



Dabur India Ltd

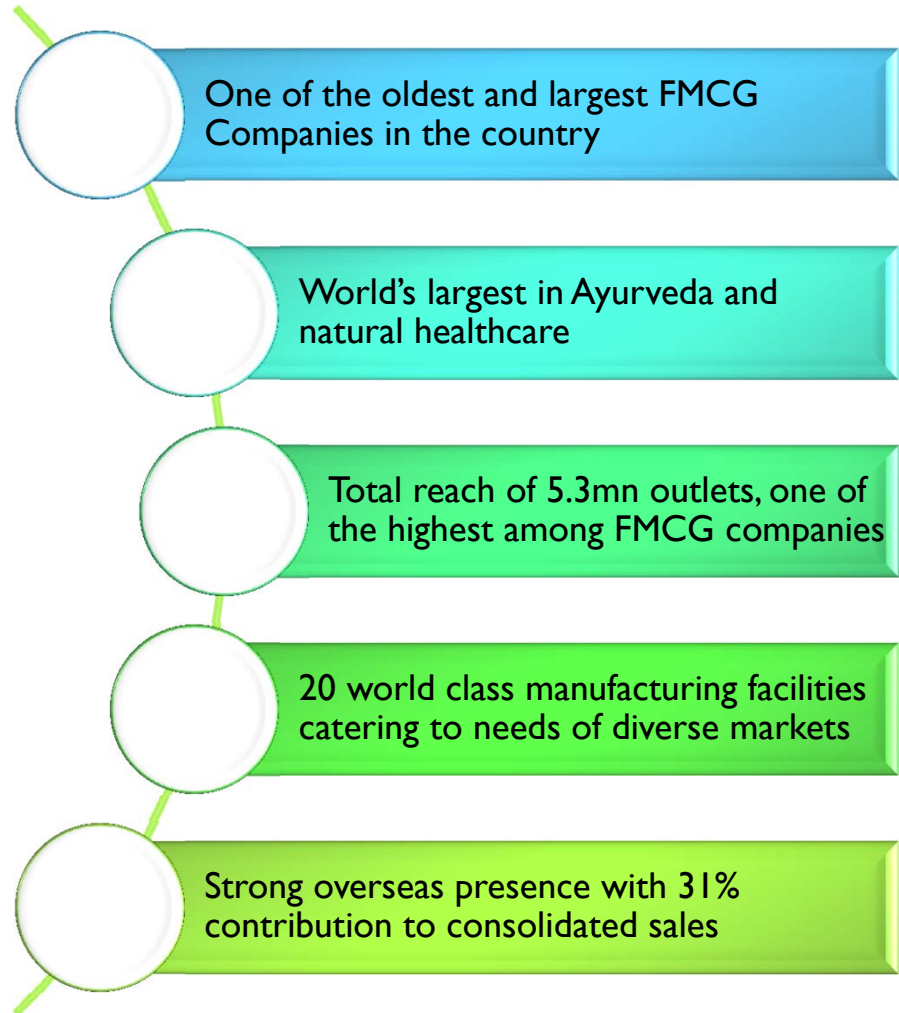
Investor Presentation
June 2016



Dabur Overview

Company Vision

**“DEDICATED
TO THE HEALTH
AND WELL
BEING
OF EVERY
HOUSEHOLD”**

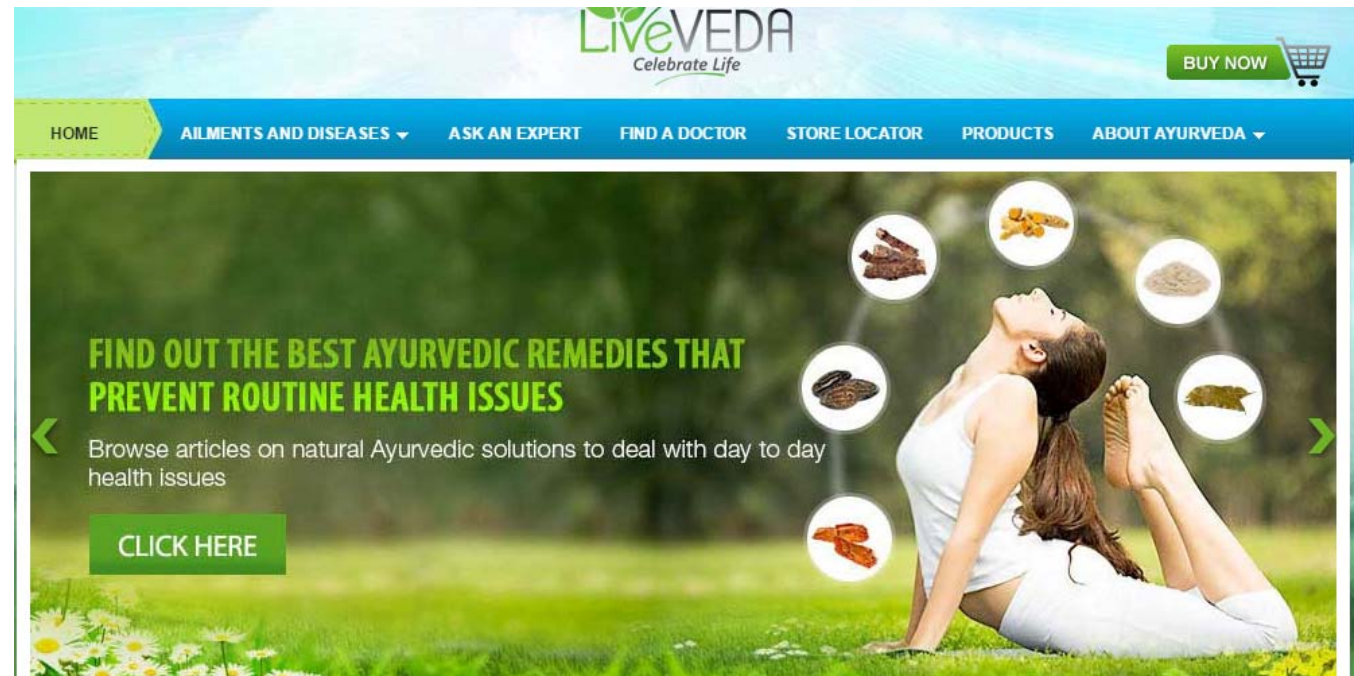


Ayurveda: Dabur's Core Philosophy

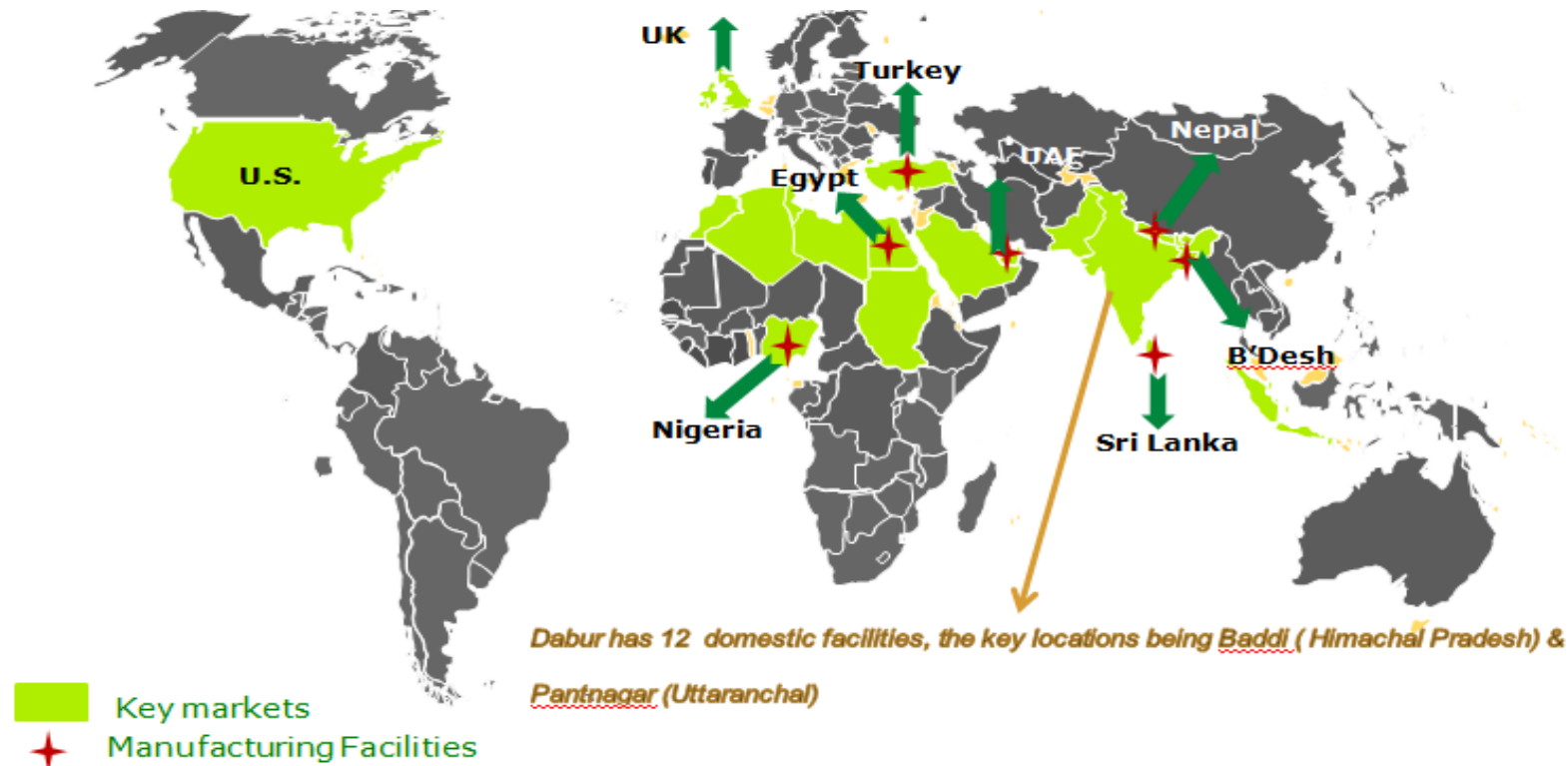


LIVEVEDA
PORTAL

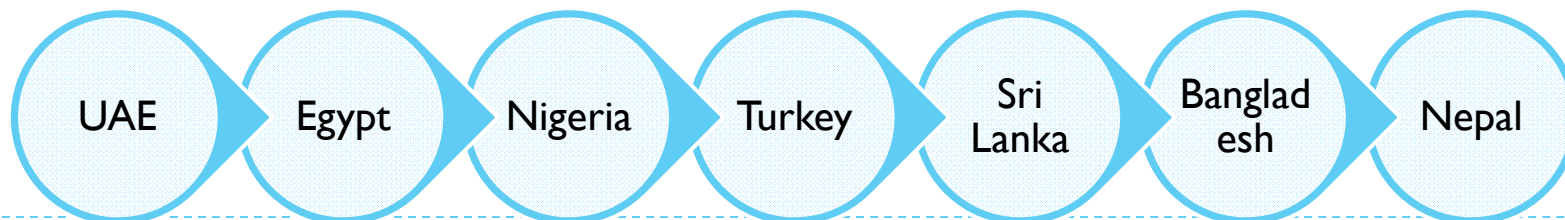
Ayurveda- A
Click Away !!!!



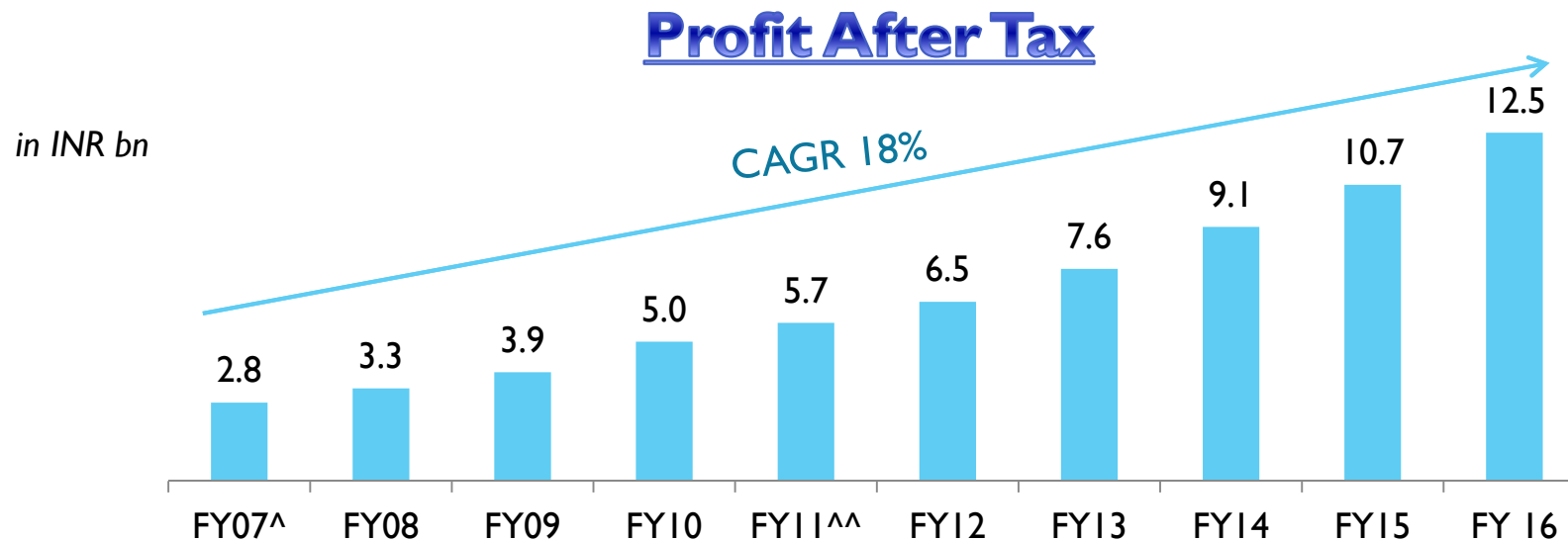
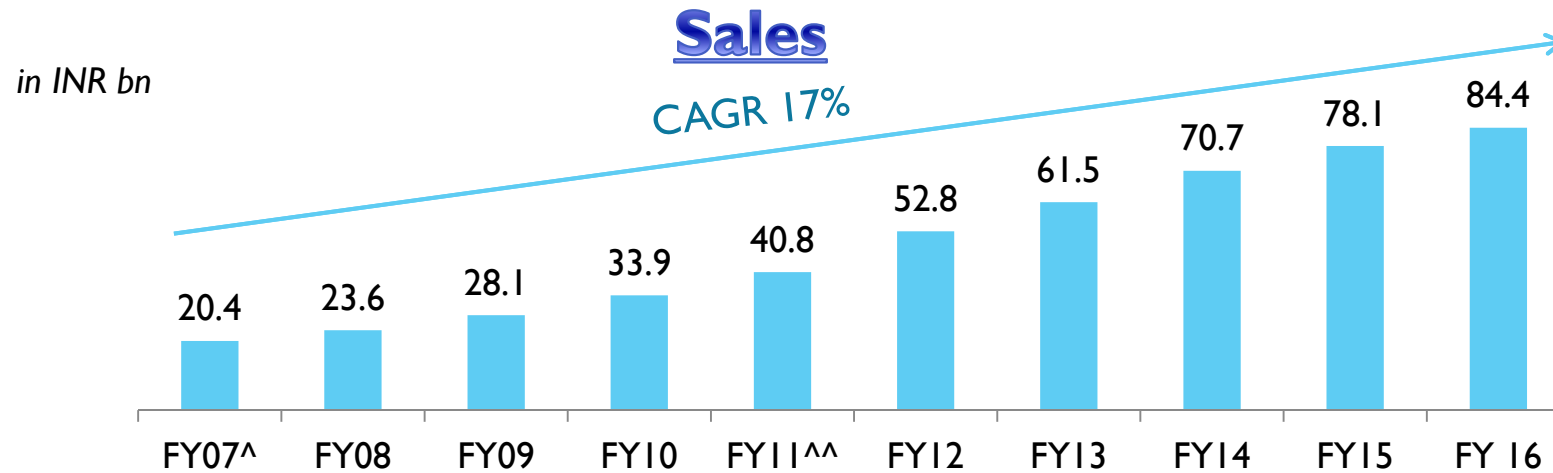
Global Business Footprint



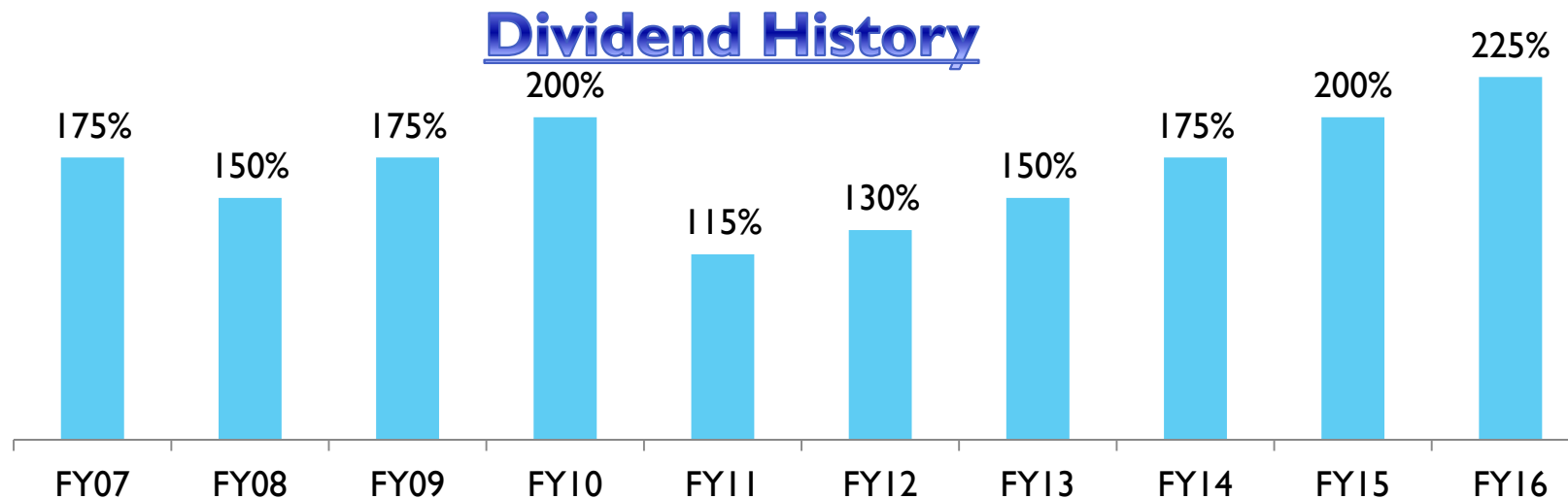
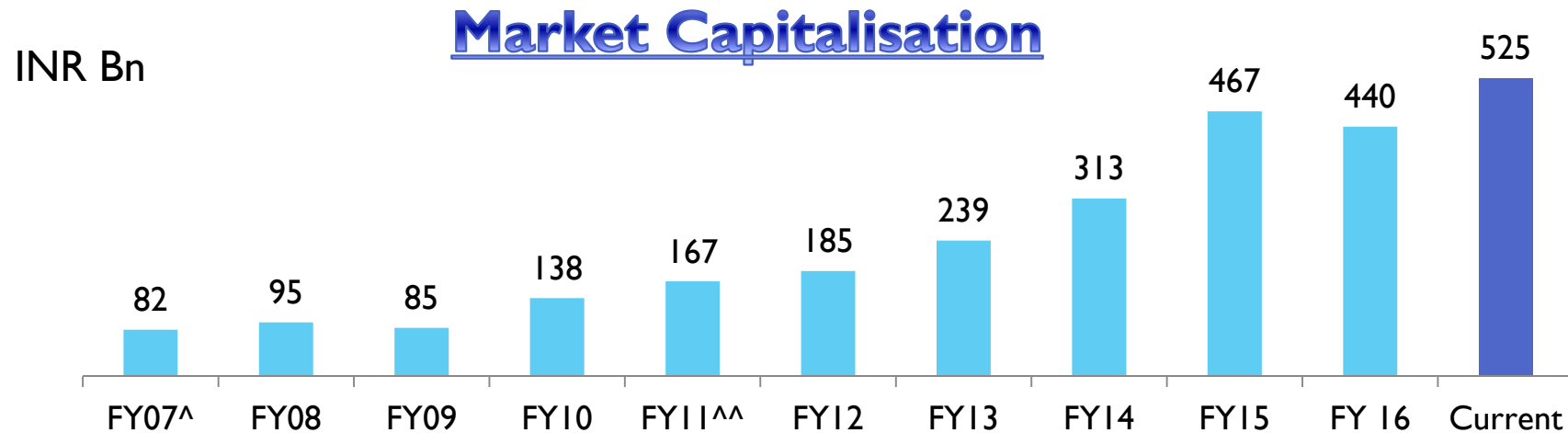
International Manufacturing Locations



Robust Growth Trajectory..

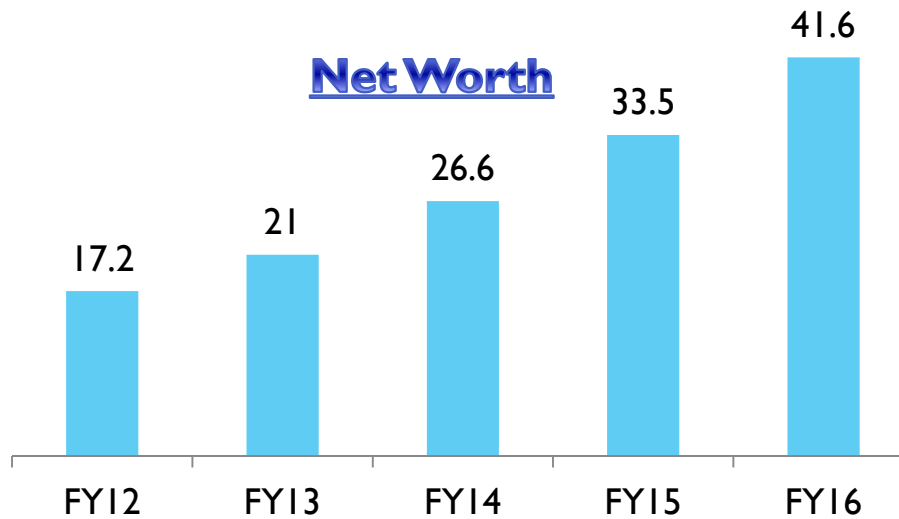


Superior Shareholder Returns

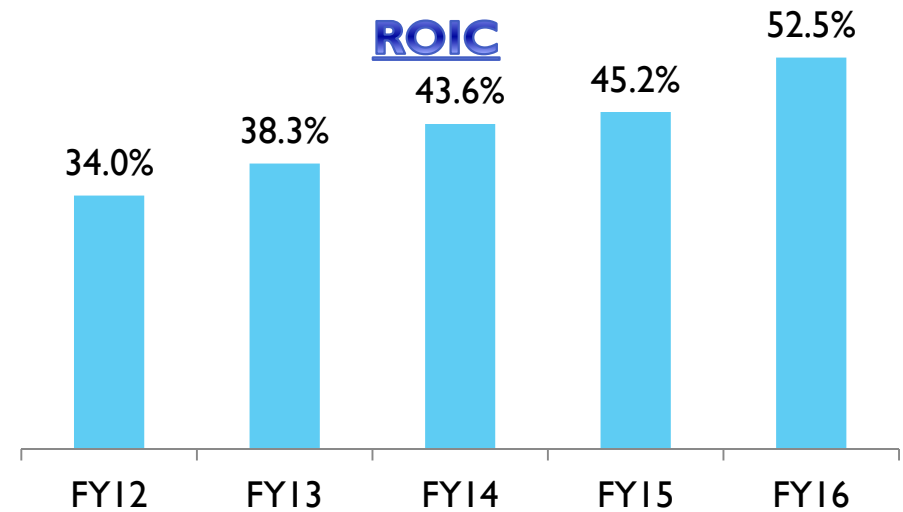


Strong Financial Profile

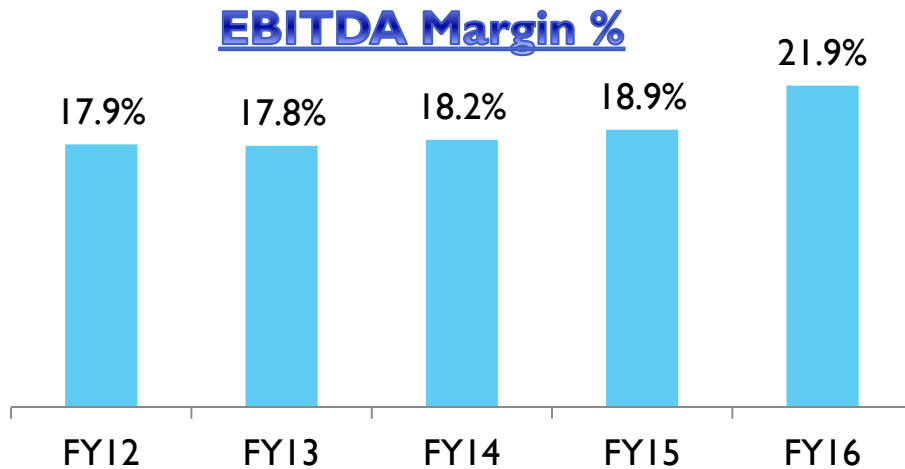
Net Worth



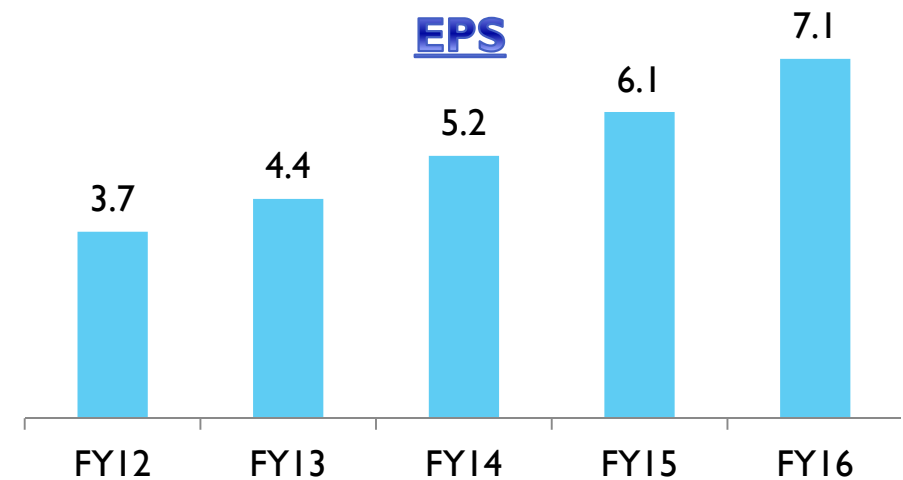
ROIC



EBITDA Margin %



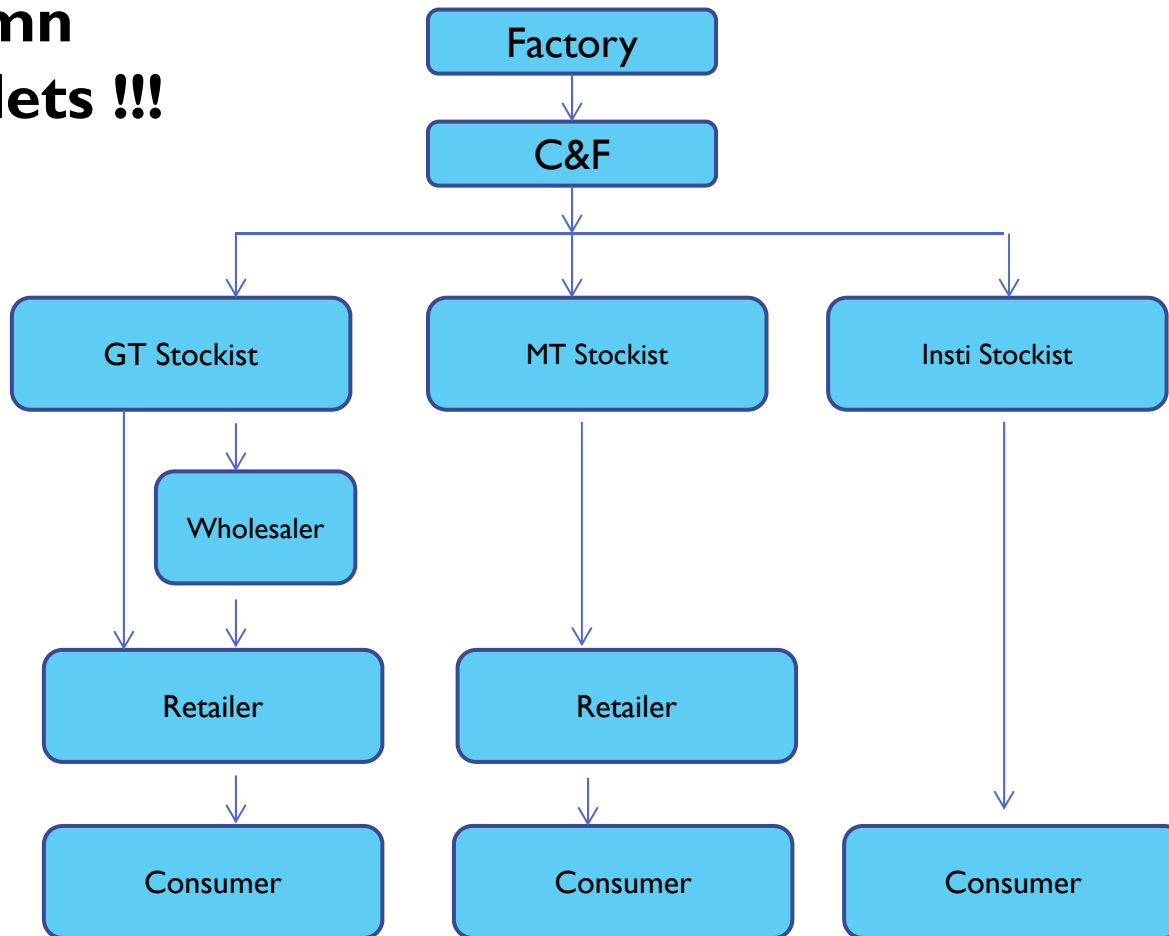
EPS



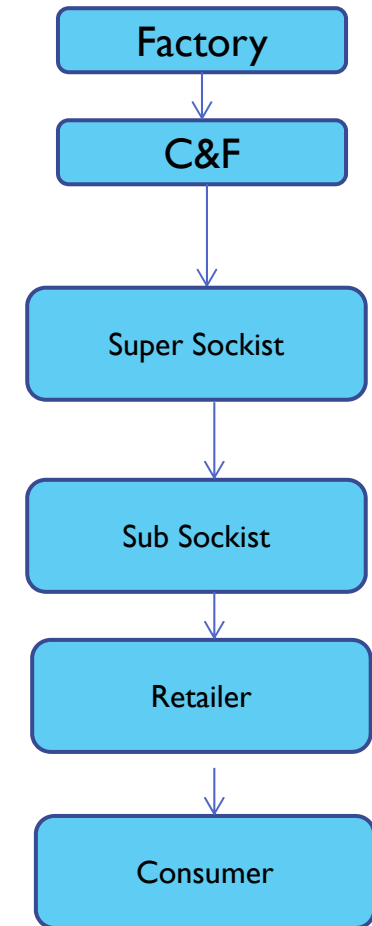
Distribution Framework

**We reach to
5.3mn
outlets !!!**

Urban



Rural



Distribution Expansion

Project Double

- Rolled out in FY13 to expand direct coverage in rural markets
- Direct Village coverage has increased from 14000 villages in FY11 to 44,000 villages in FY15
- Focus on increasing efficiency and productivity of the channel

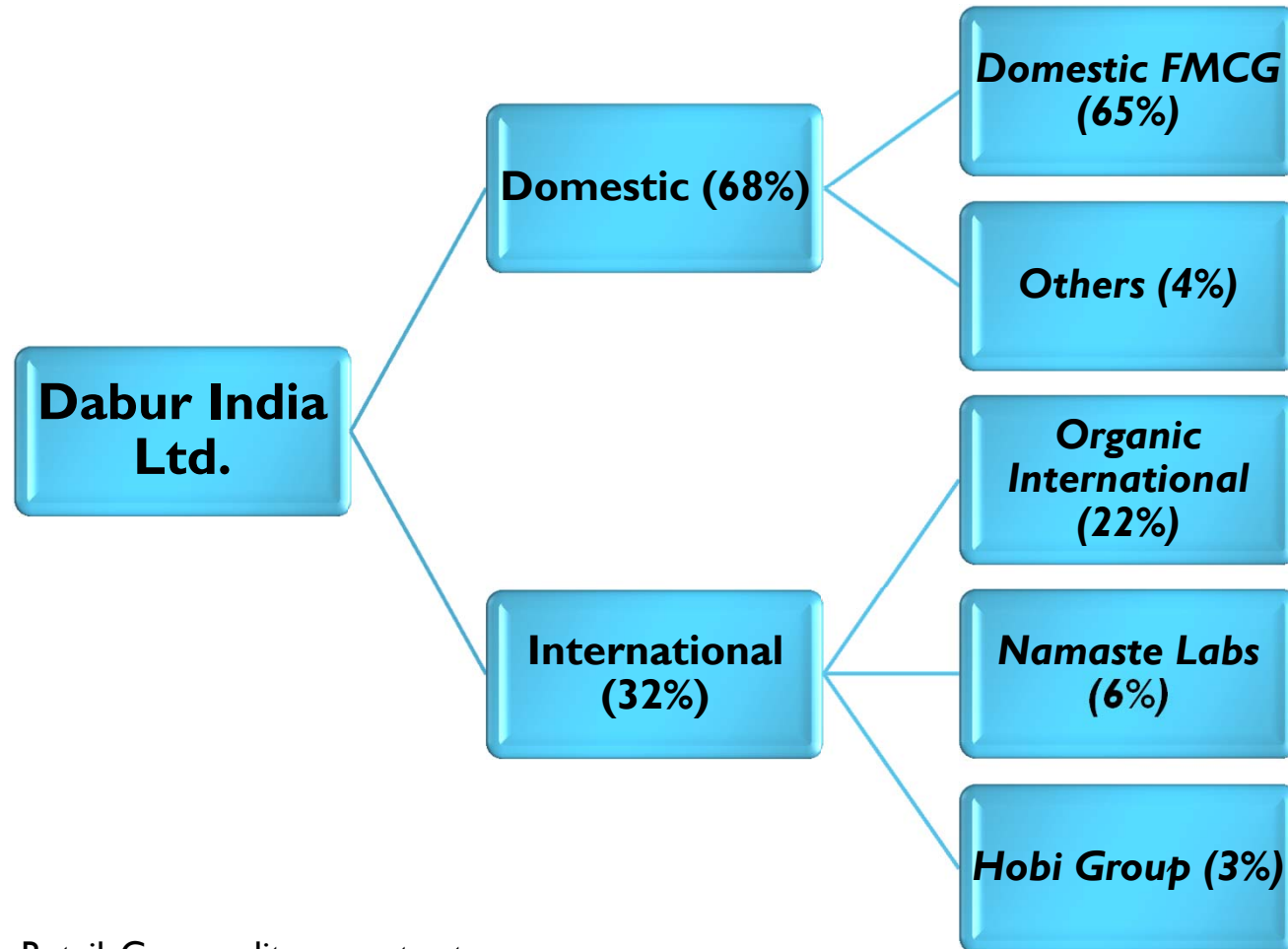
Project 50-50

- Aimed at leveraging the potential of Top 130 towns which contribute to 50% of urban consumption
- Segregating the grocery channel teams for wholesale & retail
- Initiative is in line with renewed focus on urban markets

Project CORE

- To enhance chemist coverage and provide further impetus to our Health Care portfolio
- Direct Chemist Coverage is currently 213,000
- Strategy is to increase coverage and range for better throughput

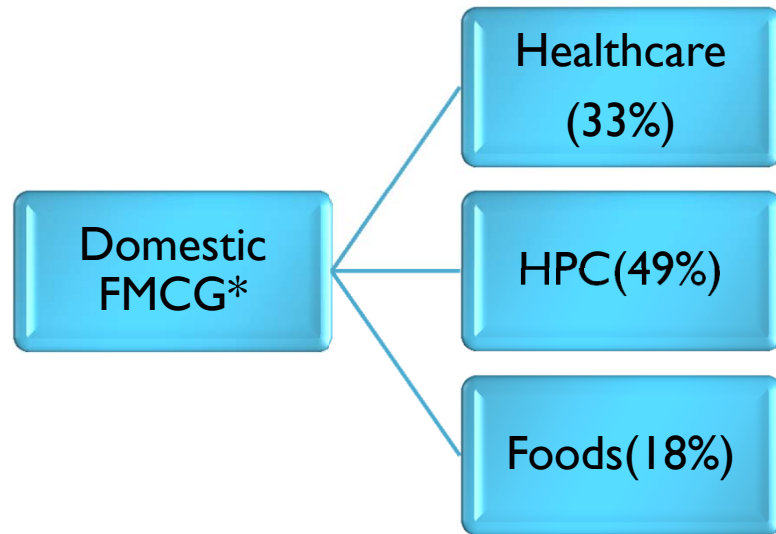
Business Structure



* Others include Retail, Commodity exports etc

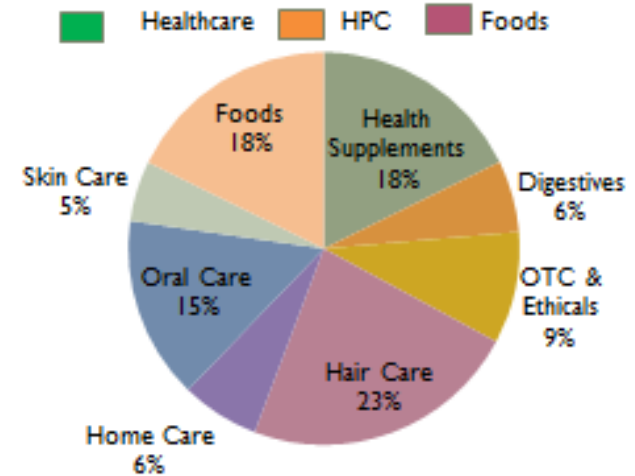
Note: % figure in brackets indicate % share in Consolidated Sales for FY16

Sales By Business Vertical

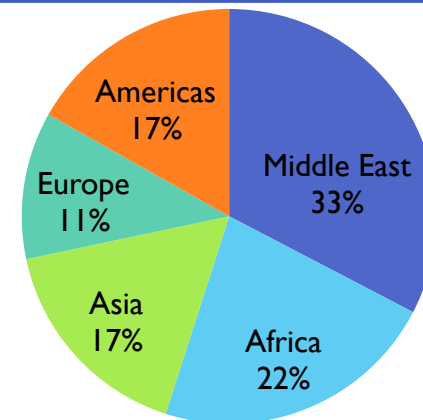


* Breakdown of Domestic FMCG business basis FY16 Sales

Domestic FMCG Business FY16

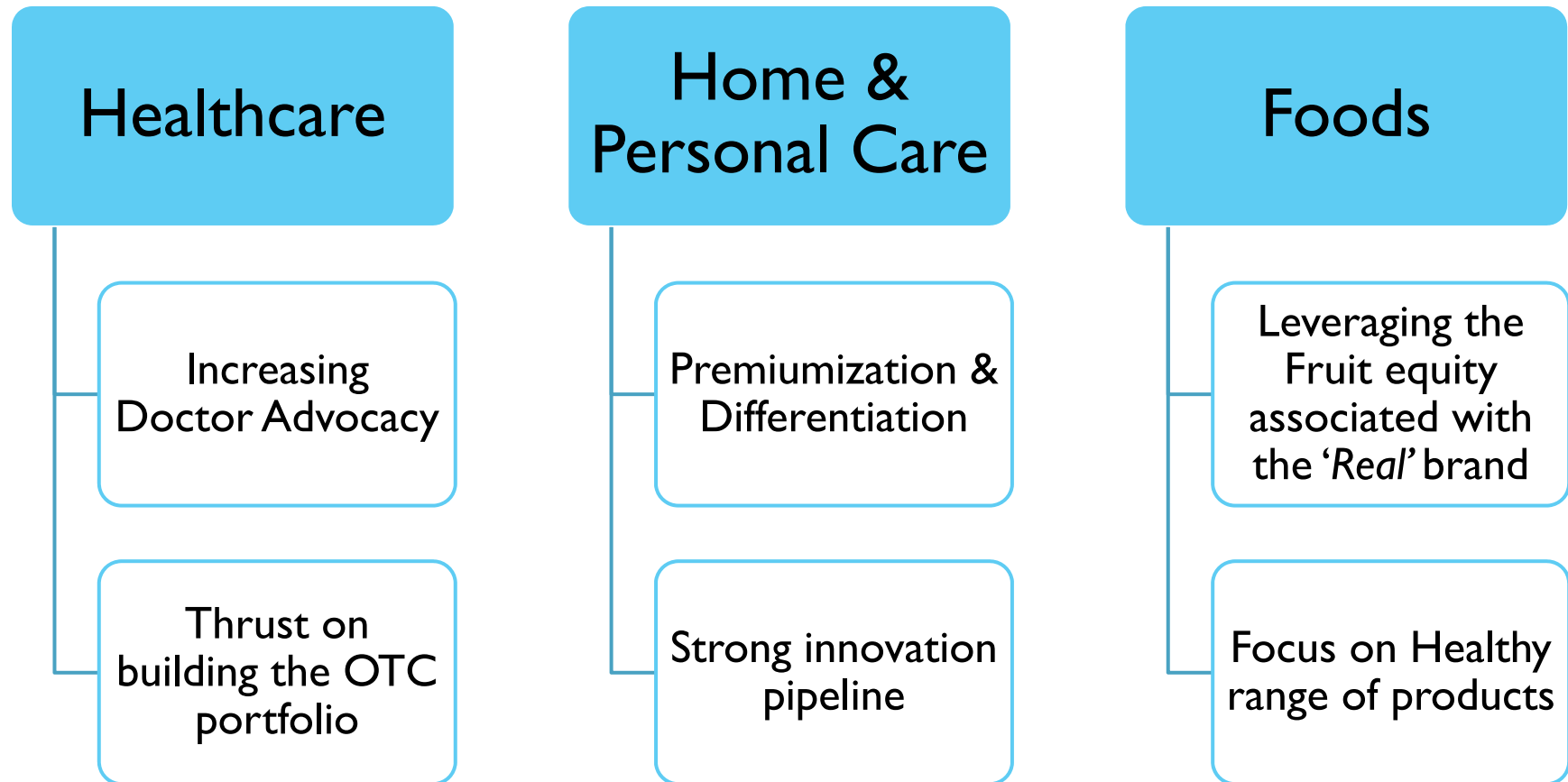


International Sales FY16



INDIA BUSINESS

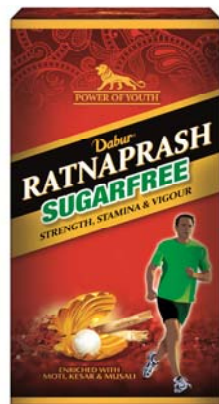
Business Strategy



Focus on Health and Well-Being

The theme of **Health and Well-Being** cuts across the product portfolio

Doctor Advocacy platform being built- Both Ayurvedic and Allopathic doctor reach to be ramped up



Building Consumer Connect

DIL SE DUA



700 se 7 Kadam



Immune India Challenge 2015



Fem Miss North India Princess 2015



Continue to build bigger brands

10bn+



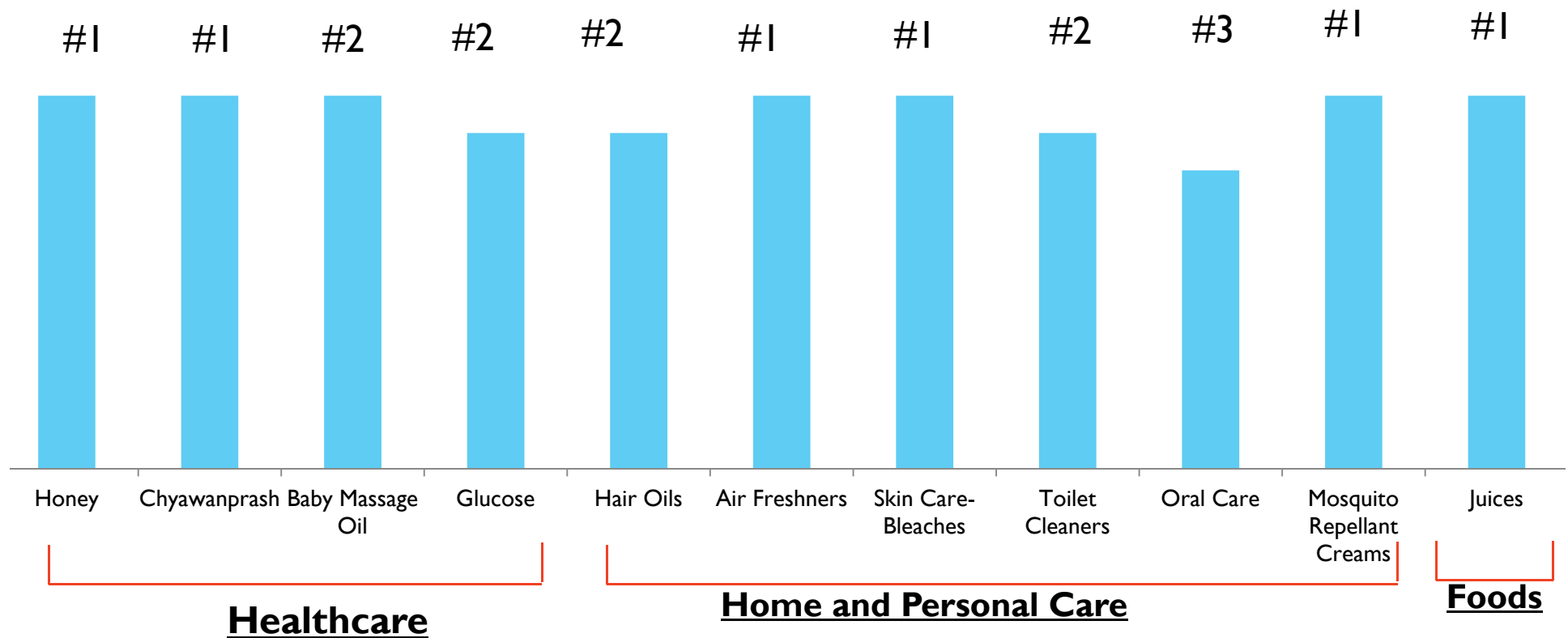
1bn+



Competitive Position

We continue to lead across verticals- Healthcare , HPC and Foods

#Relative Competitive Position



Premiumization is the key ...A few Examples



Honey Squeezy Pack



Pudin Hara
Herbal Antacid



Ratnaprash
Sugarfree



Baby Massage Oil-
Olive and Almond



Oxylife Salon Professional-
Facial Kits



Odonil Gel



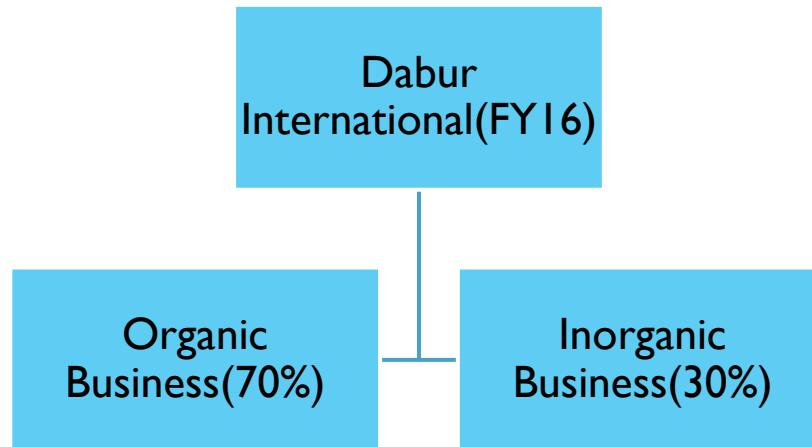
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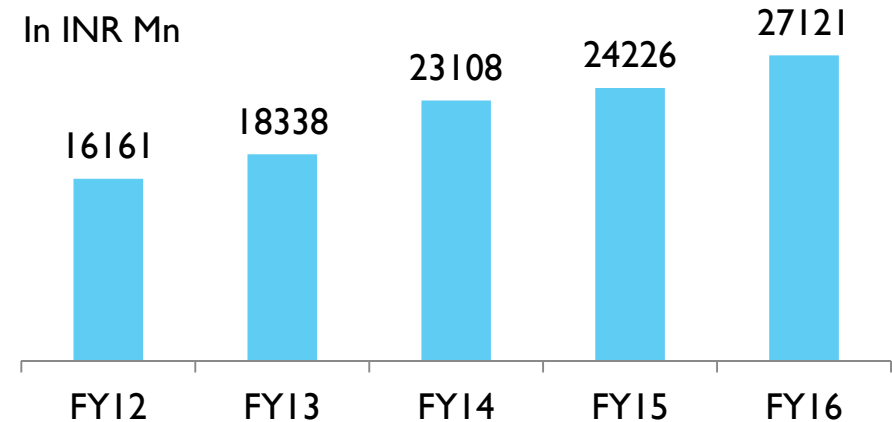
Real Wellnezz-
Jamun

INTERNATIONAL BUSINESS

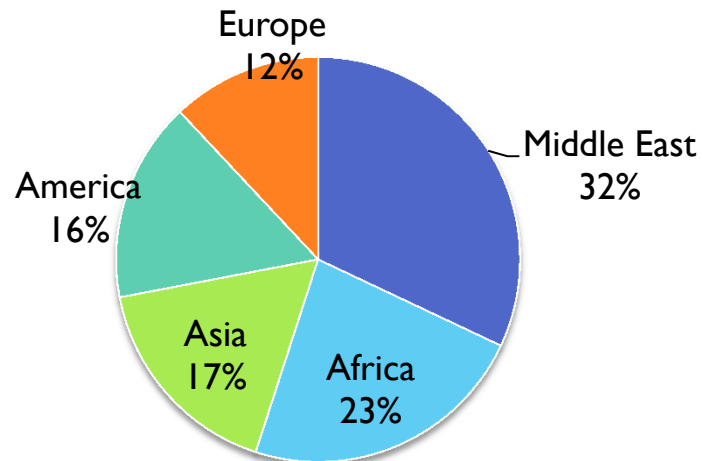
Business Overview



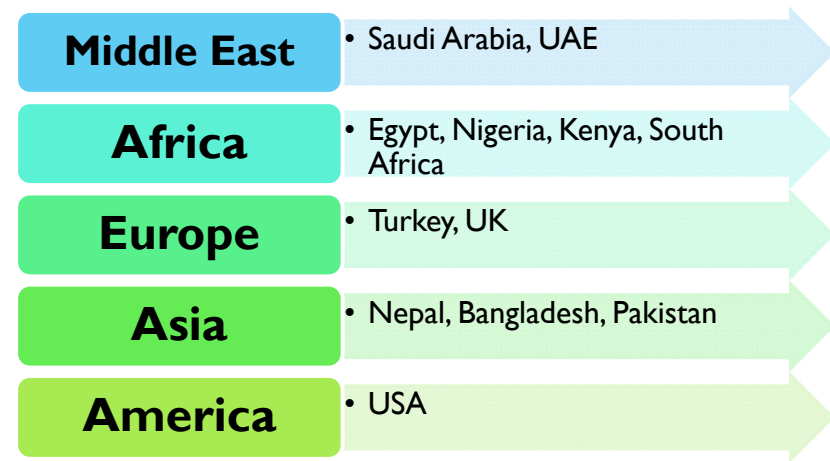
Sales Trend



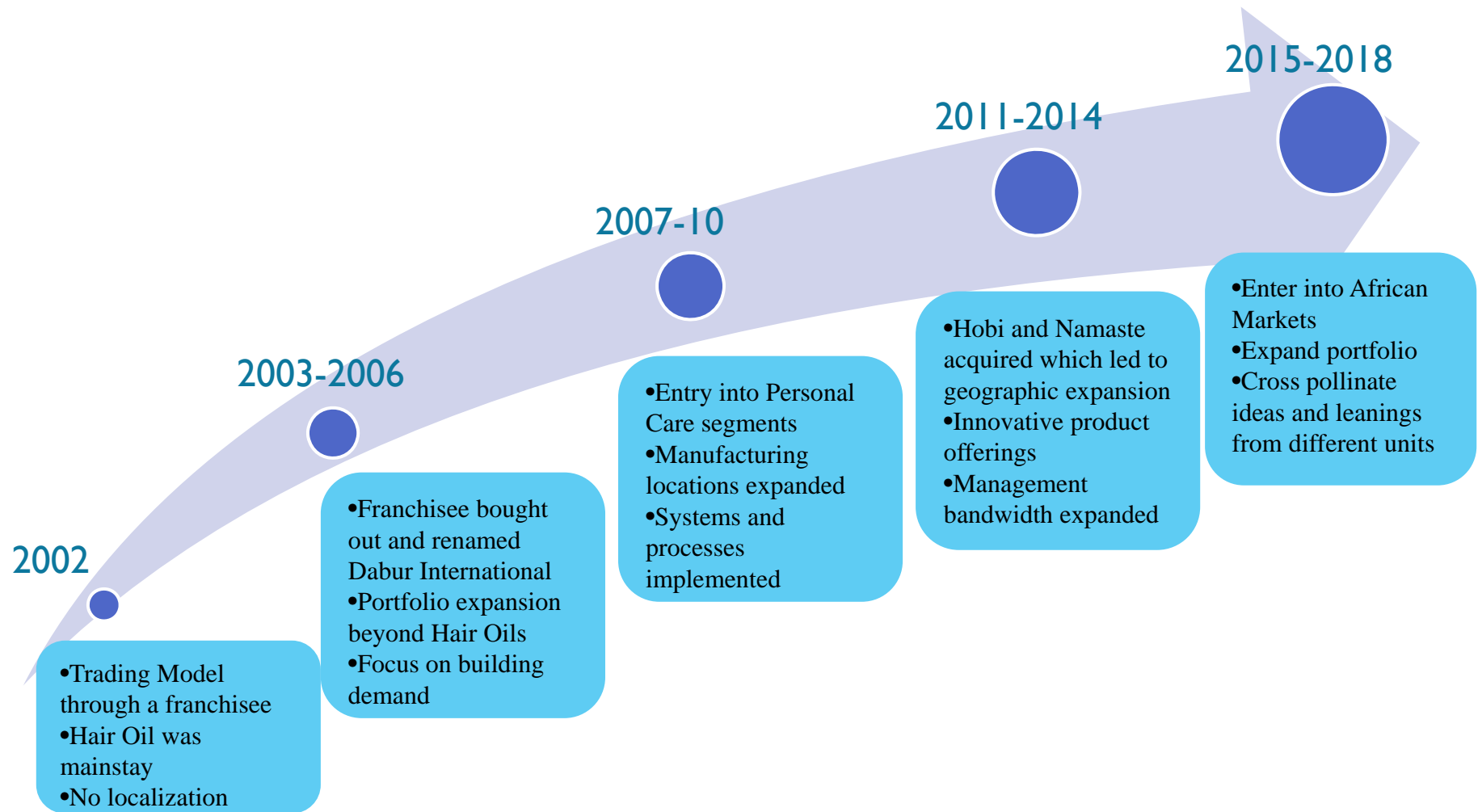
Regionwise Sales FY15



Key Markets



The Journey...



IBD: Evolution of Amla brand

Oldest brand in IBD's portfolio



IBD: Evolution of Vatika brand



IBD: Evolution of Dermoviva brand



IBD: Evolution of Oral Care

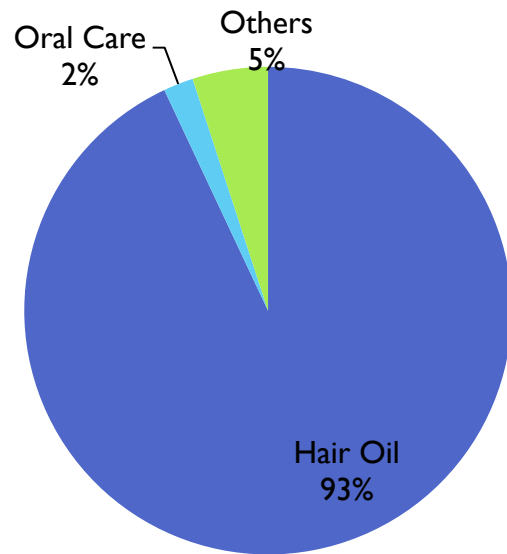
Launched in 2006



2006

Organic International Business

2005-06



2015-16



The Organic International Business has evolved from being just a Hair Oil business to a diversified personal care entity

Inorganic Business

Namaste



Key Geographies USA & Africa

Straightening	Styling
Shampoo & Conditioner	

Hobi

Hair Care



Body Wash



Hair Styling



Liquid Soap



Key Geography Turkey

Shampoo	Hair Styling
Liquid Soap	Skin & Body Care

Consolidated Financial Highlights FY16

		Growth %	Rs Crs
SALES	↑	8.1%	8436
EBITDA	↑	17.9%	1739
PAT	↑	17.5%	1253

Sustainability: A Key Focus

Dabur is committed to being a responsible company and making a positive contribution to Society and Environment

2918 acres under cultivation for rare medicinal herbs in India

2,028 beneficiary families of our Self – Help Group initiatives

18,00,000 schoolkids benefited from health & oral hygiene programmes

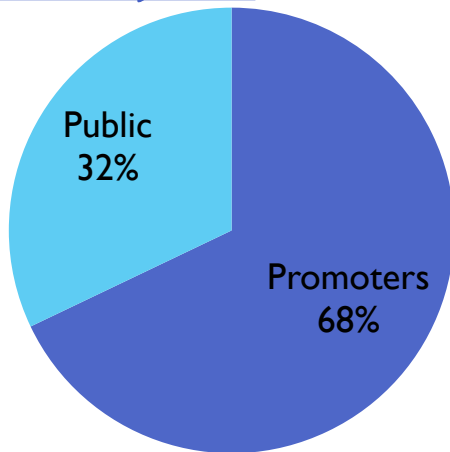
13 States covered under our Agronomical Initiatives

1,674 farmers/beneficiaries of our Agronomical initiatives in India

586 women trained at our vocational training centers

Shareholding Pattern and Share Price Trend

Shareholding Pattern- As on 31st March, 2016



32% of Dabur's shares are held by the Public

Dabur Share Price Trend



Consolidated P&L

DIL (Consolidated) P&L in Rs. million	Q4FY16	Q4FY15	YoY (%)	FY16	FY15	YoY (%)
Net Sales	21,573	19,448	10.9%	84,360	78,064	8.1%
Other Operating Income	40	49		181	208	
Material Cost	9,763	9,059	7.8%	37,970	37,201	2.1%
<i>% of Sales</i>	45.3%	46.6%		45.0%	47.7%	
Employee Costs	2,020	1,723	17.2%	7,948	6,896	15.3%
<i>% of Sales</i>	9.4%	8.9%		9.4%	8.8%	
Ad Pro	2,836	2,654	6.9%	12,427	11,244	10.5%
<i>% of Sales</i>	13.1%	13.6%		14.7%	14.4%	
Other Expenses	2,840	2,604	9.1%	10,997	9,768	12.6%
<i>% of Sales</i>	13.2%	13.4%		13.0%	12.5%	
Other Non Operating Income	563	447	26.0%	2,192	1,581	38.7%
EBITDA	4,717	3,903	20.8%	17,390	14,744	17.9%
<i>% of Sales</i>	21.9%	20.1%		20.6%	18.9%	
Interest Exp. and Fin. Charges	131	103	27.0%	480	401	19.7%
Depreciation & Amortization	360	282	27.6%	1,338	1,150	16.3%
Profit Before Tax (PBT)	4,226	3,519	20.1%	15,572	13,194	18.0%
Exceptional Item	0	0		0	0	
Tax Expenses	892	670	33.2%	3,018	2,509	20.3%
PAT(Before extraordinary item)	3,334	2,849	17.0%	12,555	10,685	17.5%
<i>% of Sales</i>	15.5%	14.6%		14.9%	13.7%	
Extraordinary Item	0	0		0	0	
PAT(After extraordinary Items)	3,334	2,849	17.0%	12,555	10,685	17.5%
Minority Interest - (Profit)/Loss	15	1		27	26	
PAT (After Extra ordinary item & Minority Int)	3,319	2,848	16.6%	12,527	10,658	17.5%
<i>% of Sales</i>	15.4%	14.6%		14.8%	13.7%	

Statement of Assets and Liabilities

In INR Mn

Particulars	As at 31/03/2016 (Audited)	As at 31/03/2015 (Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' funds		
(a) Share capital	1759.1	1756.5
(b) Reserves and surplus	39841.6	31784.9
Sub-total - Shareholders' funds	41,600.7	33,541.4
2. Minority interest	216.8	181.6
3. Non-current liabilities		
(a) Long-term borrowings	3414.5	2105.7
(b) Deferred tax liabilities (net)	765.4	587.1
(c) Long-term provisions	508.8	462.1
Sub-total - Non-current liabilities	4,688.7	3,155.0
4. Current liabilities		
(a) Short-term borrowings	4,497.4	5,229.8
(b) Trade payables	13,301.8	10,958.5
(c) Other current liabilities	3,567.4	5,415.2
(d) Short-term provisions	3,332.0	2,581.4
Sub-total - Current liabilities	24,698.6	24,184.9
TOTAL - EQUITY AND LIABILITIES	71,204.8	61,062.8
B ASSETS		
1. Non-current assets		
(a) Fixed assets	13,732.8	13,060.3
(b) Goodwill on consolidation	6,214.0	6,214.0
(c) Non-current investments	17,873.1	13,874.0
(d) Long-term loans and advances	295.1	207.5
(e) Other non-current assets	181.7	201.3
Sub-total - Non-current assets	38,296.7	33,557.1
2 Current assets		
(a) Current investments	7,365.4	4,259.7
(b) Inventories	10,965.0	9,732.7
(c) Trade receivables	8,097.0	7,108.4
(d) Cash and bank balances	2,204.0	2,760.4
(e) Short-term loans and advances	3,265.3	2,788.7
(f) Other current assets	1,011.4	855.8
Sub-total - Current assets	32,908.1	27,505.7
Total -Assets	71,204.8	61,062.8

Thank You

