

Dabur India Limited

Investor Communication

Quarter and Nine Months ended Dec 31, 2012



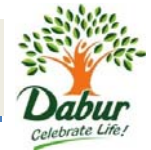
January 29, 2013

Performance Overview : Q3 FY13 and 9MFY13

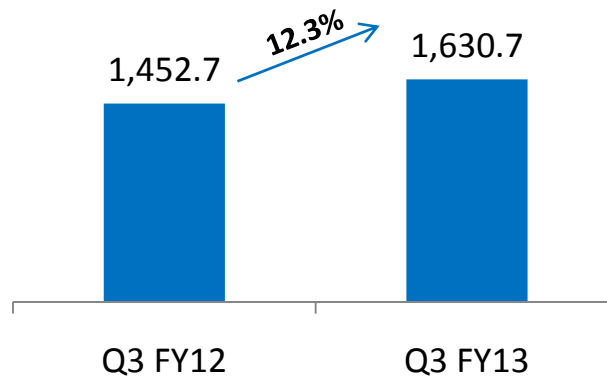


- Consolidated Sales grew by 12.3% in Q3FY13 to Rs. 1,630.7 crores and by 17.7% in 9MFY13 to Rs. 4,615.3 crores
 - Domestic FMCG business revenues grew by 14.3% in Q3FY13
- Consolidated EBITDA grew by 19.7% to Rs. 296.5 crores in Q3FY13 and by 17.6% to Rs. 828.5 crores in 9MFY13. EBITDA margins improved by 120 bps in Q3FY13.
- Consolidated PAT* reported an increase of 22.1% to Rs. 211.1 crores in Q3FY13 and by 18.7% to Rs. 562.9 crores in 9MFY13

Financial Performance: Q3 FY13

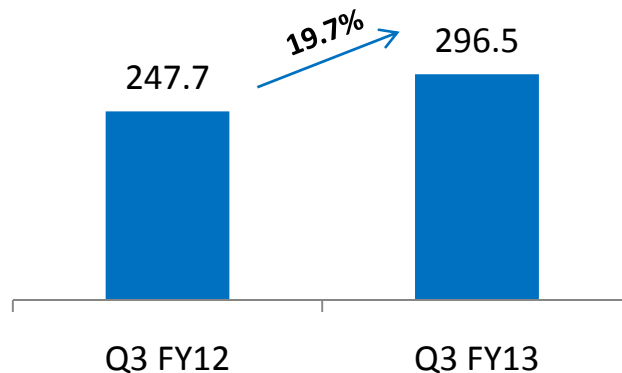


Revenue
(in Rs. Cr.)



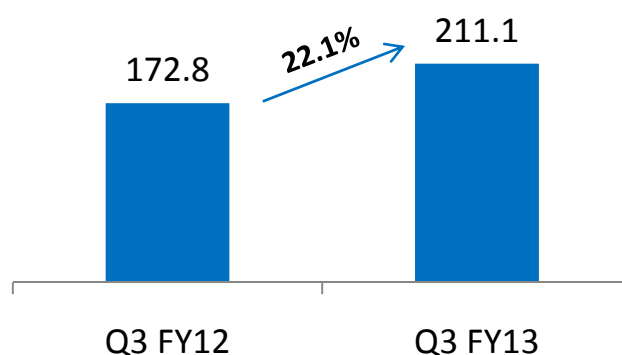
- Consol. Sales grew by 12.3% during Q3FY13
- Domestic FMCG business reported 14.3% growth led by near double digit volume growth
- International business reported growth of 9% which was lower on account of some compression in Namaste Business

EBITDA
(in Rs. Cr.)



- EBITDA increased by 19.7% and EBITDA margin expanded to 18.2% in Q3FY13 v/s 17.0% in Q3FY12
- Material costs were lower at 48.8% of sales in Q3FY13 v/s 51.0% in Q3FY12
- Adpro during Q3FY13 increased to 14.4% v/s 13.6% in Q3FY12

PAT*
(in Rs. Cr.)



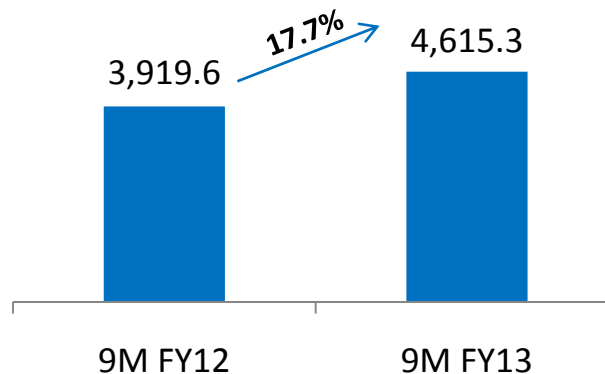
- Consolidated PAT recorded growth of 22.1%
- PAT Margins improved to 12.9% in Q3FY13 from 11.9% in Q3FY12

*After minority interest

Financial Performance: 9M FY13

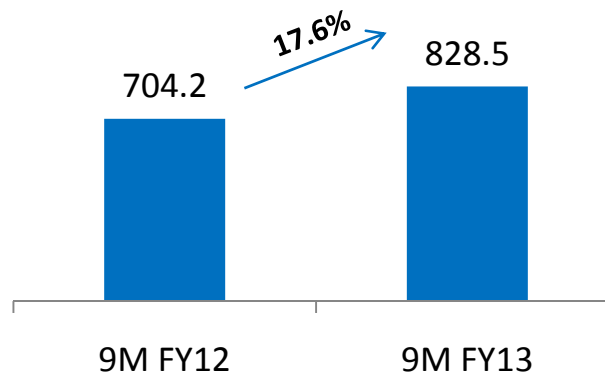


Revenue
(in Rs. Cr.)



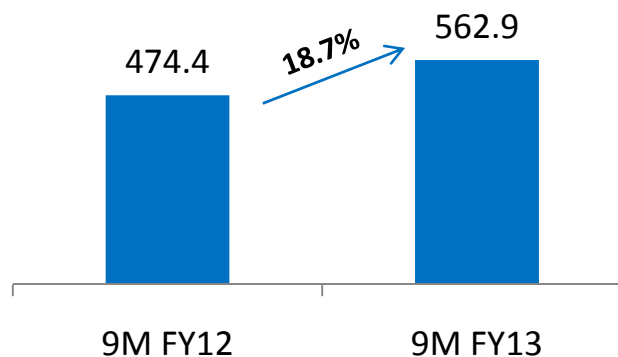
- Consolidated Sales grew by 17.7% during 9MFY13
- Sales growth was a combination of volume growth, price increases and translation gains

EBITDA
(in Rs. Cr.)



- EBITDA increased by 17.6% and EBITDA margin was steady at 18.0% in 9MFY13
- Material costs eased, with material costs at 49.4% of sales in 9MFY13 v/s 51.2% in 9MFY12
- Adpro increased to 14.0% in 9MFY13 v/s 12.2% in 9MFY12

PAT*
(in Rs. Cr.)



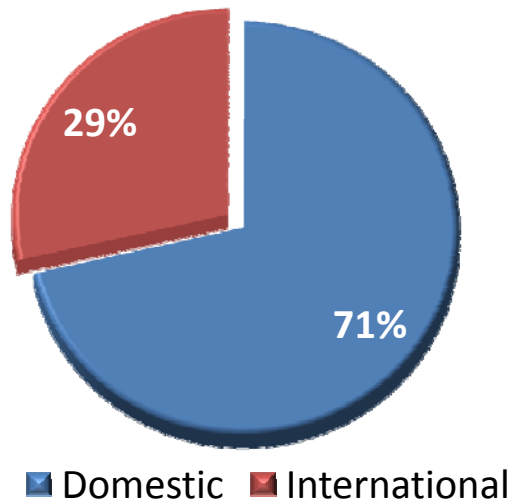
- Above factors translated into growth of 18.7% in Consolidated PAT
- PAT Margins were steady at 12.2% in 9MFY13

* After minority interest

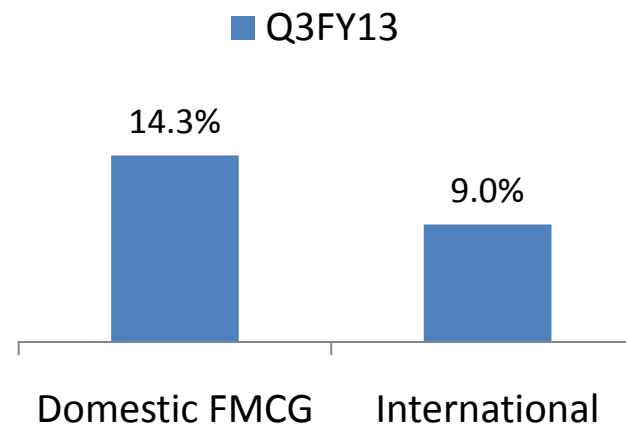
Business Overview - Q3 FY13



Sales Contribution (Q3 FY13)*



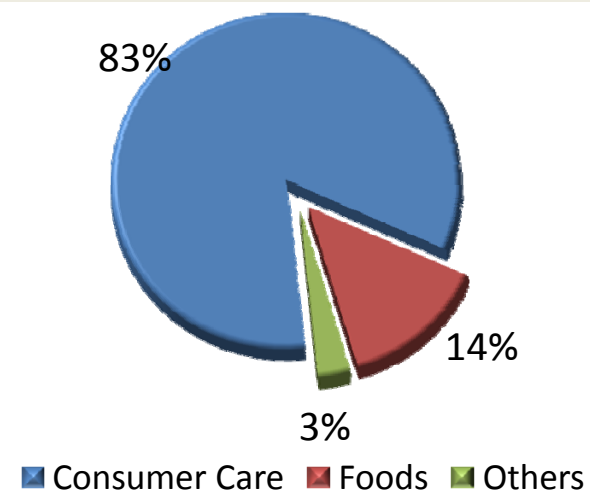
Domestic and International Sales Growth Rates



Note: International includes Namaste and Hobi

- Domestic FMCG business grew by 14.3% in Q3FY13
- International Business grew by 9% in Q3FY13

Domestic Sales Split (Q3 FY13)

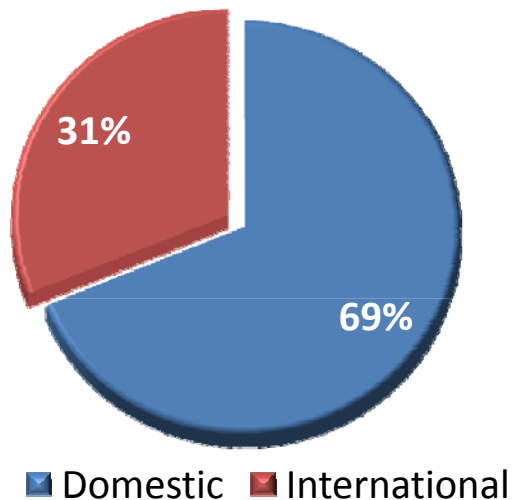


* Excludes Retail

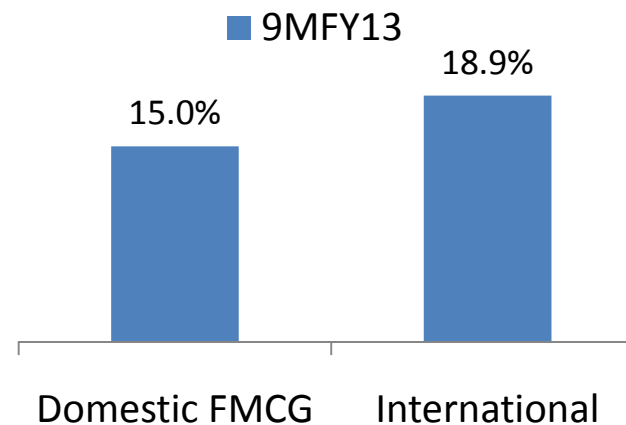
Business Overview – 9M FY13



Sales Contribution (9M FY13)*



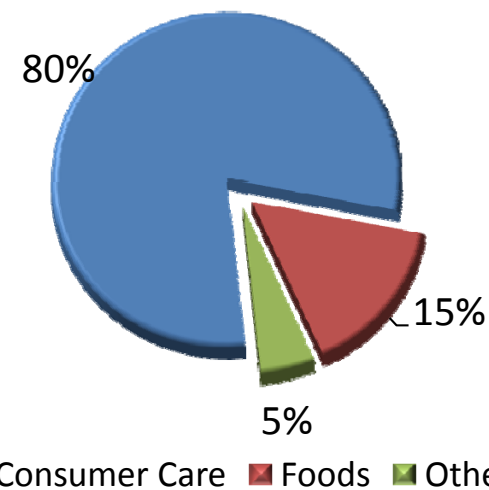
Domestic and International Sales Growth Rates



Note: International includes Namaste and Hobi

- Domestic FMCG business grew by 15.0% in 9MFY13
- International Business grew by 18.9% in 9MFY13

Domestic Sales Split (9M FY13)

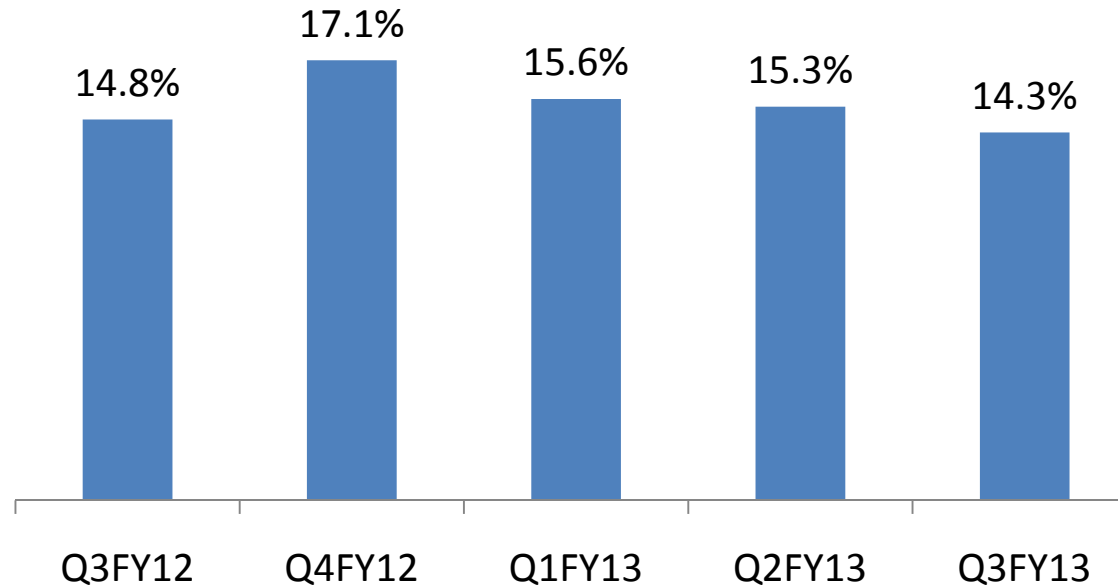


* Excludes Retail

Domestic FMCG Growth Trend

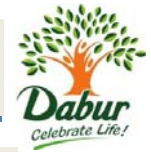


Domestic FMCG Sales Value Growth Rate (YoY) - %

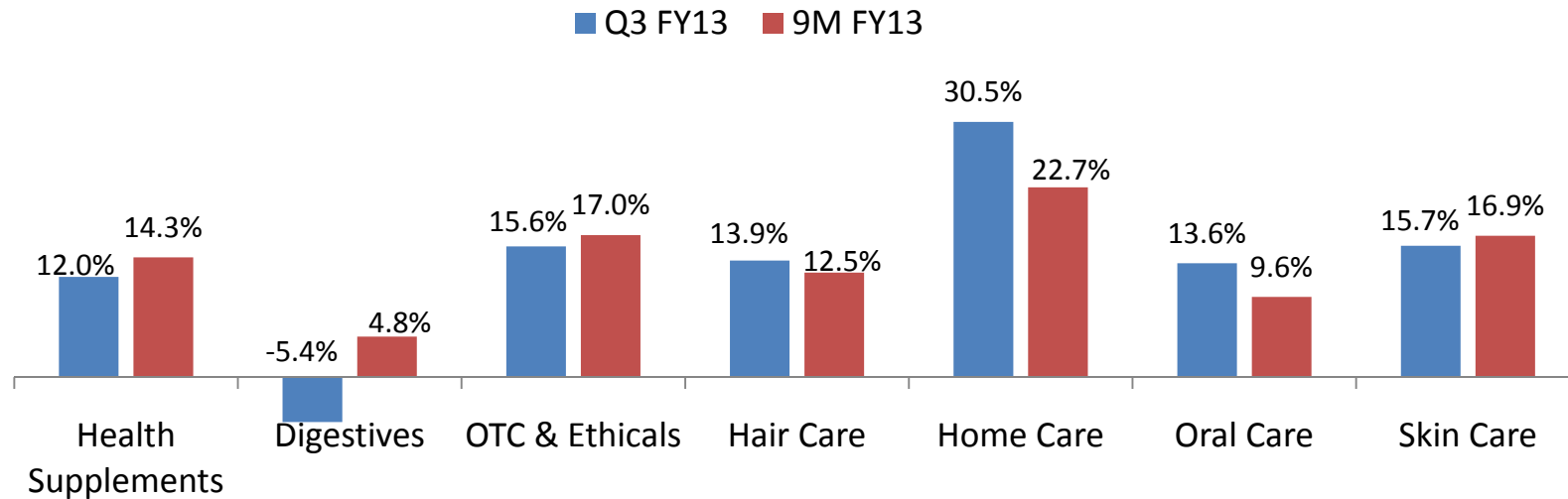


- Domestic FMCG business continues on a steady trajectory driven by a combination of volumes and price increases
- Growth in Q3FYFY13 was impacted slightly by lower CSD volumes in key healthcare categories

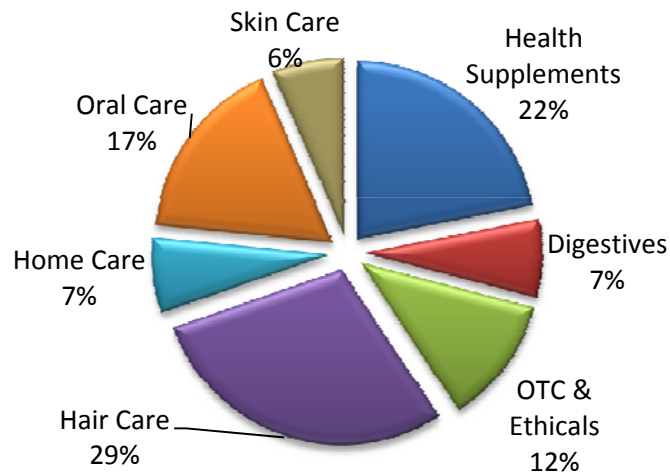
Consumer Care Business



Consumer Care Category Growth Rates (%)



Category Contribution (9MFY13)



Highlights

- Growth in Hair care and Oral care picked up during the quarter
- Digestives saw marginal contraction largely due to base effect
- Health Supplements although impacted by lower CSD volumes reported double digit growth of 12%

Hair Oils

- Hair Oils grew by 11.8% in Q3FY13, largely driven by volumes
- Perfumed Hair Oil grew by 14.9% in Q3FY13 despite lower offtakes in CSD channel
- Coconut based oils were flattish on account of high price differential between our offerings and competing products consequent to significant decline in coconut oil price
- Dabur Almond Hair Oil continues to perform as per expectations
- Our market shares in Hair Oil categories have stabilized and are demonstrating a steady trend

Shampoos

- Shampoos continued to perform well reporting 29.6% growth in Q3FY13
- Vatika shampoo re-launch with good media support and improved marketing mix led to good momentum in the brand

Skin Care

- Skin Care grew by 15.7% in Q3FY13
- Fem portfolio grew well driven by strong growth in Fem Bleaches. The Fem Bleach range has been re-launched and a new variant, Turmeric Herbal Bleach has been introduced.
- Gulabari, grew in double digits in Q3FY13. Gulabari Pearl Fairness Moisturizer with Saffron and Turmeric was launched during the quarter.

Oral Care

- Oral Care reported growth of 13.6% in Q3FY13
- Premium offerings viz. Dabur Red Toothpaste and Meswak performed well during the quarter reporting growth in excess of 25% with gains in market share.
- Babool, our economy brand, was flattish during Q3FY13, but grew sequentially indicating an improving trend.
- Dabur Red Toothpowder performed well growing by 14.6% in Q3FY13

Home Care



- Home Care grew by 30.5% in Q3FY13
- Odomos reported strong momentum on the back of marketing and media led initiatives
- Sanifresh witnessed good growth driven by activations and other marketing efforts
- Odonil grew in double digits in Q3FY13. Odonil Gel, an air freshener for living room spaces, has been introduced in select markets

Health Supplements



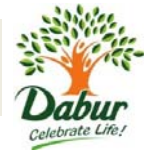
- Health Supplements grew by 12% in Q3FY13 driven by strong growth in Dabur Honey
- Dabur Chyawanprash registered close to double digit growth but was somewhat impacted by lower offtakes in CSD channel
- Dabur Honey reported robust growth in Q3FY13 across channels, regions and SKU sizes
- Glucose witnessed strong growth, although Q3 is typically not a big quarter for Glucose

Digestives

- Digestives reported marginal decline due to high base and significant price increases which were necessitated in Hajmola to restore brand profitability
- New campaign launched with Ajay Devgn , brand ambassador for Hajmola
- Pudina Hara reported strong double digit growth during the quarter

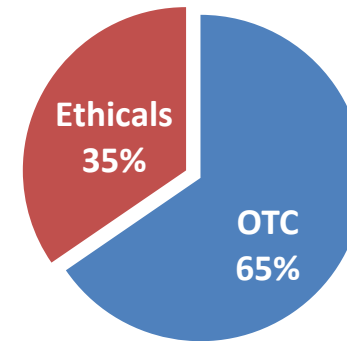
Note: Lal Tail has been reclassified into OTC category from Digestives category
Pudina Hara and Isabgol have been reclassified under Digestives category from OTC category

OTC & Ethicals



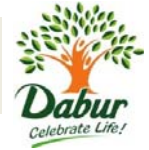
- OTC & Ethicals portfolio grew by 15.6% in Q3FY13
- OTC portfolio grew by 14% in Q3FY13
 - The biggest brand Lal Tail grew strongly in Q3FY13
- Ethicals portfolio reported good growth of 19% in Q3FY13

OTC v/s Ethicals Sales Split (9MFY13)



**Note: Lal Tail has been reclassified into OTC category from Digestives category
Pudin Hara and Isabgol have been reclassified under Digestives category from OTC category**

Foods



- Foods grew by 22.1% in Q3FY13 driven by strong volume growth
 - Real reported strong growth of 29% in Q3FY13
 - Banana Strawberry and Green Apple Punch variants launched.
 - Activ coconut water has been test launched in select markets
 - Culinary portfolio was flattish in Q3FY13



Real features amongst the most exciting brands in India, in a survey conducted by Brand Equity, The Economic Times

Activ: Launch of Banana Strawberry & Green Apple Punch variant

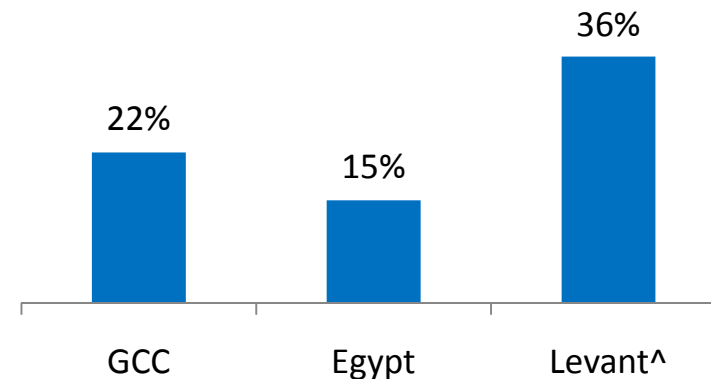
Activ: Test launch of coconut water

International Business



- International Business grew by 9% and 19% in Q3FY13 and 9MFY13 respectively
- Organic business performed well growing by 22.4% in Q3FY13.
- Namaste business under some pressure due to distribution restructuring in Africa and changeover in branding in U.S. In addition, some of Namaste's sales in MENA region are now getting captured in Dabur International.
- Hobi business performed well with 24% increase in revenue in Q3FY13 driven by investment behind brands

Key Growth Markets – 9MFY13 (%)



^Comprises Jordan, Lebanon and other neighbouring markets



Namaste LLC: Launch of new brand “Curls Unleashed”

Consolidated P&L (Published)



in Rs. crores	Q3FY13	Q3FY12	YoY (%)	9MFY13	9MFY12	YoY (%)
Net Sales	1630.7	1452.7	12.3%	4,615.3	3,919.6	17.7%
Other Operating Income	5.3	4.6	14.3%	17.2	14.0	23.0%
Material Cost	795.4	740.4	7.4%	2,279.5	2,007.5	13.5%
<i>% of Sales</i>	48.8%	51.0%		49.4%	51.2%	
Employee Expense	123.0	102.5	19.9%	350.3	291.8	20.1%
<i>% of Sales</i>	7.5%	7.1%		7.6%	7.4%	
Ad Pro	235.0	198.2	18.6%	645.1	477.5	35.1%
<i>% of Sales</i>	14.4%	13.6%		14.0%	12.2%	
Other Expenses	208.1	185.2	12.4%	600.7	498.6	20.5%
<i>% of Sales</i>	12.8%	12.7%		13.0%	12.7%	
Other Non Operating Income	22.0	16.7	31.8%	71.5	46.0	55.3%
EBITDA	296.5	247.7	19.7%	828.5	704.2	17.6%
<i>% of Sales</i>	18.2%	17.0%		18.0%	18.0%	
Finance Costs	7.8	18.3	-57.5%	43.9	48.1	-8.7%
Depreciation & Amortization	30.5	23.9	27.9%	84.2	73.9	14.0%
Profit Before Tax (PBT)	258.2	205.5	25.7%	700.3	582.2	20.3%
Exceptional Item	0.0	0.0		-4.7	0.0	
Tax Expenses	47.8	33.7	41.8%	131.9	108.6	21.4%
PAT(Before extraordinary item)	210.5	171.8	22.5%	563.7	473.6	19.0%
<i>% of Sales</i>	12.9%	11.8%		12.2%	12.1%	
Extraordinary Item	0.0	0.0		0.1	0.0	
PAT(After extraordinary Items)	210.5	171.8	22.5%	563.8	473.6	19.0%
Minority Interest - (Profit)/Loss	-0.6	-1.0		0.9	-0.8	
PAT (After Extra ordinary item & MI)	211.1	172.83	22.1%	562.9	474.4	18.7%
<i>% of Sales</i>	12.9%	11.9%		12.2%	12.1%	

Consol. Statement of Assets & Liabilities



Particulars (in Rs. crores)	As at 31/12/2012	As at 31/03/2012
A EQUITY AND LIABILITIES		
1 Shareholders' funds		
(a) Share capital	174	174
(b) Reserves and surplus	1880	1543
Sub-total - Shareholders' funds	2054	1717
2. Share application money pending allotment		
3. Minority interest	11	3
4. Non-current liabilities		
(a) Long-term borrowings	550	683
(b) Deferred tax liabilities (net)	32	27
(c) Other long-term liabilities	0	0
(d) Long-term provisions	657	580
Sub-total - Non-current liabilities	1239	1290
5. Current liabilities		
(a) Short-term borrowings	373	341
(b) Trade payables	514	258
(c) Other current liabilities	864	771
(d) Short-term provisions	158	241
Sub-total - Current liabilities	1908	1612
TOTAL - EQUITY AND LIABILITIES	5212	4622
B ASSETS		
1. Non-current assets		
(a) Fixed assets	993	887
(b) Goodwill on consolidation	781	781
(c) Non-current investments	100	89
(e) Long-term loans and advances	438	394
(f) Other non-current assets	184	102
Sub-total - Non-current assets	2496	2253
2 Current assets		
(a) Current investments	545	393
(b) Inventories	734	824
(c) Trade receivables	584	462
(d) Cash and cash equivalents	435	418
(e) Short-term loans and advances	364	240
(f) Other current assets	55	32
Sub-total - Current assets	2716	2370
Total -Assets	5212	4622

Thank You