October 30, 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 and half year ended September 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 and half year ended September 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**

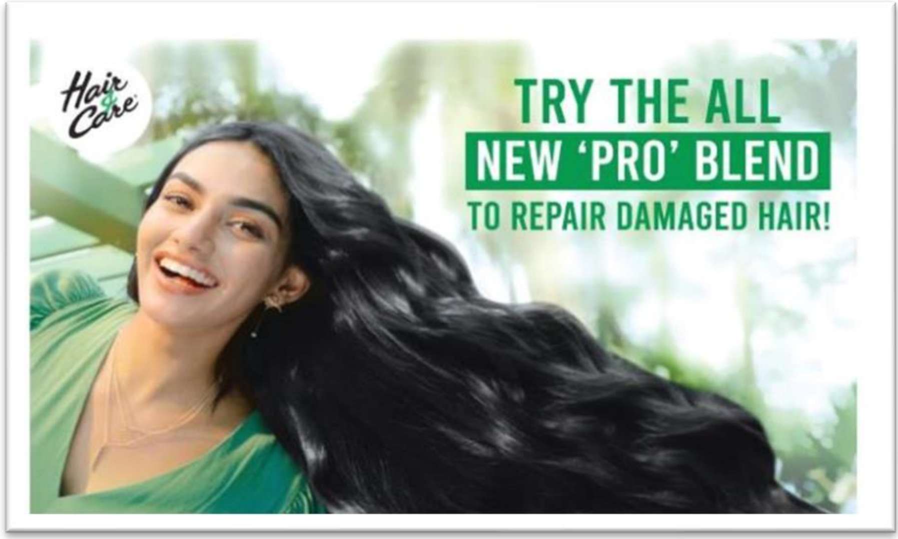
VINAY M A
Digitally signed by VINAY M A
Date: 2023.10.30 16:01:44 +05'30'

Vinay M A
Company Secretary & Compliance Officer

Encl.: As above

Q2 FY24 Results

OCT 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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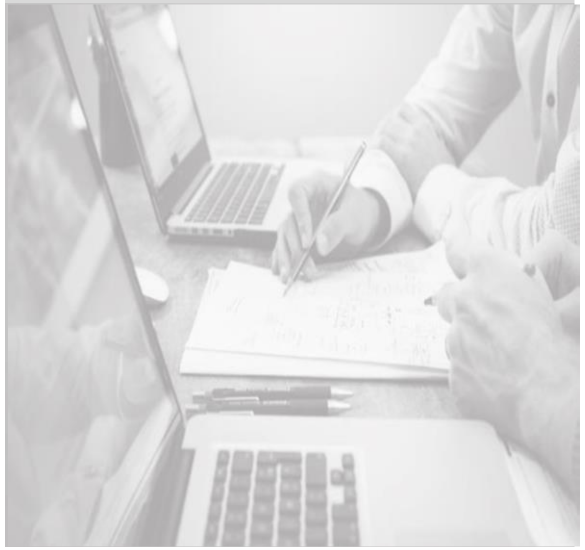
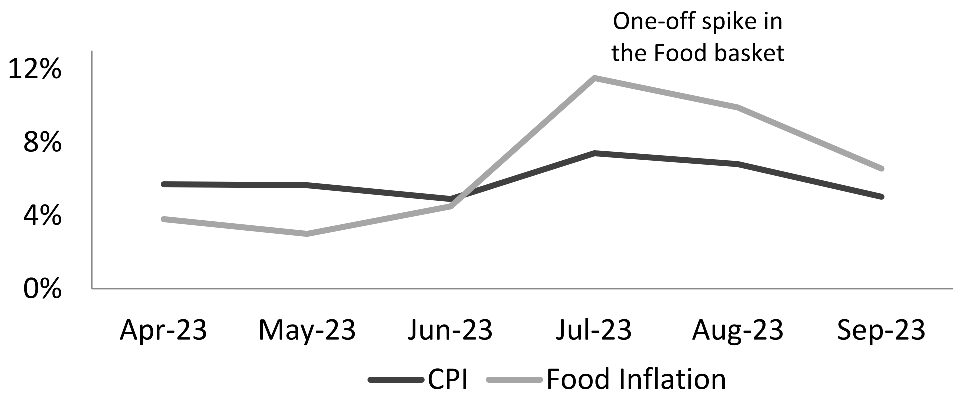


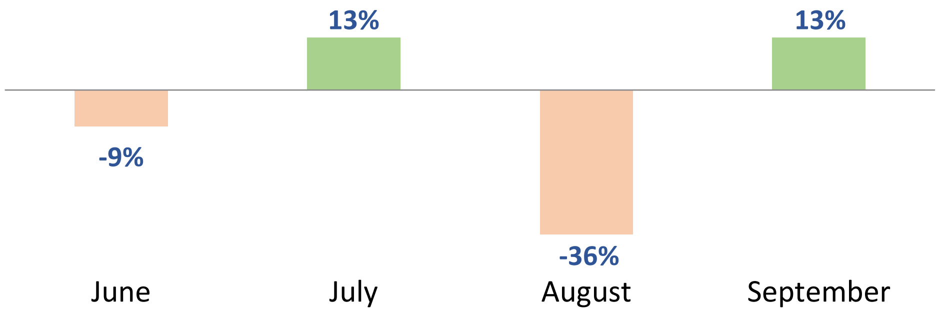
Demand trends in line with preceding quarter | Gradual recovery likely ahead

Instances of higher food prices and uneven rainfall slows rural recovery

Retail and Food Inflation



Uneven distribution of rainfall



Figures denote % deviation from Long Period Average (LPA).

Expect Gradual Recovery in Demand Sentiment

FMCG volume growth in Q2 at similar levels vis-à-vis Q1 on 4Y CAGR basis

Growth led by Foods, while HPC was marginally positive

Factors likely to aid consumption

- Expected inflation within RBI's target levels
- Healthy sowing season
- Onset of festive season
- Sustained government spending

Source: RBI, IMD and Nielsen

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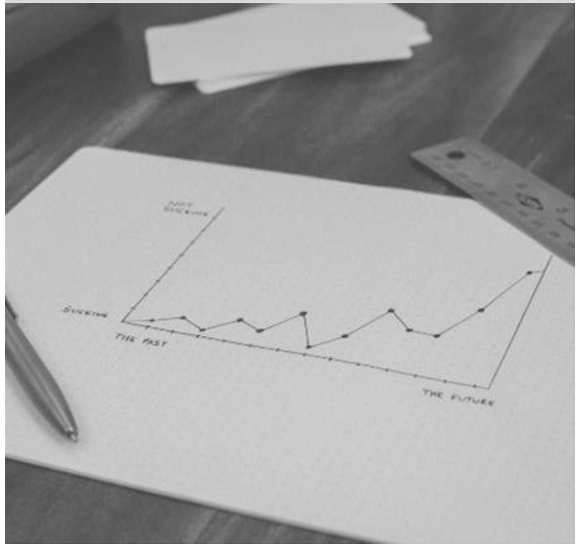

India business resilient in a subdued demand environment | International business extends stellar run

Q2 FY24 (YoY)

Domestic
3%
Volume Growth

International
13%
Constant Currency Growth

Consolidated
(1%)
Revenue Growth

20.1%
Consolidated EBITDA Margin

15%
Consolidated EBITDA Growth

17%
Consolidated PAT Growth

~85% of the portfolio either sustained or gained market share and penetration on MAT basis.
Revenue decline due to pricing drops in key domestic portfolios & currency headwinds in international markets.

685bps
Gross Margin expansion YoY

26%
YoY Increase in A&P spends

272bps
EBITDA margin expansion YoY

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Gradual recovery underway in core franchises| Pricing deflation tapering off sequentially

Parachute Coconut Oil
(31% of Domestic Revenues)

4Y Vol. CAGR : 4%

1% Volume Growth

(1%) Value Growth

Saffola Franchise (Edible Oils + Foods)
(29% of Domestic Revenues)

4Y Vol. CAGR : High-single digit in Edible Oils

Edible Oils:
Low single-digit volume growth

(12%)* Value Growth

Value Added Hair Oils
(22% of Domestic Revenues)

4Y Val. CAGR : 4%

Key franchises sustain market share

1% Value Growth

*Edible Oils revenue drop in low twenties due to pricing corrections over the last 12 months.

Premiumization in VAHO - New launches on alternate channels

Hair & Care Pro-Blend Oil & Shampoo

PA Superfoods-enriched coconut hair oil

Scale-up in Foods stays on course

Recent Campaigns/Launches Across Foods

Saffola Mayonnaise
Garlic & Herbs

Saffola Peanut Butter
with Real Chocolate

Value Growth

25%

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

Serums | Male Grooming | Skin Care

~ ₹ 300 cr.	Q2 Run-rate

Digital-First Portfolio

₹ 350+ cr.	Q2 Exit ARR

New Product Launches in Premium Personal Care

Livon Style Pro Range

Parachute Advansed Body Wash and Shower Gel Range

Impactful brand campaigns driving visibility for core and new businesses

International Business – Robust Performance amid challenging operating environment

Bangladesh

2%
Q2 CCG

Resilient amidst macroeconomic headwinds

Vietnam

13%
Q2 CCG

Steady performance in both HPC & Foods

MENA

34%
Q2 CCG

Double-digit growth in Gulf region and Egypt

South Africa

23%
Q2 CCG

Strong quarter for Ethnic Hair Care

International business records 13% CCG in Q2

CCG – Constant Currency Growth

New Product Launches in the Middle East

Parachute Advansed Shampoo Range

Herbsindia Hair Oils Range

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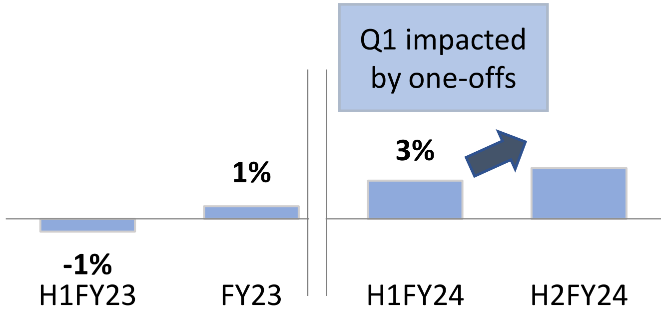
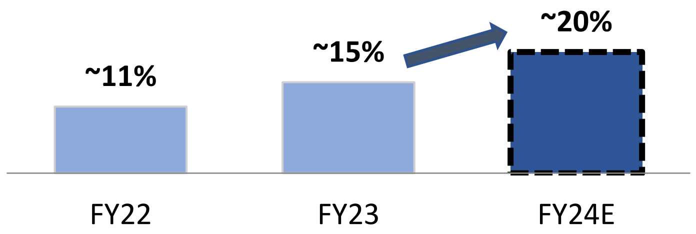
Summing up: Poised to post all-round improvement in FY24 as envisaged

India Vol. Growth – gradual uptick expected



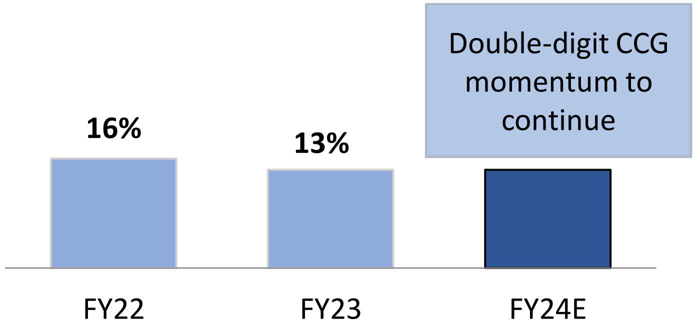
Consolidated revenue growth to move into positive territory in H2FY24 as pricing deflation tapers off

India – Diversification Journey



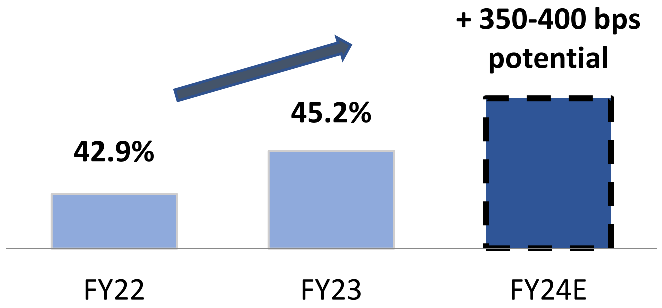
Revenue share of Foods & Premium Personal Care was at ~20% of domestic business in Q2FY24

International Business (CCG) - Going Strong



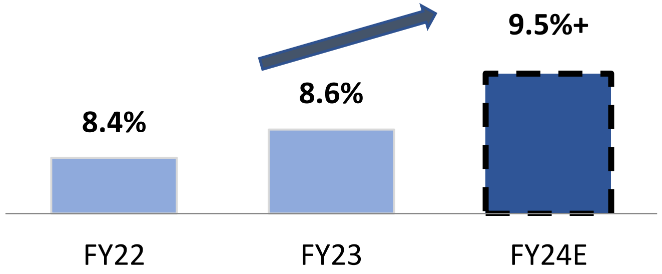
Constant currency growth stood at 11% in H1FY24

Gross Margin Trending Up



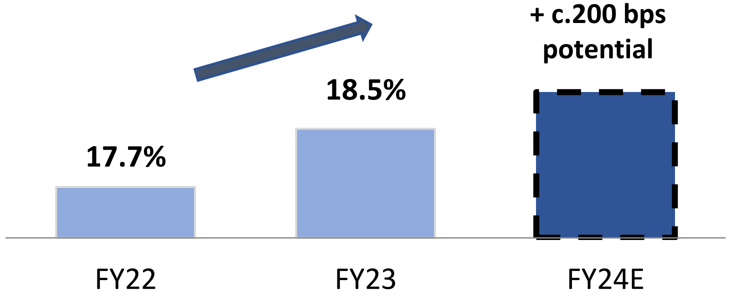
GM uptrend to continue with
RM moderating and improving portfolio mix

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



A&P spends to continue to be a
long-term growth driver

Operating Margin Expansion Likely



EBITDA margin expected to
expand by ~200 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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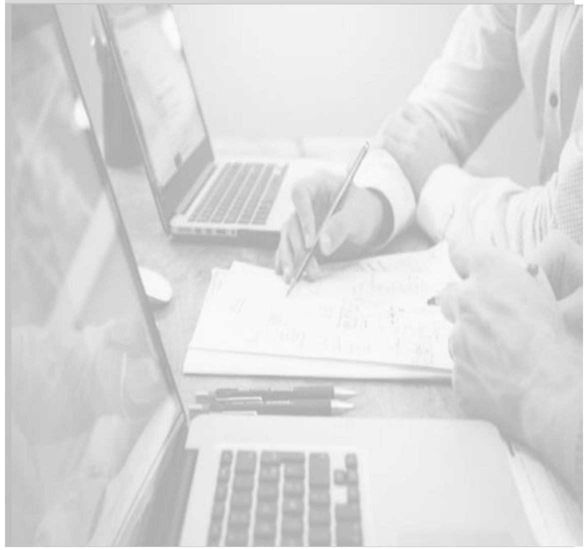

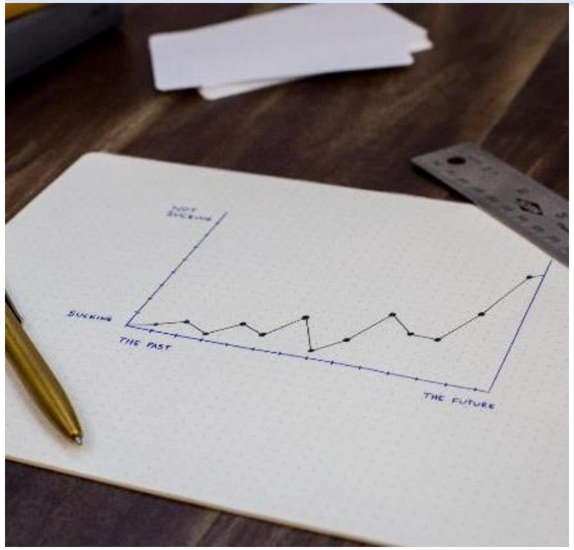

Consolidated Profit & Loss Statement

(in ₹ cr.)

Particulars	Q2FY24	Q2FY23	Change (%)	H1FY24	H1FY23	Change (%)
Revenue from Operations	**2,476**	**2,496**	**(1%)**	**4,953**	**5,054**	**(2%)**
Material Cost	1,226	1,407	(13%)	2,465	2,813	(12%)
ASP	268	213	26%	480	412	17%
Employee Cost	187	166	13%	368	322	14%
Other Expenses	298	277	8%	569	546	4%
EBITDA	**497**	**433**	**15%**	**1,071**	**960**	**12%**
EBITDA Margin	20.1%	17.3%	272 bps	21.6%	19.0%	263 bps
PBT	**476**	**400**	**19%**	**1,043**	**899**	**16%**
PAT	**353**	**301**	**17%**	**780**	**672**	**16%**
Recurring PAT	**353**	**301**	**17%**	**769**	**672**	**14%**

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

Particulars (% of Revenues)	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
Material Cost (Raw + Packaging)	49.5%	50.0%	56.4%	49.8%	55.7%
Advertising & Sales Promotion (ASP)	10.8%	8.6%	8.5%	9.7%	8.2%
Personnel Costs	7.6%	7.3%	6.7%	7.4%	6.4%
Other Expenses	12.0%	10.9%	11.1%	11.5%	10.8%
PBDIT margins	20.1%	23.2%	17.3%	21.6%	19.0%
PBDIT before ASP	30.9%	31.7%	25.9%	31.3%	27.1%

Annexure 2: Working Capital

Particulars	Q1FY24	Q2FY24
Debtors Turnover (Days)	39	43
Inventory Turnover (Days)	44	46
Net Working Capital (Days)	20	24

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

Annexure 3: Market Shares in Key Categories in the India Business - MAT Sep’23

Franchise	~MS%	Rank
^ Coconut Oil Franchise	62%	1^{st}
^ Parachute Rigids within Coconut Oil	53%	1^{st}
* Saffola Oats	42%	1^{st}
* Value Added Hair Oils	27%	1^{st}
^ Post wash Leave-on Serums	55%	1^{st}
* Hair Gels/Waxes/Creams	53%	1^{st}

^ Volume Market Share   * Value Market Share

Annexure 4: ESG Performance Snapshot (Q2 FY24)

Emissions & Energy

- **72%** reduction in GHG emission intensity (Scope 1+2)
- A solar rooftop was installed at Marico's Sanand unit raising the RE capacity to **1MW**

Water Stewardship

- **100% replenishment** of water consumed in operations
- **786** farm ponds constructed**; 307+ 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

- **0.33 Mn** acreage enrolled covering **87,000 farmers** till date
- **16%** improvement in productivity in farms that have completed more than a year under the program

Social Value Creation

- **1.69 lakhs teachers and 15.16 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 4: ESG Performance

A step closer towards net zero emissions!

Marico's manufacturing unit at Sanand has recently established solar rooftop panels that enable the plant to generate 1 megawatt renewable energy (electricity) for operational purposes.

Dedicated microsite towards all ESG related communication

Marico has launched a dedicated microsite as a one-stop repository towards all ESG related communication.

Annexure 5: Awards and Recognitions

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

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

Marico has been recognized with the Food Safety and Quality Company of the Year at the prestigious National Food Safety and Nutrition Summit, Delhi

Marico's Parachute Kalpavriksha Foundation has been honored with a 7-Star Rating & won 1st Place in the Social Responsibility Category at the 9th International Best Practice Competition (IBPC)

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

Thank You

Marico – Information Update for Q2FY24 (Quarter ended September 30, 2023)

Executive Summary: Consolidated Results

Particulars (₹ Cr)	Q2FY24	YoY Growth	H1FY24	YoY Growth
Revenue from Operations	2,476	(1%)	4,953	(2%)
EBITDA	497	15%	1,071	12%
EBITDA Margin (%)	20.1%	Up 272 bps	21.6%	Up 263 bps
Profit After Tax (excl. one-offs)	353	17%	769	14%
Domestic Volume Growth (%)		3%		3%
International Business (% CCG)		13%		11%

In Q2FY24, Revenue from Operations was at ₹2,476 crore, down 1% YoY, with underlying volume growth of 3% in the domestic business and constant currency growth of 13% in the international business.

During the quarter, **demand trends in the domestic FMCG sector stayed largely in line with the preceding quarter.** While **urban sentiment improved sequentially,** instances of higher food inflation and uneven rainfall distribution led to a slower-than-expected pace of recovery in rural demand. **Packaged foods**, given its high urban salience, maintained a healthy growth trajectory and continued to outpace **mass home and personal care** categories. With commodity inflation largely in check and price cuts implemented across categories, we remain optimistic about a gradual recovery in sectoral volume growth, aided by range-bound retail inflation, onset of the festive season and continued government spending.

Amidst the given operating environment, the **India business posted volume growth of 3%. Domestic revenue at ₹1,832 crore,** was down 3% on a year-on-year basis, lagging volume growth due to price corrections in key portfolios in the last 12 months. Majority of the portfolio witnessed healthy trends across offtakes with ~85% of the business either gaining or sustaining market share and penetration. Among the sales channels, MT and E-commerce registered high double-digit (20%+) growth, while General Trade declined in low single digits on a YoY basis.

The **International business continued its strong momentum and delivered constant currency growth of 13%** amidst a challenging geo-political scenario and macroeconomic headwinds in select markets.

Gross margin expanded by 685 bps YoY and 50 bps sequential to reach its highest level in 26 quarters, owing to softer input costs. **A&P spends was up 26% YoY, up 229 bps as a % of sales,** as the Company remains committed towards strategic brand building of core and new businesses. **Consequently, EBITDA margin stood at 20.1%, up 272 bps YoY. EBITDA grew by 15% and PAT was up 17% on a YoY basis.**

At its meeting held on October 30, 2023, the Board of Directors of the Company has **declared an interim dividend of 300% (₹3 per share)** on its paid-up equity share capital of ~₹129.36 crore.

Other highlights relating to the quarterly performance are as follows:

- **Parachute Rigids registered 1% volume growth** amidst subdued consumer sentiment, while the franchise gained ~35 bps in market share on MAT basis**. Volume growth on a 4-year CAGR basis was at 4%.** As copra enters into an off-season, we expect a gradual pick-up in loose to branded conversions to aid volume growth in the near term. With pricing cuts coming into the base, value growth should mirror volume growth from Q3.
- **Value-Added Hair Oils grew by 1% in value terms,** reflective of a slower recovery in mass personal care categories. **Value growth on a 4-year CAGR basis was at 4%.** While growth in bottom of the pyramid franchises was muted, we continued to witness healthier traction in the mid and premium segments. **Consequently, the franchise consolidated its market share leadership on MAT basis.**
- **The Saffola franchise, comprising Refined Edible Oils and Foods,** declined 12% in value terms, owing to price cuts in Saffola Edible Oils over the last 12 months.
- **Saffola Edible Oils** posted **low single digit volume growth**, holding onto a strong base, despite vegetable oil prices remaining volatile during the quarter. **Volume growth on a 4-year CAGR basis was in high single digits.**

Revenue decline was in the low twenties on a year-on-year basis due to pricing corrections over the last 12 months. Offtakes continued to remain healthy, although trade inventory remained at lower levels.

- **Foods** continued its steady growth trajectory with **25% value growth YoY.** The franchise is largely on-course to reach its FY24 revenue aspirations. **Saffola Oats** grew in double digits and maintained its category leadership while **Honey** and **Soya Chunks** continued to scale up well. Newer categories of **Peanut Butter, Mayonnaise** and **Munchiez** have also been gaining traction. **True Elements** and **Plix** act as differentiated growth drivers to our Foods play. We will focus on scaling up Foods as we aggressively invest behind market development, strengthen the cost structure, and refine supply chain and GTM strategies.
- **Premium Personal Care** delivered healthy growth and is well on track to contribute ~10% of the domestic revenues in FY24. The Digital-first portfolio clocked **exit ARR of ₹350 crore+ in Q2.**
- Owing to the ongoing scale-up of Foods and Premium Personal Care, **the composite share of these portfolios was at ~20% of domestic revenues in Q2.**
- **Copra prices** were up 1% sequentially and down 2% on a YoY basis aided by good supplies. However, as copra enters into an off-season ahead of the festive season, prices are expected to exhibit an upward bias in the near-term. **Rice Bran Oil (RBO)** stayed volatile during the quarter with a 6% QoQ increase, however, was down 23% YoY in-line with the correction in the vegetable oil complex in the last 12 months. **Liquid Paraffin (LLP)** was down 5% YoY, while **HDPE** was down 10% YoY.
- Within the International business, **Bangladesh** registered **2% CCG** (constant currency growth) amidst ongoing macroeconomic headwinds. **Vietnam grew 13% in CCG terms** with a steady performance in both the HPC and Foods portfolios. **MENA delivered 34% CCG** with both the Gulf region and Egypt growing in double-digits. **South Africa posted 23% CCG** led by the ethnic haircare segment. **NCD and Exports** posted 18% growth.
- The EBITDA margin of the **domestic business** was at **21.6%, up 320 bps YoY**, and that of the **International business** was at **25.1%, up 270 bps YoY**.

Outlook

Near-Term

The domestic business has delivered 3% volume growth in H1 amidst a challenging operating environment with sluggish demand sentiment in rural. We continue to draw confidence from the resilient offtake growth, market share and penetration gains posted by our key franchises and **expect a gradual improvement in demand sentiment to reflect in the performance of domestic business in the second half of the year**.

The **International business has delivered robust 11% constant currency growth in H1,** despite a challenging scenario and currency devaluation headwinds in select markets. **We expect to maintain the strong growth momentum in H2 on the back of the broad-based growth construct of the business.**

On a consolidated basis, we also expect **revenue growth to move into the positive territory in the second half of the year** as pricing deflation in the domestic business steadily tapers off. **Gross margin is expected to expand by ~350-400 bps,** which is higher than earlier envisaged, in view of the H1 performance and continued input cost tailwinds. We will also **sustain aggressive brand-building investments** towards strengthening the equity of the core and new franchises to drive growth. Consequently, we expect **operating margin to expand by ~200 bps in FY24.**

In the first half of the fiscal, we have made positive strides towards achieving our stated portfolio diversification objective constituted by an accelerated scale up in Foods, building a Digital First portfolio while steering key franchises to profitability, and broad basing the international business to enable consistent double-digit growth. We have also delivered robust expansion in operating margin despite ramping up A&P investment in brand building to strengthen the long-term equity of core and new franchises. We will continue to drive improvement across key performance parameters in H2 and hold the same aspiration on a full year basis as well.

Marico – Information Update for Q2FY24 (Quarter ended September 30, 2023)

Medium Term

Over the medium term, we hold our aspiration to deliver 13-15% revenue growth with 8-10% volume growth in the domestic business and double-digit constant currency growth in the international business. We expect a gradual and structural improvement in consolidated operating margin over the medium term, while aiming to holding it above the threshold of 19% on a sustainable basis.

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 Q2FY24 (Quarter ended September 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 – Q2FY24 Results

Domestic volume growth at 3%
Foods and Premium Personal Care contribute ~20% of domestic revenues
Stellar 13% CCG in International business
Gross margin at 26 quarter-high; EBITDA up 15% YoY; PAT up 17% YoY
Poised to deliver highest-ever operating margin in FY24

In Q2FY24, Revenue from Operations was at ₹2,476 crore, down 1% YoY, with underlying volume growth of 3% in the domestic business and constant currency growth of 13% in the International business.

During the quarter, **demand trends in the domestic FMCG sector stayed largely in line with the preceding quarter.** While urban sentiment improved sequentially, instances of higher food inflation and uneven rainfall distribution led to a slower-than-expected pace of recovery in rural demand. Packaged foods, given its high urban salience, maintained a healthy growth trajectory and continued to outpace mass home and personal care categories. With commodity inflation largely in check and price cuts implemented across categories, **we remain optimistic about a gradual recovery in sectoral volume growth, aided by range-bound retail inflation, onset of the festive season and continued government spending.**

In the India business, the key franchises logged healthy offtake growth with **~85% of the business either gaining or sustaining market share and penetration**. Among the sales channels, MT and E-commerce registered high double-digit (20%+) growth, while General Trade declined in low single digits on a YoY basis.

The International business continued its strong growth momentum amidst a challenging geo-political scenario and macroeconomic headwinds in select markets.

Gross margin expanded by 685 bps YoY and 50 bps sequentially to reach its highest level in 26 quarters, owing to softer input costs. **A&P spends** was **up 26% YoY, up 229 bps as a % of sales**. **EBITDA margin stood at 20.1%, up 272 bps YoY. EBITDA grew by 15% and PAT was up 17% on a YoY basis**.

At its meeting held on October 30, 2023, the Board of Directors of the Company has declared an **interim dividend of 300% (₹3 per share)** on its paid-up equity share capital of ~₹129.36 crore.

Domestic Business

The India business delivered a turnover of ₹ 1,832 crore, down 3% on a YoY basis, lagging volume growth due to price corrections in key portfolios in the last 12 months.

Parachute Rigids registered 1% volume growth amidst subdued consumer sentiment, while **the franchise gained ~35 bps in market share on MAT basis.** With pricing cuts coming into the base, value growth should mirror volume growth from Q3.

Value-Added Hair Oils grew by 1% in value terms, reflective of a slower recovery in mass personal care categories. **Value growth on a 4-year CAGR basis was at 4%.** The franchise consolidated its market share leadership on MAT basis.

Saffola Edible Oils posted **low single digit volume growth**, holding onto a strong base, despite vegetable oil prices remaining volatile during the quarter. **Volume growth on a 4-year CAGR basis was in high single digits. Revenue decline was in the low twenties on a year-on-year basis** due to pricing corrections over the last 12 months.

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Foods continued its steady growth trajectory with **25% value growth YoY.** The franchise is largely on-course to reach its FY24 revenue aspirations. **Saffola Oats** maintained its category leadership, while **Honey and Soya Chunks** continued to scale-up well. **Peanut Butter, Mayo and Munchiez** have also been gaining traction**. True Elements** and **Plix** act as differentiated growth drivers to our Foods play.

Premium Personal Care delivered a steady performance in the quarter. **The Digital-first portfolio clocked exit ARR of ₹350 crore+ in Q2.**

The share of Foods and Premium Personal Care was at ~20% of domestic revenues in Q2.

International Business

Bangladesh clocked 2% constant currency growth amidst ongoing macroeconomic headwinds. **Vietnam** grew 13% in CCG terms with a steady performance in both the HPC and Foods portfolios. **MENA** delivered 34% CCG and **South Africa** posted 23% CCG. **NCD and Exports** posted 18% growth.

Outlook

The domestic business has delivered 3% volume growth in H1 amidst a challenging operating environment with sluggish demand sentiment in rural. We continue to draw confidence from the resilient offtake growth, market share and penetration gains posted by our key franchises and expect a gradual improvement in demand sentiment to reflect in the performance of domestic business in the second half of the year.

The International business has delivered robust 11% constant currency growth in H1, despite a challenging scenario and currency devaluation headwinds in select markets. We expect to maintain the strong growth momentum in H2 on the back of the broad-based growth construct of the business.

On a consolidated basis, we also expect **revenue growth to move into the positive territory in the second half of the year** as pricing deflation in the domestic business steadily tapers off. **Gross margin is expected to expand by ~350-400 bps**, which is higher than earlier envisaged, in view of the H1 performance and continued input cost tailwinds. We will also **sustain aggressive brand-building investments** towards strengthening the equity of the core and new franchises to drive growth. Consequently, **we expect operating margin to expand by ~200 bps in FY24**.

In the first half of the fiscal, we have made positive strides towards achieving our stated portfolio diversification objective constituted by an accelerated scale up in Foods, building a Digital First portfolio while steering key franchises to profitability, and broad basing the international business to enable consistent double-digit growth. We have also delivered robust expansion in operating margin despite ramping up A&P investment in brand building to strengthen the long-term equity of core and new franchises. **We will continue to drive improvement across key performance parameters in H2 and hold the same aspiration on a full year basis as well.**

Saugata Gupta, MD & CEO, commented, *"The domestic and overseas businesses have delivered a fairly resilient performance amidst a challenging operating environment in the first half of the fiscal. We have made substantial progress towards achieving the diversification objective set for the year with Foods and Digital-First portfolios scaling up on expected lines. We are also on-course to deliver robust gross and operating margin expansion this year, even while ramping up brand building investments to strengthen the equity of our franchises. We continue to hold the aspiration of exhibiting an improvement across key performance parameters on a full year basis."*

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

Ranked in the 'Leadership' category among S&P BSE 100 companies in 4 out of the last 5 years in the Indian Corporate Governance Scorecard published by IiAS

Marico was the only FMCG company to be placed in the 'Leadership category' as per CRISIL's ESG ratings published in Yearbook 2022

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