

# 10 Years' Highlights pertain to the financial performance of Marico Consolidated

₹ in Crores

Year ended March 31,	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Income from Operations	1,556.9	1,905.0	2,388.4	2,660.8	3,135.0	3,979.7	4,596.2	4,686.5	5,733.0	<b>6,132.0</b>
EBITDA	198.7	246.4	304.0	375.1	418.1	484.4	625.8	748.0	870.1	<b>1,062.5</b>
Profit before Interest & Tax (PBIT)	156.7	225.1	280.4	333.3	368.5	444.4	576.7	729.0	844.6	<b>1,054.0</b>
Profit before Tax	136.0	194.5	244.7	307.7	327.5	402.1	518.7	694.6	821.7	<b>1,033.8</b>
Extraordinary / Exceptional items	(14.0)	(10.6)	15.0	9.8	(48.9)	1.8	(33.2)	-	-	-
<b>Profit before Tax (PBT)</b>	<b>150.1</b>	<b>205.0</b>	<b>229.6</b>	<b>299.7</b>	<b>371.4</b>	<b>395.4</b>	<b>542.1</b>	<b>675.9</b>	<b>810.2</b>	<b>1,021.9</b>
Profit after Tax (PAT)	112.9	169.1	188.7	235.4	286.4	317.1	395.9	485.4	573.5	<b>724.8</b>
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	187.1	220.1	258.4	334.5	400.3	391.6	481.1	573.4	656.3	<b>817.7</b>
<b>Economic Value Added</b>	<b>79.3</b>	<b>131.5</b>	<b>144.4</b>	<b>196.0</b>	<b>174.7</b>	<b>198.6</b>	<b>283.3</b>	<b>313.3</b>	<b>407.4</b>	<b>492.1</b>
Goodwill on consolidation	45.0	84.2	85.0	85.0	397.6	395.5	395.5	254.3	489.2	<b>498.0</b>
Net Fixed Assets	165.4	257.3	311.1	399.7	457.8	501.9	1,422.4	637.8	589.8	<b>582.6</b>
Investments	0.0	0.0	13.0	82.7	88.9	295.6	151.6	310.5	283.8	<b>416.4</b>
Net Current Assets	117.7	233.0	355.3	483.3	607.5	532.2	674.1	670.7	748.7	<b>799.2</b>
Miscellaneous Expenditure	0.1	-	-	-	-	-	-	-	-	-
Net Non Current Assets	-	-	-	-	129.9	205.2	250.5	212.6	162.8	<b>147.1</b>
Deferred Tax Asset (Net)	115.2	98.2	64.1	61.6	29.9	22.3	-	-	-	<b>0.1</b>
<b>Total Capital Employed</b>	<b>443.3</b>	<b>672.7</b>	<b>828.5</b>	<b>1,112.4</b>	<b>1,711.5</b>	<b>1,952.7</b>	<b>2,894.3</b>	<b>2,085.8</b>	<b>2,274.2</b>	<b>2,443.2</b>
Equity Share Capital	60.9	60.9	60.9	60.9	61.4	61.5	64.5	64.5	64.5	<b>129.0</b>
Reserves	131.5	253.7	392.6	593.0	854.0	1,081.5	1,917.0	1,296.1	1,760.3	<b>1,967.8</b>
<b>Net Worth</b>	<b>192.4</b>	<b>314.6</b>	<b>453.5</b>	<b>654.0</b>	<b>915.5</b>	<b>1,143.0</b>	<b>1,981.5</b>	<b>1,360.6</b>	<b>1,824.8</b>	<b>2,096.9</b>
Minority interest	0.0	0.1	-	12.5	21.9	24.9	35.1	35.8	13.7	<b>14.3</b>
Borrowed Funds	251.0	358.0	375.0	445.9	774.2	784.8	871.9	679.8	427.9	<b>332.1</b>
Deferred Tax Liability	-	-	-	-	-	-	5.8	9.6	7.9	-
<b>Total Funds Employed</b>	<b>443.3</b>	<b>672.7</b>	<b>828.5</b>	<b>1,112.4</b>	<b>1,711.5</b>	<b>1,952.7</b>	<b>2,894.3</b>	<b>2,085.8</b>	<b>2,274.2</b>	<b>2,443.2</b>
EBITDA Margin (%)	12.8	12.9	12.7	14.1	13.3	12.2	13.6	16.0	15.2	<b>17.3</b>
Profit before Tax to Turnover (%)	9.6	10.8	9.6	11.3	11.8	9.9	11.8	14.4	14.1	<b>16.7</b>
Profit after Tax to Turnover (%)	7.3	8.9	7.9	8.8	9.1	8.0	8.6	10.4	10.0	<b>11.8</b>
Return on Net Worth (%)										
(PAT / Average Net Worth \$)	49.7	66.7	49.1	42.5	36.5	30.8	25.3	30.1	36.0	<b>37.0</b>
<b>Return on Capital Employed</b>										
(PBIT / Average Total Capital Employed @)	35.8	40.3	37.4	34.5	26.1	24.3	23.8	30.4	38.7	<b>44.7</b>
Net Cash Flow from Operations per share (₹) (Refer Cash Flow Statement)	3.1	2.3	3.0	3.4	4.0	6.5	6.7	10.2	10.3	<b>6.5</b>
<b>Earning per Share (EPS) (₹) (PAT / No. of Equity Shares)</b>	<b>1.9</b>	<b>2.8</b>	<b>3.1</b>	<b>3.9</b>	<b>4.7</b>	<b>5.2</b>	<b>6.1</b>	<b>7.5</b>	<b>8.9</b>	<b>5.6</b>
Economic Value Added per share (₹)	1.3	2.2	2.4	3.2	2.8	3.2	4.4	4.9	6.3	<b>3.8</b>
Dividend per share (₹)	0.7	0.7	0.7	0.7	0.7	0.7	1.0	3.5	2.5	<b>3.4</b>
<b>Debt / Equity</b>	<b>1.3</b>	<b>1.1</b>	<b>0.8</b>	<b>0.7</b>	<b>0.8</b>	<b>0.7</b>	<b>0.4</b>	<b>0.5</b>	<b>0.2</b>	<b>0.2</b>
Book Value per share (₹) (Net Worth / No. of Equity Shares)	3.2	5.2	7.4	10.7	14.9	18.6	30.7	21.1	28.3	<b>16.3</b>
Sales to Average Capital Employed @	3.3	3.4	3.2	2.7	2.2	2.2	1.9	2.0	2.6	<b>2.6</b>
Sales to Average Net Working Capital #	13.8	10.9	8.1	6.3	5.3	7.0	7.6	6.6	8.1	<b>7.9</b>

@ 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 per share numbers are calculated on the post bonus number of shares.