



Dabur Q4 Consolidated Net Profit Surges 16.6% at Rs 331.9 Cr

- **Consolidated Q4 Revenue Up 10.9%**
- **Consolidated Q4 EBITDA grows 20.8%**

New Delhi, April 28th, 2016: The Board of Directors of Dabur India Ltd (DIL) met today to consider the audited financial results of the company for the quarter and full year ended March 31, 2016.

While the overall macro environment continues to remain challenging and consumer demand soft, Dabur India Ltd reported good growth across its key categories like Oral Care, Home Care, Foods and Hair Oils during the fourth quarter of 2015-16 financial year. Dabur India Ltd's Consolidated Net Sales for the fourth quarter of 2015-16 marked a 10.9% growth **to Rs 2,157.3 Crore, up from Rs 1,944.8 Crore a year earlier. Dabur India Ltd's Consolidated Net Profit for the fourth quarter of 2015-16 marked a 16.6% surge to Rs 331.9 Crore.** Consolidated Net Profit stood at Rs 284.8 Crore in the same quarter last year.

"We had to deal with a tough economic environment characterized by extreme volatility in currency, as well as geopolitical disturbances in key geographies. We have taken steps to efficiently manage the emerging risks and challenges. Our robust business model and our ability to efficiently manage the external challenges have helped us report a strong and consistent performance even in the face of intensifying competitive pressures. Our performance indicators reflect the success of our strategy. **Our domestic FMCG business grew at 8.5% during Q4 of 2015-16, led by 7% volume growth. Our Consolidated EBITDA marked a near 21% growth during the quarter,**" Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.

"Going forward, we are well equipped to take on the emerging challenges and maintain the profitable growth record. We have strengthened our presence across key categories and have grown profitably by entering into newer categories, markets and sales channels. **The company will also leverage its strong herbal heritage and product portfolio to take advantage of the growing consumer preference for Natural and Ayurvedic products.** With these initiatives, we have set the course for further growth and will continue to win and gain share across our businesses," Mr. Duggal added.

Full-Year Results

Dabur India Ltd ended the 2015-16 fiscal with an 8.1% growth in Net Sales at Rs 8,436 Crore, up from Rs 7,806.4 Crore a year earlier. Net Profit for the 2015-16 fiscal stood at Rs 1,252.7 Crore, up 17.5% from Rs 1,065.8 Crore a year earlier.

Category Growths

The Home Care business ended the fourth quarter of 2015-16 with an over 19% growth. The Oral Care category for Dabur – riding on strong demand for both Toothpastes and Toothpowders – posted an over 18% growth during the quarter. With the Indo-Nepal border blockage lifting and supplies resuming for packaged fruit juices, Dabur's Foods business was back on the growth track and ended the quarter with a near 12% growth. The OTC category reported growth of around 9%, while the Hair Oil business, led by strong demand for Dabur Amla Hair Oil, reported an over 8% growth. The Digestives business grew by over 6% during the quarter.

The International Business reported an around 16% growth, led by Egypt, Nepal, Dubai, Bangladesh and the Namaste business in The US.

Dividend

The Board of Directors today recommended a final Dividend of 100%, which brings the total Dividend for the year to 225%. "Continuing with our payout policy, the Board has proposed a final dividend of Re. 1 per share, aggregating to Rs. 211.73 Crore, including Dividend Tax," **Dabur India Ltd Chairman Dr. Anand C Burman said.**

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