



Press Release

For Immediate Publication

Dabur India Q3 Revenue Surges 34.5% To Rs 1452.68 Crore

- Consolidated Net Profit for the quarter rises 12% To Rs 172.82 Crore

New Delhi, January 31st, 2012: The Board of Directors of Dabur India Ltd (DIL) met here today to consider the unaudited financial results of the company for the quarter and Nine-month period ended December 31, 2011.

Riding on strong volume-driven growth across its key categories like Hair Oils, Health Supplements, Foods, Toothpaste & Home Care, Dabur India Ltd ended the third quarter of 2011-12 financial year with a **34.5% surge in consolidated Net Sales to Rs 1,452.68 Crore**. Consolidated Net sales stood at Rs 1,079.97 Crore in the same quarter last year. While the macro-economic environment continues to be challenging, a host of consumer connect initiatives and higher investment behind our brands helped Dabur drive demand for its products in both urban and rural markets. **The Company ended the third quarter of the current fiscal with a near 12% rise in consolidated Net Profit to Rs 172.82 Crore**, up from Rs 154.44 Crore a year earlier.

Net Profit for the nine-month period ending December 31, 2011 marked a 12.52% growth to Rs 474.38 Crore, while Net Sales for the same period was up 32.01% at Rs 3,919.59 Crore.

“Despite the Inflationary pressures and macro-economic challenges, we have managed our business dynamically through a combination of judicious price increases and greater focus on cost efficiencies. We have also enhanced investment behind our brands, which will yield dividend in months to come. As a result, our EBITDA marked a 12% growth during the quarter. Going forward too, we will continue to pursue an aggressive and profitable growth strategy,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

Category Growths

The Hair Oils business for Dabur – led by strong growth in both Amla & Vatika brands – ended the third quarter with a 22% growth, while the Digestives business reported a 19.3% growth. Dabur's Home Care category – riding on sustained demand for Odonil air fresheners – ended the period with an 18% gain. The Foods business reported a 17.4% growth during the quarter. Dabur continued to be among the fastest growing toothpaste companies in India with the category reporting a robust 14.4% growth. The Health Supplements category ended the quarter with a 13.5% growth.

The quarter marked Dabur's foray into the professional grooming space with the launch of professional facial kits under the brand Fem. The company has launched Fem Gold & Fem Queen's Pearl professional facial kits, both of which have been very well received by the market. The Company is now adding to this portfolio with the launch of India's first body bleach, also under the Fem brand. Dabur also entered the Almond hair oil market during this period.

Dabur's International Business continues to be a key growth driver, recording a robust 37.8% growth (excluding acquisitions) during the third quarter of the current fiscal, led by strong performance in GCC, Egypt and Nigeria. "The Nigeria business reported a 33% growth, while sales in GCC markets grew by 27% during the quarter. Egypt too reported a 25% growth. Shampoos, Hair Creams and Toothpastes were the key growth drivers in the international markets. We will continue to pursue an aggressive growth strategy," **Dabur India Ltd Group Director Mr. P D Narang** said.

For further information, Contact:

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