



Rs. In Crore

	ř		Quarter ended		Vear	Rs. In Crore
Sr.						
No	Particulars	March 31, 2018 (Audited) (Refer Note 11)	December 31, 2017 (Unaudited)	March 31, 2017 (Unaudited) (Refer Note 11)	March 31, 2018 (Audited)	March 31, 2017 (Audited)
1	Revenue from operations	1,480.09	1,624.33	1,322.15	6,333.09	5,935.92
2	Other income	22.88	17.41	22.28	84.63	97.31
3	Total Income (1 + 2)	1,502.97	1,641.74	1,344.43	6,417.72	6,033.23
4	Expenses (a) Cost of materials consumed	873.81	912.51	755.29	3.371.67	2.760.16
	(b) Purchase of stock-in-trade	118.67	29.37	25.55	196.01	122.39
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(202.85)	(73.13)	(151.98)	(219.50)	(56.67)
	(d) Excise duty	-	-	7.55	10.91	18.13
	(e) Employee benefits expense	103.47	102.63	98.14	422.22	404.18
	(f) Finance cost	5.29	3.88	4.74	16.17	16.58
	(g) Depreciation and amortisation expense (h) Other expenses	23.09	21.32	26.50	89.08	90.30
	Advertisement and sales promotion	117.49	143.93	111.57	585.61	650.98
	Others	217.23	206.96	217.39	828.41	877.48
	Total expenses	1,256.20	1,347.47	1,094.75	5,300.58	4,883.53
5	Profit before exceptional items, share of net profit/ net (loss) of investment accounted for using equity method and tax (3 - 4)	246.77	294.27	249.68	1,117.14	1,149.70
	Share of profit / (loss) of joint ventures accounted for using the	0.64	(0.13)	(0.42)	(0.12)	(1.00)
7	equity method  Profit after exceptional items and and tax (5 + 6)  Exceptional Items - (Income) / Expenses	247.41	294.14	249.26	<b>ķ117.02</b>	1,148.70
8	Profit before tax (7 + 8)	247.41	294.14	249.26	1,117.02	1,148.70
	Tax expense					
10	Current tax	70.69	78.85	57.94	284.12	292.21
	Deferred tax - Charge / (Credit)	(6.48)	(7.99)	20.41	5.45	45.52
11	Net profit for the period (9 - 10)	183.20	223.28	170.91	827.45	810.97
12	Other comprehensive income A. (i) Items that will not be reclassified to profit or loss Remeasurements of post employment benefit obligations (ii) Income tax relating to items that will not be reclassified to	0.38	(0.40)	2.03	(0.92)	(1.37)
	profit or loss  Remeasurements of post employment benefit obligations B. (i) Items that will be reclassified to profit or loss	0.05	0.14	(0.37)	0.46	0.41
	Exchange differences on translation of foreign operations	10.60	(7.45)	(7.52)	2.07	(22.77)
	Character for the section of the desire of t	10.60	(7.45)	(7.52)	3.97	(33.77)
	Change in fair value of hedging instrument  (ii) Income tax relating to items that will be reclassified to profit	-	0.26	2.59	(1.94)	25.52
	or loss  Change in fair value of hedging instrument	_	(0.09)	(0.89)	0.67	(8.83)
	Total other comprehensive income	11.03	(7.54)	(4.16)	2.24	(18.04)
13	Total comprehensive income for the period $(11 + 12)$	194.23	215.74	166.75	829.69	792.93
14	Net profit attributable to:					
	- Owners	180.58	220.51	168.69	814.49	798.59
	- Non-controlling interests	2.62	2.77	2.22	12.96	12.38
15	Other comprehensive income attributable to:	44.04	(7.54)	(4.10)	2.22	(17.98)
	- Owners - Non-controlling interests	11.01	(7.54)	(4.10) (0.06)	0.02	(0.06)
16	Total comprehensive income attributable to:	0.02		(0.06)	0.02	(0.00)
10	- Owners	191.59	212.97	164.60	816.71	780.61
	- Non-controlling interests	2.64	2.77	2.15	12.98	12.32
17	Paid-up equity share capital (Face value of Re. 1/- per share)	129.09	129.08	129.05	129.09	129.05
	Other equity				2,413.78	2,196.63
19	Earnings per share (of Re. 1 /- each) (Not annualised)	1.40	4 774	1 0 4	( 22	6.21
	(a) Basic (in Rs.)	1.40	1.71	1.31	6.32	6.21
	(b) Diluted (in Rs.)	1.40	1.71	1.31	6.32	6.20





Marico Limited Regd Office: 7th Floor Grande Palladium 175, CST Road, Kalina Santacruz (E) Mumbai 400 098, India Tel: (91-22) 6648 0480 Fax: (91-22) 2650 0159



Consolidated Balance Sheet Rs. In C						
	As at 31 <sup>st</sup> March,					
2018 (Audited)	2017 (Audited)					
534.49	547.19					
26.82	11.16					
29.57	29.98					
485.80	479.45					
60.47	28.08					
20.18	16.30					
36.84	58.41					
4.13	3.73					
14.89	15.71					
33.19	25.47					
9.24	9.54					
32.44	18.22					
1,288.06	1,243.24					
1,510.88	1,253.44					
485.78	533.50					
340.56	246.99					
50.57	42.65					
149.55	193.31					
4.35	6.12					
1.70	3.17					
250.04	97.88					
	12.45					
2,793.43	2,389.51					
4,081.49	3,632.75					
(33.66	(36.36					
2,542.87						
2,555.38	2,339.0					
68.47	44.5					
202.11	238.8					
21.13						
57.1						
55.9						
51.7						
51.7 160.5	5 128.2					
51.7 160.5 <b>1,457.6</b>	5 128.3 4 1,249.3					
51.7 160.5	5 128.3 4 1,249.3					
	26.82 29.57 485.80 60.47 20.18 36.84 4.13 14.89 33.19 9.24 32.44 1,288.06 1,510.88 485.78 340.56 50.57 149.55 4.35 1.70					



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## Notes to the Marico Limited Consolidated financial results:

- 1. The Consolidated audited financial results for the quarter and year ended March 31, 2018 were reviewed by the Audit Committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on May 02, 2018 and are available on the Company's website <a href="http://www.marico.com">http://www.marico.com</a> and on the websites of BSE (<a href="www.bseindia.com">www.bseindia.com</a>) and NSE (<a href="www.nseindia.com">www.nseindia.com</a>).
- 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 and year ended March 31, 2018 comprise results of Marico Limited and its subsidiaries and step down subsidiaries in India, Bangladesh, UAE, Egypt, South Africa, Malaysia and Vietnam. All the aforesaid entities are collectively called 'Marico'.
- 4. During the previous year ended March 31, 2017, the Company had acquired 35.43% stake in Zed Lifestyle Private Limited, a joint venture. During the quarter ended June 30, 2017 the Company acquired additional stake of 2.69%. Further during the quarter ended December 31, 2017 the Company acquired additional stake of 2.48% in the Joint Venture.
- 5. The Company has 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. During the quarter and year ended March 31, 2018, the Company has 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 is 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 has no impact on the consolidated financial statements.

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

(Rs. in crores)

			Year ended			
Particulars	March 31, 2018	December 31, 2017	March 31, 2017	March31, 2018	March 31, 2017	
Revenue from operations	1,213.76	1,337.59	1,111.01	5,181.32	4,868.88	
Profit before tax	182.10	306.34	232.18	953.73	1,141.72	
Profit after tax	119.78	240.11	163.37	718.23	842.70	

7. For the year ended March 31, 2018 - 300,000 equity shares of Re. 1/- each fully paid up were allotted upon exercise of the vested stock option pursuant to Marico Employee Stock Option Scheme, 2014 and 93,200 equity shares of Re. 1/- each fully paid were allotted upon exercise of the vested stock option pursuant to Marico MD CEO Employee Stock Option Plan, 2014. Following are the particulars of

Employee Stock Option plan under various schemes:

5th Floor,

Lodha Excelus,

N. M. Joshi Marg.

Mumbar 400011

ollo Mills Compound

Marico Mumbh

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	Marico Employee Stock	Marico MD CEO Employee		Marico	Employee	Stock Opti	on Plan,	2016	
	Option Scheme, 2014	Stock Option Plan, 2014	Scheme I	Scheme II	Scheme III	Scheme IV	Scheme V	Scheme VI	Scheme VII
Balance at the beginning of the period April 1,2017	300,000	93,200	80,000	939,700	101,080	719,830		-	-
Granted during the period	-	-	-	1	18,730	133,790	67,120	97,050	589,430
Forfeited during the period	-	_	-		36,510	196,110	-	9,640	34,700
Exercised during the period	300,000	93,200	-	-	-	-	-	-	-
Outstanding at the end of the period March 31,2018	-	-	80,000	939,700	83,300	657,510	67,120	87,410	554,730

8. 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)

Quarter ended Year ended March 31, March 31, March 31, March 31, **Particulars** December 2017 2018 31,2017 2017 2018 Segment revenue (Sales and other operating income) 1.035.24 4.969.04 4,579.45 1,284.61 1,156.88 339.72 286.91 1,364.05 1,356.47 323.21 International 1,322.15 6,333.09 5,935.92 1,480.09 1,624.33 **Total Segment Revenue** Less: Inter segment revenue 1,480.09 1,624.33 1,322.15 6,333.09 5,935.92 **Net Segment Revenue** Segment Results (Profit before tax and interest) 239.80 270.78 250.93 1,003.55 1,058.83 India 33.96 44.12 21.65 210.12 198.66 International 1,257.49 273.76 314.90 272.58 1,213.67 **Total Segment Results** Less: (i) Finance Cost 5.29 3.88 4.74 16.17 16.58 80.36 91.21 (ii) Other Un-allocable Expenditure net of unallocable income 21.70 16.75 18.16 1,149.70 1,117.14 294.27 249.68 **Profit Before Tax** 246.77 Share of profit/ (loss) of Joint Venture (0.12)(1.00)(0.42)0.64 (0.13)249.26 1,117.02 1,148.70 Profit Before Tax after share of profit/ (loss) of Joint Venture 247.41 294.14 Segment Assets 1,695.72 2,012.37 1,715.49 1,695.72 2,012.37 India 1,086.37 914.44 973.18 914.44 1,086.37 International 1,022.59 982.75 1,022.59 982.75 1,457.38 Unallocated 4,146.05 3,632.75 4,081.49 3,632.75 4,081.49 **Total Segment Assets** Segment Liabilities 713.52 703.05 711.09 703.05 711.09 India 287.65 338.86 287.65 338.86 312.48 International 476.16 377.88 303.03 476.16 303.03 Unallocated 1,403.88 1,293.73 1,526.11 1,293.73 1,526.11 **Total Segment Liabilities** 





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- 9. During the year ended March 31, 2018, Marico South Africa (Pty) Limited, a wholly owned stepdown subsidiary of Marico Limited acquired the business & Brand called 'ISOPLUS' in South Africa from JM Products (Pty.) Limited & Ms. Mary L. Harris for a total Consideration of ZAR 75 Million. (INR 36.10 Crore approx.)
- 10. Previous periods figures have been regrouped / reclassified to make them comparable with those of current period.

11. The figures for the three months ended March 31, 2018 and March 31, 2017 are arrived at as difference between audited figures in respect of the full financial year and the unaudited published figures upto nine months of the relevant financial year. Also the figures upto the end of the third quarter had only been reviewed and not subjected to audit.

Place: Mumbai

Date: May 02, 2018

Mumbby Warico

Saugata Gupta

Managing Director and CEO

1

Sth Floor.
Lodha Excelus.
Apollo Mills Compound.
N. M. Joshi Marg.
Mahalaxmi,
Mumbai 400011
India



## **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, 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 with your email address, Name, DP ID and Client ID.

Marico Limited

Reg Office: 7th floor, Grande Palladium, 175, CST Road, Kalina, Santacruz (East),

Mumbai 400 098

Tel: (91-22) 66480 0480 Fax: (91-22) 2650 0159 Website: www.marico.com E-mail: investor@marico.com CIN: L15140MH1988PLC049208

Websites: www.marico.com, www.maricobd.com, www.maricoinnovationfoundation.org,

www.parachuteadvansed.com, www.saffolalife.com, www.icpvn.com, www.chottekadam.com, www.setwet.com,

www.livonhairgain.com, www.livonilovemyhair.com, www.fitfoodie.in, www.artofoiling.com,

www.indiaparenting.com/bio-oil/



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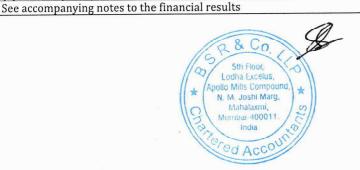
\*1



MARICO LIMITED STATEMENT OF STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018. Rs. In Crore Year ended Quarter ended March 31. March 31, 2017 March 31, **Particulars** March 31, 2018 December 31, No 2017 2017 (Unaudited) 2018 (Audited) (Refer (Audited) (Audited) (Unaudited) (Refer Note 10) Note 10) 5,181.32 4,868.88 1.213.76 1.337.59 1.111.01 Revenue from operations 261.86 21.49 217.22 91.66 71.89 2 Other income 5,130.74 5,398.54 1,132.50 1,305.42 1,409.48 3 Total Income (1+2)4 Expenses 677.94 3,014.97 2.347.14 847.82 794.11 (a) Cost of materials consumed 169.44 73.46 20.37 35.11 (b) Purchase of stock-in-trade 24.31 (c) Changes in inventories of finished goods, work-in-progress (47.44)(155.87)(221.62)(197.41)(66.80) and stock-in-trade 10.91 18.13 7.55 (d) Excise duty 62.41 274.27 250.92 65.33 65.10 (e) Employee benefits expense 1.83 1.86 4.12 7.55 12.59 (f) Finance cost 17.20 16.26 19.25 66.90 64.10 (g) Depreciation and amortisation expense (h) Other expenses 75.19 437.44 458.99 84.80 103.97 Advertisement and sales promotion 715.15 174.62 676.93 175.44 168.27 Others 3,989.02 900.32 4,340.81 1,103.14 1,019.32 Total expenses 1,057.73 1,141.72 232.18 Profit before exceptional items and tax (3 - 4) 286.10 306.34 104.00 Exceptional items - (Income) / Expenses (Refer Note 4) 104.00 1,141.72 232.18 953.73 182.10 306.34 7 Profit before tax (5 - 6) 8 Tax expense 229.57 243.52 68.28 48.81 59.56 Current tax 5.93 55.50 2.76 (2.05)20.00 Deferred tax - Charge / (Credit) 842.70 718.23 163.37 Net profit for the period (7 - 8) 119.78 240.11 10 Other comprehensive income A. (i) Items that will not be reclassified to profit or loss (0.74)(1.80)0.44 (0.39)0.44 Remeasurements of post employment benefit obligations (ii) Income tax relating to items that will not be reclassified to profit or loss 0.26 0.62 0.14 (0.15)Remeasurements of post employment benefit obligations (0.15)B. (i) Items that will be reclassified to profit or loss 2.59 (1.94)25.52 0.26 Change in fair value of hedging instrument (ii) Income tax relating to items that will be reclassified to profit or loss (0.89)0.67 (8.83)(0.09)Change in fair value of hedging instrument 1.99 (1.75)15.51 0.29 (0.08)Total other comprehensive income for the period 716.48 858.21 120.07 240.03 165.36 11 Total comprehensive income for the period (9 + 10) 129.05 129.09 129.05 129.09 129.08 12 Paid-up equity share capital (Face value of Re. 1/- per share) 2.795.19 2.912.10 13 Other equity 14 Earnings per share (of Re 1 /- each) ( Not annualised)

0.93

0.93





1.86

1.86



1.27

1.27

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6.55

6.53

(a) Basic (in Rs.)

(b) Diluted (in Rs.)

5.58

5.57



Balance Sheet		Rs. In Crore		
	As at 31 <sup>st</sup>	KS. In Cror		
Particulars	March, 2018 (Audited)	As at 31 <sup>st</sup> March 2017 (Audited)		
ASSETS				
Non-current assets				
Property, plant and equipment	465.55	473.91		
Capital work-in-progress	24.61	7.94		
Investment properties	23.43	23.86		
Other intangible assets	20.11	21.58		
Investment in subsidiaries and joint venture	1,020.48	1,105.64		
Financial assets (non current)	26.04	57.12		
(i) Investments	36.84	3.73		
(ii) Loans	33.36	27.11		
(iii) Other financial assets	30.39	22.12		
Non-current tax assets (Net)	26.91	16.78		
Other non-current assets  Total non-current assets	1,685.41	1,759.79		
Current assets				
Inventories	1,313.18	1,082.96		
Financial assets (current)				
(i) Investments	449.56	501.49		
(ii) Trade receivables	288.15	227.61		
(iii) Cash and cash equivalents	7.41	13.74		
(iv) Bank balances other than (iii) above	53.40	63.47		
(v) Loans	2.69	4.36		
(vi) Other financial assets	35.04	25.45		
Other current assets	185.05	71.69		
Assets classified as held for sale	-	12.45		
Total current assets	2,334.48	2,003.22		
TOTAL ASSETS	4,019.89	3,763.01		
EQUITY AND LIABILITIES				
EQUITY				
Equity share capital	129.09	129.05		
Other equity		0 700 70		
Reserves and surplus	2,911.91	2,793.73		
Other reserves	0.19	1.46		
Total equity	3,041.19	2,924.24		
LIABILITIES				
Non-current liabilities	9.50	13.08		
Employee benefit obligations	18.05	9.75		
Deferred tax liabilities (net) Total non current liabilities	27.55	22.83		
Current liabilities				
Financial liabilities (current)				
(i) Borrowings	122.38	108.35		
(ii) Trade payables	586.65	476.24		
(iii) Other financial liabilities	7.82	11.01		
Provisions	57.18	56.41		
Employee benefit obligations	39.12	35.91		
Current tax liabilities (Net)	17.04	23.20		
Other current liabilities	120.96	104.82		
Total current liabilities	951.15	815.94		
Total liabilities	978.70	838.77		
TOTAL EQUITY AND LIABILITIES	4,019.89	3,763.01		

Marico

Sth Floor,
Lodha Excelus,
Apollo Mills Compound,
N. M. Joshi Marg,
Mahalaxmi,
Mumbai-400011.
India

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www.marico.com

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CIN: L15140MH1988PLC049208 Email: investor@marico.com



## Notes to the Marico Limited Standalone financial results:

- 1. The Standalone audited financial results for the quarter and year ended March 31, 2018 were reviewed by the audit committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on May 2, 2018 and are available on the Company's website <a href="http://www.marico.com">http://www.marico.com</a> and on the websites of BSE (<a href="www.bseindia.com">www.bseindia.com</a>) and NSE (<a href="www.nseindia.com">www.nseindia.com</a>).
- 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. During the quarter and year ended March 31, 2018, the Company has received dividend of Rs. 68.43 crores and Rs. 134.29 crores, respectively, from its overseas subsidiaries (for the quarter and year ended March 31, 2017, the company had received dividend of Rs. Nil and Rs. 171.39 crores, from its overseas subsidiaries).
- 4. The Company has 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. During the quarter and year ended March 31, 2018, the Company has 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 is disclosed under "Exceptional items" in the Standalone Statement of Profit and Loss.
- 5. For the year ended March 31, 2018 300,000 equity shares of Re. 1/- each fully paid up were allotted upon exercise of the vested stock option pursuant to Marico Employee Stock Option Scheme, 2014 and 93,200 equity shares of Re. 1/- each fully paid were allotted upon exercise of the vested stock option pursuant to Marico MD CEO Employee Stock Option Plan, 2014. Following are the particulars of Employee Stock Option plan under various schemes:





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	Marico Employee Stock	Marico MD CEO Employee	Marico Employee Stock Option Plan, 2016						
	Option Scheme, 2014	Stock Option Plan, 2014	Scheme I	Scheme II	Scheme III	Scheme IV	Scheme V	Scheme VI	Scheme VII
Balance at the beginning of the period April 1,2017	300,000	93,200	80,000	939,700	101,080	719,830	-	-	-
Granted during the period	-	-	-	-	18,730	133,790	67,120	97,050	589,430
Forfeited during the period	-	-	-	-	36,510	196,110	-	9,640	34,700
Exercised during the period	300,000	93,200	-	-	72	-	-	-	-,
Outstanding at the end of the period March 31,2018	-	~	80,000	939,700	83,300	657,510	67,120	87,410	554,730

- 6. During the previous year ended March 31, 2017, the Company had acquired 35.43% stake in Zed Lifestyle Private Limited, a joint venture. During the quarter ended June 30, 2017 the Company acquired additional stake of 2.69%. Further during the quarter ended December 31, 2017 the Company acquired additional stake of 2.48% in the Joint Venture.
- 7. Additional equity infusion was done in Marico South Africa Consumer Care (Pty) Ltd to the tune of ZAR 30 Million (Rs.14.47 crores approx.) during the year ended March 31, 2018.
- 8. In accordance with the Indian Accounting Standards (Ind AS 108), the Company has disclosed segment results in consolidated financial results.
- 9. Previous periods figures have been regrouped / reclassified to make them comparable with those of current period.
- 10. The figures for the three months ended March 31, 2018 and March 31, 2017 are arrived at as difference between audited figures in respect of the full financial year and the unaudited published figures upto nine months of the relevant financial year. Also the figures upto the end of the third quarter had only been reviewed and not subjected to audit.

Place: Mumbai

Date: May 02, 2018

Marico \*

Saugata Gipta

Managing Director and CEC



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