

10 YEAR FINANCIAL HIGHLIGHTS

(₹ in Crore)

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Income from Operations	1,905.0	2,388.4	2,660.8	3,135.0	3,979.7	4,596.2	4,686.5	5,733.0	6,024.5	5,935.9
EBITDA	246.4	304.0	375.1	418.1	484.4	625.8	748.0	870.1	1,051.4	1,159.3
Profit before Interest & Tax (PBIT)	225.1	280.4	333.3	368.5	444.4	576.7	729.0	844.6	1,049.8	1,166.3
Profit before Tax	194.5	244.7	307.7	327.5	402.1	518.7	694.6	821.7	1,029.2	1,149.7
Extraordinary / Exceptional items	(10.6)	15.0	9.8	(48.9)	1.8	(33.2)	-	-	-	-
Profit before Tax (PBT)	205.0	229.6	299.7	371.4	395.4	542.1	675.9	810.2	1,017.4	1,137.3
Profit after Tax (PAT)	169.1	188.7	235.4	286.4	317.1	395.9	485.4	573.5	711.5	798.6
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	220.1	258.4	334.5	400.3	391.6	481.1	573.4	656.3	806.9	889.9
Economic Value Added	131.5	144.4	196.0	174.7	198.6	283.3	313.3	407.4	490.9	551.7
Goodwill on consolidation	84.2	85.0	85.0	397.6	395.5	395.5	254.3	489.2	497.4	479.5
Net Fixed Assets	257.3	311.1	399.7	457.8	501.9	1,422.4	637.8	589.8	620.5	616.4
Investments	0.0	13.0	82.7	88.9	295.6	151.6	310.5	283.8	513.2	608.2
Net Current Assets	233.0	355.3	483.3	607.5	532.2	674.1	670.7	748.7	654.6	864.4
Miscellaneous Expenditure	-	-	-	-	-	-	-	-	-	-
Net Non Current Assets	-	-	-	129.9	205.2	250.5	212.6	162.8	35.3	21.8
Deferred Tax Asset (Net)	98.2	64.1	61.6	29.9	22.3	-	-	-	64.9	9.5
Total Capital Employed	672.7	828.5	1,112.4	1,711.5	1,952.7	2,894.3	2,085.8	2,274.2	2,385.9	2,599.8
Equity Share Capital	60.9	60.9	60.9	61.4	61.5	64.5	64.5	64.5	129.0	129.0
Reserves	253.7	392.6	593.0	854.0	1,081.5	1,917.0	1,296.1	1,760.3	1,888.4	2,196.6
Net Worth	314.6	453.5	654.0	915.5	1,143.0	1,981.5	1,360.6	1,824.8	2,017.4	2,325.7
Minority interest	0.1	-	12.5	21.9	24.9	35.1	35.8	13.7	14.3	13.3
Borrowed Funds	358.0	375.0	445.9	774.2	784.8	871.9	679.8	427.9	331.3	238.8
Deferred Tax Liability	-	-	-	-	-	5.8	9.6	7.9	22.8	22.0
Total Funds Employed	672.7	828.5	1,112.4	1,711.5	1,952.7	2,894.3	2,085.8	2,274.2	2,385.9	2,599.8
EBITDA Margin (%)	12.9	12.7	14.1	13.3	12.2	13.6	16.0	15.2	17.5	19.5
Profit before Tax to Turnover (%)	10.8	9.6	11.3	11.8	9.9	11.8	14.4	14.1	16.9	19.2
Profit after Tax to Turnover (%)	8.9	7.9	8.8	9.1	8.0	8.6	10.4	10.0	11.8	13.5
Return on Net Worth (%) (PAT / Average Net Worth \$)	66.7	49.1	42.5	36.5	30.8	25.3	30.1	36.0	37.0	36.8
Return on Capital Employed (PBIT / Average Total Capital Employed @)	40.3	37.4	34.5	26.1	24.3	23.8	30.4	38.7	45.1	46.8
Net Cash Flow from Operations per share (Rs.) (Refer Cash Flow Statement)	2.3	3.0	3.4	4.0	6.5	6.7	10.2	10.3	6.5	4.7
Earning per Share (EPS) (Rs.) (PAT / No. of Equity Shares)	2.8	3.1	3.9	4.7	5.2	6.1	7.5	8.9	5.5	6.2
Economic Value Added per share (Rs.)	2.2	2.4	3.2	2.8	3.2	4.4	4.9	6.3	3.8	4.3
Dividend per share (Rs.)	0.7	0.7	0.7	0.7	0.7	1.0	3.5	2.5	3.4	3.5
Debt / Equity	1.1	0.8	0.7	0.8	0.7	0.4	0.5	0.2	0.2	0.1
Book Value per share (Rs.) (Net Worth / No. of Equity Shares)	5.2	7.4	10.7	14.9	18.6	30.7	21.1	28.3	15.6	18.0
Sales to Average Capital Employed @	3.4	3.2	2.7	2.2	2.2	1.9	2.0	2.6	2.6	2.4
Sales to Average Net Working Capital #	10.9	8.1	6.3	5.3	7.0	7.6	6.6	8.1	8.6	7.8

@ Average Capital Employed = (Opening Capital Employed + Closing Capital Employed)/2

\$ Average Net Worth = (Opening Net Worth + Closing Net Worth)/2

Average Net Working Capital = (Opening Net Current Assets + Closing Net Current Assets)/2

Note 1: FY11 onwards the financial figures are as per revised Schedule VI

Note 2: Profit Before Tax is after minority interest

Note 3: FY14 onwards, financials will not include Kaya as it has been demerged from Marico Group effective April 1, 2013.

Note 4: FY16 and FY17 numbers per share numbers are calculated on the post bonus number of shares

Note 5: FY16 and FY17 numbers are as per IND - AS and hence not comparable with earlier years.