



Ref: SEC/SE/2022-23

May 05, 2022

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

Listing Department
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: Press Release

Dear Sir/Madam,


Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the Press Release to be issued by the Company today, for dissemination to the public.

This is for your kind information and records.

Thanking you,

Yours faithfully,

For **Dabur India Limited**


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

Encl: A/a



Dabur Q4 Consol. Revenue up 7.7% to Rs 2,518 Cr

Full-Year Revenue Up 14% at Rs 10,889 Cr; Dom. FMCG Volume Growth at 10%

New Delhi, May 5, 2022: India's leading Science-based Ayurveda major **Dabur India Ltd** today reported a **7.7% growth in Consolidated Revenue for the Fourth Quarter** ended March 31, 2022 on a high 25% base of the previous year. The **full-year Consolidated Revenue for 2021-22 grew 14% year-on-year to cross the Rs 10,000 crore landmark.**

The Board of Directors of Dabur India Ltd (DIL) met here today to consider the audited financial results of the Company for the quarter and full year ended March 31st, 2022.

Dabur delivered another quarter with steady Revenue growth despite significant and increasing cost headwinds taking a toll on consumer purchases. Dabur reported a Consolidated Revenue growth of 7.7% at Rs 2,518 Crore in the fourth quarter of 2021-22 financial year, up from Rs 2,337 Crore in the same quarter a year ago. Consolidated Revenue for the quarter reported a 2-year CAGR of 16.2%, reflecting the remarkable agility and resilience the business continues to demonstrate even in a tough market.

Riding on consistent performance, backed by sustained efforts to drive demand for our brands, Dabur ended the full-year 2021-22 with a Consolidated Revenue of Rs 10,889 Crore, up 14% from Rs 9,562 Crore in 2020-21. Net Profit before exceptional items for the 2021-22 fiscal reported a 7.7% jump to Rs 1,824 Crore, up from Rs 1,693 Crore a year ago.

"The dramatic rise in input costs was the major challenge during the quarter. We responded to this challenge with a mix of pricing actions and cost control measures. These are challenging times, and we are happy to have progressed well in this journey with consumer-centric innovations to expand our total addressable market and gain market share across 99% of our product portfolio. **Innovation continued to be the cornerstone of our strategy with new launches contributing to 5% of our Revenue.** The year 2021-22 was a strong year for Dabur as we ended with an industry leading Revenue growth of 13.8% in our India Business, with an underlying **FMCG Volume Growth of 10.1%** for the full year. We also ended the year with a 15.8% Constant Currency growth in the International Business," **Dabur India Ltd Chief Executive Officer Mr. Mohit Malhotra said.**

Dabur braved the inflationary headwinds to end the quarter with a 0.4% growth in Net Profit before exceptional items at Rs 379 Crore. An impairment of Goodwill in respect of Hobi Kozmetic, Turkey, amounting to Rs 85 Crore was provided, due to steep devaluation in Turkish currency over the past one year. Including this impairment, reported Net Profit for the fourth quarter of 2021-22 stood at Rs 294 Crore. The high currency devaluation notwithstanding, Dabur's Turkey business reported a strong operational performance with a 47% growth in local currency during the quarter.

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"We have reported strong organic growth, with broad-based market share gains, following disciplined execution, rapid consumer-centric innovation and increased digitalization. Despite the near-term concerns around heightening inflationary pressures and a resultant consumption slowdown, Dabur will continue to plough investments behind our Power Brands, coupled with investment in expanding the rural footprint and enhancing the go-to-market approach to drive sustainable, profitable growth, going forward," Mr. Malhotra said.

Dabur has invested ahead of the curve in expanding its rural coverage and today reach around 90,000 villages. "We have added 30,000 new villages to our network in the past one year alone," Mr. Malhotra added.

Category Growths

Dabur's Food & Beverages business reported a 33.5% growth during the quarter with its Juices & Beverages business growing at 35%. The Home Care business, riding on strong performance of air fresheners, ended the quarter with a 11% rise. The Health Supplements business, riding on strong demand for flagship brands like Dabur Honey and Dabur Glucose, ended up 9.7% during Q4 2021-22, while the OTC portfolio ended up 17%.

Despite the consumption slowdown and shrinkage in overall demand, Dabur reported market share gains across 99% of its product portfolio. In juices and nectars, Dabur grew ahead of the category and improved its market share by 610 bps. Dabur also reported a 250 bps gain in its Chyawanprash market share and a 40 bps gain in shampoo market share during the quarter.

International Business

Dabur's International Business continued to move ahead on the growth trajectory with a 10.7% jump in Constant Currency terms and a 2-year Constant Currency CAGR of 17%. The Egypt business grew by over 12%, while the Namaste business was up 11% and the Turkey business posted a growth of over 47%.

Dividend

The Board of Directors today recommended a Final Dividend of 270%, taking the Total Dividend for 2021-22 to 520%. "In line with our payout policy, the Board has proposed a dividend of Rs 2.70 per share, aggregating to Rs. 477.32 Crore," **Dabur India Ltd Group Director Mr. P. D. Narang 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 137 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 distinct Power Brands: **Dabur Chyawanprash, Dabur Honey, Dabur Honitus, Dabur Pudinhara** and **Dabur Lal Tail** in the Healthcare space; **Dabur Amla, Dabur Red Paste** and **Vatika** in the Personal Care category; and **Réal** in the Foods space.

For further information, Contact:

Byas Anand

Head-Corporate Communications

Dabur India Ltd.

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