



Ref: SEC/SE/2022-23
Date: February 2, 2023

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

BSE Scrip Code: 500096

NSE Scrip Symbol: DABUR

Sub: Investor Communication

Dear Sir/Madam,

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.

This is for your information and records.

Thanking You,

Yours faithfully,
For Dabur India Limited

(A K Jain)
EVP (Finance) and Company Secretary

Encl: as above



Q3 FY23 – RESULTS PRESENTATION

रचनात्मक चित्रण।

2ND FEBRUARY 2023



AGENDA

1. Q3 FY23 & 9M FY23:

Performance Summary

2. Business Highlights



AGENDA

1. Q3 FY23 & 9M FY23:

Performance Summary

2. Business Highlights



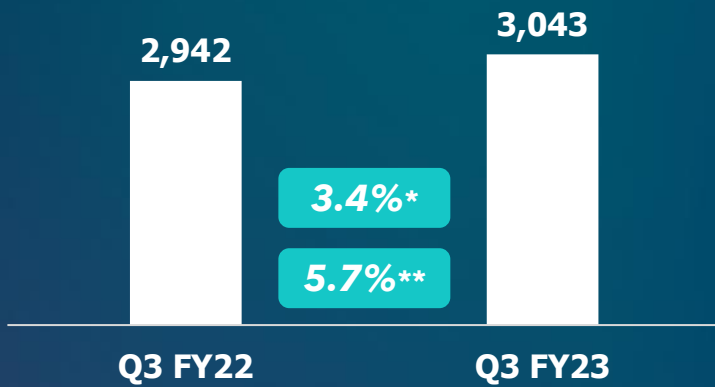
यह प्रॉडक्ट डायबिटीज़ उपचार या निवारण के लिए नहीं है
आयुर्वेदिक औषधि. खुराक और निर्देश लेबल के अनुसार।

Q3 FY23

CONSOLIDATED FINANCIALS

Revenue

3-year CAGR: 9.0%

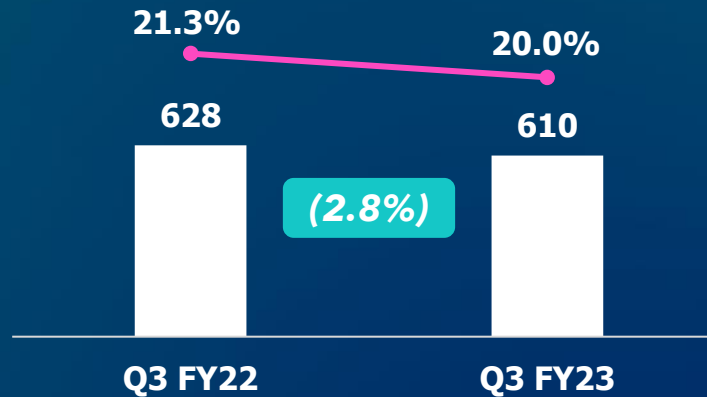


*INR growth
**CC growth

- Consol revenue crossed INR 3,000 cr for the quarter
- India Standalone business revenue grew by 3.3% (3-year CAGR of 9.5%)
- International Business grew by 5.1% in INR terms (3-year CAGR of 8.2%) – CC growth of 14.0%

Operating Profit

3-year CAGR: 7.4%

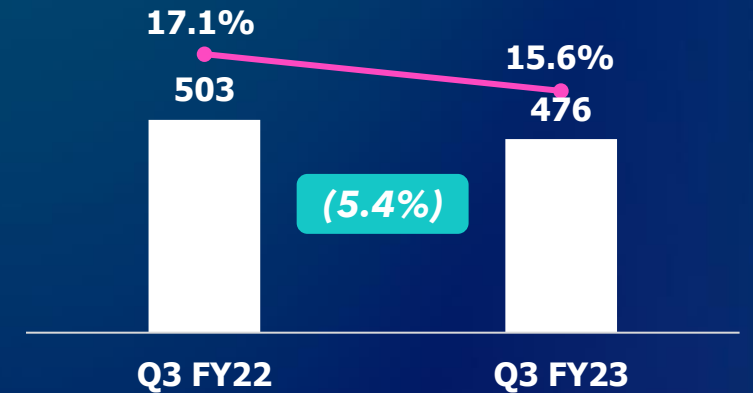


■ Operating Profit (INR cr)
● Operating Margin

- Consolidated Operating Margin TY @ 20.0% as compared to 21.3% LY – contraction of ~130 bps primarily due to material inflation and mix impact
- Price increases coupled with cost optimization partially mitigated inflation

PAT

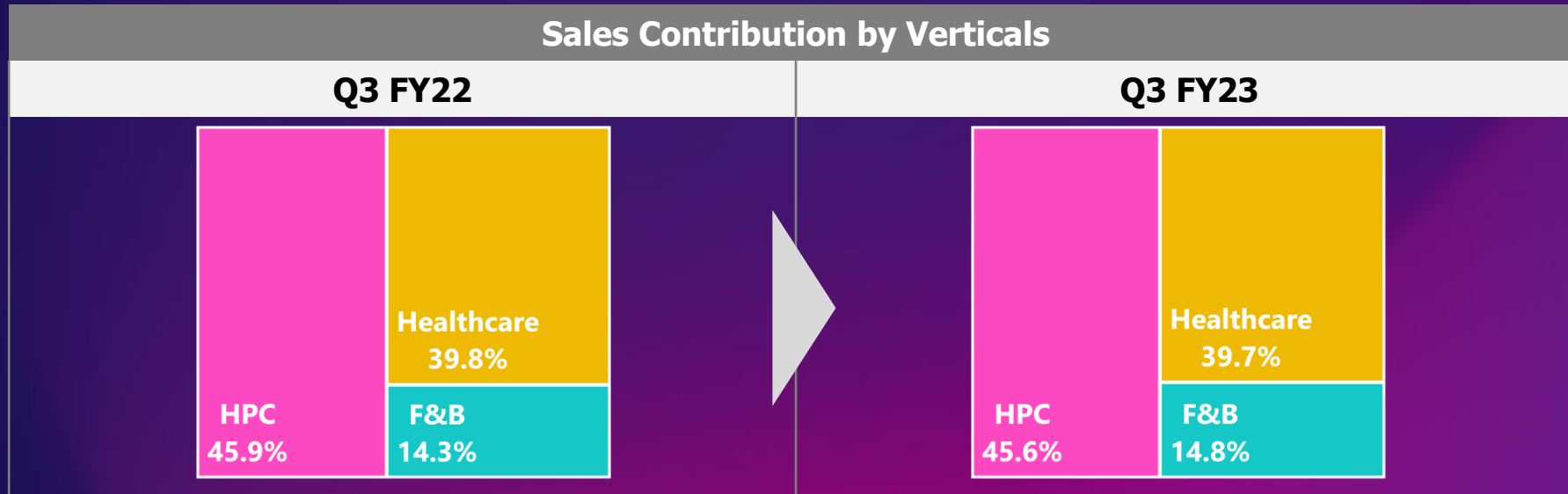
3-year CAGR: 6.2%



■ PAT (INR cr) ● PAT Margin

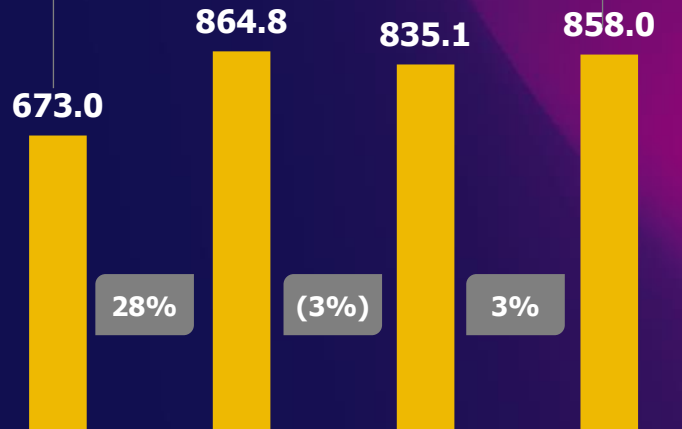
- PAT margin saw a contraction of ~150 bps, to touch 15.6%

DOMESTIC FMCG GROWTH – BY VERTICALS



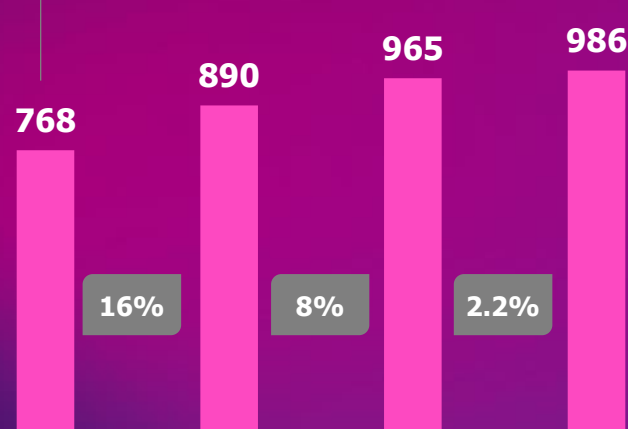
Healthcare

3-year CAGR: 8.4%



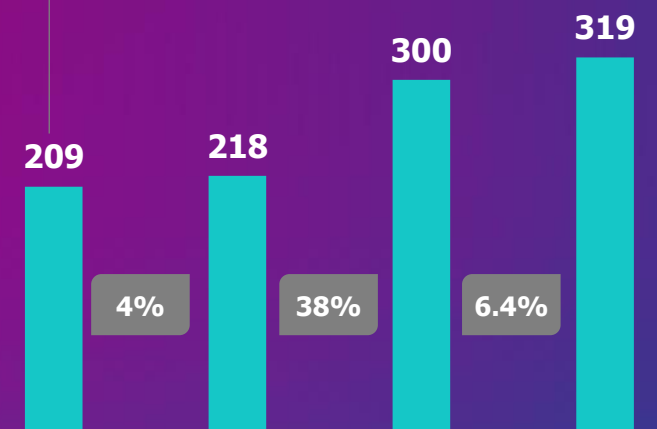
Home & Personal Care (HPC)

3-year CAGR: 8.7%



Food & Beverage (F&B)

3-year CAGR: 15.2%



Q3 FY20 Q3 FY21 Q3 FY22 Q3 FY23

02/02/2023

Q3 FY20 Q3 FY21 Q3 FY22 Q3 FY23

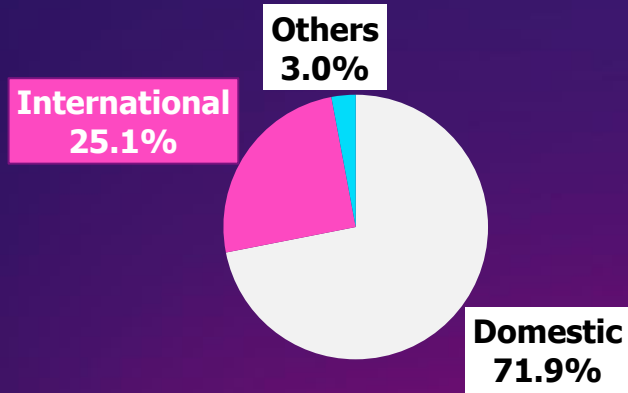
DABUR – Q3 FY23 - RESULTS PRESENTATION

Q3 FY20 Q3 FY21 Q3 FY22 Q3 FY23

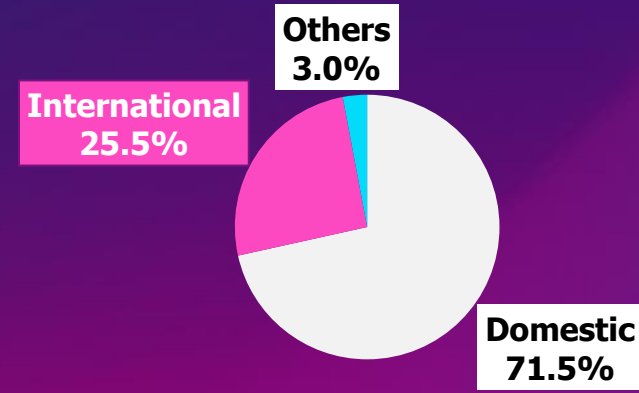
5

INTERNATIONAL BUSINESS PERFORMANCE

Q3 FY22 Sales Contribution

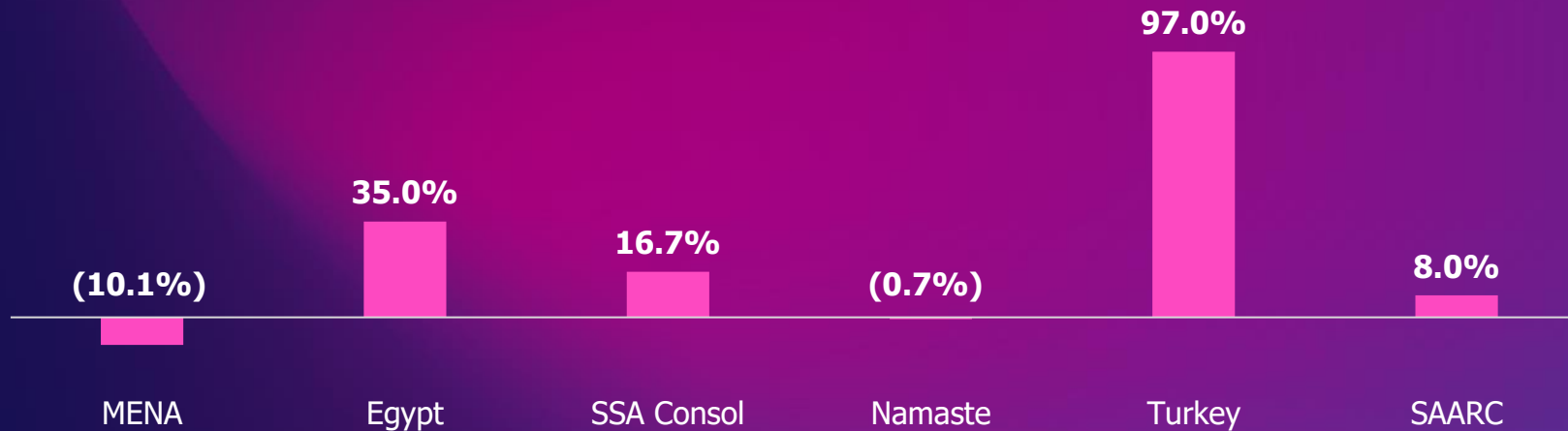


Q3 FY23 Sales Contribution



International Business grew by 14% in CC terms (5.1% in INR terms)

Q3 FY23 Constant Currency Growth %

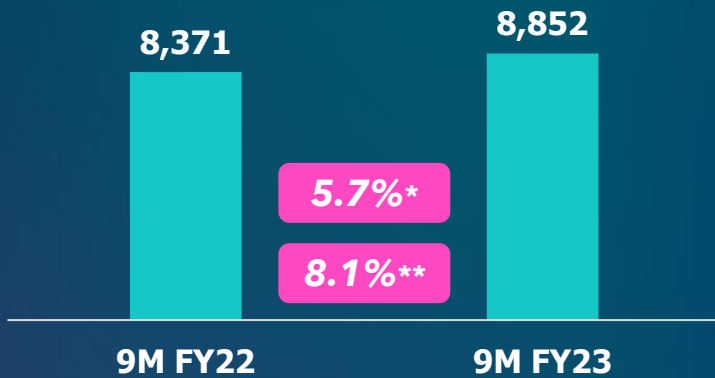


9M FY23

CONSOLIDATED FINANCIALS

Revenue

3-year CAGR: 9.0%

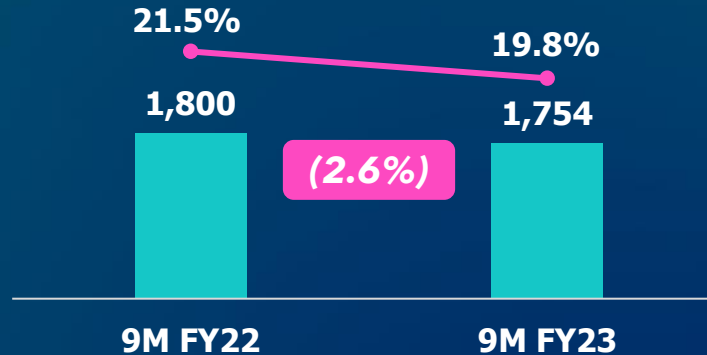


*INR growth
**CC growth

- India Standalone business revenue grew by 6.6% (3-year CAGR of 10.6%)
- International Business grew by 11.6% in CC terms (INR growth of 2.4%)

Operating Profit

3-year CAGR: 6.8%

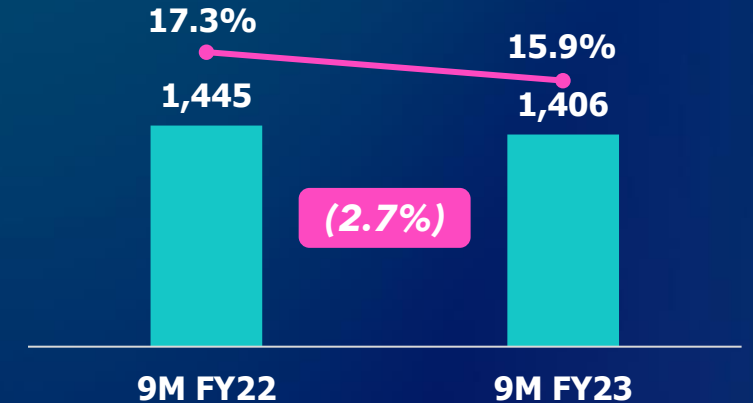


Operating Profit (INR cr)
Operating Margin

- Consolidated Operating Margin TY @ 19.8% as compared to 21.5% LY – contraction of ~170 bps primarily due to material inflation

PAT

3-year CAGR: 6.5%



PAT (INR cr)
PAT Margin

- PAT declined by 2.7% to touch INR 1,406 cr

AGENDA

1. Q3 FY23 & 9M FY23:

Performance Summary

2. Business Highlights



Q3 FY23 | BUSINESS HIGHLIGHTS - HEALTHCARE

| | Health Supplements | Digestives | OTC & Ethicals |
|---------------------|--|--|---|
| Growth % | 0.4% | 11.2% | 4.0% |
| 3-year CAGR | 7.5% | 7.5% | 11.4% |
| Category Highlights | <ul style="list-style-type: none"> • Health Supplements return to positive growth trajectory after navigating high bases of last two years of Covid • Market share gains continue in Chyawanprash and Honey categories | <ul style="list-style-type: none"> • The portfolio saw strong growth on a high base of 12.2% growth • Growth driven by Hajmola franchise, on the back of successful NPDs of LimCola and ChatCola variants • Market share up by 200+ bps in digestive powders category | <ul style="list-style-type: none"> • Driven by strong growth of OTC portfolio and ex-Covid contextual Ethicals portfolio • OTC business recorded growth of 17% driven by Lal Tail, Honitus & Shilajit portfolios • Ethicals portfolio, ex-Covid contextual products posted 7.5% growth |

SELECT NEW COMMUNICATION

Dabur
Chyawanprash



100
बीमारियों से
लड़ने की शक्ति[^]

आयुर्वेदिक औषधि। मात्रा और निर्देश लेबल के अनुसार।
[^]100 बीमारियों से लड़ने की शक्ति च्यवनप्राश पर आयुर्वेद के शास्त्रीय ग्रंथों पर आधारित।
डाबर द्वारा निर्मित च्यवनप्राश एक शास्त्रोक्त फॉर्मूला है। शक्ति यानी अंदरूनी शक्ति।



Click on the image to play



DABUR HONEY PURITY TRAIL

WATCH IT IN

 APP &  CHROME DESKTOP

— ENVIRONMENT FOR A BETTER —
360° EXPERIENCE



Click on the image to play

SELECT NEW COMMUNICATION



A mother's tender touch dipped in red



Click on the image to play

SELECT NEW COMMUNICATION



Click on the image to play



NEW



Hadjod
TABLETS

**STRONG BONES.
STRONGER YOU.**



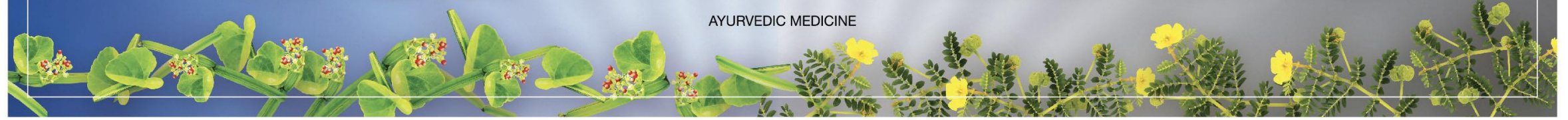
NEW



Gokshura
TABLETS

**SECRET TO MEN'S WELLNESS.
PROMOTES VIGOUR & VITALITY.**

AYURVEDIC MEDICINE



NPD - Healthcare

INTRODUCING

Dabur®
RATNAPRASH
SUGAR FREE

STRENGTH, STAMINA & ENERGY

**2X Strength,
Stamina & Energy***

Now Available as Sugar Free



BUY NOW



Musali

Provides Strength & Stamina

Moti

Helps Reduce Stress

Kesar

Keeps You Energetic & Active

*vs baseline after regular consumption in clinical study.

NPD - Healthcare



Sarpagandhaghan Vati

Ayurved Sar Sangraha/Gutika Vati Prakaran

Promotes
Healthy Sleep
Pattern and helps relieve
Stress & Anxiety



NPD - Healthcare



Pushpadhanwa Ras

IMPROVES
STRENGTH, STAMINA
& ENERGY



M.L.: UK.AY-351/2017

Mfd. by: Sansar Ayur

Medicare Pvt. Ltd.

Khasra No. 573, Imikhera,

Bhagwanpur, By-Pass, U.P.

Roorkee - 241667, India

Uttarakhand, India.

MARKETED BY: Dabur In

Regd. Office: 3/3, Asaf Ali Rd,

New Delhi - 110 002

daburcare@dabur.com | T

Q3 FY23 | BUSINESS HIGHLIGHTS – HOME & PERSONAL CARE

| | Home Care | Oral Care | Hair Oils | Shampoo | Skin & Salon |
|---------------------|--|---|---|---|---|
| Growth % | 18.2% | 2.6% | (2.4%) | 3.6% | (5.6%) |
| 3-year CAGR | 11.5% | 11.9% | 4.9% | 16.9% | 2.1% |
| Category Highlights | <ul style="list-style-type: none"> • Robust double-digit growth for Odonil, Odomos and Sanifresh • Odonil recorded an increase of 540 bps in market share in aerosols and 410 bps in the gel air fresheners category • Odomos' MS increased by ~220 bps | <ul style="list-style-type: none"> • Toothpaste portfolio recorded 3.2% growth driven by Dabur Red • We have become the #2 player in the dentifrice segment with our market share in the category now at highest ever mark of 15.8% | <ul style="list-style-type: none"> • Hair oils portfolio recorded 2.4% decline on account of ~5% decline in the category • Market share for hair oils portfolio improved by ~70 bps to touch highest ever mark of 16.2% | <ul style="list-style-type: none"> • Shampoos portfolio posted 3.6% growth on a high base of 21% growth • Market share in shampoo category increased by ~40 bps | <ul style="list-style-type: none"> • Delayed winter impacted the portfolio • Saw MS increase of 60 bps in bleach creams |

SELECT NEW COMMUNICATION



Click on the image to play

SELECT NEW COMMUNICATION



#वर्ष 2021 के लिए ग्लोबल हेयर ऑयल मार्केट रिपोर्ट में “मोर्डर इंटेलिजेंस” द्वारा जारी किए गए वैल्यू शेयर के अनुसार.
^‘असली आँवला, डाबर आँवला’, डाबर इंडिया लिमिटेड का पंजीकृत ट्रेडमार्क है.



Click on the image to play

SELECT NEW COMMUNICATION



Click on the image to play

Q3 FY23 | BUSINESS HIGHLIGHTS – FOOD & BEVERAGES

| | Beverages | Foods |
|----------------------------|---|--|
| Growth % | 3.7% | 34.5% |
| 3-year CAGR | 14.3% | 24.3% |
| Category Highlights | <ul style="list-style-type: none"> • Beverage business continued to be on a strong trajectory despite being impacted by early onset of the festive season • Outperformed the industry significantly with market share in J&N category increasing by 250 bps | <ul style="list-style-type: none"> • Hommade brand continued to perform well driven by innovation and portfolio expansion |

Begin your



journey today!



SUMMARISED FINANCIALS STATEMENTS

CONSOLIDATED P&L

| | Q3 FY23 | Q3 FY22 | Y-o-Y (%) | 9M FY23 | 9M FY22 | Y-o-Y (%) |
|--|----------------|----------------|---------------|----------------|----------------|---------------|
| Revenue from operations | 3,043.2 | 2,941.8 | 3.4% | 8,852.1 | 8,370.9 | 5.7% |
| Other Income | 100.8 | 96.7 | 4.2% | 324.7 | 294.0 | 10.4% |
| Total Income | 3,144.0 | 3,038.5 | 3.5% | 9,176.8 | 8,664.9 | 5.9% |
| Material Cost | 1,658.2 | 1,519.6 | 9.1% | 4,817.6 | 4,316.4 | 11.6% |
| <i>% of Revenue</i> | <i>54.5%</i> | <i>51.7%</i> | | <i>54.4%</i> | <i>51.6%</i> | |
| Employee expense | 290.8 | 273.0 | 6.5% | 848.3 | 800.9 | 5.9% |
| <i>% of Revenue</i> | <i>9.6%</i> | <i>9.3%</i> | | <i>9.6%</i> | <i>9.6%</i> | |
| Advertisement and publicity | 179.6 | 237.1 | (24.2%) | 488.6 | 627.6 | (22.1%) |
| <i>% of Revenue</i> | <i>5.9%</i> | <i>8.1%</i> | | <i>5.5%</i> | <i>7.5%</i> | |
| Other Expenses | 304.7 | 284.6 | 7.1% | 943.3 | 825.7 | 14.2% |
| <i>% of Revenue</i> | <i>10.0%</i> | <i>9.7%</i> | | <i>10.7%</i> | <i>9.9%</i> | |
| Operating Profit | 609.9 | 627.5 | (2.8%) | 1,754.3 | 1,800.3 | (2.6%) |
| <i>% of Revenue</i> | <i>20.0%</i> | <i>21.3%</i> | | <i>19.8%</i> | <i>21.5%</i> | |
| EBITDA | 710.7 | 724.2 | (1.9%) | 2,078.9 | 2,094.3 | (0.7%) |
| <i>% of Revenue</i> | <i>23.4%</i> | <i>24.6%</i> | | <i>23.5%</i> | <i>25.0%</i> | |
| Finance Costs | 18.9 | 11.1 | 70.8% | 46.1 | 26.8 | 71.8% |
| Depreciation & Amortization | 70.9 | 63.2 | 12.2% | 209.0 | 187.8 | 11.2% |
| Profit before exceptional items, tax and share of profit/(loss) from joint venture | 620.9 | 650.0 | (4.5%) | 1,823.9 | 1,879.6 | (3.0%) |
| <i>% of Revenue</i> | <i>20.4%</i> | <i>22.1%</i> | | <i>20.6%</i> | <i>22.5%</i> | |
| Share of profit / (loss) of joint venture | (0.8) | (0.1) | 593.5% | (1.4) | (0.6) | 140.6% |
| Tax Expenses | 143.5 | 145.5 | (1.4%) | 413.9 | 431.0 | (4.0%) |
| Net profit after tax and after share of profit/(loss) from joint venture | 476.6 | 504.4 | (5.5%) | 1,408.6 | 1,448.0 | (2.7%) |
| <i>% of Revenue</i> | <i>15.7%</i> | <i>17.1%</i> | | <i>15.9%</i> | <i>17.3%</i> | |
| Non controlling interest | 0.7 | 1.0 | (31.1%) | 2.3 | 3.0 | (24.0%) |
| Net profit for the period/year | 475.9 | 503.3 | (5.4%) | 1,406.3 | 1,445.0 | (2.7%) |
| <i>% of Revenue</i> | <i>15.6%</i> | <i>17.1%</i> | | <i>15.9%</i> | <i>17.3%</i> | |

STANDALONE P&L

| | Q3 FY23 | Q3 FY22 | Y-o-Y (%) | 9M FY23 | 9M FY22 | Y-o-Y (%) |
|--|----------------|----------------|-------------|----------------|----------------|---------------|
| Revenue from operations | 2,298.3 | 2,224.4 | 3.3% | 6,744.9 | 6,327.2 | 6.6% |
| Other Income | 85.6 | 81.1 | 5.7% | 277.4 | 249.4 | 11.2% |
| Total Income | 2,383.9 | 2,305.5 | 3.4% | 7,022.3 | 6,576.5 | 6.8% |
| Material Cost | 1,267.3 | 1,184.1 | 7.0% | 3,773.4 | 3,357.9 | 12.4% |
| <i>% of Revenue</i> | <i>55.1%</i> | <i>53.2%</i> | | <i>55.9%</i> | <i>53.1%</i> | |
| Employee expense | 189.6 | 173.9 | 9.0% | 546.9 | 500.9 | 9.2% |
| <i>% of Revenue</i> | <i>8.2%</i> | <i>7.8%</i> | | <i>8.1%</i> | <i>7.9%</i> | |
| Advertisement and publicity | 146.5 | 195.5 | (25.1%) | 400.1 | 511.6 | (21.8%) |
| <i>% of Revenue</i> | <i>6.4%</i> | <i>8.8%</i> | | <i>5.9%</i> | <i>8.1%</i> | |
| Other Expenses | 198.1 | 184.2 | 7.6% | 627.5 | 552.3 | 13.6% |
| <i>% of Revenue</i> | <i>8.6%</i> | <i>8.3%</i> | | <i>9.3%</i> | <i>8.7%</i> | |
| Operating Profit | 496.8 | 486.7 | 2.1% | 1,397.0 | 1,404.4 | (0.5%) |
| <i>% of Revenue</i> | <i>21.6%</i> | <i>21.9%</i> | | <i>20.7%</i> | <i>22.2%</i> | |
| EBITDA | 582 | 567.8 | 2.6% | 1,674.5 | 1,653.8 | 1.2% |
| <i>% of Revenue</i> | <i>25.3%</i> | <i>25.5%</i> | | <i>24.8%</i> | <i>26.1%</i> | |
| Finance Costs | 12.7 | 6.3 | 101.1% | 27.7 | 12.1 | 128.7% |
| Depreciation & Amortization | 47.6 | 40.4 | 17.9% | 138.1 | 119.0 | 16.0% |
| Profit before exceptional items, tax and share of profit/(loss) from joint venture | 522.2 | 521.1 | 0.2% | 1,508.7 | 1,522.7 | (0.9%) |
| <i>% of Revenue</i> | <i>22.7%</i> | <i>23.4%</i> | | <i>22.4%</i> | <i>24.1%</i> | |
| Tax Expenses | 127.8 | 127.5 | 0.3% | 368.5 | 381.6 | (3.4%) |
| Net profit for the period/year | 394.3 | 393.6 | 0.2% | 1,140.2 | 1,141.2 | (0.1%) |
| <i>% of Revenue</i> | <i>17.2%</i> | <i>17.7%</i> | | <i>16.9%</i> | <i>18.0%</i> | |



For more
information
and updates,
visit:

<http://www.Dabur.Com/in/en-us/investor>

रचनात्मक चित्रण ।