



Press Release

For Immediate Publication

Dabur Q1 2013-14 Consol. Net Profit Surges 25%

- Q1 Net Profit at Rs 187.04 Crore, up from Rs 149.64 Crore a year earlier
- Consolidated Q1 revenue up 13% to Rs 1,651.10 Crore

New Delhi, July 24th, 2013: 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, 2013.

Riding on strong growth in key categories like Hair Care, Oral Care, Foods, Home Care and Skin Care, Dabur India Ltd ended the first quarter of 2013-14 financial year with a **13% jump in consolidated Net Sales to Rs 1,651.10 Crore**. Consolidated Net sales stood at Rs 1,461.97 Crore in the same quarter last year. The Company braved the macro headwinds and disruptions in some overseas geographies to report a **25% jump in consolidated Net Profit for the first quarter to Rs 187.04 Crore**, as against Rs 149.64 Crore a year earlier.

“Despite signs of an economic downturn and increased competitive intensity in the market, Dabur India Ltd has reported strong volume growth in its key categories. **Our domestic FMCG business grew at a strong 13.2%, driven by a volume growth of 9%**. The business has performed well on all operating parameters. We have managed our business dynamically through a combination of calibrated price increases and greater focus on cost efficiencies. The macro-economic pressures notwithstanding, we remain on course to strengthen our brand portfolio and improve our competitiveness in the market place,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

Category Growths

Dabur’s Home Care business grew by around 26%, while the Foods business, led by packaged fruit juice brands Réal and Réal Activ, continued to report strong growth and ended the first quarter up 18.7%. The Shampoo category continued to move forward on the strong growth trajectory and ended the quarter with a near 23% growth. This, coupled with the over 15% growth in our Perfumed Hair Oil business, helped the Hair care category report strong gains during the first quarter. The Oral Care category also performed well with the Toothpaste business reporting a 14% growth, while the Digestives business grew by 15% and the Skin Care business reported a near 13% growth.

Dabur's retail business, under NewU, has also marked a turnaround with a substantial reduction in losses and the business has attained store-level profitability.

Dabur's international business (including acquisitions) ended the first quarter with 17.5% growth, led by Egypt, GCC and Nepal. "In a challenging business environment, we are managing our business dynamically to ensure that we remain competitive and cost efficient," said **Dabur India Ltd Group Director Mr. P. D. Narang**.

New Launches

The first quarter of 2013-14 saw Dabur launch a host of new products and variants across geographies, all of which have received encouraging response. In the domestic market, Dabur has launched India's first drinking yoghurt under the brand Réal Activ, besides a range of super-fruit juices under the brand Réal Supafruits. The quarter also saw the launch of India's first gel-based facial bleach under the brand OxyLife. In the overseas market, Dabur launched a range of hair care products – like Hair Mayonnaise, Shampoos, Conditioner, Hair Oils and Hair Colour Crème -- under the brand Vatika, besides a range of Fem hair removal wax.

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