



MARICO CONSOLIDATED

CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2007

|  |                            | (Rs. Crore)   |  |                         |                 | SEGMENT - WISE                               |                            |               | (Rs. Crore)  |                         |                 |
|--|----------------------------|---------------|--|-------------------------|-----------------|--|----------------------------|---------------|--|-------------------------|-----------------|
| Nine months ended<br>December 31, 2006 | Quarter ended<br>March 31, |               | Particulars  | Year ended<br>March 31, |                 | Nine months<br>ended<br>December 31,<br>2006 | Quarter ended<br>March 31, |               | Particulars  | Year ended<br>March 31, |                 |
|  | 2007                       | 2006          |  | 2007                    | 2006            |  | 2007                       | 2006          |  | 2007                    | 2006            |
| 1,159.96                               | 396.96                     | 297.66        | 1. Net Sales and Services  | 1,556.92                | 1,143.94        |  |                            |               | 1. Segment Revenue (Note 2)  |                         |                 |
| 1.46                                   | 8.70                       | 0.20          | 2. Other Income  | 10.16                   | 3.54            | 1,101.19                                     | 372.65                     | 281.60        | Consumer Products  | 1,473.84                | 1,089.87        |
| <b>1,161.42</b>                        | <b>405.66</b>              | <b>297.86</b> | 3. Total Revenue ( 1 + 2 )   | <b>1,567.08</b>         | <b>1,147.48</b> | 58.77  | 24.31                      | 16.07         | Others   | 83.08                   | 54.07           |
|  |                            |               | 4. Total Expenditure   |                         |                 |  |                            |               | Sub - total  | <b>1,556.92</b>         | <b>1,143.94</b> |
| 25.97                                  | (8.47)                     | 0.80          | ( Increase ) / Decrease in Stock-in-trade  | 17.50                   | 19.27           | <b>1,159.96</b>                              | <b>396.96</b>              | <b>297.67</b> | Less: Inter Segment revenue  | -                       | -               |
| 473.10                                 | 177.81                     | 118.38        | Consumption of Raw Materials   | 650.91                  | 483.25          | -  | -                          | -             | Net Sales / Income from operations                                     | <b>1,556.92</b>         | <b>1,143.94</b> |
| 98.24                                  | 37.16                      | 33.76         | Packing Material Consumed  | 135.40                  | 99.37           | <b>1,159.96</b>                              | <b>396.96</b>              | <b>297.67</b> |  |                         |                 |
| <b>597.31</b>                          | <b>206.50</b>              | <b>152.94</b> | Sub-Total  | <b>803.81</b>           | <b>601.89</b>   |  |                            |               |  |                         |                 |
| 64.97                                  | 16.94                      | 16.74         | Staff Cost   | 81.91                   | 78.34           |  |                            |               |  |                         |                 |
| 147.60                                 | 59.84                      | 48.25         | Advertisement & Sales Promotion  | 207.44                  | 138.78          |  |                            |               | 2. Segment Result (Note 2)   |                         |                 |
| 177.45                                 | 73.58                      | 43.37         | Other Expenditure  | 251.03                  | 180.62          |  |                            |               | (Profit before Interest and Tax)                                       |                         |                 |
| <b>987.33</b>                          | <b>356.86</b>              | <b>261.30</b> | Total Expenditure  | <b>1,344.19</b>         | <b>999.63</b>   | 138.42                                       | 37.80                      | 31.55         | Consumer Products  | 176.22                  | 123.38          |
| 15.93                                  | 4.68                       | 2.31          | 5. Interest  | 20.61                   | 5.05            | (5.02)                                       | (0.51)                     | (4.56)        | Others   | (5.53)                  | (20.33)         |
| <b>158.16</b>                          | <b>44.12</b>               | <b>34.25</b>  | 6. Gross Profit after interest but before depreciation and taxation ( 3 - 4 -5 ) | <b>202.28</b>           | <b>142.80</b>   |  |                            |               | Sub - total  | <b>170.69</b>           | <b>103.05</b>   |
| 40.68                                  | 11.39                      | 9.54          | 7. Depreciation, amortisation and impairment                                     | 52.07                   | 44.67           | <b>133.40</b>                                | <b>37.29</b>               | <b>26.99</b>  | Less: Interest   | 20.61                   | 5.05            |
| 0.01                                   | 0.12                       | 0.03          | 8. Amortisation of Miscellaneous Expenditure                                     | 0.13                    | 0.13            | 15.93  | 4.68                       | 2.31          | Less: Other un-allocable expenditure<br>( net of un-allocable income ) | -                       | -               |
| <b>117.47</b>                          | <b>32.61</b>               | <b>24.68</b>  | 9. Profit before Tax & Minority Interest (6-7-8)                                 | <b>150.08</b>           | <b>98.00</b>    | -  | -                          | -             | Total Profit Before Tax  | <b>150.08</b>           | <b>98.00</b>    |
| -                                      | 0.00                       | -             | 10. Minority Interest in Profit Before Tax                                       | 0.00                    | -               |  |                            |               |  |                         |                 |
| <b>117.47</b>                          | <b>32.61</b>               | <b>24.68</b>  | 11. Profit Before Tax (9-10)   | <b>150.08</b>           | <b>98.00</b>    |  |                            |               |  |                         |                 |
| 14.02                                  | 4.78                       | (0.13)        | 12. Provision for Current Tax  | 18.80                   | 9.76            | <b>117.47</b>                                | <b>32.61</b>               | <b>24.68</b>  | 3. Capital Employed  |                         |                 |
| 0.36                                   | (7.26)                     | (6.58)        | 13. MAT Credit (available) / availed   | (6.90)                  | (6.58)          |  |                            |               | (Segment Assets - Segment Liabilities)                                 |                         |                 |
| 2.77                                   | 0.51                       | 0.37          | 14. Provision for Fringe Benefit Tax   | 3.28                    | 2.47            |  |                            |               | Consumer Products  | 52.89                   | 189.73          |
| <b>100.32</b>                          | <b>34.58</b>               | <b>31.02</b>  | 15. Profit after Current Tax & Fringe benefit tax (11-12-13-14)                  | <b>134.90</b>           | <b>92.35</b>    |  |                            |               | Others   | 3.92                    | 70.70           |
| 11.04                                  | 4.77                       | 7.05          | 16. Provision for Deferred Tax   | 15.81                   | 3.19            | 379.87                                       | 52.89                      | 189.73        | Add: Unallocated Capital Employed                                      | 135.56                  | 1.05            |
| 4.50                                   | 1.69                       | -             | 17. Short Income Tax provision of earlier years                                  | 6.19                    | 2.28            | 99.92  | 3.92                       | 70.70         |  |                         |                 |
| <b>84.78</b>                           | <b>28.12</b>               | <b>23.97</b>  | 18. Profit after Tax (15-16-17)  | <b>112.90</b>           | <b>86.88</b>    | (16.72)                                      | 135.56                     | 1.05          |  |                         |                 |
| 1.43                                   | 0.46                       | 0.41          | 19. Basic and Diluted Earnings Per Share ( EPS ) Not Annualised                  | 1.88                    | 1.50            |  |                            |               |  |                         |                 |
| 1.90                                   | 1.82                       | 1.65          | 20. Basic and Diluted Earnings Per Share ( EPS ) Annualised                      | 1.88                    | 1.50            |  |                            |               |  |                         |                 |
|  |                            |               |  |                         |                 | <b>463.07</b>                                | <b>192.37</b>              | <b>261.48</b> | Total  | <b>192.37</b>           | <b>261.48</b>   |



MARICO LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2007

| Nine months ended<br>December 31, 2006 | Quarter ended<br>March 31, |               | Particulars   | (Rs. Crore)     |                 | Nine months ended<br>December 31, 2006 | Quarter ended<br>March 31, |                         | SEGMENT - WISE   |                 | (Rs. Crore)     |  |
|--|----------------------------|---------------|---|-----------------|-----------------|--|----------------------------|-------------------------|--|-----------------|-----------------|--|
|  | 2007                       | 2006          |   | 2007            | 2006            |  | Particulars                | Year ended<br>March 31, |  |                 |                 |  |
|  |                            |               |   |                 |                 |  |                            | 2007                    | 2006   | 2007            | 2006            |  |
| 1,035.92                               | 335.74                     | 268.87        | 1. Net Sales and Services   | 1,371.66        | 1,044.91        |  |                            |                         | 1. Segment Revenue (Note 2)  |                 |                 |  |
| 2.59                                   | 1.64                       | 0.42          | 2. Other Income   | 4.23            | 3.71            | 1,026.80                               | 335.39                     | 267.21                  | Consumer Products  | 1,362.19        | 1,039.92        |  |
| <b>1,038.51</b>                        | <b>337.38</b>              | <b>269.29</b> | 3. Total Revenue ( 1 + 2 )  | <b>1,375.89</b> | <b>1,048.62</b> | 9.12                                   | 0.35                       | 1.66                    | Others   | 9.47            | 4.99            |  |
|  |                            |               | 4. Total Expenditure  |                 |                 |  |                            |                         | Sub - total  | <b>1,371.66</b> | <b>1,044.91</b> |  |
| 15.10                                  | (13.66)                    | (3.60)        | ( Increase ) / Decrease in Stock-in-trade   | 1.44            | 8.82            | <b>1,035.92</b>                        | <b>335.74</b>              | <b>268.87</b>           | Less: Inter Segment revenue  | -               | -               |  |
| 447.22                                 | 164.42                     | 114.73        | Consumption of Raw Materials  | 611.64          | 466.94          | -                                      | -                          | -                       | Net Sales / Income from operations                                     | <b>1,371.66</b> | <b>1,044.91</b> |  |
| 89.03                                  | 35.69                      | 29.79         | Packing Material Consumed   | 124.72          | 89.97           | <b>1,035.92</b>                        | <b>335.74</b>              | <b>268.87</b>           |  |                 |                 |  |
| <b>551.35</b>                          | <b>186.45</b>              | <b>140.92</b> | Sub-Total   | <b>737.80</b>   | <b>565.73</b>   |  |                            |                         |  |                 |                 |  |
| 48.74                                  | 8.96                       | 11.57         | Staff Cost  | 57.70           | 62.16           |  |                            |                         |  |                 |                 |  |
| 129.73                                 | 43.85                      | 44.20         | Advertisement & Sales Promotion   | 173.58          | 123.92          |  |                            |                         | 2. Segment Result (Note 2)   |                 |                 |  |
| 150.98                                 | 58.25                      | 37.31         | Other Expenditure   | 209.23          | 154.00          |  |                            |                         | (Profit before Interest and Tax)                                       |                 |                 |  |
| <b>880.80</b>                          | <b>297.51</b>              | <b>234.00</b> | Total Expenditure   | <b>1,178.31</b> | <b>905.81</b>   | 131.82                                 | 35.42                      | 29.66                   | Consumer Products  | 167.24          | 113.85          |  |
| 10.76                                  | 0.84                       | 1.47          | 5. Interest   | 11.60           | 0.61            | (0.86)                                 | (3.99)                     | (0.89)                  | Others   | (4.85)          | (4.27)          |  |
| <b>146.95</b>                          | <b>39.03</b>               | <b>33.82</b>  | 6. Gross Profit after interest but before depreciation and taxation ( 3 - 4 - 5 ) | <b>185.98</b>   | <b>142.20</b>   |  |                            |                         | Sub - total  | <b>162.39</b>   | <b>109.58</b>   |  |
| 26.75                                  | 8.44                       | 6.52          | 7. Depreciation, amortisation and impairment                                      | 35.19           | 33.23           | <b>130.96</b>                          | <b>31.43</b>               | <b>28.77</b>            | Less: Interest   | 11.60           | 0.61            |  |
| <b>120.20</b>                          | <b>30.59</b>               | <b>27.30</b>  | 8. Profit before Tax (6-7)  | <b>150.79</b>   | <b>108.97</b>   | 10.76                                  | 0.84                       | 1.47                    | Less: Other un-allocable expenditure<br>( net of un-allocable income ) | -               | -               |  |
| 13.15                                  | 3.42                       | (0.50)        | 9. Provision for Current Tax  | 16.57           | 9.02            | -                                      | -                          | -                       | Total Profit Before Tax  | <b>150.79</b>   | <b>108.97</b>   |  |
| 0.36                                   | (7.26)                     | (6.58)        | 10. MAT Credit (available) / availed  | (6.90)          | (6.58)          |  |                            |                         |  |                 |                 |  |
| 2.45                                   | 0.55                       | 0.27          | 11. Provision for Fringe Benefit Tax  | 3.00            | 2.20            |  |                            |                         |  |                 |                 |  |
| <b>104.24</b>                          | <b>33.88</b>               | <b>34.11</b>  | 12. Profit after Current Tax & Fringe Benefit Tax (8-9-10-11)                     | <b>138.12</b>   | <b>104.33</b>   |  |                            |                         | 3. Capital Employed<br>(Segment Assets - Segment Liabilities)          |                 |                 |  |
| 11.04                                  | 4.72                       | 7.05          | 13. Provision for Deferred Tax  | 15.76           | 3.19            | <b>120.20</b>                          | <b>30.59</b>               | <b>27.30</b>            | Consumer Products  | 153.04          | 269.62          |  |
| 4.50                                   | 1.69                       | -             | 14. Short Income Tax provision of earlier years                                   | 6.19            | 2.28            |  |                            |                         | Others   | 8.49            | 6.69            |  |
| <b>88.70</b>                           | <b>27.47</b>               | <b>27.06</b>  | 15. Profit after Tax (12-13-14)   | <b>116.17</b>   | <b>98.86</b>    |  |                            |                         | Add: Unallocated Capital Employed                                      | 21.97           | 1.05            |  |
| 60.90                                  | 60.90                      | 58.00         | 16. Paid-up Equity Share Capital (Face value Re. 1 per share)                     | 60.90           | 58.00           |  |                            |                         |  |                 |                 |  |
|  |                            |               | 17. Reserves ( There is no revaluation reserve )                                  | 122.60          | 219.36          |  |                            |                         |  |                 |                 |  |
| 1.49                                   | 0.44                       | 0.47          | 18. Basic and Diluted Earnings Per Share ( EPS) Not Annualised                    | 1.94            | 1.70            | 630.13                                 | 153.04                     | 269.62                  |  |                 |                 |  |
| 1.99                                   | 1.78                       | 1.87          | 19. Basic and Diluted Earnings Per Share ( EPS) Annualised                        | 1.94            | 1.70            | 13.99                                  | 8.49                       | 6.69                    |  |                 |                 |  |
|  |                            |               | 20. Aggregate of non promoter shareholding  |                 |                 | (16.27)                                | 21.97                      | 1.05                    |  |                 |                 |  |
| 222,593,480                            | 222,593,480                | 193,593,480   | -Number of shares   | 222,593,480     | 193,593,480     |  |                            |                         |  |                 |                 |  |
| 36.55                                  | 36.55                      | 33.38         | -Percentage of shareholding   | 36.55           | 33.38           |  |                            |                         |  |                 |                 |  |
|  |                            |               |   |                 |                 | <b>627.85</b>                          | <b>183.50</b>              | <b>277.36</b>           | <b>Total</b>   | <b>183.50</b>   | <b>277.36</b>   |  |

**Notes :**

1. The audited consolidated financials comprise the audited financial results of Marico Limited, Kaya Skin Care Limited, Marico Middle East FZE, Kaya Middle East FZE, Marico Bangladesh Limited, MBL Industries Ltd, MEL Consumer Care SAE and unaudited financial results of Sundari LLC and Pyramid for Modern Industries for the year ended March 31, 2007. All the aforesaid entities are collectively called 'Marico'.
2. Marico has three business segments - Consumer Products (comprising consumer product business of Marico Limited, Marico Bangladesh Limited, MBL Industries Limited, Marico Middle East FZE, MEL Consumer Care SAE and Pyramid for Modern Industries), Skin Care (comprising Kaya Skin Care Limited, skin care business of Marico Limited in the Middle East and Kaya Middle East FZE) and Global Ayurvedics (Sundari LLC). Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Of these, the reportable segments are Consumer Products and Others (comprising Skin Care and Global Ayurvedics).
3. The above financials include exceptional / one-time items as under:
  - a) A credit for reversal of Provisions made in earlier years no longer required for FY 07 Rs. 14.0 crore (Q4 07 - Nil).
  - b) An additional charge for Rs. 1.1 crore towards Leave Encashment and Gratuity, consequent to a change in the assumptions of actuarial valuation (Q4 07 Rs. -1.1 crore)
  - c) A charge for an additional provision for Income Tax (H1 07 - Rs. 4.5 crore, Q4 07 - Rs. 2.2 crore and FY 07 - Rs. 6.7 crore). The H1 provision relates to financial year 2000-01 and has been deemed necessary in view of a judicial decision, considered to have a bearing on the stand earlier taken by the company in respect of certain deductions from taxable income. The Q4 provision relates to financial year 1994-95 and 1995-96.
  - d) A writeback of excess income tax provision of earlier years Rs. 0.5 crore accounted in Q4 07.

As a result, Profit Before Tax for the year is higher by Rs. 12.9 crore and Profit After Tax for the year is higher by Rs. 4.7 crore.

4. The company issued preference shares of Rs. 30 crore during Q4 07 and redeemed the same during the quarter. Pro-rata preference dividend of Rs. 0.31 crore (inclusive of dividend distribution tax) was paid during the quarter on redemption.
5. The shareholders of the Company had approved a sub-division of the nominal value of the equity shares of the company from Rs. 10 per share to Re. 1 per share ("sub-division") at the Extra-Ordinary General Meeting held on February 8, 2007. The record date for sub-division was February 28, 2007.
6. Capital restructuring schemes, which have been approved by the shareholders of Marico Limited and Kaya Skin Care Limited, have been sanctioned by the High Court, Bombay under section 100 of the Companies Act, 1956 ("the Act"). The aforesaid schemes entail adjustment of carrying value of intangible assets such as trademarks, copyrights, business and commercial rights, certain fixed assets and debit balance in profit and loss account (if any) against the balance in securities premium account and capital redemption reserve account. Had the impact as per the Schemes not been considered, the depreciation charge in case of Marico Limited (standalone) would have been higher by Rs. 8.0 crore and in case of Marico Group (consolidated) by Rs. 8.4 crore, deferred tax charge for the year would have been higher by Rs. 2.4 crore for Marico Limited (standalone) and higher by Rs. 2.2 crore for Marico Group and profit after tax for the year would have been lower by Rs. 10.4 crore for Marico Limited (standalone) and Rs. 10.6 crore in Marico consolidated financial statements.
7. No investor complaints were pending at the beginning of the fourth quarter. 11 investor complaints were received and resolved during the quarter. As a result, no investor complaints were pending as on March 31, 2007.
8. At its meeting held on March 23, 2007, the Board of Directors of Marico Limited had declared a fourth interim dividend of 20% (Re.0.2 per share of Re. 1 each) on the enhanced equity capital of Rs. 60.9 crore. The dividend was paid to the shareholders whose names appear in the Register of Members as on March 30, 2007.
9. Previous period / year figures have been regrouped / restated wherever necessary.
10. These results were taken on record by the Board of Directors of Marico Limited at its meeting held on May 18, 2007.
11. 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)

**For and on behalf of the Board of Directors**

**Place : Mumbai**

**Date : May 18, 2007**

**Harsh C. Mariwala  
Chairman & Managing Director**

Marico is a leading Indian Group in Consumer Products and Services in the Global Beauty and Wellness space. Marico's Products and Services in Hair care, Skin Care and Healthy Foods generated during 2006-07 a Turnover of about Rs.15.6 billion (about USD 380 Million). Marico markets well-known brands such as Parachute, Saffola, Sweekar, Hair & Care, Nihar, Shanti, Mediker, Revive, Kaya, Sundari, Aromatic, Fiancee and HairCode. 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 Services segment through Kaya Skin Clinics (48 in India and The Middle East), the Sundari range of Spa skin care products (in the USA & other countries) and also through an acquired nascent soap franchise (in India and Bangladesh).

Marico's branded products are also present in Bangladesh, other SAARC countries, the Middle East and Egypt. 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.

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- 30 for Profits and 26 for Sales, and distributing dividends for 25 consecutive quarters.

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

**Registered Office : " Rang Sharda", Krishnachandra Marg, Bandra Reclamation, Bandra (West), Mumbai - 400050, India.**

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