

10 YEARS HIGHLIGHTS

The highlights pertain to the financial performance of Marico Consolidated

Amount in Rs. Crore

Year ended March 31,	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Sales & Services	695.7	775.5	888.5	1,007.0	1,143.9	1,556.9	1,905.0	2,388.4	2,660.8	3,128.3
EBITDA	74.8	75.7	74.5	88.3	144.3	198.7	246.4	304.0	375.1	409.8
Profit before Interest & Tax (PBIT)	61.9	64.9	64.5	75.0	103.1	156.7	225.1	280.4	333.3	366.9
Profit before Tax	57.8	63.8	63.3	73.0	98.0	136.0	194.5	244.7	307.7	327.6
Extraordinary / Exceptional items	-	-	-	-	-	(14.0)	(10.6)	15.0	9.8	(48.9)
Profit before Tax (PBT)	57.8	64.0	65.1	74.3	98.0	150.1	205.0	229.6	296.0	376.5
Profit after Tax (PAT)	50.1	56.2	59.0	70.1	86.9	112.9	169.1	188.7	231.7	291.5
Cash Profits (Profit after Current Tax + Depreciation + Amortisation)	67.2	78.2	72.1	82.8	137.2	187.1	220.1	258.4	294.8	350.4
Economic Value Added	29.1	31.3	38.2	46.0	50.7	79.3	131.5	144.4	196.0	201.0
Goodwill on consolidation	-	-	-	1.7	1.7	45.0	84.2	85.0	85.0	397.6
Net Fixed Assets	141.3	105.7	112.5	145.9	381.3	165.4	257.3	311.1	399.7	489.7
Investments	0.0	13.9	0.5	12.4	18.5	0.0	0.01	13.0	82.7	89.2
Net Current Assets	66.9	93.9	90.2	128.3	107.7	117.7	233.0	355.3	483.3	702.6
Miscellaneous Expenditure	-	0.7	0.5	0.4	0.3	0.1	-	-	-	-
Deferred Tax Asset	-	-	-	-	-	115.2	98.2	64.1	61.6	30.1
Total Capital Employed	208.2	214.1	203.6	288.7	509.4	443.3	672.7	828.5	1,112.4	1,709.2
Equity Share Capital	14.5	29.0	29.0	58.0	58.0	60.9	60.9	60.9	60.9	61.4
Advance against Equity	-	-	0.2	-	-	-	-	-	-	-
Preference Share Capital	-	29.0	-	-	-	-	-	-	-	-
Reserves	182.7	135.0	155.2	158.9	203.5	131.5	253.7	392.6	593.0	854.1
Net Worth	197.2	193.0	184.4	216.9	261.5	192.4	314.6	453.5	654.0	915.5
Minority interest	-	3.1	1.9	-	-	0.0	0.1	-	12.5	21.9
Borrowed Funds	5.0	12.0	11.1	65.7	239.7	251.0	358.0	375.0	445.9	771.8
Deferred Tax Liability	6.0	6.1	6.2	6.1	8.3	-	-	-	-	-
Total Funds Employed	208.2	214.1	203.6	288.7	509.4	443.3	672.7	828.5	1,112.4	1,709.2
EBITDA Margin (%)	10.8	9.8	8.4	8.8	12.6	12.8	12.9	12.7	14.1	13.1
Profit before Tax to Turnover (%)	8.3	8.2	7.3	7.4	8.6	9.6	10.8	9.6	11.1	12.0
Profit after Tax to Turnover (%)	7.2	7.2	6.6	7.0	7.6	7.3	8.9	7.9	8.7	9.3
Return on Net Worth (%) (PAT / Average Net Worth \$)	27.2	28.8	31.2	35.0	36.3	49.7	66.7	49.1	41.8	37.1
Return on Capital Employed (PBIT* / Average Total Capital Employed @)	32.3	30.8	31.7	31.0	25.8	35.8	40.3	37.4	34.2	25.7
Net Cash Flow from Operations per share (Rs.) (Refer Cash Flow Statement)###, ###	4.5	2.2	2.7	0.7	2.8	3.1	2.3	3.0	3.4	4.4
Earning per Share (EPS) (Rs.) (PAT / No. of Equity Shares)###, ###	3.5	1.9	2.0	1.2	1.5	1.9	2.8	3.1	3.8	4.7
Economic Value Added per Share (Rs.)###, ###	2.0	1.1	1.3	0.8	0.9	1.3	2.2	2.4	3.2	3.3
Dividend per Share (Rs.)###, ###	1.4	0.5	0.4	0.5	0.6	0.7	0.7	0.7	0.7	0.8
Debt / Equity	0.0	0.1	0.1	0.3	0.9	1.3	1.1	0.8	0.7	0.8
Book Value per Share (Rs.) (Net Worth / No. of Equity Shares)###, ###	13.6	6.7	6.4	3.7	4.5	3.2	5.2	7.4	10.7	14.9
Sales to Average Capital Employed @	3.6	3.7	4.3	4.1	2.9	3.3	3.4	3.2	2.7	2.2
Sales to Average Net Working Capital #	12.2	9.6	9.7	9.2	9.7	13.8	10.9	8.1	6.3	5.3

* 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 crore equals 10 million