



Ref: SEC/SE/2023-24

Date: January 31, 2024

To,

Corporate Relations 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: Press Release

Dear Sir/Madam,

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.

This is for your information and records.

Thanking You,

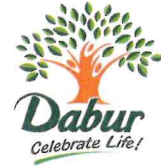
Yours faithfully,
For **Dabur India Limited**


(A.K. Jain)

EVP (Finance) and Company Secretary

Encl: as above





Dabur Q3 Operating Profit Surges 9.5%; Revenue Up 7%

Q3 Volume Growth at 6%

New Delhi, January 31, 2024: India's leading Science-based Ayurveda company Dabur India Limited today announced its financial results for the quarter ended December 31, 2023.

Third Quarter 2023-24 Financial Highlights:

- Q3 2023-24 Consolidated Revenue from Operations up 7% at Rs 3,255 crore
- Q3 Consolidated Revenue reports 10% Constant Currency growth
- Consol. Operating Profit posted a 9.5% growth
- Q3 Net Profit up 8% at Rs 514.2 crore
- India FMCG Volume Growth stands at 6%
- International Business posts 11.7% Constant Currency growth

Dabur India Limited ended the third quarter of 2023-24 with a 7% growth in Revenue from Operations at Rs 3,255 Crore, driven by steady performance of both the Home & Personal care and Food & Beverages businesses. Revenue stood at Rs 3,043.2 Crore in Q3 of 2022-23. The Q3 Revenue growth stands at 10% on Constant Currency basis.

Riding on the strength of its consumer-focused product portfolio, superior brand communication and excellence in go-to-market execution, Dabur continued to build and sustain its growth momentum, posting category-leading growths with market share gains across the portfolio. Despite the delay in onset of winters slightly impacting the Healthcare and Winter portfolio, **Dabur's India Business ended the third quarter with a Volume Growth of 6%.**

Operating Profit for the quarter marked a 9.5% jump. Consolidated Net Profit for the quarter marked an 8% jump to Rs 514.2 Crore, up from Rs 475.9 Crore a year earlier. Advertising spends for the quarter marked a 36% growth in the Consolidated business and 30% in the Standalone business.

"We remain intensely focused on our strategies of managing an agile and accountable organization structure with a focus on superior product delivery and constructive disruption to drive sustainable, profitable growth across our portfolio. Moderating inflation coupled with buoyant consumer sentiments and our focussed investment in distribution footprint expansion in rural India helped demand from the hinterland bounce back for Dabur. Rural demand for Dabur grew 200 bps ahead of urban. We have also stepped-up investment behind our brands to drive competitive volume growth, reflected in our higher advertising spends during the quarter" **Dabur India Limited Chief Executive Officer Mr. Mohit Malhotra said.**

"We have been investing in growing our rural footprint, which has expanded by 17,000 villages in the current fiscal from 100,000 to 117,000. We are working towards ending this year with a rural coverage of 1.2 lakh villages. Dabur's rural distribution has, in fact, been the highest in the industry, giving us a distinct advantage and helping drive our rural growth," Mr. Malhotra added.

Category Growth

Dabur's Digestives business ended the quarter with an over 15% growth while the Ayurvedic Ethicals business grew by nearly 7% in Q3. Dabur's Shampoo and Post-Wash category reported an over 11%

growth. The Toothpaste business ended the quarter with an industry leading over 8% jump, backed by Toothpaste Volume growth of 5%. The Home Care business reported a 7% growth while the Beverages business returned to the growth trajectory and ended the quarter with a 7% growth. Our Foods business, including Badshah, ended the quarter with a 22% growth.

With the business fundamentals remaining strong, Dabur posted market share gains across the portfolio, led by a 140bps improvement in Hair Oils market share. Dabur also reported an 184bps gain in Air Freshener market share and 151bps gain in Chyawanprash market share.

International Business

Dabur's International Business reported a growth of 11.7% in Constant Currency terms. The Nigeria business grew by 52%, while the Turkey business was up 44% and the Egypt business ended with a 43% growth.

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 eight distinct Power Brands: **Dabur Chyawanprash, Dabur Honey, Dabur Honitus, Dabur Pudinhara** and **Dabur Lal Tail** in the Healthcare space; **Dabur Amla** and **Dabur Red Paste** in the Personal care category; and **Réal** in the Foods & Beverages category.

For further information, Contact:

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