

Date: January 31, 2019

Scrip Symbol: NSE– DABUR, BSE Scrip Code: 500096

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 – Kurla Complex
Bandra (E), Mumbai – 400051



Sub: Press Release

Dear Sir,

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

This is for your information and records.

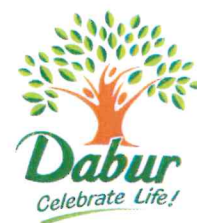
Thanking You,

Yours faithfully,

For **Dabur India Limited**

(A.K. Jain)
Executive V P (Finance) and Company Secretary

Encl: as above



Dabur India Q3 Standalone Net Profit Surges 17.6%

India FMCG Volume Growth 12.4%

New Delhi, January 31, 2019: The Board of Directors of Dabur India Ltd (DIL) met here today to consider the unaudited financial results of the company for the quarter ended December 31st, 2018.

Prudent cost management initiatives coupled with strong growth in the domestic market across our key business categories helped Dabur India Ltd mitigate the weaker economic indicators and macro-economic headwinds in some international markets to deliver a strong overall performance in the third quarter of 2018-19 financial year. Dabur India Ltd ended the quarter with double-digit Volume growth and also reported market share gains across key categories.

Dabur India Ltd Standalone Net Profit for the third quarter stood at Rs 312.1 Crore, a growth of 17.6% from Rs 265.5 Crore a year ago. Standalone Revenue for Q3 2018-19 grew 14.8% to Rs 1,664.5 Crore as against Rs 1,449.3 Crore in the previous year. The domestic FMCG business grew 15.2%, with an underlying Volume Growth of 12.4% during the quarter.

Dabur India Ltd ended Q3 2018-19 with an 11.8% growth in Consolidated Revenue to Rs 2,199.2 Crore, up from Rs 1,966.4 Crore a year earlier. Consolidated Net Profit for Q3 2018-19 was up 10.2% at Rs 366.1 Crore as against Rs 332.1 Crore a year ago.

“We have demonstrated our operational strength again by delivering another strong performance during the quarter. While the global macroeconomic environment continues to be challenging and competitive intensity remains high, we have put in place strategies to move forward on our profitable growth track by efficiently managing the risks and challenges. We are investing behind our brands, accelerating on product innovation efforts, and are confident of delivering sustainable long-term growth,” **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.**

“The medium-term prospects for India remain robust and we are confident that domestic consumer sentiment, particularly in rural markets, will gain pace in the months to come on the back of fiscal stimulus,” Mr. Duggal added.

Category Growth

Dabur’s Shampoo business grew by 25.2% and Hair Oil business was up 23.6% during Q3 of 2018-19, helping the Hair Care category report a nearly 24% growth during the quarter. The Skin & Salon business ended the quarter with a 19.3% growth, while the OTC & Ayurvedic Ethicals business grew by 17.6%. Dabur’s Toothpaste sales, led by continued demand for our flagship Dabur Red Paste, was up 11.1%. The

Foods business also grew by 11.1%. Dabur Honey continued to move forward on its growth trajectory and ended the quarter with a nearly 20% growth.

In local currency terms, Dabur's business in Pakistan, Bangladesh and Turkey reported strong double-digit growths.

About Dabur India Ltd

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for 135 years, Dabur is today India's most trusted name and one of the world's largest Ayurvedic and Natural Health Care Company. Dabur India's FMCG portfolio today includes five flagship brands with distinct brand identities – **Dabur** as the master brand for natural healthcare products, **Vatika** for premium personal care, **Hajmola** for digestives, **Réal** for fruit-based beverages, and **Fem** for fairness bleaches & skin care.

For further information, Contact:

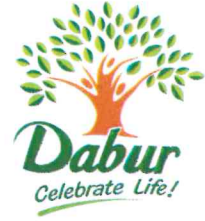
Byas Anand

Corporate Communications

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Byas Anand



Mohit Malhotra named CEO Designate of Dabur India Ltd.

To succeed current CEO Mr. Sunil Duggal from April 1, 2019

New Delhi, Jan 31, 2019: The Dabur India Ltd board today approved the appointment of Mr. Mohit Malhotra as the company's New Chief Executive Officer with effect from April 1, 2019. Mr. Malhotra, who is currently the CEO of the company's India business, will succeed current CEO Mr. Sunil Duggal.

Announcing the appointment, **Dabur India Ltd Chairman Dr. Anand C Burman said:** "During the last few years, the Board of Directors of the Company had undertaken a Succession Planning exercise to identify the successor to take over the responsibility from Mr. Sunil Duggal, who has been the Dabur India Ltd CEO since 2002. Mr. Duggal was entrusted with the responsibility of ensuring a smooth transition. As a result of this process, Mr. Mohit Malhotra was found to be suitable as a successor to Mr. Duggal. Therefore, on the recommendation of the Nomination and Remuneration Committee, the Board today approved the appointment of Mr. Malhotra as the new Chief Executive Officer of Dabur India Ltd."

"I, on behalf of the Dabur Board, thank Mr Sunil Duggal for his invaluable contribution of over 24 years with the organization, including 17 years as the CEO. I also wish Mr. Mohit Malhotra all the best, and we are confident that under his leadership, the Company will continue to grow," Dr Burman added.

Mr. Malhotra, who was also appointed as a Whole-Time Director of the Company with effect from January 31, 2019, will work as CEO-Designate till March 31, 2019, under the guidance of Mr. Duggal. Consequently, Mr. Duggal will hold the position of CEO till the end of financial year 2018-19, and will remain a Whole-Time Director till May 15, 2019. Mr. Duggal will then continue as a Non-Executive Director till July 30, 2020.

Mr. Malhotra, 49 years old, is a Management Graduate from Pune University and holds Executive Masters in International Business from Indian Institute of Foreign Trade, New Delhi. He joined Dabur as a Management Trainee in 1994 and handled key assignments in Marketing and Sales, besides being CEO of Dabur International, based out of Dabur, before taking charge as the CEO-India Business in his current position.

For further information, Contact:

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