

MARICO INDUSTRIES LIMITED

Regd off: Rang Sharda, Krishnachandra Marg, Bandra Reclamation, Mumbai - 50
 E-Mail: milinvrel@maricoindia.net
 Web site: www.maricoindia.com
 Telephone: (022) 6648 0480 Fax: (022) 6649 0112
 Tr agent: Intime Spectrum, C-13, Pannalal Mills Compd., L.B.S. Road, Mumbai - 78

CONSUMER PRODUCTS

MARIWALA

Chairman: Harsh Charandas Mariwala

SEC: Milind Sarwate (CFO)

AUD: RSM & Co.

Yr of Inc	B. Code	BL. Code	F.V.	Price	% ch 1-m	% ch 12-m	P/E	P/CF	Yield	Mkt cap	Vol.	ISIN
1988	531642	MRCO.IN	10	503.2	-4.0	68.2	33.6	22.2	1.2	29,185.6	3.7	INE196A01018

SHAREHOLDING

		FX Transaction (FY06)	
Indian Promoters	: 66.6%	Exports (fob)	Rs m 614
Foreign collaborators	: 0.0%	Imports (cif)	Rs m 128
Indian inst/Mut Fund	: 10.8%	Fx inflow	Rs m 676
FII's/GDR	: 13.8%	Fx outflow	Rs m 327
Free float	: 8.8%	Net fx	Rs m 349
Shareholders	: 10,121		

	No. of months	12	12	12
	Year ending	31/03/04	31/03/05	31/03/06

EQUITY SHARE DATA

High	Rs	302	259	578
Low	Rs	147	132	232
Sales per share	Rs	306.4	173.6	197.2
Earnings per share	Rs	20.3	12.1	15.0
Cash flow per share	Rs	24.8	14.6	22.7
Dividends per share	Rs	8.50	5.35	6.20
Dividend yield (eoy)	%	3.8	2.7	1.5
Book value per share	Rs	63.3	37.3	45.0
Shares outstanding (eoy)	m	29.00	58.00	58.00
Bonus/Rights/Conversions	-	-	1:1 B	-
Price / Sales ratio	x	0.7	1.1	2.1
Avg P/E ratio	x	11.0	16.2	27.0
P/CF ratio (eoy)	x	9.1	13.4	17.8
Price / Book Value ratio	x	3.5	5.2	9.0
Dividend payout	%	41.8	44.3	41.4
Avg Mkt Cap	Rs m	6,511	11,339	23,490
No. of employees	'000	1	1	2
Total wages/salary	Rs m	465	513	783
Avg. sales/employee	Rs Th	8,779.6	7,746.2	7,332.7
Avg. wages/employee	Rs Th	459.5	394.6	501.9
Avg. net profit/employee	Rs Th	583.0	539.2	557.1

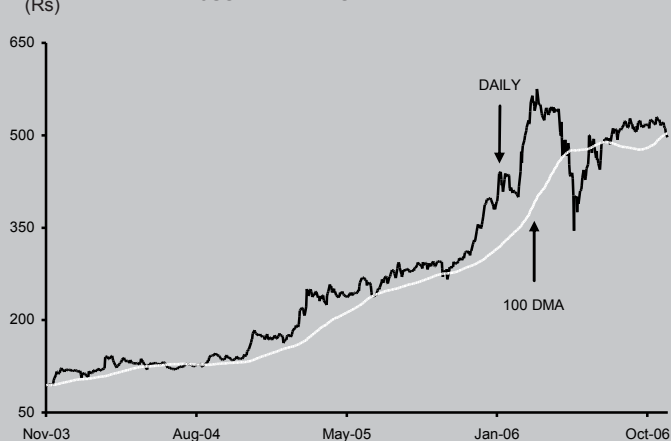
INCOME DATA

Net Sales	Rs m	8,885	10,070	11,439
Other income	Rs m	43	30	49
Total revenues	Rs m	8,928	10,100	11,488
Gross profit	Rs m	744	881	1,442
Depreciation	Rs m	128	148	447
Interest	Rs m	26	33	64
Profit before tax	Rs m	633	730	980
Minority Interest	Rs m	18	8	0
Prior Period Items	Rs m	0	0	0
Extraordinary Inc (Exp)	Rs m	0	5	0
Tax	Rs m	61	42	111
Profit after tax	Rs m	590	701	869
Gross profit margin	%	8.4	8.7	12.6
Effective tax rate	%	9.6	5.8	11.3
Net profit margin	%	6.6	7.0	7.6

BALANCE SHEET DATA

Current assets	Rs m	1,905	2,427	2,783
Current liabilities	Rs m	1,003	1,144	1,704
Net working cap to sales	%	10.2	12.7	9.4
Current ratio	x	1.9	2.1	1.6
Inventory Turnover	Days	41	43	42
Debtors Turnover	Days	14	18	16
Net fixed assets	Rs m	1,125	1,459	3,813
Share capital	Rs m	290	580	580
"Free" reserves	Rs m	1,545	1,540	1,975
Net worth	Rs m	1,837	2,165	2,612
Long term debt	Rs m	16	17	2,018
Total assets	Rs m	3,034	4,011	6,781
Interest coverage	x	25.3	23.1	16.3
Debt to equity ratio	x	0.0	0.0	0.8
Sales to assets ratio	x	2.9	2.5	1.7
Return on assets	%	19.4	17.5	12.8
Return on equity	%	32.1	32.4	33.3
Return on capital	%	33.2	33.6	20.2
Exports to sales	%	3.8	4.7	5.4
Imports to sales	%	3.9	4.3	1.1

ADJUSTED DAILY SHARE PRICE DATA



	No. of months	12	12	12
	Year ending	31/03/04	31/03/05	31/03/06

CASH FLOW

From Operations	Rs m	797	411	1,647
From Investments	Rs m	-81	-585	-2,832
From Financial Activity	Rs m	-629	181	1,282
Net Cashflow	Rs m	87	7	96

INTERIM RESULTS

		3QFY06	4QFY06	1QFY07	2QFY07
Net sales	Rs m	3,038	2,977	3,728	3,780
Gross profit	Rs m	474	364	563	605
Gross profit margin	%	15.6	12.2	15.1	16.0
Net profit	Rs m	219	240	303	261
Net profit margin	%	7.2	8.1	8.1	6.9

KEY DATA

Parameters	Unit	FY04	FY05	FY06
Revenues from hair oil sales	% of sales	51.5	50.7	46.6
Rev. from Intl. operations	% of sales	10.8	10.1	10.6
Skin care	% of sales	1.0	2.7	4.9
Advertising cost	% of sales	8.3	8.5	9.6

NOTES

Marico is one of the leading Indian groups in consumer products and services in the beauty and wellness space. It has products and services in hair care, skin care and healthy foods. The company markets 15 brands: Parachute, Saffola, Sweekar, Hair & Care, Shanti, Mediker, Oil of Malabar, Mealmaker, Sil, Revive, Kaya, Sundari, Camelia, Aromatic and Manjal. Marico's brands and their extensions occupy leadership positions with significant market shares in all categories. The company is present in the skin-care services segment through Kaya skin-care clinics (44 clinics) in India and UAE, and also through the Sundari range of Ayurvedic skin-care spa products in the US and other countries. Marico's branded products are also present in Bangladesh, other SAARC countries and the Middle East. The company has been growing both organically and inorganically. It acquired Nihar, Oil of Malabar and 'Manjal' herbal soap brand in India. Further, it acquired a clutch of brands like 'Camelia', 'Aromatic' and 'Magnolia' in Bangladesh.

Marico reported a strong 38% YoY growth in the consolidated topline for 2QFY07. This was led by 37% YoY growth in consumer product business, 57% YoY growth in international business and 58% YoY growth in Kaya. The operating margins expanded to 16% in 2QFY07, mainly due to reduction in all the cost heads. The company saw a rise of 34% YoY in net profits.

Marico's business model is based on focused growth across all its brands and territories, driven by continuously improving value proposition to consumers, market expansion and widening of the retail reach. Structural changes in the industry and the company's focus towards improved earnings growth and quality is a big positive. Growing both organically and inorganically, Marico is currently being transformed from a branded commodity marketing company to a true FMCG company.