



Press Release

For Immediate Publication

Dabur 2012-13 Revenue Up 16% To Rs 6,146.38 Crore

- Consolidated Net Profit for the Fiscal up 18% To Rs 763.42 Crore
- Consolidated Q4 Revenue Up 12%; Net Profit Surges 17.6%

New Delhi, April 30th, 2013: 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, 2013.

Strong growth across key categories like Health Supplements, OTC Health Care, Hair Care, Foods & Home Care helped Dabur India Ltd end the fourth quarter of 2012-13 financial year with a **12% surge in consolidated Net Sales to Rs 1,531.09 Crore**. Consolidated Net Sales stood at Rs 1,363.58 Crore in the same quarter last year. The Company braved the macro headwinds and business disruptions in certain geographies to deliver another quarter of strong growth in profits. **Dabur India Ltd's Net Profit for the fourth quarter marked a 17.59% growth to Rs 200.55 Crore**, as against Rs 170.51 Crore a year earlier.

"The domestic Consumer (FMCG) Business reported an over 15% growth during the quarter, driven by a volume growth of over 12%. This is the highest volume growth reported by Dabur in 11 straight quarters. 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. We have managed our business dynamically through a combination of calibrated price increases and greater focus on cost efficiencies to deliver profitable and sustainable growth. **Dabur recorded a 21.6% growth in EBITDA during the quarter,"** Dabur India Ltd CEO Mr. Sunil Duggal said.

Full-Year Results

Dabur India Ltd ended the 2012-13 fiscal with a 16.3% surge in Net Sales to end the year at Rs 6,146.38 Crore, up from Rs 5,283.17 Crore a year earlier. **Net Profit for the 2012-13 fiscal marked an 18.37% growth to Rs 763.42 Crore**, up from Rs 644.89 Crore a year earlier.

"Dabur has laid the foundation for strong and profitable growth in the future and these initiatives have already started to yield positive results with demand from the hinterland growing at a much faster pace and more than making up for the slight moderation in demand from the urban markets," Dabur India Ltd Chairman Dr. Anand C Burman said.

Category Growths

The Health Supplements business for Dabur – led by strong growth in Dabur Glucose & Dabur Honey – ended the fourth quarter with a 22.6% growth, while the OTC Health Care business reported a 16.7% growth. Dabur's Perfumed Hair Oil business, led by Dabur Amla Hair Oil, ended the period with a 13% gain, while the Shampoo business ended the quarter with a 29.4% growth. The Home Care business reported a 33.3% growth while the Toothpaste category closed the quarter with a 15.8% growth. The Foods category – riding on continued demand for its packaged juices -- reported a 22.6% growth.

The quarter saw Dabur expand its oral care portfolio with the launch of Dabur Super Babool+Salt Power Toothpaste, India's first Natural toothpaste packed with two powerful oral care ingredients -- Salt and Babul 'Acacia Arabica' extracts. The product has received encouraging response.

Dabur's International Business continues to be a key growth driver, recording a robust 17% growth during the current fiscal, led by strong performance in GCC, Bangladesh and Levant (comprising Yemen, Jordan, Lebanon & Syria) markets. "The Bangladesh business reported a strong 57% growth, while sales in Levant grew by 30% and GCC markets by 20%. Shampoos, Hair Creams and Toothpastes were the key growth drivers in the international markets," **Dabur India Ltd Group Director Mr. P D Narang** said.

Dividend

The Board of Directors today recommended a final Dividend of 85%, which brings the total Dividend for the year to 150%. "Continuing with our payout policy, the Board has proposed a final dividend of Re. 0.85 per share, aggregating to Rs. 173.33 Crore," **Dr. Anand C Burman** said.

For further information, Contact:

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