

Ref: SEC/SE/2021- 22
Date: November 02, 2021



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,

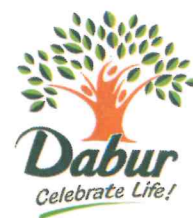
Yours faithfully,

For **Dabur India Limited**

(A K Jain)

Executive V P (Finance) and Company Secretary

Encl: as above



Dabur Q2 2021-22 Revenue Up 12% at Rs 2,818 Cr

Reports Industry-Leading 10% Volume Growth

New Delhi, November 2nd 2021: India's leading Science-based Ayurveda major Dabur India Ltd today reported a 12% growth in Consolidated Revenue for the Quarter ended September 30th 2021, with an underlying Industry-leading Volume Growth of 10% in the domestic FMCG business. The Board of Directors of Dabur India Ltd met here today to consider the unaudited financial results of the company for the quarter ended September 30th, 2021.

Dabur India Ltd reported its fifth successive quarter of strong double-digit growth despite growing inflationary pressures impacting consumer sentiments. **Dabur India Ltd ended Q2 of 2021-22 with a Consolidated Revenue of Rs 2,818 Crore**, up from Rs 2,516 Crore a year earlier. All verticals of the business, from Ayurvedic medicines to Hair Care, Oral Care, Home Care and Food & Beverages, reported a growth in Sales and Market Share. **Operating Margin during the quarter marked a 9% growth**, while **Consolidated Net Profit was up 4.7% at Rs 504 Crore** as against Rs 482 Crore a year earlier.

Dabur's India FMCG Business continued to lead the growth and ended the quarter with a best-in-class Volume Growth of 10%, marking the fifth successive quarter of double-digit Volume growth.

"While the COVID fears have largely receded with the vaccination drive gathering pace and mobility improving, the operating environment remained challenging with unprecedented inflation impacting consumer sentiments in the run up to the festive season. Our strategic business transformation exercise last year helped us successfully address the emerging challenges and deliver a healthy topline growth despite the tough macroeconomic conditions. We have undertaken calibrated price increases and sharpened our focus on cost control to mitigate the impact. We continue to focus on rolling out consumer-relevant innovations, coupled with heavy investments behind our Power Brands and distribution expansion strategy, to deliver Strong, Sustainable and Profitable growth," **Dabur India Ltd Chief Executive Officer Mr. Mohit Malhotra said.**

Dabur continues to invest in expanding its rural footprint and strengthening its digital capabilities. The investments bore rich dividend with rural demand outpacing urban demand during the quarter, and e-commerce contribution to domestic Sales reaching 7%. "We are investing ahead of the curve in expanding our rural footprint. We have, in fact, surpassed our rural coverage target of 80,000 villages 18 months ahead of schedule and are now covering around 83,500 villages," **Mr. Malhotra added.**

Dabur's International Business reported a Constant Currency growth of 13.8% during the second quarter, led by Sub-Saharan Africa (25%), Egypt (17.8%), SAARC (17.6%), Namaste (16.7%) and MENA (12.8%).

Category Growths

Dabur's Food & Beverage business reported a strong 43% growth during the Second Quarter of 2021-22. The Digestives business grew by 22.7% while the Ayurvedic Medicines (Ethicals) business reported a 12.6% growth. Dabur's Hair Care category, riding on strong growth for both its Hair Oils and Shampoo businesses, ended the quarter with a 26.5% growth, while the Home Care business reported a 25.3% rise. The Toothpaste business continued to move forward on the growth trajectory, riding on strong demand for its flagship Dabur Red Paste which grew by 20%. The Toothpaste category ended the Quarter with a growth of 15.2%. Dabur reported market share gains across over 95% of its portfolio.

Dividend

The Board of Directors of Dabur India Ltd declared an Interim Dividend of 250% for 2021-22. "Continuing with our payout policy, the Board has declared an Interim Dividend of Rs 2.50 per share, aggregating to a total payout of Rs 441.98 Crore," **Dabur India Ltd Vice Chairman Mr. Mohit Burman said.**

About Dabur India Ltd

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for 138 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 nine Power Brands – **Dabur Chyawanprash, Dabur Honey, Dabur Lal Tail, Dabur Honitus and Dabur Pudinhara** in the Healthcare space; **Dabur Amla, Dabur Red Paste and Vatika** in the Personal Care category; and **Réal** in the Foods category.

For further information, Contact:

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