



Ref: SEC/SE/2022-23
Date: August 04, 2022

To,
Corporate Relation Department
BSE Ltd
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai- 400001

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor
Plot No. C/1, G Block Bandra – Kuria Complex
Bandra (E), Mumbai – 400051

BSE Scrip Code: 500096

NSE Scrip Symbol: DABUR

Sub: Investor Communication

Dear Sir,

In compliance of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose a copy of Investor Communication being issued by the company today for your records.

This is for your information and records.

Thanking You,

Yours faithfully,

For **Dabur India Limited**

(A K Jain)
E V P (Finance) and Company Secretary

Encl: as above



Q1 FY23

**Results
Presentation**

4 August 2022



AGENDA



**Q1 FY23:
Performance Summary**



**Q1 FY23:
Business Highlights**



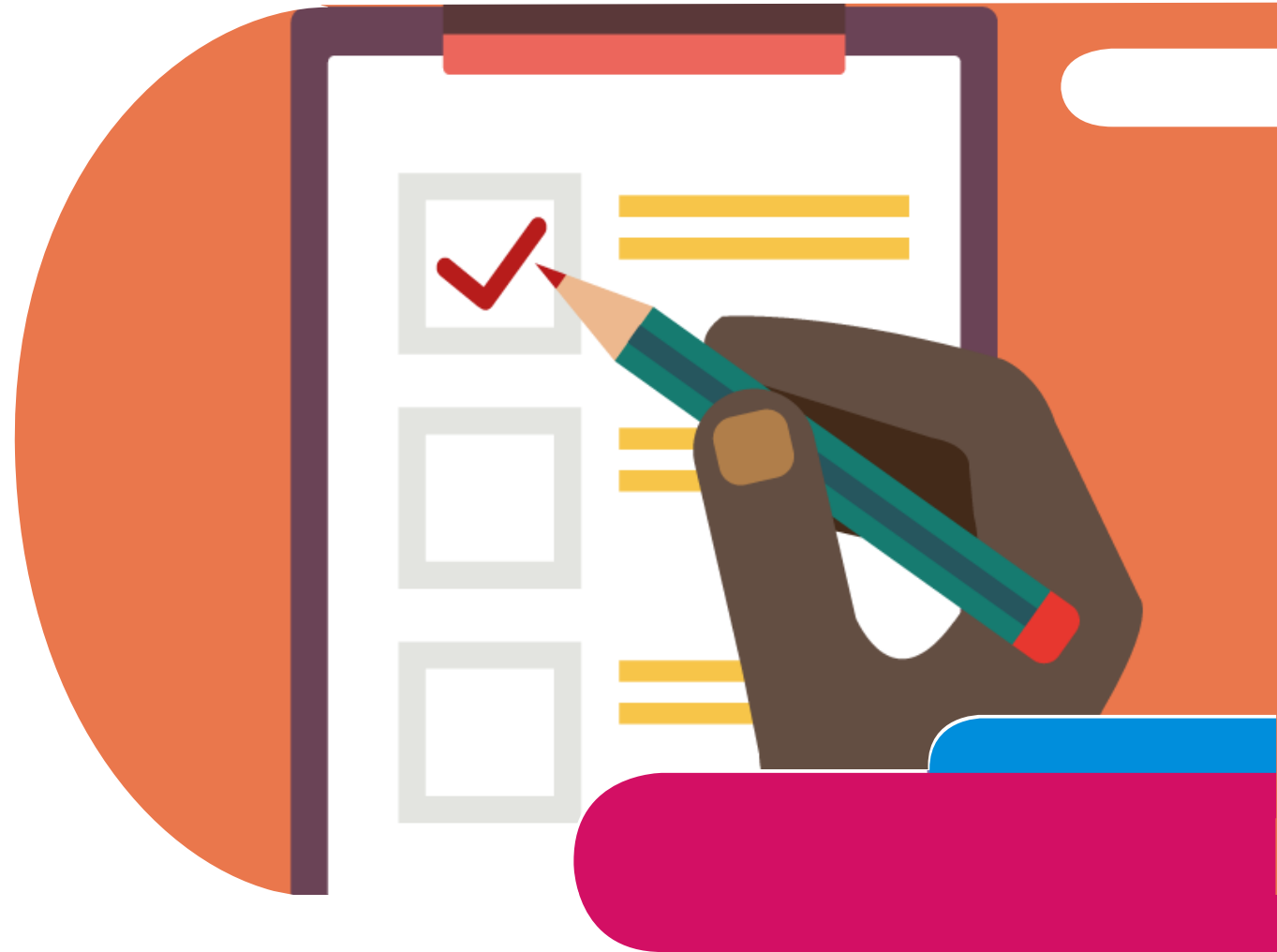
AGENDA



**Q1 FY23:
Performance Summary**

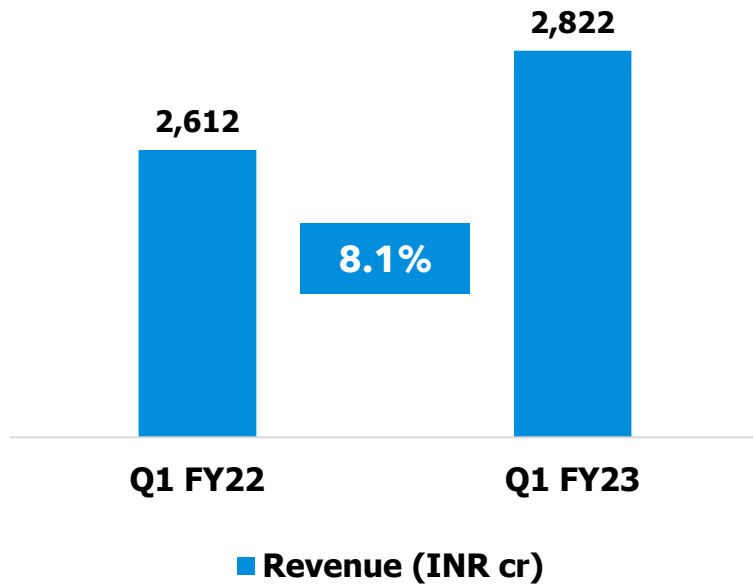


**Q1 FY23:
Business Highlights**



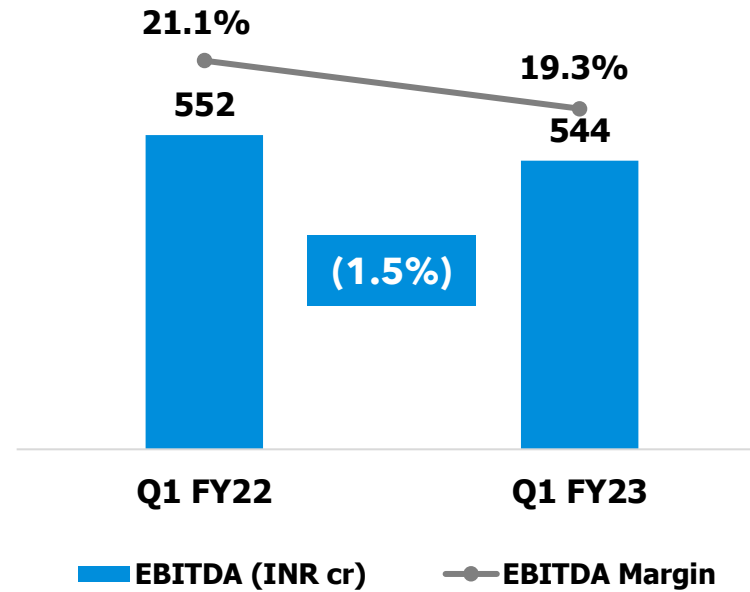
Q1 FY23 - Consolidated Financials

Revenue from Operations



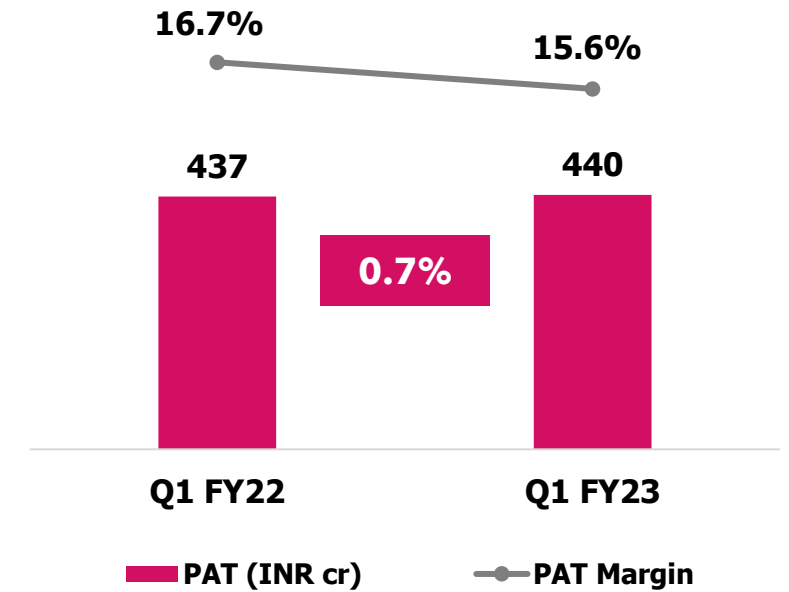
- **CC Growth of 10.3%**
- **India Standalone business revenue grew by ~10%** (LY Growth of 33.0%; 3-year CAGR of 10.2%)
- **International Business recorded CC growth of 8%** (LY Growth of 28.2%; 3-year CAGR is 5% in CC)

Operating Profit



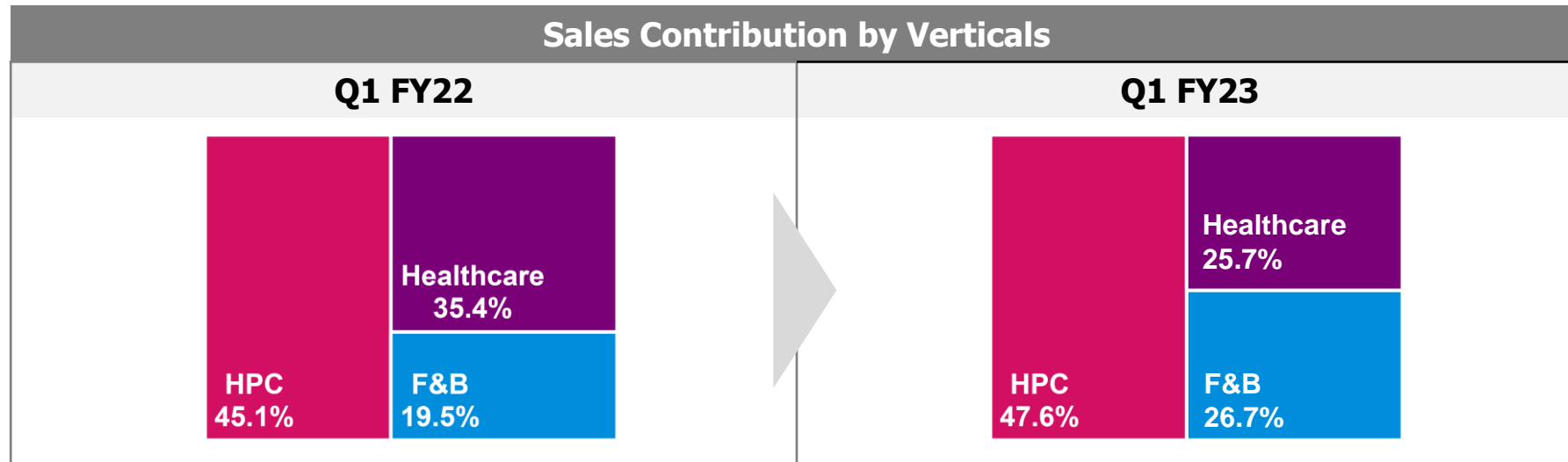
- **Consolidated Operating Margin TY @ 19.3%** as compared to 21.1% LY – contraction of ~180 bps due to material inflation and mix impact
- **Price increases of ~5%** coupled with cost savings partially mitigated unprecedented inflation

PAT



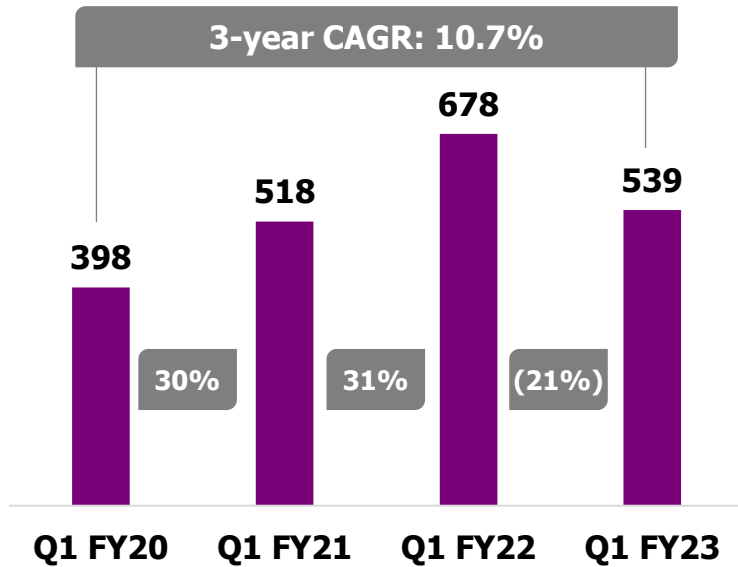
- **PAT touched Rs.440 cr with increase of 0.7%**
- **Effective tax rate for Consol business decreased from 22.8% to 21.9%**

Domestic FMCG Growth - By Verticals



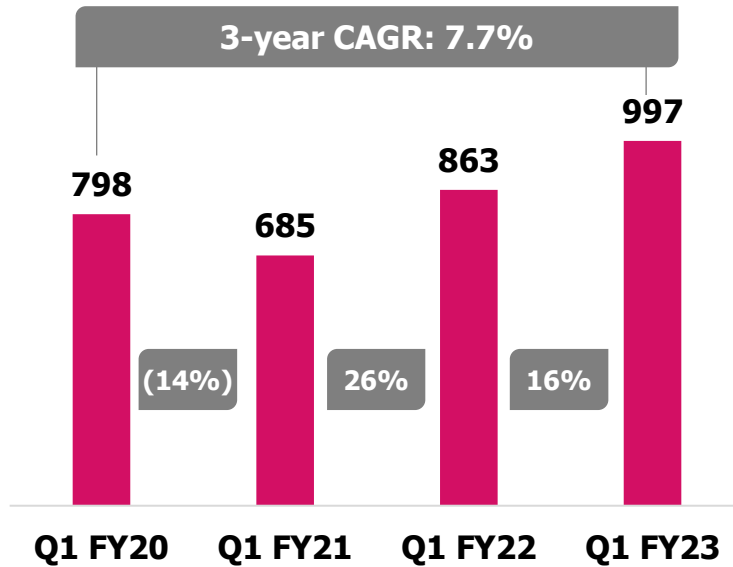
Healthcare

3-year CAGR: 10.7%



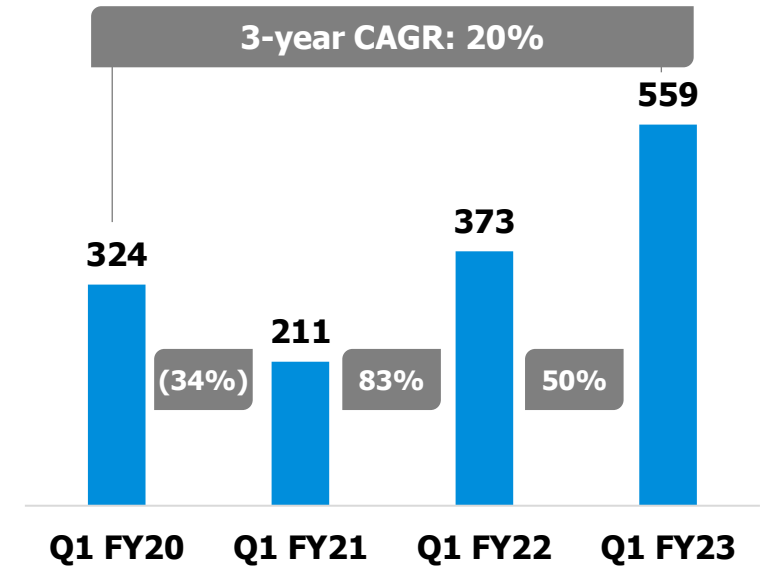
Home & Personal Care (HPC)

3-year CAGR: 7.7%



Food & Beverage (F&B)

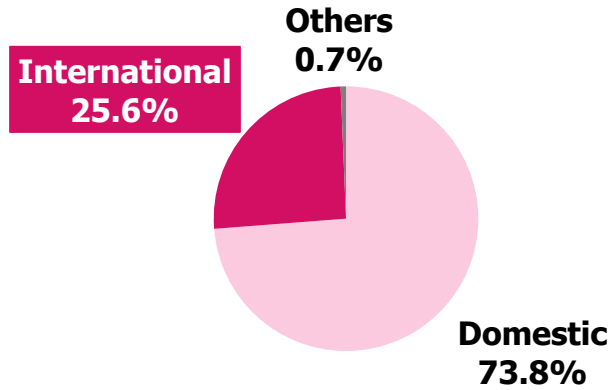
3-year CAGR: 20%



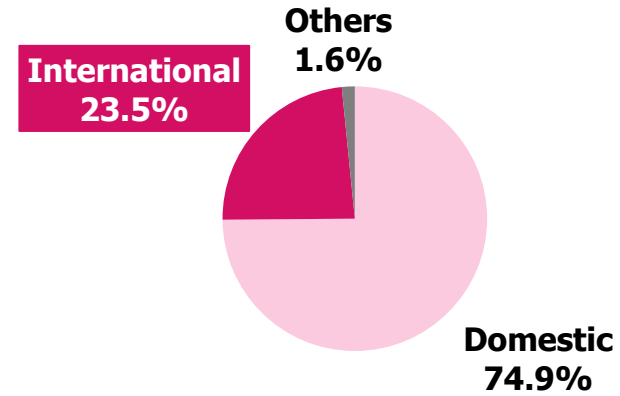
Note: Revenue of the verticals are in INR cr

International Business Performance

Q1 FY22 Sales Contribution

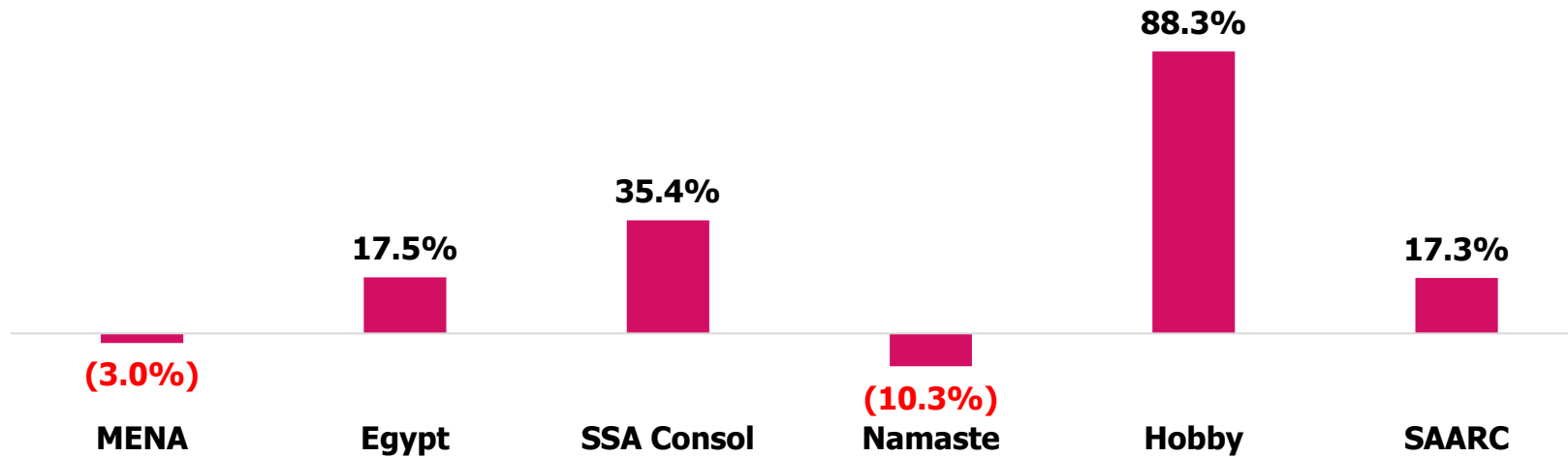


Q1 FY23 Sales Contribution



International Business grew by 8% in CC terms (flat in INR terms)

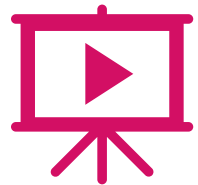
Q1 FY23 Constant Currency Growth %



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Q1 FY23:
Performance Summary



**Q1 FY23:
Business Highlights**



Q1 FY23 | Business Highlights - Healthcare

	Health Supplements	Digestives	OTC & Ethicals
Growth %	(35.5%)	30.5%	(15.4%)
3-year CAGR	9.0%	9.6%	13.9%
Category Highlights	<ul style="list-style-type: none"> • Health Supplements declined on account of high bases of Chyawanprash and Honey in Q1 FY22 and Q1 FY21 • Dabur Glucose registered strong double-digit growth on the back of robust execution and intense summer season. • Market share in Chyawanprash category increased by ~240 bps • Market share in Honey category increased by ~190 bps • Dabur Vedic Green Tea Detox Kahwa launched in Q1 FY23 	<ul style="list-style-type: none"> • The portfolio saw strong growth on account of robust double-digit growth in both Hajmola and Pudín Hara • Hajmola Amla Candy launched in chatpata flavour in the tasty digestives space 	<ul style="list-style-type: none"> • Declined on account of high bases of Covid contextual products in Q1 FY22 and Q1 FY21 • Following new products launched during the quarter <ol style="list-style-type: none"> 1. Dabur Castor Oil 100% Cold Pressed 2. Dabur Shuddh Shilajit 3. Dabur Shodhit Guggulu 4. Dabur Aampachak Kadha 5. Dabur Gulkand



Dabur

**A blend of 8 real
Ayurvedic Herbs,
Green Tea and Rock Salt**



Gluten-Free



HAJMOLA[®] Amla Candy



Dabur[®]
CASTOR OIL
100% NATURAL
COLD PRESSED



Promotes
Hair Growth



Nourishes
Skin



Purest
form of
SHILAJIT



HEALTH & WELLBEING REVITALIZER



Shuddh Shilajit

USEFUL IN



Urinary Tract
Infections



Anemia



Dhatu
Paushtik

*Don't let **Painful Joints**
Restrict your Mobility*



**SHODHIT
GUGGULU**

FOR JOINT PAINS





Do not Ignore your Digestive problems,

It can develop **“AAM”** (Toxic sticky substance formed due to Weak Digestion) in the intestines.



Aampachak Kadha

AYURVEDIC DIGESTIVE TONIC

Improves Digestion, Liver & Gut Health

Available in 450ml



Dabur
GULKAND
PRAVAL YUKT

100% Natural, Delicious & Healthy Gulkand



100%
AYURVED.

Specialities of Dabur Gulkand



PREMIUM INGREDIENTS

Rose Petals, Mishri and Praval Pishti



NATURAL TASTE & HEALTHY

Dabur Gulkand is manufactured **without any artificial flavourings.**



IMPORTANCE OF SUN PROCESSING

Ensures complete assimilation of all the ingredients

Q1 FY23 | Business Highlights - Home & Personal Care

	Hair Oils	Shampoo	Oral Care	Home Care	Skin & Salon
Growth %	8.1%	17.0%	12.5%	51.9%	11.4%
3-year CAGR	3.6%	14.4%	11.3%	11.3%	Flat
Category Highlights	<ul style="list-style-type: none"> • Hair oils portfolio recorded 8.1% growth on a high base of 38.4% • Market share for hair oils portfolio improved by ~30 bps • Vatika Neelibhringa21 Oil launched to enter the premium ayurvedic therapeutic oils market 	<ul style="list-style-type: none"> • Shampoos portfolio continued on strong growth trajectory, growing at 17% despite a high base of 41.3% growth • Market share in shampoo category increased by ~50 bps 	<ul style="list-style-type: none"> • Toothpaste portfolio recorded 13.7% growth driven by good growth in Dabur Red, Meswak and Dabur Herb'l • Market share in toothpaste category improved by ~20 bps 	<ul style="list-style-type: none"> • Robust double-digit growth for Odonil, Odomos and Sanifresh • Odonil saw its MS improve in all subsegments of the air fresheners category • Odomos' MS increased by ~190 bps • Odonil Neem launched during the quarter 	<ul style="list-style-type: none"> • Ex-Sanitize, Skin care portfolio registered 35% growth • Key brands Fem, Oxy and Gulabai registered strong growth

Vatika Neelibhringa21 Oil

Clinically proven
to grow new hair in
2 months

Ayurvedic medicine made with Tail Pak Vidhi



Creative Visualization

• Based on study no. MSCR/DAHS/2019-04; study completion date: 28 May 2020
• Based on study no. HAIR/DAHS/2021-05; study completion date: 24 Oct 2021
• Based on study no. HAIR/DAHS/2021-05; study completion date: 24 Oct 2021

*Basis clinical study vs no oil group at week 8

Odonil
Air Freshener

*Khushboo failegi
germs nahi!*

With New Odonil Neem Blocks

INDIA'S
NO 1
AIR FRESHENER



NEW
Odonil infused with
neem
leaves

30
DAYS OF
freshness* &
protection^

*As per NielsenIQ Retail Index data for period MAT Sept'21 for the India market in Air Freshener.
^Longevity of product may vary based on in-use storage, weather conditions and scent habituation. ^Based on lab study data.

Odonil TRANSFORM YOUR WORLD

Q1 FY23 | Business Highlights - Food & Beverage (F&B)

	Beverages	Foods
Growth %	50.7%	35.7%
3-year CAGR	20.2%	15.7%
Category Highlights	<ul style="list-style-type: none">• Beverage business continued to exhibit strong momentum across segments• In-home and out-of-home portfolios registered strong growths• Market share of Real Fruit Juice increased by ~330 bps• Drinks and milkshakes added to the total addressable market expansion and are seeing good traction• New launches during the quarter: Real Vitamin Boost Range, Real Chocolate Frappe and Real Café Frappe, Dabur Kesaria Thandai, Dabur Badam Kesaria	<ul style="list-style-type: none">• Hommade brand continued to perform well driven by innovation and portfolio expansion



VITAMIN Boost
*Burst of flavour.
Boost of vitamins.*



vitamin **A** *Supports Healthy Eyes*

vitamin **C** *Helps Boost Immunity*

vitamin **E** *Helps Build Healthy Skin*



Milkshake

SLURPINGLY
DELICIOUS
NEW FRAPPE



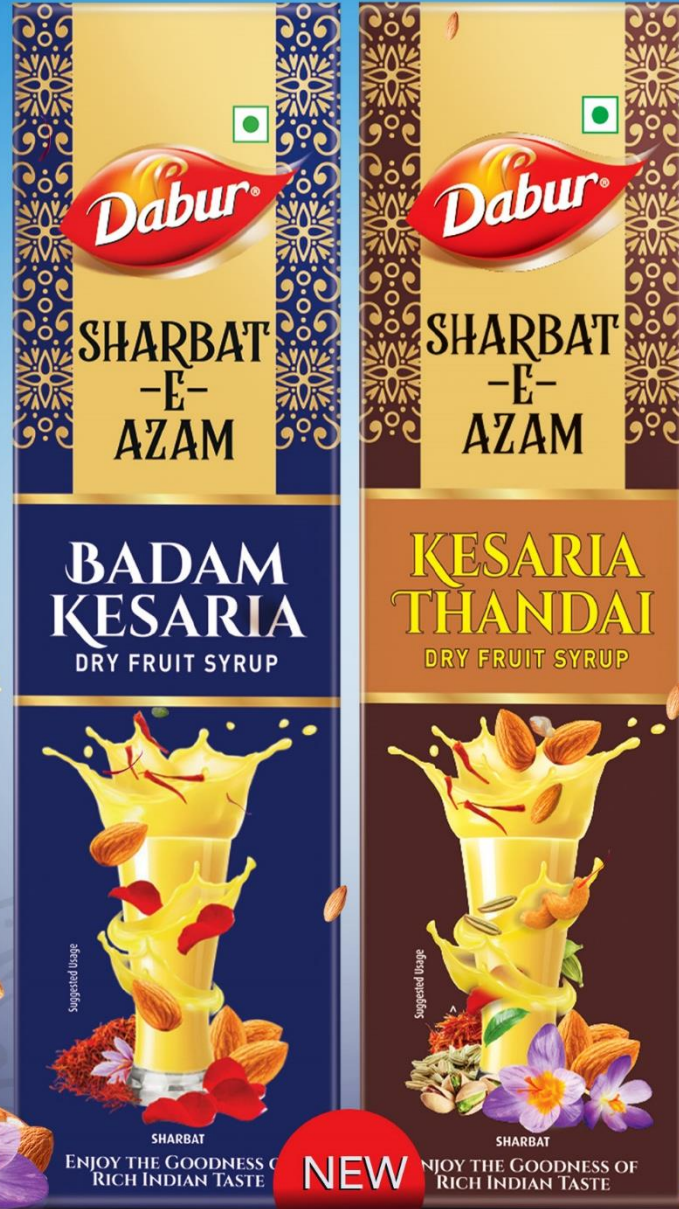
BOURBON
CHOCOLATE

Flavoured Milk
Bourbon Chocolate Flavoured

MOROCCAN
COFFEE



Flavoured Milk
Moroccan Coffee Flavoured



SHARBAT - E - AZAM

Kesaria Thandai 

aur **Badam Kesaria**

 Garmi mein
taazgi ki bahaar

NEW

*Suggested usage. 

Summarised Financial Statements



Consolidated P&L

	Q1 FY23	Q1 FY22	Y-o-Y (%)
Revenue from operations	2,822.4	2,611.5	8.1%
Other Income	100.5	84.8	18.5%
Total Income	2,923.0	2,696.4	8.4%
	617.0	628.7	(1.9%)
Material Cost	1,528.1	1,355.3	12.7%
<i>% of Revenue</i>	<i>54.1%</i>	<i>51.9%</i>	
Employee expense	269.9	258.2	4.5%
<i>% of Revenue</i>	<i>9.6%</i>	<i>9.9%</i>	
Advertisement and publicity	157.2	188.4	(16.5%)
<i>% of Revenue</i>	<i>5.6%</i>	<i>7.2%</i>	
Other Expenses	323.6	257.6	25.6%
<i>% of Revenue</i>	<i>11.5%</i>	<i>9.9%</i>	
Operating Profit	543.6	552.0	(1.5%)
<i>% of Revenue</i>	<i>19.3%</i>	<i>21.1%</i>	
EBITDA	644.2	636.9	1.1%
<i>% of Revenue</i>	<i>22.8%</i>	<i>24.4%</i>	
Finance Costs	12.1	7.5	61.9%
Depreciation & Amortization	67.6	61.3	10.3%
Profit before exceptional items, tax and share of profit/(loss) from joint venture	564.4	568.1	(0.6%)
<i>% of Revenue</i>	<i>20.0%</i>	<i>21.8%</i>	
Share of profit / (loss) of joint venture	(0.3)	(0.1)	409.2%
Exceptional item(s)	0.0	0.0	n.m.
Tax Expenses	123.1	129.7	(5.1%)
Net profit after tax and after share of profit/(loss) from joint venture	441.1	438.3	0.6%
<i>% of Revenue</i>	<i>15.6%</i>	<i>16.8%</i>	
Non controlling interest	0.7	1.0	(23.7%)
Net profit for the period/year	440.3	437.3	0.7%
<i>% of Revenue</i>	<i>15.6%</i>	<i>16.7%</i>	

Standalone P&L

	Q1 FY23	Q1 FY22	Y-o-Y (%)
Revenue from operations	2,179.7	1,982.8	9.9%
Other Income	84.2	71.2	18.3%
Total Income	2,263.9	2,054.0	10.2%
Material Cost	1,228.4	1,061.9	15.7%
<i>% of Revenue</i>	<i>56.4%</i>	<i>53.6%</i>	
Employee expense	172.6	161.5	6.9%
<i>% of Revenue</i>	<i>7.9%</i>	<i>8.1%</i>	
Advertisement and publicity	130.3	150.6	(13.4%)
<i>% of Revenue</i>	<i>6.0%</i>	<i>7.6%</i>	
Other Expenses	220.7	171.5	28.6%
<i>% of Revenue</i>	<i>10.1%</i>	<i>8.7%</i>	
Operating Profit	427.7	437.3	(2.2%)
<i>% of Revenue</i>	<i>19.6%</i>	<i>22.1%</i>	
EBITDA	511.9	508.5	0.7%
<i>% of Revenue</i>	<i>23.5%</i>	<i>25.6%</i>	
Finance Costs	7.0	2.3	207.4%
Depreciation & Amortization	44.0	38.6	13.9%
Profit before exceptional items, tax and share of profit/(loss) from joint venture	460.9	467.6	(1.4%)
<i>% of Revenue</i>	<i>21.1%</i>	<i>23.6%</i>	
Exceptional item(s)	0.0	0.0	n.m.
Tax Expenses	110.9	115.2	(3.8%)
Net profit for the period/year	350.1	352.4	(0.7%)
<i>% of Revenue</i>	<i>16.1%</i>	<i>17.8%</i>	

For more
information and
updates, visit:
<http://www.dabur.com/in/en-us/investor>

