



Ref: SEC/SE/2023-24  
Date: May 4, 2023

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

National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> 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.

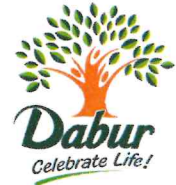
Thanking You,

Yours faithfully,  
For **Dabur India Limited**

  
(A K Jain)

**EVP (Finance) and Company Secretary**

Encl: as above



## Dabur Q4 Consol. Revenue up 6.4% to Rs 2,677.8 Crore

### Full-Year Revenue Up 5.9% at Rs 11,529.9 Crore

New Delhi, May 4<sup>th</sup>, 2023: India's leading Science-based Ayurveda major Dabur India Ltd's Full-year 2022-23 Consolidated Revenue crossed the Rs 11,000 Crore mark to end the year at Rs 11,529.9 Crore. Dabur's Consolidated Revenue for the fourth quarter of 2022-23 reported a 6.4% jump to Rs 2,677.8 Crore.

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, 2023.

The strong execution of the Power Brand strategy coupled with distribution footprint enhancement helped Dabur India Ltd report a steady performance during the fourth quarter and the full year. Dabur ended Q4 of 2022-23 with a Consolidated Revenue growth of 6.4% at Rs 2,677.8 Crore, up from Rs 2,517.8 Crore in the same quarter a year ago. This marks a 3-year CAGR of 12.8%, reflecting the remarkable agility and resilience the business continues to demonstrate even in a tough market. **Consolidated Revenue for the quarter marked a Constant Currency growth of 8.6%. Net Profit for the fourth quarter posted a 2.2% growth at Rs 300.8 Crore as against Rs 294.2 Crore a year earlier.**

Dabur ended the full-year 2022-23 with a Consolidated Revenue of Rs 11,529.9 Crore, up 5.9% from Rs 10,888.7 Crore in 2021-22. Net Profit for the full year stood at Rs 1,707.1 Crore.

"Our performance in a tough inflationary environment aptly demonstrates the power and consistency of Dabur's strategic playbook, which helped us capitalize on our brand strength while continuing to innovate and deepen our engagement with our consumers. In an environment where high Inflation continued to impact consumption, we are happy to have progressed well with broad-based growth in our key categories and report market share gains across our product portfolio," **Dabur India Ltd Chief Executive Officer Mr. Mohit Malhotra said.**

Dabur ended the quarter with a **Volume Case Growth of 11% and the year with 14%**. "During the year, we faced high inflation, which was partly mitigated by price increases to the tune of 6%. Consumer promotions were offered to soften the impact of price hikes on consumption, which resulted in flattish Value-weighted Volumes for both the fourth quarter and the year. This 11% Case Growth has helped increase the penetration and market share of our brands across categories in line with our 'Ghar Ghar Dabur' strategy," Mr. Malhotra said.

"Despite the near-term concerns around inflationary pressures, we plan to accelerate the growth momentum by continuing to invest in brand building, innovation, and capabilities that will drive future growth. Our journey to sustainable growth is well on track as we focus on building a stronger, more dynamic business, with a renewed sense of purpose," Mr. Malhotra added.

#### Category Growths

Riding on strong demand for our highly differentiated product portfolio, Dabur's Oral Care penetration has now increased to 50.8%. Effectively, **every second household in India is now a Dabur oral Care Household**. Also, the Company has now become the Number 2 player in the Oral Care segment with a 15.8% market share.

In the Hair Oils market, our strategy of supporting our core brands with flanker brands to entice value-seeking consumers, paid off and the **Hair Oils business reported a 130bps gain in market share to end at its highest-ever share of 17%.**

Dabur's Food & Beverages business reported a 30% growth during the year with its Juices & Beverages business also growing at around 30%. The Home Care business, riding on strong performance of air fresheners, ended the year with a 23.4% growth. The Digestives business ended up 10.4% during the year, while the Shampoo portfolio ended up 8%. The Healthcare business, which is navigating the high COVID bases, registered a 3-year CAGR of around 10%.

In the Air Freshener category, Dabur's market share surged 140bps, while its Shampoo market share reported a 30bps gain.

#### **International Business**

Dabur's International Business continued to move ahead on the growth trajectory with a 9.6% jump in Constant Currency terms in the fourth quarter and 11.1% for the full year 2022-23. During the quarter, the Turkey business grew by 90%, while Egypt business was up 28% and Nepal business posted a growth of 17%.

#### **Dividend**

The Board of Directors today recommended a Final Dividend of 270%, taking the Total Dividend for 2022-23 to 520%. "In line with our payout policy, the Board has proposed a dividend of Rs 2.70 per share, aggregating to Rs. 478.38 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 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 in India: **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 Food & beverages space. **Vatika** is the International Power Brand in Dabur's portfolio.

#### **For further information, Contact:**

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