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Marico's Perundurai unit received platinum-level certification for achieving the Green Building Standards by CII - Indian Green Building Council (IGBC), part of CII

Marico ranked in the Top 10 BSE 100 Indian Companies for exemplary corporate governance

Saugata Gupta featured in the top 100 Business Leaders List 2020 by Impact Digital Power 100

Marico recognized for Excellence in Corporate Governance by 15th ICSI National Awards

Marico has been recognized amongst India's 50 Best Workplaces for Women - 2020 by the Great Place to Work® Institute (India)

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Parachute featured in The Economic Times Brand Equity '100 Most Trusted Brands 2020'

Marico's Perundurai unit has been certified as "Carbon Neutral" facility by DNV GL Assurance India Pvt. Ltd.

Marico recognized as the 7th Most Desirable FMCG/Beverage Company in 2021 in a survey conducted by Dare2Compete in the top 30 Premier B-Schools across India

Marico was presented with 'Milestone Merit Award' for its outstanding customer orientation and quality management by the Indian Merchants Chamber (IMC)

Livon won the Bronze Award for Branded Content at the ET Brand Equity Shark Awards 2020 for the #FabOnWithLivon campaign

Marico presented with the Milestone Merit Award in the leadership and workforce categories by the IMC Ramkrishna Bajaj National Quality Award

Parachute Advansed's Champi Beats campaign and Veggie Clean have won two Silvers and a Bronze respectively, at the ET Brand Disruption Awards 2021

Marico's Pondicherry unit was recognized with Emerging Leaders Award for Business Excellence in Operations Management Category by CII

Women Leadership Forum of Asia recognised Marico with 'Best D & I Award for Inclusion of Millennials'

Saugata Gupta, MD & CEO, recognised as one of India's Most Valuable CEOs by Businessworld

Marico conferred with Food Safety & Quality Awards by CII for Performance Excellence in Quality and Food Safety management across its value chain

Marico received the Milestone Merit of Recognition in the Customer Focus, Workforce Focus and Operation Focus category

Nihar Shanti Pathshala Funwala's Teacher Empowerment Programme recognized for excellence in CSR under the Best Education Project in Madhya Pradesh [Large Impact] by India CSR Awards

Marico Limited – Q2FY22 Results

Consolidated Revenue up 22%

2-Year domestic volume CAGR at 9%

13% constant currency growth in the International Business

Consolidated PAT up 8% on like-for-like basis

In Q2FY22, Revenue from Operations grew by 22% YoY to ₹ 2,419 crores with underlying volume growth of 8% in the domestic business and constant currency growth of 13% in the international business.

In India, daily COVID caseloads reduced to sub-20k for the first time since the onset of the excruciating second wave. The pace of vaccination accelerated significantly, resulting in 75% of the adult population having received at least one dose. As lockdown restrictions were eased, macro indicators were supported by rising mobility, which crossed pre-pandemic levels for the first time in September. With more than 90% of our portfolio comprising daily-use items, we witnessed healthy demand trends across these categories, while discretionary and out-of-home consumption also picked up to some extent.

Traditional trade stayed firm on a high base. Rural growth exceeded urban during the quarter and on a 2-year CAGR basis, but has slowed down sequentially. Alternate channels grew in double digits and CSD recovered smartly on a low base.

In the International business, we witnessed a steady quarter in all markets, except Vietnam, which was contending with a severe COVID surge during the quarter.

Gross margin improved sequentially by ~140 bps, but was down ~560 bps YoY as edible oil and crude oil prices remained at elevated levels. EBITDA margin stood at 17.5%, down 210 bps YoY. EBITDA was up 9% YoY and recurring PAT was up 8% YoY. Reported PAT was up 17%, due to an exceptional item in the base quarter.

Advertising & Sales Promotion spends was at 8.0% of sales, as the Company maintained its investments in core franchises and recent Foods innovations.

The Foods franchise is well on course to reach the ₹500 Crore mark in FY22. We aim to accelerate our digital transformation journey by building a portfolio of at least three digital brands, either organically or inorganically, with a combined turnover of ₹ 450-500 crores by FY24.

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 operating margin above the threshold of 19% over the medium term.

Key recognitions this year:

- Marico won the 'Future of Workforce Disruptor' award at the LiveMint W3 Championship under the 'Medium Enterprise' category.
- Marico's Perundurai unit was one of the winners at the CII - GreenCo Rating (Green Company Rating System) Star Performer Awards 2021.

Marico (BSE: 531642, NSE: "MARICO") is one of India's leading consumer products companies, in the global beauty and wellness space. During FY 2020-21, Marico recorded a turnover of about INR 80.5 billion (USD 1.1 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, Saffola ImmuniVeda, Saffola Arogyam, Saffola Mealmaker, Hair & Care, Parachute Advansed, Nihar Naturals, Mediker, Coco Soul, Revive, Set Wet, Livon and Beardo. The international consumer products portfolio 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, Mediker SafeLife, Thuan Phat and Isoplus.

Business Unit-wise details have been given on the next page. More details are available in the Information Update issued today and posted on the Company's website www.marico.com

Media Release



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Marico's India Business delivered a turnover of ₹ 1,870 crore, up 24% on a YoY basis.

Parachute Rigids grew by 7% in volumes in Q2FY22. The brand maintained its stronghold in the branded coconut oil market with the rigid packs gaining volume market share of 180 bps (MAT Sep'21).

The **Saffola franchise**, comprising Refined Edible Oils and Foods, delivered 46% value growth.

Saffola refined edible oils was subdued mainly by trade destocking and partly due to lower in-home consumption.

Saffola Foods grew by ~70% in value terms on a year-on-year basis. The **Oats franchise** continued to anchor the performance with a value growth of 36% in Q2FY22, led by penetration gains.

Saffola Honey continued to expand its presence across all channels. The brand is tracking in line with expectations. **Saffola Mealmaker Soya Chunks** has been scaling ahead of internal targets. It has already garnered ~20% share in MT in Q2. After tweaking the mix of the earlier traditional immunity supplement, the Company introduced **Saffola Immuniveda Chyawanprash** in Sep'21. **Saffola Oodles** is scaling up well in GT & MT, and regularly featured among the top 5 Bestsellers in the Pasta and Noodles category on Amazon.

Value Added Hair Oils grew by 16%, primarily driven by volumes. The mid and premium segment brands led growth during the quarter. The Company gained ~40 bps in volume market share in overall hair oils category (MAT Sep'21).

The **Premium Personal Care** portfolio, comprising Premium Hair Nourishment and Male Grooming, had its best quarter since the onset of the pandemic. **Livon Serums** clocked double-digit growth over pre-COVID run rates. **Male Grooming** grew in double digits, but still short of pre-COVID levels. The **Beardo franchise** is on course to exit the year at a run rate of ₹ 100 cr. **Just Herbs** tracked in line with internal expectations.

The **International business** delivered a turnover of ₹ 549 crore, up 14% on a YoY basis with constant currency growth of 13%.

Bangladesh clocked 16% constant currency growth on a YoY basis. The newer ranges of Just for Baby (baby care) and Naturale shampoos continued to gain traction, while the core Value Added Hair Oils led the growth in the non-Coconut Oil portfolio.

South East Asia declined by 2% YoY in constant currency terms. The Home and Personal Care (HPC) category in Vietnam was affected by the COVID surge and resultant strict lockdown, while the foods business was relatively insulated due to the in-home consumption tailwind during these times.

The **MENA** business grew by 20% YoY in constant currency terms, albeit on a low base, as both the Middle East and Egypt grew healthily. **South Africa** business grew 8% YoY in constant currency terms on a low base, driven by the Health Care portfolio. **New Country Development and Exports business** grew by 50% in constant currency terms.

Saugata Gupta, MD & CEO commented, "We have delivered a fairly robust topline and bottom line performance in the domestic and overseas businesses despite an evolving operating environment and considerable input cost pressures. With the core portfolios standing firmly, the early successes in new Foods and Digital-first brands have put a spring in our step. We are also making efforts towards expanding the addressable market of our brands in the overseas markets. We will continue to enable these franchises to deliver broad based and profitable growth over the medium term through premiumisation initiatives, sharper go-to-market, aggressive cost management and optimal brand building investments."