



Press Release

For Immediate Publication

Dabur India Q3 Net Profit surges 22.1% to Rs 211.11 Crore

- Q3 EBITDA rises 19.7%

New Delhi, January 29th, 2013: 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, 2012.

Despite a challenging macro-economic environment, Dabur India Ltd reported strong volume-driven growth across all its key categories like Hair Oils, Shampoo, Foods, Skin Care & Home Care to end the third quarter of 2012-13 financial year with a **12.3% growth in consolidated Net Sales to Rs 1,630.72 Crore**. Consolidated Net sales stood at Rs 1,452.68 Crore in the same quarter last year. **The Company ended the third quarter of the current fiscal with a 22.1% rise in consolidated Net Profit to Rs 211.11 Crore**, up from Rs 172.82 Crore a year earlier.

“We have delivered another quarter of strong volume-led growth with an improvement in margins. Dabur has been reporting strong and consistent performance despite Inflation playing truant and competitive pressures intensifying in some key categories. Dabur mitigated the impact of high input costs with calibrated price increases and stringent cost management initiatives. This helped **Dabur record a 19.7% growth in EBITDA** during the first quarter,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

“Demand from the hinterland has been growing at a much faster pace and has more than made up for the slight moderation in demand from its urban counterparts. Dabur has made higher investment behind its brands during this quarter, which will reap dividend and help us drive demand for our products in months to come. Going forward, our focus will be on pursuing an aggressive and profitable growth strategy,” Mr. Duggal added.

Category Growths

The Shampoo business for Dabur ended the third quarter of 2012-13 fiscal with a strong 29.6% growth, while the Perfumed Hair Oils business reported a near 15% growth. Dabur's Home Care category – riding on sustained demand for Odomos mosquito repellent products – ended the period with a 30.5% gain. Dabur's Foods business reported a robust over 22% growth. The Skin Care category reported a 15.7% growth during the quarter while the Oral Care business reported a 13.6% growth. The Health Supplements category ended with a 12% growth.

The quarter saw Dabur introduce a host of new products and variants, including the new Gulabari Saffron & Turmeric Cold Cream & Lotion, Odonil Air Freshener Gels, Réal Activ Fiber+ Banana Strawberry and Réal Activ Fiber+ Green Apple Punch. The quarter also saw Dabur relaunch the health rejuvenator and energizer brand, Thirty Plus, in a powerful '*youngeen*' avatar as also with a brand new formulation.

Dabur's International Business continues to report good growth, led by strong performance in GCC, Egypt and Levant markets. "The Levant business, which comprises Jordan, Lebanon & other neighbouring markets, reported a 36% growth, while sales in GCC markets grew by 22%. Egypt too reported a 15% growth. Going forward, we will continue to pursue an aggressive growth strategy," **Dabur India Ltd Group Director Mr. P D Narang** said.

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