



## Dabur's consolidated 2013-14 revenue up 15.1% and net profit surges 19.7%

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Dabur India Ltd ended the 2013-14 fiscal with a 15.1% growth in net sales to end the year at Rs 7,073.21 crore, up from Rs 6,146.38 crore a year earlier. Net Profit for the 2013-14 fiscal marked a 19.7% surge to Rs 913.92 crore, up from Rs 763.42 crore a year earlier.

Strong volume-led growth across key categories like Health Supplements, Digestives, Shampoos, Toothpastes, Foods and Home Care helped Dabur India Ltd mitigate the impact of a challenging business environment and macro headwinds to end the fourth quarter of 2013-14 financial year with a 15.5% surge in consolidated net sales to Rs 1,769.02 Crore. Consolidated net sales stood at Rs 1,531.09 crore in the same quarter last year. Dabur India Ltd's net profit for the fourth quarter of 2013-14 marked a 17.3% growth to Rs 235.29 crore, as against Rs 200.55 crore a year earlier.

"The business has performed well on all operating parameters. Our strong performance reflects the robustness of our business model and our ability to efficiently manage the emerging challenges. Dabur has been reporting strong and consistent performance despite intensifying competitive pressures and the challenging market environment being witnessed for some quarters now. Going forward too, our focus will be on pursuing an aggressive and profitable growth strategy," Dabur India Ltd Chief Executive Officer Sunil Duggal said.

The Digestives category posted a 23.3% growth during the fourth quarter of 2013-14, while the Foods business – riding on strong demand for its packaged juices – ended the period with a 20.6% growth. The Toothpaste business for Dabur – led by Dabur Red Paste – reported a 20.7% growth, while the Shampoo business grew by 19%. The Health Supplements business saw a 17.6% growth during the quarter, while the Home Care category grew by 13%.

Dabur's International Business continues to be a key growth driver, recording a robust 20% growth during the fourth quarter of 2013-14, led by strong performance in GCC, Egypt and Levant (comprising Yemen, Jordan, Lebanon & Syria) markets. During the full year 2013-14, the Levant business reported a strong 32% growth, while sales in Egypt grew by 20% and GCC markets by 17%, Dabur India Ltd Group Director P D Narang said.

The Board of Directors of Dabur India Ltd (DIL) met on April 29 in New Delhi to announce the audited financial results of the company for the quarter and full year ended March 31, 2014 recommended a final dividend of 100%, which brings the total dividend for the year to 175%. "Continuing with our payout policy, the board has proposed a final dividend of Re 1 per share, aggregating to Rs 204.02 crore, including Dividend Tax" Dabur India Ltd Chairman Dr Anand C Burman said.