

10 YEARS' HIGHLIGHTS

The highlights pertain to the financial performance of Marico Consolidated

Amount in Rs. Crore

Year ended March 31,	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Sales & Services	409.7	490.0	551.2	649.7	670.7	695.7	775.5	888.5	1,007.0	1,143.9
Profit before Interest & Tax (PBIT)	35.3	42.4	47.7	45.8	53.7	61.9	65.1	66.3	76.3	103.0
Profit before Tax	27.7	36.5	44.0	42.6	50.1	57.8	64.0	65.1	74.3	98.0
Extraordinary / Exceptional items	1.4	-	-	(1.8)	-	-	-	-	-	-
Profit before Tax (PBT)	29.1	36.5	44.0	40.8	50.1	57.8	64.0	65.1	74.3	98.0
Profit after Tax (PAT)	21.5	30.0	37.5	35.7	45.8	50.1	56.2	59.0	70.1	86.9
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	24.6	34.0	42.7	43.5	54.6	67.2	78.2	72.1	82.8	137.2
Economic Value Added	8.7	18.8	23.0	23.3	27.8	29.1	31.3	38.2	46.0	50.7
Goodwill on consolidation	-	-	-	-	-	-	-	-	1.7	1.7
Net Fixed Assets	45.3	60.5	69.4	95.3	127.4	141.3	105.7	112.4	145.9	381.3
Investments	0.8	-	-	-	0.0	0.0	13.9	0.5	12.4	18.5
Net Current Assets	52.4	46.3	54.0	50.2	47.5	66.9	93.9	90.2	128.3	107.9
Miscellaneous Expenditure	-	-	-	-	-	-	0.7	0.5	0.4	0.3
Total Capital Employed	98.5	106.8	123.5	145.5	174.9	208.2	214.2	203.6	288.7	509.6
Equity Share Capital	14.5	14.5	14.5	14.5	14.5	14.5	29.0	29.0	58.0	58.0
Advance against Equity	-	-	-	-	-	-	-	0.2	-	-
Preference Share Capital	-	-	-	-	-	-	29.0	-	-	-
Reserves	65.3	83.4	106.5	127.7	156.8	182.7	135.0	155.2	158.9	203.5
Net Worth	79.8	97.9	121.0	142.2	171.3	197.2	193.0	184.4	216.9	261.5
Minority Interest	-	-	-	-	-	-	3.1	1.9	-	-
Borrowed Funds	18.7	8.9	2.5	3.3	3.6	5.0	12.0	11.1	65.7	239.8
Deferred Tax Liability	-	-	-	-	-	6.0	6.1	6.2	6.1	8.3
Total Funds Employed	98.5	106.8	123.5	145.5	174.9	208.2	214.2	203.6	288.7	509.6
Profit before Tax to Turnover (%)	7.1	7.4	8.0	6.3	7.5	8.3	8.2	7.3	7.4	8.6
Profit after Tax to Turnover (%)	4.9	6.1	6.8	5.5	6.8	7.2	7.2	6.6	7.0	7.6
Return on Net Worth (%) (PAT / Average Net Worth **)	29.5	33.8	34.3	27.1	29.2	27.2	28.8	31.2	35.0	36.3
Return on Capital Employed (PBIT#/Average Total Capital Employed *)	34.5	41.3	41.5	32.7	33.5	32.3	30.8	31.7	31.0	25.8
Net Cash Flow from Operations per share (Rs.) (Refer Cash Flow Statement)##	19.7	28.7	15.4	30.6	37.7	45.1	22.3	13.7	7.1	28.4
Earning per Share (EPS) (Rs.) (PAT / No. of Equity Shares)##	13.9	20.7	25.9	24.6	31.6	34.5	19.0	9.7	12.1	15.0
Economic Value Added per share (Rs.)##	6.0	13.0	15.8	16.1	19.2	20.1	10.8	6.6	7.9	8.7
Dividend per share (Rs.) ##	5.0	7.5	9.0	9.0	10.0	14.0	4.8	4.3	5.4	6.2
Debt / Equity	0.23	0.09	0.02	0.02	0.02	0.03	0.06	0.06	0.30	0.92
Book Value per share (Rs.) (Net Worth / No. of Equity Shares) ##	55.0	67.5	83.4	98.1	118.1	136.0	66.5	31.8	37.4	45.1
Sales to Average Capital Employed *	4.2	4.6	4.8	4.8	4.2	3.6	3.7	4.3	4.1	2.9
Sales to Average Net Working Capital ***	7.1	9.9	11.0	12.5	13.8	12.2	9.6	9.7	9.2	9.7

PBIT includes extraordinary items

* 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

Per share information for 2003-04 and 2004-05 is re-calculated on enhanced equity share capital of Rs. 58 crore (5.8 crore shares)

Note : 1 crore equals 10 million

CONSOLIDATED QUARTERLY FINANCIALS

2005-06	(Amount in Rs. Crore)				
Particulars	Three Months Ended				Annual
	Jun. 30, 05	Sept. 30, 05	Dec. 31, 05	Mar. 31, 06	FY 06
Total Revenue	272.6	276.5	300.6	297.9	1,147.5
Total Expenditure	241.2	245.0	252.9	260.7	999.8
Finance Charges	0.8	0.6	1.3	2.3	5.0
Gross profit after Finance Charges but before Depreciation and Taxation	30.5	30.9	46.4	34.9	142.7
Depreciation & Amortisation	6.4	7.4	20.6	10.2	44.7
Profit before Tax	24.1	23.4	25.8	24.7	98.0
Provision for Tax (Current)	2.7	2.7	6.8	(2.4)	9.8
MAT Credit	–	–	–	(6.6)	(6.6)
Fringe Benefit Tax	0.7	0.8	0.7	0.4	2.5
Profit after Tax (Current)	20.7	20.0	18.4	33.3	92.4
Provision for Tax (Deferred Taxation)	(0.1)	(0.3)	(3.5)	7.0	3.2
Excess Income Tax provision of earlier years written back	–	–	–	2.3	2.3
Profit after Tax	20.8	20.2	21.9	24.0	86.9
Equity Share Capital	58.0	58.0	58.0	58.0	58.0
Earnings per share – Annualised (Rs.)	14.32	13.95	15.11	16.54	14.98
Dividend declared per share (Rs.)	1.20	1.40	1.60	2.0	6.2

2004-05	(Amount in Rs. Crore)				
Particulars	Three Months Ended				Annual
	Jun. 30, 04	Sept. 30, 04	Dec. 31, 04	Mar. 31, 05	FY 05
Total Revenue	243.4	255.2	259.8	250.3	1,008.7
Total Expenditure	221.1	234.1	236.3	227.4	918.9
Finance Charges	0.4	0.6	0.4	0.6	2.0
Gross profit after Finance Charges but before Depreciation and Taxation	22.0	20.5	23.0	22.3	87.8
Depreciation & Amortisation	3.1	2.8	3.3	5.6	14.8
Profit before Tax	18.9	17.7	19.7	16.7	73.0
Minority interest & Goodwill on consolidation	(0.6)	(0.6)	0.4	(0.5)	(1.3)
Profit before Tax after minority interest & goodwill	19.5	18.3	19.3	17.2	74.3
Provision for Tax (Current)	1.5	2.7	1.5	0.7	6.4
Profit after Tax (Current)	18.1	15.6	17.7	16.5	67.9
Provision for Tax (Deferred Taxation)	1.1	(0.6)	0.1	(0.7)	(0.2)
Excess Income Tax provision of earlier years written back	–	–	–	(2.1)	(2.1)
Profit after Tax	17.0	16.2	17.7	19.3	70.1
Equity Share Capital	58.0	58.0	58.0	58.0	58.0
Earnings per share – Annualised (Rs.)	11.72	11.21	12.17	13.28	12.09
Dividend declared per share (Rs.)	1.00	1.20	1.40	1.75	5.35

Note: The numbers of all quarters of current and previous year have been regrouped as per the final regrouping of audited accounts for the year ended March 31, 2006.