

# 10 YEARS' HIGHLIGHTS

The highlights pertains to the financial performance of Marico Consolidated.

INR/Crore

Year ended March 31,	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
<b>Income from Operations</b>	<b>1,007.0</b>	<b>1,143.9</b>	<b>1,556.9</b>	<b>1,905.0</b>	<b>2,388.4</b>	<b>2,660.8</b>	<b>3,135.0</b>	<b>3,979.7</b>	<b>4,596.2</b>	<b>4,686.5</b>
EBITDA	88.3	144.3	198.7	246.4	304.0	375.1	418.1	484.4	625.8	748.0
Profit before Interest & Tax (PBIT)	75.0	103.1	156.7	225.1	280.4	333.3	368.5	444.4	576.7	729.0
Profit before Tax	73.0	98.0	136.0	194.5	244.7	307.7	327.5	402.1	518.7	694.6
Extraordinary / Exceptional items	-	-	(14.0)	(10.6)	15.0	9.8	(48.9)	1.8	(33.2)	-
<b>Profit before Tax (PBT)</b>	<b>74.3</b>	<b>98.0</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>
Profit after Tax (PAT)	70.1	86.9	112.9	169.1	188.7	235.4	286.4	317.1	395.9	485.4
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	82.8	137.2	187.1	220.1	258.4	334.5	400.3	391.6	481.1	573.4
<b>Economic Value Added</b>	<b>46.0</b>	<b>50.7</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>
Goodwill on consolidation	1.7	1.7	45.0	84.2	85.0	85.0	397.6	395.5	395.5	254.3
Net Fixed Assets	145.9	381.3	165.4	257.3	311.1	399.7	457.8	501.9	1,442.4	637.8
Investments	12.4	18.5	0.0	0.0	13.0	82.7	88.9	295.6	151.6	310.5
Net Current Assets	128.3	107.7	117.7	233.0	355.3	483.3	607.5	532.2	674.1	670.7
Miscellaneous Expenditure	0.4	0.3	0.1	-	-	-	-	-	-	-
Net Non Current Assets	-	-	-	-	-	-	129.9	205.2	250.5	212.6
Deferred Tax Asset (Net)	-	-	115.2	98.2	64.1	61.6	29.9	22.3	-	-
<b>Total Capital Employed</b>	<b>288.7</b>	<b>509.4</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>
Equity Share Capital	58.0	58.0	60.9	60.9	60.9	60.9	61.4	61.5	64.5	64.5
Reserves	158.9	203.5	131.5	253.7	392.6	593.0	854.0	1,081.5	1,917.0	1,296.1
<b>Net Worth</b>	<b>216.9</b>	<b>261.5</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>
Minority interest	-	-	0.0	0.1	-	12.5	21.9	24.9	35.1	35.8
Borrowed Funds	65.7	239.7	251.0	358.0	375.0	445.9	774.2	784.8	871.9	679.8
Deferred Tax Liability	6.1	8.3	-	-	-	-	-	-	5.8	9.6
<b>Total Funds Employed</b>	<b>288.7</b>	<b>509.4</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>
EBIDTA Margin (%)	8.8	12.6	12.8	12.9	12.7	14.1	13.3	12.2	13.6	16.0
Profit before Tax to Turnover (%)	7.4	8.6	9.6	10.8	9.6	11.3	11.8	9.9	11.8	14.4
Profit after Tax to Turnover (%)	7.0	7.6	7.3	8.9	7.9	8.8	9.1	8.0	8.6	10.4
Return on Net Worth (%) (PAT/Average Net Worth USD)	35.0	36.3	49.7	66.7	49.1	42.5	36.5	30.8	25.3	30.1
<b>Return on Capital Employed</b> (PBIT/Average Total Capital Employed)	<b>31.0</b>	<b>25.8</b>	<b>35.8</b>	<b>40.3</b>	<b>37.4</b>	<b>34.5</b>	<b>26.1</b>	<b>24.3</b>	<b>23.8</b>	<b>30.4</b>
Net Cash Flow from Operations per share (Rs.) (Refer Cash Flow Statement)##	0.7	2.8	3.1	2.3	3.0	3.4	40.	6.5	6.7	10.6
<b>Earning per Share (EPS) (Rs.) (PAT / No. of Equity Shares)##</b>	<b>1.2</b>	<b>1.5</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>
Economic Value Added per share (Rs.) (Refer Management Discussion) ##	0.8	0.9	1.3	2.2	2.4	3.2	2.8	3.2	4.4	4.9
Dividend per share (Rs.) ##	0.5	0.6	0.7	0.7	0.7	0.7	0.7	0.7	1.0	3.5
<b>Debt / Equity</b>	<b>0.3</b>	<b>0.9</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>Book Value per share (Rs.) (Net Worth / No. of Equity Shares) ##</b>	<b>3.7</b>	<b>4.5</b>	<b>3.2</b>	<b>5.2</b>	<b>7.4</b>	<b>10.7</b>	<b>14.9</b>	<b>18.6</b>	<b>30.7</b>	<b>21.1</b>
Sales to Average Capital Employed @	4.1	2.9	3.3	3.4	3.2	2.7	2.2	2.2	1.9	2.0
Sales to Average Net Working Capital #	9.2	9.7	13.8	10.9	8.1	6.3	5.3	7.0	7.6	6.6

@ 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)

Note 1: 1 crore equals 10 million

Note 2: FY11 onwards the financial figures are as per revised schedule VI

Note 3: Profit Before Tax is after minority interest

Note 4: FY14 onwards, financials will not include Kaya as it has been demerged from Marico Group effective April 1, 2013.