

Ref: SEC/SE/2017-18  
Date: 01<sup>st</sup> May, 2017



To,  
Corporate Relation Department,  
Bombay Stock Exchange Ltd.,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
**Mumbai – 400 001.**

National Stock Exchange of India Ltd.,  
Exchange Plaza, 5th Floor,  
Plot No. C/1, G Block Bandra – Kurla Complex,  
Bandra (E),  
**Mumbai – 400 051.**

Metropolitan Stock Exchange Limited (MSEI)  
4<sup>th</sup> Floor, Vibgyor Towers, Plot No. C-62,  
G-Block, Opposite Trident Hotel,  
Bandra Kurla Complex,  
Bandra (E),  
**Mumbai - 400098**

**Sub: Press Release & Investors Communication**

Dear Sir,

In compliance of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are pleased to enclose a copy of Press Release and Investors Communication being issued by the company today for your records.

Kindly acknowledge safe receipt.

Thanking you,

Yours faithfully,  
For Dabur India Limited,

  
(A K Jain)  
V P (Finance) and Company Secretary

Encl: as above



## Dabur India Ltd announces Q4 & Full-Year 2016-17 Results

**New Delhi, May 1<sup>st</sup>, 2017:** The Board of Directors of Dabur India Ltd (DIL) met today to consider the audited financial results of the company for the quarter and full year ended March 31, 2017.

The overall operating environment continued to remain tough in the fourth quarter of 2016-17 fiscal with severe headwinds in the form of currency devaluations and economic turmoil in key geographies. Despite the challenging macro environment, Dabur India Ltd reported steady growth in its key categories like Oral Care, Foods and Health Supplements to end the fourth quarter of 2016-17 financial year with Consolidated Net Sales of Rs 1,909 Crore. Net Sales for the same quarter of 2015-16 stood at Rs 2,006 crore. Dabur India Ltd's Consolidated Net Profit for Q4 of 2016-17 financial year stood at Rs 333 Crore, up from Rs 331 Crore a year earlier.

"The business faced tough economic environment characterized by extreme volatility in currency, particularly in Egypt and North African markets, as well as crude-led economic turmoil in Saudi Arabia. In constant currency terms, Consolidated Net Sales remained flat for the fourth quarter. Demand growth, still reeling under the impact of demonetization, remained slow at the beginning of the quarter. However, it improved as the quarter progressed, led by a significant improvement in rural demand. **Our India FMCG business ended the quarter with 2.4% volume growth. Riding on our focus on operating efficiencies and judicious cost management, EBITDA margin also increased by 190 bps,**" Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.

Dabur India Ltd's standalone Net Profit for Q4 of 2016-17 reported a 5.3% gain to Rs 302 Crore, while standalone Net Sales remained flat at Rs 1,432 Crore. "We have taken steps to efficiently manage the emerging risks and challenges, and record profitable growth. The new fiscal will see Dabur strengthen its presence across key categories, leveraging our strong herbal and Ayurvedic heritage," Mr. Duggal added.

### Full-Year Results

**Dabur India Ltd ended the 2016-17 fiscal with Consolidated Net Sales of Rs 7,680 Crore** as against Rs 7,851 Crore a year earlier. **Net Profit for the 2016-17 fiscal stood at Rs 1,277 Crore, up 2.1%** from Rs 1,251 Crore a year earlier.

### Dividend

The Board of Directors today recommended a final Dividend of 100%, which brings the Total Dividend for the year to 225%. "Continuing with our payout policy, the Board has proposed a final dividend of Re. 1 per share, aggregating to Rs. 212.01 Crore, including Dividend Tax," Dabur India Ltd Chairman Dr. Anand C Burman said.

### For further information, Contact:

Byas Anand  
Corporate Communications  
Dabur India Ltd  
Ph.: +91-9811994902