



MARICO LIMITED

CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2007

		(Rs. Crore)			SEGMENT - WISE			(Rs. Crore)			
Quarter ended December 31		Particulars	Nine months ended December 31		Year ended March 31, 2007 (Audited)	Quarter ended December 31		Particulars	Nine months ended December 31		
2007	2006		2007	2006		2007	2006		2007	2006	
506.24	409.20	1. Net Income from sales and services	1,439.16	1,159.96	1,556.92			1. Segment Revenue (Note 3)			
7.53	0.33	2. Other Income	8.75	1.46	10.16	1,473.84	477.56	387.61	Consumer Products	1,360.10	1,101.19
<b>513.77</b>	<b>409.53</b>	3. Total Revenue ( 1 + 2 )	<b>1,447.91</b>	<b>1,161.42</b>	<b>1,567.08</b>	83.08	28.68	21.59	Others	79.06	58.77
10.96	9.91	4. Total Expenditure				<b>1,556.92</b>	<b>506.24</b>	<b>409.20</b>	Sub - total	<b>1,439.16</b>	<b>1,159.96</b>
213.38	167.61	( Increase ) / Decrease in stock-in-trade and work in progress	1.61	(30.28)	(45.98)	-			Less: Inter Segment revenue	-	-
3.16	6.61	Consumption of raw materials	621.78	473.10	650.91						
39.87	34.91	Purchase for resale	11.82	56.25	63.46	<b>1,556.92</b>	<b>506.24</b>	<b>409.20</b>	Net Sales / Income from operations	<b>1,439.16</b>	<b>1,159.96</b>
		Packing Material Consumed	115.94	98.24	135.40						
<b>267.37</b>	<b>219.04</b>	Sub-Total	<b>751.15</b>	<b>597.31</b>	<b>803.79</b>						
30.72	22.92	Employee cost	90.45	74.10	91.05						
62.77	55.92	Advertisement & sales promotion	174.28	152.50	212.35						
10.69	16.90	Depreciation, amortisation and impairment	22.84	40.68	52.06						
0.03	(0.06)	Amortisation of Miscellaneous Expenditure	0.09	0.01	0.13						
81.13	60.39	Other expenditure	228.27	177.45	251.04	181.48	61.73	37.99	2. Segment Result (Note 3)		
<b>452.71</b>	<b>375.11</b>	Total Expenditure	<b>1,267.08</b>	<b>1,042.05</b>	<b>1,410.42</b>	(10.79)	(0.67)	1.33	(Profit after exceptional items before Interest and Tax)		
6.83	5.41	5. Interest (net)	20.40	15.93	20.61	<b>170.69</b>	<b>61.06</b>	<b>39.32</b>	Consumer Products	183.92	138.42
<b>54.23</b>	<b>29.01</b>	6. Profit from ordinary activities before Exceptional Items (3-4-5)	<b>160.43</b>	<b>103.44</b>	<b>136.05</b>				Others	(3.09)	(5.02)
-	(4.90)	7. Exceptional items (note 7)	-	(14.03)	(14.03)	20.61	6.83	5.41	Sub - total	<b>180.83</b>	<b>133.40</b>
<b>54.23</b>	<b>33.91</b>	8. Profit before Tax & Minority Interest (6-7)	<b>160.43</b>	<b>117.47</b>	<b>150.08</b>				Less: Interest	20.40	15.93
0.04	-	9. Minority Interest in Profit Before Tax	0.09	-	-				Less: Other un-allocable expenditure ( net of un-allocable income )		
<b>54.19</b>	<b>33.91</b>	10. Profit Before Tax (8-9)	<b>160.34</b>	<b>117.47</b>	<b>150.08</b>	-	0.04		Less: Minority Interest	0.09	-
7.44	1.99	11. Provision for Current Tax	19.53	14.02	18.80	<b>150.08</b>	<b>54.19</b>	<b>33.91</b>	Total Profit Before Tax	<b>160.34</b>	<b>117.47</b>
(2.63)	(4.32)	12. MAT Credit (available) / availed (Note 8)	1.12	0.36	(6.90)						
1.15	1.27	13. Provision for Fringe Benefits Tax	2.90	2.77	3.29						
2.36	6.57	14. Provision for Deferred Tax - Debit/(Credit)	8.50	11.04	15.81						
-	-	15. Short Income Tax provision of earlier years	-	4.50	6.19						
<b>45.87</b>	<b>28.40</b>	16. Profit after Tax for the period (10-11-12-13-14-15)	<b>128.29</b>	<b>84.78</b>	<b>112.89</b>	114.38	110.60	363.15	3. Capital Employed (Segment Assets - Segment Liabilities)		
0.75	0.46	17. Basic Earnings Per Share ( EPS) Not Annualised	2.11	1.43	1.88	57.57	83.81	99.92	Consumer Products	110.60	363.15
0.75	0.46	20. Diluted Earnings Per Share ( EPS) Not Annualised	2.11	1.43	1.88	20.42	110.91		Others	83.81	99.92
									Add: Unallocated Capital Employed	110.91	
						<b>192.37</b>	<b>305.32</b>	<b>463.07</b>		<b>305.32</b>	<b>463.07</b>



**MARICO LIMITED**

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2007**

Quarter ended December 31		Particulars	Nine months ended December 31		Year ended March 31, 2007 (Audited)	Year ended March 31, 2007 (Audited)	Quarter ended December 31		SEGMENT - WISE		Nine months ended December 31		
2007	2006		2007	2006			2007	2006	Particulars	2007	2006	2007	2006
(Rs. Crore)													
415.59	353.88	1. Net Income from sales and services	1,197.49	1,035.92	1,371.67								
3.02	1.33	2. Other Income	7.77	2.59	4.22	1,362.20	415.59	350.30	Consumer Products	1,197.49	1,026.80		
<b>418.61</b>	<b>355.21</b>	3. <b>Total Revenue ( 1 + 2 )</b>	<b>1,205.26</b>	<b>1,038.51</b>	<b>1,375.89</b>	9.47	-	3.58	Others	-	9.12		
15.73	15.52	4. <b>Total Expenditure</b>							Sub - total	<b>1,197.49</b>	<b>1,035.92</b>		
184.01	149.16	( Increase ) / Decrease in stock-in-trade and work in progress	1.54	(24.19)	(41.14)	<b>1,371.67</b>	<b>415.59</b>	<b>353.88</b>	Less: Inter Segment revenue	-	-		
3.14	1.03	Consumption of raw materials	557.08	447.22	611.64	-	-	-	<b>Net Sales / Income from operations</b>	<b>1,197.49</b>	<b>1,035.92</b>		
35.26	29.85	Purchase for resale	8.04	39.29	42.59								
<b>238.14</b>	<b>195.56</b>	Packing Material Consumed	106.88	89.03	124.72	<b>1,371.67</b>	<b>415.59</b>	<b>353.88</b>					
19.89	17.42	<b>Sub-Total</b>	<b>673.54</b>	<b>551.35</b>	<b>737.81</b>								
47.55	48.25	Employee cost	59.33	57.87	66.83								
7.92	8.92	Advertisement & sales promotion	131.00	134.63	178.48								
56.10	52.00	Depreciation, amortisation and impairment (Note 4 & 5 )	15.01	26.75	35.19								
		Other expenditure	171.57	150.98	209.23								
<b>369.60</b>	<b>322.15</b>	<b>Total Expenditure</b>	<b>1,050.45</b>	<b>921.58</b>	<b>1,227.54</b>	167.33	49.01	37.56	2. <b>Segment Result (Note 3)</b>				
2.89	2.16	5. Interest (net)	8.75	10.76	11.60	(4.95)	-	0.40	(Profit after exceptional items before Interest and Tax)				
<b>46.12</b>	<b>30.90</b>	6. <b>Profit from Ordinary activities before exceptional Items (3-4-5)</b>	<b>146.06</b>	<b>106.17</b>	<b>136.75</b>	<b>162.38</b>	<b>49.01</b>	<b>37.96</b>	Consumer Products	154.81	131.82		
-	(4.90)	7. Exceptional Items (Note 8)	-	(14.03)	(14.03)				Others	-	(0.86)		
<b>46.12</b>	<b>35.80</b>	8. <b>Profit before Tax (6-7)</b>	<b>146.06</b>	<b>120.20</b>	<b>150.78</b>	11.60	2.89	2.16	Sub - total	<b>154.81</b>	<b>130.96</b>		
5.08	1.75	9. Provision for Current Tax	16.21	13.15	16.57	-	-	-	Less: Interest	8.75	10.76		
(2.62)	(4.32)	10. MAT Credit (available) / availed - net (Note 9)	1.13	0.36	(6.90)				Less: Other un-allocable expenditure ( net of un-allocable income )	-	-		
2.36	6.57	11. Provision for Deferred Tax - Debit/(Credit)	8.12	11.04	15.76				<b>Total Profit Before Tax</b>	<b>146.06</b>	<b>120.20</b>		
1.07	1.10	12. Provision for Fringe Benefits Tax	2.69	2.45	3.00	<b>150.78</b>	<b>46.12</b>	<b>35.80</b>					
-	-	13. Short Income Tax provision of earlier years	-	4.50	6.19								
<b>40.23</b>	<b>30.70</b>	14. <b>Net Profit for the period ended from ordinary activities after tax (8-9-10-11-12-13)</b>	<b>117.91</b>	<b>88.70</b>	<b>116.16</b>								
60.90	60.90	15. Paid-up Equity Share Capital (Face value Re.1 per share)	60.90	60.90	60.90								
-	-	16. Reserves as per balance sheet of previous accounting year ( There is no revaluation reserve)	-	-	122.59								
0.66	0.49	17. Basic Earnings Per Share ( EPS) Not Annualised	1.94	1.49	1.94								
0.66	0.49	18. Diluted Earnings Per Share ( EPS) Not Annualised	1.94	1.49	1.94	153.05	281.10	630.13	3. <b>Capital Employed</b>				
222,593,480	222,593,480	19. Aggregate of public shareholding				8.48	-	13.99	(Segment Assets - Segment Liabilities)				
36.55	36.55	-Number of shares	222,593,480	222,593,480	222,593,480	21.96	-	(16.27)	Consumer Products	281.10	630.13		
		-Percentage of shareholding	36.55	36.55	36.55				Others	-	13.99		
									Add: Unallocated Capital Employed	-	(16.27)		
						<b>183.49</b>	<b>281.10</b>	<b>627.85</b>	<b>Total</b>	<b>281.10</b>	<b>627.85</b>		

**Notes :**

1. The unaudited consolidated financial results for the nine months ended December 31, 2007 comprise of the unaudited financial results of Marico Limited (the Company), Kaya Limited, Marico Bangladesh Limited, MBL Industries Limited, Marico Middle East FZE, Kaya Middle East FZE, MEL Consumer Care SAE, Pyramids for Modern Industries, Egyptian American Investment & Industrial Development Company (with effect from July 1, 2007), Sundari LLC (stake increased from 75.5% to 100% during the quarter) and companies acquired/formed during the quarter; Marico South Africa Consumer Care (Pty) Limited, Enaneni Pharmaceuticals Consumer Division (Pty) Limited (name being changed to Marico South Africa (Pty) Limited) and CPF International (Pty) Limited (with effect from Nov 1, 2007). All the aforesaid entities are collectively called 'Marico'.
2. The financial results were reviewed by the audit committee at its meeting held on January 24, 2008 and approved by the Board of Directors of Marico Limited at its meeting held on January 24, 2008. The financial results of Marico Limited (standalone) for the quarter December 31, 2007 have been subjected to limited review by the statutory auditors of the Company.
3. The primary reporting of the Company is based on business segment. Marico Limited (standalone) has only one reportable segment for the quarter and nine months ended December 31, 2007 in terms of Accounting Standard 17 "Segment Reporting" issued by Institute of Chartered Accountants of India which is manufacturing and sale of consumer products. The Company had, during the quarter and nine months ended December 31, 2006 and year ended March 31, 2007, other segment comprising skin care services.
4. During the current quarter, the Company changed its method of depreciation on factory building from Straight Line basis to Written Down Value basis and had recomputed the depreciation on the said assets with retrospective basis i.e. from the date of addition of respective assets. As a result of this change -  
- additional depreciation of Rs. 4.06 Crore in respect of earlier years and Rs.0.23 Crore for the nine months ended December 31, 2007 is charged to the profit and loss account & included under "Depreciation, amortisation and impairment" of the current quarter and nine months ended December 31, 2007;  
- Profit before tax for the nine months ended December 31, 2007 and quarter ended December 31, 2007 is lower by Rs 4.29 Crore
5. In Q4 FY 07, carrying value of intangible assets was adjusted against the balance in securities premium account and capital redemption reserve account in terms of a financial restructuring scheme under the provisions of the Companies Act, 1956 and approved by the shareholders on February 8, 2007 and the Hon'ble High Court vide its Order dated March 23, 2007. The depreciation, amortisation and impairment for the quarter and nine months ended December 31, 2007, therefore, is lower as compared to the quarter and nine months ended December 31, 2006.
6. The Corporate Governance Committee of the Board of Directors of the Company, has granted Stock Options to certain eligible employees pursuant to the "Marico Employees Stock Options Scheme 2007". As at the end of the current quarter total 8,876,200 options have been granted. The grant of stock options to employees does not result in any material employee compensation costs under the 'intrinsic value' method determined in terms of SEBI guidelines.
7. Diluted EPS for the quarter and nine months ended December 31, 2007 has been calculated as per Accounting Standard 20 "Earnings per Share" issued by Institute of Chartered Accountants of India. The denominator, being the weighted average number of shares, has been calculated after taking into account 8,876,200 options granted under "Marico Employees Stock Options Scheme 2007". However, the impact on EPS is negligible.
8. Exceptional items for the previous period include/represents a credit for reversal of provision made in earlier year no longer required (quarter ended December 31, 2006-Rs. 4.9cr, nine months ended December 31, 2006- Rs.14.03 cr and year ended March 31, 2007 - Rs.14.03 cr.).
9. MAT Credit for the nine months ended December 31, 2007 is net of reversal relating to earlier years Rs.4.28 cr.
10. 1 investor complaint was pending at the beginning of the quarter. 11 investor complaints were received and 12 were resolved during the quarter. 'Nil' investor complaints were pending as on December 31, 2007.
11. Previous period / year figures have been regrouped / restated wherever necessary.
12. These Financial Results and other related useful information are available on Marico's website - [http://www.maricoindia.com/ic\\_latest.htm](http://www.maricoindia.com/ic_latest.htm)

**Place : Mumbai****Date : January 24, 2008****Harsh C. Mariwala  
Chairman & Managing Director**

\*Marico is a leading Indian Group in Consumer Products & Services in the Global Beauty and Wellness space. Marico's Products and Services in Hair care, Skin Care and Healthy Foods generated a Turnover of about Rs.15.6 billion (about USD 380 Million) during 2006-07. Marico markets well-known brands such as Parachute, Saffola, Sweekar, Hair & Care, Nihar, Shanti, Mediker, Revive, Manjal, Kaya, Sundari, Aromatic, Fiancee, HairCode, Calvil, Black Chic and Hercules. Marico's brands and their extensions occupy leadership positions with significant market shares in most categories- Coconut Oil, Hair Oils, Post wash hair care, Anti-lice Treatment, Premium Refined Edible Oils, niche Fabric Care etc. Marico is present in the Skin Care Solutions segment through Kaya Skin Clinics (56 in India and The Middle East), the Sundari range of Spa skin care products (in the USA & other countries) and its soap franchise (in India and Bangladesh).

Marico's branded products are present in Bangladesh, other SAARC countries, the Middle East, Egypt and South Africa. The Overseas Sales franchise of Marico's Consumer Products (whether as exports from India or as local operations in a foreign country) is one of the largest amongst Indian Companies and is entirely in branded products and services. Marico was selected as one of the eight Indian companies in S & P's list of Challenger Companies from various nations, compiled globally by Standard & Poor's in June 2007.

Marico has also won various other Awards, such as the following:

- NDTV Profit – Business Leadership Award, FMCG Personal Hygiene category (July 2007)
- Among Asia's Hot Growth Companies (Business Week)
- One of India's 10 best marketers (Business Today September 2006)
- Brand Leadership Award at the India Brand Summit 2006 (September 2006)
- Kaya - Best Retailer in the Beauty and Fitness category, India retail Forum (September 2007)
- Kaya – Retailer of The Year Award (for the 2nd consecutive Year) at India Retail Summit 2006
- Bronze Effie (2007) for Saffola
- The Gulf Marketing Review Award in the Middle East 2006.

"Every month, over 70 Million consumer packs from Marico reach approximately 130 Million consumers in about 23 Million households, through a widespread distribution network of more than 2.5 Million outlets in India and overseas.

Marico's focus on sustainable profitable growth is manifest through its consistent financial performance – a CAGR of 19% in Turnover and 19% in Profits over the past 5 years- while setting a record of several consecutive quarters of year on year growth- 33 for Profits and 29 for Sales.

The Marico scrip is listed on the Bombay Stock Exchange (BSE) (Code 531642) & on the National Stock Exchange (NSE) (Code "MARICO").

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