

10 YEARS HIGHLIGHTS

The highlights pertains to the financial performance of Marico Consolidated

Amount in Rs. Crore

Year ended March 31,	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Income from Operations	775.5	888.5	1,007.0	1,143.9	1,556.9	1,905.0	2,388.4	2,660.8	3,135.0	4,008.3
EBITDA	75.7	74.5	88.3	144.3	198.7	246.4	304.0	375.1	418.1	484.4
Profit before Interest & Tax (PBIT)	64.9	64.5	75.0	103.1	156.7	225.1	280.4	333.3	368.5	444.5
Profit before Tax	63.8	63.3	73.0	98.0	136.0	194.5	244.7	307.7	327.5	402.1
Extraordinary / Exceptional items	-	-	-	-	(14.0)	(10.6)	15.0	9.8	(48.9)	1.8
Profit before Tax (PBT)	64.0	65.1	74.3	98.0	150.1	205.0	229.6	296.0	371.4	395.4
Profit after Tax (PAT)	56.2	59.0	70.1	86.9	112.9	169.1	188.7	231.7	286.4	317.1
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	78.2	72.1	82.8	137.2	187.1	220.1	258.4	330.8	400.3	391.7
Economic Value Added	31.3	38.2	46.0	50.7	79.3	131.5	144.4	196.0	174.7	198.6
Goodwill on consolidation	-	-	1.7	1.7	45.0	84.2	85.0	85.0	397.6	395.5
Net Fixed Assets	105.7	112.5	145.9	381.3	165.4	257.3	311.1	399.7	457.8	501.8
Investments	13.9	0.5	12.4	18.5	0.0	0.0	13.0	82.7	185.2	277.2
Net Current Assets	93.9	90.2	128.3	107.7	117.7	233.0	355.3	483.3	293.8	404.3
Miscellaneous Expenditure	0.7	0.5	0.4	0.3	0.1	-	-	-	-	-
Deferred Tax Asset	-	-	-	-	115.2	98.2	64.1	61.6	29.9	22.3
Total Capital Employed	214.1	203.6	288.7	509.4	443.3	672.7	828.5	1,112.4	1,364.3	1,601.1
Equity Share Capital	29.0	29.0	58.0	58.0	60.9	60.9	60.9	60.9	61.4	61.5
Advance against Equity	-	0.2	-	-	-	-	-	-	-	-
Preference Share Capital	29.0	-	-	-	-	-	-	-	-	-
Reserves	135.0	155.2	158.9	203.5	131.5	253.7	392.6	593.0	854.0	1,081.5
Net Worth	193.0	184.4	216.9	261.5	192.4	314.6	453.5	654.0	915.5	1,143.0
Minority interest	3.1	1.9	-	-	0.0	0.1	-	12.5	21.9	24.9
Borrowed Funds	12.0	11.1	65.7	239.7	251.0	358.0	375.0	445.9	382.3	389.0
Deferred Tax Liability	6.1	6.2	6.1	8.3	-	-	-	-	-	-
Total Funds Employed	214.1	203.6	288.7	509.4	443.3	672.7	828.5	1,112.4	1,319.7	1,556.9
EBITDA Margin (%)	9.8	8.4	8.8	12.6	12.8	12.9	12.7	14.1	13.3	12.1
Profit before Tax to Turnover (%)	8.2	7.3	7.4	8.6	9.6	10.8	9.6	11.1	11.8	9.9
Profit after Tax to Turnover (%)	7.2	6.6	7.0	7.6	7.3	8.9	7.9	8.7	9.1	7.9
Return on Net Worth (%)										
(PAT / Average Net Worth \$)	28.8	31.2	35.0	36.3	49.7	66.7	49.1	41.8	36.5	30.8
Return on Capital Employed										
(PBIT* / Average Total Capital Employed @)	30.8	31.7	31.0	25.8	35.8	40.3	37.4	34.2	25.8	29.6
Net Cash Flow from Operations per share (Rs.) (Refer Cash Flow Statement)###	2.2	2.7	0.7	2.8	3.1	2.3	3.0	3.4	4.0	6.6
Earning per Share (EPS) (Rs.)										
(PAT / No. of Equity Shares)###, ###	1.9	2.0	1.2	1.5	1.9	2.8	3.1	3.8	4.7	5.2
Economic Value Added per share (Rs.) (Refer Management Discussion)###, ###	1.1	1.3	0.8	0.9	1.3	2.2	2.4	3.2	2.8	3.2
Dividend per share (Rs.) ###, ###	0.5	0.4	0.5	0.6	0.7	0.7	0.7	0.7	0.7	0.7
Debt / Equity	0.1	0.1	0.3	0.9	1.3	1.1	0.8	0.7	0.4	0.3
Book Value per share (Rs.)										
(Net Worth / No. of Equity Shares) ###, ###	6.7	6.4	3.7	4.5	3.2	5.2	7.4	10.7	14.9	18.6
Sales to Average Capital Employed @	3.7	4.3	4.1	2.9	3.3	3.4	3.2	2.7	2.2	2.8
Sales to Average Net Working Capital #	9.6	9.7	9.2	9.7	13.8	10.9	8.1	6.3	5.3	11.5

* 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 2004-05 is re-calculated on enhanced equity share capital of Rs. 58 Crores (5.8 Crore shares)

Previous year figures have been recomputed based on the post split face value of Re 1

Note 1: 1 crore equals 10 million

Note 2: FY11 & FY12 figures are as per revised Schedule VI