



Press Release

For Immediate Publication

## Dabur Q1 2014-15 Consolidated Net Profit Up 13.3%

- **Consolidated Q1 Net Profit at Rs 210.8 Crore**
- **Consolidated Q1 Revenue up 13.2% to Rs 1,863.9 Crore**

**New Delhi, July 28th, 2014:** 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, 2014.

Dabur India Ltd braved the macro headwinds and reported strong growth in key categories like Health Supplements, Digestives, Hair Care, Home Care and Foods during the first quarter of 2014-15 financial year. **Consolidated Net Sales during the first quarter marked a 13.2% growth at Rs 1,863.9 Crore**, up from Rs 1,647 Crore a year earlier. **Consolidated Net Profit for Q1 2014-15 reported a 13.3% growth to Rs 210.8 Crore** as against Rs 186 Crore a year earlier.

“Despite a sharp fall in growth rates in most consumer products segments, Dabur continued to report strong volume-led growth across its key categories. We have managed our business dynamically through a combination of calibrated price increases and greater focus on cost efficiencies, maintaining our growth momentum and registering sales growth ahead of the market in several key categories. We are investing behind our brands and have taken necessary steps to improve our competitiveness in the market place and deliver profitable growth,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

### Category Growths

Dabur’s Health Supplements business, led by strong demand for Dabur Honey and Dabur Glucose, ended the first quarter with a 22% growth. The Foods business continued to move forward on the growth trajectory and ended the first quarter up 21%. The Home Care category reported a 15% growth during Q1, while the Digestives category reported an over 11% growth during the period. The Shampoo business also reported an over 15% growth while the Toothpaste category ended the quarter with an 11% growth.

Dabur’s retail business, under NewU, has also marked a turnaround with a substantial reduction in losses.

Dabur’s international business (including acquisitions) ended the first quarter with 18%, led by GCC, Egypt, Turkey and Levant (comprising Yemen, Jordan, Lebanon & Syria) 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 32%, while sales in Egypt grew by 28%, Levant by 27% and GCC markets by 21%,” **Dabur India Ltd Group Director Mr. P. D. Narang said.**

## **New Launches**

The first quarter of 2014-15 saw Dabur launch a host of new products and variants across geographies, all of which have received encouraging response. In the domestic market, Dabur announced the extension of its popular brand Hajmola into the pure Confectionery space with the launch of Hajmola Chuzkara. The brand also launched a *Natkhat Amrud* variant of Hajmola Candy.

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