



Ref: SEC/SE/2024-25  
Date: January 30, 2025

To,  
Corporate Relations Department  
**BSE Ltd.**  
Phiroze Jeejeebhoy Towers  
Dalal Street,  
Mumbai- 400001

Listing Department  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No. C/1, G Block, Bandra Kurla Complex  
Bandra (E), Mumbai – 400051

BSE Scrip Code: 500096

NSE Scrip Symbol: DABUR

**Sub: Press Release**

Dear Sir/Madam,

In compliance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose a copy of Press Release being issued by the Company today post declaration of Financial Results of the Company for the quarter and nine months ended on December 31, 2024.

This is for your information and records.

Thanking You,

Yours faithfully,  
For **Dabur India Limited**

**(Ashok Kumar Jain)**  
**Group Company Secretary and Chief Compliance Officer**

Encl: as above



## Dabur Q3 Consol. Revenue Up 3.1% at Rs 3,355 Crore

### Q3 Operating Profit Up 2.1% at Rs 682 Crore

**New Delhi, January 30<sup>th</sup>, 2025:** India's leading Science-based Ayurveda major Dabur India Ltd today announced a 3.1% jump in Consolidated Revenue for the third quarter ended December 31, 2024, with consistent market share gains across key categories and continued investments in consumer-centric innovation to drive demand. **Consolidated Revenue for Q3 2024-25 stood at Rs 3,355 Crore**, up from Rs 3,255 Crore in the same quarter last year. The **Q3 Revenue growth stands at 5.6% in Constant Currency terms**. **Operating Profit registered a 2.1% growth Year-on-Year at Rs 682 crore.**

The Board of Directors of Dabur India Limited met here today to consider the audited financial results of the company for the quarter ended December 31<sup>st</sup>, 2024.

In a quarter marked by high food inflation, continued moderation in urban demand and a strong resurgence in rural markets, Dabur continued to build consumer engagement across its key brands in rural India with a focus on driving sustainable, profitable long-term growth.

"We focused on strengthening our competitive edge in the marketplace to gain market share in 95% of our portfolio and enhancing brand superiority to strengthen and consolidate our position in the categories where we operate," **Dabur India Limited Chief Executive Officer Mr. Mohit Malhotra said.**

#### Strategic Vision

With the geopolitical landscape remaining volatile in the short term, shrouded by uncertain macroeconomic indicators, Dabur has decided to revise its strategic Vision cycle from four years to three years to create a more agile organisation that can quickly navigate the challenges and capture the emerging opportunities. "We have engaged a leading consulting firm, McKinsey & Co to refine and align our strategies for the next 3 years in line with the evolving dynamics," **Mr. Malhotra said.**

#### Rural Focus

"Our rural distribution network expanded by 15,000 villages this fiscal and today reaches over 131,000 villages, making it amongst the highest in the industry. This extensive reach has given us a distinct advantage, allowing us to drive rural growth at a pace nearly 140 bps ahead of urban areas. The positive trend in rural consumption is a testament to our commitment to this consumer base and our ability to adapt to their unique needs," **Mr. Malhotra said.**



## Market Share Gains & Category Growths

The India Business saw Dabur's key brands and products post category-leading growths with market share gains across 95% of the portfolio, led by a 150 bps improvement in Hair Oils market share. With this, Dabur's total hair oils market share now stands at its highest-ever 18%. Dabur also reported 101 bps gain in Air Freshener market share and 318 bps gain in Juices & Nectars market share.

Dabur's Toothpaste business, led by continued demand for its flagship Dabur Red Toothpaste and premium brand Meswak, ended the quarter with a 9.1% growth. The Skin & Salon business reported a 5.6% growth while Hair Oils grew by 3.1%. The Digestives category grew by around 4%. The Foods business reported a 30% growth in Q3. The Badshah business also reported 15% growth in Q3.

"Our focus on premiumisation is also paying off, with our premium portfolio growing 2.5 to 3 times faster than our overall business in India. We intend to continue this journey and keep delivering products that exceed our consumers' expectations," **Mr. Malhotra said.**

Dabur's International Business reported strong constant currency (CC) growth of 19% during the third quarter, led by Egypt, MENA, US and Bangladesh.

## ESG Focus

Dabur is progressing well to meet its long-term sustainability commitments with a significant improvement in its Corporate Sustainability Assessment or CSA Score for 2024. Dabur has been ranked by DJSI amongst the top two FMCG Companies in India with a score of 81, up from 72 a year ago. "Our commitment to Environmental, Social, and Governance (ESG) principles is today at the core of our business strategy. These accolades are a testament to the hard work and commitment of our entire team. As we move forward, we remain steadfast in our mission to drive sustainable growth and make a meaningful impact on the world," **Mr. Malhotra added.**

## About Dabur India Ltd

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for 140 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 eight distinct Power Brands: **Dabur Chyawanprash, Dabur Honey, Honitus, Pudinhara** and **Dabur Lal Tail** in the Healthcare space; **Dabur Amla** and **Dabur Red Paste** in the Personal Care category; and **Réal** in Food & Beverages space.

## For further information, Contact:

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