



Press Release

For Immediate Publication

Dabur Q4 2010-11 Revenue Surges 30.7% To Rs 1,117.22 Cr

- EBIDTA for the quarter grows 28%
- Consolidated Q4 Net Profit up 8.5% at Rs 147.01 Cr
- Marks 36th consecutive Quarter of Sales & Profit growth

New Delhi, Apr 27th, 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 full-year ended March 31, 2011. Riding on strong volume-led growth across its key categories like hair oils, skin care, oral care, health supplements, foods & home care, **Dabur India Ltd's Consolidated Revenues topped Rs 4,000 Crore for the 2010-11 financial year.**

Q4 Results

Strong demand for its products and stringent cost-saving initiatives helped Dabur mitigate the impact of rising input costs and end the fourth quarter of 2010-11 with a rise in both Profits and Sales. Gross Sales for the quarter marked a 30.7% surge to Rs 1,117.22 Crore, which includes income from the recently-acquired Hobi Kozmetik of Turkey and Namasté Laboratories of the US. Gross Sales for the same period a year ago stood at Rs 855.07 Crore. Net Profit for the fourth quarter of 2010-11 marked an 8.5% rise to Rs 147.01 Crore as against Rs 135.47 Crore a year earlier. **This marks the 36th consecutive quarter of year-on-year growth in both Sales and Net Profit for Dabur.**

“While the external environment and Inflation in raw material prices continued to play truant, a combination of calibrated price increases and cost management initiatives helped Dabur report a 28% growth in EBITDA during the fourth quarter. Dabur continues to register sales growth ahead of the market in several key categories,” said **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal.**

While the Hair Oils category reported a 15% growth, Dabur's Toothpaste brands continued their impressive run to end the year with a 16.8% gain, **making Dabur the fastest growing toothpaste company in India for the third year in running.** Dabur's Home Care business also registered an impressive 32.5% growth, while the Skin Care portfolio -- riding on sustained demand for the Gulabari range of products and the expansion of the Fem offering -- ended the year with a 16.8% growth. The Foods business also posted a 28.3% growth during the year. The Health Supplements business ended the year with a 23% growth.

“Dabur has been taking initiatives to drive rural growth and as a result, our growth from the hinterland has once again outpaced urban growth. Dabur is now putting in place several new initiatives to further expand its Rural India footprint, and remains on course to strengthen our brand portfolio and improve our competitiveness in the market place,” Mr. Duggal said.

Full-Year Results

Dabur ended the year 2010-11 with a consolidated Net Profit of Rs 568.58 Crore, a 13% growth over the Rs 503.23 Crore profit earned in the previous fiscal. **The company's consolidated Gross Sales for 2010-11 stood at Rs 4,109.85 Crore, up 20.3%** from Rs 3,415.77 Crore of the previous fiscal.

Dabur's International Business ended the year with a 46.3% growth, led by robust performance in GCC, Egypt, Nigeria, Levant and North African markets and income from the newly acquired overseas companies. “North Africa notched up yet another strong performance, growing by 43% during the year, while the Egypt business grew by 32% and the GCC business reported a 20% surge. This growth in the international business, in fact, comes at a time when the external conditions remained extremely tough,” said **Dabur India Ltd Group Director Mr. P D Narang**.

Dividend

The Board today recommended a final Dividend of 65%, which brings the total Dividend for the year to 115%. “Continuing with our payout policy, the Board has proposed a final dividend of Re. 0.65 per share, aggregating to Rs. 113.15 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.*

For further information, Contact:

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