



Dabur India Q4 Consolidated Net Profit surges 18.9%

India FMCG business reports 7.7% Volume Growth

New Delhi, May 1, 2018: The Board of Directors of Dabur India Ltd (DIL) met here today to consider the audited financial results of the company for the quarter and year ended March 31st, 2018.

Riding on strong growth across its key business categories and geographies, **Dabur India Ltd ended the fourth quarter of 2017-18 with a Comparable Consolidated Revenue growth of 11.1%. Consolidated Net Profit reported an 18.9% surge during Q4 of 2017-18.**

Dabur India Ltd ended Q4 of 2017-18 financial year with a Consolidated Revenue of Rs 2,032.91 Crore. Consolidated Net Profit for the quarter stood at Rs 396.20 Crore.

Dabur's Comparable Standalone India Revenue for the quarter marked a 10% increase, while Standalone Net Profit grew 17%. Standalone Revenue for Q4 of 2017-18 stood at Rs 1,509.62 Crore and Standalone Net Profit was Rs 353.58 Crore. **The domestic FMCG business reported an underlying Volume Growth of 7.7% during the quarter.**

“While we continue to face macroeconomic headwinds in some parts of the world, Dabur has efficiently managed the risks and challenges to deliver steady growth and report a resilient margin performance. We have delivered another strong performance in the quarter with our India Operating Margin touching a historical high of 27.2%. Our Operating Margin has increased on the back of improved operating efficiencies and judicious cost management. Despite growing competitive intensity, the India business posted a healthy volume growth and continues to outperform the market in key business categories. Going forward, we will continue to invest behind our brands to successfully tap the significant growth opportunities and deliver profitable volume-led growth,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

Category Growth

The Shampoo business ended Q4 with a growth of over 31%. Dabur's Honey sales continued to report strong gains, growing by around 24%, driving the Health Supplements category growth to 14% in Q4. The Toothpaste sales reported a 14% growth, led by the Dabur Red franchise, which grew by 20%. Health Care category posted an over 11% growth during Q4 of 2017-18, while The Hair Oils business, riding on strong demand for both Coconut Oils and Perfumed Oils, reported an around 9% growth.

“We are witnessing early signs of revival in consumer sentiment, especially in rural India. Rural demand has been growing at faster pace. Favourable Monsoons and a likely stimulus by the Government as part of its overall thrust on rural growth is expected to further boost rural demand,” Mr. Duggal added.

During the quarter, Dabur's International Business reported a 16.8% growth, in constant currency terms. Sales in GCC markets grew 51%, led by Saudi Arabia which reported an 82% growth during the quarter. The Business in Egypt reported a 38% growth while sales in Nepal grew by around 19%.

Full-Year Results

Dabur India Ltd's Comparable Consolidated Revenue for FY2017-18 grew 6.9%. Consolidated Net Profit for the year stood at Rs 1,354.39 Crore, up 6.1%. Comparable Standalone Revenue for 2017-18 was up 8.3% while Standalone Net Profit marked a 7.4% growth at Rs 1,072.05 Crore.

Dividend

The Board of Directors today recommended a Dividend of 625%, which includes a Final Dividend of 125% and a one-time Special Dividend of 500%. This brings the Total Dividend for the year to 750%. "To mark the 25th year of Dabur's listing on the Stock Exchanges, the Board has proposed a special dividend of Rs 5 per share in addition to the final dividend of Rs. 1.25 per share, aggregating to Rs. 1,327.25 Crore, including Dividend Tax," **Dabur India Ltd Chairman Dr. Anand C Burman said.**

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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