

Marico ranked 6th among India's most Sustainable Companies with A+ rating by Businessworld and Sustain Labs Paris

Marico featured amongst India's 5 Best Workplaces in FMCG by the Great Place to Work® Institute (India) workplace study 2020

Marico's Perundurai unit recognized amongst the five World Class winners by Asia Pacific Quality Organization at their 20th Global Performance Excellence Awards 2020

Marico's Perundurai unit received platinum-level certification for achieving the Green Building Standards by CII - Indian Green Building Council (IGBC), part of CII

Marico ranked in the Top 10 BSE 100 Indian Companies for exemplary corporate governance

Saugata Gupta featured in the top 100 Business Leaders List 2020 by Impact Digital Power 100

Marico recognized for Excellence in Corporate Governance by 15th ICSI National Awards

Marico has been recognized amongst India's 50 Best Workplaces for Women - 2020 by the Great Place to Work® Institute (India)

Marico has been recognized by CDP 'climate change' program, earning a spot of 'A-' rating on 'climate change'

Parachute featured in The Economic Times Brand Equity '100 Most Trusted Brands 2020'

Marico's Perundurai unit has been certified as "Carbon Neutral" facility by DNV GL Assurance India Pvt. Ltd.

Marico recognized as the 7th Most Desirable FMCG/Beverage Company in 2021 in a survey conducted by Dare2Compete in the top 30 Premier B-Schools across India

Marico was presented with 'Milestone Merit Award' for its outstanding customer orientation and quality management by the Indian Merchants Chamber (IMC)

Livon won the Bronze Award for Branded Content at the ET Brand Equity Shark Awards 2020 for the #FabOnWithLivon campaign

Marico presented with the Milestone Merit Award in the leadership and workforce categories by the IMC Ramkrishna Bajaj National Quality Award

Parachute Advansed's Champi Beats campaign and Veggie Clean have won two Silvers and a Bronze respectively, at the ET Brand Disruption Awards 2021

Marico's Pondicherry unit was recognized with Emerging Leaders Award for Business Excellence in Operations Management Category by CII

Women Leadership Forum of Asia recognised Marico with 'Best D & I Award for Inclusion of Millennials'

Saugata Gupta, MD & CEO, recognised as one of India's Most Valuable CEOs by Businessworld

Marico conferred with Food Safety & Quality Awards by CII for Performance Excellence in Quality and Food Safety management across its value chain

Marico received the Milestone Merit of Recognition in the Customer Focus, Workforce Focus and Operation Focus category

Nihar Shanti Pathshala Funwala's Teacher Empowerment Programme recognized for excellence in CSR under the Best Education Project in Madhya Pradesh [Large Impact] by India CSR Awards

Marico Limited – Q3FY22 Results

Consolidated Revenue up 13%

2-Year domestic volume CAGR at 7.3%

Market share gains in 95% of domestic portfolio

18% constant currency growth in the International Business

Earnings growth trajectory to improve going ahead

In Q3FY22, Revenue from Operations grew by 13% YoY to ₹ 2,407 crores with both the domestic and international businesses posting healthy double-digit revenue growth.

In India, unabated inflation across the consumer basket led to moderation in consumption patterns and the share of wallet of staples, while discretionary and out-of-home categories fared better owing to some degree of pent-up demand. As a result, overall FMCG market volumes witnessed a drop in Q3, with rural visibly lagging urban.

Amidst the challenging operating environment, our domestic business put up a resilient performance with 12% revenue growth, while volumes remained flat YoY on a very strong base of 15%. Volume growth on a 2-year CAGR basis was 7.3%, much ahead of low single digit growth for the FMCG market, exhibiting the inherent strength of our trusted brands and market position, backed by sharp focus on execution and investment in brand building. This also reflected in 94% of the portfolio logging market share gains and 95% of the portfolio gaining penetration on a MAT basis.

The International business posted another stellar quarter with sustained profitable growth. The business delivered 18% constant currency growth with each of the Bangladesh, South East Asia and MENA businesses clocking high double-digit growth.

Gross margin improved sequentially by ~125 bps. With copra prices moderating further since late Dec'21 and edible oil prices off its highs, gross margins should maintain an upward trajectory sequentially. A&P spends was up 14%, as the Company chose to continue to invest in brand building despite significant inflationary pressures and compression on profitability.

EBITDA margin stood at 17.9%. EBITDA was up 4% YoY and PAT was up 1% YoY.

The Foods franchise is well on course to reach about ₹500 Crore in revenues in FY22. We aim to accelerate our digital transformation journey by building a portfolio of at least three digital brands, either organically or inorganically, with a combined turnover of ₹ 450-500 crores by FY24.

The Company holds its medium term aspiration of delivering 13-15% revenue growth on the back of 8-10% domestic volume growth and double-digit constant currency growth in the International business. The Company will aim to maintain operating margin above the threshold of 19% over the medium term.

Key recognitions this year:

- Marico won the FICCI CSR Award in the 'Education' category, for its Teacher Empowerment Program in Madhya Pradesh, led by Nihar Shanti Amla.
- Parachute has been ranked as one of the top 5 purposeful brands in FMCG by Kantar BrandZ India's Report.

Marico (BSE: 531642, NSE: "MARICO") is one of India's leading consumer products companies, in the global beauty and wellness space. During FY 2020-21, Marico recorded a turnover of about INR 80.5 billion (USD 1.1 billion) through its products sold in India and chosen markets in Asia and Africa.

Marico touches the lives of 1 out of every 3 Indians, through its portfolio of brands such as Parachute, Saffola, Saffola FITTIFY Gourmet, Saffola ImmuniVeda, Saffola Arogyam, Saffola Mealmaker, Hair & Care, Parachute Advansed, Nihar Naturals, Mediker, Coco Soul, Revive, Set Wet, Livon and Beardo. The international consumer products portfolio contributes to about 23% of the Group's revenue, with brands like Parachute, Parachute Advansed, HairCode, Fiancée, Caivil, Hercules, Black Chic, Code 10, Ingwe, X-Men, Mediker SafeLife, Thuan Phat and Isoplus.

Business Unit-wise details have been given on the next page. More details are available in the Information Update issued today and posted on the Company's website www.marico.com

Marico ranked 6th among India's most Sustainable Companies with A+ rating by Businessworld and Sustain Labs Paris

Marico featured amongst India's 5 Best Workplaces in FMCG by the Great Place to Work® Institute (India) workplace study 2020

Marico's Perundurai unit recognized amongst the five World Class winners by Asia Pacific Quality Organization at their 20th Global Performance Excellence Awards 2020

Marico's Perundurai unit received platinum-level certification for achieving the Green Building Standards by CII - Indian Green Building Council (IGBC), part of CII

Marico ranked in the Top 10 BSE 100 Indian Companies for exemplary corporate governance

Saugata Gupta featured in the top 100 Business Leaders List 2020 by Impact Digital Power 100

Marico recognized for Excellence in Corporate Governance by 15th ICSI National Awards

Marico has been recognized amongst India's 50 Best Workplaces for Women - 2020 by the Great Place to Work® Institute (India)

Marico has been recognized by CDP 'climate change' program, earning a spot of 'A-' rating on 'climate change'

Parachute featured in The Economic Times Brand Equity '100 Most Trusted Brands 2020'

Marico's Perundurai unit has been certified as "Carbon Neutral" facility by DNV GL Assurance India Pvt. Ltd.

Marico recognized as the 7th Most Desirable FMCG/Beverage Company in 2021 in a survey conducted by Dare2Compete in the top 30 Premier B-Schools across India

Marico was presented with 'Milestone Merit Award' for its outstanding customer orientation and quality management by the Indian Merchants Chamber (IMC)

Livon won the Bronze Award for Branded Content at the ET Brand Equity Shark Awards 2020 for the #FabOnWithLivon campaign

Marico presented with the Milestone Merit Award in the leadership and workforce categories by the IMC Ramkrishna Bajaj National Quality Award

Parachute Advansed's Champi Beats campaign and Veggie Clean have won two Silvers and a Bronze respectively, at the ET Brand Disruption Awards 2021

Marico's Pondicherry unit was recognized with Emerging Leaders Award for Business Excellence in Operations Management Category by CII

Women Leadership Forum of Asia recognised Marico with 'Best D & I Award for Inclusion of Millennials'

Saugata Gupta, MD & CEO, recognised as one of India's Most Valuable CEOs by Businessworld

Marico conferred with Food Safety & Quality Awards by CII for Performance Excellence in Quality and Food Safety management across its value chain

Marico received the Milestone Merit of Recognition in the Customer Focus, Workforce Focus and Operation Focus category

Nihar Shanti Pathshala Funwala's Teacher Empowerment Programme recognized for excellence in CSR under the Best Education Project in Madhya Pradesh [Large Impact] by India CSR Awards

Marico's India Business delivered a turnover of ₹ 1,817 crore, up 12% on a YoY basis.

Parachute Rigid's volumes grew 1% (**2-Yr CAGR: 4%**), despite a moderating consumption environment. Exhibiting its formidable equity, the brand was the sole market share gainer in the Coconut Oil category during the quarter. **The volume market share of the brand rose by 220 bps in rigid packs (MAT Dec'21).**

The Saffola franchise, comprising Refined Edible Oils and Foods, grew 19% in value terms.

Saffola Edible Oils had a soft quarter in volume terms but grew in double-digits in value terms. **Saffola Foods grew by ~29% in value terms**, with both core and new franchises growing healthily. **The Saffola Oats franchise became the No. 1 player with ~42% value market share** in the overall Oats category on a MAT basis.

Saffola Honey continued to gain traction across all channels. In this quarter, the brand's market share has reached ~13% in key MT chains and 23% in E-com.

Saffola Mealmaker Soya Chunks has been scaling ahead of internal targets and had its biggest quarter so far. In addition to gaining traction in GT, the brand has a presence across India through MT and E-commerce channels.

Value Added Hair Oils grew by 3% in value terms (**2-Yr CAGR: 12%**). The Company gained ~80 bps in value market share during the quarter.

The Company launched **Parachute Advansed Onion Hair Oil** and **Marico Jataa for Men 100% Ayurvedic Hair Growth Oil**, thereby broadening its presence in the anti-hairfall segment on Digital and premiumising its play.

Livon Serums clocked double-digit growth and is now consistently trending above pre-COVID run rates. **Male Grooming** also grew healthily.

The **Beardo** franchise is on course to exit the year at a run rate of ₹ 100 cr. **Just Herbs** tracked in line with internal expectations.

The **International business** delivered a turnover of ₹ 590 crore, up 19% on a YoY basis with constant currency growth of 18%.

Bangladesh clocked 16% constant currency growth on a YoY basis. The newer ranges of Just for Baby (baby care) and Naturele shampoos continued to scale up, while the core Value Added Hair Oils continued to see accelerated growth.

South East Asia grew 27% YoY in constant currency terms, led by a sharp recovery in the Home and Personal Care (HPC) category in Vietnam, while the foods business maintained its positive momentum.

The MENA grew by 21% YoY in constant currency terms, as both the Middle East and Egypt businesses grew in high double digits.

South Africa business grew 6% YoY in constant currency terms, driven by the Health Care portfolio. **New Country Development and Exports business** grew by 4% YoY in constant currency terms.

Saugata Gupta, MD & CEO commented, "The domestic business has delivered a resilient performance in the face of significant deceleration in the overall market growth in staples. Despite ongoing input cost pressures, we consciously stepped up investments to protect the long-term health of our brands, thereby leading to robust market share and penetration gains across our portfolio. The international business had another stellar quarter with all markets playing their part. With commodity prices cooling off, we expect profitability to pick up in the forthcoming quarters. We will continue to drive consistent and profitable growth over the medium term through premiumisation in core categories, scaling up of new growth engines, sharper go-to-market, aggressive cost management and optimal brand building investments."