

## Dabur India Ltd Third Quarter Net Profit Surges 23%

*Dabur India Ltd Third Quarter Net Profit Surges 23%; Dabur Standalone Q3 Net Profit At Rs 88.1 Cr On A Turnover Of Rs 525 Cr; Nine-Month Standalone Net Profit Surges 22.3% To Rs 228 Cr; Dabur India (consolidated) Nine-Month Revenue Up 15.8% At Rs 1782 Cr*

New Delhi, Delhi, IND, 2008-01-29 22:30:00 (IndiaPRwire.com)

The Board of Directors of Dabur India Ltd (DIL) met here today to consider the unaudited financial results of the company for the quarter and the nine-month period ending December 31, 2007.

Riding on strong growth across key categories like Hair Care, Oral Care, Home Care and International Business, Dabur India Ltd recorded a 22.9% growth in its net profit during the third quarter of the 2007-08 financial year. Net profit for the quarter stood at Rs 88.1 crores, up from Rs 71.7 crores in the same period last year. Turnover for the quarter marked a 11.4% increase to Rs 525.35 crores from Rs 471.45 crores in the corresponding quarter of the previous fiscal.

For the nine-month period ending December 31, 2007, Dabur India net profit surged 22.3% to Rs 228 crores from Rs 186.4 crores in Q3 of 2006-07. The turnover, during the same period, registered a growth of 12.4% to Rs 1378.85 crores from Rs 1226.58 crores a year earlier.

"Dabur India registered robust sales growth across its key categories, with its toothpaste and shampoo brands continuing to grow ahead of the market. The International Business, Health Supplements, Hair Care and Digestives categories were the key drivers of growth during the quarter, growing at strong double digits. The cornerstone of our strategy is to continuously strengthen our portfolio and deliver consistent and profitable growth," said **Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal**.

The third quarter saw Dabur India introducing a host of new products - like Chyawan Junior (a Chyawanprash variant in a chocolate-flavoured granular format), Gulabari Hydrating Rose Crème & Lotion and Dazzl hard surface cleaners - which have been very well accepted in the market.

### **Dabur Consolidated**

Dabur India Ltd (Consolidated) posted a 19.2% growth in net profit in the third quarter at Rs 94.5 crores, as against Rs 79.3 crores in the same period last year. Turnover for the quarter marked a 14.3% growth to Rs 658.65 crores, from Rs 576.52 crores a year earlier.

For the nine-month period ending December 31, 2007, consolidated net profit recorded a 22.9% jump to Rs 253.3 crores, from Rs 206.1 crores a year earlier. The turnover, during the same period, increased by 15.8% to Rs 1781.68 crores as against Rs 1539.15 crores in the corresponding period of the previous financial year.

Dabur Foods Ltd, the market leader in fruit juices, posted a 21% increase in sales during the nine-month period ended December 31, 2007, with the Réal juice portfolio reporting a 23% growth. "The merger of Dabur Foods Ltd with Dabur India Ltd is on track with the Honourable High Court of Delhi giving its final approval for the merger, with effect from April 1, 2007," **Dabur India Ltd Chairman Dr Anand Burman said**.

Dabur's overseas sales also recorded significant gains during the nine-month period, reporting a 29.4% surge in turnover. While Dabur Egypt reported a robust 72% growth, sales in the GCC region increased 46% and sales in Pakistan recorded a 25% growth. The quarter also saw Dabur establishing a new manufacturing facility in Nigeria, pushing sales growth in the market to 185%. "We have built strong capabilities to tap emerging opportunities in the overseas markets. Our entry into new markets in the Middle East & North Africa region will only add to the growth momentum," **said Mr. Duggal.**

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### **About Dabur India**

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for over 120 years, Dabur is today India's most trusted name and the world's largest Ayurvedic and Natural Health Care Company. Dabur India's FMCG portfolio today includes five flagship brands with distinct brand identities -- Dabur as the master brand for natural healthcare products, Vatika for premium personal care, Hajmola for digestives, Réal for fruit-based beverages and Anmol for affordable personal care business.

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