

MARICO LIMITED					
STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018.					
Rs. In Crore					
Sr. No.	Particulars	Quarter ended			Year ended
		June 30, 2018 (Unaudited)	March 31, 2018 (Audited) (Refer Note 11)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1	Revenue from operations	2,026.79	1,480.09	1,692.38	6,333.09
2	Other income	24.01	22.88	22.15	84.63
3	<b>Total Income (1 + 2)</b>	<b>2,050.80</b>	<b>1,502.97</b>	<b>1,714.53</b>	<b>6,417.72</b>
4	<b>Expenses</b>				
	(a) Cost of materials consumed	1,062.18	873.81	812.97	3,371.67
	(b) Purchase of stock-in-trade	33.57	118.67	26.35	196.01
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	73.89	(202.85)	37.96	(219.50)
	(d) Excise duty	-	-	10.91	10.91
	(e) Employee benefits expense	114.65	103.47	108.61	422.22
	(f) Finance cost	5.29	5.29	3.47	16.17
	(g) Depreciation and amortisation expense	22.44	23.09	21.14	89.08
	(h) Other expenses				
	Advertisement and sales promotion	165.71	118.88	163.92	587.96
	Others	221.89	215.84	206.61	826.06
	<b>Total expenses</b>	<b>1,699.62</b>	<b>1,256.20</b>	<b>1,391.94</b>	<b>5,300.58</b>
5	<b>Profit before exceptional items, share of net profit/ net (loss) of investment accounted for using equity method and tax (3 - 4)</b>	<b>351.18</b>	<b>246.77</b>	<b>322.59</b>	<b>1,117.14</b>
6	Share of profit / (loss) of joint ventures accounted for using the equity method	0.26	0.64	(0.05)	(0.12)
7	<b>Profit before exceptional items and and tax (5 + 6)</b>	<b>351.44</b>	<b>247.41</b>	<b>322.54</b>	<b>1,117.02</b>
8	Exceptional Items - (Income) / Expenses	-	-	-	-
9	<b>Profit before tax (7 - 8)</b>	<b>351.44</b>	<b>247.41</b>	<b>322.54</b>	<b>1,117.02</b>
10	<b>Tax expense</b>				
	Current tax	81.86	70.69	76.51	284.12
	Deferred tax - Charge / (Credit)	9.45	(6.48)	10.10	5.45
11	<b>Net profit for the period (9 - 10)</b>	<b>260.13</b>	<b>183.20</b>	<b>235.93</b>	<b>827.45</b>
12	<b>Other comprehensive income</b>				
	A. (i) Items that will not be reclassified to profit or loss				
	Remeasurements of post employment benefit obligations	(0.14)	0.38	(1.17)	(0.92)
	(ii) Income tax relating to items that will not be reclassified to profit or loss				
	Remeasurements of post employment benefit obligations	0.06	0.05	0.36	0.46
	B. (i) Items that will be reclassified to profit or loss				
	Exchange differences on translation of foreign operations	12.71	10.60	(1.47)	3.97
	Change in fair value of hedging instrument	(2.02)	-	(0.72)	(1.94)
	(ii) Income tax relating to items that will be reclassified to profit or loss				
	Change in fair value of hedging instrument	0.71	-	0.25	0.67
	<b>Total other comprehensive income</b>	<b>11.32</b>	<b>11.03</b>	<b>(2.75)</b>	<b>2.24</b>
13	<b>Total comprehensive income for the period (11 + 12)</b>	<b>271.45</b>	<b>194.23</b>	<b>233.18</b>	<b>829.69</b>
14	Net profit attributable to:				
	- Owners	255.69	180.58	231.97	814.49
	- Non-controlling interests	4.44	2.62	3.96	12.96
15	Other comprehensive income attributable to:				
	- Owners	11.32	11.01	(2.75)	2.22
	- Non-controlling interests	-	0.02	-	0.02
16	Total comprehensive income attributable to:				
	- Owners	267.01	191.59	229.22	816.71
	- Non-controlling interests	4.44	2.64	3.96	12.98
17	Paid-up equity share capital (Face value of Re. 1/- per share)	129.09	129.09	129.05	129.09
18	Other equity				2,413.78
19	Earnings per share (of Re. 1 /- each) ( Not annualised)				
	(a) Basic (in Rs.)	1.98	1.40	1.80	6.32
	(b) Diluted (in Rs.)	1.98	1.40	1.80	6.32
	See accompanying notes to the financial results				



**Notes to the Marico Limited Consolidated financial results:**

1. The Consolidated un-audited financial results for the quarter June 30, 2018 were reviewed by the Audit Committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on August 02, 2018 and are available on the Company's website - <http://www.marico.com> and on the websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://www.nseindia.com)). These results have been subjected to a limited review by the Statutory Auditor of the Company.
2. This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies to the extent applicable.
3. The Consolidated financial results for the quarter ended June 30, 2018 comprise results of Marico Limited, its subsidiaries and step down subsidiaries in India, Bangladesh, UAE, Egypt, South Africa, Malaysia and Vietnam. All the aforesaid entities and its joint ventures in India are collectively called 'Marico'
4. During the quarter and year ended March 31, 2018, the Company had made an assessment of the fair value of investment made in its subsidiary, Marico Consumer Care Limited (MCCL), towards the acquisition of the Youth portfolio in 2012. Accordingly, the Company had made a provision of Rs.104 crores towards impairment of investment made in MCCL, after taking into account the past business performance, prevailing business conditions and revised expectations of the future performance. The same was disclosed under "Exceptional items" in the Standalone Statement of Profit and Loss.

During the year ended 31 March 2014, the Capital Reduction Scheme pertaining to MCCL for the adjustment of intangible assets was duly approved and given effect, wherein the value of intangibles in MCCL was adjusted against Share Capital & Securities Premium in MCCL and against Reserves in the consolidated financial statements. Consequent to this, the above mentioned impairment provision had no impact on the consolidated financial statements.

5. During the quarter ended June 30, 2018 the Company acquired an additional stake of 2.28% in Zed lifestyle Private Limited, a joint venture, increasing Company's holding to 42.88%.
6. During the quarter ended June 30, 2018 the Company acquired 12.66% stake in Revolutionary Fitness Private Limited, a joint venture on April 13, 2018.





7. Following are the particulars of the Company (on a standalone basis) :

(Rs. in crores)

Particulars	Quarter ended			Year ended
	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
Revenue from operations	1,684.61	1,213.76	1,383.69	5,181.32
Profit before tax	276.62	182.10	255.67	953.73
Profit after tax	214.92	119.78	198.02	718.23

8. Following are the particulars of Employee Stock Option plan under various schemes:

	Marico Employee Stock Option Plan, 2016						
	Scheme I	Scheme II	Scheme III	Scheme IV	Scheme V	Scheme VI	Scheme VII
Balance at the beginning of the period April 1, 2018	80,000	939,700	83,300	657,510	67,120	87,410	554,730
Granted during the period	-	-	-	-	-	3,320	76,040
Forfeited during the period	-	-	-	34,880	-	-	22,360
Exercised during the period	-	-	-	-	-	-	-
Outstanding at the end of the period June 30, 2018	80,000	939,700	83,300	622,630	67,120	90,730	608,410

9. In accordance with the Indian Accounting Standards (Ind AS 108), the Company has organized the business into two categories viz, India & International. Accordingly the Company has reported its segmental results for these categories.





(Rs. in crores)

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Particulars	Quarter ended			Year ended
	June 30, 2018 (Unaudited)	March 31, 2018 (Audited) (Refer Note 11)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
Segment revenue (Sales and other operating income)				
India	1,627.63	1,156.88	1,327.51	4,969.04
International	399.16	323.21	364.87	1,364.05
<b>Total Segment Revenue</b>	<b>2,026.79</b>	<b>1,480.09</b>	<b>1,692.38</b>	<b>6,333.09</b>
Less : Inter segment revenue	-	-	-	-
<b>Net Segment Revenue</b>	<b>2,026.79</b>	<b>1,480.09</b>	<b>1,692.38</b>	<b>6,333.09</b>
Segment Results (Profit before tax and interest)				
India	297.57	239.80	274.95	1,003.55
International	79.32	33.96	73.74	210.12
<b>Total Segment Results</b>	<b>376.89</b>	<b>273.76</b>	<b>348.69</b>	<b>1,213.67</b>
Less : (i) Finance Cost	5.29	5.29	3.47	16.17
(ii) Other Un-allocable Expenditure net of unallocable income	20.42	21.70	22.63	80.36
<b>Profit Before Tax</b>	<b>351.18</b>	<b>246.77</b>	<b>322.59</b>	<b>1,117.14</b>
Share of profit/ (loss) of Joint Venture	0.26	0.64	(0.05)	(0.12)
<b>Profit Before Tax after share of profit/ (loss) of Joint Venture</b>	<b>351.44</b>	<b>247.41</b>	<b>322.54</b>	<b>1,117.02</b>
Segment Assets				
India	2,040.24	2,012.37	1,733.41	2,012.37
International	1,042.97	1,086.37	907.87	1,086.37
Unallocated	1,333.15	982.75	1,258.89	982.75
<b>Total Segment Assets</b>	<b>4,416.36</b>	<b>4,081.49</b>	<b>3,900.17</b>	<b>4,081.49</b>
Segment Liabilities				
India	729.42	711.09	705.67	711.09
International	325.76	338.86	279.31	338.86
Unallocated	531.47	476.16	341.28	476.16
<b>Total Segment Liabilities</b>	<b>1,586.65</b>	<b>1,526.11</b>	<b>1,326.26</b>	<b>1,526.11</b>

10. Previous periods figures have been regrouped / reclassified to make them comparable with those of current period.

11. The figures for the quarter ended March 31, 2018 are the balancing figures between the audited figures in respect of the full financials year and the published year to date figures up to the 3<sup>rd</sup> quarter of that financial year.

Place: Mumbai



Saugata Gupta

Date: August 02, 2018



Managing Director and CEO

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**About Marico:**

Marico (BSE: 531642, NSE: "MARICO") is one of India's leading Consumer Products Group, in the global beauty and wellness space. During 2017-18, Marico recorded a turnover of INR 63 billion (USD 982 Million) 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, Parachute Advansed, Saffola, Hair & Care, Nihar Naturals, Livon, Set Wet, Mediker and Revive. The International business contributes to about 22% of the Group's revenue, with brands like Parachute, Parachute Advansed, HairCode, Fiancée, Caivil, Hercules, Black Chic, Code 10, Ingwe, X-Men, Thuan Phat and Isoplus.

Marico's focus on delivering sustainable business and earnings growth has so far resulted in a healthy shareholder return of 26% CAGR since listing in 1996.

As part of Marico's Green Initiative, your Company wants to make its contribution to save the environment by sending its shareholders the Annual Report and other communication using the electronic medium. Therefore, we request you to update your email address with your respective Depository Participant (DP) where you hold your DEMAT accounts. Alternatively, you can mail us at [investor@marico.com](mailto:investor@marico.com) with your email address, Name, DP ID and Client ID.

Marico Limited

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[www.parachuteadvansed.com](http://www.parachuteadvansed.com), [www.saffolalife.com](http://www.saffolalife.com), [www.icpvn.com](http://www.icpvn.com), [www.chottekadam.com](http://www.chottekadam.com),  
[www.setwet.com](http://www.setwet.com), [www.livonhairgain.com](http://www.livonhairgain.com), [www.livonilovemyhair.com](http://www.livonilovemyhair.com), [www.fitfoodie.in](http://www.fitfoodie.in),  
[www.artofiling.com](http://www.artofiling.com), [www.indiaparenting.com/bio-oil/](http://www.indiaparenting.com/bio-oil/)



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MARICO LIMITED					
STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018.					
					Rs. In Crore
Sr. No.	Particulars	Quarter ended			Year ended
		June 30, 2018 (Unaudited)	March 31, 2018 (Audited) (Refer Note 9)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1	Revenue from operations	1,684.61	1,213.76	1,383.69	5,181.32
2	Other income	23.03	91.66	21.46	217.22
3	<b>Total Income (1 + 2)</b>	<b>1,707.64</b>	<b>1,305.42</b>	<b>1,405.15</b>	<b>5,398.54</b>
4	<b>Expenses</b>				
	(a) Cost of materials consumed	932.55	847.82	690.79	3,014.97
	(b) Purchase of stock-in-trade	25.65	24.31	16.72	73.46
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	66.55	(197.41)	43.73	(221.62)
	(d) Excise duty	-	-	10.91	10.91
	(e) Employee benefits expense	77.25	65.33	73.01	274.27
	(f) Finance cost	2.42	1.83	1.99	7.55
	(g) Depreciation and amortisation expense	19.00	17.20	15.51	66.90
	(h) Other expenses				
	Advertisement and sales promotion	126.63	86.19	126.42	439.79
	Others	180.97	174.05	170.40	674.58
	<b>Total expenses</b>	<b>1,431.02</b>	<b>1,019.32</b>	<b>1,149.48</b>	<b>4,340.81</b>
5	<b>Profit before exceptional items and tax (3 - 4)</b>	<b>276.62</b>	<b>286.10</b>	<b>255.67</b>	<b>1,057.73</b>
6	Exceptional items - (Income) / Expenses (Refer Note 4)	-	104.00	-	104.00
7	<b>Profit before tax (5 - 6)</b>	<b>276.62</b>	<b>182.10</b>	<b>255.67</b>	<b>953.73</b>
8	<b>Tax expense</b>				
	Current tax	61.19	59.56	56.30	229.57
	Deferred tax - Charge	0.51	2.76	1.35	5.93
9	<b>Net profit for the period (7 - 8)</b>	<b>214.92</b>	<b>119.78</b>	<b>198.02</b>	<b>718.23</b>
10	<b>Other comprehensive income</b>				
	A. (i) Items that will not be reclassified to profit or loss				
	Remeasurements of post employment benefit obligations	(0.14)	0.44	(1.05)	(0.74)
	(ii) Income tax relating to items that will not be reclassified to profit or loss				
	Remeasurements of post employment benefit obligations	0.06	(0.15)	0.36	0.26
	B. (i) Items that will be reclassified to profit or loss				
	Change in fair value of hedging instrument	(2.02)	-	(0.72)	(1.94)
	(ii) Income tax relating to items that will be reclassified to profit or loss				
	Change in fair value of hedging instrument	0.71	-	0.25	0.67
	<b>Total other comprehensive income for the period</b>	<b>(1.39)</b>	<b>0.29</b>	<b>(1.16)</b>	<b>(1.75)</b>
11	<b>Total comprehensive income for the period (9 + 10)</b>	<b>213.53</b>	<b>120.07</b>	<b>196.86</b>	<b>716.48</b>
12	Paid-up equity share capital (Face value of Re. 1/- per share)	129.09	129.09	129.05	129.09
13	Other equity				2,912.10
14	<b>Earnings per share (of Re 1 /- each) ( Not annualised)</b>				
	(a) Basic (in Rs.)	1.67	0.93	1.54	5.58
	(b) Diluted (in Rs.)	1.67	0.93	1.54	5.57
See accompanying notes to the financial results					



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**Notes to the Marico Limited Standalone financial results:**

1. The Standalone un-audited financial results for the quarter ended June 30, 2018 were reviewed by the audit committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on August 2, 2018 and are available on the Company's website - <http://www.marico.com> and on the websites of BSE ([www.bseindia.com](http://www.bseindia.com)) and NSE ([www.nseindia.com](http://www.nseindia.com)). These results have been subjected to a limited review by the Statutory Auditor of the Company.
2. This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies to the extent applicable.
3. Following are the particulars of Employee Stock Option plan under various schemes:

	Marico Employee Stock Option Plan, 2016						
	Scheme I	Scheme II	Scheme III	Scheme IV	Scheme V	Scheme VI	Scheme VII
Balance at the beginning of the period April 1, 2018	80,000	939,700	83,300	657,510	67,120	87,410	554,730
Granted during the period	-	-	-	-	-	3,320	76,040
Forfeited during the period	-	-	-	34,880	-	-	22,360
Exercised during the period	-	-	-	-	-	-	-
Outstanding at the end of the period June 30, 2018	80,000	939,700	83,300	622,630	67,120	90,730	608,410

4. During the quarter and year ended March 31, 2018, the Company had made an assessment of the fair value of investment made in its subsidiary, Marico Consumer Care Limited (MCCL), towards the acquisition of the Youth portfolio in 2012. Accordingly, the Company had made a provision of Rs. 104 crores towards impairment of investment made in MCCL, after taking into account the past business performance, prevailing business conditions and revised expectations of the future performance. The same was disclosed under "Exceptional items" in the Standalone Statement of Profit and Loss.
5. During the quarter ended June 30, 2018 the Company acquired an additional stake of 2.28% in Zed lifestyle Private Limited, a Joint Venture, increasing Company's holding to 42.88%.
6. During the quarter ended June 30, 2018 the Company acquired 12.66% stake in Revolutionary Fitness Private Limited, a joint venture on April 13, 2018.



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7. In accordance with the Indian Accounting Standards (Ind AS 108), the Company has disclosed segment results in consolidated financial results.
8. Previous periods figures have been regrouped / reclassified to make them comparable with those of current period.
9. The figures for the quarter ended March 31, 2018 are the balancing figures between the audited figures in respect of the full financials year and the published year to date figures up to the 3<sup>rd</sup> quarter of that financial year.

Place: Mumbai



Saugata Gupta



Managing Director and CEO

Date: August 02, 2018

