

	make a difference  MARICO LIMITED						
	STATEMENT OF CONSOLIDATED FINANCIAL RESULTS		TER AND YEA	R ENDED MARC	CH 31, 2020.		
						Rs. in Crore	
			Quarter ended	1	Year	ended	
Sr. No.	Particulars	March 31, 2020 (Audited) (Refer note 13)	December 31, 2019 (Un-audited)	March 31, 2019 (Audited) (Refer note 13)	March 31, 2020 (Audited)	March 31, 2019 (Audited)	
1	Revenue from operations	1,496	1,824	1,609	7,315	7,334	
2	Other income	32	29	28	124	103	
3	Total Income (1 + 2)	1,528	1,853	1,637	7,439	7,437	
4	Expenses (a) Cost of materials consumed	796	848	1,042	3,428	3,995	
	(b) Purchase of stock-in-trade	47	47	41	177	145	
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(84)	33	(263)	140	(123)	
	(d) Employee benefits expense	108	116	117	478	466	
	(e) Finance cost	13 38	12 32	12 39	50	40 131	
	(f) Depreciation and amortisation expense (g) Other expenses	36	32	39	140	131	
	Advertisement and sales promotion	126	185	153	727	659	
	Others	221	222	225	896	866	
	Total expenses	1,265	1,495	1,366	6,036	6,179	
5	Profit before exceptional items, share of net profit/ net (loss) of investment accounted for using equity method and tax (3 - 4)	263	358	271	1,403	1,258	
6	Share of profit / (loss) of joint ventures accounted for using the equity method	(1)	(0)	(1)	0	(1)	
7	Profit before exceptional items and and tax (5 + 6)	262	358	270	1,403	1,257	
8	Exceptional items - (Income) / Expenses (Refer Note 10)	10	-	-	29	- 1 255	
9 10	Profit before tax (7 - 8)  Tax expense	252	358	270	1,374	1,257	
10	Current tax	73	71	67	347	331	
	Deferred tax charge / (credit)	(20)	11	(12)	(16)	(18)	
	Tax expense for the current year	53	82	55	331	314	
	Tax Adjustments for earlier years (Refer Note 5)  Total income tax expenses recongised during the year	53	82	(188) (133)	331	(188) <b>126</b>	
11	Net profit for the period (9 - 10)	199	276	403	1,043	1,131	
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 profit or loss	(1)	0	(2)	(3)	(2)	
	Remeasurements of post employment benefit obligations B. (i) Items that will be reclassified to profit or loss	0	0	0	1	(0)	
	Exchange differences on translation of foreign operations Change in fair value of hedging instrument	6 0	42 (1)	(28)	45 (2)	(16)	
	<ul><li>(ii) Income tax relating to items that will be reclassified to profit or loss</li></ul>						
	Change in fair value of hedging instrument	0	1	(0)		(0)	
10	Total comprehensive income	5	42	(29)	1.005	(18)	
13 14	Total comprehensive income for the period (11 + 12)	204	318	374	1,085	1,113	
14	Net profit attributable to: - Owners	194	272	399	1,021	1,114	
15	- Non-controlling interests Other comprehensive income attributable to:	5	4	4	22	17	
	- Owners	6	41	(29)	42	(18)	
10	- Non-controlling interests	(1)	1	(0)	0	0	
16	Total comprehensive income attributable to: - Owners	200	313	370	1,063	1,096	
	- Non-controlling interests	4	5	4	22	17	
17	Paid-up equity share capital (Face value of Re. 1/- per share)	129	129	129	129	129	
18	Other equity				2,894	2,846	
19	Earnings per share (of Re. 1 /- each) ( Not annualised)						
	(a) Basic (in Rs.) (b) Diluted (in Rs.)	1.51 1.50	2.11 2.10	3.10 3.10	7.91 7.91	8.64 8.63	
	See accompanying notes to the financial results	1.50	2.10	3.10	7.91	0.03	

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Consol Bal	ance Sheet		
	A + 21 - +	A + 21 - +	Rs. in Crore
Particulars	As at 31st March, 2020	As at 31st March, 2019	As at 1st April, 2018
	·	Restated	Restated
ASSETS			
Non-current assets			
Property, plant and equipment	654	572	534
Capital work-in-progress	58	45	27
Right of use assets	146	153	150
Investment properties	17	17	30
Goodwill	538	503	486
Intangible assets	41	55	60
Investment accounted for using the equity method	29	25	20
<u>Financial assets</u>			
(i) Investments	76	34	37
(ii) Loans	20	18	19
(iii) Other financial assets	11	11	0
Deferred tax assets (net)	159	202	20
Non current tax assets (net)	45	39	33
Other non-current assets	26	35	32
Total non-current assets	1,820	1,709	1,448
<u>Current assets</u>			
Inventories	1,380	1,411	1,511
<u>Financial assets</u>			
(i) Investments	628	391	486
(ii) Trade receivables	539	517	340
(iii) Cash and cash equivalents	93	48	51
(iv) Bank balances other than (iii) above	186	504	150
(v) Loans	5	5	4
(vi) Other financial assets	3	4	2
Other current assets	340	308	250
Assets classified as held for sale	8	12	-
Total current assets	3,182	3,200	2,794
Total assets	5,002	4,909	4,242
EQUITY AND LIABILITIES			
Equity	120	120	120
Equity share capital	129	129	129
Other equity	2 000	2.007	2.420
Reserves and surplus	2,900	2,896	2,428
Other reserves	(6)	(50)	(34)
Non-controlling interests	13	12	12
Total equity attributable to owners	3,036	2,987	2,535
LIABILITIES			
Non-current liabilities			
<u>Financial liabilities</u>	10	4.4	
(i) Borrowings	10	14	20
(ii) Other financial liabilities	144	151	146
Employee benefit obligations	21	20	19
Deferred tax liabilities (net)	6	13	29
Total non-current liabilities	181	198	215
Current liabilities			
<u>Financial liabilities</u>		22=	200
(i) Borrowings	325	335	289
(ii) Trade payables	10	40	
Due to micro and small enterprises	10	13	4
Due to others	968	931	818
(iii) Other financial liabilities	79	63	55
Other current liabilities	217	196	161
Provisions	58	57	57
Employee benefit obligations	54	68	56
Current tax liabilities (net)	74	61	52
Total current liabilities	1,785	1,724	1,492
Total liabilities	1,966	1,922	1,707
Total equity and liabilities	5,002	4,909	4,242



Marico Limited		
Consolidated statement of cash flow	Do in	Cuana
for the year ended 31st March, 2020		Crore ended
Particulars	31st March, 2020	31st March, 2019
A CASH FLOW FROM OPERATING ACTIVITIES	31st Walch, 2020	315t Watch, 2017
Profit before income tax	1,374	1,256
Adjustments for:	1,571	1,200
Depreciation, amortisation and impairment	150	131
Share of net loss of joint ventures accounted for using the equity method	(0)	1
Finance costs	50	40
Interest income from financial assets	(72)	(54)
(Gain)/ Loss on disposal of property, plant and equipment (NET)	(0)	(7)
Net fair value changes (including net gain on sale of investments)	(29)	(72)
Gain on fair value of financial asset and investment	(4)	38
Employees stock option charge	10	9
Stock appreciation rights expense charge / (reversal)	(1)	7
Provision for doubtful debts, advances, deposits and others (written back) / written off	(3)	11
	1,475	1,361
Change in operating assets and liabilities:		
(Increase) / Decrease in inventories	31	100
(Increase) / Decrease in trade receivables	(22)	(177)
(Increase) / Decrease in other financials assets	1	(3)
(Increase) / Decrease in other non-current assets	(2)	(0)
(Increase) / Decrease in other current assets	(33)	(60)
(Decrease) / Increase in loans	(3)	(1)
(Decrease) / Increase in provisions	1	(0)
(Decrease) / Increase in employee benefit obligations	(14)	4
(Decrease) / Increase in other current liabilities	22	35
(Decrease) / Increase in trade payables	38	121
(Decrease) / Increase in other financial liabilities	14	2
Changes in working capital	33	21
Cash generated from operations	1,508	1,382
Income taxes paid (net of refunds)	(289)	(320)
Net cash generated from operating activities (A)  B CASH FLOW FROM INVESTING ACTIVITIES	1,218	1,062
Payment for property, plant and equipment and intangible assets	(194)	(162)
Proceeds from sale of property, plant and equipment	8	19
(Payment for) / Proceeds from purchase/sale of investments (NET)	(189)	103
Investment in joint venture	(3)	(6)
(Purchase)/ Redemption of Inter-corporate deposits (NET)	45	20
Investment in bank deposits (having original maturity more than 3 months) (NET)	217	(357)
Interest received	73	49
Net cash generated from / (utilised in) investing activities (B)	(44)	(334)
C CASH FLOW FROM FINANCING ACTIVITIES	()	(553)
Proceeds from issuance of share capital (net of share issue expenses)	0	-
Sale of investments by WEOMA trust (NET)	3	30
Other borrowings (repaid) / taken (NET)	(15)	40
Decrease in minority interest	(21)	(18)
Interest paid	(34)	(23)
Repayment of Principal portion of lease liabilities	(38)	(29)
Interest paid on lease liabilities	(16)	(16)
Dividends paid to company's shareholders (including dividend distribution tax)	(1,025)	(682)
Net cash utilised in financing activities (C)	(1,146)	(697)
D Effect of exchange difference on translation of foreign currency cash and cash equivalents (D)	17	(33)
E   NET INCREASE / (DECREASE) IN CASH & CASH EQUIVALENTS (A+B+C+D)	45	(3)
F Cash and cash equivalents at the beginning of the financial year	48	51
G   Cash and cash equivalents at end of the year	93	48



## Notes to the Marico Limited Consolidated financial results:

- 1. The Consolidated audited financial results for the quarter and year ended March 31, 2020 were reviewed by the Audit Committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on May 04, 2020 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>). These results have been subjected to audit by the statutory auditors of the Company and have expressed an unmodified opinion thereon.
- 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, 2020 comprise results of Marico Limited, its subsidiaries and step down subsidiaries in India, Bangladesh, UAE, Egypt, South Africa, Malaysia, Sri Lanka and Vietnam. All the aforesaid entities and its joint ventures in India are collectively called 'Marico'.
- 4. The Ministry of Home Affairs vide order No.40-3/2020 dated 24.03.2020 notified first ever nation-wide lockdown in India to contain the outbreak of COVID 19. As a result, the operations were temporarily disrupted at manufacturing, warehouse and distribution locations of Marico India. Further, International businesses were also temporarily disrupted with many of the territories experiencing partial or complete lockdown in the last week of March 2020. During this period, the Group could register sales largely in the Edible Oils and Foods portfolio, which fall under essential goods category.
- 5. During the year ended March 31, 2019, the Company had written back tax provision pursuant to acceptance of its position in tax proceedings pertaining to earlier years.
- 6. Following are the particulars of the Company (on a standalone basis):

(Rs. in Crore)

		Quarter ended	Year ended		
Particulars	March 31, 2020	December	March 31, 2019	March 31,	March 31,
Turneumrs	(Audited)	31, 2019	(Audited)	2020	2019
	(Refer note 13)	(Un-audited)	(Refer note 13)	(Audited)	(Audited)
Revenue from operations	1,188	1,434	1,290	5,853	5,971
Profit before tax (after Exceptional items)	284	328	285	1,258	1,183
Net Profit after tax	227	269	429	1,006	1,129

7. Following are the particulars of Employee Stock Option plan issued under various schemes of Marico Employee Stock Option Plan, 2016.

Balance at the beginning of the period April 1, 2019	30,59,590
Granted during the period	18,51,460
Forfeited / Lapsed during the period	2,74,040
Exercised during the period	1,53,690
Outstanding at the end of the period March 31, 2020	44,83,320

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8. The %age holding by Company in Joint Venture are as under:

Sr.	Name of the Company	% holding as on	% Holding	% holding as on
No.		April 1, 2019	acquired	March 31, 2020
			during the year	
1	Zed lifestyle Private Limited	42.88	2.12	45.00
2	Revolutionary Fitness Private	22.46	6.98	29.44
	Limited			

No additional stake was acquired by the Company during the quarter ended Mar 31, 2020.

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 excluding exceptional items for these categories.

(Rs. in crore)

	-	Quarter ended	Year e		
Particulars	March 31, 2020	December 31, 2019	March 31, 2019	March 31,	March 31, 2019
	(Audited)	(Un-audited)	(Audited)	2020 (Audited)	(Audited)
Segment revenue (Sales and other operating income)					
India	1,146	1,380	1,240	5,655	5 <i>,</i> 756
International	350	444	369	1,660	1,578
Total Segment Revenue	1,496	1,824	1,609	7,315	7,334
Less : Inter segment revenue	-	-	-	-	-
Net Segment Revenue	1,496	1,824	1,609	7,315	7,334
Segment Results (Profit before tax and interest)					
India	238	298	240	1,170	1,075
International	57	85	60	336	292
Total Segment Results	295	383	300	1,506	1,367
Less: (i) Finance Cost	13	12	12	50	40
(ii) Other Un-allocable Expenditure net of unallocable income	19	13	17	53	69
(iii) Exceptional items (Refer Note 10)	10	-	-	29	-
Profit Before Tax	253	358	271	1,374	1,258
Share of profit/ (loss) of Joint Venture	(1)	(0)	(1)	0	(1)
Profit Before Tax after share of profit/ (loss) of Joint Venture	252	358	270	1,374	1,257
Segment Assets					
India	2,409	2,271	2,351	2,409	2,351
International	1,204	1,231	1,095	1,204	1,095
Unallocated	1,389	1,982	1,463	1,389	1,463
Total Segment Assets	5,002	5,484	4,909	5,002	4,909
Segment Liabilities					
India	977	1,033	985	977	985
International	471	478	411	471	411
Unallocated	518	531	526	518	526
Total Segment Liabilities	1,966	2,042	1,922	1,966	1,922

10. During the quarter ended Mar 31, 2020, the Company has recognised an impairment loss of Rs 10 Crores towards Goodwill arising out of South African Hair styling brand ISO Plus acquired through its subsidiary Marico South Africa (PTY) limited. The same is disclosed under 'Exceptional items' in the Consolidated Statement of Profit and Loss. Excluding the same, profit for the quarter





ended Mar 31, 2020 would have Rs 209 Crores (Q4 FY19 Rs 214 Crores before tax adjustment of earlier years, resulting in a profit decline of 2%).

In addition to above, Exceptional items for the Year ended March 31, 2020 include expenses in relation to the amount paid towards voluntary retirement scheme offered to the employees on the close of operations at the Kanjikode factory of the company during quarter ended June 30, 2019.

Excluding the above items, Net Profit after Tax for the year ended would have been Rs 1,065 Crore (FY 19 Rs 943 Crores before tax adjustment of earlier years, resulting in profit growth of 13%).

11. The company has adopted Ind AS 116 'Leases', with effect from 1st April 2019 using the full retrospective method. Accordingly, the Company has reinstated comparative information of previous periods. This has resulted in recognizing a right-of-use asset of Rs. 154 Crore and a corresponding lease liability of Rs. 187 Crore. The difference of Rs. 23 Crore (Net of deferred tax asset created of Rs. 10 Crore) has been adjusted to retained earnings as at 1st April, 2018.

In the Statement of Profit and Loss, operating lease expenses which were recognized as other expenses prior to adoption of IND AS 116 have been substituted with depreciation expense for right-of-use asset and finance cost for interest accrued on lease liability. The impact of adoption of this standard on Profits is as follows;

(Rs in Crore)

	Quarter ended			Year ended		
Particular	March 31, 2020	Dec 31, 2019	March 31, 2019	March 31, 2020	March 31, 2019	
(A) Reduction in Lease Rental	(15)	(12)	(11)	(50)	(45)	
(B) Increase in Depreciation	9	9	10	37	35	
(C) Increase in Interest	4	4	4	16	16	
(D) Net Impact on Profit before Tax	2	(1)	(3)	(3)	(6)	

- 12. Previous periods figures have been regrouped / reclassified to make them comparable with those of current period.
- 13. The figures for the three months ended March 31, 2020 and March 31, 2019 are arrived at as difference between audited figures in respect of full financial year and the unaudited published figures upto nine months ended December 31 of the relevant financial year. Also the figures upto the end of third quarter had only been reviewed and not subjected to audit.

Place: Mumbai Saugata Gupta

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Date: May 04, 2020 Managing Director and CEO

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www.marico.com

Marico Limited

CIN: L15140MH1988PLC049208 Email: investor@maricoindia.net



## **About Marico:**

Marico (BSE: 531642, NSE: "MARICO") is one of India's leading consumer goods companies operating in the global beauty and wellness space. During 2019-20, Marico recorded a turnover of INR 73.1 billion (USD 1.03 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, Hair & Care, Parachute Advansed, Nihar Naturals, Mediker, True Roots, Kaya Youth O<sub>2</sub>, Coco Soul, Revive, Set Wet & Livon. The International business 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, Sedure, Thuan Phat and Isoplus.

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

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Websites: <a href="https://www.marico.com">www.marico.com</a>, <a href="https://www.marico.com">www.marico.com</a>, <a href="https://www.setwet.com">www.setwet.com</a>, <a href="https://www.setfolalife.com">www.setwet.com</a>, <a href="https://www.setfolalife.com">www.setfolalife.com</a>, <a href="https://www.setfolalife.com">w

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	MARICO LIMIT	ED				
	STATEMENT OF STANDALONE FINANCIAL RESULTS FOR TH	IE QUARTER AN	D YEAR ENDE	ED MARCH 31, 20	020.	
						Rs. in Crore
			Quarter ended	[	Year ended	
Sr. No.	Particulars	March 31, 2020 (Audited) (Refer note 11)	December 31, 2019 (Un-audited)	March 31, 2019 (Audited) (Refer note 11)	March 31, 2020 (Audited)	March 31, 2019 (Audited)
1	Revenue from operations	1,188	1,434	1,290	5,853	5,971
2	Other income	105	76	97	308	301
3	Total Income (1 + 2)	1,293	1,510	1,387	6,161	6,272
4	Expenses					
	(a) Cost of materials consumed	686	700	923	2,930	3,463
	(b) Purchase of stock-in-trade	38	35	31	138	109
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(81)	44	(250)	138	(101)
	(d) Employee benefits expense	68	73	75	308	307
	(e) Finance cost	9	7	8	33	24
	(f) Depreciation and amortisation expense	30	27	31	113	104
	(g) Other expenses					
	Advertisement and sales promotion	80	120	105	502	482
	Others	179	176	179	722	701
	Total expenses	1,009	1,182	1,102	4,884	5,089
5	Profit before exceptional items and tax (3 - 4)	284	328	285	1,277	1,183
6	Exceptional items - (Income) / Expenses (Refer Note 8)	-	-	-	19	-
7	Profit before tax (5 - 6)	284	328	285	1,258	1,183
8	Tax expense					
	Current tax	56	50	50	259	260
	Deferred tax charge / (credit)	1	9	(6)	(7)	(18)
	Tax expense for the current year	57	59	44	252	242
	Tax Adjustments for earlier years (Refer Note 5)	-	-	(188)	-	(188)
	Total income tax expenses recongised during the period	57	59	(144)	252	54
9	Net profit for the period (7 - 8)	227	269	429	1,006	1,129
10	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 profit or loss	1	0	(1)	(1)	(1)
	Remeasurements of post employment benefit obligations	(1)	0	(0)	0	0
	B. (i) Items that will be reclassified to profit or loss					
	Change in fair value of hedging instrument	0	(1)	1	(2)	0
	(ii) Income tax relating to items that will be reclassified					
	to profit or loss  Change in fair value of hedging instrument	0	1	(0)	1	(0)
	Total other comprehensive income for the period	0	0	(0)	(2)	(1)
11	Total comprehensive income for the period (9 + 10)	227	269	429	1,004	1,128
12	Paid-up equity share capital (Face value of Re. 1/- per share)	129	129	129	129	129
13	Other equity		""		3,376	3,360
	Earnings per share (of Re 1 /- each) ( Not annualised)				5,5,6	3,300
14		1.75	3.00	2.22	7.70	0.7/
	(a) Basic (in Rs.)	1.75 1.75	2.09 2.09	3.33	7.79 7.79	8.76 8.76
	(b) Diluted (in Rs.)  See accompanying notes to the financial results	1.75	Z.09	3.33	1 /./9	8.76

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Stanuaione	Balance Sheet		
			Rs. in Cro
Particulars	As at 31st March, 2020	As at 31st March, 2019	As at 1st April 2018
	Water, 2020	Restated	Restated
ASSETS		restated	restatea
Non-current assets			
Property, plant and equipment	561	503	46
Capital work-in-progress	55	42	2
Right of use assets	108	107	10
Investment properties	11	11	2
Intangible assets	21	22	2
Investment in subsidiaries and joint venture	1,030	1,026	1,02
<u>Financial assets</u>			
(i) Investments	76	34	3
(ii) Loans	16	15	1
(iii) Other financial assets	28	30	2
Deferred tax assets (net)	148	188	-
Non current tax assets (net)	41	36	3
Other non-current assets	20	30	2
Total non-current assets	2,115	2,044	1,78
Current assets			
Inventories	1,165	1,234	1,31
Financial assets	1,103	1,201	1,51
(i) Investments	617	380	45
(ii) Trade receivables	465	430	28
(iii) Cash and cash equivalents	27	10	
(iv) Bank balances other than (iii) above	53	329	5
(v) Loans	3	3	
(vi) Other financial assets	27	54	3.
Current tax asset (net)	1	_	
Other current assets	287	262	18
Assets classified as held for sale	5	12	_
Total current assets	2,650	2,714	2,33
Total assets	4,765	4,758	4,12
HOLIUM AND ALABAY MANG			
EQUITY AND LIABILITIES			
Equity	100	100	10
Equity share capital	129	129	12
Other equity	2.27(	2 2/0	2.00
Reserves and surplus	3,376	3,360	2,89
Other reserves	(1)	0	2.02
Total equity attributable to owners	3,504	3,489	3,02
LIABILITIES			
Non-current liabilities			
Financial liabilities			
(ii) Other financial liabilities	109	107	10
Employee benefit obligations	8	9	1
Deferred tax liabilities (net)		_	1
Total non-current liabilities	117	116	12
<u>Current liabilities</u>			
<u>Financial liabilities</u>			
(i) Borrowings	110	131	12
(ii) Trade payables			
Due to micro and small enterprises	10	13	
Due to others	699	702	58
(iii) Other financial liabilities	42	37	3
Other current liabilities	179	146	12
Provisions	58	57	5
Employee benefit obligations	32	51	3
Current tax liabilities (net)	14	16	1
Total current liabilities	1,144	1,153	97
Total liabilities	1,261	1,269	1,09
Total equity and liabilities	4,765	4,758	4,12



		make a difference
Marico Limited		
Statement of Cash Fl	ow	
For the year ended 31st March, 2020	V	Rs. in Crore
		ended
Particulars	31 <sup>st</sup> March, 2020	31 <sup>st</sup> March, 2019
A CASH FLOW FROM OPERATING ACTIVITIES  Profit before income tax	1.050	1 103
	1,258	1,183
Adjustments for:  Depreciation, amortisation and impairment	113	104
Finance costs	33	24
Interest income from financial assets	(48)	
(Gain) / Loss on disposal of property, plant and equipment (NET)	0	`
Net fair value changes (including net gain on sale of investments)	(33	$\begin{pmatrix} 3 \\ 32 \end{pmatrix}$
Dividend income from subsidiaries	(193)	1
Employees stock option charge	9	`
Stock appreciation rights expense charge / (reversal)	(1)	_
Provision for doubtful debts, advances, deposits and others (written l		1
1 Tovision for doubtful debts, advances, deposits and others (written i	1,135	1,058
Change in operating assets and liabilities:	1,133	1,030
(Increase) / Decrease in inventories	69	79
(Increase) / Decrease in trade receivables	(36)	
(Increase) / Decrease in other financials assets	28	(26)
(Increase) / Decrease in other non-current assets		1
(Increase) / Decrease in other current assets	(2)	
(Decrease) / Increase in loans	(1)	1
(Decrease) / Increase in provisions	1	(0)
(Decrease) / Increase in employee benefit obligations	(19	1
(Decrease) / Increase in other current liabilities	33	25
(Decrease) / Increase in trade payables	(3)	
(Decrease) / Increase in other financial liabilities	8	(1)
Changes in working capital	53	(14)
Cash generated from operations	1,188	1,044
Income taxes paid (net of refunds)	(219	1
Net cash generated from operating activities (A)	969	785
B CASH FLOW FROM INVESTING ACTIVITIES		
Payment for property, plant and equipment and intangible assets	(141)	(150)
Proceeds from sale of property, plant and equipment	3	13
(Payment for) / Proceeds from purchase/sale of investments (NET)	(190)	
Investment in joint venture	(3)	
Investment in Subsidiaries	(1)	1
(Purchase)/ Redemption of Inter-corporate deposits (NET)	45	18
Investment in bank deposits (having original maturity more than 3 more		(269)
Dividend income from subsidiaries	193	206
Interest received	49	31
Net cash generated from / (utilised in) investing activities (B)	128	(79)
C CASH FLOW FROM FINANCING ACTIVITIES		` '
Proceeds from issuance of share capital (net of share issue expenses)	0	_
Sale of investments by WEOMA trust (NET)	3	30
Other borrowings (repaid) / taken (NET)	(23)	9
Interest paid	(21)	1
Repayment of Principal portion of lease liabilities	(26)	` '
Interest paid on lease liabilities	(12)	1
Dividends paid to company's shareholders (including dividend distribu	` '	`
Net cash used in financing activities (C)	(1,080)	· /
D NET INCREASE/ (DECREASE) IN CASH & CASH EQUIVALENTS	(A+B+C) 17	2
E Cash and cash equivalents at the beginning of the financial year	10	8
F Cash and cash equivalents at end of the year	27	10



## Notes to the Marico Limited Standalone financial results:

- 1. The Standalone audited financial results for the quarter and year ended March 31, 2020 were reviewed by the Audit Committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on May 04, 2020 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>). These results have been subjected to audit by the statutory auditors of the Company and have expressed an unmodified opinion thereon.
- 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 recognized accounting practices and policies to the extent applicable.
- 3. The Ministry of Home Affairs vide order No.40-3/2020 dated 24.03.2020 notified first ever nation-wide lockdown in India to contain the outbreak of COVID 19. As a result, the operations were temporarily disrupted at manufacturing, warehouse and distribution locations of Marico. During this period, the Company could register sales largely in the Edible Oils and Foods portfolio, which fall under essential goods category.
- 4. Following are the particulars of Employee Stock Option plan issued under various schemes of Marico Employee Stock Option Plan, 2016

Balance at the beginning of the period April 1, 2019	30,59,590
ranted during the period	18,51,460
Forfeited / Lapsed during the period	2,74,040
Exercised during the period	1,53,690
Outstanding at the end of the period March 31, 2020	44,83,320

- 5. During the year ended March 31, 2019, the Company had written back tax provision pursuant to acceptance of its position in tax proceedings pertaining to earlier years.
- 6. The %age holding by Company in Joint Venture are as under:

Sr.	Name of the Company	% Holding	% Holding	% Holding as
No.		as on April 1,	acquired	on March 31,
		2019	during the year	2020
1	Zed lifestyle Private	42.88	2.12	45.00
	Limited			
2	Revolutionary Fitness	22.46	6.98	29.44
	Private			

No additional stake was acquired by the Company during the quarter ended Mar 31, 2020.

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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. Exceptional items during the year ended March 31, 2020 represent expenses in relation to the amount paid towards voluntary retirement scheme offered to the employees on the close of operations at the Kanjikode factory of the company. Excluding the same Profit after Tax would have been Rs 1,018 Crore (FY19 Rs 941 Crore before tax adjustment of earlier years, resulting in profit growth of 8%)
- 9. The Company has adopted Ind AS 116 'Leases', with effect from 1st April 2019 using the full retrospective method. Accordingly, the Company has reinstated comparative information of previous periods. This has resulted in recognizing a right-of-use asset of Rs. 102 crore and a corresponding lease liability of Rs. 126 crore. The difference of 16 Crore (Net of deferred tax asset created of 8 Crore) has been adjusted to retained earnings as at 1st April, 2018.

In the Statement of Profit and Loss, operating lease expenses which were recognized as other expenses prior to adoption of IND AS 116 have been substituted with depreciation expense for right-of-use asset and finance cost for interest accrued on lease liability. The impact of adoption of this standard on Profits is as follows

(Rs in Crore)

	Quarter ended			Year ended	
Particular	March 31, 2020	Dec 31, 2019	March 31, 2019	March 31, 2020	March 31, 2019
(A) Reduction in Lease Rental	(10)	(9)	(8)	(35)	(31)
(B) Increase in Depreciation	7	7	6	26	23
(C) Increase in Interest	3	3	3	12	12
(D) Net Impact on Profit before Tax	(1)	(1)	(1)	(3)	(4)

- 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, 2020 and March 31, 2019 are arrived at as difference between audited figures in respect of full financial year and the unaudited published figures upto nine months ended December 31 of the relevant financial year. Also the figures upto the end of third quarter had only been reviewed and not subjected to audit.

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Saugata Gupta

Date: May 04, 2020

Place: Mumbai

Managing Director and CEO

SADASHIV Digitally signed by SADASHIV SHANKAR SHETTY Date: 2020.05.04 15:00:33 +05'30'

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