



Press Release

For Immediate Publication

Dabur Q4 Consolidated Net Profit Up 17.3% At Rs 235.29 Cr

- Consolidated Q4 Revenue up 15.5% To Rs 1,769.02 Crore
- Consolidated 2013-14 full-year Revenue Up 15.1%; Net Profit Surges 19.7%

New Delhi, April 29th, 2014: The Board of Directors of Dabur India Ltd (DIL) met here today to consider the audited financial results of the company for the quarter and full year ended March 31, 2014.

Strong volume-led growth across key categories like Health Supplements, Digestives, Shampoos, Toothpastes, Foods & Home Care helped Dabur India Ltd mitigate the impact of a challenging business environment and macro headwinds to end the fourth quarter of 2013-14 financial year with a **15.5% surge in consolidated Net Sales to Rs 1,769.02 Crore**. Consolidated Net Sales stood at Rs 1,531.09 Crore in the same quarter last year. **Dabur India Ltd's Net Profit for the fourth quarter of 2013-14 marked a 17.3% growth to Rs 235.29 Crore**, as against Rs 200.55 Crore a year earlier.

“The business has performed well on all operating parameters. Our strong performance reflects the robustness of our business model and our ability to efficiently manage the emerging challenges. Dabur has been reporting strong and consistent performance despite intensifying competitive pressures and the challenging market environment being witnessed for some quarters now. Going forward too, our focus will be on pursuing an aggressive and profitable growth strategy,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

Full-Year Results

Dabur India Ltd ended the 2013-14 fiscal with a 15.1% growth in Net Sales to end the year at Rs 7,073.21 Crore, up from Rs 6,146.38 Crore a year earlier. **Net Profit for the 2013-14 fiscal marked a 19.7% surge to Rs 913.92 Crore**, up from Rs 763.42 Crore a year earlier.

Category Growths

The Digestives category posted a 23.3% growth during the fourth quarter of 2013-14, while the Foods business – riding on strong demand for its packaged juices – ended the period with a 20.6% growth. The Toothpaste business for Dabur – led by Dabur Red Paste – reported a 20.7%

growth, while the Shampoo business grew by 19%. The Health Supplements business saw a 17.6% growth during the quarter, while the Home Care category grew by 13%.

Dabur's International Business continues to be a key growth driver, recording a robust 20% growth during the fourth quarter of 2013-14, led by strong performance in GCC, Egypt and Levant (comprising Yemen, Jordan, Lebanon & Syria) markets. During the full year 2013-14, the Levant business reported a strong 32% growth, while sales in Egypt grew by 20% and GCC markets by 17%, **Dabur India Ltd Group Director Mr. P D Narang** said.

Dividend

The Board of Directors today recommended a final Dividend of 100%, which brings the total Dividend for the year to 175%. "Continuing with our payout policy, the Board has proposed a final dividend of Re. 1 per share, aggregating to Rs. 204.02 Crore, including Dividend Tax" **Dabur India Ltd Chairman Dr. Anand C Burman** said.

For further information, Contact:

Byas Anand
Corporate Communications
Dabur India Ltd
Ph.: +91-9811994902