



Ref: SEC/SE/2022-23

May 05, 2022

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

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

BSE Scrip Code: 500096

NSE Scrip Symbol - DABUR

Sub: Investors Communication Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the Investors Communication Presentation.

This is for your kind information and records.

Thanking you,

Yours faithfully,

For **Dabur India Limited**


(A.K. Jain)
EVP (Finance) and Company Secretary

Encl: A/a

Building Business Purposefully And Sustainably



FY22 & Q4 FY22 RESULTS PRESENTATION

5TH MAY 2022

AGENDA

1



**FY22
PERFORMANCE
SUMMARY**

2



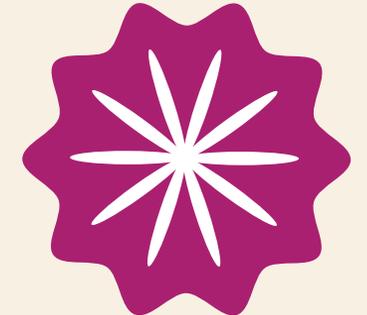
**Q4 FY22
PERFORMANCE
SUMMARY**

3



**Q4 FY22
BUSINESS
HIGHLIGHTS**

4



**DIVIDEND
UPDATE**

AGENDA

1



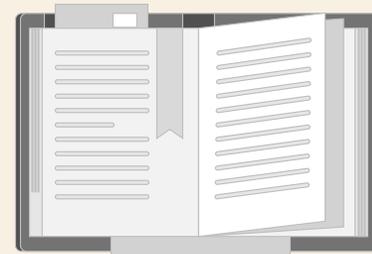
**FY22
PERFORMANCE
SUMMARY**

2



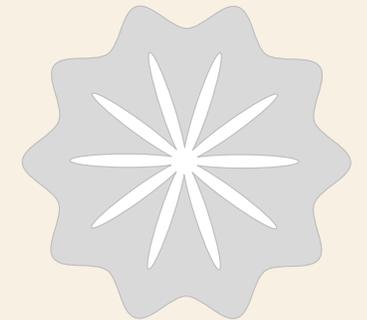
**Q4 FY22
PERFORMANCE
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**Q4 FY22
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4



**DIVIDEND
UPDATE**



Consol Revenue crosses INR 10,000 cr for the first time



Standalone Revenue crosses INR 8,000 cr for the first time



Highest annual revenue growth in last 8 years

13.9%

Consolidated Revenue Growth

13.8%

India Standalone Revenue Growth

15.8%

International Business Growth in Constant Currency

12.5%

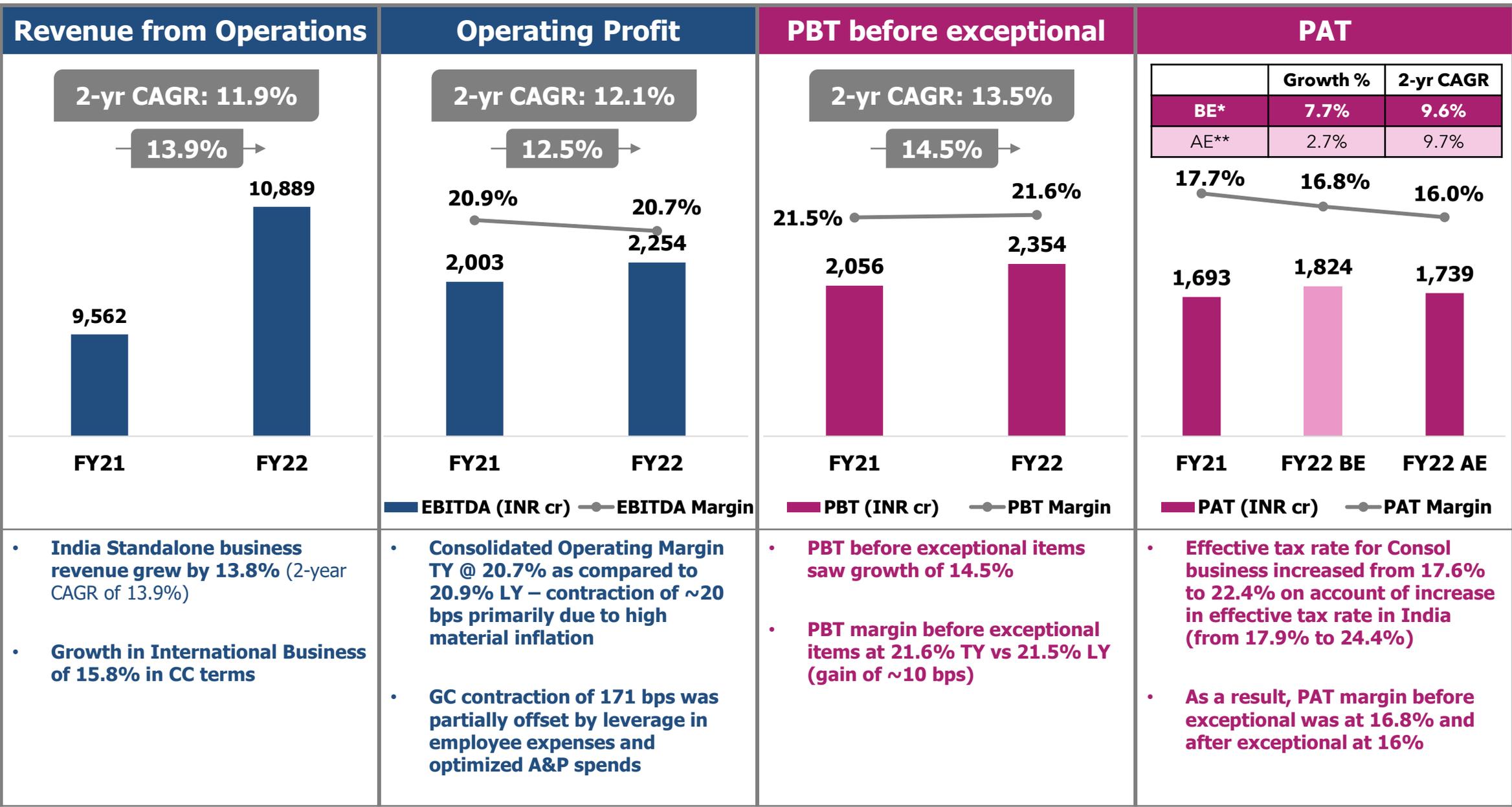
Operating Profit Growth

14.5%

Profit Before Tax and Exceptional Items Growth

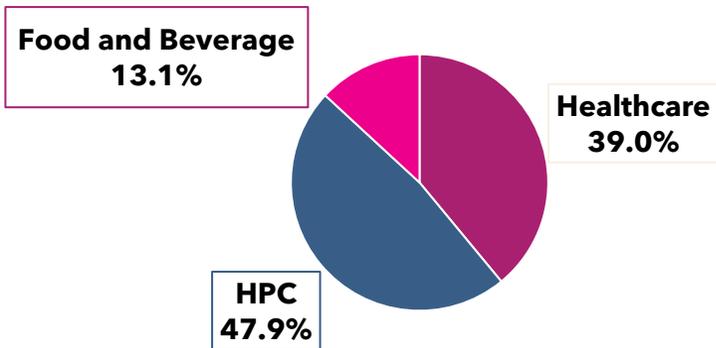
7.7%

PAT before exceptional items Growth

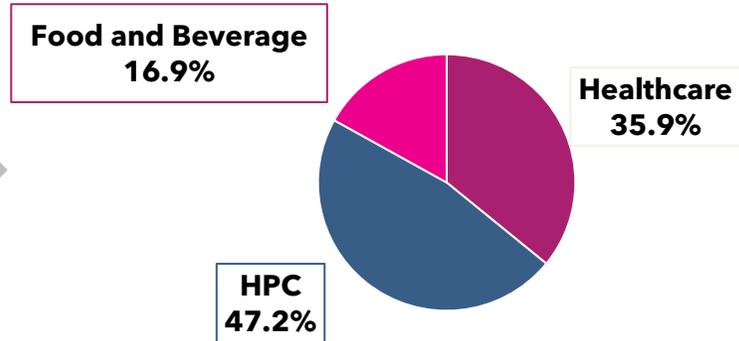


*BE – Before Exceptional Items, **AE – After Exceptional Items
 Exceptional item relates to INR 85 cr of goodwill impairment of wholly-owned subsidiary, M/s Hobi Kozmetik

FY21 Sales Contribution



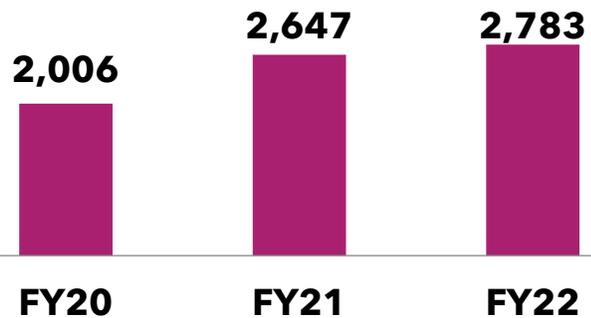
FY22 Sales Contribution



Healthcare

2-yr CAGR: 17.8%

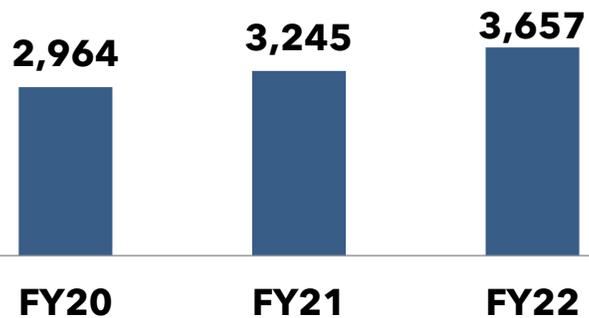
5.2%



Home & Personal Care (HPC)

2-yr CAGR: 11.1%

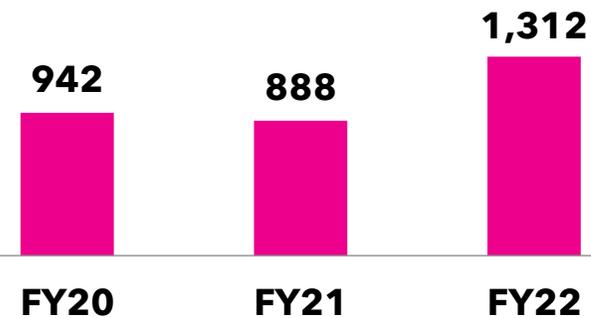
12.7%



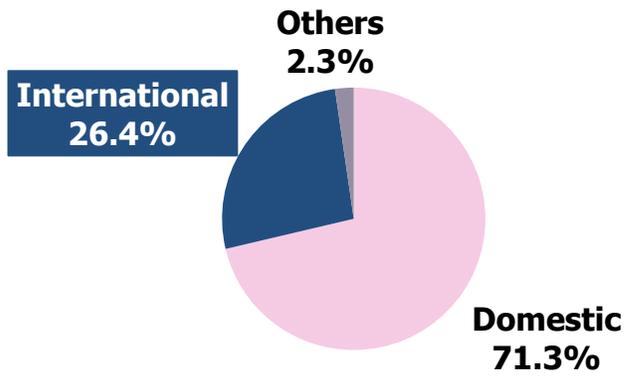
Food & Beverage (F&B)

2-yr CAGR: 18.0%

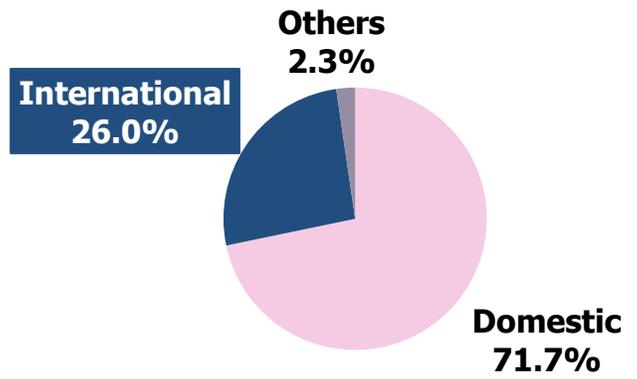
47.7%



FY21 Sales Contribution

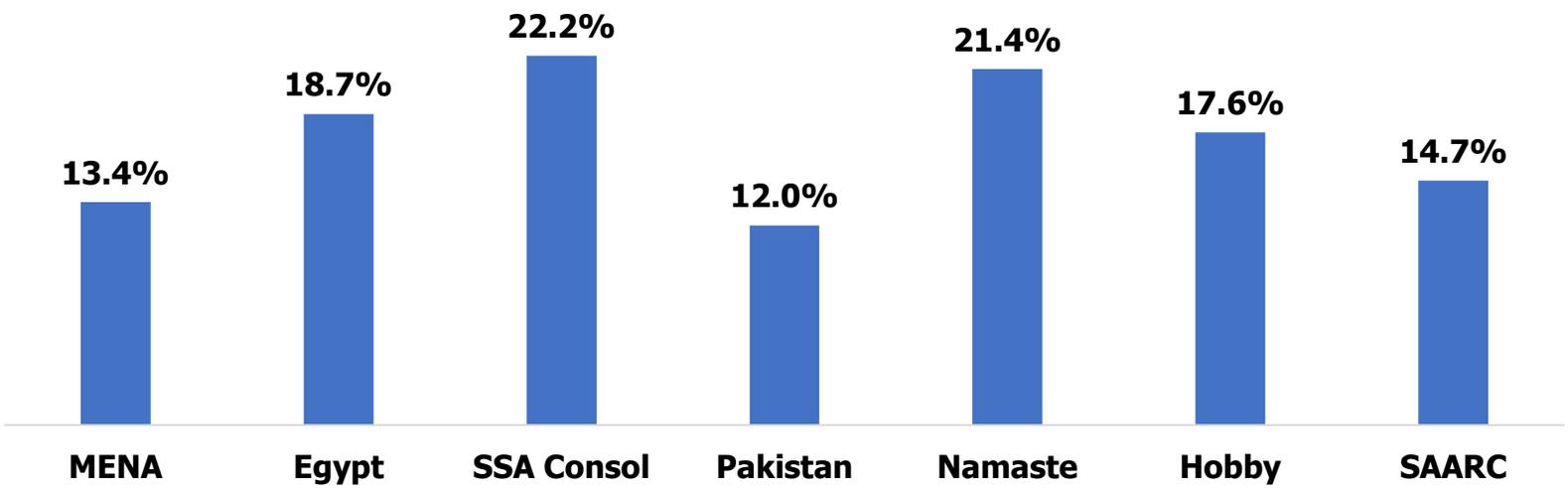


FY22 Sales Contribution



International Business grew by 15.8% in CC terms (11.8% in INR)

FY22 Constant Currency Growth %



AGENDA

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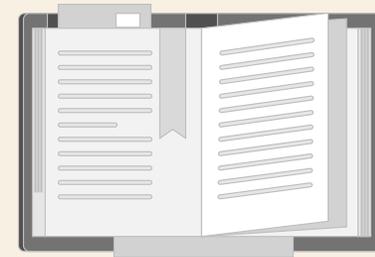
FY22
PERFORMANCE
SUMMARY

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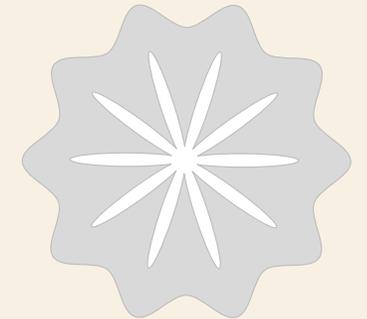
Q4 FY22
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Q4 FY22
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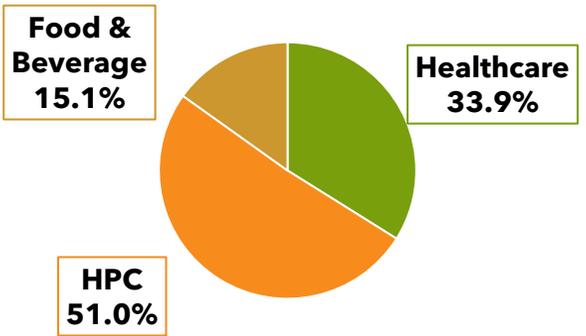


DIVIDEND
UPDATE

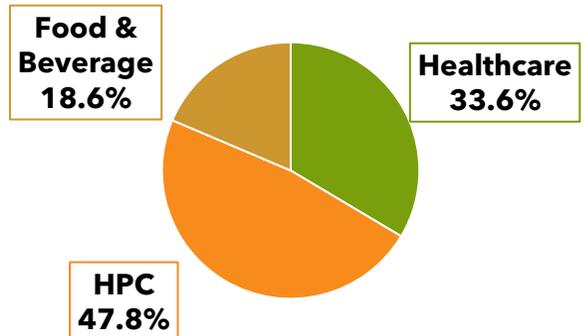
Revenue from Operations	Operating Profit	PBT before exceptional	PAT
<p>2-yr CAGR: 16.2% LY Growth of 25.3%</p> <p style="font-size: 24px; font-weight: bold;">7.7%</p>	<p>2-yr CAGR: 13.5% LY Growth of 25.6%</p> <p style="font-size: 24px; font-weight: bold;">2.5%</p>	<p>2-yr CAGR: 18.1% LY Growth of 32.7%</p> <p style="font-size: 24px; font-weight: bold;">5.1%</p>	<p>2-yr CAGR*: 13.4% LY Growth* of 28%</p> <p style="font-size: 24px; font-weight: bold;">0.4%*</p>
<p>Q4 FY21 Q4 FY22</p>	<p>Q4 FY21 Q4 FY22</p>	<p>Q4 FY21 Q4 FY22</p>	<p>Q4 FY21 Q4 FY22 BE Q4 FY22 AE</p>
<p>■ EBITDA (INR cr) ● EBITDA Margin</p>	<p>■ PBT (INR cr) ● PBT Margin</p>	<p>■ PAT (INR cr) ● PAT Margin</p>	
<ul style="list-style-type: none"> India Standalone business revenue grew by 7.6% (2-year CAGR of 18.4%) Growth in International Business of 10.7% in CC terms 	<ul style="list-style-type: none"> Consolidated Operating Margin TY @ 18.0% as compared to 18.9% LY – contraction of ~90 bps primarily due to high material inflation GC contraction of 130 bps was partially offset by leverage in employee expenses and optimized A&P spends 	<ul style="list-style-type: none"> PBT before exceptional items saw growth of 5.1% PBT margin before exceptional items at 18.9% TY vs 19.3% LY (contraction of ~40 bps) 	<ul style="list-style-type: none"> Exceptional items of INR 85 cr on account of impairment of goodwill of Turkey business on account of steep devaluation of Turkish Lira Effective tax rate for Consol business increased from 16.5% to 20.1 PAT before exceptional remained flat for the quarter

*BE – Before Exceptional Items, **AE – After Exceptional Items
 Exceptional item relates to INR 85 cr of goodwill impairment of wholly-owned subsidiary, M/s Hobi Kozmetic

Q4 FY21 Sales Contribution



Q4 FY22 Sales Contribution



Healthcare

2-yr CAGR: 14.9%

7.4%

440

541

581

Q4 FY20

Q4 FY21

Q4 FY22

Home & Personal Care (HPC)

2-yr CAGR: 16.9%

1.9%

613

813

828

Q4 FY20

Q4 FY21

Q4 FY22

Food & Beverage (F&B)

2-yr CAGR: 30.5%

33.5%

189

241

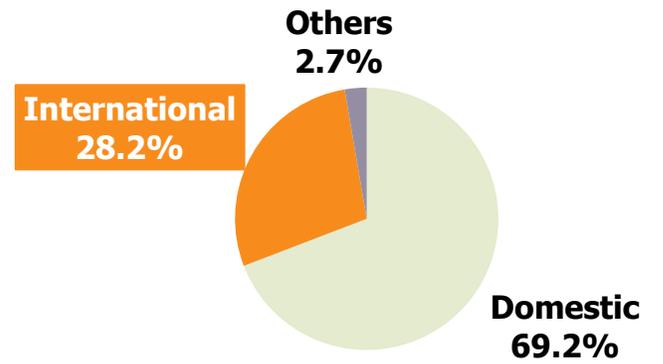
322

Q4 FY20

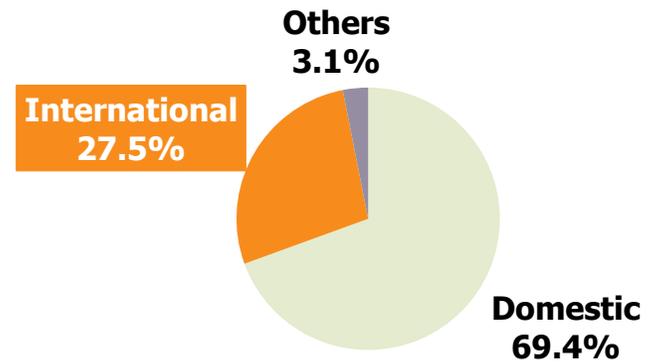
Q4 FY21

Q4 FY22

Q4 FY21 Sales Contribution

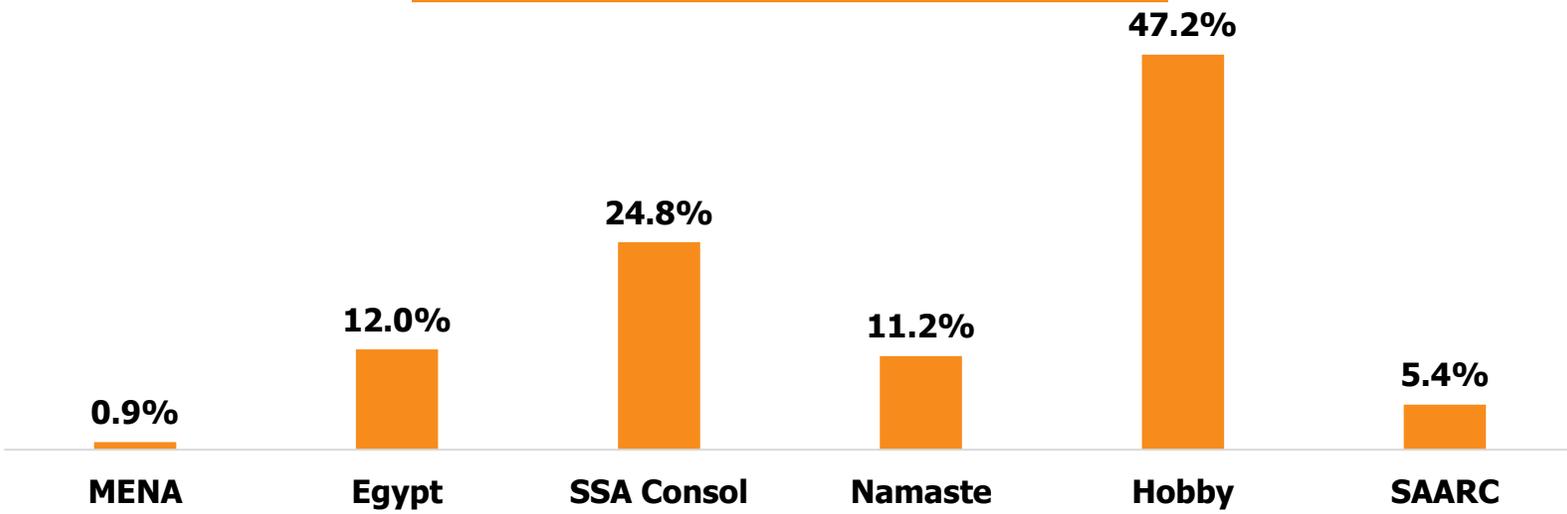


Q4 FY22 Sales Contribution



International Business grew by 10.7% in CC terms (5.5% in INR)

Q4 FY22 Constant Currency Growth %



AGENDA

1



FY22
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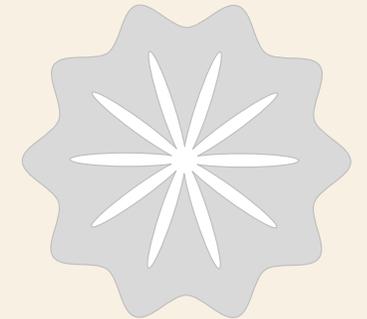
Q4 FY22
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Q4 FY22
BUSINESS
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DIVIDEND
UPDATE

	Health Supplements	Digestives	OTC & Ethicals
Growth %	9.7%	1.2%	7.5%
2-year CAGR	13.6%	10.2%	21.3%
Category Highlights	<ul style="list-style-type: none"> • Health Supplements recorded good growth led by double digit growth in Dabur Honey and Glucose-D • Market share in Chyawanprash category increased by ~250 bps • Market share in Honey category increased by ~300 bps 	<ul style="list-style-type: none"> • The portfolio saw muted growth on account of the localized lockdowns due to Omicron Covid wave • Limcola variant of Hajmola continued to see traction • Hajmola Amla Candy launched in chatpata flavour in the tasty digestives space 	<ul style="list-style-type: none"> • Driven by strong growth in Honitus and Health Juices • Covid contextual and immunity led products saw increased traction during the quarter, albeit not at the levels seen in the base • Sudarshan Ghanvati launched in Ethicals category – used for body ache and indigestion

HAJMOLA[®] Amla Candy



Tear Here to open

Resealable Zip Lock Pack

HAJMOLA[®]

Amla Candy

chatpata

Boosts Immunity
Rich Source
of Vitamin C

Tasty Digestive
with the Goodness of Amla

with the Goodness of Amla
Tasty Digestive

बदन दर्द और अपच से दुगुनी शक्ति की राहत*



सुदर्शन घनवटी

आयुर्वेदीय औषधि
शार्ङ्गधर संहिता, मध्यम खण्ड,
अध्याय 6 (सुदर्शन चूर्ण के आधार पर)



उपयोग: अंगमर्द, श्वास-कास, पांडु-कामला, शूल, स्वेदजनन, आमपाचन, रक्तशोधक ।
मात्रा: एक से दो टिकिया (375-750 mg) सुबह और शाम या चिकित्सक के निर्देशानुसार ।

मुख्य घटक: आंवला, हरीतकी, हरिद्रा, कंटकारी

	Oral Care	Hair Oils	Shampoo	Home Care	Skin & Salon
Growth %	1.1%	2.6%	5.6%	11.0%	(10.6%)
2-year CAGR	19.9%	13.1%	18.7%	17.4%	11.0%
Category Highlights	<ul style="list-style-type: none"> While the toothpaste market recorded a 5% decline, our toothpaste portfolio recorded 2.1% growth driven by good growth in Meswak, Dabur Red and Dabur Herb'l Toothpaste market share improved by ~20 bps 	<ul style="list-style-type: none"> While category is seeing volume declines to the tune of ~7%, our hair oils portfolio recorded 2.6% growth on a high base of 24.6% Both perfumed oils and coco oils portfolios saw increases in MS Market share for hair oils portfolio improved by ~70 bps 	<ul style="list-style-type: none"> Shampoos portfolio continued on strong growth trajectory, growing at 5.6% despite a high base of 33.4% growth Market share in shampoo category increased by ~40 bps 	<ul style="list-style-type: none"> Robust double-digit growth for both Odomos and Sanifresh Odonil saw its MS improve by ~40 bps Odomos' MS increased by ~220 bps 	<ul style="list-style-type: none"> The portfolio was impacted by lower consumption due to Covid related lockdowns in Jan and Feb'22 Oxy reported high single digit growth Market share in the bleach creams segment increased by ~230 bps

	Beverages	Foods
Growth %	35.0%	12.5%
2-year CAGR	31.0%	23.7%
Category Highlights	<ul style="list-style-type: none"> • Beverage business continued to exhibit strong momentum across segments • In-home and out-of-home portfolios registered strong growths • Market share of Real increased by ~610 bps • Drinks and milkshakes added to the total addressable market expansion and are seeing good traction 	<ul style="list-style-type: none"> • Hommade brand continued to perform well driven by innovation and portfolio expansion • For the year, the Foods portfolio crossed INR 100 cr in gross sales levels • The edible oil portfolio was expanded by adding Cold Pressed Groundnut and Virgin coconut oils

Dabur 
**VIRGIN
COCONUT OIL**
SUPERFOOD



100% NATURAL



COLD PRESSED



60% MCT





SUGGESTED USAGE



Dabur

COLD PRESSED GROUNDNUT OIL

A PERFECT BLEND OF



Health

Taste

Aroma



Sip into the
cooling
goodness
of
Dabur

SHARBAT
-E-
AZAM
KHUS
SYRUP

AGENDA

1



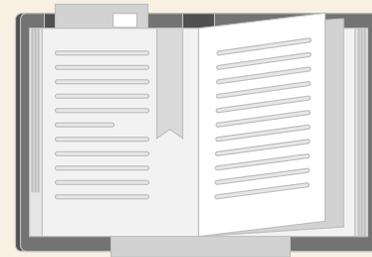
FY22
PERFORMANCE
SUMMARY

2



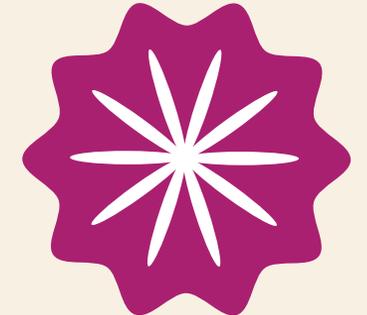
Q4 FY22
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Q4 FY22
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**DIVIDEND
UPDATE**

	Interim Dividend	Final Dividend	Total Dividend
Dividend per share (INR)	2.50	2.70	5.20
Dividend %	250%	270%	520%
Total Dividend (INR cr)	442	477	919
Dividend Payout Ratio*			50.39%

*Calculated on PAT before exceptional item



SUMMARISED FINANCIAL STATEMENTS

Q4 FY22 and FY22

<i>All figures are in INR cr</i>	Q4 FY22	Q4 FY21	Y-o-Y (%)	FY22	FY21	Y-o-Y (%)
Revenue from operations	2,517.8	2,336.8	7.7%	10,888.7	9,561.7	13.9%
Other Income	99.1	85.0	16.7%	393.2	325.3	20.9%
Total Income	2,616.9	2,421.8	8.1%	11,281.8	9,886.9	14.1%
Material Cost	1,323.3	1,197.9	10.5%	5,639.7	4,789.0	17.8%
<i>% of Revenue</i>	52.6%	51.3%		51.8%	50.1%	
Employee expense	279.1	268.4	4.0%	1,079.9	1,033.5	4.5%
<i>% of Revenue</i>	11.1%	11.5%		9.9%	10.8%	
Advertisement and publicity	150.3	154.2	(2.5%)	777.9	784.4	(0.8%)
<i>% of Revenue</i>	6.0%	6.6%		7.1%	8.2%	
Other Expenses	311.6	274.0	13.7%	1,137.3	952.2	19.4%
<i>% of Revenue</i>	12.4%	11.7%		10.4%	10.0%	
Operating Profit	453.6	442.4	2.5%	2,253.8	2,002.6	12.5%
<i>% of Revenue</i>	18.0%	18.9%		20.7%	20.9%	
EBITDA	552.7	527.4	4.8%	2,647.0	2,327.9	13.7%
<i>% of Revenue</i>	22.0%	22.6%		24.3%	24.3%	
Finance Costs	11.8	8.6	36.2%	38.6	30.8	25.3%
Depreciation & Amortization	65.1	66.5	(2.2%)	252.9	240.1	5.3%
Profit before exceptional items, tax and share of profit/(loss) from joint venture	475.9	452.2	5.2%	2,355.5	2,057.0	14.5%
<i>% of Revenue</i>	18.9%	19.4%		21.6%	21.5%	
Share of profit / (loss) of joint venture	(1.2)	(0.6)	102.4%	(1.8)	(1.0)	77.7%
Exceptional item(s)	85.0	0.0	n.m.	85.0	0.0	n.m.
Tax Expenses	95.4	74.3	28.3%	526.4	361.1	45.8%
Net profit after tax and after share of profit/(loss) from joint venture	294.3	377.3	(22.0%)	1,742.3	1,694.9	2.8%
<i>% of Revenue</i>	11.7%	16.1%		16.0%	17.7%	
Non controlling interest	0.1	(0.5)	(122.6%)	3.1	1.7	86.7%
Net profit for the period/year	294.2	377.8	(22.1%)	1,739.2	1,693.3	2.7%
<i>% of Revenue</i>	11.7%	16.2%		16.0%	17.7%	

Exceptional item relates to INR 85 cr of goodwill impairment of wholly-owned subsidiary, M/s Hobi Kozmetik

Profit before tax and exceptional items saw a growth of 5.1% in Q4 FY22 and 14.5% in FY22; Profit after tax and before exceptional items saw a growth of 0.4% in Q4 FY22 and 7.7% in FY22

<i>All figures are in INR cr</i>	Q4 FY22	Q4 FY21	Y-o-Y (%)	FY22	FY21	Y-o-Y (%)
Revenue from operations	1,852.3	1,721.9	7.6%	8,179.5	7,184.7	13.8%
Other Income	92.2	70.5	30.7%	341.6	276.7	23.5%
Total Income	1,944.5	1,792.4	8.5%	8,521.1	7,461.4	14.2%
Material Cost	1,019.3	924.5	10.3%	4,377.2	3,696.8	18.4%
<i>% of Revenue</i>	55.0%	53.7%		53.5%	51.5%	
Employee expense	177.8	166.5	6.8%	678.7	655.8	3.5%
<i>% of Revenue</i>	9.6%	9.7%		8.3%	9.1%	
Advertisement and publicity	109.4	116.9	(6.4%)	621.0	643.5	(3.5%)
<i>% of Revenue</i>	5.9%	6.8%		7.6%	9.0%	
Other Expenses	216.4	181.4	19.3%	768.7	629.4	22.1%
<i>% of Revenue</i>	11.7%	10.5%		9.4%	8.8%	
Operating Profit	329.4	332.7	(1.0%)	1,733.8	1,559.2	11.2%
<i>% of Revenue</i>	17.8%	19.3%	(153.8)	21.2%	21.7%	
EBITDA	421.5	403.2	4.6%	2,075.4	1,835.9	13.0%
<i>% of Revenue</i>	22.8%	23.4%		25.4%	25.6%	
Finance Costs	6.6	3.0	117.9%	18.7	9.1	104.3%
Depreciation & Amortization	41.4	37.4	10.6%	160.4	143.4	11.8%
Profit before exceptional items and tax	373.6	362.8	3.0%	1,896.3	1,683.3	12.7%
<i>% of Revenue</i>	20.2%	21.1%		23.2%	23.4%	
Exceptional item(s)	0.0	0.0	n.m.	0.0	0.0	n.m.
Tax Expenses	81.8	62.5	30.9%	463.4	301.4	53.7%
Net profit for the period/year	291.7	300.3	(2.8%)	1,432.9	1,381.9	3.7%
<i>% of Revenue</i>	15.8%	17.4%		17.5%	19.2%	

Particulars	As at 31/03/2022	As at 31/03/2021
A Assets		
1 Non-current assets		
(a) Property, plant and equipment	1,968	1,812
(b) Capital work-in-progress	167	147
(c) Investment property	49	50
(d) Goodwill	251	336
(e) Other Intangible assets	40	45
(f) Investments in joint venture	9	11
(g) Financial assets		
(i) Investments	5,356	3,402
(ii) Others	23	111
(h) Deferred tax assets	1	18
(i) Non-current tax assets (net)	5	4
(j) Other non-current assets	99	134
Total Non-current assets	7,968	6,071
2 Current assets		
(a) Inventories	1,911	1,734
(b) Financial assets		
(i) Investments	855	746
(ii) Trade receivables	646	562
(iii) Cash and cash equivalents	256	241
(iv) Bank Balances other than (iii) above	314	1,088
(v) Others	36	17
(c) Current tax asset(net)	1	0
(d) Other current assets	297	387
Total current assets	4,317	4,776
Total Assets	12,285	10,847

Particulars	As at 31/03/2022	As at 31/03/2021
B Equity and Liabilities		
1 Equity		
(a) Equity share capital	177	177
(b) Other Equity	8,205	7,487
Equity attributable to shareholders of the Company	8,381	7,664
Non Controlling Interest	41	37
Total equity	8,422	7,700
2 Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	250	1
(ii) Lease liabilities	140	133
(iii) Other financial liabilities	4	1
(b) Provisions	64	63
(c) Deferred tax liabilities (Net)	82	14
Total Non-current liabilities	540	213
3 Current liabilities		
(a) Financial liabilities		
(i) Borrowings	617	349
(ii) Lease liabilities	23	26
(iii) Trade payables	2,018	1,915
(iv) Other financial liabilities	252	213
(b) Other current liabilities	91	158
(c) Provisions	186	188
(d) Current tax Liabilities (Net)	135	85
Total Current liabilities	3,323	2,934
Total Equity and Liabilities	12,285	10,847

Particulars	As at 31/03/2022	As at 31/03/2021
A Assets		
1 Non-current assets		
(a) Property, plant and equipment	1,329	1,131
(b) Capital work-in-progress	128	107
(c) Investment property	46	47
(d) Other Intangible assets	23	26
(e) Financial assets		
(i) Investments in subsidiaries and joint venture	99	99
(ii) Investments	4,229	3,024
(iii) Others	19	105
(f) Deferred tax assets	0	17
(g) Non-current tax assets (net)	4	4
(h) Other non-current assets	80	113
Total Non-current assets	5,958	4,674
2 Current assets		
(a) Inventories	1,238	1,114
(b) Financial assets		
(i) Investments	679	451
(ii) Trade receivables	455	281
(iii) Cash and cash equivalents	10	11
(iv) Bank Balances other than (iii) above	126	823
(v) Others	10	10
(c) Other current assets	116	139
Total current assets	2,634	2,830
Total Assets	8,592	7,504

Particulars	As at 31/03/2022	As at 31/03/2021
B Equity and Liabilities		
1 Equity		
(a) Equity share capital	177	177
(b) Other Equity	5,687	5,214
Total equity	5,864	5,391
2 Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	249	
(ii) Lease liabilities	40	20
(iii) Other financial liabilities	4	1
(b) Provisions	57	56
(c) Deferred tax liabilities (Net)	70	0
Total Non-current liabilities	420	76
3 Current liabilities		
(a) Financial liabilities		
(i) Borrowings	262	144
(ii) Lease liabilities	9	8
(iii) Trade payables	1,581	1,481
(iv) Other financial liabilities	193	165
(b) Other current liabilities	70	77
(c) Provisions	122	134
(d) Current tax Liabilities (Net)	71	27
Total Current liabilities	2,308	2,036
Total Equity and Liabilities	8,592	7,504

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