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July 28, 2023

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

Dear Sir/Madam,

Sub: Information Update for the quarter ended June 30, 2023

Please find enclosed the Information Update along with an earnings presentation on the un-audited consolidated financial results of the Company (i.e. Marico Limited and its Subsidiaries) for the quarter ended June 30, 2023.

The same is being made available on the website of the Company at:
http://marico.com/india/investors/documentation/quarterly-updates

This is for your information and records.

Thank you.

For **Marico Limited**

VINAY M A
Digitally signed by VINAY M A
Date: 2023.07.28 15:42:18 +05'30'

Vinay M A
Company Secretary & Compliance Officer

Encl.: As above

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Q1 FY24 Results

JULY 2023

Safe Harbour Statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

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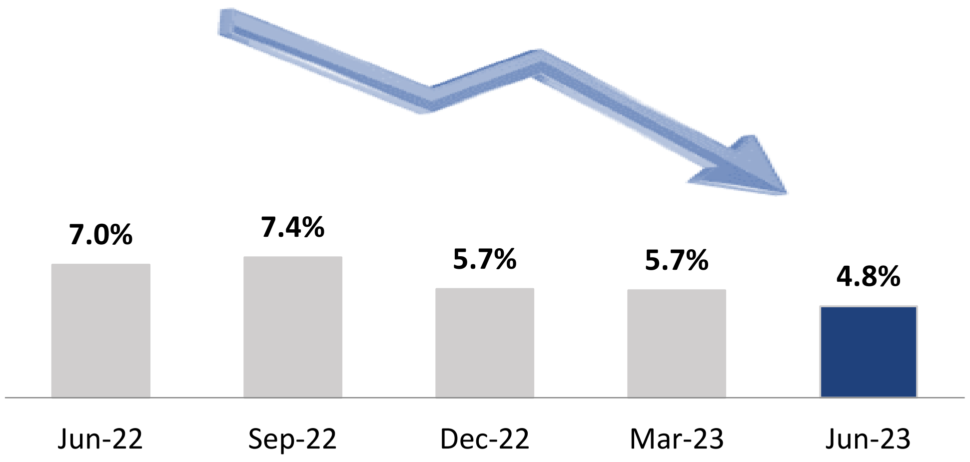
Demand environment retaining positivity| Inflation continues to moderate

Downtrend in Retail Inflation continues



Retail inflation now at sub 5% levels

Expectations of Gradual Recovery in FMCG intact

- FMCG volume growth stays in positive territory
- Pricing growth tapering sequentially; growth likely to be volume-led going ahead

However,

- Higher pricing still weighing on rural demand
- Erratic weather patterns, early onset of El-Nino and spatial distribution of rainfall could influence recovery in overall sentiment

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Domestic business stable despite transient headwinds | International business stays resilient

Q1 FY24 (YoY)

Domestic
3%
Volume Growth

International
9%
Constant Currency Growth

Consolidated
(3%)
Revenue Growth

23.2%
Consolidated EBITDA Margin

9%
Consolidated EBITDA Growth

12%
Consolidated PAT Growth (excl. one-offs)

~85% of the portfolio either sustains or gains market share and penetration on MAT basis
Pricing drops in key domestic portfolios & currency headwinds in international markets subdue revenue growth

494bps
YoY GM expansion

7%
YoY Increase in A&P spends

253bps
YoY EBITDA margin expansion

Core portfolios witness healthy offtakes | Volumes tempered by one-off channel adjustments

Parachute Coconut Oil
(34% of Domestic Revenues)

(2%) Volume Growth

(5%) Value Growth

Saffola Franchise (Edible Oils + Foods)
(24% of Domestic Revenues)

Edible Oils: Low double digit volume growth

(13%) Value Growth

Value Added Hair Oils
(25% of Domestic Revenues)

~20 bps Gain in Value MS

Flat Value Growth

Healthy Scale-up in Foods continues

24%

Foods Value Growth

42% Value MS

Saffola Oats maintains leadership position

Recent Campaigns/Launches Across Foods

Indian Crunch League by Saffola Munchiez

Saffola Mayonnaise Campaign

Saffola Oats Gold (with 16% Millets)

Foray into Plant-based Nutraceuticals through strategic investment in 'Plix'

PLIX The Plant Fix

Vegan Friendly

Gluten Free

Clean Label Certified

100% Reusable & Recyclable Packaging

~ ₹ 150 Cr.

Current ARR

Plix is committed to the mission of 'Making Nutrition Fun'.
Extensive product range across Weight Management, Hair & Beauty, Sleep and Lifestyle Nutrition categories.
One of the leading players in the online plant-based nutrition segment.

Apple Cider Vinegar Effervescent | **Super Garcinia Effervescent** | **Plant Protein Shake** | **Glowy Skin (Glutathione)** | **Flaunt Your Hair (Biotin)**

Premium Personal Care: On course to contribute ~10% of domestic business in FY24

Serums| Male Grooming | Skin Care

Digital First Portfolio

~ ₹ 400 cr.

Expected FY24 exit ARR of the portfolio

Higher share of voice driving brand salience and relevance across key portfolios

International Business – Resilient amidst global uncertainty

Bangladesh

9% Q1 CCG

Growth across core and new portfolios

Vietnam

5% Q1 CCG

Economic slowdown impacts HPC category

South Africa

37% Q1 CCG

Broad-based performance

MENA

15% Q1 CCG

Double-digit growth in Gulf region and Egypt

International business records 9% CCG in Q1

CCG – Constant Currency Growth

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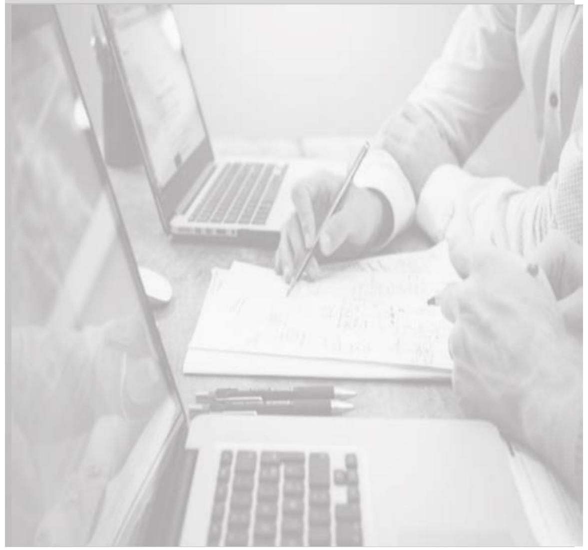

Looking ahead

What happened in Q1

- **Volume trends in the FMCG sector seem to be improving**; incremental green shoots in rural still awaited.
- **Domestic volume growth resilient**, despite material impact of one-offs.
- **Healthy offtakes along with market share and penetration gains across key categories**; indicating likelihood of uptick in volume growth in coming quarters.
- International business sustained its strong growth trajectory.
- **Robust expansion in gross and operating margins**, while making adequate **A&P investments to maintain SoV>SoM**.

What we expect in FY24

- **Expectations of a gradual volume recovery, especially in rural, remains intact.** However, the impact of erratic weather patterns on agri-incomes to be monitored.
- **Growth uptick in Parachute CNO and VAHO from Q2. Saffola Oils to stay stable** amidst volatility in vegetable oil prices.
- Pricing decline to taper off from Q2 onwards. **Revenue growth to move into positive territory in H2.**
- **Foods and Premium Personal Care** on course to contribute **~20%** of domestic revenues (<10% in FY21).
- **Growth momentum in International to continue.**
- With incremental gross margin tailwinds in Q1, **expect highest-ever operating margin (20%+) in FY24.**

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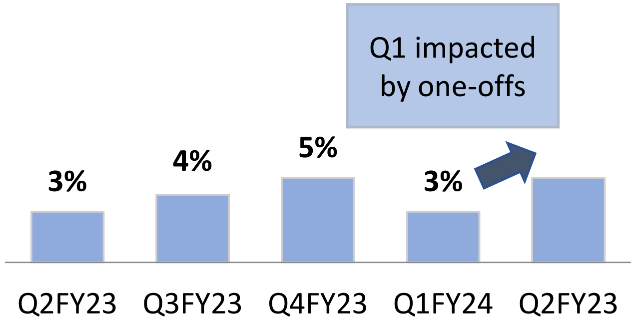
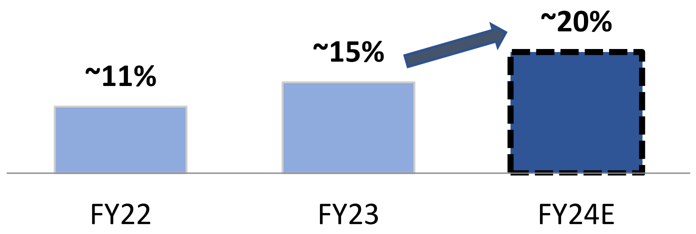
Summing up: On course to post all-round improvement in FY24

India Vol. Growth – to improve going ahead



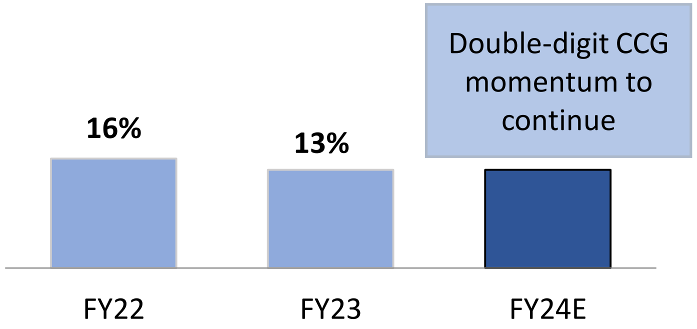
Revenue growth to inch up as
pricing comes into the base from H2FY24 onwards

India – Diversification Journey



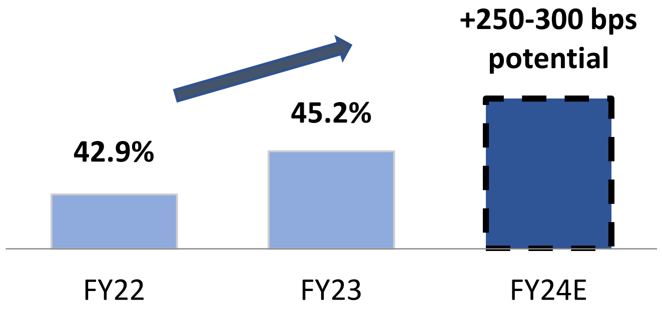
Consistent uptick in revenue share of
Foods & Premium Personal Care (incl. Digital-first brands)

International Business (CCG) - Going Strong



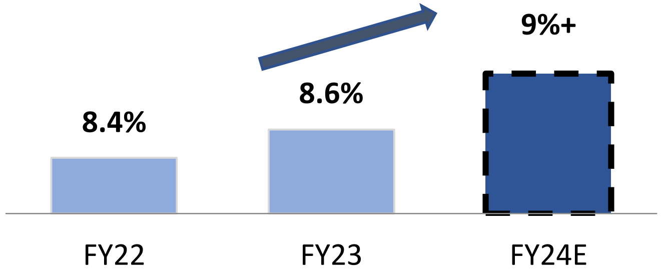
Maintain double-digit CCG momentum
with all markets performing

Gross Margin Trending Up



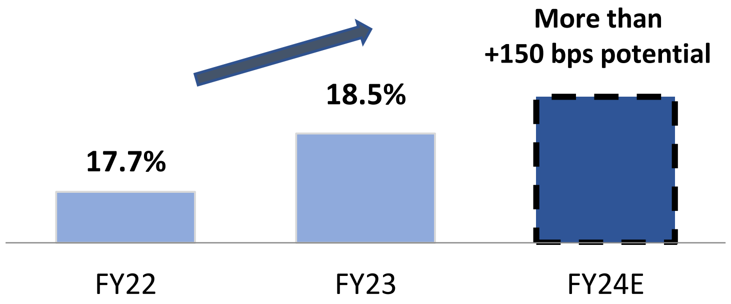
GM uptrend to continue with
RM moderating and improving portfolio mix

A&P as a % of sales – Key Thrust for Growth



A&P spends to continue as
long term growth driver

Operating Margin Expansion Likely



EBITDA margin expected to expand by
more than 100 bps

Staying True to the 4Ds

Unlock the next leg of growth through…

Diversification

Distribution

Digital

Diversity

…..and continue to maintain focus on

- Grow the Core
- Cost Management
- ESG Commitments

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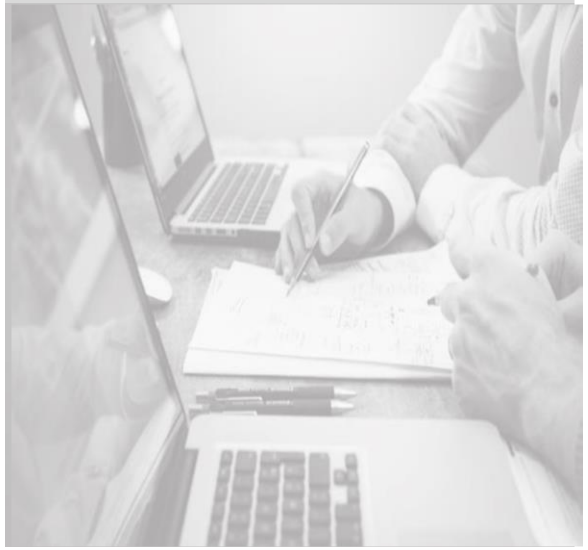

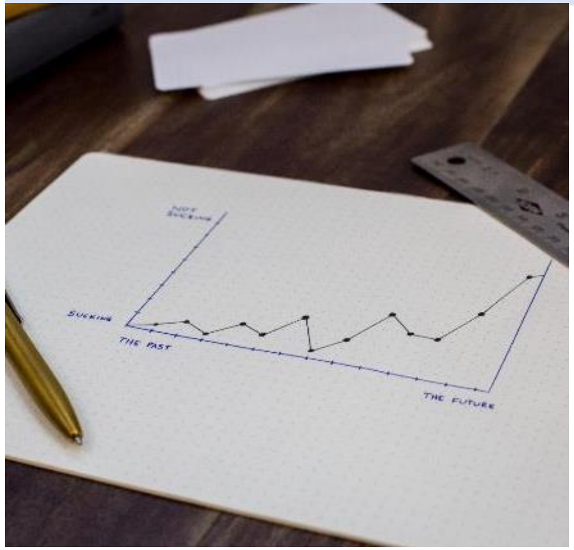

Consolidated Profit & Loss Statement

(in ₹ cr.)

Particulars	Q1FY24	Q1FY23	Change (%)
Revenue from Operations	**2,477**	**2,558**	**(3%)**
Material Cost	1,239	1,406	(12%)
ASP	212	199	7%
Employee Cost	181	156	16%
Other Expenses	271	269	1%
EBITDA	**574**	**528**	**9%**
EBITDA Margin	23.2%	20.6%	253 bps
PBT	**567**	**499**	**14%**
PAT	**427**	**371**	**15%**
Recurring PAT	**416**	**371**	**12%**

Annexure 1: Operating Margin Structure for Marico Limited (Consolidated)

Particulars (% of Revenues)	Q1FY24	Q4FY23	Q1FY23
Material Cost (Raw + Packaging)	50.0%	52.6%	55.0%
Advertising & Sales Promotion (ASP)	8.6%	9.4%	7.8%
Personnel Costs	7.3%	7.6%	6.1%
Other Expenses	10.9%	12.9%	10.5%
PBDIT margins	23.2%	17.5%	20.6%
PBDIT before ASP	31.7%	26.9%	28.4%

Annexure 2: Working Capital

Particulars	Q4FY23	Q1FY24
Debtors Turnover (Days)	41	39
Inventory Turnover (Days)	48	44
Net Working Capital (Days)	25	20

Note: The Company has maintained healthy working capital ratios through the year.

Annexure 3: Market Shares in Key Categories in the India Business - MAT Jun'23

Franchise	~MS%	Rank
^ Coconut Oil Franchise	62%	1st
^ Parachute Rigids within Coconut Oils	53%	1st
* Saffola Oats	42%	1st
* Value Added Hair Oils	28%	1st
^ Post wash Leave-on Serums	57%	1st
* Hair Gels/Waxes/Creams	53%	1st

^ Volume Market Share   * Value Market Share

Annexure 4: ESG Performance Snapshot (Q1 FY24)

Emissions & Energy

- **72%** reduction in GHG emission intensity (Scope 1+2)

Water Stewardship

- **100% replenishment** of water consumed in operations
- **119** farm ponds constructed; **300+ crore liters** of water conservation potential created till date

Circular Economy

- **94%** recyclable packaging by weight
- **20%** recycled PET in Nihar shanti amla bottles
- Fulfilment of EPR targets

Sustainable Coconut

- **0.32 Mn** acreage enrolled covering **84,000 farmers** till date
- **16%** improvement in productivity in farms that have completed more than a year under the program

Social Value Creation

- **2.56 lakh+ teachers and 10.81 lakhs students** registered in Nihar Shanti Pathshala Funwala's WhatsApp-based English literacy program

The eight focus areas of ESG 2.0 are achievement of Climate change, Water stewardship, Circular economy, Responsible sourcing, Brands with purpose, Inclusion and diversity, Sustainable agriculture and Corporate governance.

Annexure 5: Awards and Recognitions (1/2)

Marico recognized among the **Top 3 Sustainable Companies in the FMCG sector** at the Sustainable World Conclave by **BW Businessworld**

Marico recognized amongst the **Top 25 Digital Disruptors in India** by **Redseer Strategy Consultants**

Marico awarded the **Quality Manufacturing Award** at **The Corporate Titan Awards**

Marico has achieved **ISO27001:2013 Certification** for Compliance with ISO Information Security Management System Standard by Alcumus ISOQAR

Marico's Consumer Cell has won the **Service Quality Excellence Award** at the **Star of the Industry 2023 event**.

Annexure 5: Awards and Recognitions (2/2)

Marico's NER Operations awarded the **'IMC Ramkrishna Bajaj National Quality Performance Excellence Award'** and Pondicherry Operations was awarded the **"IMC RBNQA Milestone Merit award"** in the Manufacturing business category by **IMC Ramkrishna Bajaj National Quality Awards (RBNQA)**

Marico felicitated by **The Honourable Governor of Maharashtra, His Excellency – Hon. Shri Ramesh Bais** for supporting the Millet Eat Right Program, at an event organized by **FSSAI ,Food License Registration Services (THE INDIA DOCS) Western Region**

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Thank You

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Nitish Purohit | Manager- Investor Relations | *nitish.purohit@marico.com*

Marico – Information Update for Q1 FY24 (Quarter ended June 30, 2023)

Executive Summary: Consolidated Results

Particulars (₹ Cr)	Q1FY24	YoY Growth
Revenue from Operations	2,477	(3%)
EBITDA	574	9%
EBITDA Margin (%)	23.2%	Up 253 bps
Profit After Tax (excl. one-offs)	416	12%
Domestic Volume Growth (%)		3%
International Business (% CCG)		9%

During the quarter, the **FMCG sector retained its positive sentiment from the preceding quarter**, although clear green shoots in rural on a sequential basis, as anticipated, were not visible. Growth remained urban led, while rural consolidated on a lower base. From a category standpoint, **Packaged Foods** continued its good run, while **Beauty and Personal Care** largely mirrored the trajectory of rural growth. **The progressive moderation in commodity and retail inflation continue to infuse optimism for a gradual recovery in volume growth, led by the rural sector.** However, it will be critical to monitor the spatial distribution of rainfall and impact of recent erratic weather patterns on the agricultural cycle, and consequently, rural incomes.

In this context, **domestic business registered a volume growth of 3%, subdued by one-off channel inventory adjustments** on account of two factors:
i) **destocking by trade in Saffola Oils** owing to a sharp fall in vegetable oil prices, and
ii) the **last phase of trade scheme rationalization in core categories,** implemented by the Company to correct the historical Q1 revenue skew.
However, offtake growth remained healthy as ~85% of the portfolio either sustained or gained market share and penetration on MAT basis. **Domestic revenue was at ₹1,827 Crore, down 5% on a year-on-year basis,** owing to pricing interventions in key domestic portfolios last year and further pricing drops in Saffola Oils during the quarter under review. Among the sales channels, **MT and Ecommerce grew in double digits**, while **General Trade declined in mid-single-digits**.

The **International business continued its strong momentum and delivered constant currency growth of 9%,** amidst macroeconomic and currency devaluation headwinds in some of the geographies.

Gross margin expanded ahead of internal expectations**, by 494 bps YoY and 257 bps sequentially,** owing to incrementally softer input costs. **A&P spends were up 7% YoY,** as the Company maintained investments towards strategic brand building of core and new businesses. **EBITDA margin was at 23.2%, up 253 bps YoY. EBITDA grew 9% and recurring PAT was up 12% on YoY basis. Reported PAT was up 15% YoY**, due to a one-time gain (amounting to ~INR 14 cr. pre-tax) from the sale of fixed assets, classified under 'Other Income'.

Other highlights relating to the quarterly performance are as follows:

- **Parachute Rigids posted volume decline of 2%,** while offtakes remained healthy with the brand holding its market share on MAT basis and recording highest-ever penetration levels**.**
- **Value-Added Hair Oils had a flat quarter** amidst slower recovery in mass personal care categories. The franchise logged **value MS gains of ~20 bps,** reflective of the focus towards the mid and premium segments of the portfolio.
- **Saffola Edible Oils** registered a **low double-digit volume growth,** on a negative base**,** mainly due to trade further reducing inventory levels as vegetable oil prices experienced a sharp downturn. **Revenue decline was in the low twenties on a yearly basis,** due to pricing interventions through last year as well as during the current quarter (amounting to pricing decline of ~30% YoY).
- **Foods continued its healthy scale up with 24% value growth YoY,** aided by steady growth in core and newer franchises. Saffola Oats maintained its market leadership, while strengthening its presence with the launch of **Saffola Oats Gold**, which brings in the 'Power of Millets' along with Oats. Newer categories of **Honey** and **Soya**

 For further information / clarification, contact Marico on Tel (91-22) 6648 0480, E-mail: investor@marico.com

Chunks are gaining scale, while **Peanut Butter, Mayo and Munchiez** have seen encouraging traction so far. We will remain focused on market development, brand-building and focused GTM initiatives, and expect to reach the ₹850 crore-revenue mark in Foods in FY24. In line with the strategy of expanding its addressable market in the rapidly growing health and wellness segments, **the Company recently made an investment in the clean, plant-based nutrition brand, 'Plix' (https://www.plixlife.com)**. Plix, with its portfolio of non-GMO, Vegan, Gluten-free and Cruelty-free offerings, is committed to the mission of "Making Nutrition Fun". The brand aims to change the way the world consumes plant-based superfoods by making it an enjoyable experience.

- **Premium Personal Care (including the Digital-first portfolio)** delivered a steady performance in the quarter. **The composite portfolio is on course to contribute ~10% of domestic revenues in FY24.**
- **Copra prices** declined by 8% sequentially and 7% YoY, aided by flush season supplies. Prices should remain range bound with a slight upward bias in the near-term as the seasonal supplies slow down and festive demand picks up. **Rice Bran Oil (RBO)** prices declined 16% QoQ and 38% YoY, in line with the sharp correction in the international vegetable oil complex. **Liquid Paraffin (LLP)** was flat and **HDPE** was down 15% YoY.
- Within the International business, **Bangladesh** clocked 9% CCG (constant currency growth) with a broad-based performance across core and newer portfolios. **Vietnam registered 5% CCG**, subdued by the impact of the economic slowdown on the HPC category. **MENA delivered 15% CCG,** with both the Gulf region and Egypt registering double-digit growth. **South Africa posted 37% CCG**, driven by haircare segment. **NCD and Exports** business registered 24% growth.
- The EBITDA margin of the **domestic business was at 23.7%, up 205 bps YoY**, and that of the **International business was at 29.6%, up 401 bps YoY**.

Strategic Investment in Satiya Nutraceuticals Private Limited

The Company has recently signed definitive agreements to acquire upto 58% of the paid-up share capital of Satiya Nutraceuticals Private Limited at a **pre-money valuation of ~4x of its annualized revenue run-rate (ARR) of ~₹150cr.** Satiya Nutraceuticals Private Limited owns "The Plant Fix- Plix", a digital-first, clean label, plant-based nutrition brand.

As a part of the transaction, the Company has acquired 32.75% stake in Satiya Nutraceuticals on a fully diluted basis and requisite majority control over its Board composition/total voting rights on July 26, 2023, and accordingly **it has become a subsidiary of the Company**. The acquisition of remaining stake of 25.25%, on a fully diluted basis, will be completed in tranches by May 2025, subject to terms and conditions of the definitive agreements.

Outlook

Near-Term

While the performance of the domestic business in Q1 was marred by one-offs, **we expect to resume an improving trajectory in volume growth in the near-term, given the sustained healthy trends in offtakes, market share and penetration across our key franchises.** Rural recovery has been slower than expected, but factors such as moderating inflation, near-normal monsoons, MSP hikes and higher government spending keep us cautiously optimistic of more positivity in rural sentiment and a gradual recovery in volume growth for the sector in the coming quarters. **We expect revenue growth to move into positive territory in H2, as pricing deflation in the domestic portfolio has bottomed out and will now taper off through the rest of the year.**

The **International business has been on a robust growth trajectory**, despite macroeconomic headwinds in some of the geographies. **We expect to maintain the double-digit growth momentum in FY24.**

On a consolidated basis, **gross margin is expected to expand by 250-300 bps,** in view of input cost tailwinds, institutionalized cost management initiatives and a more favorable portfolio mix. While we will continue brand-building investments towards strengthening the equity of the core and new franchises, **operating margin should improve by more than 150 bps to 20%+ levels in FY24.**

Medium Term

Over the medium term, we hold our aspiration to deliver **13-15% revenue growth on the back of 8-10% domestic volume growth in the domestic business** and **double-digit constant currency growth in the international business**. We will aim to maintain consolidated operating margin above the threshold of 19% over the medium term.

India: In **Parachute Rigids,** we expect to grow volumes in the range of 5-7% over the medium term, given the market construct and strengthening brand equity. In **Value-Added Hair Oils,** we aim to deliver double-digit value growth over the medium term. Driving value share gains ahead of volume share in the overall portfolio through mix improvement and innovations in the premium segment will be our key focus over the medium term. In **Saffola Edible Oils**, we expect to deliver high single-digit volume growth over the medium term. We will build the **Premium Personal Care** portfolios into growth engines of the future and deliver double-digit value growth over the medium term in the Serums and Male Grooming portfolios. We also aim to sustain the pace of our digital transformation journey by leveraging the capabilities and scale of the overall business coming through digital channels and ramping up the current portfolio of digital-first brands.

International: In **Bangladesh**, the competitive strength of our brands and our distribution reach in the region have enabled the business to stay firm even amidst recent macro headwinds. Over the medium term, we expect double-digit constant currency growth in the business given our competitive position and significant growth headroom in the market. In **Vietnam and MENA,** we have set the fundamentals right and are suitably replicating attributes from the strategy that has worked in Bangladesh, in order to build a sustained growth momentum in both businesses. The expansion into the female personal care category will provide a fillip to the Vietnam business in the medium-term. The MENA market presents an attractive growth opportunity and we will invest to grow in this market. In **South Africa,** we expect to protect the core franchise of ethnic hair care and health care over the medium term.

Marico – Information Update for Q1 FY24 (Quarter ended June 30, 2023)

Mode of Issue of this update

We have issued this Information Update, first to the Stock Exchanges, posted it on Marico's website and then sent it to the financial community members who are on Marico's regular mailing list.

We recommend that readers refer to the Marico Group financials to get a better appreciation of the business performance. A copy of the latest Annual Audited Financial Results of Marico Limited (Standalone and Consolidated) is available on Marico's website.

Disclosure of Information, Communication with Investors / Analysts / Financial Community

Marico issues fresh information updates, like the one you are reading now, on the day it declares its Quarterly Financial Results. Some forward-looking statements on projections, estimates, expectations, outlook etc. are included in such updates to help investors/ analysts get a better comprehension of the Company's prospects and make informed investment decisions.

Actual results may, however, differ materially from those stated on account of factors such as changes in government regulations, tax regimes, economic developments within India and the countries within which the Company conducts its business, exchange rate and interest rate movements, impact of competing products and their pricing, product demand and supply constraints.

All the aforesaid information is also available on Marico's Website: www.marico.com. In view of this, information contained in such updates is made public and thus not therefore constitute unpublished price sensitive information under the SEBI (Prohibition of Insider Trading) Regulations, 2015.

Marico holds periodic meetings/ conference calls, from time to time, with individual members of the financial community.

Marico Investor Relations Team

Harsh Rungta	Head – Investor Relations	(harsh.rungta@marico.com)
Nitish Purohit	Manager – Investor Relations	(nitish.purohit@marico.com)

Marico Limited – Q1FY24 Results

Domestic volume growth at 3%; subdued by one-offs
Foods and Premium Personal Care scale up in line with expectations
Continued strong performance in International business
Operating margin expands to 23.2%; PAT, excluding one-offs, up 12% YoY
Topline and earnings growth trajectory to improve through the year

In Q1FY24, Revenue from Operations declined 3% YoY to ₹2,477 crores.

The domestic business registered a volume growth of 3%, subdued by one-off channel inventory adjustments on account of two factors: i) **destocking by trade in Saffola Oils** owing to a sharp fall in vegetable oil prices, and; ii) the **last phase of trade scheme rationalization in core categories**, implemented by the Company to correct the historical Q1 revenue skew.

However, offtake growth remained healthy, **~85% of the portfolio** either sustained or gained market share and penetration on MAT basis.

The International business continued its strong growth momentum and delivered constant currency growth of 9%, amidst macroeconomic and currency devaluation headwinds in some of the geographies.

Gross margin expanded ahead of internal expectations, **by 494 bps YoY and 257 bps sequentially**, owing to incrementally softer input costs. **A&P spends** were up 7% YoY. **EBITDA margin was at 23.2%, up 253 bps YoY. EBITDA grew by 9%, while Recurring PAT was up 12%. Reported PAT was up 15%,** due to a one-time gain (amounting to ~₹14 cr. pre tax) from the sale of fixed assets, classified under 'Other Income'.

Strategic Investment in Satiya Nutraceuticals Private Limited

The Company has recently signed definitive agreements to acquire upto 58% of the paid-up share capital of Satiya Nutraceuticals Private Limited at a pre-money valuation of ~4x of its annualized revenue run-rate (ARR) of ~ ₹ 150cr. Satiya Nutraceuticals Private Limited owns "The Plant Fix – Plix", a digital-first, clean label, plant-based nutrition brand. With its portfolio of **non-GMO, Vegan, Gluten-free and Cruelty-free offerings**, spanning across Weight Management, Hair & Beauty, Sleep and Lifestyle Nutrition categories, Plix has established itself as one of the leading players in the online plant-based nutrition segment.

Domestic Business

The India business delivered a turnover of ₹ 1,827 crore, down 5% on a YoY basis.

Parachute Rigids posted **volume decline of 2%,** as offtakes remained healthy with the brand holding its market share on MAT basis and recording highest-ever penetration levels.

Value-Added Hair Oils had a flat quarter amidst slower recovery in mass personal care categories. The franchise logged **value MS gains of ~20 bps**, reflective of the focus towards the mid and premium segments of the portfolio.

Saffola Edible Oils registered a **low double-digit volume growth**, on a negative base, mainly due to trade further reducing inventory levels as vegetable oil prices experienced a sharp downturn. **Revenue decline was in the low twenties on a yearly basis**, due to pricing interventions through last year as well as during the current quarter.

Marico is among few Indian companies to be rated 'AA' in MSCI's ESG Ratings

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Marico recognized among the Top 3 Sustainable Companies in the FMCG sector at the Sustainable World Conclave by BW Businessworld

Foods continued its healthy scale up with **24% value growth YoY**, aided by steady growth in core and newer franchises. **Saffola Oats** maintained its market leadership, while newer categories of **Honey and Soya Chunks** gained scale. **Peanut Butter, Mayo and Munchiez** have also seen encouraging traction so far.

Premium Personal Care (including the Digital-first portfolio) delivered a steady performance in the quarter. **The composite portfolio is on course to contribute ~10% of domestic revenues in FY24.**

International Business

Bangladesh clocked 9% constant currency growth with a broad-based performance across core and newer portfolios. **Vietnam registered 5% CCG,** subdued by the impact of the economic slowdown on the HPC category in the region. **MENA** delivered **15% CCG** and **South Africa** grew **37% in CCG terms. NCD and Exports businesses** registered 24% growth.

Outlook

Near Term

While the performance of the domestic business in Q1 was marred by one-offs, **we expect to resume an improving trajectory in volume growth in the near-term,** given the sustained healthy trends in offtakes, market share and penetration across our key franchises. **We expect revenue growth to move into positive territory in H2**, as pricing deflation in the domestic portfolio has bottomed out and will now taper off through the rest of the year.

The **International business** has been on a robust growth trajectory, despite macroeconomic headwinds in some of the geographies. **We expect to maintain the double-digit growth momentum in FY24.**

In view of softening input costs, institutionalized cost management initiatives and a more favorable portfolio mix, **we expect gross margin to expand by 250-300 bps** and **operating margin to move up by more than 150 bps to 20%+ levels in FY24**.

Medium Term

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

Saugata Gupta, MD & CEO, commented, *"The year has started on a mixed note with domestic volume growth marred by one-offs, while the international business was resilient in a challenging environment. However, we remain confident of an improving trajectory of growth in the domestic business and sustained momentum in the international business. We have delivered robust margin expansion on the back of a softening input cost environment and expect to deliver healthy profitability this year. We will continue to drive sustainable and profitable volume-led growth by maintaining focus on our strategic priorities of diversification, go-to-market transformation, digital capability building and fostering an inclusive organizational culture."*

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