



Ref: SEC/SE/2023-24
Date: July 6, 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: Quarterly Update – Q1 FY2023-24

Dear Sir/Madam,

Please find enclosed an update on the performance and demand trends witnessed during the quarter ended June 30, 2023 (Q1 FY24).

This will be followed by detailed financial results and earnings presentation once the Board of Directors of the Company approves the consolidated and standalone financial results for the quarter ended June 30, 2023.

Thanking you,

Yours faithfully
For **Dabur India Limited**

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

Encl: as above



Update for Quarter ended June 30, 2023 (Q1 FY24)

This update provides an overall summary of the performance and demand trends witnessed during the quarter ended June 30, 2023 (Q1 FY24). This will be followed by detailed financial results and earnings presentation once the Board of Directors of the Company approves the consolidated and standalone financial results for the quarter ended June 30, 2023.

During the quarter, trends in both urban and rural India have shown signs of improvement. One of the key contributing factors to this positive development has been the reduction in inflation. Sequential moderation in inflation has positively impacted consumer spending power and is resulting in gradual improvement in offtakes in the industry.

Dabur's consolidated business including recently acquired Badshah Masala, is expected to register growth exceeding 10%.

Our International Business is expected to report a strong performance with double-digit growth in constant currency. Softening of inflation in international markets is having a positive impact on the business.

The Healthcare and HPC businesses in India have performed well and are projected to achieve double-digit growth backed by mid-single digit volume growth. Within HPC, the Home Care category is expected to report value growth in high teens and Oral & Hair care categories growing in low double digits. However, the F&B business, and in particular, the summer centric Beverages portfolio, had a muted quarter due to unseasonal rains and a moderate summer. Consequently, India business is expected to post growth in high single digit.

Badshah Masala showed strong momentum growing in high teens.

The reduction in inflation is expected to lead to year-on-year gross margin expansion. We are channelizing a major part of the gross margin expansion towards ramping up advertising and promotion (A&P) spends to ensure long-term success. Consequently, operating profit should grow in line with revenue growth. However, PAT growth will be lower than operating profit growth mainly due to brand amortization expenditure on account of acquisition.

For the full year, we expect improvement in gross margins to continue. The gross margin expansion will be allocated towards increasing our A&P spends and is also expected to result in improvement in our operating margin on an annualised basis.

Overall, we are encouraged by the improving trends observed in the urban and rural markets in India, as well as the positive performance of our business segments. We remain committed to driving growth and profitability while navigating market challenges and capitalizing on opportunities for the remainder of the fiscal year.

Abhimata

About Dabur India Ltd

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for 139 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 Real in the Foods space. During FY 2022-23, Dabur recorded consolidated revenue from operations of INR 11,530 crore and consolidated profit after tax of INR 1,707 crore.

For further information please contact:

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Disclaimer:

The statements and financials disclosed above may differ from the reported financials to reflect the real business financial performance. Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied.

