Marico – Information Update for Q1FY18 (Quarter ended June 30, 2017)

Executive Summary: Consolidated Results

Particulars (INR Cr)	Q1FY18	Growth
Revenue from Operations	1,692	-4%
EBITDA	324	-13%
EBITDA Margin (%)	19.2%	Down 215 bps
Profit After Tax	232	-12%
India Volume Growth (%)		-9%
International Constant Currency Growth (%)		6%
Overall Volume Growth (%)		-7%

For the quarter Q1FY18, India business witnessed volume decline of 9% on the backdrop of destocking by trade in June due to GST transition. However the off take growth was satisfactory and we saw increase in market shares across all key franchisees. The volume decline is attributable to steep pipeline correction across channels, especially wholesale and rural, leading to a decline in the stock turnover ratios (STRs) in trade. The northern and eastern markets were impacted more than rest of India. Business with CSD (which contributes around 7% of India business) practically came to a standstill in the month of June declining by 15% for the quarter. International business grew 6% in constant currency terms (Volume growth of 1%). Revenue from Operations at INR 1,692 crore (USD 260 million), shrunk by 4% over Q1FY17. Although copra prices have increased by more than 60% YoY, we have held back the price increase in Parachute Rigid portfolio in the wake of GST roll out. Advertising & Sales Promotion spends were held back amidst environmental uncertainty. Operating margin stood at 19.2% which is marginally above our medium to long term margin guidance.

Other highlights relating to the quarterly performance are as follows:

- It was a busy quarter for new products in India – multiple new launches in male grooming & hair oils put together.
- Volumes in the Parachute Rigid portfolio in India declined by 9%. However, the sales value growth was positive at 3%. Despite headwinds, the coconut oil portfolio saw market share gains, a reversal after four quarters of decline.
- Saffola Edibles Oils portfolio declined by 9%.
- Value Added Hair Oils (VAHO) declined 8%. However, the franchise continued to gain market share in value (130 bps) and volume (178 bps) terms.
- Male Grooming portfolio value decline was 23% while premium hair nourishment portfolio declined by 25% in value terms.
- More than 90% of the portfolio continued to gain market shares on 12 months MAT basis.
- International geographies ex-MENA posted constant currency growths of 10%. Bangladesh posted a double digit constant currency growth after four quarters – near term looks promising.
- Y-o-Y, Gross margins declined by 4.5% due to higher input costs. (Y-o-Y contraction in Q4 FY17 was 1.7%).
- A lower ASP to sales ratio at 9.5% was an aberration due to uncertain business environment - likely to remain at ~11-12% in the medium term given the healthy innovation pipeline.
- EBITDA margins contracted by 2.1% YoY to 19.2% from the highs of 21.3%: India 21.8% & International 20.9%.

Summary of value growth across Businesses:

Categories/Businesses	Q1FY18	Share of Group's Turnover basis FY17 results
FMCG Business	-4%	
India	-4%	77%
International	-1%	23%

 For further information / clarification, contact Marico on Tel (91-22) 6648 0480, E-mail: investor@marico.com

Volume Market Shares in Key Categories - Basis Moving Annual Total (MAT)

Brand & Territory	~MS%	Rank	Brand & Territory	~MS%	Rank
Coconut Oils (India) (Parachute and Nihar)	58%	1st	Parachute Coconut Oil (Bangladesh)	86%	1st
Saffola (Refined Oils) – Super Premium Refined Oils in Consumer Packs (India)	66%	1st	Post wash Leave-On Serums (India) (Livon and Silk-n-Shine)	83%	1st
Hair Oils (India) (Parachute Advansed, Nihar, Hair & Care)	33%	1st	*X-Men Men's Shampoo (Vietnam)	38%	1st
Value Added Hair Oils (Bangladesh)	18%	2nd	*Hair Code & Fiancée Gels (Egypt)	54%	1st
*X-Men Men's Aerosol Deodorants (Vietnam)	29%	1st	*Hair Creams/Gels (India) (Set Wet and Parachute After shower)	62%	1st
*Saffola Oats (India)	27%	2nd	*X-Men Roll-On Deodorants (Vietnam)	32%	2nd

***Value market shares**

All numbers mentioned in INR in this note are converted to USD basis INR/USD of 65, being the average rate for the quarter.

India Business

The FMCG Business in India achieved a turnover of INR 1,328 crore (USD 204 million), a decline of 4% over the same period last year.

The volume decline in India was 9% for the quarter. This lower growth is attributed to the transitionary impact of GST and the subsequent pipeline reduction in trade especially in rural, wholesale channel and CSD. In an endeavour to protect the trade from suffering any losses on the transition stocks, the Company assured of making good the loss on the closing stock, however we steered away from doling out additional discounts as we believe that the impact is transient in nature.

The operating margin during Q1FY18 was 21.8% before corporate allocation as against 25.4% (which was much higher than our medium term guidance on the back of a very benign input cost environment) for the same period last year. The margins saw a decrease this quarter due to significant increase in the input costs but company chose to hold back the price increase in Parachute Rigids portfolio. In the near term, the input costs are likely to rise further. The Company will revisit the prices in the near term. The focus on a balanced approach towards volume growth and profitable margins will continue. In the medium term, the Company would be comfortable at ~ plus 20% EBITDA margins.

The table below summarizes volume and value growths across key segments:

Categories	Q1FY18		% of Group's FY17 Turnover
	Value Growth	Volume Growth	
Marico India	-4%	-9%	77%
Parachute Coconut Oil (Rigid packs)	3%	-9%	25%
Value Added Hair Oils portfolio	-7%	-8%	21%
Saffola (Refined Edible Oil)	-8%	-9%	16%

Parachute– *Volume decline due to transitional impact of GST; market share gain after 4 quarters is reassuring*

Marico participates in the INR 4,300 crore (USD 642 million) branded coconut oil market through Parachute, Nihar and Oil of Malabar. Parachute's rigid portfolio (packs in blue bottles), witnessed volume decline by 9% in Q1FY18 over Q1FY17 due to transitional impact of GST, as the trade inventory went down. Despite the decline, the franchise has outperformed the category growth, which is evident from the fact that during the 12 months ended June 2017, Parachute along with Nihar & Oil of Malabar increased its market share by more than 37 bps to 58%, a reversal after four quarters of market share loss. While the copra prices went up 7% on a sequential basis (Y-o-Y increase of 69%), the Company chose not to take any further price increases momentarily. The Company expects the copra prices to go up further in Q2FY18. Company will revisit the prices in near term considering the inflation in commodity prices. The Company operates in a band of gross margin per unit and will take judicious pricing decision to maintain a sweet spot between volume growth and margins.

The non-focused part of the portfolio (mainly pouch packs) declined during the quarter due to the higher dependence on wholesale and rural.

Of the total coconut oil market, approximately 30-35% in volume terms is in loose form. This loose component provides headroom for growth to branded players. The Company's flagship brand Parachute, being the market leader, is well placed to capture a significant share of this growth potential on a sustainable basis. The Company would continue to exercise a bias for franchise expansion as long as margins remain within a band. Towards that end, we will continue to invest behind brand building and tactical inputs to remain competitive. It is generally observed that a moderate inflationary environment swings the competitive position to the Company's advantage as it puts pressure on the working capital requirements of marginal players. This leads to market share gain and better volume growths. GST roll-out should further hasten the conversion as compliance levels go up.

Saffola: New packaging for Saffola Oils focusing on variant wise benefits to consumer; launches new flavor under Saffola Masala Oats

The Saffola refined edible oils franchise witnessed a decline of 9% in volume terms during the quarter due to destocking in anticipation of GST. The higher dependence on the CSD channel further plagued category growths for the quarter. The brand launched its new packaging with relevant benefit positioning for each of the variant derived from factors affecting heart health

Over the last few years, a new sub-segment of super premium edible oils has emerged and has been growing rapidly. Marico believes that it can participate in this growth with its differentiated proposition. Accordingly, in Q4 FY17 it launched the first of its kind blend of Olive and Flaxseed oil under a sub-brand Saffola "Aura". A Blend of two superfoods, Saffola Aura combines the benefits of Omega-3 and Antioxidants in single oil. It has been launched in Extra Virgin and Refined Variants across the key metros. With this launch, Saffola reaffirms its position in the premium segment offering health benefits across segments. The variant is slowly ramping up its distribution.

The Saffola range of blended refined oils (available in five variants) operates in the premium niche of the refined edible oils market. These oils provide a balance of PUFA (polyunsaturated fatty acids) and MUFA (mono-unsaturated fatty acids) and thus help consumers to proactively manage a healthy lifestyle. With rising awareness about healthy living in the country, this provides significant headroom for growth. The Company has been driving growth through building relevance of the Brand amongst proactively health conscious consumers, with Saffola Active communication on the "Stay Fit & Active" proposition.

The brand gained market share of 203 bps and further strengthened its leadership position in the super premium refined edible oils segment to 66% during the 12 months ended June 2017. Saffola Oils household penetration has increased from 64 lac households to 81 lac households in the past 2 years. The near term outlook for the blended oil franchise is positive with double digit volume growth prospects.

Saffola's foray into healthy foods, Saffola Oats continues to consolidate its strong second position in the oats category with a value market share of 27%. Saffola Oats is the highest distributed oats brand in the country. Focus on value added offerings in the oats segment has enabled the Company to capture 68% value share in the flavored oats market on a MAT basis. The Company's ability to localize the product to suit the Indian palate and drive consumption by increasing the occasion of use apart from breakfast to in-between meals has been the key catalyst in creating and succeeding in this category. During FY17, the category slowed down and the competitive headwinds were also strong. . During the quarter, the growth of oats franchise was muted. The Company realizes that future growth will come from expanding the category with continuous innovation in product and packaging and has taken definitive steps towards this end. The Company will also invest in sampling and distribution which are the other two growth pivots. The Company is also focused on margin improvement with focused cost management initiatives. These will provide resources to plough back for growth. Saffola Masala Oats launched a new exciting flavor viz. **"Pongal Surprise"** during June 2017 in the markets in South as well as Modern Trade across India. This flavor has been developed keeping in mind that consumers crave for novel and exciting flavors during snacking occasions. We will continue to innovate in coming quarters.

Value Added Hair Oils (Parachute Advansed, Nihar Naturals and Hair & Care) – Portfolio impacted by higher dependence on rural and wholesale channel but market share gains continue

Marico's value added hair oil brands registered a volume decline of 8% during the quarter. The decline was largely due to correction of inventory across trade channel although off-takes continued to grow ahead of category. Marico continues to grow faster than the value added hair oils market of INR 6,500 crore (USD 970 million). Consequently, during the quarter, the Company further strengthened its market leadership by 178 bps to 33% volume share (for 12 months ended June 2017) and with value share gain of 130 bps to 26% for the same period. The Company will continue to focus on premiumization to drive growth in the category.

Nihar Shanti Amla continues to gain market share and achieved a volume market share of about 40% for the 12 months ended June 2017 in the Amla hair oil category (MAT June '16: 37%). The exit market share of Nihar Shanti Amla at 40% reflects the continued strong growth trajectory. The increased scale of the franchise enables the Company to benefit from operating leverage thereby improving net margins despite competitive pricing. The Company aims to become the volume market leader in the Amla hair oil category in FY18.

Premiumization of the Hair Nourishment Portfolio

In May 2017, the Company has launched exciting and super nourishing range of fruit based hair oils under the Hair & Care brand available in 2 variants with extracts of:

- Olive, Lime and Green Apple
- Orange, Pomegranate and Strawberry

Parachute Advansed Aloe Vera Hair Oil which is now available in the markets of Maharashtra, Andhra Pradesh, Telangana & Tamil Nadu continued to show traction and grew healthily.

The Company will continue to aggressively invest behind these brands in these markets to drive premiumization.

Targeting the Bottom of the Pyramid Segment and inducting a new consumer base

As an endeavour to further strengthen our right to win in the low unit pack segments, the Company has been prototyping with sachet and spout packs of its hair oil brands. The Company will focus on availability and affordability of these packs for ensuring conversion.

Nihar Naturals Sarson Kesh Tel, a value added mustard oil targeting loose mustard pool, post the launch across markets in North and parts of East India continues to expand its reach. It has a meaningful share in the perfumed mustard oil category (MAT June '17: 7%). The Company will continue to invest behind the brand as it sees a big opportunity in a large source pool of unorganised mustard oil market. The Company's Rural Go-To-Market initiatives will aid further scale up of these initiatives.

Hair Fall Control

- Parachute Advansed Ayurvedic Oil, with presence in southern states, continues to hold market shares.
- Parachute Advansed Ayurvedic Gold Hair oil, operating in all Non-Southern States has been performing below its action standards. However, the Company continues to be excited about the brand's long term potential and therefore will continue to invest in brand building and expansion initiatives in a focused manner.

The company expects to cross top line milestone of INR 100 Crore (USD 15 million) by FY19.

The Value Added Hair Oils category has been amongst the fastest growing large sized FMCG segments in India and compares very well with other highly penetrated personal care categories. The new age hair oils in the developed markets could create a super-premium segment in India too. This serves to emphasize that hair oils can drive both beauty and nourishment. Marico will continue to focus on upgrading the portfolio by playing across segments that cater to consumer needs of nourishment and problem solution.

The Youth brands portfolio comprises following categories; Hair Gels, Deodorants, Hair Gain Tonic and Leave-in Serums. From this quarter, the Company has decided to present numbers in line with our communication viz. male grooming and premium hair nourishment.

Male Grooming – *GST impacts growth this quarter; slew of exciting new launches – near term looks promising*

Overall, during this quarter, this portfolio declined by 23% in value terms as destocking impacted the portfolio due to comparatively higher trade pipeline. The Company has defined a multi-pronged strategy for long term sustainable growth of the male grooming business:

1. Set Wet Gels: Drive penetration and category growth;
2. Set Wet Deodorants: Drive market share through a differentiated imagery & in-store presence;
3. Parachute Advansed Men Range: To tap the need of men looking for nourishing styling options.

The value market share of **Set Wet Gels** has grown by 255 bps in last 12 months and currently stands at 58%. The Gels now comprise circa 55-60% of total Male Grooming Portfolio. To further establish its styling credentials, Set Wet is prototyping a new range of beard grooming products in Punjab and E-commerce.

Set Wet Deodorants portfolio achieved a volume market share of about 3.2% for the 12 months ended June 2017 in the Deodorants category (MAT June '16: 3.0%). In June 2017, the brand has launched no-gas deodorants in two variants in June 2017 and also prototyped an affordable pocket deodorant at INR 49 in 2 variants in the states of Andhra Pradesh and West Bengal.

During this quarter, the Company launched **Parachute Advansed Men Range**, a nourishing range of haircare products (Cream and Oil) specially formulated for Men. The campaign "Good men deserve to look good" began in mid-May and received positive reviews. The Company will keep investing behind the brand in the future.

The Company considers male grooming to be a big opportunity across its geographies and is determined to innovate and grow the market. The Company aims to have broad spectrum play in this category and ultimately gain market leadership in various sub-segments. Given the initiatives rolled out for all the three verticals, the Company is confident of a double digit value growth for the balance part of the year.

Premium Hair Nourishment – *Destocking impact felt the most in this category but MS gains continue*

Overall, during this quarter, this portfolio comprising Livon and Silk-n-Shine declined by 25% in value terms as destocking impacted the portfolio due to comparatively higher trade pipeline. Following is the strategy the Company has chalked out to drive growth in premium hair nourishment business:

1. Livon Hair Gain: Drive trials and repeats through efficacious product offering while simultaneously blocking out unfair competition with innovative packaging; and
2. Livon Hair Serum: Drive affordability, penetration and relevance in the niche segment of hair serums.

Livon Serum's core proposition of 'salon finish hair at home', launched in August 2016 with a focus on metro markets has built relevance for the brand. The brand has shown signs of positive campaign traction and has also started to unlock the e-commerce channel potential. In a bid to accelerate trials, Livon prototyped its sachet at INR 3 in Gujarat in October, 2016 which has performed well with reach of one lakh outlets in less than 6 months of launch. Going forward, the Company will keep investing behind the new age e-commerce channel and also drive category penetration through the sachet pack.

The categories of Leave-in Conditioners (Livon and Silk-n-Shine) and Hair Gain Tonics are at a very nascent stage as their penetration in India is far lower as compared to other emerging markets. Being market leaders, the Company is determined to innovate and grow the market. Overall, the Company is confident of a double digit value growth for the balance part of the year.

Innovation Pipeline and Brand Restages

For Marico, one of the strong pillars to drive healthy volume growth is Innovation. During the quarter, many new launches were in the market. For a better understanding on the same, we have attached a separate presentation to this update, capturing these new product launches.

Input Costs and Pricing

During the quarter, the average market price of copra was up by 7% sequentially and by 69% Y-o-Y. The annual crop in FY 2018 is expected to be lower by around 20% due the deficient monsoon of 2017. This will cause the price to remain high. The prices in Q2 FY18 are expected to be mildly bullish compared to Q1 FY18 due to seasonal festival demand for coconuts, copra & oil.

The market price of the other key inputs, Rice Bran oil was down 5% and Liquid Paraffin (LP) was up 21% during the quarter as compared to Q1FY17. HDPE (a key ingredient in packaging material) price was down by 4% as compared to Q1FY17.

The Company derives comfort and confidence from the pricing power that its brands enjoy. The Company would continue to exercise a bias for franchise expansion as long as margins remain within a band and do not fall below a threshold at the overall business level.

Markets/Distribution Channels

Marico's rural declined by 11% in the run up towards GST while urban sales remained flat in Q1FY18. Sales in Modern Trade (10% of the India turnover) continued the good run with growth of 11% in Q1FY18. CSD and Institutional sales (7% of the domestic turnover) declined by 15% in Q1FY18 due to a complete blackout in June 2018. Recovery in the CSD channel is expected to happen towards end of Q2 FY18.

E-commerce

As part of its plan to remain relevant to the internet-savvy new age consumers & other stakeholders, the Company, in coming quarters, will focus a lot on various digital Initiatives. As a result, e-commerce has become an important pivot of growth. This business grew by 115% during the quarter, albeit on a lower base. The Company has taken definitive steps to stay ahead of the curve in this space and has identified and appointed dedicated resources for e-commerce including top-class consulting resources.

Update on GST

GST is one of the biggest indirect tax reforms which India has ever witnessed. We strongly believe that GST is a progressive step which will transform the fiscal architecture of modern India with regard to matters of taxation and enhance the overall business environment.

Short term disruption - Although government had come up with the transitional provisions, which appeared to be reasonably fair, the wholesalers and retailers maintained a cautious approach and lowered down the stock levels as on the date of transition. However, this impact will be short lived and business should come back to normalcy in subsequent quarter(s).

Rate Impact on Marico - The GST Council has made a stellar attempt at ensuring that the new GST rate structure is not inflationary yet revenue revival. Once the initial teething issues are ironed out, the GST regime is expected to provide a much required boost to the consumer demand. Overall impact on Marico is positive and the Company is passing on the benefits of the tax rate reduction to the end consumer by reducing MRPs in the Value Added Hair Oil and Saffola Edible Oil categories. The company has initiated production of reduced MRPs in early July.

Long Term Expectations - It is expected that there would be an upward shift in market share for the organized sector which is good from long term point of view for company like us. It will also lead to supply chain efficiencies which will further unlock value for the Company.

International Business

The summary of top line performance of the International Business is as under:

Particulars	Q1FY18
Turnover (INR Crore)	365
Reported Growth	-1%
Constant Currency Growth	6%
Exchange Rate impact	-7%

During the quarter, Marico's International business grew by 6% in constant currency terms (volume growth of 1%). MENA region continues to experience the macro-economic headwinds which put pressure on the overall international business. Excluding MENA, International geographies grew at a constant currency rate of more than 10% in Q1FY18.

The operating margins (before corporate allocations) are at 20.9% in Q1FY18 as against 20.4% for the same period last year. The higher margin in this quarter can be attributed to lower advertising spends in the MENA business which is facing major macro-economic crisis offset by the inflation in key commodities on a YoY basis. The Company shall endeavor to maintain international margins at ~16-17% and continue to invest and plough back savings to drive growth.

Bangladesh (44% of the International Business): a robust performance during the quarter

In Bangladesh, topline in constant currency terms grew by 12% in Q1FY18 (volume growth of 4%).

Parachute coconut oil reported growth of 10% in constant currency terms (volume growth of 1%) during the quarter and maintained leadership position with 86% share. With inflation in commodity prices, Company has taken the prices up in the coconut oil portfolio by 10% towards the end of FY17. This will ensure inflation led value growth in FY18. The scope of volume growth in coconut oil segment is limited as the category has matured. However, the Company is confident of growing this franchise at a single digit constant currency growth in FY18.

During the quarter, the Company's value added hair oils portfolio grew at a rate of 28% in constant currency terms led by strong growth in the flagship brand 'Parachute Advansed Beliphool'. Overall, the non-Coconut oil portfolio grew by 18% in constant currency terms in Q1FY18. To mitigate the impact of increase in inputs costs, Company took prices up by 8% in VAHO portfolio in the later part of Q4FY17.

In the last few years, the Company has made significant investments to expand its non-coconut oil portfolio such as Value Added Hair Oils (VAHO), Deodorants, Gels, Leave-in conditioners, Body Lotion, Masala Oats and Premium Edible oils. These products have been accepted well and are expected to create a portfolio of the future. Consequent to these initiatives, the non-coconut oil portfolio is now circa 19% of the total business in Bangladesh as compared to 10% five years back. The new launches offer a substantial proposition for future roadmap. The Company is leveraging its strong distribution network and learning from the India market to quickly scale up its new product introductions in Bangladesh. The non-Coconut oil portfolio is likely to become ~30-40% over next 2-3 years from the current share of ~ 19%.

Overall, in the near term, the Company is confident of delivering a double-digit constant currency growth.

South East Asia (28% of the International Business)

Business in South East Asia (of which Vietnam is a significant contributor) grew by 7% in constant currency terms. In Vietnam, X-Men maintained its leadership in male shampoos and attained market leadership in the male aerosol deodorants category. Over the medium term, the Company remains well poised to participate in the category growths.

Myanmar is poised to be a USD 8 million business by end of the year.

Middle East and North Africa (MENA) (15% of the International Business): Headwinds continue to be strong

The MENA business declined 14% in Q1FY18 over Q1FY17 in constant currency terms. The Middle East business declined 6% in Q1FY18 on constant currency basis, while the Egypt business declined by 27% in FY17 in constant currency terms as down-trading continued in both the markets.

Egyptian Pound (EGP) has depreciated by 53% against INR over the last 12 months putting pressure on margins and value growth. Currency devaluation led hyper-inflationary scenario continues to hurt the Egyptian economy.

We remain cautiously optimistic about this region in the near term. Given the equity of brands such as Hair Code in Egypt and Parachute in Middle East, we remain positive about the medium term outlook on these markets. Business is expected to get back to growth trajectory in H2 FY18.

South Africa (7% of the International Business)

The business reported a constant currency growth of 5% during the quarter despite challenging macro conditions.

New Country Development & Exports (5% of the International Business)

Expansion in adjacent markets such as Sri Lanka, Nepal, Bhutan and exports to diaspora markets is expected to contribute ~ USD 13 million this year. These markets had shown a strong growth trajectory in FY17 and continued the momentum as we entered Q1FY18. The business grew by 26% in constant currency terms during the quarter and the Company is positive on the future prospects of this business.

Note: The country wise contribution to International Business revenue is based on FY17 turnover.

OPERATING MARGIN STRUCTURE FOR MARICO FMCG Business

% to Sales & Services (net of excise)	Q1FY18	Q1FY17	Q4FY17	FY17
Material Cost (Raw + Packaging)	52.5	48.0	48.1	48.0
Advertising & Sales Promotion (ASP)	9.5	11.9	8.4	11.1
Personnel Costs	6.4	6.0	7.4	6.8
Other Expenses	12.4	12.8	16.4	14.6
PBDIT margins	19.2	21.3	19.6	19.5
PBDIT before ASP	28.7	33.2	28.0	30.6

(a) The average market price of copra, the largest component of input costs, was 69% higher in Q1FY18 as compared to Q1FY17. The market prices of liquid paraffin were 21% higher as compared to Q1FY17. The market price of safflower oil was up by 2% and rice bran oil was down by 5%. The consumption prices may differ from market prices depending on the stock positions the Company has taken. On an overall basis, the gross margins declined by 454 bps during the quarter.

(b) ASP spends to sales ratio during the quarter was 9.5% due to pullback of spends. The ASP decrease this quarter was again an aberration to ensure effectiveness in such tough and volatile environment. However, the Company intends to continue spending on ASP in the near term for ensuring long-term sustainable growth. The Company expects to operate in a band of 11-12% in the medium term.

(c) Personnel Costs in Q1FY18 grew by 3% over Q1FY17 on account of annual salary revisions offset by lower employee costs in INR terms due to the significant currency devaluation in Egypt.

(d) The other expenses include certain items which are variable in nature (almost 2/3rd of other expenses). Other expenses are likely to remain in the range of 12-14% of Turnover in the medium term.

   a. Fixed Expenses include items such as rent, professional charges, foreign exchange losses and donation. The decrease (refer table below) is on account of the hit of INR 16.9 crores on realized foreign exchange losses in the base quarter for hedging part of ECB loan taken for funding Vietnam acquisition offset by increased rent of godown and costs towards enhancement of IT and sales infrastructure. If one were to exclude cost of ECB hedging from current year and previous year numbers, the increase in the fixed expenses would work out to 10%.

   b. Variable Expenses include items such as freight, subcontracting charges, power and fuel, warehousing, input and output taxes etc. The variable expenses have decreased by 3% on account of freight, other rates & taxes and contract manufacturing charges which is line with the volume decline.

Other Expenses	Q1FY18	Q1FY17	% variation
Fixed	68.7	79.2	-13%
Variable	140.4	144.9	-3%
Total	**209.1**	**224.1**	**-7%**

The detailed Financial Results and other related useful information are available on Marico's website – http://marico.com/india/investors/documentation/quarterly-updates

Capital Expenditure and Depreciation

The estimated capital expenditure in each of the years FY18 and FY19 is likely to be around INR 100–125 crore (USD 15-19 million).

Depreciation during Q1FY18 was INR 21.1 crore (USD 3.3 million) compared to INR 20.8 crore (USD 3.2 million) in Q1FY17. The increase is on account of capital asset additions at the Guwahati plant in the current quarter.

Direct Taxation

The Effective Tax Rate (ETR) during Q1FY18 is 26.9% as compared to 28.6% during Q1FY17. ETR in Q1FY18 was lower due to tax exemption in the new Guwahati manufacturing unit.

The expected ETR during FY18 and FY19 would be around 27-28%. It should be noted that this tax rate is basis the accounting charge in the P&L account. The Company will continue to pay basis MAT and therefore from the cash flow point of view there is no change. The current MAT credit of about INR 10.8 Crore as of 30th June, 2017 is expected to be utilised by the Company over the next few years (total generation of INR 3 Crores in Q1FY18 due to new Guwahati manufacturing unit).

Capital Utilization (Marico Group)

Given below is a snapshot of various capital efficiency ratios for Marico:

Ratio	Q1FY18	Q1FY17
Return on Capital Employed	48.2%	60.2%
Return on Net Worth	38.0%	48.9%
Working Capital Ratios (Group)		
- Debtors Turnover (Days)	16	16
- Inventory Turnover (Days)	67	45
- Net Working Capital (Days) including surplus cash	48	38
Debt: Equity (Group)	0.10	0.16
Finance Costs to Turnover (%) (Group)	0.2%	0.3%

* Turnover Ratios calculated on the basis of average balances

1. The variation in ratios is due to:
    1. Decrease in ROCE is because of lower EBIT margins coupled with inventory buildup.
    2. Increase in inventory days is on account of inflation in copra and other key input prices as well as position build up in key commodities.
    3. Increase in net working capital days is primarily on account of increased inventory.

2. The Net Debt position of the Marico Group as of June 30,2017 is as below:

Particulars (INR Crores)	Jun 30, 2017	Mar 31, 2017	Jun 30, 2016
Gross Debt	268	241	376
Cash/Cash Equivalents and Investments (Marico Ltd: INR 811 Crore. Marico International: INR 211 Crore)	1,022	763	1126
Net Debt/(Surplus)	**(754)**	**(522)**	**(751)**
Foreign Currency Denominated out of the total gross debt	173	181	347
Foreign Currency Debt as a % age of Gross Debt	65%	75%	92%
Rupee Debt out of the total gross debt	95	60	28
Total Debt Payable within One year	268	241	376
Average Cost of Debt (%) : Pre tax	4.1%	4.0%	4.0%

The entire debt is payable within one year. The company may roll over some of the loans when they fall due during the year or redeem investments for repayment. Marico has adequate cash flows to maintain healthy debt service coverage.

3. During the current year, the Company continues to generate steady cash. The net surplus of the Group as at 30th June, 2017 is about INR 754 Crore (Gross debt of INR 268 Crore and Gross Investments of INR 1022Crore). The future growth strategy is anchored primarily in healthy organic growth. While the Company is open to strategic acquisitions, the leverage ratios are comfortable. In absence of any strategic acquisitions, company will continue to maintain a healthy dividend payout. In FY17, overall dividend payout ratio hence was 64% of the consolidated profit after tax.

Other Corporate Events

The commercial production at the Company's new plant at Guwahati in Assam commenced on March 16, 2017. The production is slowly ramping up. Guwahati Plant will augment the Company's manufacturing capacity to cater to increasing consumer demands for value added hair oils.

Marico published its Annual Report for FY17 in Q1FY18. The same is published on the website of the Company and can be accessed at the given link: http://marico.com/page/maricoOnlineAR/index.html

On 28th July 2017, Marico South Africa Pty. Limited (MSA), a wholly owned step-down subsidiary of Marico Limited announced the acquisition of business including related intellectual property rights of "ISOPLUS", a leading hair styling brand in South Africa from JM Products SA Pty. Limited (JM Products) and Ms. Mary L Harris, its owner for a consideration of 75 million South African Rand (circa INR 36 Crore) at a revenue multiple of 1.2. This strategic buyout will enable MSA to become a full spectrum ethnic hair care company in South Africa.

Change in Directorships of Marico

During the quarter ended June 30, 2017, following changes took place in the composition of the Board of Directors of the Company:

- Mr. Atul Choksey, an Independent Director of the Company resigned with effect from April 1, 2017.
- The Board at its meeting held on May 2, 2017 appointed Mr. Rishabh Mariwala as an Additional (Non-Executive) Director with effect from the said date i.e. May 2, 2017.
- The Board vide a resolution passed by circulation on June 26, 2017 appointed Mr. Ananth Narayanan as an Additional (Independent) Director with effect from the said date i.e. June 26, 2017.

Appointment of Mr. Rishabh Mariwala and Mr. Ananth Narayanan as Non-Executive Director and Independent Director, respectively, is being placed before the shareholders for their approval at the 29th Annual General Meeting scheduled to be held on August 1, 2017.

Awards

Corporate Awards:

- Marico moved up 24 places in the Economic Times & The Great Place to Work 2017 study and is now ranked 40th . The Company is also among the best companies to work in the FMCG industry.
- Marico was recognized as one of the "Most Honored Companies" across sectors in a poll conducted by Institutional Investor Magazine for all Companies in Asia (ex-Japan). The company would like to thank its investors and analysts who have shown faith in the company management. Amongst the sub-categories in the poll conducted by Institutional Investor, the Company won the following accolades :
  - Best Investor Relations - First Place - Nominated by the sell side analysts.
  - Best Investor Relations - Second Place - Nominated by the buy side and sell side analysts.
  - Best Website - Second Place - Nominated by the buy side and sell side analysts.

Brand Awards:

- Set Wet in Nepal won Silver at Flame Awards Asia 2017

Marico's Growth Philosophy

Over the next 5 years, that is by 2022, Marico aspires to be an admired emerging market MNC with leadership in two core categories of nourishment and male styling in following regions – South Asia, South East Asia, Middle East and North Africa and South and Sub-Saharan Africa. Marico plans to meet this aspiration by seeking to win amongst consumers, trade and talent. Towards this goal of 2022, the Company has identified 5 areas of Transformation where it will develop top quartile capability, processes and execution excellence ahead of growth. They are Innovation, Go To Market transformation, Talent Value Proposition, IT & Analytics and Cost Management.

This strategy will be executed synergistically under the One Marico umbrella. As the Company scales up, it has to maintain a delicate balance between entrepreneurial way of working while continuing to strengthen governance and processes. The Company's focus will be on creating winning brands, winning culture and a winning talent pool to create a virtuous cycle of great talent and an enabling culture driving innovation driven growth.

Near Term / Medium Term Outlook

Marico India

- The year began with GST, the biggest indirect tax reform which led to short term disruption as expected. This impacted the volume growth in Q1 especially in rural India and wholesale due to destocking across channels. We did not see an impact at an offtake level which is evident from the fact that we have gained market share in 95% of the categories we operate in. We are positive on the benefits of GST to organized players like us in the long run and expect pipeline refilling to happen in coming quarters.
- The onset of normal monsoon augers well for the country. This should help lift the consumption levels, especially in the second half of FY18. The rural growths are likely to come back in the 2^{nd} half of the year.
- For the rest of the year, the company is targeting 8-10% volume growth and healthy market share gains, backed by increased investment in Core Portfolio, aggressive new product launches, distribution expansion, judicious call on pricing and tighter cost management.
- The cost push & increased ASP investment would mean that the operating margins, which had expanded significantly during FY17, may get corrected to 20%+ levels.
- In Parachute Rigids, the Company aims to grow volumes in the range of 5-7% in the medium term. Despite the commodity inflation in Q1FY18, the Company did not take any pricing action leading further pressure on margins.
- Saffola is likely to continue the growth rate of circa 10% in the near term. In the medium term, the Company expects to continue growing at a double digit volume growth.
- In the Healthy Foods franchise, the Company will innovate aggressively to cater to the consumer need of tasty and healthy options and in the process return to a double-digit value growth.
- In value added hair oils space, the company aims to grow this franchise at a double-digit volume growth on the back of growth in core portfolio and scale up of new launches.
- On the back of a continued healthy performance of Gels, traction in Deodorants and a slew of new launches, the male grooming portfolio is expected to grow at in double-digit in balance part of the current year.
- Premium Hair Nourishment portfolio led by Silk n shine and Livon is poised to grow in double digit through its dominant market leadership position.
- The Company's Go-To-Market strategy will be focused on improving the width and depth of its distribution – both direct and wholesale. Strategic initiatives in sales and supply chain will aim at ushering in efficiency in selling and go-to-market.
- The Company is focusing on Digital initiatives in a big way to improve consumer engagement, drive sales through e-commerce for internet savvy consumers and build data Analytics capabilities. Investment in Zed Lifestyle is likely to enhance the capability in e-commerce and salons over the medium term.

Marico International

- Over the last three years, the company has systematically invested in the core international markets to strengthen both the brands and the organizational capability to handle growth. The company is confident that in FY18, each of these markets is well-poised to capitalize on the market opportunities.
- The business in Bangladesh has come back to constant currency growth in Q1FY18 and is likely to continue the momentum in FY18. The inflation led growth will further add to the volume growth momentum demonstrated in last two quarters. The medium term macro prospects are promising. Therefore, the Company will invest in brand building and Go to Market transformation.
- Vietnam business will continue to invest in brand building, innovation, category expansion and sale capability to reignite growth in the core, that is, male grooming portfolio. Rest of South East Asia is the new growth engine for future.
- In the MENA region, the Company will focus on getting its basics right by judiciously investing behind brands and Go-To-Market initiatives. The growth should come back by H2FY18 as the base becomes favorable.
- The South African business will leverage the new acquisition of Isoplus to gain scale and grow profitably. It will also renew its efforts to nurture business in sub-Saharan Africa.
- The Company will continue to invest in developing new countries and scale this business profitably.

- With such augmented efforts to build a robust organic growth capability and a stronger organization, the Company is also looking at inorganic growth both in terms of new markets and acquisitions / alliances to step up the overall growth in International markets leveraging the current management bandwidth.
- It expects to clock a high single digit organic top line growth in constant currency in near term while being committed to achieving double digit growths in the medium term.
- The structural shift in operating margins is expected to be sustained at around ~16-17%.
- Indian Rupee is likely to become stronger which is likely to have an impact on reported growths. However, given that the Company's dependence on overseas operations is below 25% of the total turnover, the overall impact may not be material.

Overall (India + International)

- The Company will aim at a volume growth of 8-10% and a topline growth of ~12-15% (depending on inflation) in the medium term.
- The Company will focus on fewer but bigger innovations to create growth engines of the future.
- Market growth initiatives in core categories and expansion into adjacent categories will be supported by investments in ASP in a band of 11-12% of sales with focus on brand building.
- Focus on cost management will continue and savings identified from Project EDGE completed last year will be redeployed in igniting profitable growth.
- Operating margin is expected to be maintained in a band of 17-18% over the medium term. In the near term, this may mean a low profit growth. However, the Company has chosen to focus on growth over short term profitability.
- The Company will continue to support various initiatives which are true to its Purpose of "Make a Difference."
- Marico believes that social, environmental and economic values are interlinked and we belong to an Interdependent Ecosystem comprising Shareholders, Consumers, Associates, Employees, Government, Environment and Society. Our stated purpose is to **"Make a Difference"** by ensuring a positive impact of our existence on all stakeholders. A firm has to work closely with its ecosystem to create a sustainable & inclusive growth for all. We have a focused approach in identifying sustainability goals in line with our business strategy and purpose. CSR initiatives are an integral part of our sustainability efforts and Marico is committed to making a sustainable impact on the society.

THANK YOU FOR YOUR PATIENT READING

Performance of Marico India and Marico International for Q1FY18

In accordance with the revised Ind-AS, the Company has organized the business into two categories viz, India & International. Accordingly the Company has reported its segmental results for these categories.

INR Crore

Particulars	Q1FY18	Q1FY17
1. Segment Revenue (Note 1)		
i. India	1,328	1,387
ii. International	365	367
2. Segment Result (Note 2)		
(Profit before Interest and Tax and exceptional items)		
i. India	275	341
ii. International	74	70
3. Segment Result as % of Segment Revenue (PBIT)		
i. India	20.7%	24.6%
ii. International	20.2%	19.1%
4. Capital Employed (Segment Assets - Segment Liabilities)		
i. India (refer Note 3 below)	1,028	635
ii. International	629	703

Note 1: The Segment Revenue in India decreased in Q1FY18 due to the volume decline in the run up to GST. The Segment Revenue in International business was flat this quarter due to currency devaluation in some of the major geographies despite a satisfactory constant currency growth.

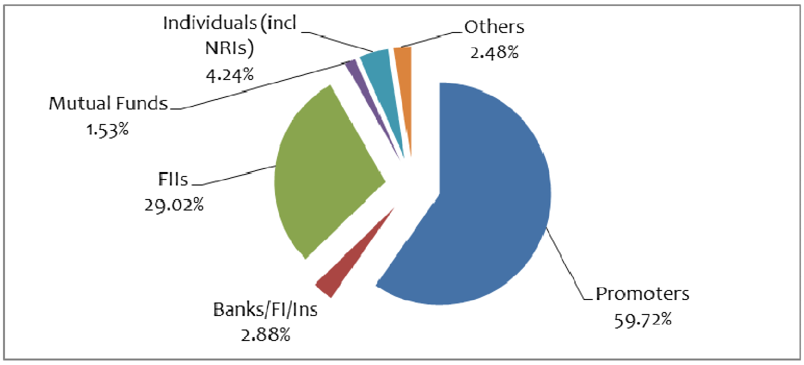
Note 2: The Segment Result in India decreased in Q1FY18 due to significant increase in the input costs. The increase in Segment Result in International this quarter can be attributed to lower advertising spends in the MENA business which is facing major macro-economic crisis.

Note 3: The increase in capital employed in India business is due to higher inventory on account of inflation in copra and other key input prices as well as position build up in key commodities.

Note 4: PBIT pertains to Profit before Interest and Tax directly attributable to both the segments. Corporate taxes, interest income and interest expense are kept unallocated for the purpose of segment reporting. Accordingly, the segment capital employed does not reflect the assets and liabilities corresponding to above income and expenses. Goodwill has been allocated to respective businesses.

Annexure 1-A: SHAREHOLDING PATTERN

The Shareholding pattern as on March 31, 2017 is as given in the graph below:

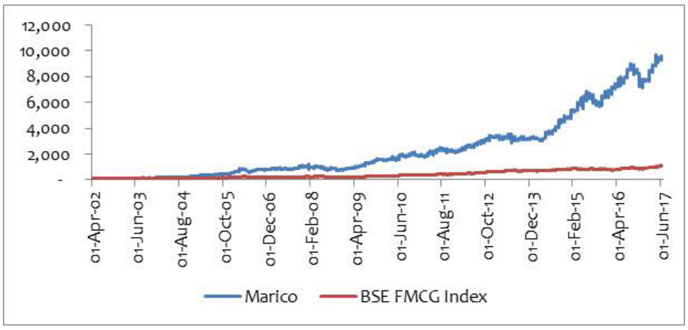


Details of ESOPs as on June 30, 2017:

Details of the Plan	Total Options Granted	Options Forfeited	Options Exercised	Options pending to be exercised
ESOP Plan 2014	6,00,000	Nil	3,00,000	3,00,000
MD-CEO ESOP Plan 2014 – Scheme 1	93,200	Nil	Nil	93,200
Scheme I under the Marico Employee Stock Option Plan, 2016	80,000	Nil	Nil	80,000
Scheme II under the Marico Employee Stock Option Plan, 2016	9,39,700	Nil	Nil	9,39,700
Scheme III under the Marico Employee Stock Option Plan, 2016	1,14,860	Nil	Nil	1,14,860
Scheme IV under the Marico Employee Stock Option Plan, 2016	8,08,800	Nil	Nil	8,08,800
Scheme V under the Marico Employee Stock Option Plan, 2016	67,120	Nil	Nil	67,120

Options pending to be exercised are less than 0.2% of the issued share capital.

Annexure 1-B: SHARE PERFORMANCE ON STOCK EXCHANGES



- Marico's long term performance on the exchange vis-a-vis its peer group is depicted in the graph alongside.
- Marico's market capitalization stood at INR 40,402 crore (USD 6.2 billion) on June 30, 2017. The average daily volume on BSE and NSE during Q1FY18 was about 1,334,226 shares.

 For further information / clarification, contact Marico on Tel (91-22) 6648 0480, E-mail: investor@marico.com

Annexure 1-C: Average Market Prices of Input materials

(Based on simple average of daily market prices. Company's actual procurement prices may differ.)

Month	Rs/100KG COCHIN CN OIL	Rs/100KG COPRA CALICUT	Rs/10KG KARDI OIL JALNA	Rs/10KG RICE BRAN	Rs /LT LIQUID PARAFFIN	Rs / KG HDPE
Apr-16	8,158	5,583	1,002	587	32	106
May-16	7,952	5,306	1,040	586	37	104
Jun-16	7,792	5,285	1,010	589	35	104
Jul-16	7,548	5,155	961	580	35	106
Aug-16	8,723	5,956	1,091	616	34	106
Sep-16	9,107	6,240	1,080	628	34	105
Oct-16	9,165	6,361	1,102	605	35	103
Nov-16	9,696	6,513	1,086	585	34	99
Dec-16	10,696	7,435	1,080	602	37	100
Jan-17	11,788	8,079	1,173	617	38	102
Feb-17	12,996	8,748	1,112	623	39	104
Mar-17	12,254	8,631	1,085	611	43	102
Apr-17	12,938	9,189	1,046	587	43	100
May-17	12,658	9,081	1,015	549	42	102
Jun-17	12,700	9,048	1,050	532	41	102
Q1FY18 vs Q1FY17	60%	69%	2%	-5%	21%	-4%
Q1FY18 vs Q4FY17	3%	7%	-8%	-10%	5%	-1%

Annexure 1-D: Movements in Maximum Retail Prices (MRP) in key SKUs

Month	40 ml PCNO	100 ml PCNO	250 ml PCNO	500 ml PCNO	1 Ltr Saffola Total	1 Ltr Saffola Tasty	1 Ltr Saffola Gold	1 Ltr Saffola Active
Apr-16	15 - 50 ml	30	72	140	185	135	150	130
May-16	15 - 50 ml	30	72	140	185	135	150	130
Jun-16	15 - 50 ml	30	72	140	185	135	150	130
Jul-16	15 - 48 ml	30	77	145	190	135	150	130
Aug-16	15 - 48 ml	30	77	145	190	135	150	130
Sep-16	15 - 48 ml	30	77	145	190	135	150	130
Oct-16	15 - 48 ml	30	77	145	190	135	150	130
Nov-16	15 - 48 ml	30	77	145	190	135	150	130
Dec-16	15 - 48 ml	30	77	145	190	135	150	130
Jan-17	15 - 48 ml	30	77	145	190	135	150	130
Feb-17	15 - 48 ml	30	77	145	190	135	150	130
Mar-17	20 - 50 ml	32	83	159	190	135	150	130
Apr-17	20 - 50 ml	32	83	159	195	135	150	130
May-17	20 - 50 ml	32	83	159	195	140	155	135
Jun-17	20 - 50 ml	32	83	159	195	140	155	135

Annexure 1-E: Key Consumer Offers for the Quarter for India Business

Coconut Oil					
Parachute	25ml Free	175ml	Apr	Extra Volume	National
Parachute	20% Extra	500ml	May	Extra Volume	National
Edible Oils					
Saffola Gold	1 litre Free	5 litre	Apr	Extra Volume	National
Saffola Total	1 litre Free	5 litre	May	Extra Volume	National
Hair Oils					
Nihar Naturals	20% Extra	200 ml	Apr	Extra Volume	National
Nihar Naturals	Price off INR 5/-	100 ml	Jun	Price off	National
Nihar Shanti Amla	Price off INR 9/-	175 ml	Jun	Price off	National

Annexure 2: Profile giving Basic / Historical Information

Marico is a leading Indian Group in Consumer Products in the Global Beauty and Wellness space. Marico's Products in Hair care, Skin Care, Health Care and Male Grooming generated a Turnover of about INR 59 billion (USD 886 Million) during 2016-17. Marico markets well-known brands such as Parachute, Saffola, Hair & Care, Nihar, Parachute Advansed, Nihar Naturals, Mediker, Revive, Set Wet, Livon, Fiancée, HairCode, Caivil, Black Chic, Code 10, Ingwe, X-Men, and Thuan Phat. Marico's brands and their extensions occupy leadership positions in 90% of its portfolio. Marico's products are present in Bangladesh, other SAARC countries, the Middle East, Egypt, South and Sub-Saharan Africa, Malaysia, Myanmar and Vietnam.

Marico's own manufacturing facilities in India are located at Kanjikode, Perundurai, Pondicherry, Dehradun, Poanta Sahib, Baddi, Jalgaon, Paldhi and Guwahati and are supported by subcontracting units. Marico's subsidiaries, Marico Bangladesh Limited, Marico Egypt Industries Company, MEL Consumer Care & Partners (Wind Co.), Marico South East Asia Corporation (erstwhile International Consumer Products Corporation) have their manufacturing facilities at Mouchak and Shirir Chala, near Gazipur in Bangladesh, Salheya City, Egypt, Sadaat City, Egypt, Ho Chin Min City, Vietnam and Phú Quốc Island, Vietnam respectively.

Marico was incorporated in 1988 and during 1990 took over the then 40-year old consumer products business of The Bombay Oil Industries Limited. It made its initial public offer for equity shares in March 1996.

Reach

Marico today touches the lives of 1 out of every 3 Indians. Marico sells over 15.2 crore packs every month through about 4.7 million retail outlets services by its nationwide distribution network comprising 4 Regional Offices, 32 carrying & forwarding agents (CFAs) and about 5600 distributors and stockists. Marico's distribution network covers almost every Indian town with population over 10,000.

Marico – Information Update for Q1FY18 (Quarter ended June 30, 2017)

The table below provides an indicative summary of Marico's Distribution Network in India

	Urban	Rural
Sales Territories	176	60
Town's covered (000's)	0.6	53.0
Distributor	732	-
Super Distributor	-	143
Stockists	-	4,742

Financial Highlights

Marico's focus on sustainable profitable growth is manifest through its consistent financial performance, a CAGR of 10% in Turnover and 18% in Profits in the FMCG business over the past 5 years.

Particulars (Rs/crores)	FY13	FY14	FY15	FY16	FY17
Revenue from Operations	4,596	4,687	5,733	6,024	5,936
Material Cost	2,210	2,399	3,119	3,078	2,849
Personnel Cost	381	285	325	373	404
ASP	598	561	650	693	659
Other Costs	869	693	769	829	864
Profit Before Tax	552	695	822	1,029	1,150
Net Profit (PAT)	396	485	573	711	799
Earnings per Share (Rs)	6.1	7.5	8.9	5.5*	6.2*
Book Value per Share (Rs)	30.7	21.1	28.3	15.6*	18.0*
Net Worth	1,982	1,361	1,825	2,017	2,326
EBITDA%	13.6%	16.0%	15.2%	17.5%	19.5%
ROCE %	24%	32%	39%	45%	47%

Note: FY13 includes Kaya. FY16 and FY17 financials are as per IND – AS and hence not comparable with earlier years.
*EPS and Book Value per Share for FY16 and FY17 has been calculated on the post bonus number of shares.

Mode of Issue of this update

We have issued this Information Update, first to the Stock Exchanges, posted it on Marico's website and then sent it to the financial community members who are on Marico's regular mailing list.

Marico Investor Relations Team

Pawan Agrawal Head – Finance & Investor Relations (pawan.agrawal@marico.com)
Darren Lobo Manager – Investor Relations and M&A (darren.lobo@marico.com)

Contents of this Update

1. Financial results and other developments during Q1FY18 for the Marico Group as per Ind-AS wef 1st April 2016– Marico Limited, Marico Bangladesh Limited, MBL Industries Limited, Marico Middle East FZE, Marico South Africa Consumer Care (Pty) Limited, Marico South Africa (Pty) Limited, MEL Consumer Care SAE, Egyptian American Investment & Industrial Development Company SAE, Marico Egypt Industries Company SAE, Wind CO, Marico Malaysia Sdn. Bhd., Marico South East Asia Corporation (erstwhile International Consumer Products Corporation), Marico Consumer Care Limited, Bellezimo Professionale Products Private Limited and Zed Lifestyle Pvt Ltd.

2. A Profile containing basic/historical information on Marico.

We recommend that readers refer to the Marico Group financials to get a better appreciation of the business performance. A copy of the latest Annual Audited Financial Results of Marico Limited (Standalone and Consolidated) is available on Marico's website.

Disclosure of Information, Communication with Investors / Analysts / Financial Community

Marico issues fresh information updates, like the one you are reading now on the day, it declares its Quarterly Financial Results. Some forward looking statements on projections, estimates, expectations, outlook etc. are included in such updates to help investors / analysts get a better comprehension of the Company's prospects and make informed investment decisions.

Actual results may, however, differ materially from those stated on account of factors such as changes in government regulations, tax regimes, economic developments within India and the countries within which the Company conducts its business, exchange rate and interest rate movements, impact of competing products and their pricing, product demand and supply constraints.

All the aforesaid information is also available on Marico's Website: www.marico.com. In view of this, information contained in such updates is made public and thus not therefore constitutes unpublished price sensitive information under the SEBI (Prohibition of Insider Trading) Regulations, 1992.

Marico holds periodic meetings/ conference calls, from time to time, with individual members of the financial community.