

February 5, 2019

The Secretary, Listing Department, BSE Limited, 1st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: 531642

The Manager, Listing Department, National Stock Exchange of India Limited, 'Exchange Plaza', C-1 Block G, Bandra Kurla Complex, Bandra (East) Mumbai - 400 051 Scrip Symbol: Marico

Sub: Announcement of unaudited Financial results for the Quarter and nine months ended on December 31, 2018 and declaration of Dividend

Dear Sir / Madam,

This is to inform you that the Board of Directors of the Company at its meeting held today i.e. on February 5, 2019 has, inter-alia, approved the following:

- 1. un-audited financial results in respect of Marico Limited and its consolidated entities (i.e. Marico Limited, its subsidiaries and associate companies) for the quarter and nine months ended December 31, 2019 and;
- 2. declaration of the Second Interim Equity Dividend for FY 2018-19 @ Rs. 2.75/- per equity share of Re. 1 each, being 275% on the paid-up equity share capital of Rs. 129.09 Crores. The record date for reckoning the shareholders who shall be entitled to receive the said interim dividend shall be Wednesday, February 13, 2019 and payment date shall be Wednesday, March 6, 2019.

The Board meeting commenced at 12.15 p.m. and subsequent to the approval of the above matters, the meeting will continue till its scheduled time i.e. 4:30 p.m.

Please find enclosed herewith the following:

1. Un-audited Financial Results (Consolidated and Standalone) for the quarter and nine months ended December 31, 2018 and

2. Limited Review Reports by the Statutory Auditors of the Company on the aforesaid Un-audited Financial Results.

Kindly take the above on record and oblige.

Thank you.

Yours faithfully, For Marico Limited

Hemangi Ghag

Company Secretary & Compliance Officer

Encl.: As above

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

www.marico.com

## BSR&Co.LLP

Chartered Accountants

5th Floor, Lodha Excelus, Apollo Mills Compound N. M. Joshi Marg, Mahalaxmi Mumbai - 400 011 India Telephone +91 (22) 4345 5300 Fax +91 (22) 4345 5399

### Review report

# To the Board of Directors of Marico Limited

We have reviewed the accompanying statement of unaudited consolidated financial results of Marico Limited, its subsidiaries (collectively referred to as 'the Group'), and its joint ventures for the quarter ended 31 December 2018 and the year-to-date results for the period from 1 April 2018 to 31 December 2018 attached herewith, being submitted by the company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these consolidated financial results based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the consolidated financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

The unaudited consolidated financial results include the results of the following entities:

|    | Name of the entity   | Relationship                     |
|----|--|----------------------------------|
| 1  | Marico Bangladesh Limited  | Subsidiary                       |
| 2  | Marico Middle East FZE ('MME')   | Wholly Owned Subsidiary          |
| 3  | MBL Industries Limited   | Wholly Owned Subsidiary of MME   |
| 4  | Egyptian American Investment and Industrial Development Company S.A.E                              | Wholly Owned Subsidiary of MME   |
| 5  | Marico Malaysia Sdn. Bhd.  | Wholly Owned Subsidiary of MME   |
| 6  | MEL Consumer Care S.A.E. ('MELCC')   | Wholly Owned Subsidiary of MME   |
| 7  | Marico Egypt For Industries S.A.E.   | Wholly Owned Subsidiary of MELCC |
| 8  | Marico For Consumer Care Products S.A.E. (Formerly known as MEL Consumer Care & Partners- Wind)    | Wholly Owned Subsidiary of MELCC |
| 9  | Marico South Africa Consumer Care (Pty) Limited ('MSA')  | Wholly Owned Subsidiary          |
| 10 | Marico South Africa (Pty) Limited  | Wholly Owned Subsidiary of MSA   |
| 11 | Marico South East Asia Corporation (Formerly known as International Consumer Products Corporation) | Wholly Owned Subsidiary          |



### Review report (Continued)

### Marico Limited

|    | Name of the entity                               | Relationship                         |
|----|--|--------------------------------------|
| 12 | Marico Consumer Care Limited                     | Wholly Owned Subsidiary              |
| 13 | Bellezimo Professionale Products Private Limited | Joint venture (upto 7 March 2018)    |
| 14 | Revolutionary Fitness Private limited            | Joint venture (w.e.f. 13 April 2018) |
| 15 | Zed Lifestyle Private Limited                    | Joint venture                        |

We did not review the financial information of six subsidiaries included in the statement of unaudited consolidated financial results and consolidated year-to-date results, whose unaudited financial information reflect total revenue of Rs. 431.10 crores and Rs. 1,264.98 crores for the quarter ended 31 December 2018 and period from 1 April 2018 to 31 December 2018 respectively and total assets of Rs. 817.54 crores as at 31 December 2018. This unaudited financial information has been reviewed by other auditors whose reports have been furnished to us, and our opinion on the unaudited consolidated financial results and the year-to-date results, to the extent they have been derived from such unaudited financial information is based solely on the report of such other auditors. Our conclusion is not modified in respect of such matter.

We did not review the financial results of five subsidiaries and two joint ventures included in the statement of unaudited consolidated financial results and consolidated year-to-date results, whose unaudited financial information reflect total revenue of Rs. Nil and Rs. Nil for the quarter ended 31 December 2018 and period from 1 April 2018 to 31 December 2018 respectively and total assets of Rs. 64.80 crores as at 31 December 2018. The consolidated financial results also include the Group's share of net profit (and other comprehensive income) of Rs. Nil crores and Rs.0.93 crores for the quarter ended 31 December 2018 and period from 1 April 2018 to 31 December 2018 respectively in respect of joint ventures. This unaudited financial information has been furnished to us by the Management and our opinion on the unaudited consolidated financial results, to the extent they have been derived from such unaudited financial information is based solely on such management certified unaudited financial information. In our opinion and according to the information and explanations given to us by the Management, these unaudited financial information are not material to the Group. Our conclusion is not modified in respect of such matter.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited consolidated financial results prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For BSR & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Solly

Sadashiv Shetty
Partner

Membership No: 048648

Mumbai 5 February 2019



|         | STATEMENT OF CONSOLIDATED FINANCIAL RESULTS I  | FOR THE QUAR                            | FER AND NINE          | MONTHS ENDE          | D DECEMBER           | 31, 2018.            |                    |
|---------|--|---|-----------------------|----------------------|----------------------|----------------------|--------------------|
|         | representation of the contraction of the contractio |   |                       |                      |                      |                      | Rs. In Crore       |
|         |  |   | Quarter ended         | Nine mor             | Year ended           |                      |                    |
| Sr. No. | Particulars  | December 31,<br>2018                    | September 30,<br>2018 | December 31,<br>2017 | December 31,<br>2018 | December<br>31, 2017 | March 31,<br>2018  |
|         |  | (Unaudited)                             | (Unaudited)           | (Unaudited)          | (Unaudited)          | (Unaudited)          | (Audited)          |
| 1       | Revenue from operations  | 1,860.97                                | 1,836.82              | 1,624.33             | 5,724.58             | 4,853.00             | 6,333.09           |
| 2       | Other income   | 21.57                                   | 29.21                 | 18.16                | 74.79                | 61.75                | 84.63              |
| 3       | Total Income (1 + 2)   | 1,882.54                                | 1,866.03              | 1,642.49             | 5,799.37             | 4,914.75             | 6,417.72           |
| 4       | Expenses   |   |                       | 200.66               | 0.053.55             | 2 501 05             | 3,371.67           |
|         | (a) Cost of materials consumed   | 879.14<br>37.70                         | 1,012.23<br>33.22     | 909.66<br>29.37      | 2,953.55<br>104.49   | 2,501.95<br>77.34    | 196.01             |
|         | (b) Purchase of stock-in-trade<br>(c) Changes in inventories of finished goods, work-in-progress and stock-in-   | BESS/825E                               |                       |                      |                      | (20.75)              | (219.50)           |
|         | trade  | 82.51                                   | (16.77)               | (73.13)              | 139.63               | , , , , , , , , ,    | 1/18/ADMINISTRACES |
|         | (d) Excise duty  |   | -                     | 100.62               | 349.64               | 10.91<br>318.75      | 10.91<br>422,22    |
|         | (e) Employee benefits expense  | 120.44<br>4.79                          | 114.55<br>5.67        | 102.63<br>3.88       | 15.75                | 10.87                | 16.17              |
|         | (f) Finance cost<br>(g) Depreciation and amortisation expense  | 22.58                                   | 22.39                 | 21.32                | 67.41                | 65.98                | 89.08              |
|         | (h) Other expenses   | 10000000000                             |                       |                      |                      |                      |                    |
|         | Advertisement and sales promotion  | 164.37                                  | 175.82                | 146.67               | 505.90               | 469.09<br>610.25     | 587.96<br>826.06   |
|         | Others   | 227.87                                  | 223.71<br>1,570.82    | 207.82<br>1,348.22   | 673.47<br>4,809.84   | 4,044.39             | 5,300.58           |
|         | Total expenses   | 1,539.40                                | 1,370.82              | 1,540.22             | 4,000.01             | 2,012.03             | 5,225.05           |
| 5       | Profit before exceptional items, share of net profit/ net (loss) of investment accounted for using equity method and tax (3 - 4)   | 343.14                                  | 295.21                | 294.27               | 989.53               | 870.36               | 1,117.14           |
| 6       | Share of profit / (loss) of joint ventures using the equity method   | 0.00                                    | 0.67                  | (0.13)               |                      | (0.76)               | (0.12)             |
| 7       | Profit before exceptional items and and tax (5 + 6)  | 343.14                                  | 295.88                | 294.14               | 990.46               | 869.60               | 1,117.02           |
| 8       | Exceptional Items - (Income) / Expenses  | 242.14                                  | 295.88                | 294.14               | 990.46               | 869.60               | 1,117.02           |
| 9       | Profit before tax (7 - 8)  | 343.14                                  | 293.00                | 274.14               | 330.10               | 007.00               |                    |
| 10      | Tax expense Current tax  | 105.97                                  | 76.51                 | 78.85                | 264.34               | 213.42               | 284.12             |
|         | Deferred tax - Charge / (Credit)   | (14.53)                                 | 1.11                  | (7.99)               | (3.97)               | 11.93                | 5.45               |
| 11      | Net profit for the period (9 - 10)   | 251.70                                  | 218.26                | 223.28               | 730.09               | 644.25               | 827.45             |
| 12      | Other comprehensive income   |   |                       |                      |                      |                      |                    |
|         | A. (i) Items that will not be reclassified to profit or loss   | (1.09)                                  | 0.75                  | (0.40)               | (0.48)               | (1.30)               | (0.92)             |
|         | Remeasurements of post employment benefit obligations (ii) Income tax relating to items that will not be reclassified  | (1.05)                                  | 0.75                  | (0.10)               | (0.00)               |                      | ,                  |
|         | to profit or loss  | 8                                       |                       |                      |                      |                      |                    |
|         | Remeasurements of post employment benefit obligations  | 0.38                                    | (0.27)                | 0.14                 | 0.17                 | 0.41                 | 0.46               |
|         | B. (i) Items that will be reclassified to profit or loss   | (18.99)                                 | 17.67                 | (7.45)               | 11.39                | (6.63)               | 3.97               |
|         | Exchange differences on translation of foreign operations Change in fair value of hedging instrument   | 0.92                                    | 0.38                  | 0.26                 | (0.72)               | 100                  |                    |
|         | (ii) Income tax relating to items that will be reclassified  |   | 10000000              | 100,000,000          |                      |                      |                    |
|         | to profit or loss  | 100111111111111111111111111111111111111 |                       | (0.00)               | 0.05                 | 0.67                 | 0.67               |
|         | Change in fair value of hedging instrument   | (0.32)                                  |                       | (0.09)               | 14700000100000       | (8.79)               |                    |
|         | Total other comprehensive income   | (19.10)                                 |                       |                      | 740.70               | 635.46               | 829.69             |
| 13      | Total comprehensive income for the period (11 + 12)  | 232.60                                  | 236.65                | 215.74               | 740.70               | 033,40               | 023,03             |
| 14      | Net profit attributable to:  | 247.25                                  | 214.22                | 220.51               | 717.16               | 633.91               | 814.49             |
|         | - Owners - Non-controlling interests   | 4.45                                    | 4.04                  | 2.77                 | 12.93                |                      | 12.96              |
| 15      | Other comprehensive income attributable to:  |   |                       | (m = 1)              | 10.61                | (0.70)               | 2.22               |
|         | - Owners   | (19.10)                                 | 18.39                 | (7.54)               | 10.61                | (8.79)               | 0.02               |
| 2.2     | - Non-controlling interests  | -                                       | 2 <del>=</del> 2      | 15/                  |                      |                      | 0.02               |
| 16      | Total comprehensive income attributable to: - Owners   | 228.15                                  | 232.61                | 212.97               | 727.77               | 625.12               | 816.71             |
|         | - Non-controlling interests  | 4.45                                    | 4.04                  | 2.77                 | 12.93                | -                    | 12.98              |
| 17      | Paid-up equity share capital (Face value of Re. 1/- per share)   | 129.09                                  | 129.09                | 129.08               | 129.09               | 129.08               | 129.09             |
| 18      | Other equity   |   |                       |                      |                      |                      | 2,413.78           |
| 19      | Earnings per share (of Re. 1 /- each) ( Not annualised)  |   |                       |                      |                      |                      |                    |
| 17      | (a) Basic (in Rs.)   | 1.92                                    | 1.66                  | 1.71                 | 5.56                 | 0.000                | 6.32               |
| 1       | (b) Diluted (in Rs.)   | 1.92                                    | 1.66                  | 1.71                 | 5.56                 | 4.92                 | 6.32               |







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

- 1. The Consolidated un-audited financial results for the quarter and nine months ended December 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 February 05, 2019 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 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 and nine months ended December 31, 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 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 nine months ended December 31, 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 nine months ended December 31, 2018 the Company acquired a stake of 19.06% (of which 6.40% is acquired in the quarter ended 31 December 2018) in Revolutionary Fitness Private Limited, a Joint Venture.





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

(Rs. in crores)

|                         |                   |                       |                      | /-                   | its. in civics)      |                  |
|-------------------------|-------------------|-----------------------|----------------------|----------------------|----------------------|------------------|
|                         |                   | Quarter ended         |                      | Nine mon             | Year ended           |                  |
| Particulars             | December 31, 2018 | September<br>30, 2018 | December<br>31, 2017 | December<br>31, 2018 | December<br>31, 2017 | March31,<br>2018 |
| Revenue from operations | 1,499.81          | 1,496.75              | 1,337.59             | 4,681.17             | 3,967.56             | 5,181.32         |
| Profit before tax       | 338.10            | 286.97                | 306.34               | 901.69               | 771.62               | 953.73           |
| Profit after tax        | 262.47            | 225.23                | 240.11               | 702.62               | 598.44               | 718.23           |

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

|  |                    |              | Mario         | o Employ     | ee Stock    | Option       | Plan, 201     | 6              |              |             |
|--|--------------------|--------------|---------------|--------------|-------------|--------------|---------------|----------------|--------------|-------------|
|  | Scheme<br>I        | Scheme<br>II | Scheme<br>III | Scheme<br>IV | Scheme<br>V | Scheme<br>VI | Scheme<br>VII | Scheme<br>VIII | Scheme<br>IX | Scheme<br>X |
| 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                              | -                  |              |               | -            | -           | 4,060        | 115,260       | 24,820         | 81,800       | 715,400     |
| Forfeited during the period                            | 3 <b>-</b> 0       | -            | 21,450        | 122,680      | _           | 19,190       | 96,600        | _              | -            | -           |
| Exercised during the period                            | 5 <u>122</u><br>10 | -            | -             | ·-           | -           | : <b>-</b>   | •             | -              | -            | -           |
| Outstanding at the end of the period December 31, 2018 | 80,000             | 939,700      | 61,850        | 534,830      | 67,120      | 72,280       | 573,390       | 24,820         | 81,800       | 715,400     |







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)

|  |                                     | Quarter ende                         | d                                   | Nine mon                            | Year ended                          |                                |
|--|-------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|--------------------------------|
| Particulars  | December<br>31, 2018<br>(Unaudited) | September<br>30, 2018<br>(Unaudited) | December<br>31, 2017<br>(Unaudited) | December<br>31, 2018<br>(Unaudited) | December<br>31, 2017<br>(Unaudited) | March 31,<br>2018<br>(Audited) |
| Segment revenue (Sales and other operating income)               |                                     |                                      |                                     |                                     |                                     |                                |
| India  | 1,449.38                            | 1,438.85                             | 1,284.61                            | 4,515.86                            | 3,812.16                            | 4,969.04                       |
| International  | 411.59                              | 397.97                               | 339.72                              | 1,208.72                            | 1,040.84                            | 1,364.05                       |
| Total Segment Revenue  | 1,860.97                            | 1,836.82                             | 1,624.33                            | 5,724.58                            | 4,853.00                            | 6,333.09                       |
| Less: Inter segment revenue                                      |                                     | (*)                                  | ::=                                 | (84)                                |                                     | 100                            |
| Net Segment Revenue  | 1,860.97                            | 1,836.82                             | 1,624.33                            | 5,724.58                            | 4,853.00                            | 6,333.09                       |
| Segment Results (Profit before tax and interest)                 |                                     |                                      |                                     |                                     |                                     |                                |
| India  | 285.19                              | 245.65                               | 270.78                              | 828.41                              | 763.75                              | 1,003.55                       |
| International  | 78.66                               | 70.53                                | 44.12                               | 228.51                              | 176.16                              | 210.12                         |
| Total Segment Results  | 363.85                              | 316.18                               | 314.90                              | 1,056.92                            | 939.91                              | 1,213.67                       |
| Less: (i) Finance Cost   | 4.79                                | 5.67                                 | 3.88                                | 15.75                               | 10.87                               | 16.17                          |
| (ii) Other Un-allocable Expenditure net of unallocable income    | 15.92                               | 15.29                                | 16.75                               | 51.64                               | 58.68                               | 80.36                          |
| Profit Before Tax  | 343.14                              | 295.21                               | 294.27                              | 989.53                              | 870.36                              | 1,117.14                       |
| Share of profit/ (loss) of Joint Venture                         | 0.00                                | 0.67                                 | (0.13)                              | 0.93                                | (0.76)                              | (0.12)                         |
| Profit Before Tax after share of profit/ (loss) of Joint Venture | 343.14                              | 295.88                               | 294.14                              | 990.46                              | 869.60                              | 1,117.02                       |
| Segment Assets   |                                     |                                      |                                     |                                     |                                     |                                |
| India  | 1,954.25                            | 2,037.53                             | 1,715.49                            | 1,954.25                            | 1,715.49                            | 2,012.37                       |
| International  | 1,139.10                            | 1,155.98                             | 973.18                              | 1,139.10                            | 973.18                              | 1,086.37                       |
| Unallocated  | 1,685.23                            | 1,553.32                             | 1,457.38                            | 1,685.23                            | 1,457.38                            | 982.75                         |
| Total Segment Assets   | 4,778.58                            | 4,746.83                             | 4,146.05                            | 4,778.58                            | 4,146.05                            | 4,081.49                       |
| Segment Liabilities  |                                     |                                      |                                     |                                     |                                     |                                |
| India  | 833.70                              | 797.39                               | 713.52                              | 833.70                              | 713.52                              | 711.09                         |
| International  | 370.50                              | 389.01                               | 312.48                              | 370.50                              | 312.48                              | 338.86                         |
| Unallocated  | 532.95                              | 498.71                               | 377.88                              | 532.95                              | 377.88                              | 476.16                         |
| Total Segment Liabilities  | 1,737.15                            | 1,685.11                             | 1,403.88                            | 1,737.15                            | 1,403.88                            | 1,526.11                       |

10. The Board of directors of Marico Limited declared interim dividend of 275% (Rs. 2.75 per share) at its meeting held on February 5, 2019. Interim dividend would be paid to those shareholders, whose names appear in the Register of Members as on February 13, 2019.

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

Place: Mumbai

Date: February 05, 2019

Sth Floor,
Ledha Excelus,
Apoilo Mill Impound,
N. M. Marg,
Mahasarni,
Mumbai 400011.
India

Managing Director and CEO



#### **About Marico:**

Marico (BSE: 531642, NSE: "MARICO") is one of India's leading Consumer Products companies operating 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, Saffola FITTIFY, Hair & Care, Nihar Naturals, Livon, Set Wet, True Roots, 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, Sedure, 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: <a href="www.marico.com">www.marico.com</a>
E-mail: <a href="mailto:investor@marico.com">investor@marico.com</a>
CIN: L15140MH1988PLC049208

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



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## BSR&Co.LLP

**Chartered Accountants** 

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### Review report

# To the Board of Directors of Marico Limited

We have reviewed the accompanying statement of unaudited standalone financial results of Marico Limited for the quarter ended 31 December 2018 and the year-to-date results for the period from 1 April 2018 to 31 December 2018 attached herewith, being submitted by the company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For BSR & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Sadashiv Shetty

Partner

Membership No: 048648

Mumbai 5 February 2019



|         | STATEMENT OF STANDALONE FINANCIAL RESU  | ILTS FOR THE QU                     | JARTER AND N                         | INE MONTHS                          | ENDED DECEMBER                   | 31, 2018.                           |   |
|---------|---|-------------------------------------|--------------------------------------|-------------------------------------|----------------------------------|-------------------------------------|---|
|         |   |                                     |                                      |                                     |                                  |                                     | Rs. In Crore                            |
|         |   |                                     | Quarter ended                        |                                     | Nine mont                        | h ended                             | Year ended                              |
| Sr. No. | Particulars   | December 31,<br>2018<br>(Unaudited) | September 30,<br>2018<br>(Unaudited) | December 31,<br>2017<br>(Unaudited) | December 31, 2018<br>(Unaudited) | December 31,<br>2017<br>(Unaudited) | March 31,<br>2018<br>(Audited)          |
| 1       | Revenue from operations   | 1,499.81                            | 1,496.75                             | 1,337.59                            | 4,681.17                         | 3,967.56                            | 5,181.32                                |
| 2       | Other income  | 97.13                               | 84.27                                | 71.89                               | 204.43                           | 125.56                              | 217.22                                  |
| 3       | Total Income (1 + 2)  | 1,596.94                            | 1,581.02                             | 1,409.48                            | 4,885.60                         | 4,093.12                            | 5,398.54                                |
| 4       | Expenses  |                                     |                                      |                                     |                                  |                                     |   |
|         | (a) Cost of materials consumed  | 762.54                              | 844.96                               | 791.26                              | 2,540.05                         | 2,167.16                            | 3,014.97                                |
|         | (b) Purchase of stock-in-trade  | 26.85                               | 24.81                                | 20.37                               | 77.31                            | 49.15                               | 73.46                                   |
|         | (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade   | 68.41                               | 14.65                                | (66.80)                             | 149.61                           | (24.21)                             | 0.40-0-0-0-0                            |
|         | (d) Excise duty   |                                     | 920                                  | 141                                 | 117.10                           | 10.91                               | 10.93                                   |
|         | (e) Employee benefits expense   | 79.83                               | 74.78                                | 65.10                               | 231.86                           | 208.94                              | 274.22<br>7.55                          |
|         | (f) Finance cost  | 2.35                                | 2.28                                 | 1.86                                | 7.05<br>56.36                    | 5.72<br>49.70                       |   |
|         | (g) Depreciation and amortisation expense<br>(h) Other expenses   | 18.69                               | 18.67                                | 16.26                               | 380/38/00                        |                                     |   |
|         | Advertisement and sales promotion   | 117.13                              | 132.84                               | 106.71                              | 376.60                           | 353.59                              | 439.79                                  |
|         | Others  | 183.04                              | 181.06                               | 168.38                              | 545.07                           | 500.54<br>3,321.50                  | 674.58<br>4,340.83                      |
|         | Total expenses  | 1,258.84                            | 1,294.05                             | 1,103.14                            | 3,983.91                         |                                     | 200000000000000000000000000000000000000 |
| 5       | Profit before exceptional items and tax (3 - 4)   | 338.10                              | 286.97                               | 306.34                              | 901.69                           | 771.62                              |   |
| 6       | Exceptional items - (Income) / Expenses (Refer Note 5)  | (5)                                 |                                      | _                                   | -                                |                                     | 104.00                                  |
| 7       | Profit before tax (5 - 6)   | 338.10                              | 286.97                               | 306.34                              | 901.69                           | 771.62                              | 953.73                                  |
| 8       | Tax expense   |                                     |                                      | 40.00                               | 200.04                           | 170.01                              | 229.55                                  |
|         | Current tax   | 87.50                               | 61.25                                | 68.28<br>(2.05)                     | 209.94<br>(10.87)                | 3.17                                | 5.93                                    |
| 72      | Deferred tax - Charge   | (11.87)<br>262.47                   | 0.49                                 | 240.11                              | 702.62                           | 598.44                              |   |
| 9       | Net profit for the period (7 - 8)   | 262.47                              | 225.25                               | 240.11                              | 702.02                           | 570.41                              | 710.20                                  |
| 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 | (1.09)                              | 0.75                                 | (0.39)                              | (0.48)                           | (1.18                               | (0.74                                   |
|         | Remeasurements of post employment benefit obligations B. (i) Items that will be reclassified to profit or loss  | 0.38                                | (0.27)                               | 0.14                                | 0.17                             | 0.41                                | 0.26                                    |
|         | Change in fair value of hedging instrument  (ii) Income tax relating to items that will be reclassified to profit or loss   | 0.92                                | 0.38                                 | 0.26                                | (0.72)                           | (1.94                               | (1.94                                   |
|         | Change in fair value of hedging instrument  | (0.32)                              | (0.14)                               | (0.09)                              | 0.25                             | 0.67                                | 0.65                                    |
|         | Total other comprehensive income for the period   | (0.11)                              | 0.72                                 | (0.08)                              | (0.78)                           | (2.04                               | (1.73                                   |
| 11      | Total comprehensive income for the period (9 + 10)  | 262.36                              | 225.95                               | 240.03                              | 701.84                           | 596.40                              | 716.4                                   |
|         |   | 129.09                              | 129.09                               | 129.08                              | 129.09                           | 129.08                              | 129.0                                   |
| 12      | Paid-up equity share capital (Face value of Re. 1/- per share)  | 129.09                              | 129.09                               | 129.08                              | 129.09                           | 125.00                              | 2,912.10                                |
| 13      | Other equity  |                                     |                                      |                                     |                                  |                                     | 2,712.10                                |
| 14      | Earnings per share (of Re 1 /- each) ( Not annualised)  | Q1000-manker                        |                                      |                                     |                                  |                                     |   |
|         | (a) Basic (in Rs.)  | 2.04                                | 1.75                                 | 1.86                                | 5.45                             | 4.65                                | 112-14-110-4                            |
|         | (b) Diluted (in Rs.)  See accompanying notes to the financial results   | 2.03                                | 1.75                                 | 1.86                                | 5,45                             | 4.64                                | 3.5,                                    |





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CIN: L15140MH1988PLC049208 Email: investor@marico.com



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

- The Standalone un-audited financial results for the quarter and nine months ended December 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 February 5, 2019 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 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 details of dividend received from subsidiaries.

(Rs in Crores)

| (no in erore                       |                      |                       |                      |                      |                      |                   |  |  |  |
|------------------------------------|----------------------|-----------------------|----------------------|----------------------|----------------------|-------------------|--|--|--|
|                                    |                      | Quarter ended         |                      | Nine mor             | Year ended           |                   |  |  |  |
| Subsidiaries                       | December 31,<br>2018 | September 30,<br>2018 | December 31,<br>2017 | December 31,<br>2018 | December 31,<br>2017 | March 31,<br>2018 |  |  |  |
| Marico South East Asia Corporation | 3                    | -                     | 194                  | 1 <u>42</u> 0        |                      | 14.30             |  |  |  |
| Marico Bangladesh Limited          | 60.88                | 57.90                 | 54.60                | 118.79               | 65.86                | 119.99            |  |  |  |
| Marico Consumer Care Limited       | 15.50                | -                     | ne.                  | 15.50                | -                    | -                 |  |  |  |
| Total                              | 76.38                | 57.90                 | 54.60                | 134.29               | 65.86                | 134.29            |  |  |  |

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

|  |             | Marico Employee Stock Option Plan, 2016 |               |              |             |              |               |                |              |             |
|--|-------------|---|---------------|--------------|-------------|--------------|---------------|----------------|--------------|-------------|
|  | Scheme<br>I | Scheme<br>II                            | Scheme<br>III | Scheme<br>IV | Scheme<br>V | Scheme<br>VI | Scheme<br>VII | Scheme<br>VIII | Scheme<br>IX | Scheme<br>X |
| 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                              | æ           |   |               | ven.         | -           | 4,060        | 115,260       | 24,820         | 81,800       | 715,400     |
| Forfeited during the period                            | 1           | 97 <del>22</del>                        | 21,450        | 122,680      | -           | 19,190       | 96,600        | -              | -            | -           |
| Exercised during the period                            | -           | :=                                      | -             | -            | -           | -            | -             | -              | -            | -           |
| Outstanding at the end of the period December 31, 2018 | 80,000      | 939,700                                 | 61,850        | 534,830      | 67,120      | 72,280       | 573,390       | 24,820         | 81,800       | 715,400     |



Marico \*



- 5. During the 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.
- 6. During the nine months ended December 31, 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%.
- 7. During the nine months ended December 31, 2018 the Company acquired a stake of 19.06% (of which 6.40% is acquired in the quarter ended 31 December 2018) in Revolutionary Fitness Private Limited, a Joint Venture.
- 8. In accordance with the Indian Accounting Standards (Ind AS 108), the Company has disclosed segment results in consolidated financial results.
- 9. The Board of Directors of Marico Limited declared interim dividend of 275% (Rs. 2.75 per share) at its meeting held on February 5, 2019. Interim dividend would be paid to those shareholders, whose names appear in the Register of Members as on February 13, 2019.
- 10. Previous periods figures have been regrouped / reclassified to make them comparable with those of current period.

Place: Mumbai

Date: February 05, 2019

Marico Mumbal

Managing Director and CEO

