



## **Dabur India Q3 Comparable India FMCG Revenue up 17.7%**

### **Standalone Net Profit up 15.9%**

### **India FMCG business reports 13% Volume Growth**

**New Delhi, January 31, 2018:** The Board of Directors of Dabur India Ltd (DIL) met here today to consider the unaudited financial results of the company for the quarter ended December 31<sup>st</sup>, 2017.

In a challenging business environment, Dabur India Ltd delivered a strong overall performance to end the third quarter of 2017-18 with a **Comparable India FMCG Revenue growth of 17.7%**. The domestic FMCG business reported an underlying Volume Growth of 13% during the quarter.

Dabur India Ltd ended Q3 of 2017-18 financial year with a Consolidated Revenue of Rs 1,966.4 Crore, up 6.1% from Rs 1,852.9 Crore a year earlier. The comparable Consolidated Revenue growth adjusted for currency translation and GST was 12.9% during the third quarter of 2017-18.

Consolidated Net Profit for the third quarter marked a 13.1% growth at Rs 332 Crore, up from Rs 294 Crore a year earlier. Dabur's Standalone India Net Profit reported a 15.9% growth during the third quarter at Rs 265.5 Crore, up from Rs 229 Crore a year earlier. Standalone Revenue for Q3 was Rs 1,449.3 Crore.

"While the global macroeconomic environment continues to be challenging and competitive intensity remains high, we have delivered a strong performance during the quarter by efficiently managing the risks and challenges. We are confident of successfully tapping the significant growth opportunities to deliver strong and sustainable long-term growth on the back of the power of our brands and the investments we are making behind our brands," **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal** said.

"The medium to long-term prospects, particularly for India, remain robust and we are confident that domestic consumer demand, led by a revival in rural markets, will gain pace in months to come. We have lined up a number of exciting initiatives and are committed to aggressively launch new products leveraging on our Ayurvedic heritage and cutting-edge Science to grow ahead of the market," Mr. Duggal added.

#### **Category Growth**

Dabur's Honey sales reported strong gains and grew by 33%, driving the Health Supplements category growth to 19.5%. The Home Care business posted a 36% growth during Q3 of 2017-18, while Toothpaste sales, led by continued demand for our flagship Dabur Red Paste, was up 26%. The Hair Oils business, riding on strong demand for both Coconut Oils and Perfumed Oils, reported a 16.7% growth.

**In local currency terms, Dabur's business in Egypt grew by 46%. Sales in GCC rose 20%, led by Saudi Arabia which reported a 34% growth during the quarter. The Sub-Saharan Africa region reported a 24% growth in local currency.**

**About Dabur India Ltd**

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for 134 years, Dabur is today India's most trusted name and one of the world's largest Ayurvedic and Natural Health Care Company. Dabur India's FMCG portfolio today includes five flagship brands with distinct brand identities – **Dabur** as the master brand for natural healthcare products, **Vatika** for premium personal care, **Hajmola** for digestives, **Réal** for fruit-based beverages, and **Fem** for fairness bleaches & skin care.

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