

## Notes to the Marico Limited Consolidated financial results:

1. The Consolidated un-audited financial results for the quarter ended June 30, 2014 were reviewed by the Audit Committee and approved by the Board of Directors of Marico Limited ("the Company") at their meeting held on August 4, 2014. These consolidated financial results for the quarter ended June 30, 2014 have been subjected to limited review by the statutory auditors of the Company and are available on the Company's website - http://www.marico.com.
2. The Company has opted to publish consolidated financial results, pursuant to option made available as per clause 41 of the Listing Agreement. The Standalone financial results, which were also subjected to the Limited Review by the statutory auditors, are available on the Company's website - http://www.marico.com and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).
3. The Consolidated financial results for the quarter ended June 30, 2014 comprise results of Marico Limited and its subsidiaries and step down subsidiaries in India, Bangladesh, UAE, Egypt, South Africa, Malaysia and Vietnam. All the aforesaid entities are collectively called 'Marico'.
4. Pursuant to the De-merger of Kaya Business, the consolidated financial results of Marico have only one reportable segment - "Consumer Products" - in terms of Accounting Standard 17 "Segment Reporting" mandated by Rule 3 of the Companies ("Accounting Standards") Rules, 2006.
5. The Kaya Business, earlier a part of Marico, has been demerged effective October 17, 2013, with April 1, 2013 as the Appointed Date. Pursuant to the demerger Scheme, the transfer of Kaya Business to Marico Kaya Enterprises Limited ("MaKE") has been accounted by the Company by recording the transfer of the relevant assets and liabilities of the Kaya Business at their book values as of the appointed date. In accordance with the scheme approved by Honorable High Court of Bombay, the excess of book value of assets over liabilities has been adjusted against Securities Premium Reserve and all the shares held by Marico in MaKE were cancelled without any payment.

Further pursuant to the scheme, as on the Record Date i.e. November 5, 2013, every shareholder holding 50 fully paid equity shares with a face value of Re. 1 each in Marico Limited has been allotted 1 fully paid equity share with a face value of Rs. 10 each of MaKE.

Accordingly, the financial results of the Kaya Business do not form part of the unaudited financial results for the quarter and year ended June 30, 2014 and March 31, 2014, respectively. However, the results for the quarter ended June 30, 2013 include the results of Kaya Business and accordingly, to that extent, are not comparable.

Amount of results attributable to the Kaya business:
(Rs. in Lacs)

| Particulars | For the quarter <br> ended |
| :--- | ---: |
|  | June 30, 2013 |
| Net Sales / Income from Operations | $8,700.57$ |
| Profit from ordinary activities after finance costs but before Exceptional <br> Items | 114.80 |
| Exceptional items (Reversal of contingent consideration of DRx entity, <br> Singapore) | 242.85 |
| Profit from ordinary activities before Tax | 357.65 |
| Profit from ordinary activities after tax | 234.85 |

6. The Honourable Bombay High Court vide its order dated June 21, 2013 has approved the Scheme of Capital Reduction pertaining to Marico Consumer Care Limited (MCCL) (a wholly owned subsidiary) for adjustment of intangible assets aggregating Rs. 72,371.98 lacs, against the Share Capital and Securities Premium.
7. The Company had, opted for early adoption of Accounting Standard 30 "Financial Instruments: Recognition and Measurement" to the extent it does not conflict with existing mandatory accounting standards and other authoritative pronouncements. Accordingly, the net unrealized loss of Rs. 7,344.75 lacs as at June 30, 2014 (Rs. 7,630.79 lacs as at March 31, 2014 and Rs. 7,971.08 lacs as at June 30, 2013) in respect of outstanding derivative instruments and foreign currency loans at the period end which qualify for hedge accounting, stands in the 'Hedge Reserve', which is being recognized in the Statement of Profit and Loss on occurrence of the underlying transactions or forecast revenue.
8. During the quarter ended June 30, 2014, International Consumer Product Corporation, a subsidiary of the Company in Vietnam has bought back its shares resulting into increase in the percentage of Company's shareholding to $92.73 \%$.
9. Pursuant to Schedule II of Companies Act 2013, becoming effective April 1, 2014, the Company has applied the life of assets prescribed in the Schedule or the useful life, whichever is lower, for ascertaining the depreciation expense. Had the Company not changed the life of assets, the depreciation expense for the quarter ended June 30, 2014 would have been lower by Rs.265.10 lacs.
10. Following are the particulars of the Company (on a standalone basis) :
(Rs. In Lacs)

|  | Quarter ended <br> June 30, 2014 | Quarter ended <br> March 31, 2014 | Quarter ended <br> June 30, 2013 | Year ended <br> March 31, 2014 |
| :--- | ---: | ---: | ---: | ---: |
| Net Sales / Income <br> from Operations | $134,865.34$ | $85,026.71$ | $105,538.53$ | $367,478.21$ |
| Profit before tax | $19,586.24$ | $21,428.64$ | $17,592.03$ | $71,726.23$ |
| Profit after tax | $14,439.07$ | $17,712.31$ | $13,806.82$ | $57,720.48$ |

11. Pursuant to the Marico Employees' Stock Options Scheme 2007 ("Marico ESOS 2007"), 11,376,300 options were granted to certain eligible employees, up to June 30, 2014 of which 4,702,465 options have been forfeited and 6,461,235 options have been exercised.

During the quarter ended June 30, 2014, no stock options were exercised and there is no increase in paid-up share capital and Securities Premium Reserve. As on June 30, 2014, 212,600 options were outstanding under Marico ESOS 2007.

Further, during the year ended March 31, 2014, the shareholders have approved Marico Employee Stock Option Scheme 2014 ("Marico ESOS 2014") for grant of 300,000 employee stock options to the Chief Executive Officer ("CEO") of the Company at an exercise price of Re. 1 per option. On April 1, 2014, the Company granted all the stock options to the CEO under Marico ESOS 2014 with a vesting period of two years from the date of grant and exercise period within one year from the date of vesting.
12. The figures for the quarter March 31, 2014 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the third quarter of relevant financial year.
13. Previous periods / year figures have been regrouped / reclassified to make them comparable with those of current period / year.

Place: Mumbai
Date: August 4, 2014

## Saugata Gupta

Managing Director and CEO

## About Marico:

Marico (BSE: 531642, NSE: "MARICO") is one of India’s leading Consumer Products Group, in the global beauty and wellness space. During 2013-14, Marico recorded a turnover of INR 47 billion (USD 781 Million) through its products sold in India and about 25 other countries in Asia and Africa.

Marico touches the lives of 1 out of every 3 Indians, through its portfolio of brands such as Parachute, Parachute Advansed, Saffola, Hair \& Care, Nihar, Nihar Naturals, Livon, Set Wet, Zatak, Mediker, Revive and Manjal. The International Consumer Products portfolio contributes to about $25 \%$ of the Group's revenue, with brands like Parachute, HairCode, Fiancée, Caivil, Hercules, Black Chic, Code 10, Ingwe, X-Men, L’Ovite and Thuan Phat.

Marico's focus on sustainable profitable growth is manifest through its consistent financial performance, a CAGR of $16 \%$ in Turnover and $20 \%$ in Profits over the past 5 years.

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@maricoindia.net with your email address, Name, DP ID and Client ID. We thank you for supporting this Green Initiative."

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Websites: www.marico.com, www.maricobd.com, www.maricoinnovationfoundation.org, www.parachuteadvansed.com, www.saffolalife.com, www.haircodeworld.com, www.icpvn.com, www.chottekadam.com, www.setwet.com, www.livonhairgain.com, www.livonilovemyhair.com, www.code10.com, www.lovite.com.

| MARICO LI MITED |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | PART I |  |  |  | (Rs. in Lacs) |
| STATEMENT OF STANDALONE FI NANCI AL RESULTS FOR THE QUARTER ENDED J UNE 30, 2014. |  |  |  |  |  |
| Particulars |  | Quarter ended |  |  | Year ended |
|  |  | $\begin{aligned} & \text { J une 30, } 2014 \\ & \text { (Unaudited) } \end{aligned}$ | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ <br> (Unaudited) | J une 30, 2013 (Unaudited) | $\begin{gathered} \hline \text { March 31, } \\ 2014 \\ \text { (Audited) } \end{gathered}$ |
| 1 Income from operations <br> a. Net Sales / Income from Operations (Net of excise duty) <br> b. Other operating income <br> Total income from operations (net) <br> 2. Expenses <br> a. Cost of materials consumed <br> b. Purchases of stock-in-trade <br> c. Changes in inventories of finished goods, work-in-progress and stock-in-trade (Increase) / decrease <br> d. Employee benefits expenses <br> e. Depreciation and amortization expense (Note 7) <br> f. Advertisement \& Sales Promotion <br> g. Other expenses <br> Total expenses |  | $\begin{array}{r}134,865.34 \\ 356.25 \\ \hline\end{array}$ | $\begin{array}{r}85,026.71 \\ 190.46 \\ \hline\end{array}$ | 105,538.53 | $\begin{array}{r}\text { 367,478.21 } \\ 770.90 \\ \hline\end{array}$ |
|  |  | 135,221.59 | 85,217.17 | 105,701.64 | 368,249.11 |
|  |  |  |  |  |  |
|  |  | 66,787.59 | 50,193.90 | 44,148.11 | 184,216.22 |
|  |  | 5,873.64 | 3,118.02 | 5,227.89 | 13,841.51 |
|  |  | 7,797.89 | $(5,909.50)$ | 7,398.72 | 2,415.30 |
|  |  | 5,261.39 | 3,457.33 | 4,436.11 | 17,134.26 |
|  |  | 1,139.87 | 1,265.20 | 1,015.63 | 4,620.10 |
|  |  | 13,838.48 | 9,470.56 | 12,056.48 | 40,970.52 |
|  |  | 15,350.44 | 13,366.86 | 13,844.59 | 53,719.45 |
|  |  | 116,049.30 | 74,962.37 | 88,127.53 | 316,917.36 |
| 3 Profit from operations before other income, finance costs and Exceptional Items (12) <br> 4 Other Income (Note 6) |  | 19,172.29 | 10,254.80 | 17,574.11 | 51,331.75 |
|  |  | 1,026.06 | 11,735.96 | 935.01 | 23,437.63 |
| 5 Profit from ordinary activities before finance costs and Exceptional Items (3+4) |  | 20,198.35 | 21,990.76 | 18,509.12 | 74,769.38 |
| 6 Finance costs <br> 7 Profit from ordinary activities after finance costs but before Exceptional Items (56) <br> 8 Exceptional items |  | 612.11 | 562.12 | 917.09 | 3,043.15 |
|  |  | 19,586.24 | 21,428.64 | 17,592.03 | 71,726.23 |
|  |  |  |  |  |  |
| 9 Profit from ordinary activities before $\operatorname{Tax}(\mathbf{7 + 8})$ |  | 19,586.24 | 21,428.64 | 17,592.03 | 71,726.23 |
|  |  | 5,147.17 | 3,716.33 | 3,785.21 | 14,005.75 |
| 11 Net Profit from ordinary activities after Tax (9-10)12 Extraordinary item (net of tax) |  | 14,439.07 | 17,712.31 | 13,806.82 | 57,720.48 |
|  |  |  |  |  |  |
|  | Net Profit for the period/ year (11-12) | 14,439.07 | 17,712.31 | 13,806.82 | 57,720.48 |
|  | Paid-up Equity Share Capital (Face value Re. 1 per share) | 6,448.73 | 6,448.73 | 6,448.23 | 6,448.73 |
|  | Reserves excluding Revaluation Reserves (as per last audited Balance Sheet) |  |  |  | 190,884.64 |
|  | Earnings Per Share ( EPS) Not Annualised (in Rs.) |  |  |  |  |
|  | EPS before Extraordinary items for the period / year |  |  |  |  |
|  | (a) Basic | 2.24 | 2.75 | 2.14 | 8.95 |
|  | (b) Diluted | 2.24 | 2.75 | 2.14 | 8.95 |
|  | EPS after Extraordinary items for the period / year |  |  |  |  |
|  | (a) Basic | 2.24 | 2.75 | 2.14 | 8.95 |
|  | (b) Diluted | 2.24 | 2.75 | 2.14 | 8.95 |
| PART II |  |  |  |  |  |
| SELECT I NFORMATI ON FOR THE QUARTER ENDED J UNE 30, 2014. |  |  |  |  |  |
| Particulars |  | Quarter ended |  |  | Year ended |
|  |  | J une 30, 2014 | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ | J une 30, 2013 | $\begin{gathered} \text { March 31, } \\ 2014 \end{gathered}$ |
| A PARTICULARS OF SHAREHOLDI NG <br> 1 Public Shareholding <br> - Number of Shares <br> - Percentage of Shareholding |  | $\begin{array}{r} 259,945,479 \\ 40.31 \end{array}$ | $\begin{array}{r} 259,945,479 \\ 40.31 \end{array}$ | $259,754,779$ 40.28 | $259,945,479$ 40.31 |
|  | Promoters \& Promoter Group Shareholding <br> (a) Pledged / Encumbered <br> - Number of Shares <br> - Percentage of Shares (as a \% of total shareholding of promoters and promoter group) <br> - Percentage of Shares (as a \% of total share capital of the company) | - | - | - | - |
| (b) Non-encumbered |  |  |  |  |  |
|  | - Number of Shares | 384,927,520 | 384,927,520 | 385,068,520 | 384,927,520 |
|  | - Percentage of Shares (as a \% of total shareholding of promoters and promoter group) | 100.00 | 100.00 | 100.00 | 100.00 |
|  | - Percentage of Shares (as a \% of total share capital of the company) | 59.69 | 59.69 | 59.72 | 59.69 |
|  | PARTI CULARS | Quarter Ended J une 30, 2014. |  |  |  |
| B | I NVESTOR COMPLAI NTS | $\begin{gathered} \text { NIL } \\ 27 \\ 27 \\ \text { NIL } \\ \hline \end{gathered}$ |  |  |  |
|  | Pending at the beginning of the quarter |  |  |  |  |
|  | Received during the quarter |  |  |  |  |
|  | Disposed of during the quarter |  |  |  |  |
|  | Remaining unresolved at the end of the quarter |  |  |  |  |

## Notes to the Marico Limited Standalone financial results:

1. The Standalone un-audited financial results for the quarter ended June 30, 2014 were reviewed by the audit committee and approved by the Board of Directors of Marico Limited ("the Company") at its meeting held on August 4, 2014. These financial results have been subjected to limited review by the statutory auditors of the Company and are available on the Company's website - http://www.marico.com.
2. The Company has only one reportable segment - "Consumer Products" - in terms of Accounting Standard 17 "Segment Reporting" mandated by Rule 3 of the Companies ("Accounting Standards") Rules, 2006.
3. The Kaya Business, earlier a part of Marico Limited, has been demerged effective October 17, 2013, with April 1, 2013 as the Appointed Date. Pursuant to the demerger Scheme, the transfer of Kaya Business to Marico Kaya Enterprises Limited ("MaKE") has been accounted by the Company by recording the transfer of the relevant assets and liabilities of the Kaya Business at their book values as of the appointed date. In accordance with the scheme approved by the Honorable High Court of Bombay, the excess of book value of assets over liabilities has been adjusted against Securities Premium Reserve and all the shares held by Marico in MaKE were cancelled without any payment.

Further pursuant to the scheme, as on the Record Date i.e. November 5, 2013, every shareholder holding 50 fully paid equity shares with a face value of Re. 1 each in Marico Limited has been allotted 1 fully paid equity share with a face value of Rs. 10 each of MaKE.
4. The Company had, opted for early adoption of Accounting Standard 30 "Financial Instruments: Recognition and Measurement" to the extent it does not conflict with existing mandatory accounting standards and other authoritative pronouncements. Accordingly, the net unrealized loss of Rs. 7,344.75 lacs as at June 30, 2014 (Rs. 7,630.79 lacs as at March 31, 2014 and Rs. 7,971.08 lacs as at June 30, 2013) in respect of outstanding derivative instruments and foreign currency loans at the period end which qualify for hedge accounting, stands in the 'Hedge Reserve', which is being recognized in the Statement of Profit and Loss on occurrence of the underlying transactions or forecast revenue.
5. Pursuant to the Marico Employees' Stock Options Scheme 2007 ("Marico ESOS 2007"), $11,376,300$ options were granted to certain eligible employees, up to June 30, 2014 of which $4,702,465$ options have been forfeited and 6,461,235 options have been exercised.

During the quarter ended June 30, 2014, no stock options were exercised and there is no increase in paid-up share capital and Securities Premium Reserve. As on June 30, 2014, 212,600 options were outstanding under Marico ESOS 2007.

Further, during the year ended March 31, 2014, the shareholders have approved Marico Employee Stock Option Scheme 2014 ("Marico ESOS 2014") for grant of 300,000 employee stock options to the Chief Executive Officer ("CEO") of the Company at an exercise price of Re. 1 per option. On April 1, 2014, the Company granted all the stock options to the CEO under Marico ESOS 2014 with a vesting period of two years from the date of grant and exercise period within one year from the date of vesting.
6. The Company has not received dividend from its subsidiary Marico Bangladesh Limited for the quarter ended June 30, 2014 and for the quarter ended June 30, 2013. During the quarter and year ended March 31, 2014, the Company had received dividend of Rs. 11,303.78 Lacs and Rs. 20,298.65 Lacs, respectively.
7. Pursuant to Schedule II of Companies Act 2013, becoming effective April 1, 2014, the Company has applied the life of assets prescribed in the Schedule or the useful life, whichever is lower, for ascertaining the depreciation expense. Had the Company not changed the life of assets, the depreciation expense for the quarter ended June 30, 2014 would have been lower by Rs.265.10 lacs.
8. During the quarter ended June 30, 2014, International Consumer Product Corporation, a subsidiary of the Company in Vietnam has bought back its shares resulting into increase in the percentage of Company's shareholding to $92.73 \%$.
9. The figures of the last quarter ended March 31, 2014 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures up to the $3^{\text {rd }}$ quarter of the relevant financial year.
10. Previous periods / year figures have been regrouped / reclassified to make them comparable with those of current period/year.

Place: Mumbai
Date: August 4, 2014

Saugata Gupta
Managing Director and CEO

