



Press Release

For Immediate Publication

Dabur Q4 2011-12 Revenue Up 23% To Rs 1,363.58 Crore

- Consolidated Net Profit for the quarter rises 16% To Rs 170.52 Crore
- Dabur crosses Billion Dollar Turnover Mark in 2011-12

New Delhi, April 30th, 2012: The Board of Directors of Dabur India Ltd (DIL) met here today to consider the audited financial results of the company for the quarter and full year ended March 31, 2011.

Riding on strong growth across its key categories like Hair Oils, Health Supplements, Foods & Home Care, Dabur India Ltd ended the fourth quarter of 2011-12 financial year with a **23% surge in consolidated Net Sales to Rs 1,363.58 Crore**. Consolidated Net sales stood at Rs 1,108.22 Crore in the same quarter last year. The Company braved the macro headwinds like rising input costs and business disruptions in certain geographies to deliver another quarter of strong growth in profits. **Dabur India Ltd's Net Profit for the fourth quarter marked a 16% growth to Rs 170.52 Crore**, as against Rs 147.01 Crore a year earlier.

Billion Dollar Enterprise

Dabur India Ltd surpassed the Billion-Dollar Turnover mark during the 2011-12 fiscal to end the year with Net Sales of Rs 5,283.17 Crore, up 29.5% from Rs 4,077.43 Crore a year earlier. Net Profit for the 2011-12 fiscal marked a 13.4% growth to Rs 644.89 Crore, up from Rs 568.58 Crore a year earlier. The 2011-12 fiscal also saw Dabur's Foods Division cross the Rs 500 Crore turnover mark.

"The strong performance has been delivered in a year that saw the external environment become more challenging with every passing quarter. We have managed our business dynamically through a combination of judicious price increases and greater focus on cost efficiencies to deliver profitable and sustainable growth. Our performance during the year has been satisfying with significant growth across all our key brands. Dabur has also laid the foundation for strong and profitable growth in the future with an array of new product initiatives that have met with good success and would further blossom over the next couple of years," **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal** said.

Category Growths

The Hair Oils business for Dabur – led by strong growth in both Amla & Vatika brands and the introduction of Dabur Almond Hair Oil – ended the fourth quarter with a 20.2% growth, while the Digestives business reported a 19.4% growth. Dabur's Skin Care business ended the period with an 17.6% gain. The Foods business – riding on continued demand for its packaged juices – ended the fourth quarter with a 30.4% growth. The Shampoo category reported a strong resurgence and closed the quarter with a 16.8% growth while the Health Supplements category ended the quarter with a near 11% growth.

The quarter saw Dabur expand its presence in the professional grooming space with the launch of India's first body bleach under the Fem brand. The company is also expanding its presence in the fruit beverage market with the introduction of two new juice variants – Réal Plum and Réal Activ 100% Grape juice, besides a foray into the fruit-based fizzy drinks category under the brand Burrst Fizz.

Dabur's International Business continues to be a key growth driver, recording a robust 45.8% growth during the fourth quarter of the current fiscal, led by strong performance in GCC, Egypt and Nigeria. "The International Business grew by 27.2% during the 2011-12 fiscal with the Nigeria business reporting a 34% growth, while sales in Egypt grew by 29% and GCC markets by 28%. Shampoos, Hair Creams and Toothpastes were the key growth drivers in the international markets," **Dabur India Ltd Group Director Mr. P D Narang** said.

Dividend

The Board of Directors today recommended a final Dividend of 75%, which brings the total Dividend for the year to 130%. "Continuing with our payout policy, the Board has proposed a final dividend of Re. 0.75 per share, aggregating to Rs. 151.86 Crore," **Dabur India Ltd Chairman Dr. Anand Burman** said.

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