

BSE Code: 500875

NSE Code: -ITC

Reuters Code: ITC.BO

Bloomberg Code: ITC:IN

ITC Ltd is one of the leading conglomerates with business interests in cigarettes & tobacco, packaging, agri-business, food, hotels, lifestyle retailing, personal care, paper & stationery and branded apparels. In the cigarette segment, the company enjoys more than ~ 80% market share by value in India. Despite the presence across various business segments, cigarette still draws a major part of profitability as the company operates with over 2 mn retailers across India managing one of the largest distribution networks in the country.

Major Catalysts

■ Robust FY13 performance driven by better product mix

ITC has posted 22% growth in consolidated net profit at ₹76.1 bn in FY'13, mainly on account of strong performance across all financial parameters, leveraging its corporate strategy of creating multiple drivers of growth. Net revenue surged 19.4% YoY to ₹316.3 bn, due to 26% YoY growth both from its Agri and other non-cigarette FMCG segment and ~16% YoY growth from its cigarette segment. Better revenue mix, higher operational efficiency and significant cigarette price rise enabled ITC to expand EBITDA margin by 50 bps YoY to 35.7% in FY'13. Going forward, we expect margin to grow at ~37% in FY14E.

■ Growth in leaf tobacco exports resulted in strong revenue growth

ITC's Agri business reported a sales growth of 26% YoY to ₹72.0 bn in FY'13, driven by strong performance of leaf tobacco exports. Currently, agri business which contributes ~20% to the total revenues is the fastest growing business followed by FMCG segment, which contributing ~ 25% to the revenues. The company trades in agriculture product like tobacco leaves, soya, wheat and coffee; where the company enjoys strong competencies in procurement which has been created by long-term association with farmers through its E-choupal program. ITC has recently commissioned a threshing plant in Mysore having an annual capacity of 35 mn kgs green leaf tobacco, which in turn will augur well for the company.

■ Non cigarette FMCG business will provide strong earning visibility

ITC's non-cigarette FMCG business grew by 26% YoY in FY'13, surpassing the industry growth, a sign that ITC is fast gaining market share in the Indian FMCG industry, which is still dominated by HUL, with a 15% market share. In a short span of time, ITC has penetrated successfully in segments like food & confectionery and personal care products. The company has leveraged its strong distribution network developed over the years for its cigarette business to penetrate the FMCG market. The company plans to enter into dairy products soon. Its foods division already has positive cash flows; the personal care division would take at least another six months to turn positive. Consequently we expect non-cigarette businesses to add to the earnings in FY'15 in a better way.

Exhibit 1: Market Data

Rating	BUY
CMP (₹)	368.4
Target Price (₹)	440
Potential Upside (%)	19.4
Duration	Long-Term
52-week High-Low (₹)	370/248
Rise from 52WL (%)	48.5
Correction from 52VH (%)	0.4
Beta	0.9
1 Year Average Volume	6.4mn
	3M- 19.5
Stock Return (%)	6M- 29.9
	9M- 28.1
Market Cap (₹bn)	288.0
Book Value (₹bn)	231.6

Exhibit 2: Fiscal Year Ended

Y/E March	FY12	FY13	FY14E	FY15E
Net sales (₹bn)	266	316	379	462
Net Profit (₹bn)	62.6	76.1	96.0	117.6
Share Capital (₹bn)	7.8	7.9	7.9	7.9
EPS (₹)	8.0	9.6	12.2	14.9
PE (x)	46.0	38.3	30.3	24.7
P/BV (x)	14.8	12.6	11.0	9.3
ROE (%)	32.2	32.9	36.2	37.5
ROCE (%)	44.5	45.1	50.1	52.1

Exhibit 3: Shareholding Pattern

	Jun'13	Mar'13	chg
Promoters (%)	-	-	-
FII (%)	19.64	19.68	(0.04)
DII (%)	33.79	33.45	0.34
Public & Others (%)	46.57	46.87	(0.30)

Exhibit 4: One Year Relative Price Performance



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Siddhartha Sarkar



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A Case for Shareholders' Fiduciary Duties in Common Law Asia Ernest Lim, 2019-08-22 Reconceptualises the general meeting controlling shareholders and institutional investors as fiduciaries in four leading common law Asian jurisdictions

International Journal of Finance and Policy Analysis Siddhartha Sarkar, 2016-02-15 CONTENTS 1 A Study on the Financial Performance Analysis of Indian ITC Company during 2002 to 2012 by Abirami Devi Sivakumar et al 2 Price to Book Value Ratio and Financial Statement Variables A Study of Companies Quoted at Nairobi Securities Exchange Kenya by Kenneth Marangu et al 3 Impact of Performance Appraisal System on Employee Motivation With Special Reference to a Multi Specialty Hospital in Kerala by Ushus Mathew et al 4 Factors Affecting Growth of SACCOs within the Agricultural Sector in Kenya A Case of Meru Farmers SACCOs by Faith NgugiNkuru **STRATEGIC MANAGEMENT** MILIND T.

PHADTARE, 2010-10-04 Primarily intended for the postgraduate students of commerce and management this compact text covers all the topics prescribed in almost all universities and autonomous institutes in India Each concept is explained with the help of many real life examples from the Indian context Considering the fact that the understanding of the concept of strategic intent is prerequisite to the understanding of strategic management the chapter on strategic intent is included which brings out the differences between various elements of strategic intent It also covers the current happenings in the businesses from the Indian context Similarly a topic on strategic choice has been discussed at length because of the fact that BCG growth share matrix and GE nine cell matrix are extremely useful in making a strategic decision in real life Besides the book contains ten case studies on various topics of strategic management such as environmental appraisal critical success factors SWOT analysis strategic intent strategic choice business level strategy formulation and choice of growth strategy All these cases are provided with authentic industry specific data Firms are chosen from different businesses thereby giving business specific flavour and a broad understanding of various business domains **The Real Indian Idols** SUMAN

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Financial Accounting for Management Ambrish Gupta, 2008-09 Financial Accounting for Management An Analytical Perspective focuses on the analysis and interpretation of financial information for strategic decision making to enable students and managers to formulate business strategies for revenue enhancement cost economies efficiency improvements restructuring of operations and further expansion or diversification for creating and enhancing the shareholder's value Though the book has MBA MFC and MBE students as its primary audience managers in the corporate sector and students of CA CWA CS CFA and CAIIB will find it equally useful because of its practical orientation

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