



# DABUR INDIA LIMITED

Consolidated Q4  
Income up  
23%

**A Billion Dollar  
Enterprise**  
2012

Consolidated Q4  
Net Profit up  
16%

## Behind A Billion Smiles



**Vanya Mishra**  
Dabur Gulabari Miss Rose Glow &  
Miss India-World 2012

### Statement of Consolidated Audited Results for the Year Ended 31/03/2012

Amount in ₹ Cr.

Particulars	3 months ended (31/03/2012)	Preceding 3 months ended (31/12/2011)	Corresponding 3 months ended (31/03/2011)	Current year ended (31/03/2012)	Previous year ended (31/03/2011)
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
<b>1</b> Income from operations					
(a) Net sales/income from operations (Net of excise duty)	1363.58	1452.68	1108.22	5283.17	4077.43
(b) Other operating income	9.03	0.20	5.87	22.25	27.08
Total income from operations (net)	1372.61	1452.88	1114.09	5305.42	4104.51
<b>2</b> Expenses					
(a) Cost of materials consumed	614.02	560.05	501.33	2278.80	1806.83
(b) Purchases of stock-in-trade	89.83	195.56	53.19	509.43	252.24
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-18.96	-15.21	-33.23	-103.05	-121.56
(d) Advertising & Publicity	182.04	198.24	127.42	659.51	534.56
(e) Employee benefits expense	95.62	102.54	87.25	387.42	308.65
(f) Depreciation and amortisation expense	29.34	23.85	29.12	103.24	95.20
(g) Other expenses	185.71	176.77	160.95	683.14	522.52
Total expenses	1177.60	1241.80	926.03	4518.49	3398.44
<b>3</b> Profit / (Loss) from operations before other income, finance costs and exceptional items	195.01	211.08	188.06	786.93	706.07
<b>4</b> Other income	18.99	12.72	16.28	57.40	32.14
<b>5</b> Profit / (Loss) from ordinary activities before finance costs and exceptional items	214.00	223.80	204.34	844.33	738.21
<b>6</b> Finance costs	5.72	18.29	15.91	53.84	30.34
<b>7</b> Profit / (Loss) from ordinary activities after finance costs but before exceptional items	208.28	205.51	188.43	790.49	707.87
<b>8</b> Exceptional items					
<b>9</b> Profit / (Loss) from ordinary activities before tax	208.28	205.51	188.43	790.49	707.87
<b>10</b> Tax expense	37.72	33.69	41.39	146.38	138.97
<b>11</b> Net Profit / (Loss) from ordinary activities after tax	170.56	171.82	147.04	644.11	568.90
<b>12</b> Extraordinary items	-	-	-	-	-
<b>13</b> Net Profit / (Loss) for the period	170.56	171.82	147.04	644.11	568.90
<b>14</b> Share of profit / (loss) of associates					
<b>15</b> Minority interest	0.04	-1.00	0.03	-0.78	0.32
<b>16</b> Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates	170.52	172.82	147.01	644.89	568.58
<b>17</b> Paid-up equity share capital (Face Value of Re 1 Each)	174.21	174.21	174.07	174.21	174.07
<b>18</b> Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year					1217.04
<b>19.i</b> Earnings per share (before extraordinary items) (of Re1/- each) (not annualised):					
(a) Basic	0.98	0.99	0.84	3.70	3.27
(b) Diluted	0.97	0.99	0.84	3.68	3.25
<b>19.ii</b> Earnings per share (after extraordinary items) (of Re 1/- each) (not annualised):					
(a) Basic	0.98	0.99	0.84	3.70	3.27
(b) Diluted	0.97	0.99	0.84	3.68	3.25

### Select Information for the Quarter and Year Ended 31.03.2012

Particulars	3 months ended (31/03/2012)	Preceding 3 months ended (31/12/2011)	Corresponding 3 months ended (31/03/2011)	Current year ended (31/03/2012)	Previous year ended (31/03/2011)
	<b>A</b> PARTICULARS OF SHAREHOLDING				
<b>1</b> Public shareholding					
- Number of shares	545362004	545362004	544084948	545362004	544084948
- Percentage of shareholding	31.31	31.30	31.26	31.31	31.26
<b>2</b> Promoters and Promoter Group Shareholding					
a) Pledged / Encumbered					
- Number of shares	600000	600000	-	600000	-
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	0.05	0.05	-	0.05	-
- Percentage of shares (as a % of the total share capital of the company)	0.03	0.03	-	0.03	-
b) Non-encumbered					
- Number of shares	1196138850	1196138850	1196638850	1196138850	1196638850
- Percentage of shares (as a % of the total shareholding of the Promoter and Promoter group)	99.95	99.95	100.00	99.95	100.00
- Percentage of shares (as a % of the total share capital of the company)	68.66	68.66	68.74	68.66	68.74
<b>B</b> INVESTOR COMPLAINTS		3 months ended (31.03.2012)			
Pending at the beginning of the quarter		0			
Received during the quarter		13			
Disposed of during the quarter		13			
Remaining unresolved at the end of the quarter		0			

### Consolidated Audited Segment wise Revenue , Results and Capital Employed for year ended on 31st March, 2012

Particulars	Quarter ended (unaudited) 31.3.2012	Quarter ended (unaudited) 31.12.2011	Quarter ended (unaudited) 31.3.2011	Year ended (audited) 31.03.2012	Year ended (audited) 31.03.2011
	<b>1. Segment Revenue</b>				
A. Consumer Care Business	1140.03	1266.77	950.75	4489.61	3481.30
B. Foods Business	161.32	136.78	126.06	602.20	493.31
C. Retail Business	12.26	12.25	6.70	42.37	20.50
D. Other Segments	49.97	36.88	24.71	148.99	82.32
Net Sales/Income from Operations	1363.58	1452.68	1108.22	5283.17	4077.43
<b>2. Segment Results Profit / Loss(-) Before Tax and Interest</b>					
A. Consumer Care Business	259.53	268.88	241.51	975.47	897.48
B. Foods Business	30.17	21.45	23.45	111.07	94.10
C. Retail Business	(2.93)	(3.33)	(2.25)	(11.63)	(9.14)
D. Other Segments	1.47	3.92	2.11	7.33	3.64
Sub Total	288.24	290.92	264.82	1082.24	986.08
Less:Interest & Financial Expenses	5.72	18.29	15.91	53.84	30.34
Less:Unallocable expenditure net off unallocable income	74.24	67.12	60.48	237.91	247.87
Profit / (Loss) Before Tax	208.28	205.51	188.43	790.49	707.87
Exceptional Item					
Profit/(Loss) from Ordinary Activities before Tax	208.28	205.51	188.43	790.49	707.87
Less:- Tax Expenses	37.72	33.69	41.39	146.38	138.97
Profit / (Loss) After Tax	170.56	171.82	147.04	644.11	568.90
Extraordinary Items					
Net Profit/(Loss)	170.56	171.82	147.04	644.11	568.90
Minority Interest	0.04	(1.00)	0.03	(0.78)	0.32
Net Profit/(Loss) after minority interest	170.52	172.82	147.01	644.89	568.58
<b>3. Capital Employed(Segment Assets-Segment Liabilities)</b>					
A. Consumer Care Business	1167.12	1032.54	878.21	4489.61	3481.30
B. Foods Business	217.55	212.55	168.34	915.05	716.34
C. Retail Business	4.35	8.37	3.69	20.50	10.50
D. Other Segments	35.94	33.84	30.33	148.99	82.32
Unallocated capital employed	220.09	277.74	209.52	915.05	716.34
Total	1645.05	1565.04	1290.09	6444.20	5017.80

### Consolidated Statement of Assets and Liabilities

Particulars	As at (current year end) 31/03/2012	As at (previous year end) 31/03/2011
	<b>A</b> EQUITY AND LIABILITIES	
<b>1</b> Shareholders' funds		
(a) Share capital	174.21	174.07
(b) Reserves and surplus	1542.70	1217.04
(c) Money received against share warrants	-	-
Sub-total - Shareholders' funds	1716.91	1391.11
<b>2</b> Share application money pending allotment		
<b>3</b> Minority interest	3.30	4.08
<b>4</b> Non-current liabilities		
(a) Long-term borrowings	727.18	717.39
(b) Deferred tax liabilities (net)	27.40	18.94
(c) Other long-term liabilities	-	-
(d) Long-term provisions	657.57	577.66
Sub-total - Non-current liabilities	1412.15	1313.99
<b>5</b> Current liabilities		
(a) Short-term borrowings	347.14	303.41
(b) Trade payables	859.16	661.11
(c) Other current liabilities	119.80	108.50
(d) Short-term provisions	163.85	140.74
Sub-total - Current liabilities	1489.95	1213.76
<b>TOTAL - EQUITY AND LIABILITIES</b>	4622.31	3922.94
<b>B</b> ASSETS		
<b>1</b> Non-current assets		
(a) Fixed assets	869.01	732.29
(b) Goodwill on consolidation	798.98	798.79
(c) Non-current investments	89.28	1.85
(d) Deferred tax assets (net)	-	-
(e) Long-term loans and advances	432.66	339.91
(f) Other non-current assets	71.91	101.02
Sub-total - Non-current assets	2261.84	1973.86
<b>2</b> Current assets		
(a) Current investments	393.24	417.81
(b) Inventories	823.92	708.53
(c) Trade receivables	461.68	355.47
(d) Cash and cash equivalents	448.43	280.45
(e) Short-term loans and advances	154.26	126.72
(f) Other current assets	78.94	60.10
Sub-total - Current assets	2360.47	1949.08
<b>TOTAL - ASSETS</b>	4622.31	3922.94

#### Notes:

- The paid up capital has been increased by Rs. 0.14 Cr pursuant to allotment of 1377056 equity shares of Re. 1 each, on exercise of stock options by employees for the year. This includes allotment of 704335 equity shares amounting to Rs. 0.07 Cr by way of capitalisation of Share Premium Account. There is no increase in the share capital during the quarter.
- The financial results for year ended 31st Mar. 2012, are not comparable with the previous year as these include results of :
  - Namaste Laboratories LLC, alongwith Hair Rejuvenation & Revitalisation Nigeria Ltd., Healing Hair Laboratories International LLC and Urban Laboratories International LLC, all incorporated abroad acquired in Jan 2011.
  - Hobi Kozmetik Group, Turkey incorporated in Turkey and engaged in personal care products acquired in Oct 10.
  - Dabur Lanka (Pvt.) Ltd a wholly owned subsidiary newly formed in Sri Lanka to set up a FMCG Plant involving proposed estimated capital outlay of Rs. 105 cr approximately, out of which Rs. 11 cr already spent against ongoing project.
- Due to implementation of AS 30, 31 and 32, restatement of financial assets, financial liabilities and financial instruments contributed to increase in the capital employed by Rs. 1.54 cr.
- During the year, Zeki Plaztikis amalgamated with Hobi Kozmetik ( wholly owned subsidiaries body corporates incorporated in Turkey) which led to reduction in the consolidated Goodwill and Reserves & Surplus by Rs 2.27 cr, respectively.
- The company has paid interim dividend aggregating Rs. 111.35 Cr (including Tax on Dividend) i.e. Re. 0.55 per equity share (nominal value Re. 1/-)

on 15 Nov 2011. The company has proposed final dividend @75% (i.e. Re. 0.75 per share having par value of Re. 1 each ) for the financial year 2011-12 aggregating to Rs.151.86 Crs. Incl dividend tax.

6 Standalone Results as on 31.03.2012 are as under -

Particulars	Amount in Rs. Cr.				
	Quarter ended 31.03.2012	Quarter ended 31.12.2011	Quarter ended 31.03.2011	Year Ended 31.03.2012	Year Ended 31.03.2011
Net Sales/Income from Operations	983.09	1050.55	824.17	3759.33	3280.61
Profit Before Tax	165.03	175.18	164.29	631.92	596.26
Profit After Tax	132.00	146.39	128.54	508.13	471.41
Extraordinary items#	0.00	44.89	0.00	44.89	0.00
Profit After Tax ( After Extraordinary Item)	132.00	101.50	128.54	463.24	471.41

#Extra ordinary item relates to cancellation of share capital with corresponding write off of debit balance in Profit & Loss Account as on 1st April, 2011, in H&B Stores Ltd. (a wholly owned domestic subsidiary) pursuant to scheme of reduction of share capital made under section 100 (1) (b) of Companies Act 1956 as approved by Hon'ble High Court - Delhi on 22nd Dec 2011. There is no charge in consolidated accounts for publication under clause - 41 (VI)(b) of listing agreement, since the losses of H & B Stores Ltd have been already considered therein in the earlier years, to the extent of capital

#### reduction.

- Previous period figures have been regrouped / rearranged wherever necessary to conform to classification of this period.
- The above results, duly reviewed by the Audit Committee, have been approved by the Board of Directors in its meeting held on 31st January, 2012.
- Statutory Auditors have completed audit for the financial year ended 31st March 2012

Place : New Delhi  
Date : 30th April 2012

The standalone financial results of the company for the quarter / year ended on 31st March 2012 have been filed with the Stock Exchanges where the company's shares are listed and are available on company's website www.dabur.com.

By order of the Board  
For Dabur India Limited  
(Dr. Anand C. Burman)  
Chairman