



Research Report

Dabur India Limited



Prepared By-

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About

Dabur is India's leading FMCG, Ayurvedic and natural health care companies with wide network distribution across world.

Leading FMCG Company Dabur India Limited is the fourth largest FMCG Company in India and the world's largest Ayurvedic and Natural Health Care Company with a portfolio of over 250 Herbal/Ayurvedic products.

Business segments

- Home & personal care (48.6%)
- Health care (31.4%)
- Food & Beverages (20%)

Top Brands

- Dabur, Vatika, Real, Hajmola, Pudim Hara, Honitus, Lal Tail, Dabur Red, Dabur Amla, Dabur Chyawanprash and Dabur Honey etc.

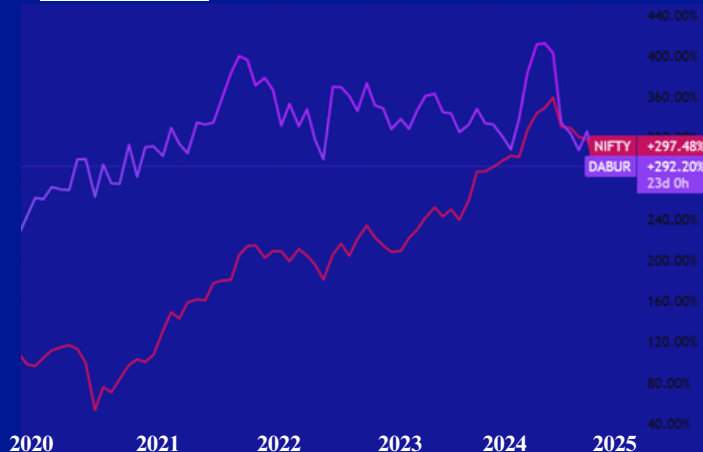
Synopsis of Financials

- Q3 FY25 consolidated revenue grew by **3.1% in INR terms and 5.6% in constant currency terms.**
- **Domestic business, including Badshah, grew by 1.7% with volume growth of approximately 1.5%.**
- **International business exhibited strong growth of 18.9% in constant currency terms.**

Stock data (as 5th March 2025)

Nifty Price	: 22,337.30
52 week High (in Rs.)	: 672
52 week Low (in Rs.)	: 480
Market Cap. (in Crore)	: 86,436
NSE Code	: <u>DABUR</u>

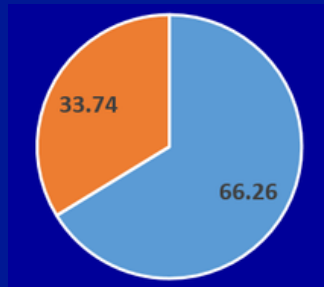
Stock data



-NIFTY50

-Dabur India Limited

Shareholding Pattern (December 2024)



-PUBLIC GROUP

-PROMOTER GROUP

Financial Summary

Particulars	March 2022	March 2023	March 2024
Sales	10,889	11,530	12,404
Sales Growth %	13.88%	5.89%	7.58%
Expenses	8,637	9,367	10,004
Operating Profit	2,252	2,162	2,400
OPM %	21%	19%	19%
Net Profit	1,742	1,701	1,811
EPS in Rs	9.84	9.64	10.4

Quarterly Results



Particular	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
Sales	3,130	3,204	3,255	2,815	3,349	3,029	3,355
Expenses	2,526	2,543	2,588	2,348	2,694	2,476	2,673
Operating Profit	605	661	667	466	655	553	682
OPM %	19%	21%	20%	17%	20%	18%	20%
Other Income	110	117	127	129	129	152	129
Interest	24	28	36	35	33	47	44
Depreciation	97	98	97	107	109	111	109
Profit before tax	593	651	661	453	642	546	658
Tax %	23%	22%	23%	25%	23%	24%	22%
Net Profit	457	507	506	341	494	418	516

Source: Screener

Key Ratios

Ratio	FY 2023-24	FY 2022-23
Debt equity ratio	0.14	0.13
Interest service coverage ratio	23.2	33.3
Current ratio	1.45	1.18
Debtors turnover	14.03	15.29
Inventory turnover	13.78	13.43
Operating Profit Margin	19.4%	18.8%
Net Profit Margin	14.6%	14.7%

Source: Annual Report

Yearly Results

Particulars	March 2022	March 2023	March2024
Equity Capital	177	177	177
Reserves	8,205	8,796	9,689
Borrowings	1,030	1,174	1,365
Other Liabilities	2,872	3,505	3,885
Total Liabilities	12,284	13,652	15,116
Fixed Assets	2,308	3,579	3,815
CWIP	168	175	232
Investments	6,220	6,265	6,933
Other Assets	3,589	3,633	4,136
Total Assets	12,284	13,652	15,116

Synopsis Quarter Results

Concall Notes - Feb-2025: Key Highlights

Segment Performance:

- **HPC Portfolio:** Grew by 5.7% year-on-year.
- **Oral Care** recorded a growth of 9.1%, driven by strong performance in the Red franchise and Meswak.
- **Gels toothpaste portfolio** achieved 50% year-on-year growth.
- **Hair Oil portfolio** grew by 3.1%, with coconut and perfumed oils gaining market shares of 125 bps and 236 bps, respectively.
- **Home Care** grew by 5% year-on-year; Odonil gained market shares of 101 basis points.
- **Skincare Portfolio:** Registered a growth of 5.6%, driven by the Gulabari franchise with new formats contributing over 20%.
- **Healthcare Portfolio:** Flat performance impacted by delayed winters; however, Chyawanprash gained market share of 140 bps.
- **Foods Business:** Strong performance with Culinary and Badshah domestic portfolios growing 30% and 15%, respectively.

Market Dynamics:

- **Urban demand** showed signs of moderation, while the rural market remained resilient, outperforming urban for the fourth consecutive quarter.
- **Emerging channels** like e-commerce and modern trade posted robust double-digit growth, now accounting for over 20% of the India business.
- The company faced inflationary pressures but managed to implement judicious price increases.

Strategic Initiatives:

- Partnered with McKinsey & Company to refine and align strategy for the next three years.
- Revised strategic vision cycle from four years to three years to capture emerging opportunities amid volatile macroeconomic conditions.
- Plans to undertake several initiatives in the Beverage portfolio to drive growth.

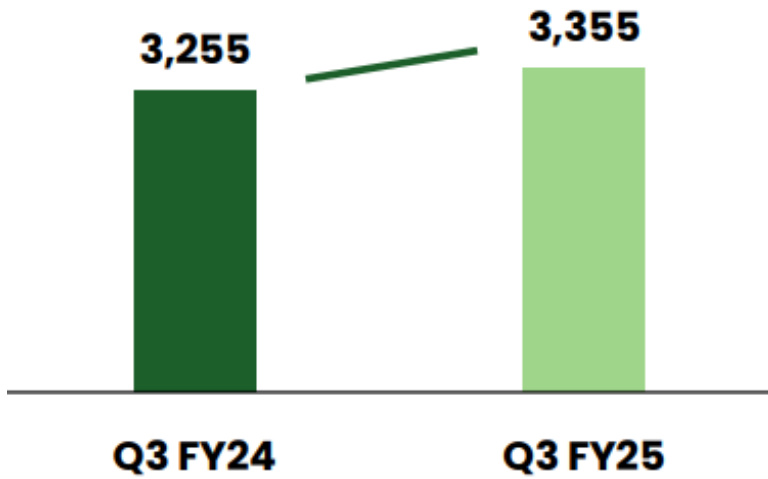
Profitability Insights:

- **Operating profit** increased by 2.1% year-on-year; PAT grew by 1.8%.
- Management expects sequential improvement in demand driven by infrastructure investments, good harvests, and government initiatives.

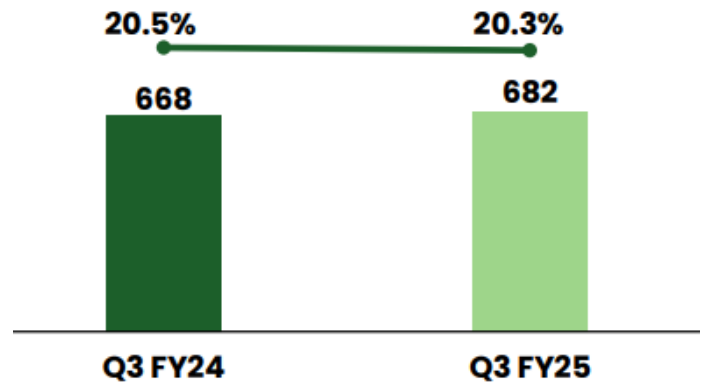
Highlights



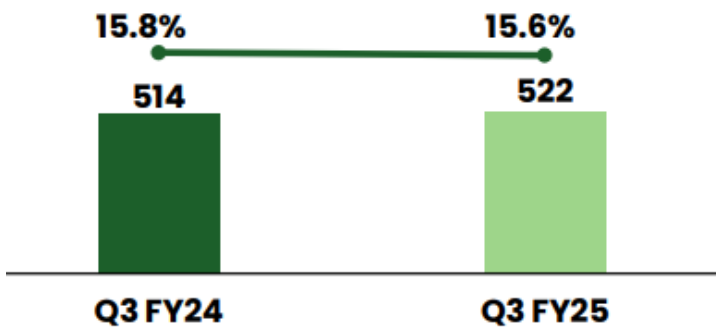
Revenue from Operations



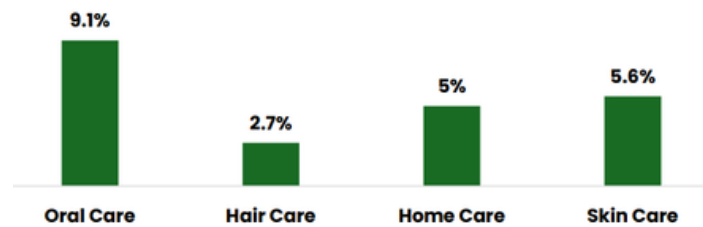
Operating Profit



Profit After Tax

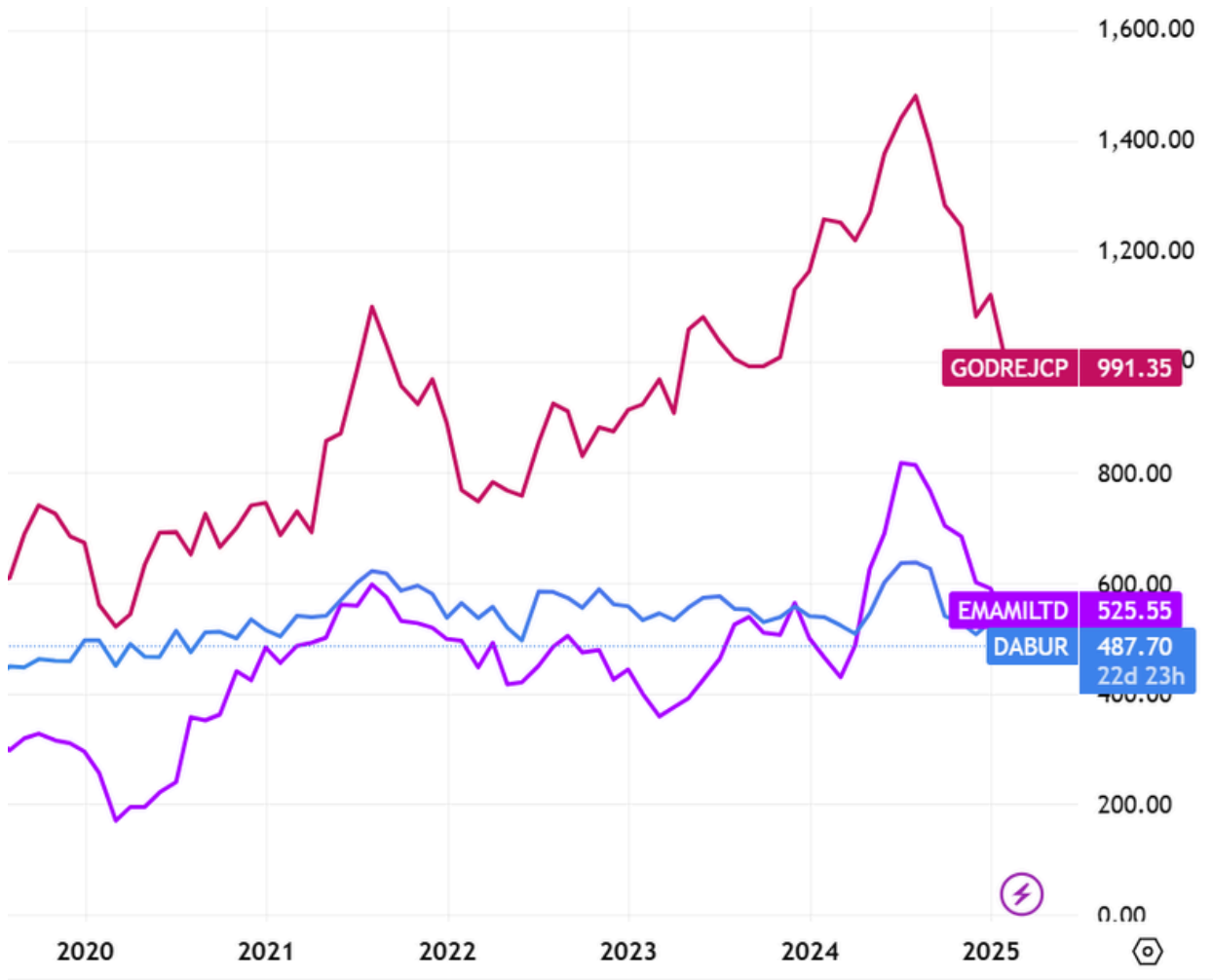


Value growth Q3



Peer Comparison

Peer Stock Performance (5Y) Indexed



Source: Trading View

Peer Financial Performance

S.No.	Name	CMP Rs.	P/E	Mar Cap Rs.Cr.	Div Yld %	NP Qtr Rs.Cr.	Qtr Profit Var %	Sales Qtr Rs.Cr.	Qtr Sales Var %	ROCE %
1.	Godrej Consumer	992.20	58.85	101502.84	1.50	498.31	-14.27	3768.43	2.97	19.02
2.	Dabur India	488.70	48.99	86613.17	1.14	515.82	1.85	3355.25	3.08	22.28
3.	Emami	525.10	29.14	22920.56	1.57	278.98	5.71	1049.48	5.34	31.72
4.	Jyothy Labs	328.60	32.35	12066.72	1.04	87.40	-3.84	704.45	3.98	26.99
5.	Bajaj Consumer	159.00	17.48	2270.42	1.89	25.31	-30.37	234.41	-1.98	22.79

Source: Screener

Final Outlook

DABUR: HOLD | LTP: 494

Revenue Performance: The company saw growth in Consumer Care and Food business segments, with year-over-year revenue increases.

Quarterly Variations: There is a noticeable drop in revenue between Q4 2023 and Q1 2024 for certain segments.

Asset Growth: The balance sheet indicates an increase in property and capital work-in-progress, signaling expansion.

During the quarter that concluded on December 31, Dabur India declared a net profit of Rs 522.38 crore. Compared to the net profit of Rs 514.22 crore recorded in the third quarter of the previous fiscal year, this represents an increase of about 2%.

Dabur's revenue of Rs 3,355.25 crore was 3% higher year-over-year than the Rs 3,255.06 crore it reported in the same quarter of FY24.

Due to the delayed start of winters, which negatively impacted the winter care portfolio, Dabur India's domestic business value and volumes climbed by just 1.7% and 1.2% on an annual basis, respectively. In Q3, the winter portfolio typically has a salience of 30 to 35 percent.

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