

## 10 Year Highlights

₹ crore	FY02*	FY03	FY04**	FY05	FY06#	FY07^	FY08	FY09	FY10	FY11^^
<b>Operating Results:</b>										
Sales	1,200	1,285	1,236	1,417	1,757	2,080	2,396	2,834	3,416	4,110
Other Income	12	7	9	9	13	26	34	47	48	65
EBITDA	144	162	164	217	300	376	443	517	677	820
EBITDA Margins (%)	12.0	12.6	13.3	15.3	17.1	18.1	18.5	18.3	19.8	19.9
Profit Before Tax (PBT)	82	106	124	176	257	319	384	445	601	708
Taxes	14	14	15	19	30	39	52	54	100	139
Tax Rate (%)	16.6	13.3	12.0	10.8	11.7	12.1	13.4	12.1	16.7	19.6
Profit After Tax (PAT)	64	85	107	156	214	282	333	391	501	569
PAT Margins (%)	5.4	6.6	8.6	11	12.2	13.5	13.9	13.8	14.7	13.8
<b>Financial Position:</b>										
Fixed Assets (Net)	371	257	250	295	512	379	465	559	677	1542
Current Assets, Loans & Advances	504	522	340	408	471	640	774	951	1106	1853
Current Liabilities & Provisions	183	241	294	400	436	452	732	805	920	1458
Net Working Capital	322	281	46	8	35	189	42	146	186	395
Total Assets	705	640	433	543	624	670	749	1060	1129	2465
Share Capital	29	29	29	29	57	86	86	87	87	174
Reserves & Surplus	365	388	257	335	440	393	531	732	848	1217
Shareholders Funds	393	417	286	364	497	480	618	819	935	1391
Loan Funds	304	964	132	164	121	160	99	230	179	1051
Total Capital Employed	705	640	433	543	624	670	749	1060	1129	2465
<b>Return Ratios:</b>										
ROCE (%)	12.6	16.1	28.6	31.3	39	45.7	47.6	39.4	45.7	33.2
RONW (%)	16.6	20.6	38.1	43.5	46.1	61.3	55.3	47.7	53.5	48.9
<b>Equity Share Data:</b>										
Earnings Per Share (₹)	2.3	3	3.7	5.4	3.7	3.3	3.9	4.5	5.8	3.3
Dividend Per Share (₹)	0.5	1.4	2	2.5	1.8	1.4	1.5	1.8	2	1.3
No. of Shares (In Cr)	28.6	28.6	28.6	28.6	57.3	86.3	86.4	86.5	86.9	174.1

Sales are Gross Sales i.e. Net of Sales Tax/VAT paid \*Consolidated results from FY02 onwards \*\*Dabur Pharma got de-merged #Bonus issue of 1:1 was issued during the year ^Bonus Issue of 1:2 was issued during the year ^^Bonus Issue of 1:1 issued during the year; ROCE & RONW on average basis due to acquisitions during the year



Dabur Amla Hair Oil enters Limca Book of Records for organizing the longest-ever non-stop hair massage session



Four Dabur products - Meswak Super Value Hygiene Pack, Vatika Enriched Almond Hair Oil, Dabur Amla Flower Magic Hair Oil and Dabur Uveda Complete Fairness Cream - honoured with INDIASTAR Awards, the National Awards for Excellence in Packaging