

Ref: SEC/SE/2021-22  
Date: August 03, 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: Investor Communication**

Dear Sir,

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

This is for your information and records.

Thanking You,

Yours faithfully,

**For Dabur India Limited**

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

Encl: as above



# Results Presentation

Q1 FY22

3<sup>rd</sup> August  
2021

## WORLD LEADERS — IN — AYURVEDIC HEALTHCARE



1



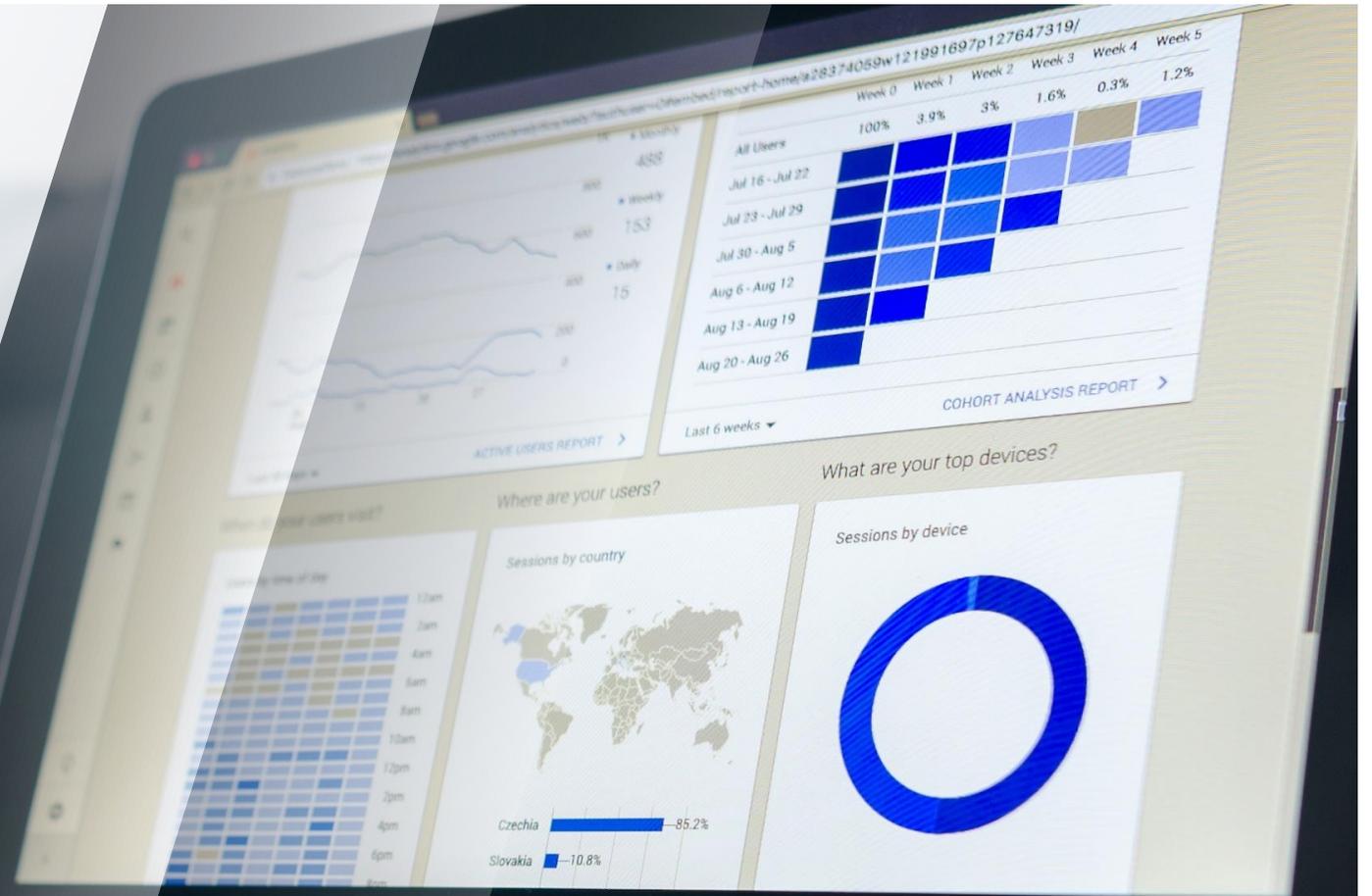
*Q1 FY22  
Performance Overview*

2



*Business Highlights*

# 1. Q1 FY22 Performance Overview





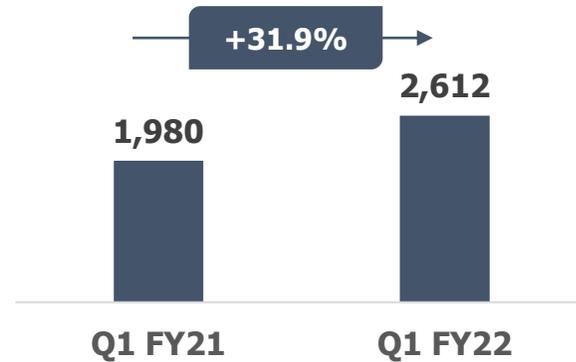
# Q1 FY22 Performance Summary



Consolidated Revenue Growth	31.9%
India FMCG Growth	35.4%
International Business CC Growth	34.2%
Operating Profit Growth	32.5%
Consolidated PAT Growth	28.0%

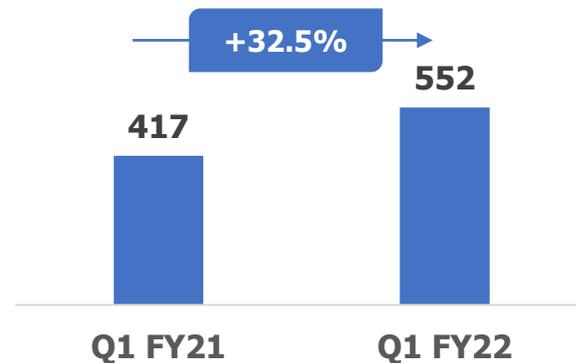
# Q1 FY22 Financials

## Revenue



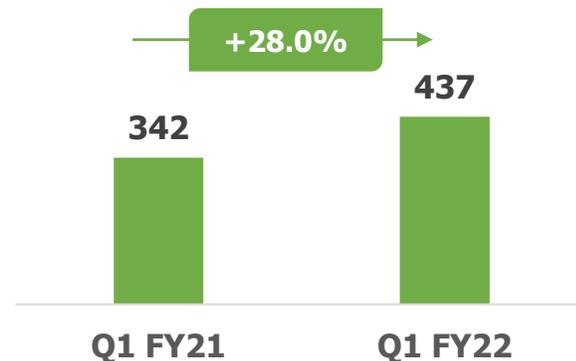
- FMCG India saw 35.4% growth on the back of 34.4% volume growth
- CC Growth in International Business was 34.2%

## Operating Profit



- Consolidated Operating Profit saw a growth of 32.5% and the operating margin saw an improvement of ~10 bps, reaching 21.1% in Q1 FY22
- Standalone Operating Profit saw a growth of 33.6%, operating margin of 22.1% in Q1 FY22 (expansion of ~10 bps)

## PAT



- Consolidated PAT reported an increase of 28.0%
- Effective tax rate for Consol business increased from 19.5% to 22.8% on account of increase in tax rate in India (from 18.6% to 24.6%)

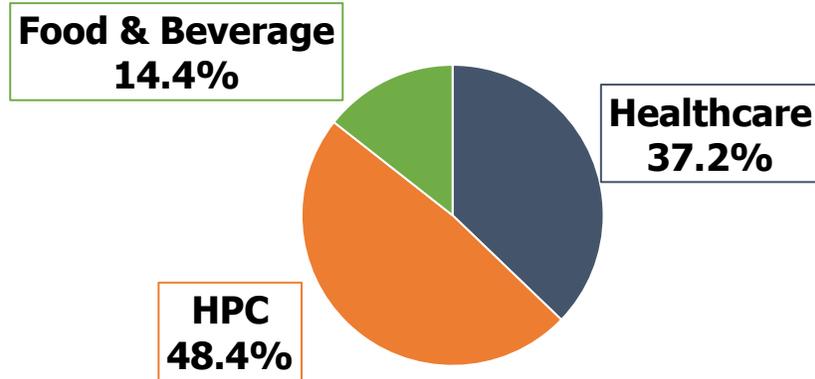


# Domestic FMCG Growth

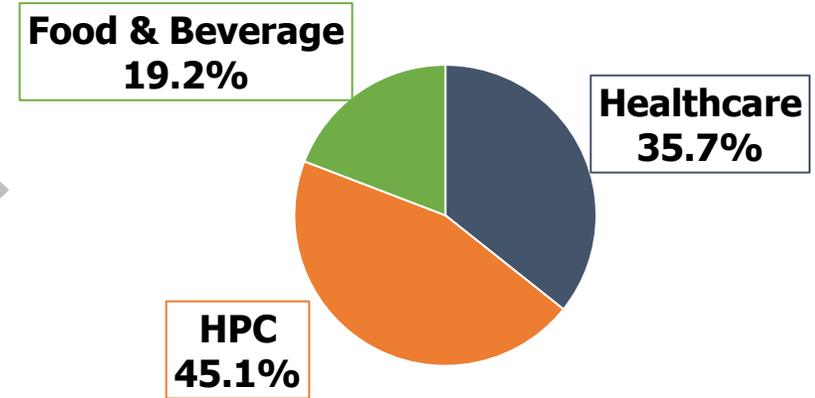
## By Verticals

### Q1 FY22

#### Q1 FY21 Sales Contribution

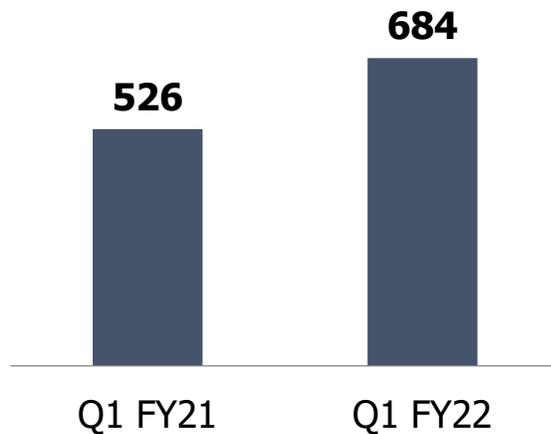


#### Q1 FY22 Sales Contribution



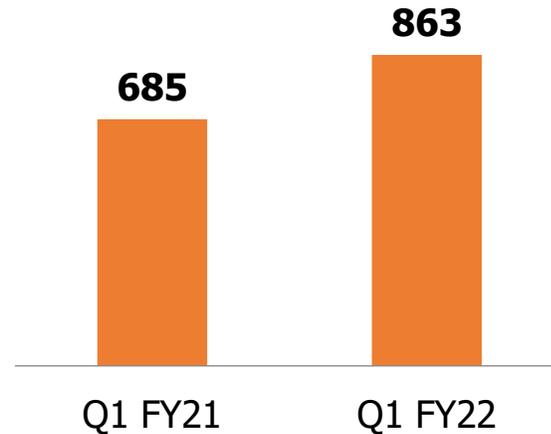
#### Healthcare

Growth: 30.0%



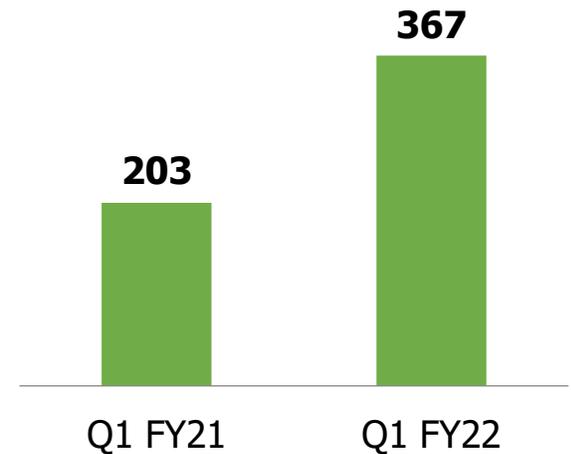
#### Home & Personal Care

Growth: 26.1%



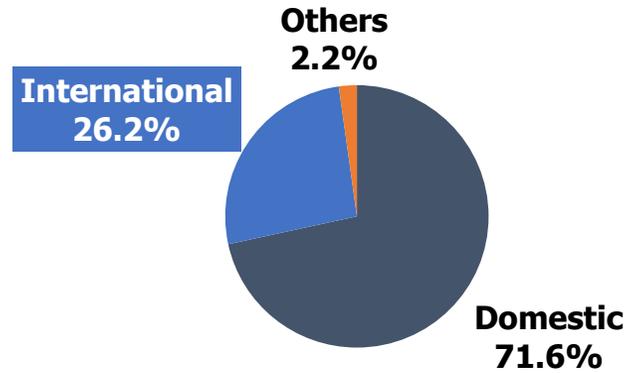
#### Food & Beverage

Growth: 80.4%

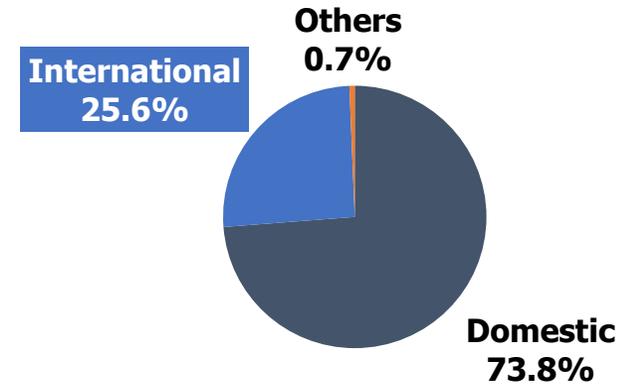




### Q1 FY21 Sales Contribution

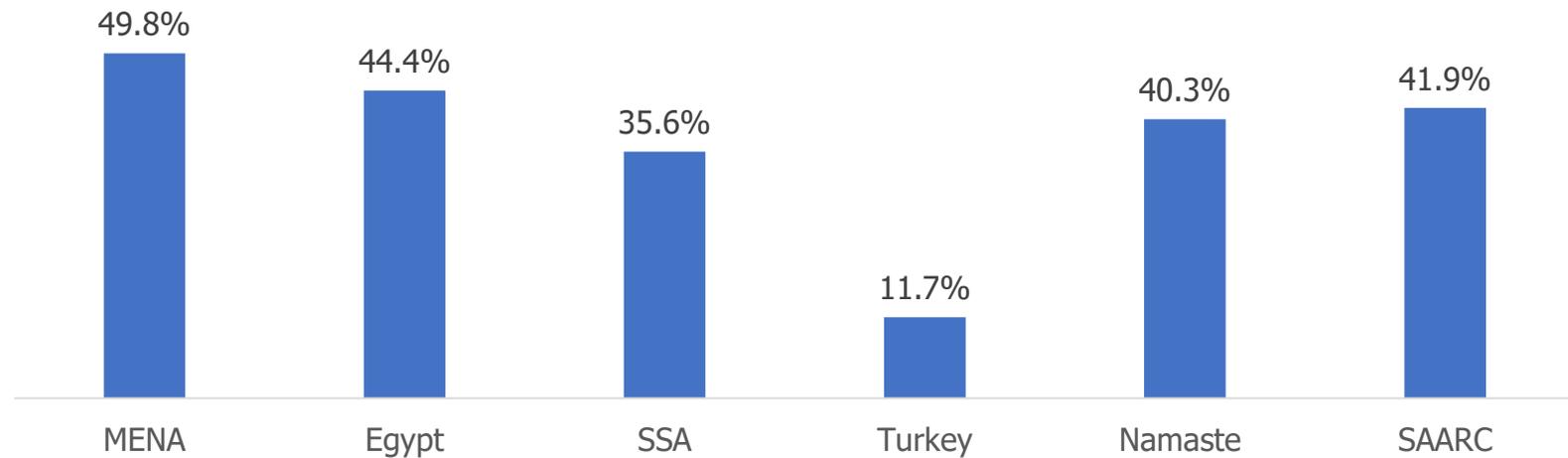


### Q1 FY22 Sales Contribution



International Business grew by 34.2% in CC (28.2% growth in INR terms)

### Q1 FY22 Constant Currency Growth %



*International Business*

*Q1 FY22*

## 2. *Business Highlights*





# Business Highlights

Q1 FY22

## Healthcare

	Health Supplements	Digestives	OTC	Ethicals
Growth %	<b>24.5%</b>	<b>16.2%</b>	<b>52.3%</b>	<b>50.8%</b>
Category Highlights	<ul style="list-style-type: none"> <li>• <b>Dabur Chyawanprash recorded strong double-digit growth</b></li> <li>• Market share in Chyawanprash category increased by ~70 bps</li> <li>• <b>Dabur Honey and Dabur Glucose also posted double-digit growth</b></li> <li>• Market share in Honey category increased by ~330 bps</li> </ul>	<ul style="list-style-type: none"> <li>• <b>The portfolio registered a smart recovery on the back of improved mobility and out-of-home consumption</b></li> <li>• Hajmola and Pudín Hara portfolio posted double-digit growth in Q1 FY22</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Driven by strong growth in Honitus, Lal Tail and Shilajit Portfolio</b></li> <li>• NPDs like Dabur Health Drops, Health Juices and other immunity boosting products continued to show strong traction</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Ethicals grew in strong double digits on the back of aggressive digital and on-ground initiatives</b></li> </ul>



*New Product  
Launches*

*Healthcare*

*Honey Tasties*



CREATIVE VISUALISATION. CONTAINS NATURALLY OCCURRING SUGARS IN THE FORM OF HONEY.  
CHOCOLATE & STRAWBERRY FLAVOURED

# New Product Launches

## Healthcare

### Pudin Hara Drops and Ayush Kwath Drops



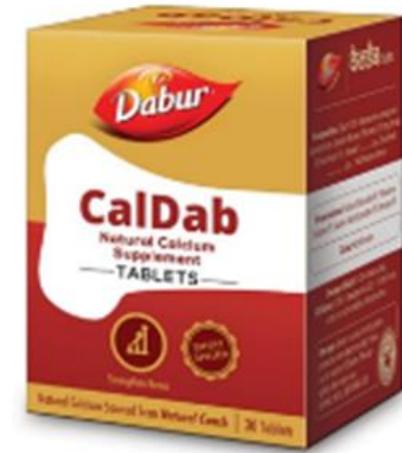
# New Product Launches

## Healthcare

## Ethicals Portfolio



**Anu Tail**



**Caldab Tablets**



**Kovirakshak Kit**



**Ayush 64 Tablets**



# Business Highlights

Q1 FY22

## Home and Personal Care

	Oral Care	Hair Oils	Shampoo	Home Care	Skin & Salon
Growth %	<b>21.1%</b>	<b>38.4%</b>	<b>41.3%</b>	<b>30.6%</b>	<b>(5.4%)</b>
Category Highlights	<ul style="list-style-type: none"> <li>• <b>Red Toothpaste continued to see robust momentum</b></li> <li>• Meswak and Babool Franchise reported double-digit growth</li> <li>• Dabur Lal Dant Manjan witnessed strong growth</li> <li>• <b>Toothpaste market share improved by ~100 bps</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Witnessed a smart recovery with double digit growths across brands</b></li> <li>• <b>Both perfumed oils and coco oils portfolios reported double digit growth</b></li> <li>• <b>Market share improved by ~160 bps</b></li> </ul>	<ul style="list-style-type: none"> <li>• Shampoos portfolio registered strong growth</li> <li>• <b>Market share in shampoo category increased by ~60 bps</b></li> <li>• <b>Newly launched Vatika Ayurvedic shampoo saw a good response</b></li> </ul>	<ul style="list-style-type: none"> <li>• Odonil reported robust double-digit growth and saw its <b>MS improve by ~230 bps</b></li> <li>• Odomos recorded double-digit growth and <b>MS increased ~330 bps</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Excluding Sanitize range, the portfolio posted 66% growth</b></li> <li>• Fem and Oxy saw triple digit growths</li> <li>• Gulabari also reported strong double-digit growth</li> </ul>



*New Product Launches*

*Home and Personal Care*

*Dabur Gold Coconut Oil*



**Dabur**  
**GOLD**  
Coconut Oil

**100%**

**Pure Coconut Oil  
with 135 years  
of Dabur's Trust**





*New Product  
Launches*

*Home and  
Personal Care*

*Dabur Anmol  
Gold in  
Yellow Pack*



**Dabur**  
**Anmol**  
GOLD  
PURE COCONUT OIL

**डाबर अनमोल  
शुद्ध नारियल तेल.**

**100% शुद्धता**

**30+ क्वालिटी  
चेक्स#**

**100ml**  
सिर्फ  
**₹29/- में**



\*FSSAI के निर्धारित पैरामीटर्स और गाइडलाइंस के अनुसार.



# Business Highlights

## Q1 FY22

# Food and Beverage

	Beverages	Foods
Growth %	<b>85.0%</b>	<b>17.8%</b>
Category Highlights	<ul style="list-style-type: none"><li>• <b>Beverage business witnessed a smart recovery during Q1 despite HORECA still not at pre-Covid levels</b></li><li>• In-home and out-of-home portfolios registered strong growths</li><li>• <b>Market share of Real increased by 20 bps</b></li><li>• Recent launches of Real Drinks, Real Frappe and Real Apple Mini continue to show good traction</li></ul>	<ul style="list-style-type: none"><li>• Hommade brand continued to perform well driven by increasing in-home cooking</li><li>• Recent launches like chutneys &amp; pickles have received good consumer feedback and we will continue to innovate in this portfolio</li></ul>



New Product  
Launches

Food &  
Beverage

Real Fizzin

**Keep Chilling**  
with  
**Real** Fruit Power  
**FIZZIN**

Apple  
Masala Cola  
Jeera  
Tangy  
Nimbu

150ml

Real Fruit Power is only a trademark and does not represent its true nature.



*New Product Launches*

*Food & Beverage*

*Real Drinks*

**Real Fruit Power**  
**FRUIT GOODNESS**  
**NOW IN A BOTTLE**

@ ₹20/-

25% EXTRA FREE

**Real Fruit Power**  
**Guava**  
 GOODNESS

**Real Fruit Power**  
**Litchi**  
 GOODNESS

**Real Fruit Power**  
**Mixed Fruit**  
 GOODNESS

**Real Fruit Power**  
**Anar**  
 GOODNESS

Also available in 600ml bottle @ Rs.40/-

\*250ml

Real Fruit Power is only a trademark and does not represent its true nature. Creative Representation.

DABUR CARES: CALL OR WRITE - 8/3, ASAF ALI ROAD, NEW DELHI-110002 E-MAIL: daburcares@dabur.com Website: dabur.com TOLL FREE: 1800-103-1644



*New Product  
Launches*

*Food &  
Beverage*

*Homemade  
Red Chilli  
Pickle*

*"Pheeki baatein,  
boring Life,  
Teekha banaye  
Mirch ka Achaar"*





# New Product Launches

## Food & Beverage

Dabur Sharbat-e-Azam Rose  
&  
Dabur Cold Pressed Sesame Oil



# New Products in Q1 FY22

## MENA



Relaunch of Vatika Shampoo Range

New Products  
in Q1 FY22

MENA



Hair Oil Treatment Products

*New Products  
in Q1 FY22*

*Turkey*



Shower Gels under Hobby brand

# Annexure





Q1 FY22

# Consolidated Profit & Loss Statement

All figures are in INR cr

	Q1 FY22	Q1 FY21	Y-o-Y (%)
<b>Revenue from operations</b>	<b>2,611.5</b>	<b>1,980.0</b>	<b>31.9%</b>
Other Income	84.8	71.8	18.2%
<b>Total Income</b>	<b>2,696.4</b>	<b>2,051.8</b>	<b>31.4%</b>
Material Cost	1,355.3	1,001.6	35.3%
<i>% of Revenue</i>	<i>51.9%</i>	<i>50.6%</i>	
Employee expense	258.2	223.8	15.4%
<i>% of Revenue</i>	<i>9.9%</i>	<i>11.3%</i>	
Advertisement and publicity	188.4	145.6	29.3%
<i>% of Revenue</i>	<i>7.2%</i>	<i>7.4%</i>	
Other Expenses	257.6	192.4	33.9%
<i>% of Revenue</i>	<i>9.9%</i>	<i>9.7%</i>	
<b>Operating Profit</b>	<b>552.0</b>	<b>416.6</b>	<b>32.5%</b>
<i>% of Revenue</i>	<i>21.1%</i>	<i>21.0%</i>	
<b>EBITDA</b>	<b>636.9</b>	<b>488.4</b>	<b>30.4%</b>
<i>% of Revenue</i>	<i>24.4%</i>	<i>24.7%</i>	
Finance Costs	7.5	7.8	(4.2%)
Depreciation & Amortization	61.3	56.7	8.0%
Profit before exceptional items, tax and share of profit/(loss) from joint venture	568.1	423.8	34.0%
<i>% of Revenue</i>	<i>21.8%</i>	<i>21.4%</i>	
Share of profit / (loss) of joint venture	(0.1)	0.0	n.m.
Exceptional item(s)	0.0	0.0	n.m.
Tax Expenses	129.7	82.5	57.2%
Net profit after tax and after share of profit/(loss) from joint venture	438.3	341.3	28.4%
<i>% of Revenue</i>	<i>16.8%</i>	<i>17.2%</i>	
Non controlling interest	1.0	(0.5)	n.m.
<b>Net profit for the period/year</b>	<b>437.3</b>	<b>341.8</b>	<b>28.0%</b>
<i>% of Revenue</i>	<i>16.7%</i>	<i>17.3%</i>	



Q1 FY22

# Standalone Profit & Loss Statement

All figures are in INR cr

	Q1 FY22	Q1 FY21	Y-o-Y (%)
<b>Revenue from operations</b>	<b>1,982.8</b>	<b>1,490.9</b>	<b>33.0%</b>
Other Income	71.2	64.8	9.8%
<b>Total Income</b>	<b>2,054.0</b>	<b>1,555.7</b>	<b>32.0%</b>
Material Cost	1,061.9	760.5	39.6%
<i>% of Revenue</i>	<i>53.6%</i>	<i>51.0%</i>	
Employee expense	161.5	143.4	12.6%
<i>% of Revenue</i>	<i>8.1%</i>	<i>9.6%</i>	
Advertisement and publicity	150.6	129.8	16.0%
<i>% of Revenue</i>	<i>7.6%</i>	<i>8.7%</i>	
Other Expenses	171.5	129.9	32.1%
<i>% of Revenue</i>	<i>8.7%</i>	<i>8.7%</i>	
<b>Operating Profit</b>	<b>437.3</b>	<b>327.5</b>	<b>33.6%</b>
<i>% of Revenue</i>	<i>22.1%</i>	<i>22.0%</i>	<i>9.3</i>
<b>EBITDA</b>	<b>508.5</b>	<b>392.3</b>	<b>29.6%</b>
<i>% of Revenue</i>	<i>25.6%</i>	<i>26.3%</i>	
Finance Costs	2.3	2.5	(7.3%)
Depreciation & Amortization	38.6	34.1	13.2%
Profit before exceptional items, tax and share of profit/(loss) from joint venture	467.6	355.7	31.5%
<i>% of Revenue</i>	<i>23.6%</i>	<i>23.9%</i>	
Exceptional item(s)	0.0	0.0	n.m.
Tax Expenses	115.2	66.3	73.8%
<b>Net profit for the period/year</b>	<b>352.4</b>	<b>289.4</b>	<b>21.8%</b>
<i>% of Revenue</i>	<i>17.8%</i>	<i>19.4%</i>	

**For more information and updates, visit:**  
<http://www.dabur.com/in/en-us/investor>

