



Press Release

For Immediate Publication

Dabur India Q3 Net Profit Up 12% To Rs 154.05 Crore

- Consolidated turnover for the quarter rises 16.7% To Rs 1087.80 Cr
- Q3 EBIDTA marks 19.8% growth

New Delhi, January 31st, 2011: The Board of Directors of Dabur India Ltd (DIL) met here today to consider the unaudited financial results of the company for the quarter and Nine-month period ended December 31, 2010.

Strong volume-driven growth in key categories like Health Supplements, Foods, Toothpaste, Home Care & digestives coupled with stringent cost-saving initiatives helped Dabur India Ltd mitigate the impact of rising input costs to end the third quarter of 2010-11 financial year with a near **12% surge in consolidated Net Profit to Rs 154.05 Crore**. Net Profit for the same quarter of the previous fiscal stood at Rs 137.76 Crore. **The company's consolidated Gross Sales for the third quarter this year marked a 16.7% growth to Rs 1087.80 Crore** as against Rs 932.27 Crore a year ago.

Net Profit for the nine-month period ending December 31, 2010 reported a 15% growth to Rs 421.88 Crore, while Gross sales for the same period was up 16.9% at Rs 2992.64 Crore.

"Despite the Inflationary pressures, we have managed our business dynamically through a combination of judicious price increases and greater focus on cost efficiency. As a result, our EBIDTA rose by 19.8% during the quarter. Going forward too, we will continue to focus on delivering profitable growth," **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

The Foods category for Dabur reported a near 42% growth during the third quarter, while Dabur's Home Care category -- riding on sustained demand for Odonil air fresheners and SaniFresh -- continued its impressive run to end the period with a 24.2% gain. Dabur also continued to be among the fastest growing toothpaste company in India with the category reporting a robust 15.2% growth. The Health Supplements category ended the quarter with a 12.7% growth. **Dabur Chyawanprash, riding on a high-decibel consumer contact programme and introduction of new fruit flavoured variants, saw its market share jump to 70% at the end of the third quarter.** The quarter also marked Dabur's entry into the Vitamins, Minerals & Supplements category with the launch of Dabur NUTRiGO – Daily Health Supplement for Men and Women. Dabur's Hair Oils business rose 12.4%, while the Digestives category grew 11.3%.

Dabur's International Business continues to be a key growth driver, recording a robust 32.8% growth (including Hobi Kozmetik of Turkey) during the third quarter of the current fiscal, led by robust performance in GCC, Egypt, Nigeria, Levant and North African markets. "In constant currency terms, sales in North Africa reported a 50% growth, while Egypt witnessed a 41% growth during the quarter. Sales in Nigeria and Levant too performed well with sales surging by 34% during the quarter. Shampoos, Hair Creams and Toothpastes were the key growth drivers in the international markets. We continue to explore opportunities to strengthen our presence and competitive position in the international markets too," **Dabur India Ltd Group Director Mr. P D Narang** said.

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