

Dabur India Limited

CMP : Rs 421.55

July 31 ,2018

Strong show albeit on a low base

For the quarter ended Mar 18, consolidated net sales grew by 16% to Rs 2080.68 crore. OPM was up by 130 bps to 18.6% resulting in a 25% increase in OP on a low base of last year. Other income was down by 9% to Rs 73.65 crore. Interest cost was up by 12% to Rs 14.88 crore and depreciation was up by 9% to Rs 42.73 crore. PBT thus was up by 19% to Rs 402.16 crore. There was an EO expense of Rs 14.54 crore thus, PBT after EO stood at Rs 402.16 crore up by 24% YoY. After considering total tax of Rs 72.38 crore and MI of Rs 0.56 crore, consolidated PAT for June 18 quarter stood at Rs 329.22 crore up by 25% YoY.

"Despite an increase in the level of competitive intensity, our brands reported a robust performance during the quarter, growing ahead of the market and delivering strong double-digit growth across all our key categories like Health Supplements, Hair Care, Oral Care, Skin Care, Home Care and Foods. We have put in place a prudent growth strategy and continued to invest heavily behind our brands to successfully tap the emerging opportunities. Our India FMCG business, in fact, reported its highest-ever Volume growth of 21% during the quarter," Dabur India Ltd Chief Executive Officer Mr. Sunil Duggal said.

"We have been witnessing a gradual improvement in consumer demand. Our focus on brand - building and market expansion coupled with innovation has helped Dabur sustain strong growth in our core categories, which has been significantly ahead of the market. Going forward, we will continue to focus on pursuing an aggressive and profitable growth strategy," Mr. Duggal added.

The domestic FMCG business reported a Volume Growth of 21% during the quarter.

The Shampoo business ended Q1 with a growth of over 30%. Dabur's Honey sales continued to report strong gains, growing by around 42%, driving the Health Supplements category growth to 27.5% in Q1. The Skin Care category grew by 27.1%, while the Foods business, led by strong demand for our packaged juices, posted an over 26% growth during the first quarter. The Digestives business also grew by nearly 22% during the first quarter of 2018-19, while Dabur's Home Care and Oral Care businesses reported an over 17% growth.

During the quarter, Dabur's International Business reported a 10.5% growth, in constant currency terms. Sales in GCC markets grew 17%, led by Saudi Arabia which reported a 54% growth during the quarter. The Business in Egypt reported 31% gains.

For the 12 months ended Mar 18, consolidated net sales stood at Rs 7748.34 crore which was up by 1% on YoY basis. OPM was higher by 70 bps to 20.9%, thus resulting in a 7% increase in OP to Rs 1617.44 crore. Other income was higher by 2% to Rs 305.18 crore. Depreciation was higher by 14% to Rs 162.18 crore which resulted in a 6% increase in PBT to Rs 1707.39 crore. Thus, after providing total tax of Rs 335.35 crore and MI of Rs 3.11 crore, consolidated PAT for 12 months ended Mar 18 stood at Rs 1354.39 crore, up by 6% YoY.

INDEX DETAILS

SENSEX	37606.58
NIFTY (S&P CNX)	11356.50

SCRIP DETAILS

Industry	Personal Products
Mkt Cap (Rs in Crore)	74227.26
Book Value (Rs)	23.93
Free Float (%)	32.12
Avg Vol Weekly (NSE)	5734468
52 Week H/L (NSE)	428.60 / 297.00
Dividend Yield (%)	1.78
BSE Code	500096
NSE Code	DABUR

SHAREHOLDING PATTERN(%)

PARTICULARS	LATEST QUARTER	PREVIOUS QUARTER
Promoters	67.88	68.07
FIIIs	17.66	17.22
DIIIs	8.02	8.53
Others	6.44	6.18
Totals	100	100

Price Comparison with Sensex



Dabur India: Consolidated Results

Particulars	Q1FY19	Q1FY18	Var. (%)	FY18	FY17	Var. (%)
Net Sales	2080.68	1790.06	16	7748.34	7701.44	1
OPM (%)	18.60%	17.30%		20.90%	19.60%	
Operating Profits	386.12	308.89	25	1617.44	1508.94	7
Other Income	73.65	81.28	-9	305.18	298.35	2
PBDIT	459.77	390.17	18	1922.62	1807.29	6
Interest	14.88	13.28	12	53.05	54.03	-2
PBDT	444.89	376.89	18	1869.57	1753.26	7
Depreciation	42.73	39.06	9	162.18	142.86	14
PBT before EO	402.16	337.83	19	1707.39	1610.4	6
EO	0	14.54	0	14.54	0	0
PBT after EO	402.16	323.29	24	1692.85	1610.4	5
Tax Expense	72.38	58.88	23	335.35	330.34	2
Net profit before MI	329.78	264.41	25	1357.5	1280.06	6
MI & Share of Profit	0.56	0.27	107	3.11	3.12	0
PAT	329.22	264.14	25	1354.39	1276.94	6
EPS* (Rs.)	#	#		7.8	7.2	

NOTES

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