Result Update

Q1 FY27

Marico Ltd.

Institutional Research

Marico Ltd.

BP WEALTH

FMCG | Q1FY27 Result Update **05th August 2026**

Strong Top-Line and Operating Performance; Core Categories and International Business Drive Growth

Marico Ltd., the Indian FMCG company known for brands like Parachute and Saffola, reported its Q1FY27 financial results, delivering a strong top-line growth trajectory and a notable expansion in profitability. For the quarter, revenue from operations rose 22.9% YoY and 18.7% QoQ to Rs. 3,957 crores, driven by a multi-quarter high underlying volume growth of 11% in the India business and 15% constant currency growth in the International business. Marico reported an EBITDA of Rs. 819 crores (up 25.0% YoY / up 57.2% QoQ), with EBITDA margin expanding 36 bps YoY to 20.70% (up 507 bps QoQ from 15.63% in Q4FY26), supported by softening copra prices and a favourable portfolio mix. Net profit (PAT) increased 27.1% YoY and 59.8% QoQ to Rs. 652 crores (with recurring PAT at Rs. 630 crores, up 25% YoY), compared with Rs. 513 crores in Q1FY26 and Rs. 408 crores in Q4FY26, reflecting the company's ability to drive robust volume growth while sustaining brand investments and operational efficiency. Total expenses grew 22.3% YoY to Rs. 3,138 crores, primarily due to higher raw material costs and increased selling and distribution/A&P outlays (up 25.3% YoY to Rs. 327 crores) aimed at strengthening long-term brand equity. During the quarter, Marico continued to scale its high-growth Foods portfolio (up 43% YoY to cross Rs. 1,300+ crores ARR) and Premium Personal Care segment, alongside strategic expansions in Digital-first brands. Overall, backed by resilient consumer demand, market share gains across core franchises, and robust international traction, Marico delivered a strong, well-rounded financial performance for Q1FY27.

Valuation and Outlook

Marico's medium to long-term outlook remains strong, supported by healthy recovery in its core domestic franchises, continued premiumization, and the rapid scale-up of high-margin growth businesses. Management reiterated its confidence in surpassing Rs. 15,000 crores in FY27 revenue, driven by high single-digit volume growth in India and mid-teens constant currency growth in the International business. The company expects high-teens EBITDA growth, with an aspiration to achieve 20% YoY growth, supported by operating leverage, disciplined pricing, and a favourable product mix despite mixed commodity trends. The core portfolio continues to provide a solid foundation, with Parachute expected to deliver mid-single-digit volume growth and VAHO sustaining double-digit growth while targeting a Rs. 100 crores+ Almond Oil franchise by FY28. At the same time, growth engines such as Foods (Rs. 1,300+ crores ARR), Premium Personal Care (Rs. 450 crores ARR), and the Digital-First portfolio (Rs. 1,100+ crores ARR) continue to scale profitably and enhance the portfolio's margin profile. Backed by Project SETU, AI-led demand forecasting, and strong momentum in Quick Commerce, Marico remains well-positioned to deliver sustainable earnings growth and progress towards its Vision 2030 target of Rs. 20,000 crores in revenue with a mid-teens EBITDA CAGR.

Key Highlights

Particulars (Rs. Cr.)	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Net Sales	3,957	3,221	22.9%	3,333	18.7%
Gross profit	1,845	1,491	23.7%	1,498	23.2%
Gross margin (%)	46.6%	46.3%	34 bps	44.9%	168 bps
EBITDA	819	655	25.0%	521	57.2%
OPM (%)	20.7%	20.3%	36 bps	15.6%	507 bps
PAT	652	513	27.1%	408	59.8%
PAT Margin	16.5%	15.9%	55 bps	12.2%	424 bps

Source: Company, BP Equities Research

Sector Outlook	Positive

Stock

CMP (Rs.)	852
BSE code	531642
NSE Symbol	MARICO
Bloomberg	MRCO IN
Reuters	MRCO.BO

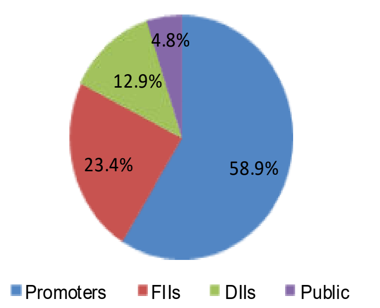
Key Data

Nifty	24,625
52 Week H/L (Rs,)	889/690
O/s Shares (Cr.)	130
Market Cap (Rs. Cr.)	1,10,760
Face Value (Rs.)	1

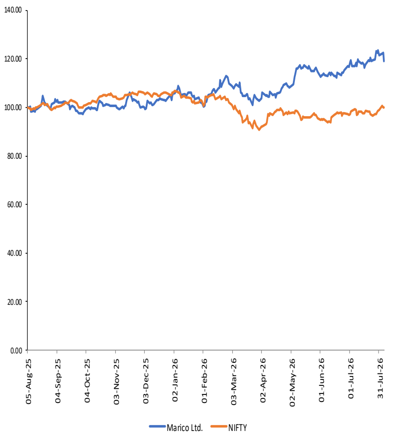
Average Volume

3 months	22,59,521
6 months	20,49,007
1 year	19,62,089

Share Holding Pattern (%)



Relative Price Chart



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Key Concall Highlights

Management Guidance and Outlook

“FY27 revenue is expected to exceed Rs. 15,000 crores, with high single-digit India volume growth.“

Revenue expected to exceed Rs. 15,000 crores in FY27.

India business expected to deliver high single-digit volume growth.

Management reiterated high-teens EBITDA growth guidance, with an aspiration to achieve 20% EBITDA growth.

Long-term Vision 2030 remains unchanged, targeting Rs. 20,000 crores in revenue through premiumization, digital expansion, AI-led execution, and profitable growth.

“Management reiterated high-teens EBITDA growth guidance, with an aspiration to achieve 20% EBITDA growth.”

Commodity and Margin Outlook

Copra prices are expected to remain around 30–35% below last year's peak, with a slight upward bias.

Crude derivatives, polymers, and edible oil costs remain elevated.

Management expects gross margins to remain broadly stable while continuing to focus on profitability.

Parachute Coconut Oil

Delivered 10% volume growth, the strongest in the last 20 quarters, with revenue up 23% YoY.

Market share increased by over 400 bps to a new high.

Growth was driven by selective price cuts, strong supply chain execution, AI-led demand forecasting, and rational competition.

Management expects mid-single digit volume growth for the rest of FY27 with no further price reductions planned.

Value Added Hair Oils (VAHO)

“Value Added Hair Oils (VAHO) posted 22% value growth, with management confident of sustaining double-digit growth.”

Delivered 22% value growth, with mid and premium hair oils reporting high-teen volume growth.

Continued gaining market share, supported by Project SETU and premiumization.

Management remains confident of sustaining double-digit growth.

Saffola and Foods Business

Saffola edible oil revenue grew 7% YoY, while volumes declined due to rationalization of low-margin SKUs.

Cold-pressed oils remain a key focus area with significantly higher margins than traditional edible oils.

Foods business grew 43% YoY, crossing an annualized revenue run-rate of Rs. 1,300 crores.

4700BC and Cosmix are performing ahead of expectations and integrating well.

Premium Personal Care and Digital Business

Premium Personal Care reached an annualized revenue run-rate of Rs. 450 crores.

Management targets Rs. 100 crores revenue from the shampoo business in FY27.

Digital portfolio crossed Rs. 1,100 crores ARR with improving profitability.

Digital portfolio crossed Rs. 1,100 crores ARR, with Beardo already delivering double-digit profitability”

Beardo has achieved double-digit profitability, while Plix is nearing double-digit margins. Focus remains on profitable growth rather than aggressive expansion.

International Business

International business grew 15% in constant currency.

Vietnam grew 27%, MENA 24%, South Africa 8%, while Bangladesh grew 4% amid macro headwinds.

Management expects mid-teens constant currency growth for FY27.

Distribution and Growth Drivers

Project SETU continues to improve distribution reach, execution, and distributor profitability.

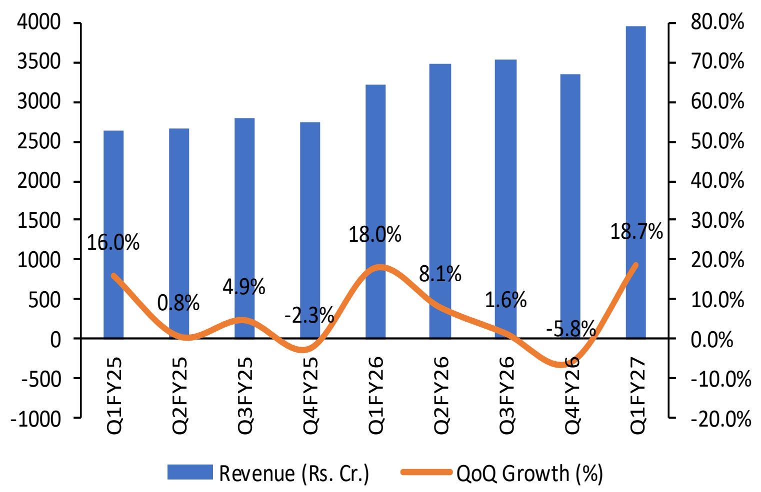
Quick commerce grew over 50% and contributes around 5% of India business revenue (excluding digital brands).

Digital channels now account for over 20% of India business revenues.

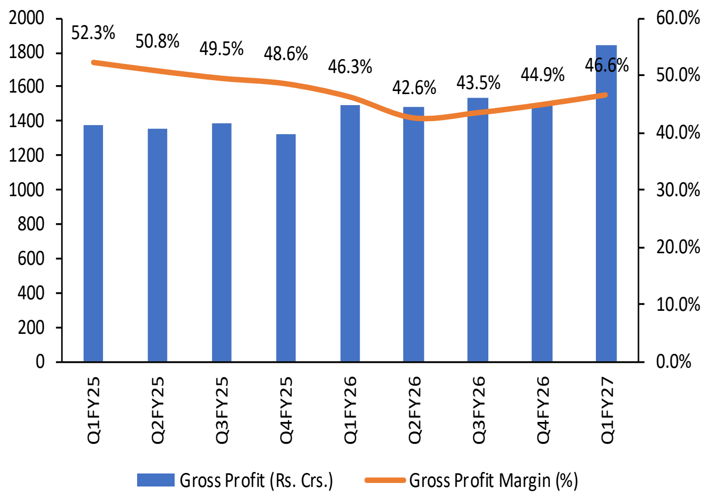
AI-led demand sensing and forecasting have improved inventory management and execution.

Quarterly Snapshot

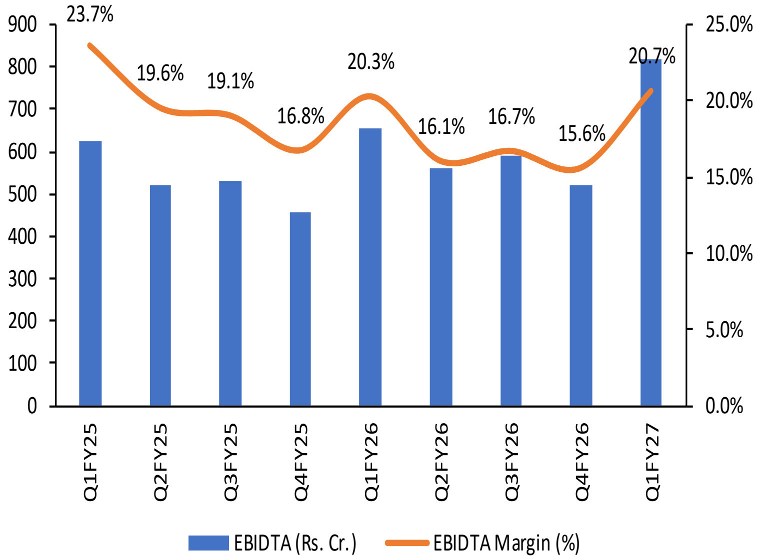
Robust revenue growth of 23% YoY



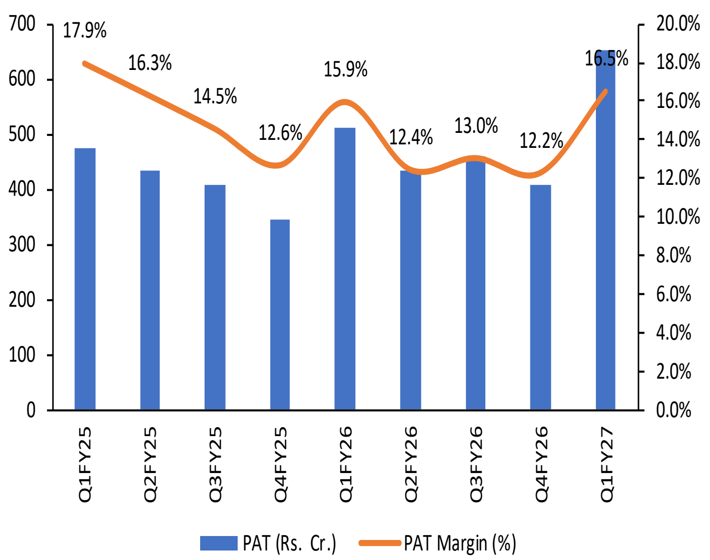
Gross margins expanded due to drop in copra prices



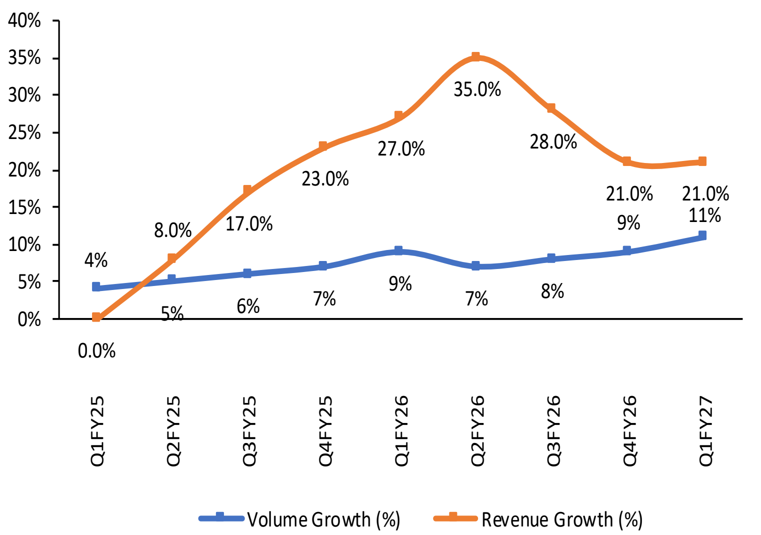
Expansion in the EBITDA margins due to higher margin product mix



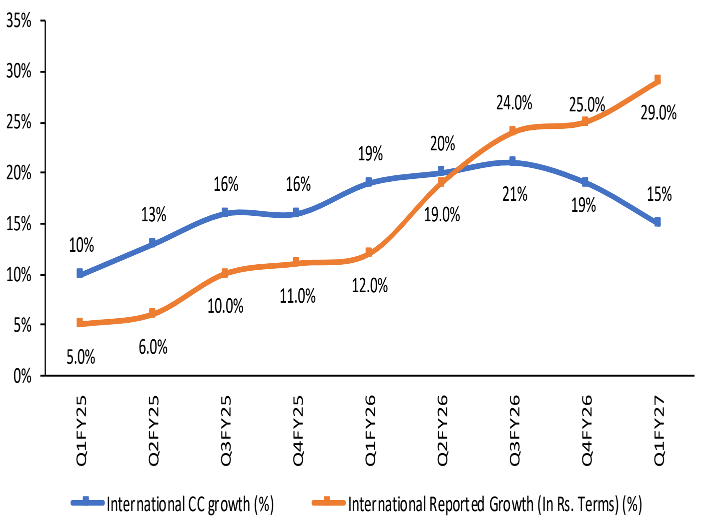
PAT margins expanded significantly



India Business saw an improvement in its volume growth



International growth driven by Bangladesh and Vietnam



Source: Company, BP Equities

Key Financials							
YE March (Rs. Cr.)	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**	**FY29E**
Revenue	**9,764**	**9,653**	**10,831**	**13,611**	**15,290**	**16,999**	**18,617**
Revenue Growth (Y-oY)	*2.6%*	*(1.1%)*	*12.2%*	*25.7%*	*12.3%*	*11.2%*	*9.5%*
EBITDA	**1,810**	**1,993**	**2,138**	**2,328**	**2,848**	**3,285**	**3,706**
EBIT Growth (Y-o-Y)	*7.9%*	*10.1%*	*7.3%*	*8.9%*	*22.4%*	*15.3%*	*12.8%*
Net Profit	**1,322**	**1,502**	**1,658**	**1,762**	**2,196**	**2,521**	**2,809**
Net Profit Growth (Y-o-Y)	*5.3%*	*13.6%*	*10.4%*	*6.3%*	*24.6%*	*14.8%*	*11.4%*
Diluted EPS	**10.2**	**11.6**	**12.8**	**13.6**	**16.9**	**19.4**	**21.6**
Diluted EPS Growth (Y-o-Y)	*5.3%*	*13.6%*	*10.4%*	*6.3%*	*24.6%*	*14.8%*	*11.4%*
Profitability Ratios							
EBITDA (%)	**18.5%**	**20.6%**	**19.7%**	**17.1%**	**18.6%**	**19.3%**	**19.9%**
NPM (%)	13.5%	15.6%	15.3%	12.9%	14.4%	14.8%	15.1%
ROE (%)	**33.4%**	**36.0%**	**38.9%**	**32.0%**	**36.0%**	**36.9%**	**36.6%**
ROCE (%)	41.8%	44.0%	46.0%	38.6%	43.1%	44.6%	44.8%
Valuation Ratios							
P/E (x)	**83.8x**	**73.7x**	**66.8x**	**62.9x**	**50.4x**	**43.9x**	**39.4x**
EV/EBITDA	61.1x	55.5x	51.7x	47.4x	38.7x	33.6x	29.7x
P/BV (x)	**28.0x**	**26.6x**	**26.0x**	**20.1x**	**18.2x**	**16.2x**	**14.4x**
Market Cap. / Sales (x)	11.3x	11.5x	10.2x	8.1x	7.2x	6.5x	5.9x

Source: Company, BP Equities, Bloomberg estimates

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Disclaimer Appendix

Analyst (s) holding in the Stock : Nil

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