



Press Release

For Immediate Publication

Dabur India Q2 Revenue Up 29.5% To Rs 1,269.72 Crore

- Consolidated Profit for the quarter grows 8.4% To Rs 173.86 Cr
- Q2 EBITDA marks 16.5% growth

New Delhi, October 31st, 2011: 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 half-year ended September 30, 2011.

Strong growth in its key business categories, calibrated price hikes and stringent cost-saving initiatives helped Dabur mitigate the impact of rising Inflation in the second quarter of 2011-12 financial year and **end the quarter with an 8.4% growth in Profit. Net profit stood at Rs 173.86 Crore** in the quarter ended September 30, 2011, up from Rs 160.35 Crore in the same period a year earlier. The **company's consolidated Gross Sales for the quarter stood at Rs 1,269.72 Crore, up 29.5%** from Rs 980.46 Crore a year ago.

Net Profit for the first half of the 2011-12 fiscal marked a 12.9% growth to Rs 301.57 Crore, while Gross sales for the six-month period was up 30.5% at Rs 2,485.96 Crore.

“The operating environment was extremely challenging and it impacted our margins during the period. Despite the challenges, effective management of costs helped Dabur expand its EBITDA by 16.5%. Going forward, we will strive to continue to remain competitive and cost efficient, and deliver profitable growth,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

The Hair Oil category for Dabur reported a 26.6% growth during the second quarter, led by Dabur Amla, while the Foods business registered a robust 27.5% growth during the quarter. Dabur's Toothpaste category ended the period with a 7.8% gain helping the Company report a near 1% gain in market share during the quarter. Dabur's Health Supplements portfolio also ended the second quarter with a 7.8% growth.

Dabur's International Business continued to be a key growth driver, recording an impressive growth of 22.8% through the organic route, led by robust performance in GCC, Egypt and Nigeria. “Shampoos, Hair Creams and Toothpastes were the key growth drivers in the international markets in the first six months of the fiscal. While the Nigeria business grew by 36%, the GCC and Egypt businesses reported a 27% growth during the first half of the year. Going forward, we will continue to pursue an aggressive growth strategy through a blend of organic and inorganic initiatives” **Dabur India Ltd Group Director Mr. P D Narang said.**

Dividend

The Board of Directors of Dabur India Ltd also declared an interim dividend of 55% for 2011-12. “Continuing with our payout policy, the Board has declared an interim dividend of Re 0.55 per share, aggregating to a total payout of Rs 111 Crore,” **Dabur India Ltd Chairman Dr. Anand Burman** said.

About Dabur India Ltd

*Dabur India Limited is one of India’s leading FMCG Companies. Building on a legacy of quality and experience for 125 years, Dabur is today India’s most trusted name and the world’s largest Ayurvedic and Natural Health Care Company. Dabur India's FMCG portfolio today includes five flagship brands with distinct brand identities -- **Dabur** as the master brand for natural healthcare products, **Vatika** for premium personal care, **Hajmola** for digestives, **Réal** for fruit-based beverages, and **Fem** for fairness bleaches & skin care.*

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