



Q2 FY22 Results

OCTOBER 2021



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Macro Context

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Q2 Performance Highlights

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Improving Macro Narrative as the Pandemic Recedes Again, but Rural Growth Decelerates



- Daily new COVID cases drop to less than 20k - active caseload lowest since March 2020
- Vaccination rates pick up - three out of every four adults in the country have received at least one jab.



- Mobility above pre-pandemic levels for the first time since the onset of the pandemic
- Signs of pickup in out-of-home consumption and discretionary categories
- Rural growth moderating sequentially

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Strong Volume led Revenue Growth in both India and International continues

Q2 FY22 (YoY)



17.5%

Consolidated EBITDA Margin

9%

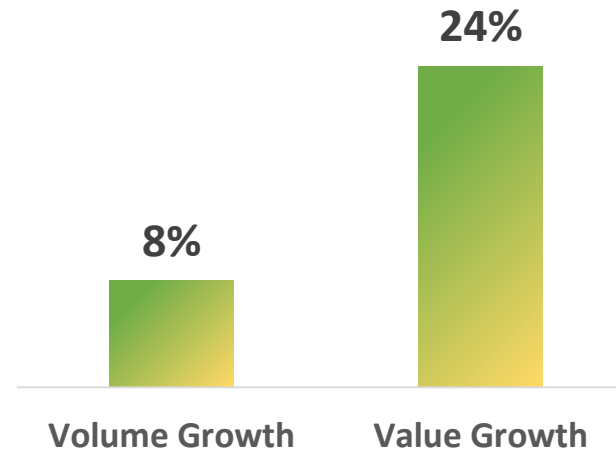
Consolidated EBITDA Growth

8%

Consolidated PAT (bei) Growth



India: 2-year Volume CAGR in line with medium term targets | Market Share Gains Continue



- **Despite moderation in pace of growth, rural outpaces urban during the quarter and on 2-year CAGR basis**
- **Double digit volume growth in Alternate channels**
- **CSD recovers off a low base**

Parachute: Continues to Lead the Way



Q2 FY22

7%

Volume Growth

18%

Value Growth

Growth led by penetration increase in core and non-core markets

180 bps

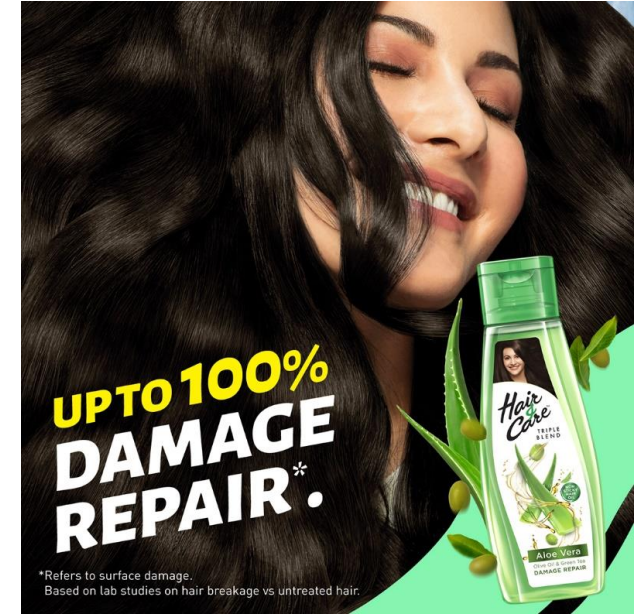
Volume MS gain in rigid packs (MAT Sep'21)

Copra Outlook Range bound in the near term

5-7%

Medium-term Volume Growth Aspiration

VAHO: Healthy Momentum Sustained



Q2 FY22

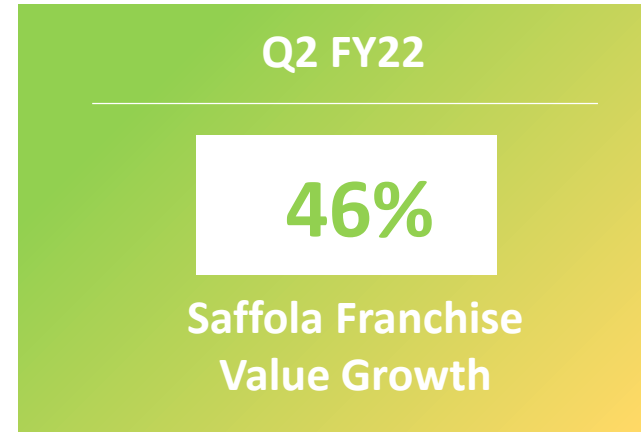
16%

Value Growth

~40 bps
Volume MS Gain
(MAT Sep'21)

Stronger traction in
Mid and Premium
segments

Saffola Franchise: Muted Quarter for Edible Oils; Foods Marches on



Oats franchise

Gaining Penetration on MAT basis

36% Value Growth

Volatility in edible oil prices & lower in-home consumption impact performance

~70% Saffola Foods Growth in Q2

New launches performing in line with expectations | New Saffola Chyawanprash launched



WHY SAFFOLA IMMUNIVEDA CHYAWANPRASH AVALEHA

- Packed with the power of -

Amla, Giloy, Ashwagandha	Pippali	Amla & Honey
HELPS IMPROVE IMMUNITY	RESPIRATORY SYSTEM REJUVENATOR	ANTI OXIDANT & IMMUNITY BOOSTER

Market Shares Steady

Tracking **inline** with internal targets

Extended to select **GT in South**

Regularly featuring among top 5 **bestsellers** in the Pasta and Noodle category on



~20% market share in MT and trending well in GT

Scaling up ahead of internal targets

Available across channels as well as Saffola D2C Store

3 SKUs – 500 gm, 1kg and 1.25 kg value pack exclusive for MT

Premium Personal Care: Lights up hope of a sustained recovery



Livon Serums now ahead of pre-COVID levels



Set Wet portfolio on recovery path

As discretionary consumption picks up



- Leverage leadership position of our brands and low penetration of categories
- Beardo and Just Herbs in line with expectations | Beardo targets 100 Cr run rate on exit basis

Aspiration of ₹ 450-500 cr. topline by FY24 from Digital-first brand portfolio



International: All geographies pitch in, except Vietnam



Bangladesh



16%
CCG

New launches
scaling up well



South East Asia



-2%
CCG

Vietnam
subdued by
COVID surge



South Africa



8%
CCG



MENA



20%
CCG

(on low base)

CCG – Constant Currency Growth

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Near Term Outlook



External Stimulus

- Accelerated Vaccination Drive and Expanded Coverage | No Fresh Surge in COVID Caseloads
- Normal Monsoon | Continued Government Stimulus
- Monitor Rural Consumption Sentiment alongside the impact of Inflation on overall disposable incomes



Revenues

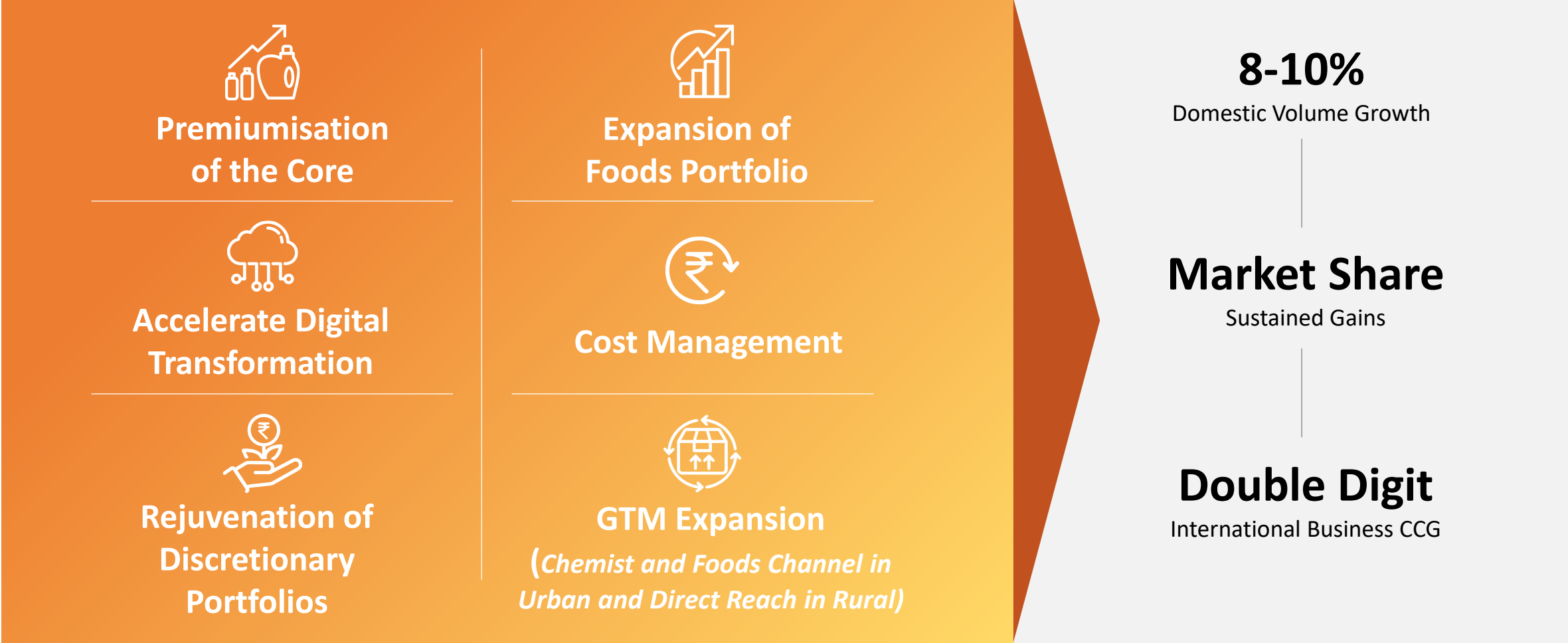
- Mid-single digit domestic volume growth likely in H2
- Maintain Market Share Gain Momentum
- Stable Growth in the International Business



Margins

- Gross Margin to sequentially improve in Q3 and Q4
- Cost Rationalization remains a focus

Medium-Term Strategic Priorities Remain Consistent



Integrating ESG focus with Sustainable Value Creation Goals



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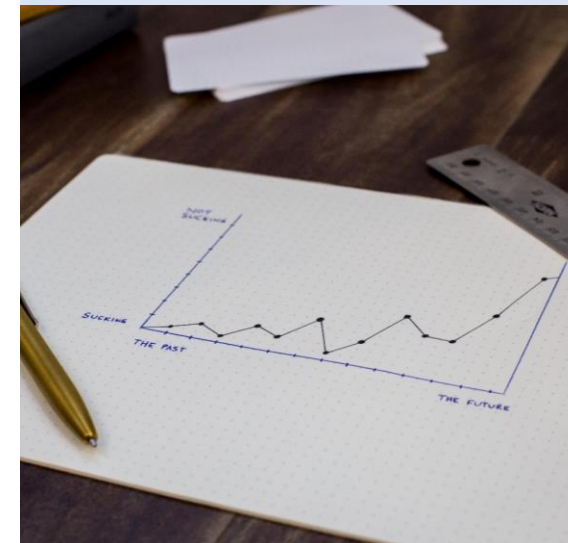
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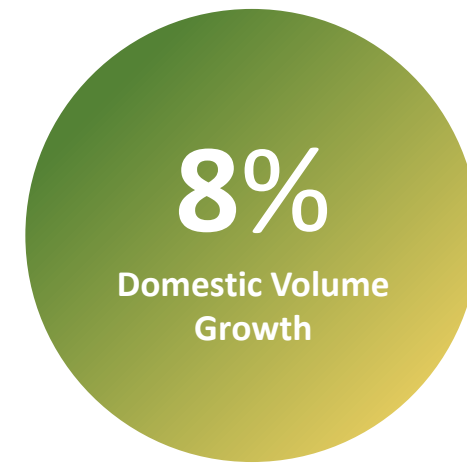
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Consolidated Profit & Loss Statement

(in ₹ cr.)			
Particulars	Q2FY22	Q2FY21	Change (%)
Revenue from Operations	2,419	1,989	22%
Material Cost	1,392	1,034	35%
ASP	194	189	3%
Employee Cost	153	137	12%
Other Expenses	257	240	7%
EBITDA	423	389	9%
EBITDA Margin	17.5%	19.6%	(210 bps)
PAT bei	309	285	8%



Capital Efficiency Ratios

Particulars	Q2FY22	Q2FY21
Debtors Turnover (Days)	25	26
Inventory Turnover (Days)	52	58
Net Working Capital (Days)	16	31
Return on Capital Employed (%)	40.2	39.3
Return on Net Worth (%) (excl. one-offs)	32.7	32.1

Awards and Recognitions



Ranked highest amongst FMCG companies in CRISIL Limited's ESG Performance Score in 2021



Marico's Perundurai Unit wins the CII GreenCo Star Performer Award 2021



Recognized as one of the top 10 BSE 100 Indian cos. in the 'Leadership' category as per the Indian Corporate Governance Scorecard 2020



Winner of the 'Future of Workforce Disruptor' award under the 'Medium Enterprise' category at the Mint W3 Conclave 2021

Annexure 1: Operating Margin Structure for Marico Limited (Consolidated)

Particulars (% of Revenues)	Q2FY22	Q1FY22	Q2FY21
Material Cost (Raw + Packaging)	57.5%	59.0%	52.0%
Advertising & Sales Promotion (ASP)	8.0%	6.9%	9.5%
Personnel Costs	6.3%	5.9%	6.9%
Other Expenses	10.6%	9.1%	12.1%
PBDIT margins	17.5%	19.0%	19.6%
PBDIT before ASP	25.5%	26.0%	29.1%

Annexure 2: Market Shares in Key Categories in the India Business - MAT Sep'21

Franchise	~MS%	Rank
^ Coconut Oils	63%	1 st
^ Parachute Rigids within Coconut Oils	53%	1 st
^ Saffola – Super Premium ROCP	82%	1 st
* Saffola Oats (Market leader in Flavoured Oats)	41%	2 nd
^ Value Added Hair Oils	37%	1 st
^ Post wash Leave-on Serums	64%	1 st
* Hair Gels/Waxes/Creams	58%	1 st

^ Volume Market Share * Value Market Share

Annexure 3: ESG Performance Snapshot (till Q2 FY22)



Climate and Emissions

- **79.3%** reduction in GHG emission intensity (Scope 1+2)
- **72%** energy sourced from renewables



Water Stewardship

- **100% replenishment** of water consumed in operations
- **2,410 mn litres** of water capacity created till date



Circular Economy

- **95%** recyclable packaging by weight
- **31,28,000 kg** of post-consumer plastic waste collected and co-processed till date



Sustainable Coconut

- **0.213 mn** acreage enrolled under Parachute Kalpavriksha Foundation till date covering **46741 farmers**
- **15%** improvement in productivity in farms that have completed more than a year under the program



Social Value Creation

- **0.4 mn+** students impacted from Nihar Shanti Pathshala Funwala's Whatsapp-based English literacy program.
- **2,504** beneficiaries trained and **1268** placed by the Nihar Skills Academy
- **0.3mn+** sanitizers, **50k** masks, **30** oxygen concentrators & **60** nebulizers donated for Covid relief



Inclusion & Diversity

- **Marico's I&D Council and Charter** launched



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Thank You

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