



Press Release

For Immediate Publication

Dabur Q1 2015-16 Consolidated Net Profit Surges 24%

- **Consolidated Q1 Net Profit at Rs 261.1 Crore**
- **Consolidated Q1 Revenue up 10.7% to Rs 2,064.1 Crore**
- **Q1 EBITDA up 21.6%**

New Delhi, July 29th, 2015: 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 June 30th, 2015.

Dabur India Ltd braved the macro headwinds like subdued demand, geopolitical challenges and currency volatility across some key geographies and ended the first quarter of 2015-16 with strong growth across key categories like Hair Care, Oral Care, Foods and OTC & Ethicals. Dabur India Ltd's **Consolidated Net Sales for the first quarter marked a 10.7% growth at Rs 2,064.1 Crore**, up from Rs 1,863.9 Crore a year earlier. **Consolidated Net Profit for Q1 2015-16 reported a 23.9% growth to Rs 261.1 Crore** as against Rs 210.8 Crore a year earlier.

"The macro-economic scenario remains challenging. In this subdued environment, we remained watchful, agile and prudent, managing our business dynamically to deliver another quarter of competitive and profitable growth. Our India FMCG business ended the first quarter of 2015-16 with an 11.6% growth, led by an 8.1% Volume growth. Our EBITDA marked a 21.6% growth during the quarter," **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

"Going forward, we will focus on our cost efficiencies and pursue an aggressive and profitable growth strategy. We continue to strengthen our business for the long term by driving innovation and investing behind our brands. With these initiatives, we are confident of growing ahead of the market and improving our market share," **Mr. Duggal added.**

Category Growths

Dabur's Toothpaste business, led by strong demand for Dabur Red Paste and Dabur Meswak, ended the first quarter with a near 24% growth. The OTC & Ethicals business ended the first quarter with a 16.7% growth, while the Foods category reported a 15.5% growth during Q1. While the Hair Oil category reported a 13% growth during the period, the Shampoo business ended the quarter with an 11.5% growth. The Home Care business grew by nearly 12% during the period.

Dabur's international business (including acquisitions) reported a steady growth during the quarter, led by Turkey, Nepal and GCC markets. "Despite disruptions in some overseas geographies, we are managing our business dynamically to ensure that we remain competitive and cost efficient. Our Turkey business grew by over 22%, while sales in Nepal grew by over 14% and GCC markets by 10%," **Dabur India Ltd Group Director Mr. P. D. Narang said.**

New Launches

The first quarter of 2015-16 saw Dabur foray into the premium baby care market with the launch of 'Dabur Baby', a new brand which will have a range of baby care products, besides the introduction of Real Wellnezz brand with 100% Jamun juice. In the overseas markets, Dabur announced the launch of a host of new products, including DermoViva Saffron Fairness Face Mask and DermoViva Baby Olive Enriched Powder.

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