



Dabur India Ltd

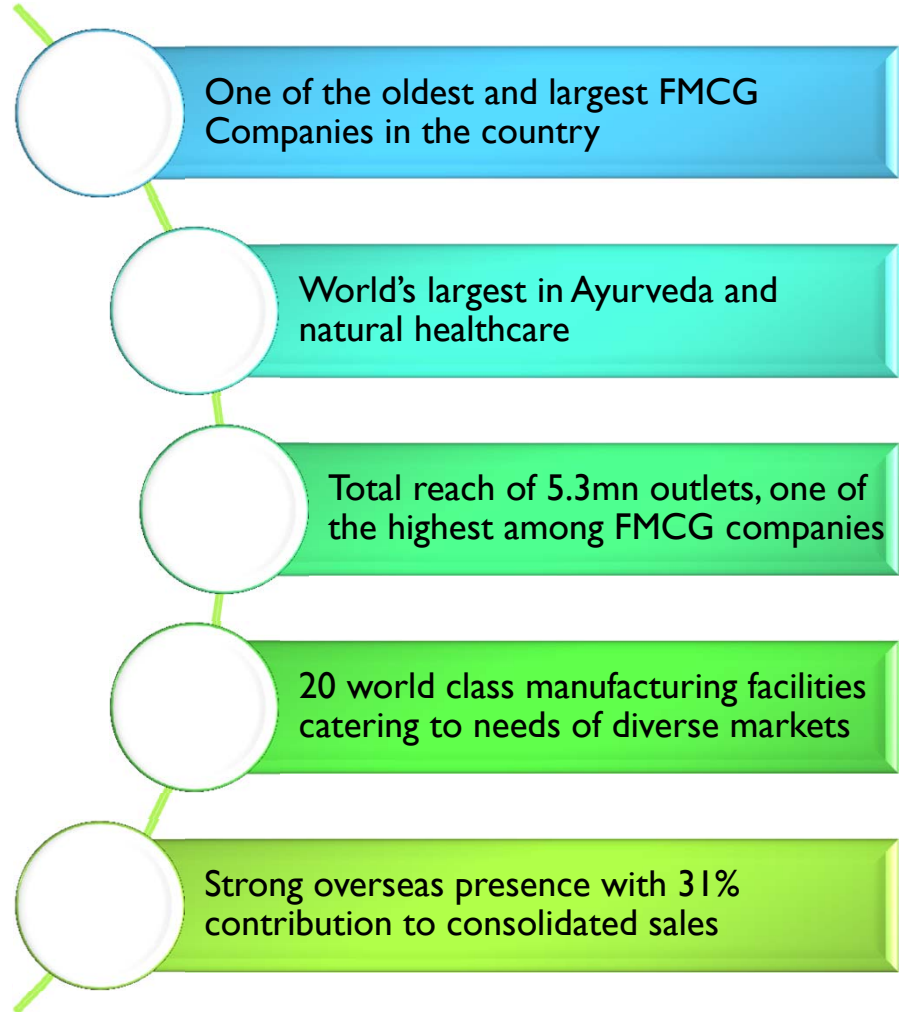
*Investor Presentation
June 2016*



Dabur Overview

Company Vision

**“DEDICATED
TO THE HEALTH
AND WELL
BEING
OF EVERY
HOUSEHOLD”**

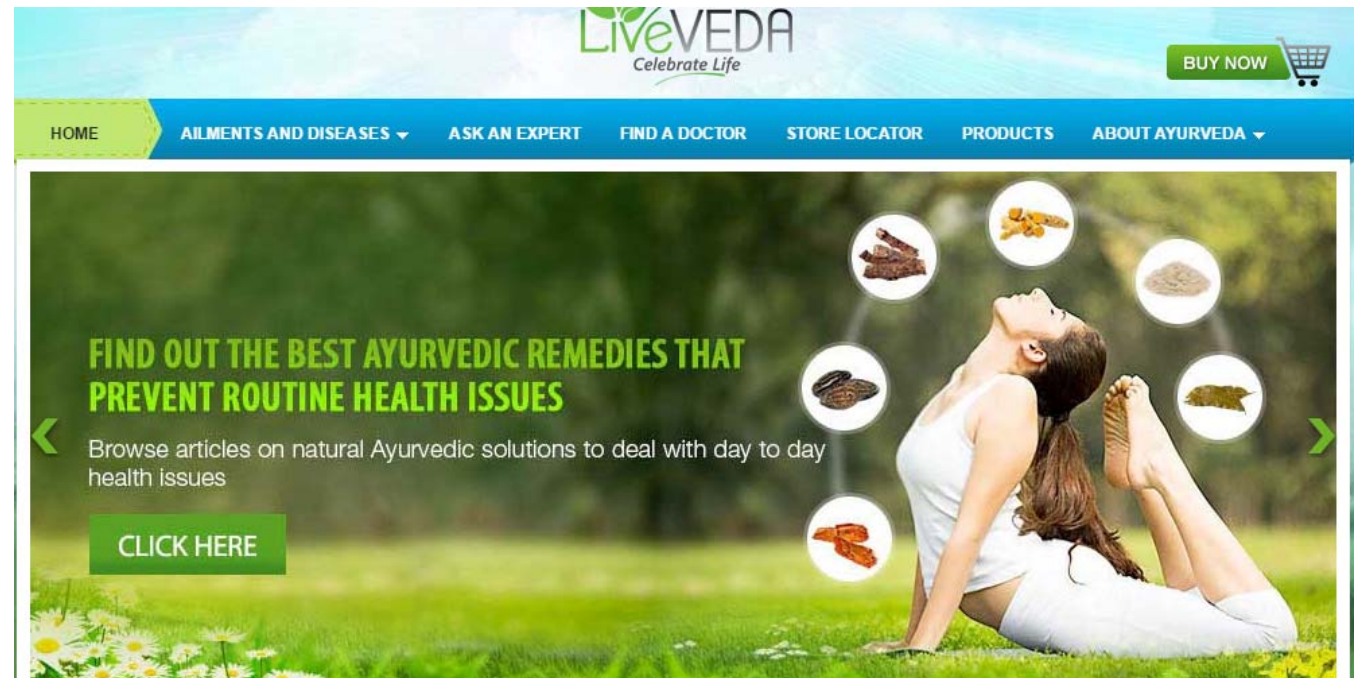


Ayurveda: Dabur's Core Philosophy

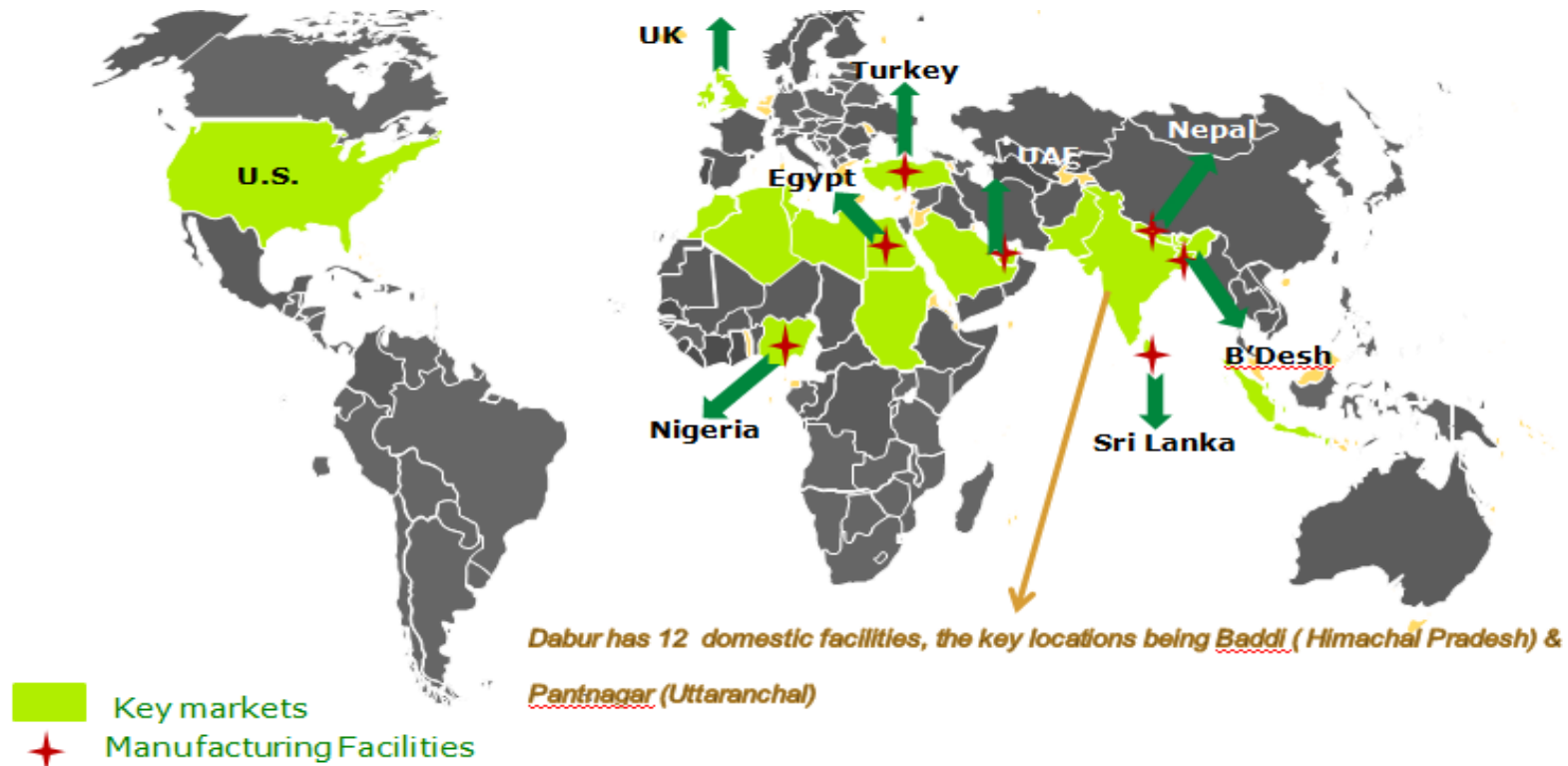


LIVEVEDA
PORTAL

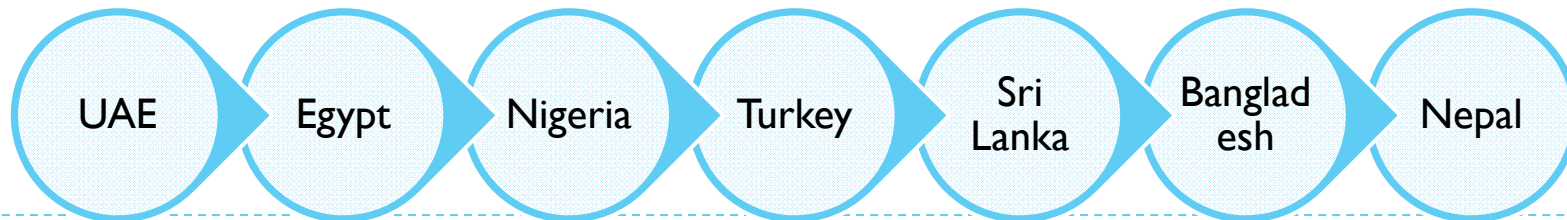
Ayurveda- A
Click Away !!!!



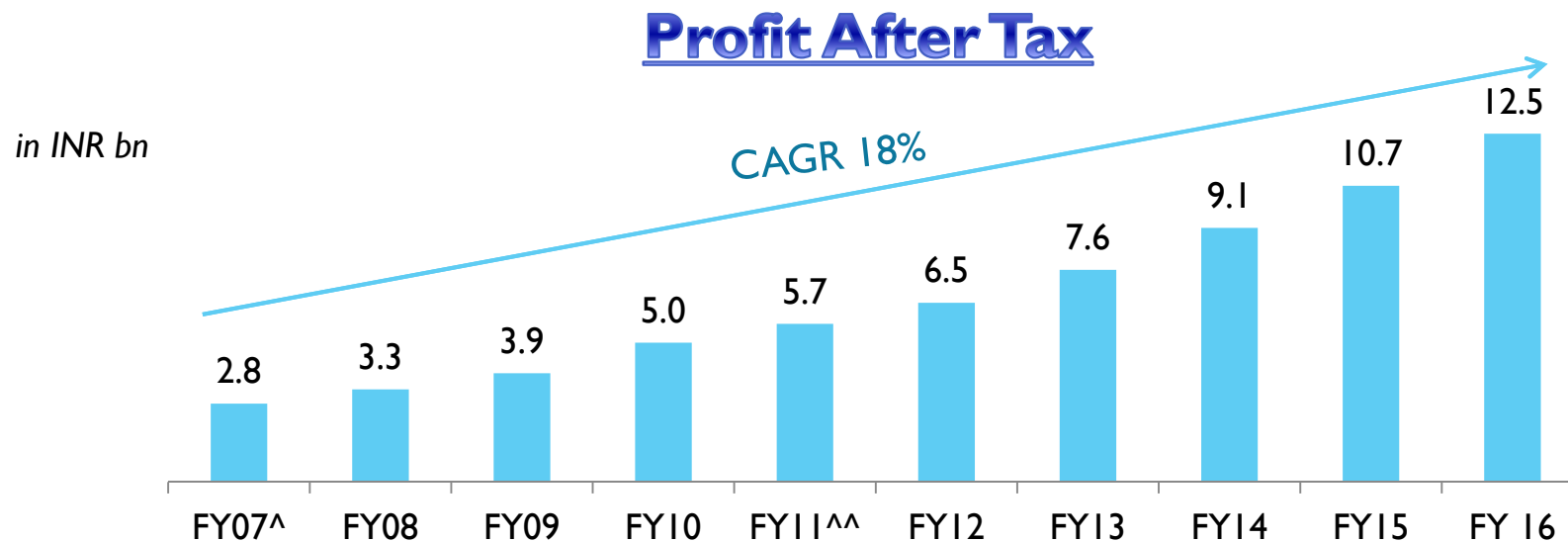
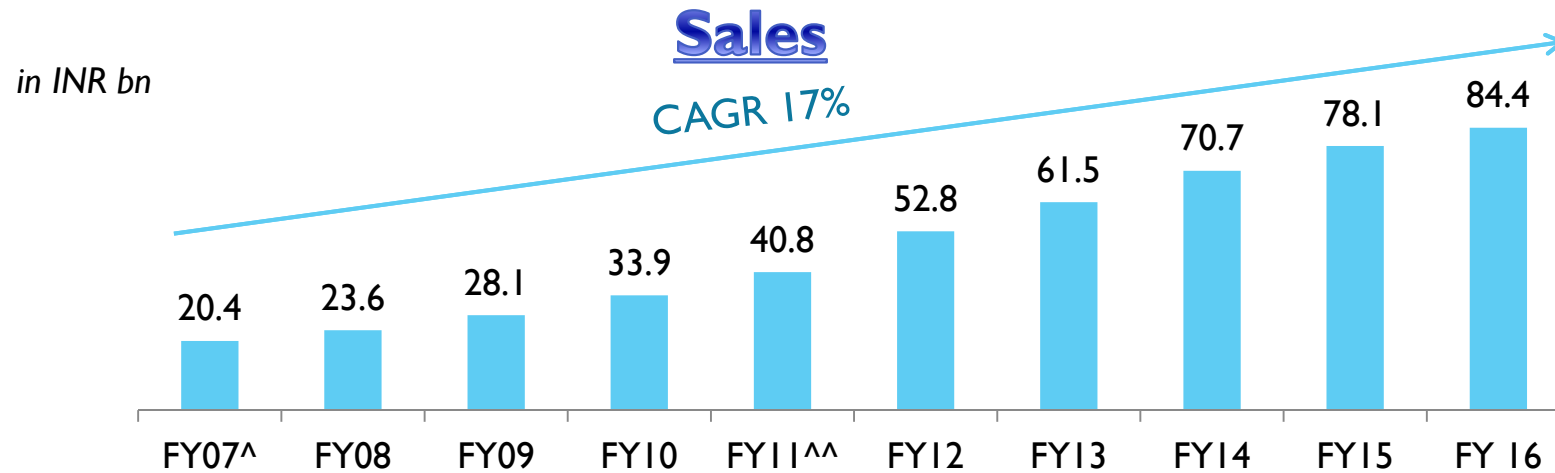
Global Business Footprint



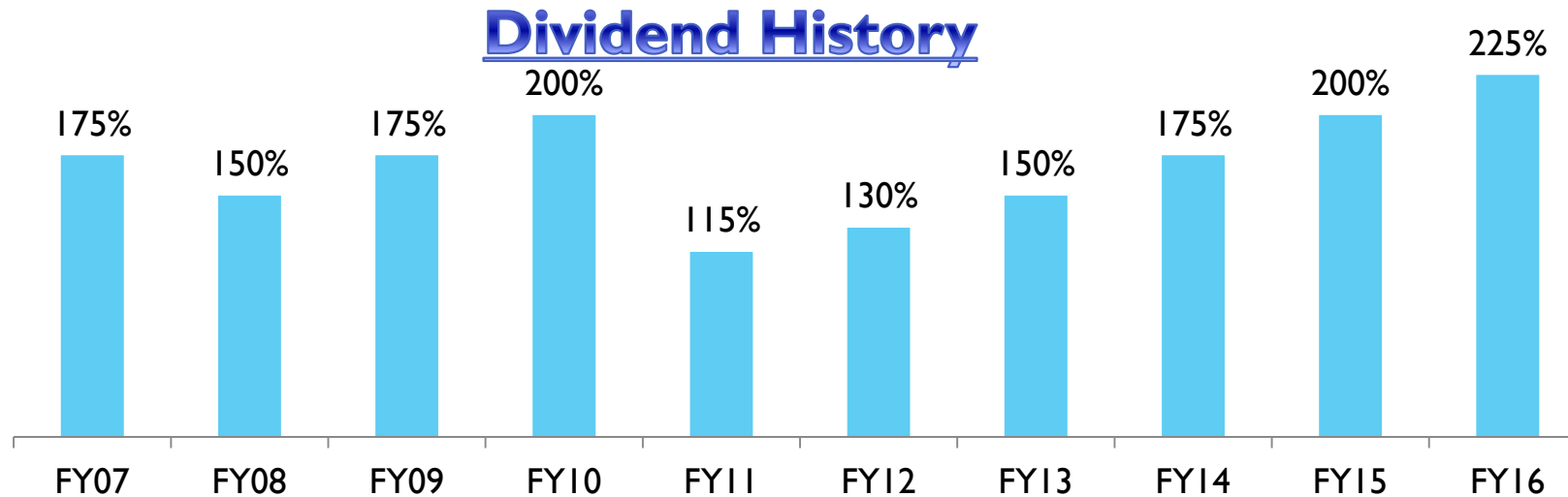
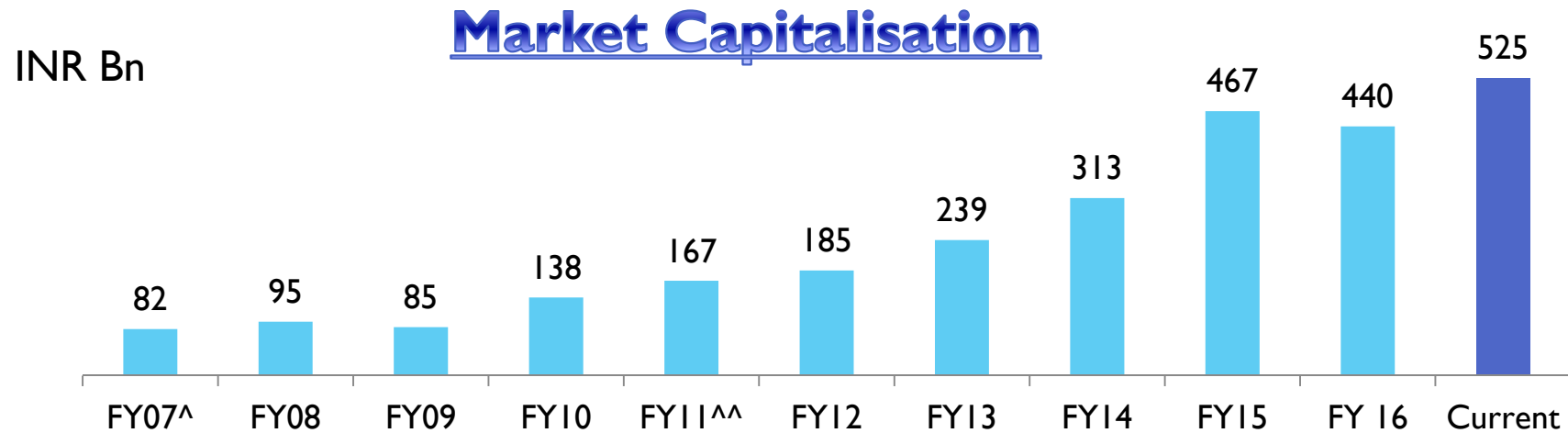
International Manufacturing Locations



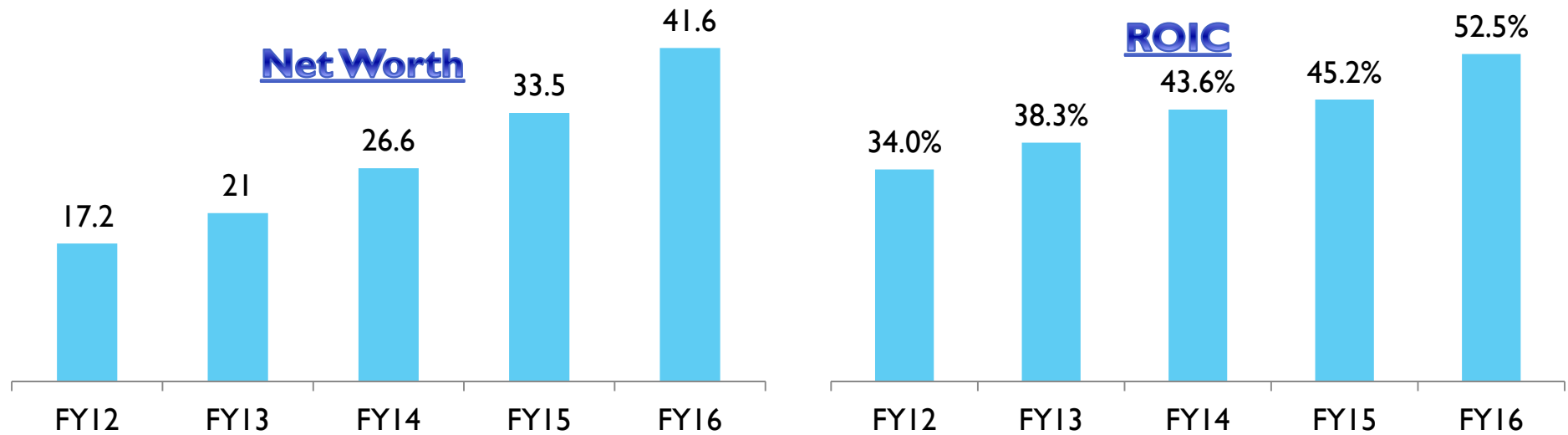
Robust Growth Trajectory..



Superior Shareholder Returns



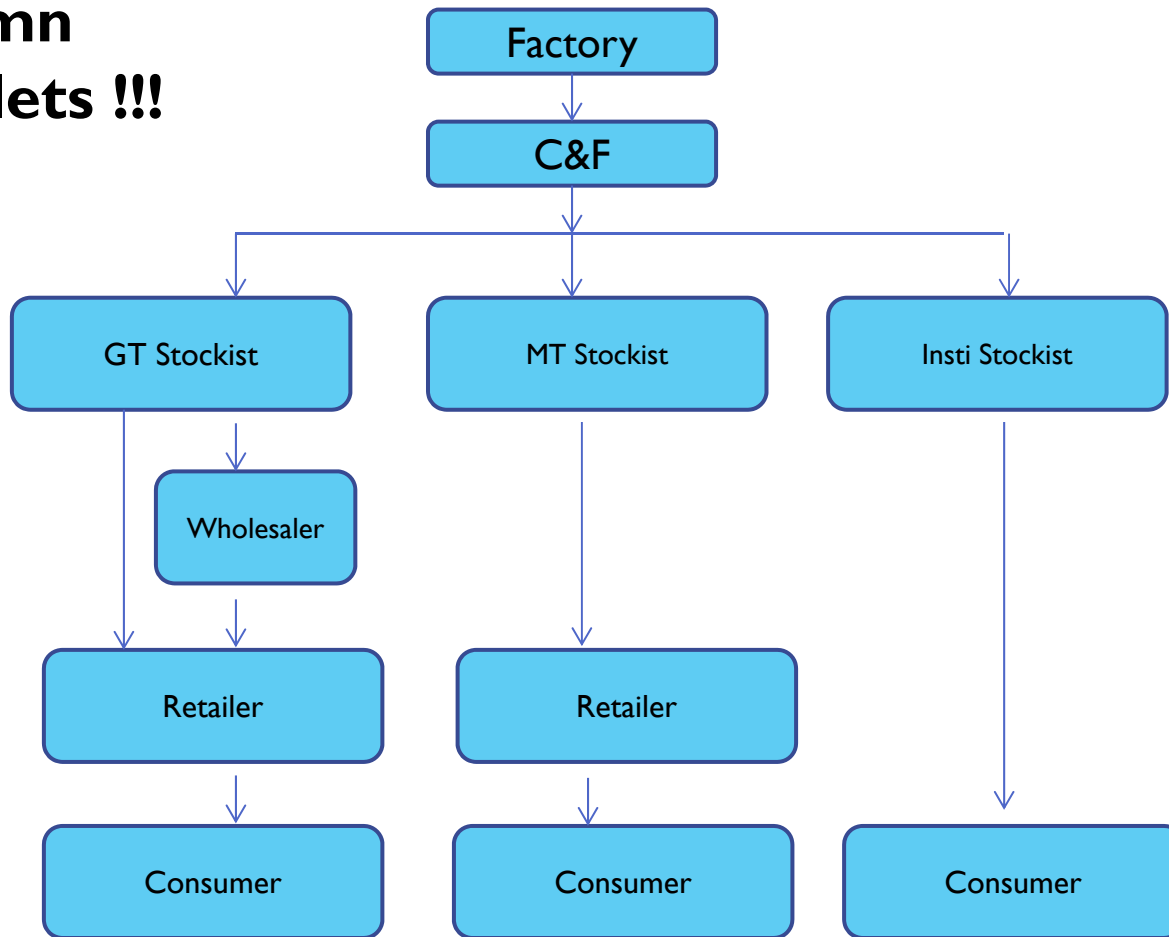
Strong Financial Profile



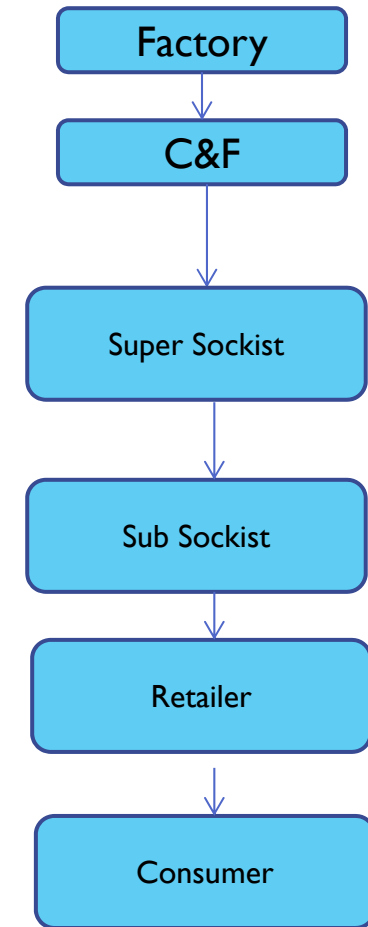
Distribution Framework

We reach to
5.3mn
outlets !!!

Urban



Rural



Distribution Expansion

Project Double

- Rolled out in FY13 to expand direct coverage in rural markets
- Direct Village coverage has increased from 14,000 villages in FY11 to 44,000 villages in FY15
- Focus on increasing efficiency and productivity of the channel

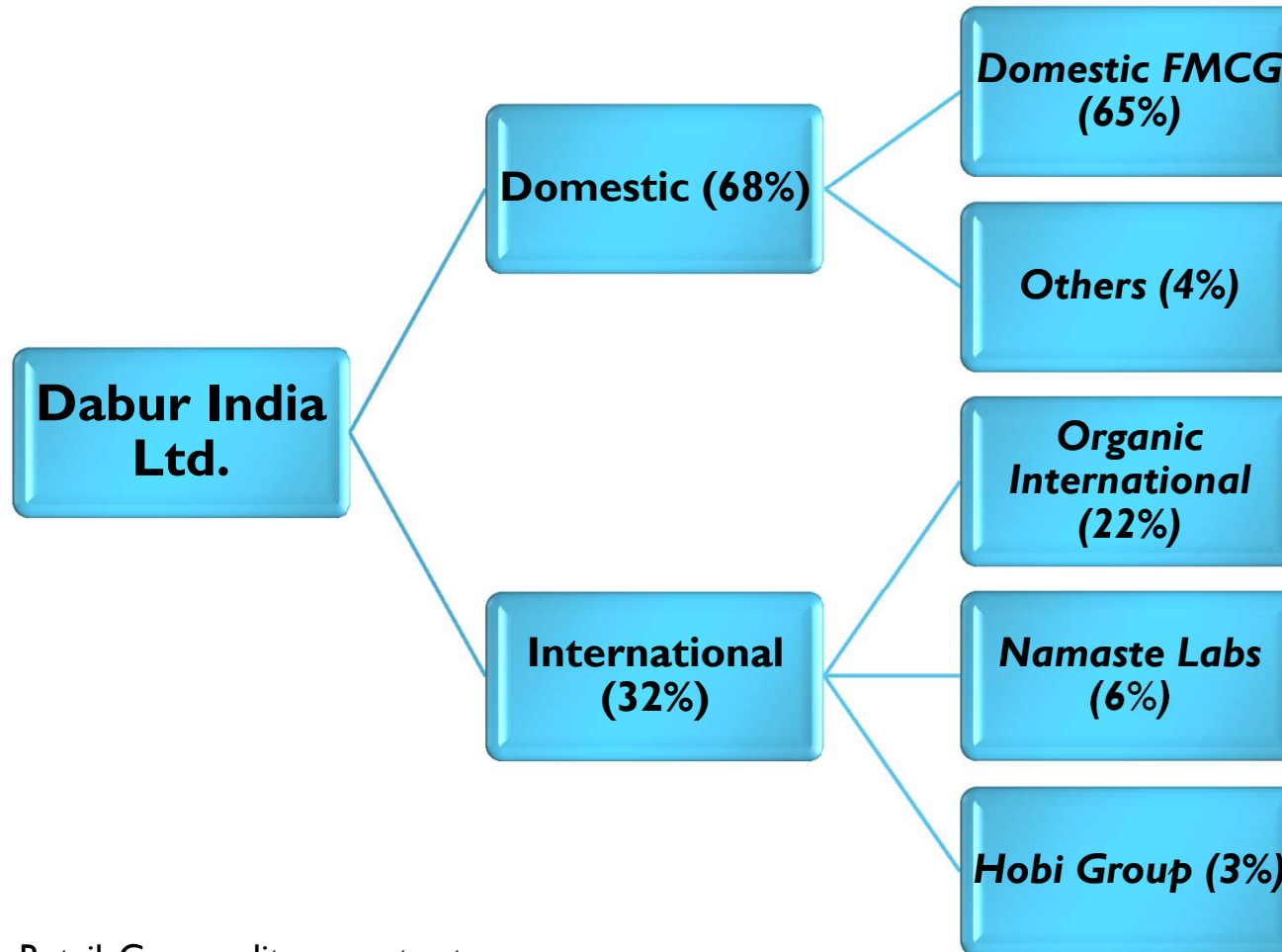
Project 50-50

- Aimed at leveraging the potential of Top 130 towns which contribute to 50% of urban consumption
- Segregating the grocery channel teams for wholesale & retail
- Initiative is in line with renewed focus on urban markets

Project CORE

- To enhance chemist coverage and provide further impetus to our Health Care portfolio
- Direct Chemist Coverage is currently 213,000
- Strategy is to increase coverage and range for better throughput

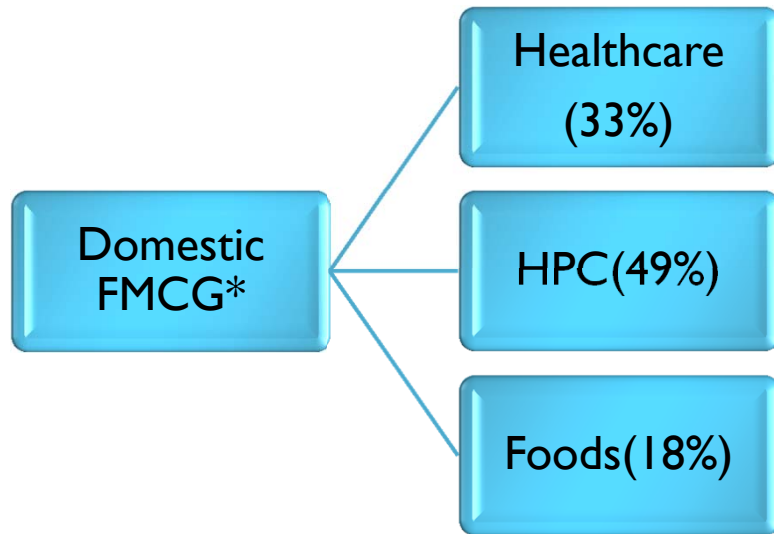
Business Structure



* Others include Retail, Commodity exports etc

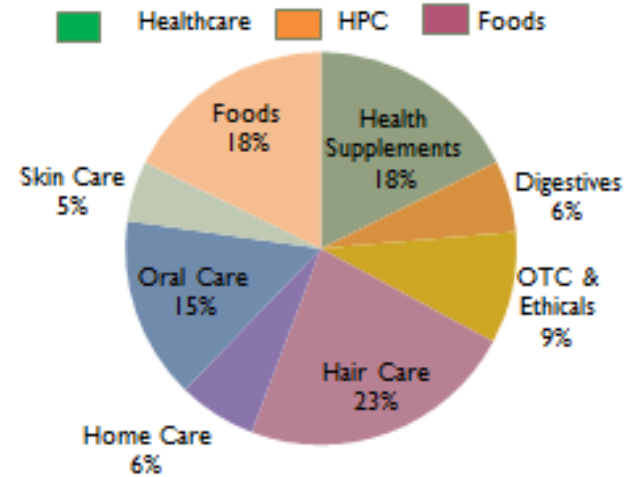
Note: % figure in brackets indicate % share in Consolidated Sales for FY16

Sales By Business Vertical

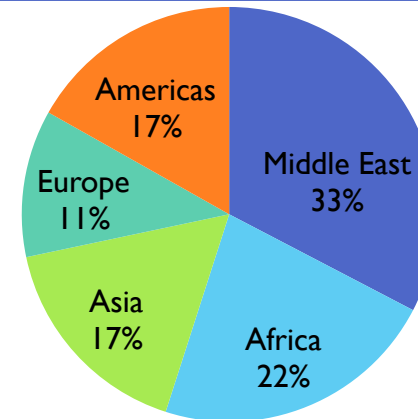


* Breakdown of Domestic FMCG business basis FY16 Sales

Domestic FMCG Business FY16

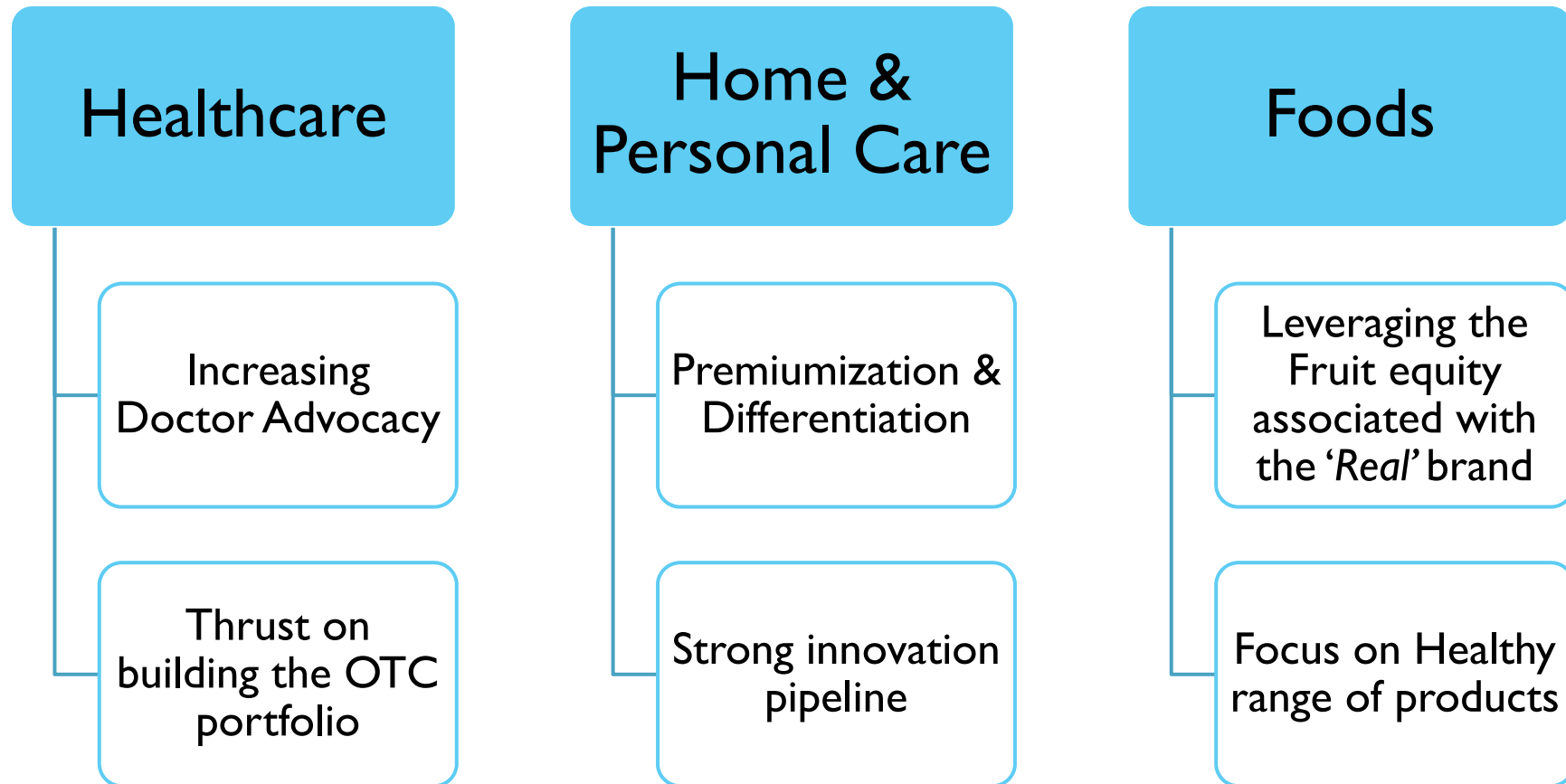


International Sales FY16



INDIA BUSINESS

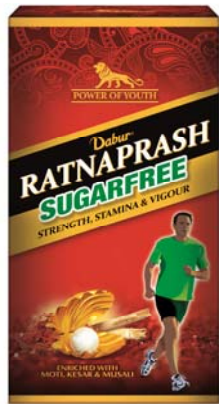
Business Strategy



Focus on Health and Well-Being

The theme of **Health and Well-Being** cuts across the product portfolio

Doctor Advocacy platform being built- Both Ayurvedic and Allopathic doctor reach to be ramped up



Building Consumer Connect

DIL SE DUA



700 se 7 Kadam



Immune India Challenge 2015



Fem Miss North India Princess 2015



Continue to build bigger brands

10bn+



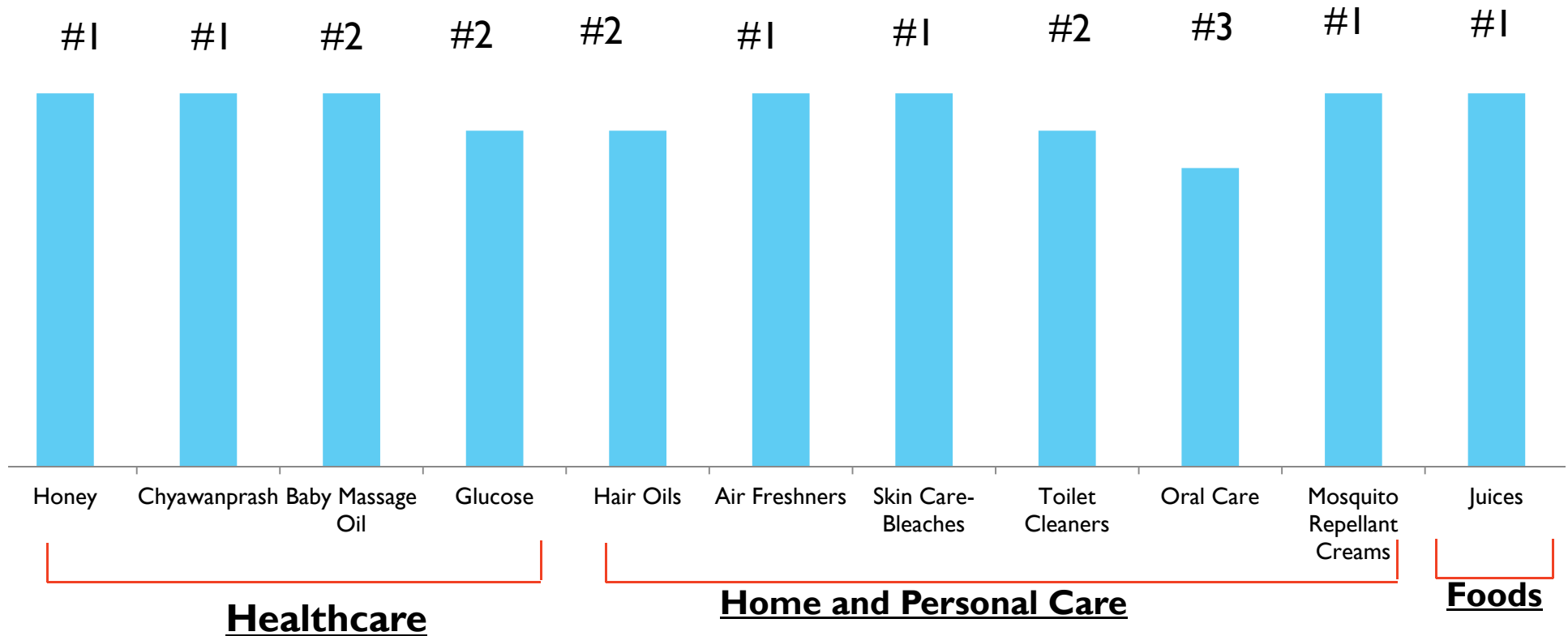
1bn+



Competitive Position

We continue to lead across verticals- Healthcare , HPC and Foods

#Relative Competitive Position



Premiumization is the key ...A few Examples



Honey Squeezy Pack



Pudin Hara Herbal Antacid



Ratnaprash Sugarfree



Baby Massage Oil- Olive and Almond



Oxylife Salon Professional-Facial Kits



Odonil Gel



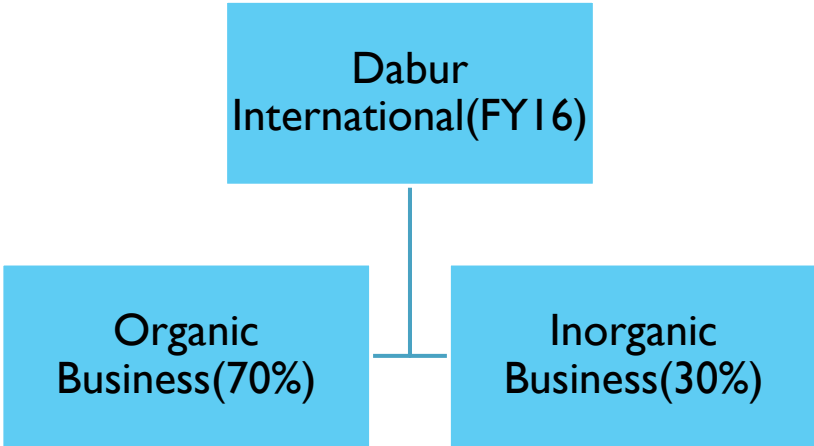
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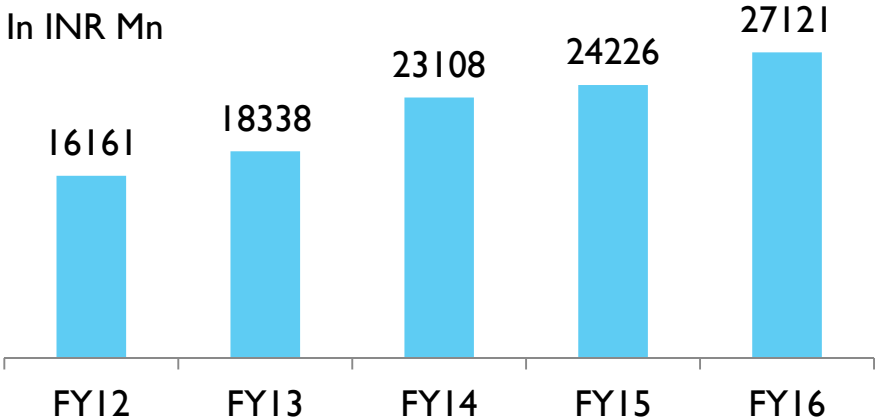
Real Wellnezz- Jamun

INTERNATIONAL BUSINESS

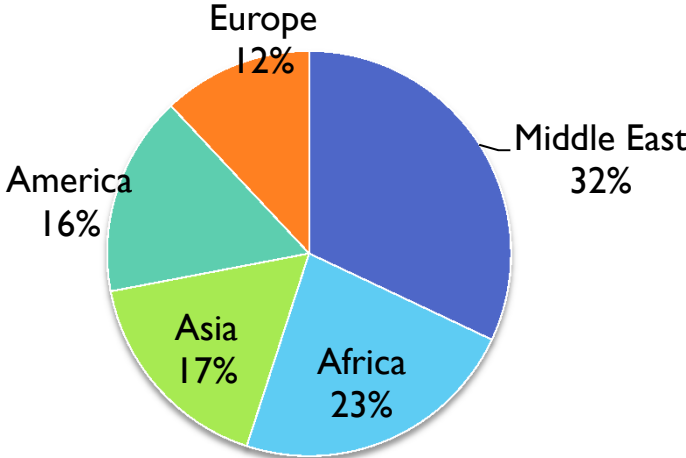
Business Overview



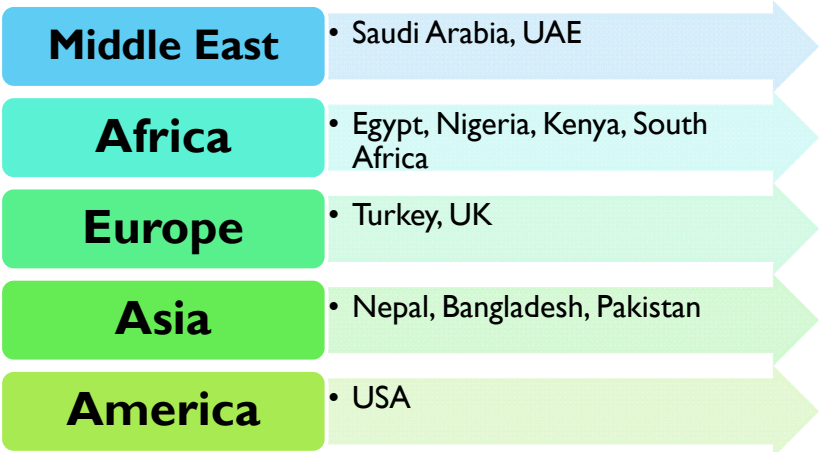
Sales Trend



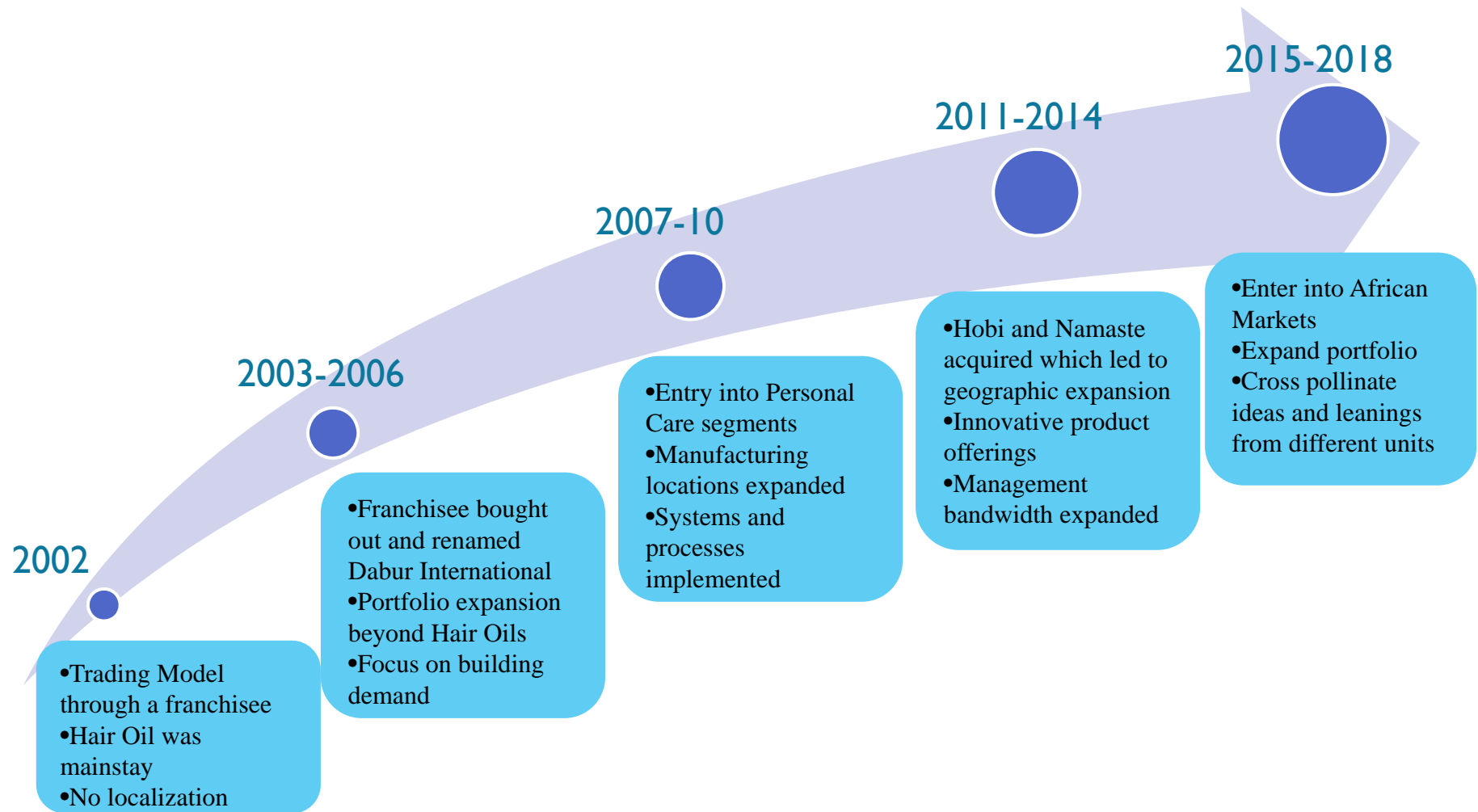
Regionwise Sales FY15



Key Markets



The Journey...



IBD: Evolution of Amla brand



IBD: Evolution of Vatika brand



IBD: Evolution of Dermoviva brand

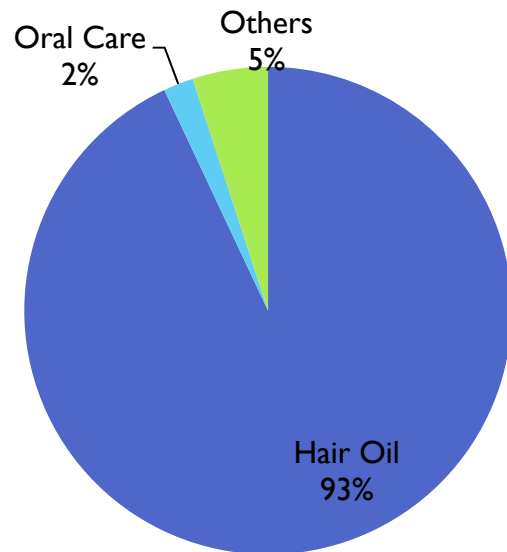


IBD: Evolution of Oral Care



Organic International Business

2005-06



2015-16



The Organic International Business has evolved from being just a Hair Oil business to a diversified personal care entity

Inorganic Business

Namaste



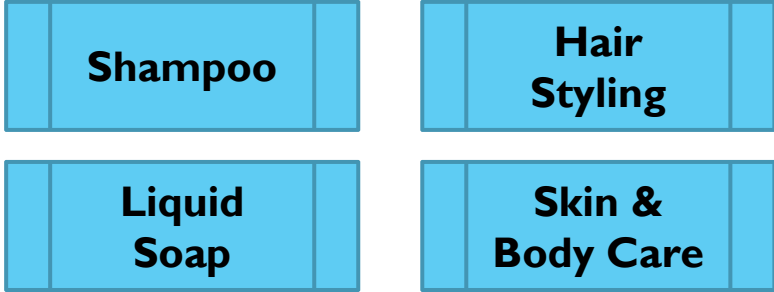
Key Geographies USA & Africa



Hobi



Key Geography Turkey



Consolidated Financial Highlights FY16

		Growth %	Rs Crs
SALES	↑	8.1%	8436
EBITDA	↑	17.9%	1739
PAT	↑	17.5%	1253

Sustainability: A Key Focus

Dabur is committed to being a responsible company and making a positive contribution to Society and Environment

2918 acres under cultivation for rare medicinal herbs in India

2,028 beneficiary families of our Self – Help Group initiatives

18,00,000 schoolkids benefited from health & oral hygiene programmes

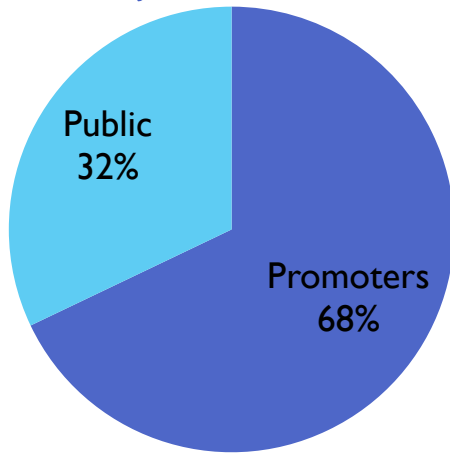
13 States covered under our Agronomical Initiatives

1,674 farmers/beneficiaries of our Agronomical initiatives in India

586 women trained at our vocational training centers

Shareholding Pattern and Share Price Trend

Shareholding Pattern- As on 31st March, 2016



32% of Dabur's shares are held by the Public

Dabur Share Price Trend



Consolidated P&L

DIL (Consolidated) P&L in Rs. million	Q4FY16	Q4FY15	YoY (%)	FY16	FY15	YoY (%)
Net Sales	21,573	19,448	10.9%	84,360	78,064	8.1%
Other Operating Income	40	49		181	208	
Material Cost	9,763	9,059	7.8%	37,970	37,201	2.1%
<i>% of Sales</i>	45.3%	46.6%		45.0%	47.7%	
Employee Costs	2,020	1,723	17.2%	7,948	6,896	15.3%
<i>% of Sales</i>	9.4%	8.9%		9.4%	8.8%	
Ad Pro	2,836	2,654	6.9%	12,427	11,244	10.5%
<i>% of Sales</i>	13.1%	13.6%		14.7%	14.4%	
Other Expenses	2,840	2,604	9.1%	10,997	9,768	12.6%
<i>% of Sales</i>	13.2%	13.4%		13.0%	12.5%	
Other Non Operating Income	563	447	26.0%	2,192	1,581	38.7%
EBITDA	4,717	3,903	20.8%	17,390	14,744	17.9%
<i>% of Sales</i>	21.9%	20.1%		20.6%	18.9%	
Interest Exp. and Fin. Charges	131	103	27.0%	480	401	19.7%
Depreciation & Amortization	360	282	27.6%	1,338	1,150	16.3%
Profit Before Tax (PBT)	4,226	3,519	20.1%	15,572	13,194	18.0%
Exceptional Item	0	0		0	0	
Tax Expenses	892	670	33.2%	3,018	2,509	20.3%
PAT(Before extraordinary item)	3,334	2,849	17.0%	12,555	10,685	17.5%
<i>% of Sales</i>	15.5%	14.6%		14.9%	13.7%	
Extraordinary Item	0	0		0	0	
PAT(After extraordinary Items)	3,334	2,849	17.0%	12,555	10,685	17.5%
Minority Interest - (Profit)/Loss	15	1		27	26	
PAT (After Extra ordinary item & Minority Int)	3,319	2,848	16.6%	12,527	10,658	17.5%
<i>% of Sales</i>	15.4%	14.6%		14.8%	13.7%	

Statement of Assets and Liabilities

In INR Mn

Particulars	As at 31/03/2016 (Audited)	As at 31/03/2015 (Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' funds		
(a) Share capital	1759.1	1756.5
(b) Reserves and surplus	39841.6	31784.9
Sub-total - Shareholders' funds	41,600.7	33,541.4
2. Minority interest	216.8	181.6
3. Non-current liabilities		
(a) Long-term borrowings	3414.5	2105.7
(b) Deferred tax liabilities (net)	765.4	587.1
(c) Long-term provisions	508.8	462.1
Sub-total - Non-current liabilities	4,688.7	3,155.0
4. Current liabilities		
(a) Short-term borrowings	4,497.4	5,229.8
(b) Trade payables	13,301.8	10,958.5
(c) Other current liabilities	3,567.4	5,415.2
(d) Short-term provisions	3,332.0	2,581.4
Sub-total - Current liabilities	24,698.6	24,184.9
TOTAL - EQUITY AND LIABILITIES	71,204.8	61,062.8
B ASSETS		
1. Non-current assets		
(a) Fixed assets	13,732.8	13,060.3
(b) Goodwill on consolidation	6,214.0	6,214.0
(c) Non-current investments	17,873.1	13,874.0
(d) Long-term loans and advances	295.1	207.5
(e) Other non-current assets	181.7	201.3
Sub-total - Non-current assets	38,296.7	33,557.1
2 Current assets		
(a) Current investments	7,365.4	4,259.7
(b) Inventories	10,965.0	9,732.7
(c) Trade receivables	8,097.0	7,108.4
(d) Cash and bank balances	2,204.0	2,760.4
(e) Short-term loans and advances	3,265.3	2,788.7
(f) Other current assets	1,011.4	855.8
Sub-total - Current assets	32,908.1	27,505.7
Total -Assets	71,204.8	61,062.8

Thank You
