

## 10 YEARS' HIGHLIGHTS

The highlights pertain to the financial performance of Marico Consolidated										Amount in Rs. Crore
Year ended March 31,	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<b>Sales &amp; Services</b>	<b>649.7</b>	<b>670.7</b>	<b>695.7</b>	<b>775.5</b>	<b>888.5</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>
EBITDA	52.4	59.8	74.8	75.7	74.5	88.3	144.3	198.7	246.4	304.0
Profit before Interest & Tax (PBIT)	45.9	53.6	61.9	64.9	64.5	75.0	103.1	156.7	225.1	280.4
Profit before Tax	42.6	50.1	57.8	63.8	63.3	73.0	98.0	136.0	194.5	244.7
Extraordinary / Exceptional items	1.8	-	-	-	-	-	-	(14.0)	(10.6)	15.0
<b>Profit before Tax (PBT)</b>	<b>40.9</b>	<b>50.1</b>	<b>57.8</b>	<b>64.0</b>	<b>65.1</b>	<b>74.3</b>	<b>98.0</b>	<b>150.1</b>	<b>205.0</b>	<b>229.6</b>
Profit after Tax (PAT)	35.8	45.7	50.1	56.2	59.0	70.1	86.9	112.9	169.1	188.7
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	43.6	54.6	67.2	78.2	72.1	82.8	137.2	187.1	220.1	258.4
<b>Economic Value Added</b> (Refer Management Discussion)	<b>23.3</b>	<b>27.8</b>	<b>29.1</b>	<b>31.3</b>	<b>38.2</b>	<b>46.0</b>	<b>50.7</b>	<b>79.3</b>	<b>131.5</b>	<b>144.4</b>
Goodwill on consolidation	-	-	-	-	-	1.7	1.7	45.0	84.2	85.0
Net Fixed Assets	95.3	127.4	141.3	105.7	112.5	145.9	381.3	165.4	257.3	311.1
Investments	-	0.0	0.0	13.9	0.5	12.4	18.5	0.0	0.0	12.6
Net Current Assets	50.2	47.5	66.9	93.9	90.2	128.3	107.7	117.7	233.0	356.1
Miscellaneous Expenditure	-	-	-	0.7	0.5	0.4	0.3	0.1	-	-
Deferred Tax Asset	-	-	-	-	-	-	-	115.2	98.2	64.1
<b>Total Capital Employed</b>	<b>145.5</b>	<b>174.9</b>	<b>208.2</b>	<b>214.1</b>	<b>203.6</b>	<b>288.7</b>	<b>509.4</b>	<b>443.3</b>	<b>672.7</b>	<b>828.5</b>
Equity Share Capital	14.5	14.5	14.5	29.0	29.0	58.0	58.0	60.9	60.9	60.9
Advance against Equity	-	-	-	-	0.2	-	-	-	-	-
Preference Share Capital	-	-	-	29.0	-	-	-	-	-	-
Reserves	127.7	156.8	182.7	135.0	155.2	158.9	203.5	131.5	253.7	392.6
<b>Net Worth</b>	<b>142.2</b>	<b>171.3</b>	<b>197.2</b>	<b>193.0</b>	<b>184.4</b>	<b>216.9</b>	<b>261.5</b>	<b>192.4</b>	<b>314.6</b>	<b>453.5</b>
Minority interest	-	-	-	3.1	1.9	-	-	0.0	0.1	-
Borrowed Funds	3.3	3.6	5.0	12.0	11.1	65.7	239.7	251.0	358.0	375.0
Deferred Tax Liability	-	-	6.0	6.1	6.2	6.1	8.3	-	-	-
<b>Total Funds Employed</b>	<b>145.5</b>	<b>174.9</b>	<b>208.2</b>	<b>214.1</b>	<b>203.6</b>	<b>288.7</b>	<b>509.4</b>	<b>443.3</b>	<b>672.7</b>	<b>828.5</b>
EBITDA Margin (%)	8.1	8.9	10.8	9.8	8.4	8.8	12.6	12.8	12.9	12.7
Profit before Tax to Turnover (%)	6.3	7.5	8.3	8.2	7.3	7.4	8.6	9.6	10.8	9.6
Profit after Tax to Turnover (%)	5.5	6.8	7.2	7.2	6.6	7.0	7.6	7.3	8.9	7.9
Return on Net Worth (%) (PAT / Average Net Worth \$)	27.2	29.2	27.2	28.8	31.2	35.0	36.3	49.7	66.7	49.1
<b>Return on Capital Employed</b> (PBIT* / Average Total Capital Employed @)	<b>32.7</b>	<b>33.5</b>	<b>32.3</b>	<b>30.8</b>	<b>31.7</b>	<b>31.0</b>	<b>25.8</b>	<b>35.8</b>	<b>41.8</b>	<b>35.4</b>
Net Cash Flow from Operations per Share (Rs.) (Refer Cash Flow Statement)##	3.1	3.8	4.5	2.2	2.7	0.7	2.8	3.1	2.3	3.0
<b>Earning per Share (EPS) (Rs.)</b> (PAT / No. of Equity Shares)##	<b>2.5</b>	<b>3.2</b>	<b>3.5</b>	<b>1.9</b>	<b>2.0</b>	<b>1.2</b>	<b>1.5</b>	<b>1.9</b>	<b>2.8</b>	<b>3.1</b>
Economic Value Added per Share (Rs.) (Refer Management Discussion)##	1.6	1.9	2.0	1.1	1.3	0.8	0.9	1.3	2.2	2.4
Dividend per Share (Rs.)##	0.9	1.0	1.4	0.5	0.4	0.5	0.6	0.7	0.7	0.7
<b>Debt / Equity</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.1</b>	<b>0.1</b>	<b>0.3</b>	<b>0.9</b>	<b>1.3</b>	<b>1.1</b>	<b>0.8</b>
<b>Book Value per Share (Rs.)</b> (Net Worth / No. of Equity Shares)##	<b>9.8</b>	<b>11.8</b>	<b>13.6</b>	<b>6.7</b>	<b>6.4</b>	<b>3.7</b>	<b>4.5</b>	<b>3.2</b>	<b>5.2</b>	<b>7.4</b>
Sales to Average Capital Employed @	4.8	4.2	3.6	3.7	4.3	4.1	2.9	3.3	3.4	3.2
Sales to Average Net Working Capital #	12.5	13.7	12.2	9.6	9.7	9.2	9.7	13.8	10.9	8.1

\* 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

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

Note: 1 crore equals 10 million