



**Date: November 5, 2019**

Scrip Symbol: NSE- DABUR, BSE Scrip Code: 500096

To,

Corporate Relation Department  
BSE Ltd.  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai- 400001

National Stock Exchange of India Ltd.  
Exchange Plaza, 5th Floor  
Plot No. C/1, G Block Bandra – Kurla Complex  
Bandra (E), Mumbai – 400051

**Sub: Press Release**

Dear Sir,

In compliance of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose a copy of Press Release being issued by the company today for your records.

This is for your information and records.

Thanking You,

Yours faithfully,

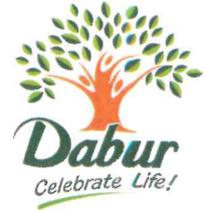
For **Dabur India Limited**



(A K Jain)

**Executive V P (Finance) and Company Secretary**

Encl: as above



## Dabur India Q2 Consol. Net Profit up 7% at Rs 403 Crore

### India FMCG business reports 4.8% Volume Growth

**New Delhi, November 5<sup>th</sup>, 2019:** The Board of Directors of Dabur India Ltd (DIL) met here today to consider the unaudited financial results of the company for the quarter ended September 30<sup>th</sup>, 2019.

Dabur India Ltd mitigated the impact of macro-economic headwinds and a prolonged slowdown to deliver a 4.1% growth in Consolidated Revenue and an improvement of 90 bps in Operating Margin during the second quarter of 2019-20 financial year. Dabur India Ltd posted Consolidated Revenue of Rs 2,212 Crore in Q2 of 2019-20, up from Rs 2,125 Crore a year ago.

Consolidated Net Profit grew 7% to end the quarter at Rs 403 Crore as against Rs 377 crore a year earlier. The Net Profit was impacted by one-time impairment in value of Investments to the tune of Rs 40 Crore. Excluding this impairment, the Net Profit for Q2 of 2019-20 marked a 15.1% growth year-on-year. The Domestic FMCG business reported an underlying Volume Growth of 4.8% during the quarter. The Domestic FMCG Volume Growth for the quarter, excluding the Foods business, stood at 7.4%.

“The domestic business continues to face heavy headwinds in the form of a sustained slowdown in demand, aggravated by the liquidity crunch in the market. Despite a sharp fall in growth rates in most consumer products segments, Dabur continues to focus on brand-building across our key categories while leveraging our strong herbal and Ayurvedic heritage. We also continued to move forward on our distribution expansion strategy in rural India. During the second quarter of 2019-20, we have expanded our rural footprint to over 51,000 villages, up from 48,000 villages in June 2019. Riding on this expansion, Rural demand continues to grow ahead of Urban demand for Dabur,” **Dabur India Ltd Chief Executive Officer Mr. Mohit Malhotra said.**

“While we continue to face macroeconomic headwinds, Dabur has efficiently managed the risks and challenges to deliver a steady performance. The increased investment behind our brands and in innovation is clearly paying off with Dabur brands growing ahead of the categories and gaining market share, despite the tough operating conditions. Our market share in the Toothpaste category increased by 66 basis points year-on-year. Dabur reported a 30 bps gain in market share in the Hair Oil segment, while our Shampoo category market share grew by 65 bps. Despite a sharp 7% decline in the Juice category, Dabur's market share rose to the highest ever 60.5%, an increase of 420 bps year-on-year. Our focus on strengthening our Master Brands, enhancing our rural reach coupled with our focus on operating efficiencies and judicious cost management will support sustained profitable growth in the future,” Mr. Malhotra added.

*By Ashwini*

## Category growths

“Healthcare continues to be the outperformer for Dabur, which is in line with our strategy of focusing on the Consumer Health categories and investing disproportionately behind our Power Brands, a majority of them being in the Healthcare space,” Mr. Malhotra said.

The Health Supplements business for Dabur reported a 14.4% growth during Q2 of 2019-20, led by strong demand for its flagship Health Supplements brand Dabur Chyawanprash. The Digestives category ended Q2 with a 10.2% growth during the quarter, while the Ayurvedic Ethicals business grew by 7.2%. Dabur’s Shampoo business, on the back of the relaunch of its Vatika Shampoo, grew by 12% during Q2. The Home Care business sales was up 7%, riding on strong demand for our mosquito repellent brand Odomos. The Toothpaste category grew by nearly 5% during the quarter with the flagship brand Dabur Red Paste reporting a nearly 10% growth.

## Dividend

The Board of Directors of Dabur India Ltd declared an interim dividend of 140% for 2019-20. “Continuing with our payout policy, the Board has declared an interim dividend of Rs 1.40 per share, aggregating to a total payout of Rs 298.25 Crore, including tax,” **Dabur India Ltd Chairman Amit 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 135 years, Dabur is today India’s most trusted name and one of 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:

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