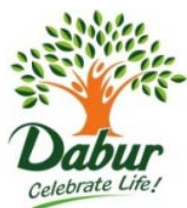




# Dabur India Ltd

*Investor Presentation  
June 2016*

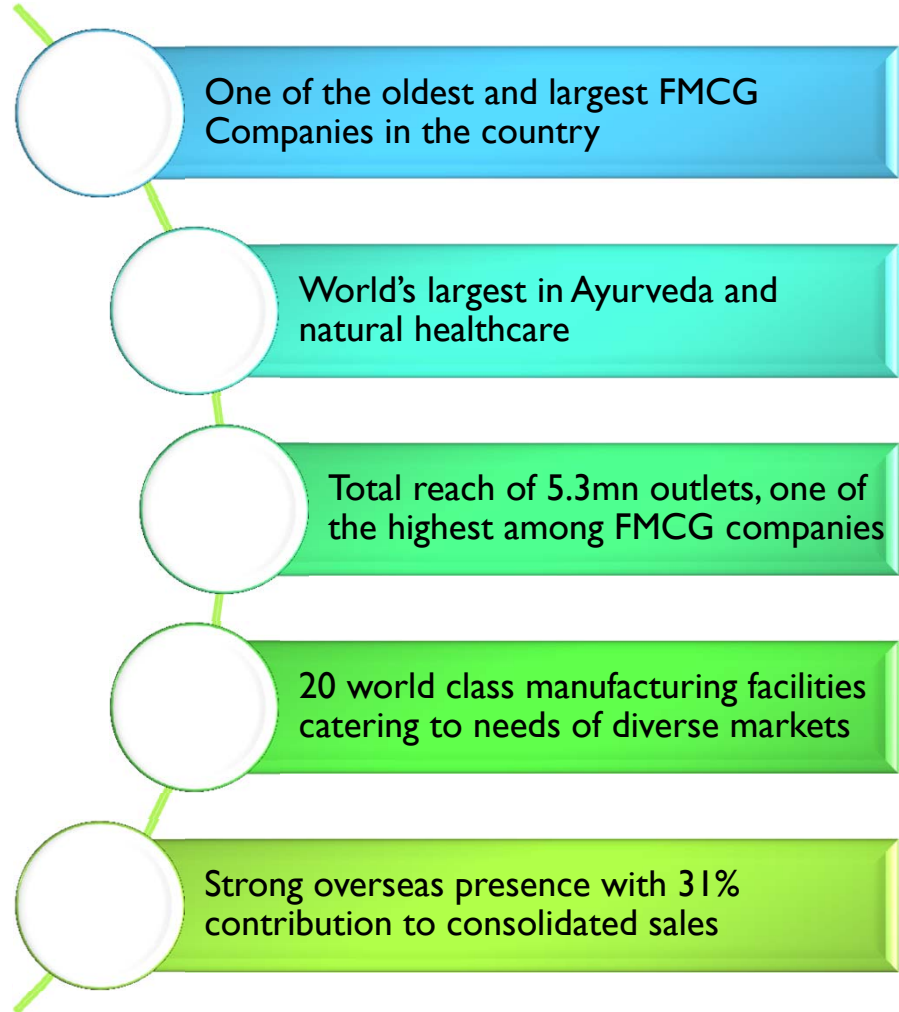


# Dabur Overview

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## Company Vision

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



# Ayurveda: Dabur's Core Philosophy

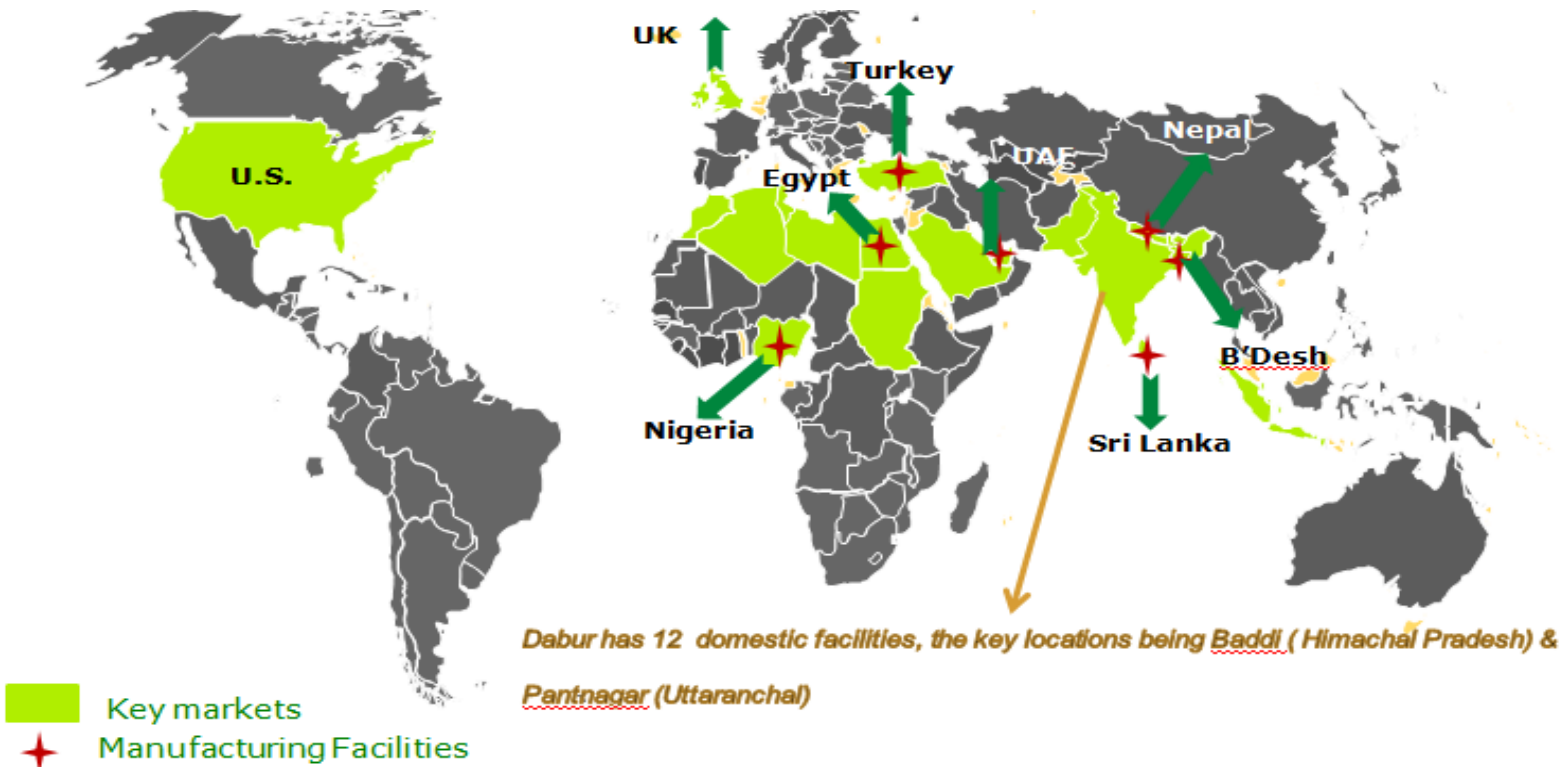


LIVEVEDA  
PORTAL

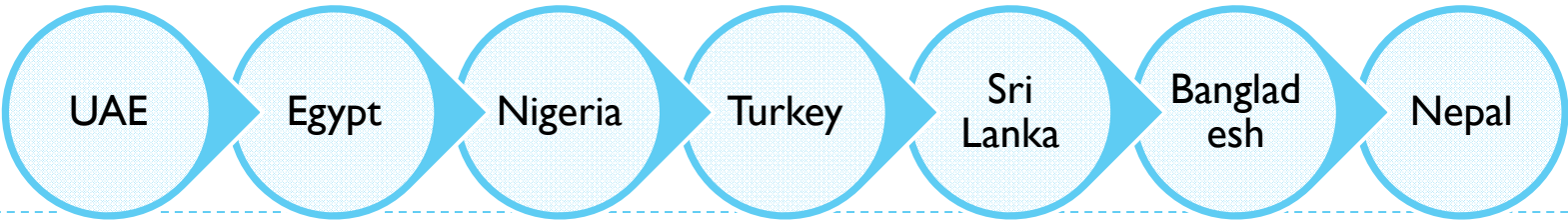
Ayurveda- A  
Click Away !!!!



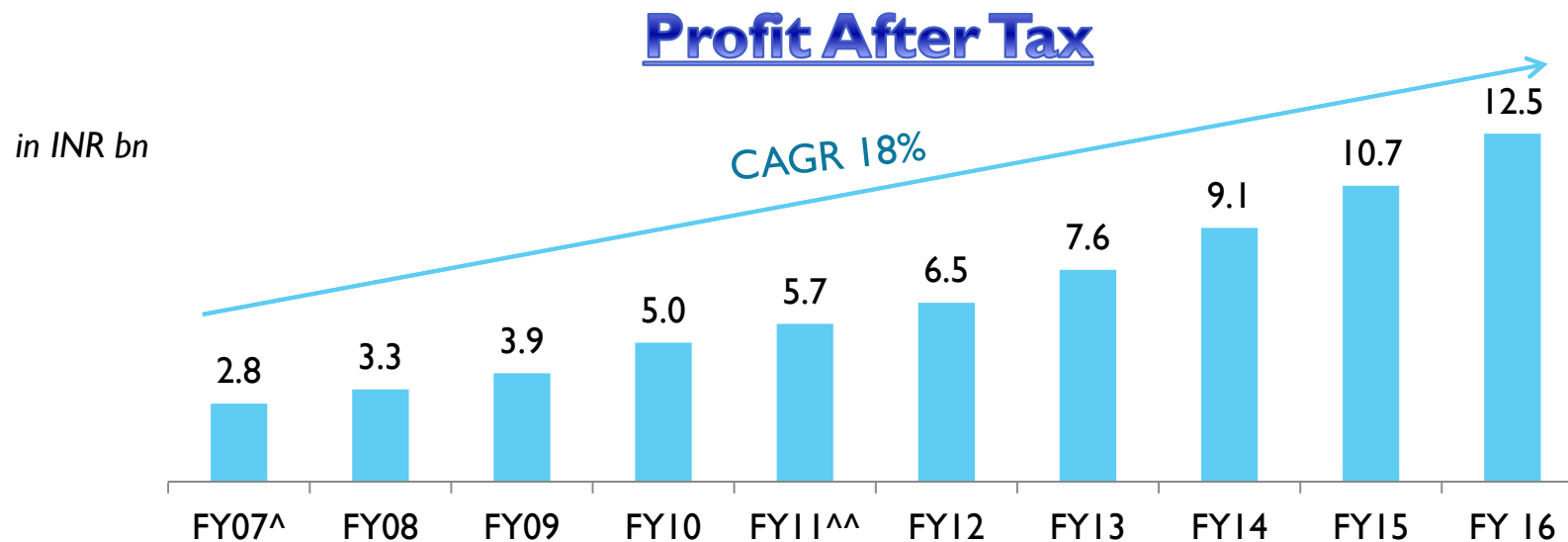
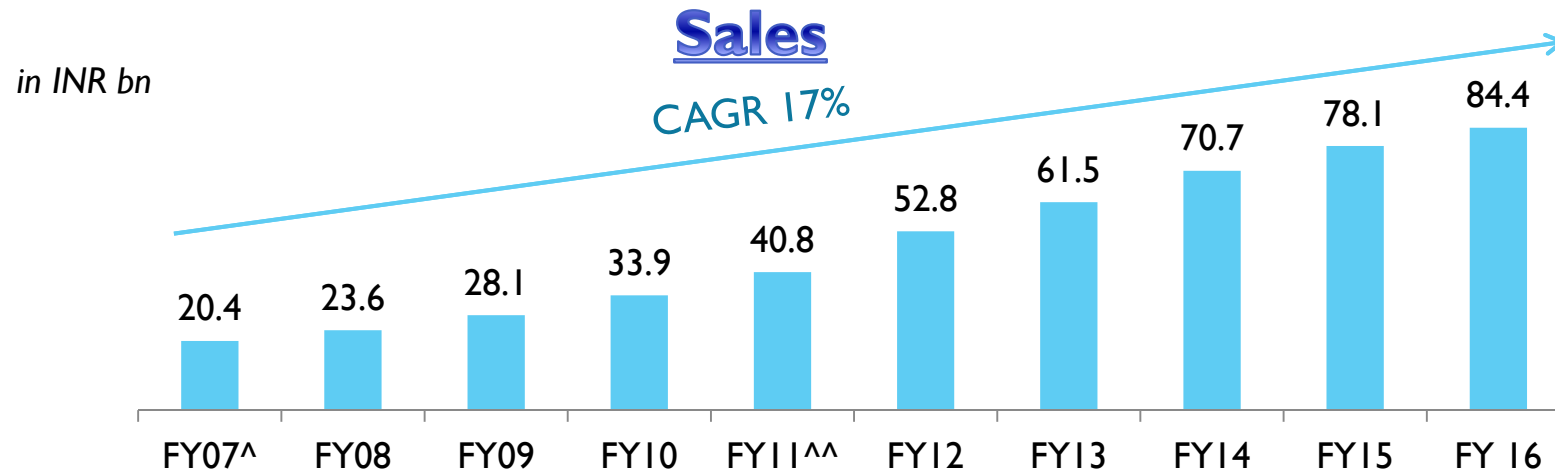
# Global Business Footprint



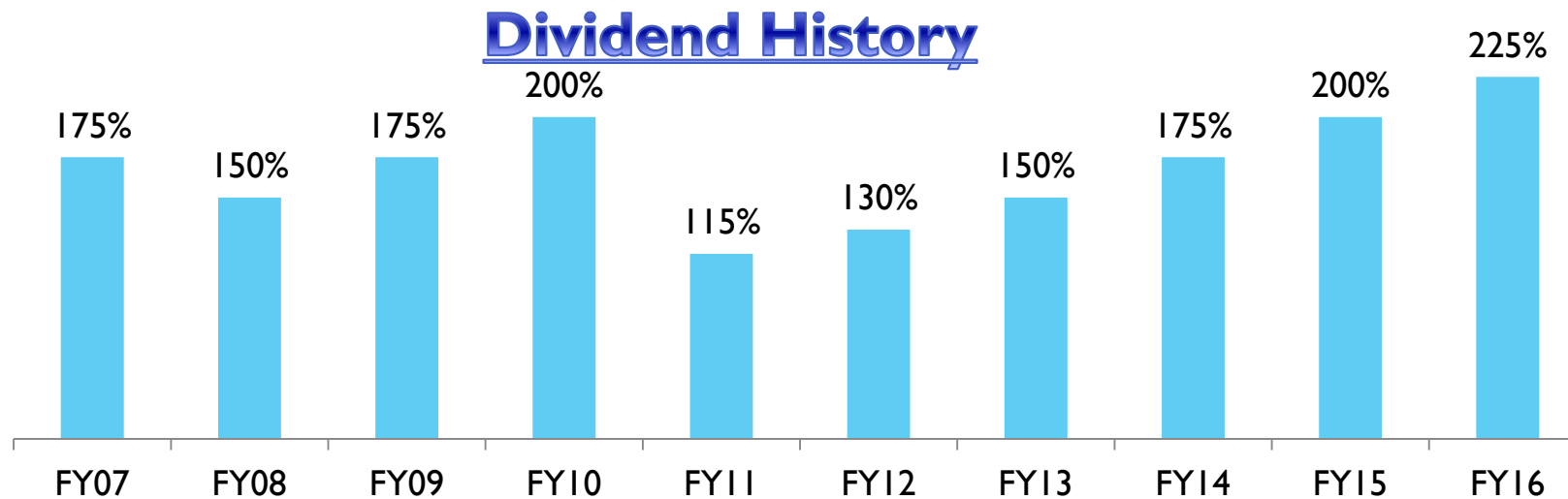
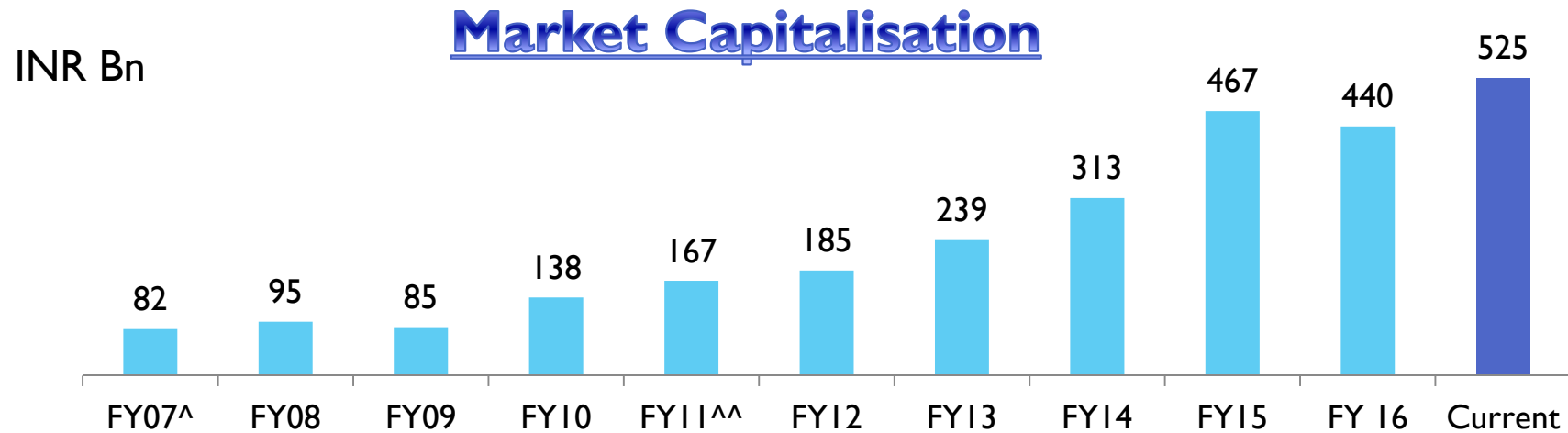
## International Manufacturing Locations



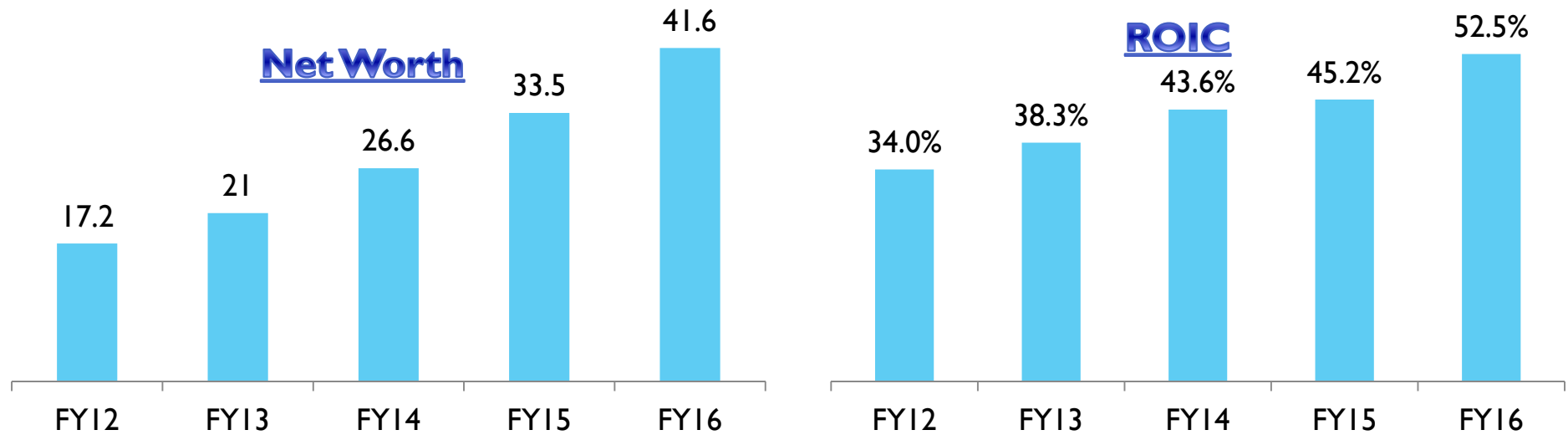
# Robust Growth Trajectory..



# Superior Shareholder Returns



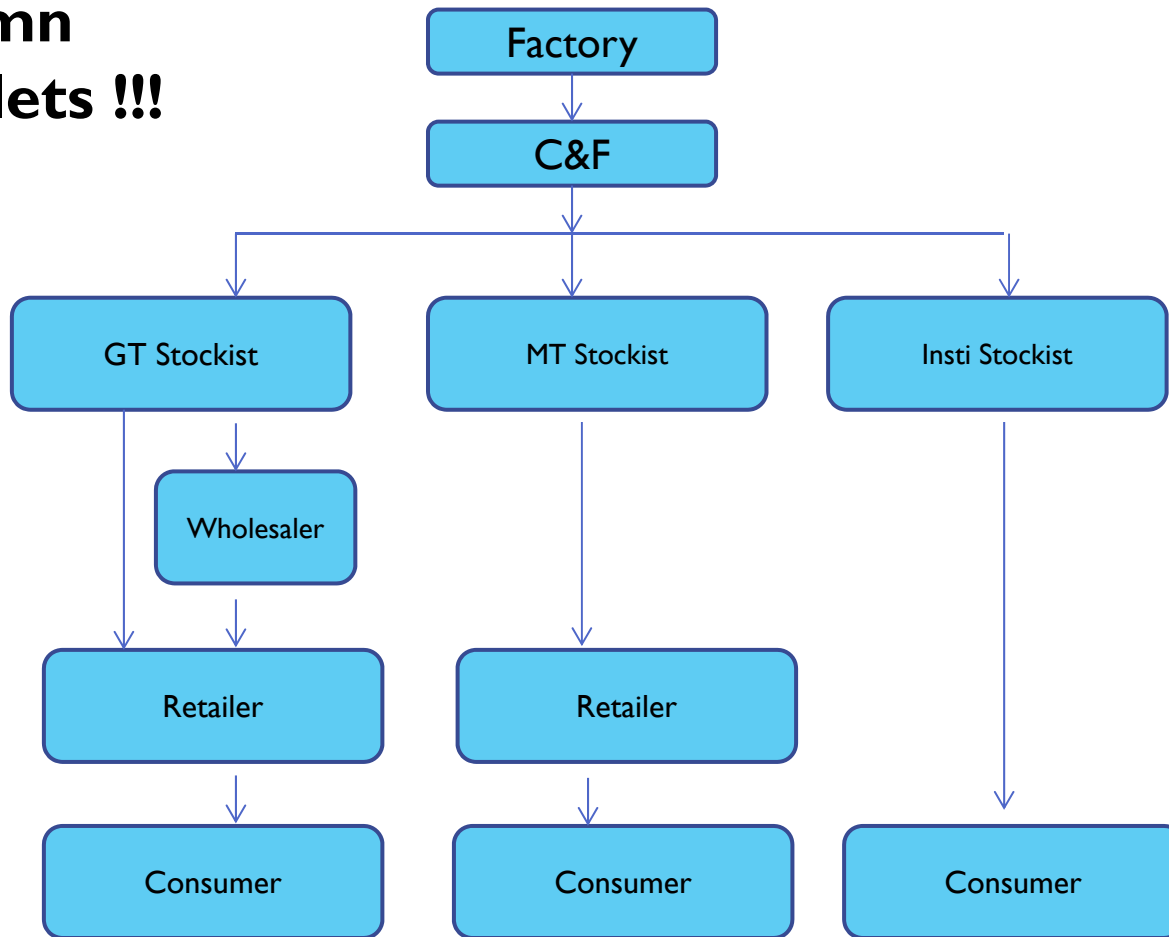
# Strong Financial Profile



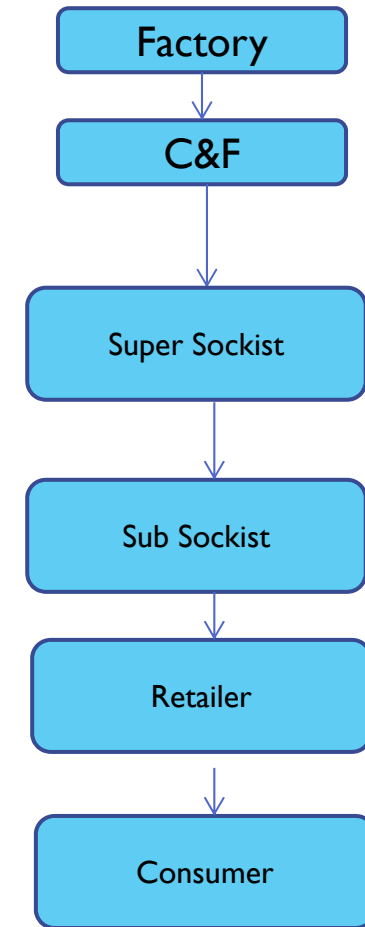
# Distribution Framework

We reach to  
5.3mn  
outlets !!!

## Urban



## Rural





# Distribution Expansion

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## Project Double

- Rolled out in FY13 to expand direct coverage in rural markets
- Direct Village coverage has increased from 14000 villages in FY11 to 44,000 villages in FY15
- Focus on increasing efficiency and productivity of the channel

## Project 50-50

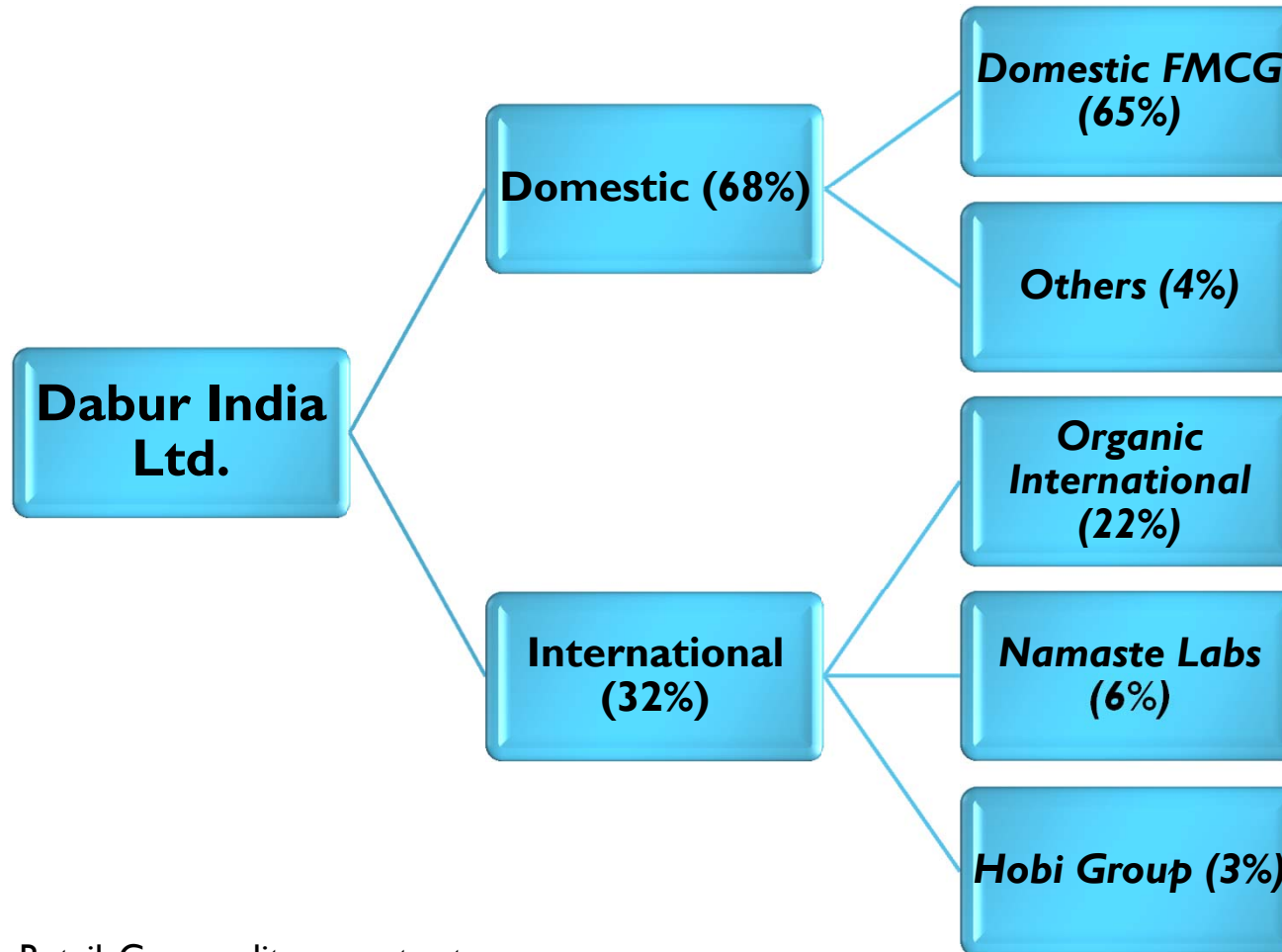
- Aimed at leveraging the potential of Top 130 towns which contribute to 50% of urban consumption
- Segregating the grocery channel teams for wholesale & retail
- Initiative is in line with renewed focus on urban markets

## 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

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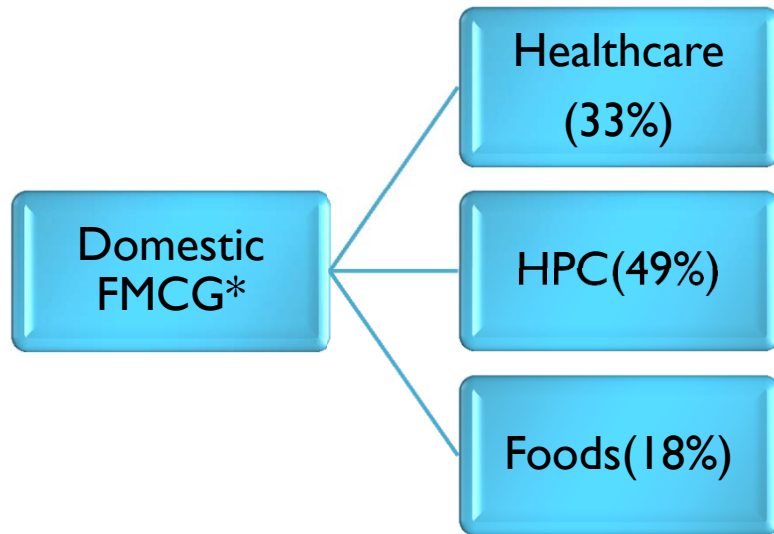


\* Others include Retail, Commodity exports etc

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

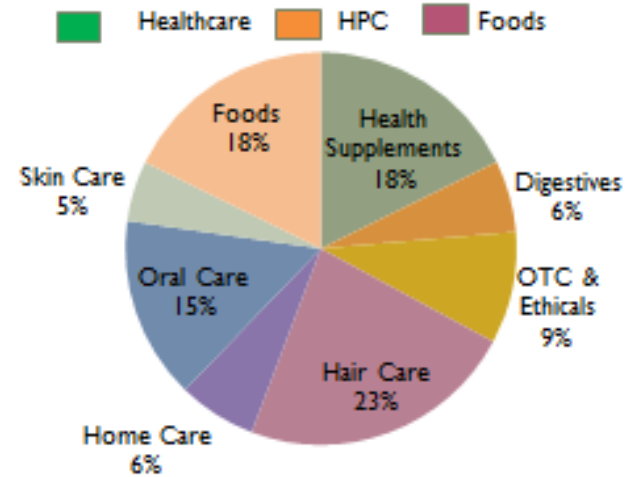
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# Sales By Business Vertical

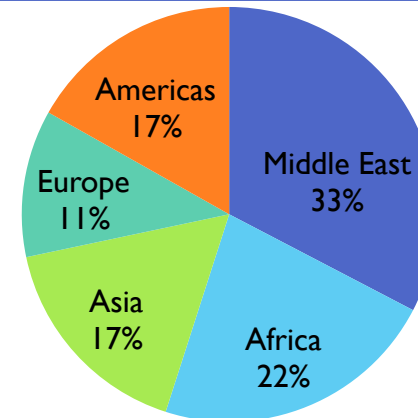


\* Breakdown of Domestic FMCG business basis FY16 Sales

## Domestic FMCG Business FY16



## International Sales FY16

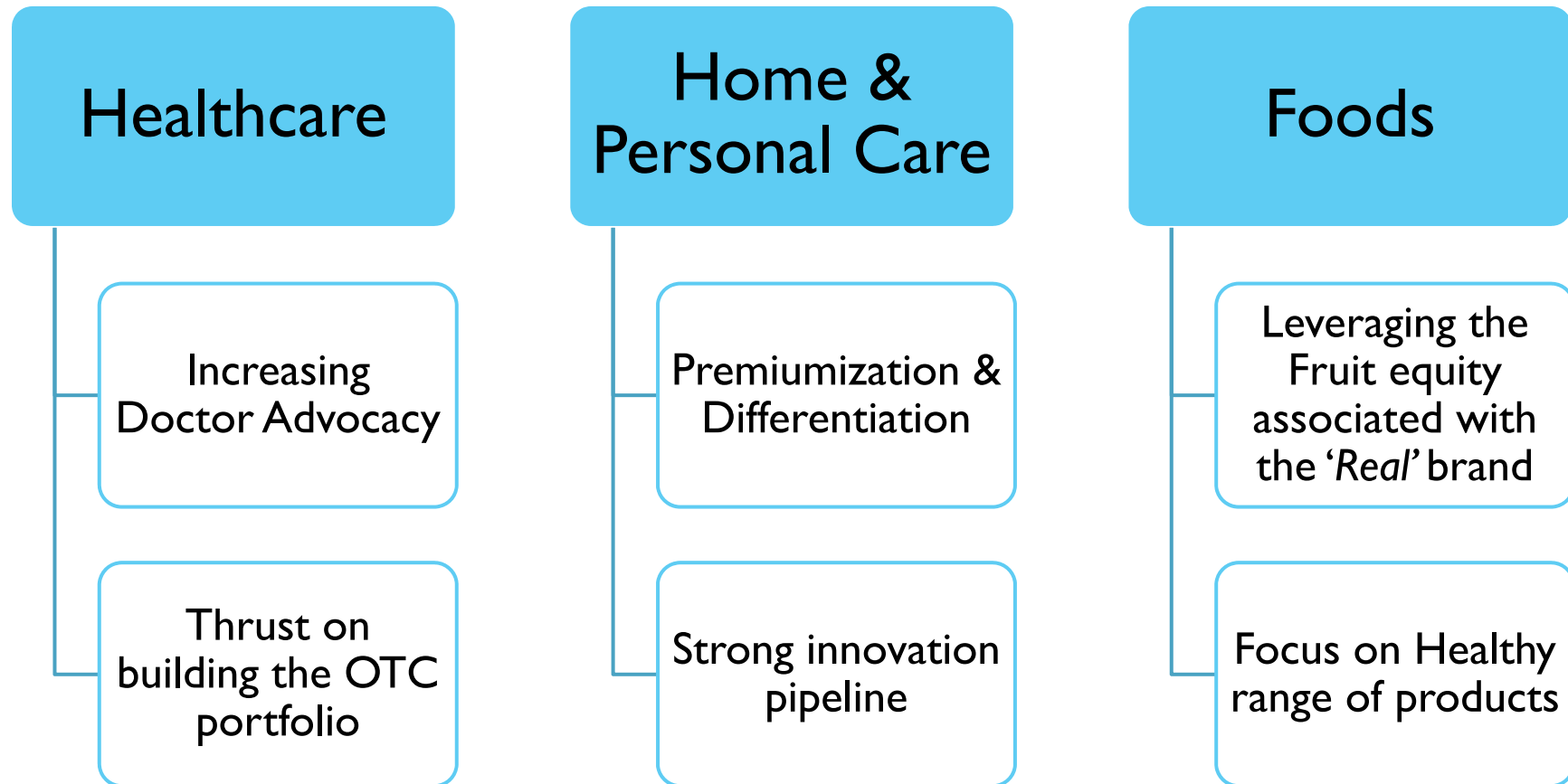


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# **INDIA BUSINESS**

# Business Strategy

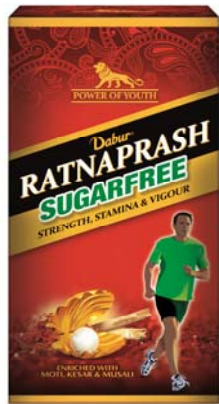
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# Focus on Health and Well-Being

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+

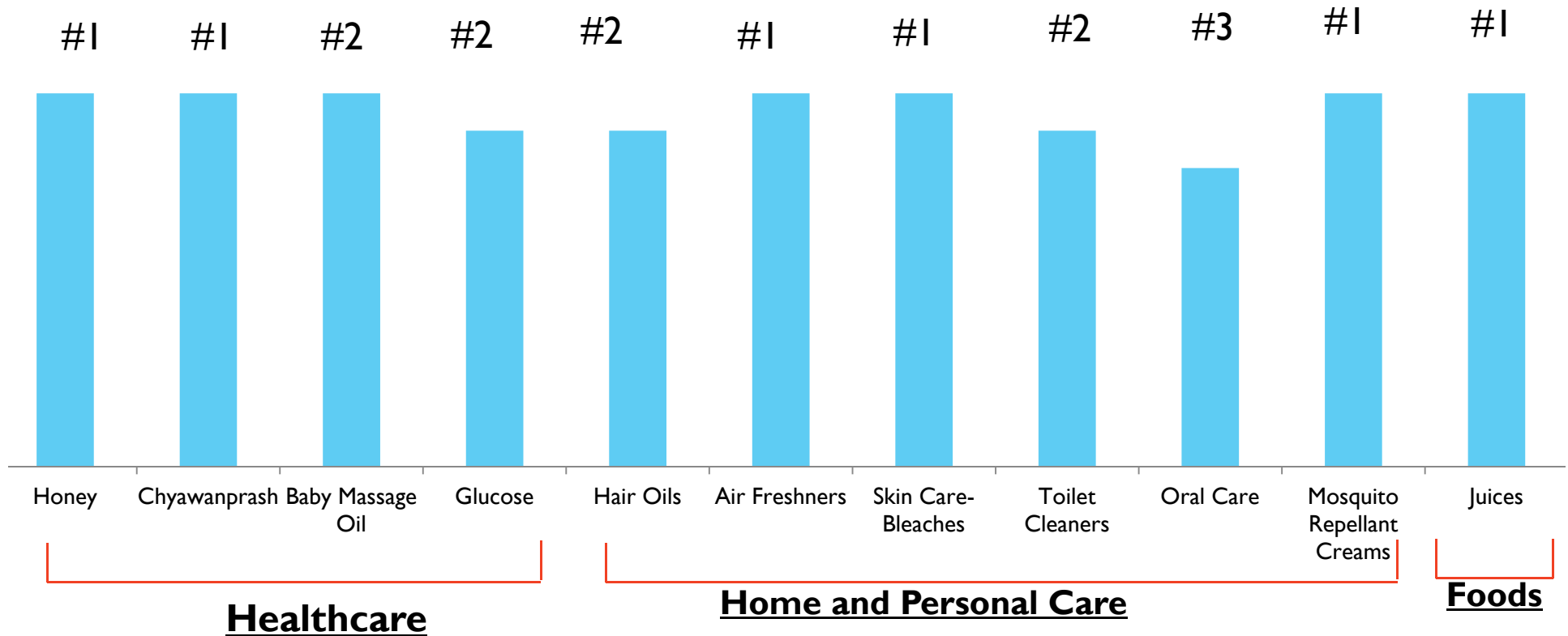




# Competitive Position

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



Odonil I Touch

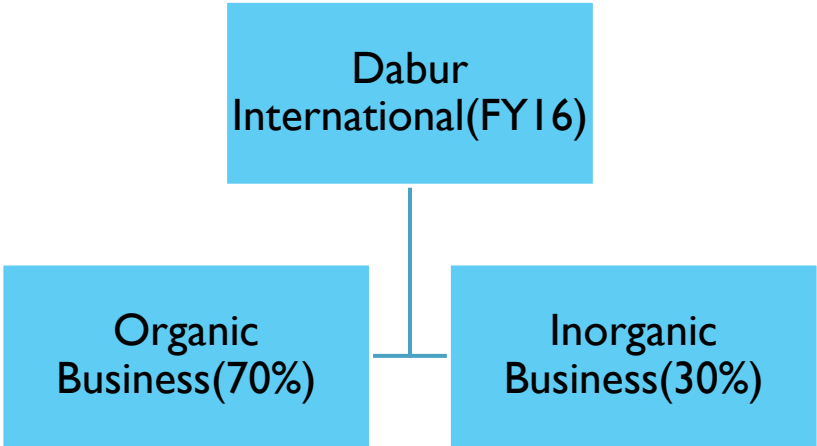


Real Wellnezz- Jamun

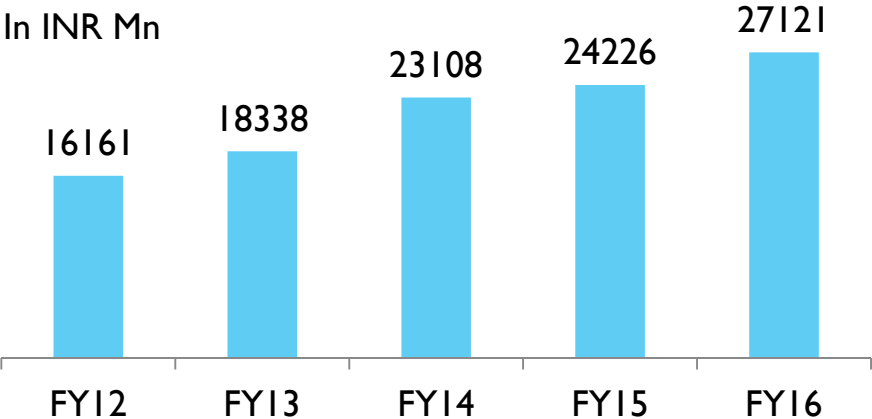
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# **INTERNATIONAL BUSINESS**

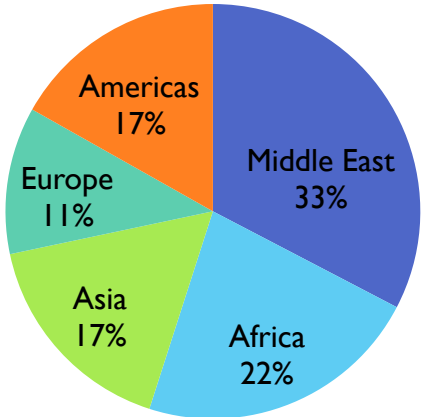
# Business Overview



## Sales Trend



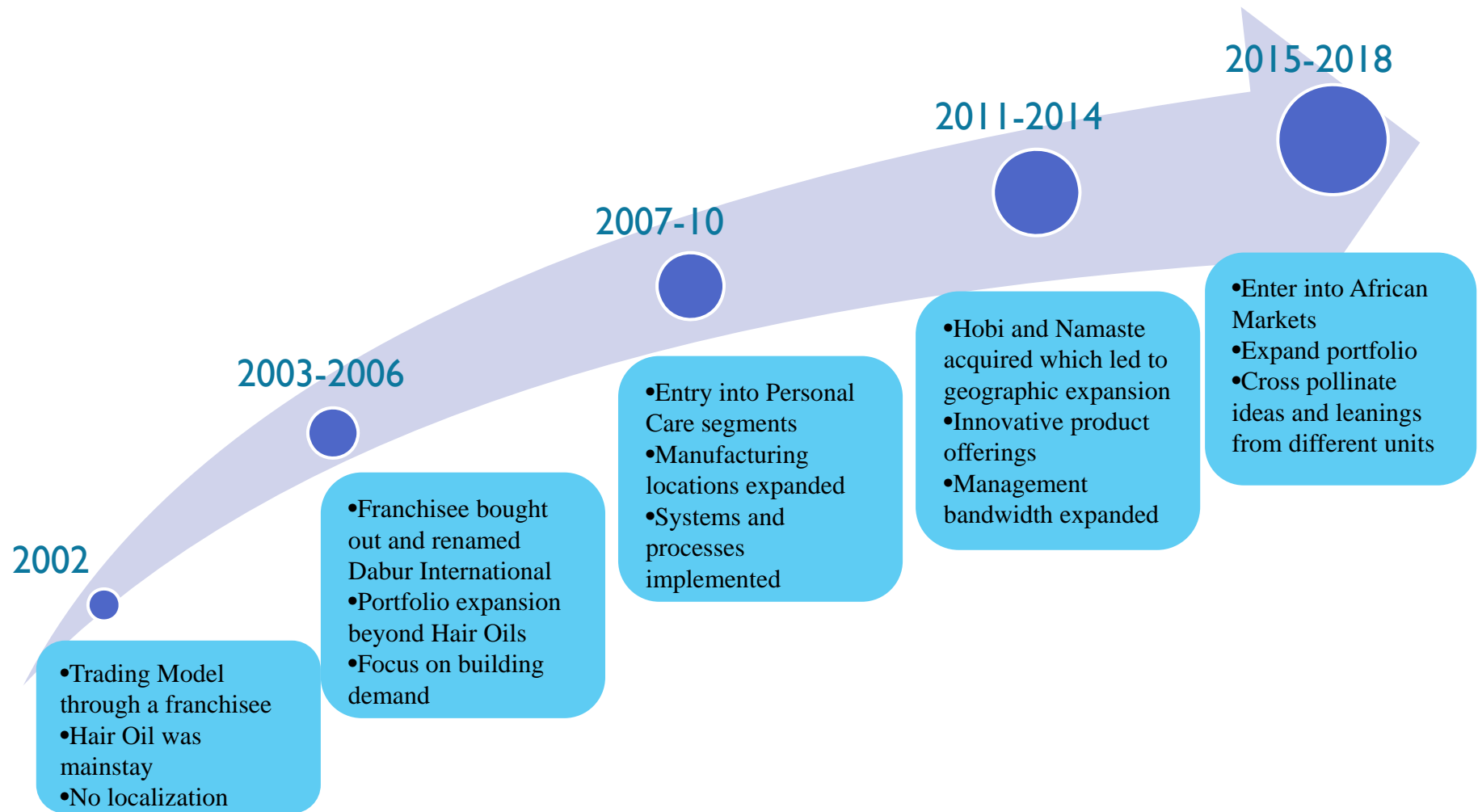
## Regionwise Sales FY16



## Key Markets

- Middle East** • Saudi Arabia, UAE
- Africa** • Egypt, Nigeria, Kenya, South Africa
- Europe** • Turkey, UK
- Asia** • Nepal, Bangladesh, Pakistan
- America** • USA

# The Journey...



# IBD: Evolution of Amla brand





# IBD: Evolution of Dermoviva brand



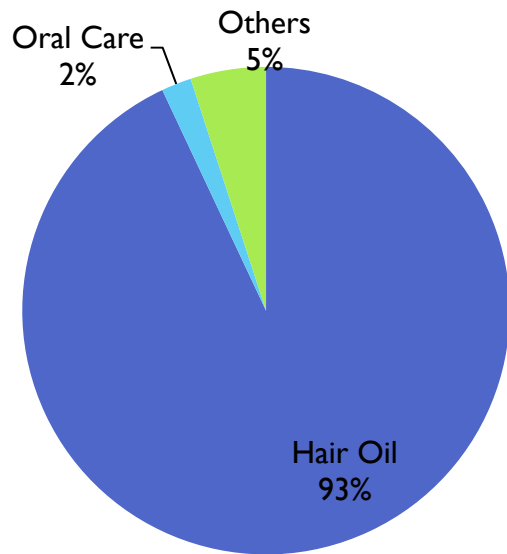


# IBD: Evolution of Oral Care



# 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

**Straightening**

**Styling**

**Shampoo & Conditioner**

## Hobi

Hair Care



Body Wash



Hair Styling



Liquid Soap



**Key Geography**

Turkey

**Shampoo**

**Hair Styling**

**Liquid Soap**

**Skin & Body Care**

# Consolidated Financial Highlights FY16

		<b>Growth %</b>	<b>Rs Crs</b>
<b>SALES</b>	↑	<b>8.1%</b>	<b>8436</b>
<b>EBITDA</b>	↑	<b>17.9%</b>	<b>1739</b>
<b>PAT</b>	↑	<b>17.5%</b>	<b>1253</b>

# 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

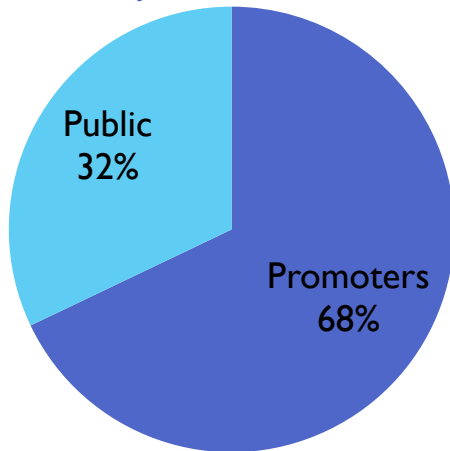
**13** States covered under our Agronomical Initiatives

**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 31<sup>st</sup> 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 (%)
<b>Net Sales</b>	<b>21,573</b>	<b>19,448</b>	<b>10.9%</b>	<b>84,360</b>	<b>78,064</b>	<b>8.1%</b>
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%
<b>EBITDA</b>	<b>4,717</b>	<b>3,903</b>	<b>20.8%</b>	<b>17,390</b>	<b>14,744</b>	<b>17.9%</b>
<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%
<b>Profit Before Tax (PBT)</b>	<b>4,226</b>	<b>3,519</b>	<b>20.1%</b>	<b>15,572</b>	<b>13,194</b>	<b>18.0%</b>
Exceptional Item	0	0		0	0	
Tax Expenses	892	670	33.2%	3,018	2,509	20.3%
<b>PAT(Before extraordinary item)</b>	<b>3,334</b>	<b>2,849</b>	<b>17.0%</b>	<b>12,555</b>	<b>10,685</b>	<b>17.5%</b>
<i>% of Sales</i>	15.5%	14.6%		14.9%	13.7%	
<b>Extraordinary Item</b>	<b>0</b>	<b>0</b>		<b>0</b>	<b>0</b>	
<b>PAT(After extraordinary Items)</b>	<b>3,334</b>	<b>2,849</b>	<b>17.0%</b>	<b>12,555</b>	<b>10,685</b>	<b>17.5%</b>
<b>Minority Interest - (Profit)/Loss</b>	<b>15</b>	<b>1</b>		<b>27</b>	<b>26</b>	
<b>PAT (After Extra ordinary item &amp; Minority Int)</b>	<b>3,319</b>	<b>2,848</b>	<b>16.6%</b>	<b>12,527</b>	<b>10,658</b>	<b>17.5%</b>
<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)
<b>A EQUITY AND LIABILITIES</b>		
<b>1 Shareholders' funds</b>		
(a) Share capital	1759.1	1756.5
(b) Reserves and surplus	39841.6	31784.9
<b>Sub-total - Shareholders' funds</b>	<b>41,600.7</b>	<b>33,541.4</b>
<b>2. Minority interest</b>	<b>216.8</b>	<b>181.6</b>
<b>3. Non-current liabilities</b>		
(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
<b>Sub-total - Non-current liabilities</b>	<b>4,688.7</b>	<b>3,155.0</b>
<b>4. Current liabilities</b>		
(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
<b>Sub-total - Current liabilities</b>	<b>24,698.6</b>	<b>24,184.9</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>71,204.8</b>	<b>61,062.8</b>
<b>B ASSETS</b>		
<b>1. Non-current assets</b>		
(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
<b>Sub-total - Non-current assets</b>	<b>38,296.7</b>	<b>33,557.1</b>
<b>2 Current assets</b>		
(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
<b>Sub-total - Current assets</b>	<b>32,908.1</b>	<b>27,505.7</b>
<b>Total -Assets</b>	<b>71,204.8</b>	<b>61,062.8</b>



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# Thank You

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