



MARICO LIMITED

CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2008

Quarter ended March 31,		Particulars	(Rs. Crore)		Quarter ended March 31		SEGMENT - WISE		(Rs. Crore)	
			Year ended March 31, (Audited)				Particulars		Year ended March 31,	
			2008	2007			2008	2007	2008	2007
467.53	396.96	1. Net Income from sales and services	1,906.69	1,556.92			1. Segment Revenue (Note 7)			
3.70	8.70	2. Other Income (Note 11)	6.68	10.16	435.32	372.65	Consumer Products	1,795.42	1,473.84	
<b>471.23</b>	<b>405.66</b>	3. Total Revenue ( 1 + 2 )	<b>1,913.37</b>	<b>1,567.08</b>	32.21	24.31	Others	111.27	83.08	
(29.96)	(15.70)	4. Total Expenditure	(25.89)	(45.98)	<b>467.53</b>	<b>396.96</b>	Sub - total	<b>1,906.69</b>	<b>1,556.92</b>	
221.02	177.81	( Increase ) / Decrease in stock-in-trade and work in progress	832.56	650.91	-	-	Less: Inter Segment revenue	-	-	
7.23	7.23	Consumption of raw materials	19.05	63.46						
39.22	37.16	Purchase for resale	155.16	135.40	<b>467.53</b>	<b>396.96</b>	Net Sales / Income from operations	<b>1,906.69</b>	<b>1,556.92</b>	
		Packing Material Consumed								
<b>237.51</b>	<b>206.50</b>	Sub-Total	<b>980.88</b>	<b>803.79</b>						
36.34	16.94	Employee cost	126.79	91.05			2. Segment Result (Note 7)			
71.18	59.84	Advertisement & sales promotion	245.46	212.35			(Profit after exceptional items before Interest and Tax)			
7.91	11.39	Depreciation, amortisation and impairment (Note 6)	30.75	52.06	56.00	37.80	Consumer Products	239.92	181.48	
0.02	0.12	Amortisation of Miscellaneous Expenditure	0.11	0.13	(4.05)	(0.51)	Others	(7.14)	(10.79)	
76.93	73.58	Other expenditure	307.21	251.04	<b>51.95</b>	<b>37.29</b>	Sub - total	<b>232.78</b>	<b>170.69</b>	
<b>429.89</b>	<b>368.37</b>	Total Expenditure	<b>1,691.20</b>	<b>1,410.42</b>			Less: Interest	27.66	20.61	
7.26	4.68	5. Interest (net)	27.66	20.61			Less: Other un-allocable expenditure ( net of un-allocable income )	-	-	
<b>34.08</b>	<b>32.61</b>	6. Profit from ordinary activities before Exceptional Items (3-4-5)	<b>194.51</b>	<b>136.05</b>	7.26	4.68	Less: Minority Interest	0.10	-	
(10.61)	-	7. Exceptional items (Note 4 & 5)	(10.61)	(14.03)	-	-	Total Profit Before Tax	<b>205.02</b>	<b>150.08</b>	
<b>44.69</b>	<b>32.61</b>	8. Profit before Tax & Minority Interest (6-7)	<b>205.12</b>	<b>150.08</b>						
0.01	-	9. Minority Interest in Profit Before Tax	0.10	-	<b>44.68</b>	<b>32.61</b>				
<b>44.68</b>	<b>32.61</b>	10. Profit Before Tax (8-9)	<b>205.02</b>	<b>150.08</b>			3. Capital Employed (Segment Assets - Segment Liabilities)			
4.69	4.78	11. Provision for Current Tax	24.22	18.80			Consumer Products	122.75	52.89	
(13.58)	(7.26)	12. MAT Credit (available) / availed (Note 10)	(12.46)	(6.90)	122.75	52.89	Others	86.43	3.92	
1.08	0.51	13. Provision for Fringe Benefits Tax	3.98	3.29	86.43	3.92	Add: Unallocated Capital Employed	105.44	135.56	
11.71	4.77	14. Provision for Deferred Tax - Debit/(Credit)	20.21	15.81	105.44	135.56				
-	1.69	15. Short Income Tax provision of earlier years	-	6.19	<b>314.62</b>	<b>192.37</b>				
<b>40.78</b>	<b>28.12</b>	16. Profit after Tax (10-11-12-13-14-15)	<b>169.07</b>	<b>112.89</b>						
0.67	0.46	17. Basic Earnings Per Share ( EPS)	2.78	1.88						
0.67	0.46	18. Diluted Earnings Per Share ( EPS)	2.78	1.88						



FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2008 (Standalone)

Quarter ended March 31		Particulars	(Rs. Crore)		Quarter ended March 31		SEGMENT - WISE		(Rs. Crore)	
			Year ended March 31, (Audited)		Particulars		Year ended March 31,			
			2008	2007	2008	2007	2008	2007	2008	2007
371.29	335.74	1.	Net Income from sales and services	1,568.78	1,371.67			1. Segment Revenue (Note 7)		
2.30	1.64	2.	Other Income	10.07	4.22	371.29	335.39	Consumer Products	1,568.78	1,362.19
<b>373.59</b>	<b>337.38</b>	3.	<b>Total Revenue ( 1 + 2 )</b>	<b>1,578.85</b>	<b>1,375.89</b>	-	0.35	Others	-	9.47
		4.	<b>Total Expenditure</b>			<b>371.29</b>	<b>335.74</b>	<b>Sub - total</b>	<b>1,568.78</b>	<b>1,371.66</b>
(26.78)	(16.96)		( Increase ) / Decrease in stock-in-trade and work in progress	(25.24)	(41.14)	-	-	Less: Inter Segment revenue	-	-
198.72	164.42		Consumption of raw materials	755.80	611.64			<b>Net Sales / Income from operations</b>	<b>1,568.78</b>	<b>1,371.66</b>
2.96	3.30		Purchase for resale	11.00	42.59					
34.38	35.69		Packing Material Consumed	141.26	124.72	<b>371.29</b>	<b>335.74</b>			
<b>209.28</b>	<b>186.45</b>		<b>Sub-Total</b>	<b>882.82</b>	<b>737.81</b>					
17.85	8.96		Employee cost	77.18	66.83			2. Segment Result (Note 7)		
50.10	43.85		Advertisement & sales promotion	181.10	178.48			(Profit after exceptional items before Interest and Tax)		
3.92	8.44		Depreciation, amortisation and impairment (Note 6)	18.93	35.19			Consumer Products	188.56	167.24
59.93	58.25		Other expenditure	231.50	209.23			Others	-	(4.86)
<b>341.08</b>	<b>305.95</b>		<b>Total Expenditure</b>	<b>1,391.53</b>	<b>1,227.54</b>	33.75	35.42	<b>Sub - total</b>	<b>188.56</b>	<b>162.38</b>
6.54	0.84	5.	Interest (net)	15.29	11.60	-	(3.99)	Less: Interest	15.29	11.60
<b>25.97</b>	<b>30.59</b>	6.	<b>Profit from Ordinary activities before exceptional Items (3-4-5)</b>	<b>172.03</b>	<b>136.75</b>	<b>33.75</b>	<b>31.43</b>	Less: Other un-allocable expenditure ( net of un-allocable income )	-	-
(1.24)	-	7.	Exceptional items (net) (Note 4 & 5)	(1.24)	(14.03)			<b>Total Profit Before Tax</b>	<b>173.27</b>	<b>150.78</b>
<b>27.21</b>	<b>30.59</b>	8.	<b>Profit before Tax (6-7)</b>	<b>173.27</b>	<b>150.78</b>	6.54	0.84			
3.01	3.42	9.	Provision for Current Tax	19.22	16.57	-	-			
(13.59)	(7.26)	10.	MAT Credit (available) / availed - net (Note 10)	(12.46)	(6.90)					
11.36	4.72	11.	Provision for Deferred Tax - Debit/(Credit)	19.48	15.76	<b>27.21</b>	<b>30.59</b>			
0.92	0.55	12.	Provision for Fringe Benefits Tax	3.61	3.00					
-	1.69	13.	Short Income Tax provision of earlier years	-	6.19					
<b>25.51</b>	<b>27.47</b>	14.	<b>Net Profit from ordinary activities after tax (8-9-10-11-12-13)</b>	<b>143.42</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			3. Capital Employed (Segment Assets - Segment Liabilities)		
-	-	16.	Reserves excluding Revaluation Reserve	219.34	122.59			Consumer Products	180.82	153.04
0.41	0.44	17.	Basic Earnings Per Share ( EPS)	2.35	1.94	180.82	153.04	Others	-	8.49
0.41	0.44	18.	Diluted Earnings Per Share ( EPS)	2.35	1.94	-	8.49	Add: Unallocated Capital Employed	99.43	21.97
222,593,480	222,593,480	19.	Aggregate of public shareholding			99.43	21.97			
36.55	36.55		-Number of shares	222,593,480	222,593,480					
			-Percentage of shareholding	36.55	36.55					
						<b>280.25</b>	<b>183.50</b>	<b>Total</b>	<b>280.25</b>	<b>183.50</b>

**Notes :**

1. The above financial results, including audited financial statements for the year ended March 31, 2008 were reviewed by the audit committee at its meeting held on April 24, 2008 and approved by the Board of Directors of Marico Limited at its meeting held on April 24, 2008. There are no qualifications in the auditor's report. The information for the year ended March 31, 2008, presented above is extracted from the audited financial statements as stated.
2. The audited consolidated financial results for the year ended March 31, 2008 comprise of the audited financial results of Marico Limited (the Company), Kaya Limited, Marico Bangladesh Limited, MBL Industries Limited, Marico Middle East FZE, Kaya Middle East FZE, Marico South Africa Consumer Care (Pty) Limited, Marico South Africa (Pty) Limited and CPF International (Pty) Limited (with effect from Nov 1, 2007) and unaudited financial results of MEL Consumer Care SAE, Egyptian American Investment & Industrial Development Company (with effect from July 1, 2007), Pyramids for Modern Industries, Wind Company and Sundari LLC. All the aforesaid entities are collectively called 'Marico'. The subsidiary companies namely, Egyptian American Investment & Industrial Development Company, Wind Company, Marico South Africa Consumer Care (Pty) Limited, Marico South Africa (Pty) Limited and CPF International (Pty) Limited, were acquired/formed during the current year.
3. The Consolidated Financial statements are prepared in accordance with the principles and procedures for the preparation and presentation of the Consolidated Financial Statement as set out in the Accounting Standard 21 on Consolidated Financial statements mandated by Rule 3 of the Companies (Accounting Standards) Rules, 2006, the Provisions of Companies Act 1956 and guidelines issued by the Securities and Exchange Board of India.
4. Exceptional items for FY08 Comprise of:
  - (a) Profit of Rs.10.61 cr. on sale of Sil business on slump sale basis, including manufacturing unit at Saswad.
  - (b) Provision of Rs.9.37 cr. towards diminution in the value of Marico's Investment / advances in its wholly owned subsidiary (WOS) Sundari LLC (Sundari). In Q3 FY08, Marico acquired the remaining minority stake in Sundari, thus making it Marico's WOS. While the long term prospects continue to be positive, looking at the past losses, the management of Marico has considered it prudent to make appropriate provision towards diminution in its exposures in Sundari. However, this provision has no impact on the consolidated results of Marico Group as a whole as 100% of Sundari's financials are consolidated with Marico consolidated results.
5. Exceptional items for the previous year include/represents a credit for reversal of provision Rs. 14.03 cr made in earlier year no longer required.
6. During the current year, the Company changed its method of accounting depreciation on factory building from Straight Line basis to Written Down Value basis. As a result of this change -
  - additional depreciation of Rs. 4.06 cr. in respect of earlier years is charged to the profit and loss account for the year ended March 31, 2008 & included under "Depreciation, amortisation and impairment" ;
  - the depreciation for the year ended March 31, 2008 is higher by Rs. 0.32 cr. and for the current quarter is higher by Rs. 0.08 Crore.
  - Profit before tax for the year ended March 31, 2008 is lower by Rs.4.38 cr.
- 7 (a). The primary reporting of the Marico group is based on two business segments namely Consumer Products and Others which include Skin Care and Global Ayurvedics .
  - (b). Marico Limited (standalone) has only one reportable segment for the year ended March 31, 2008 in terms of Accounting Standard 17 "Segment Reporting" mandated by Rule 3 of the Companies (Accounting Standards) Rules, 2006, which is manufacturing and sale of consumer products. The Company during the year ended March 31, 2007, had other segment comprising skin care.
8. 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 year ended March 31, 2008, therefore, is lower as compared to the quarter and year ended March 31, 2007.
9. During the year ended March 31, 2008, the Corporate Governance Committee of the Board of Directors of the Company, has granted 8,996,000 Stock Options to certain eligible employees pursuant to the "Marico Employees Stock Options Scheme 2007". The grant of stock options to employees does not result in any material employee compensation costs under the 'intrinsic value' method adopted by the Company.
10. MAT Credit for year ended March 31, 2008 is net of reversal relating to earlier years of Rs.4.28 cr.
11. Other Income in consolidated financial statements for the year ended March 31, 2008 includes Rs.10.62 cr.(net) towards exchange gain arising out of funding for overseas acquisitions.
12. At its meeting held on April 24, 2008, The Board of Directors of Marico Ltd declared a third interim dividend of 37% (Rs.0.37 per share of Re.1 each). The dividend shall be paid to the shareholders whose names appear in the Register of Members as on April 30, 2008
13. No investor complaints were pending at the beginning of the quarter. 5 investor complaints were received and 5 were resolved during the quarter. 'Nil' investor complaint was pending as on March 31, 2008.
14. Previous period / year figures have been regrouped / restated wherever necessary.
15. 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 : April 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. 19.1 billion (about USD 477 Million) during 2007-08. Marico markets well-known brands such as Parachute, Saffola, Sweekar, Hair & Care, Nihar, Shanti, Mediker, Revive, Manjal, Kaya, Sundari, Aromatic, Camelia, 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 Solutions segment through Kaya Skin Clinics (65 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)
- Business Week's Asia's Hot Growth Companies list of 100 (2007)
- India's Employer of Choice (CNBC TV 18)
- Winner of the SP Jain Marketing Impact Awards (2008)
- INDY's award for the Best Corporate Commercial on television (Jan 2008)
- Bronze at the Asia Pacific Effie Awards in September 2007 for Saffola's World Heart Day campaign
- Gold Effie in Corporate Advertising (2007)
- Bronze Effies for consumer products advertising campaigns for Nihar Naturals perfumed oil and for Saffola (2007)
- The Gulf Marketing Review Award in the Middle East 2006 & 2007

"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 21% in Turnover and 30% in Profits over the past 5 years- while setting a record of several consecutive quarters of year on year growth- 34 for Profits and 30 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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