

Ref: SEC/SE/2020-21
Date: January 29, 2021



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.

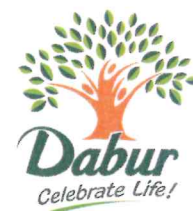
Thanking You,

Yours faithfully,

For Dabur India Limited


(A K Jain)
Executive V P (Finance) and Company Secretary

Encl: as above



Dabur Q3 Consol. Revenue Up 16%; Net Profit Surges 18.5%

India FMCG Volume Growth at 18.1%

New Delhi, January 29, 2021: 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 December 31st, 2020.

Dabur India Ltd continued to move forward on the growth track, riding on sustained efforts in driving demand for its Ayurvedic Healthcare and Personal Care products. The benefits from its distribution footprint enhancement initiatives, coupled with strong innovation to meet the emerging consumer needs, helped Dabur end the third quarter of 2020-21 with its highest-ever quarterly Revenue and Profits. **Consolidated Revenue for the quarter marked a 16% jump to Rs 2,729 Crore**, up from Rs 2,353 Crore a year earlier. **Consolidated Net Profit for the third quarter surged 23.7% at Rs 492 Crore** as against Rs 398 Crore a year ago.

Dabur's India FMCG Business led the growth with a 19.5% surge, with an underlying FMCG Volume Growth of 18.1% during the Third Quarter of 2020-21. Dabur's Standalone Revenue rose 18.5% to Rs 2,071 Crore while Standalone Net Profit marked a 21.1% growth to Rs 400 Crore.

"With the COVID fears receding and mobility improving, we have reported a stellar performance during the quarter with strong Revenue and Profit growth. Riding on our strategic business transformation exercise aimed at developing aggressive growth engines in the core business areas, our domestic Healthcare vertical ended the quarter with a 28% growth. We are also witnessing a revival in discretionary spending by consumers, which helped the Home & Personal care business grow by 16%. Our International Business has also staged a smart recovery and reported a growth of 13.5% during the quarter," **Dabur India Ltd Chief Executive Officer Mr. Mohit Malhotra said.**

"While competitive intensity remained high, we have successfully tapped the growth opportunities to deliver a strong performance during the quarter. Our focus on strengthening our core Healthcare portfolio with heavy investments behind our Power Brands, coupled with investment in expanding our rural footprint and enhancing our go-to-market approach, continues to serve us well. This has enabled us to grow ahead of categories and gain market share across our portfolio," **Mr. Malhotra added.**

Category Growth

The Healthcare business continued to be the outperformer, growing by over 28% in Q3 of 2020-21. Within Healthcare, the Health Supplements business reported a nearly 35% growth while the OTC business grew by 34% and the Ayurvedic Ethicals business reporting a 23% growth during the quarter.

The Shampoos category reported a 27% growth, while the Oral Care business grew by 28% and Hair Oils by around 12%. Dabur's Foods business too marked a turnaround during the quarter with a 5% growth.

Byas Arand

Excluding the Institutional and HORECA business, which continues to be under pressure, Dabur's Foods business ended the quarter with a 16% growth.

International Business

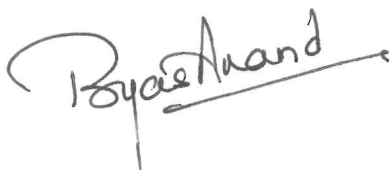
International Business staged a smart recovery and reported a growth of 13.5% in INR terms and 14.1% in Constant Currency terms. The Turkey business grew by 33%, while the SAARC business was up 16%. The MENA business posted a growth of 11.6%, while Egypt grew by 9.5% and the Namaste business in US reported a 9% growth.

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 eight distinct Power Brands: **Dabur Chyawanprash, Dabur Honey, Dabur Honitus, Dabur Pudinhara** and **Dabur Lal Tail** in the Healthcare space; **Dabur Amla** and **Dabur Red Paste** in the Personal care category; and **Réal** in the Foods category.

For further information, Contact:

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

A handwritten signature in black ink that reads "Byas Anand". The signature is written in a cursive style with a horizontal line underneath the name.