



Research Report

Dabur India Limited



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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, Pudina Hara, Honitus, Lal Tail, Dabur Red, Dabur Amla, Dabur Chyawanprash and Dabur Honey etc.

Synopsis of Financials:

Q3 FY26 Performance Snapshot:

- Consolidated revenue: +6.1% YoY.
- Domestic FMCG: +6% YoY with volume growth +3% YoY.
- Profitability: Operating profit +7.7% YoY; PAT +10.1% YoY.

Stock data (as 20th Feb 2026)

Nifty Price	: 25,571.25
52 week High (in Rs.)	: 577.00
52 week Low (in Rs.)	: 433.30
Market Cap. (in Crore)	: 90,236.49
NSE Code	: INE016A01026

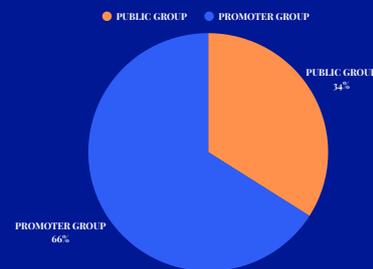
Stock data



-NIFTY50

-Dabur India Limited

Shareholding Pattern (December 2025)



-PUBLIC GROUP

-PROMOTER GROUP

Financial Summary

Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Sales -	9,562	10,889	11,530	12,404	12,563
Sales Growth %	10.10%	13.88%	5.89%	7.58%	1.28%
Expenses +	7,560	8,637	9,367	10,004	10,247
Operating Profit	2,002	2,252	2,162	2,400	2,316
OPM %	21%	21%	19%	19%	18%
Other Income +	325	308	445	482	551
Net Profit +	1,695	1,742	1,701	1,811	1,740
EPS in Rs	9.58	9.84	9.64	10.4	9.97
Dividend Payout %	50%	53%	54%	53%	80%

Quarterly Results



Particulars	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Sales	3,355	2,830	3,405	3,191	3,559
YOY Sales Growth %	3.08%	0.55%	1.66%	5.37%	6.06%
Expenses	2,673	2,403	2,737	2,603	2,825
Material Cost %	52%	53%	53%	51%	52%
Employee Cost %	10%	10%	10%	11%	10%
Operating Profit	682	427	667	588	734
OPM %	20%	15%	20%	18%	21%
Other Income	129	141	144	140	126
Other Income Normal	129	141	144	140	141
Interest	44	39	35	40	31
Depreciation	109	117	114	115	117
Profit before tax	658	412	663	573	711
Tax %	22%	24%	23%	22%	22%
Net Profit	516	313	508	445	554

Key Ratios

Ratio	Numerator	Denominator	As at	As at	% Change
			31 March 2025	31 March 2024	
			Ratio	Ratio	
Current ratio (in times)	Current assets	Current liabilities	1.28	1.19	8.09%
Debt-equity ratio (in times)*	Non-current borrowings + Non-current lease liabilities + Current borrowings + Current lease liabilities	Total equity	0.05	0.11	54.53%
Debt service coverage ratio (in times)	[Profit before tax, finance costs, depreciation and amortisation expense]	{Finance costs + Principal repayment for Non-current borrowings and Non-current lease liabilities (including current maturities of non-current borrowings and non-current lease liabilities)}	17.14	18.93	9.41%
Return on equity ratio (in %) #	Profit after tax	Average of total equity	19.57%	22.86%	14.39%
Inventory turnover ratio (in times) \$	Sale of products	Average inventory of finished goods and stock in trade	16.37	13.99	17.01%
Trade receivables turnover ratio (in times)	Sale of products	Average trade receivables	13.52	14.07	3.91%
Trade payables turnover ratio (in times)	Purchases of raw materials, packing material and stock in trade+ advertisement and publicity expenses + other expenses	Average trade payables	3.06	3.54	13.62%
Net capital turnover ratio (in times)*	Revenue from operations	Working capital [Current assets - Current liabilities]	10.46	16.88	38.04%
Net profit ratio (in %)	Profit after tax	Revenue from operations	15.47%	16.52%	6.36%
Return on capital employed (in %)	Earnings before finance cost and tax expense	Capital employed [Tangible net worth (Total equity - other intangible assets) + Total borrowings + Total lease liabilities +Deferred tax liability]	24.20%	26.44%	8.48%

Yearly Results

Particulars	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Equity Capital	177	177	177	177	177
Reserves	7,487	8,205	8,796	9,689	10,623
Borrowings	509	1,030	1,174	1,365	950
Other Liabilities	2,661	2,872	3,505	3,885	4,479
Total Liabilities	10,833	12,284	13,652	15,116	16,230
Fixed Assets	2,243	2,308	3,579	3,815	3,990
CWIP	147	168	175	232	169
Investments	4,160	6,220	6,265	6,933	7,468
Other Assets	4,283	3,589	3,633	4,136	4,603
Total Assets	10,833	12,284	13,652	15,116	16,230

Synopsis Quarter Results

Concall Notes - Feb-2026: Key Highlights

Q3 FY26 Performance Snapshot (Quarter ended Dec 31, 2025)

- Consolidated revenue: +6.1% YoY.
- Domestic FMCG: +6% YoY with volume growth +3% YoY. Management attributed intra-quarter volatility to GST transition: October faced “transient headwinds due to GST transition”, with demand improving through November and December “far better”.
- Profitability: Operating profit +7.7% YoY; PAT +10.1% YoY. Company booked a “one-time provision arising from changes in the labor laws”; PAT growth adjusts to +7.2% excluding this exceptional item.

Category & Portfolio Read-through (India)

1) Home & Personal Care (HPC) – Key growth engine

- HPC portfolio: +10.6% YoY (double-digit).
- Hair Care (Hair Oils): +19.1% YoY; management highlighted strong execution and market share gains:

2) Healthcare / OTC

- Health supplements: low single-digit growth.
- Honey: volume-led +10%; premium variants (later cited) Sundarban and Organic “trending exceedingly well.”
- Chyawanprash: flattish primary due to trade inventory, but offtakes +11% and market share +52 bps.

3) Foods & Beverages

- Juices & Nectars:
 - Premiumization is the key swing factor: Real Activ 100% juices +38%; coconut water +52% (both “continued to scale up”).
 - Nectar muted due to “unfavorable season.”
 - Share gains: +195 bps in nectars and +650 bps in juices.

International Business (INR growth +11%; CC +7.5%)

- Regional growth (INR):
 - MENA +12.5%
 - Sub-Saharan Africa +30%
 - UK & EU +30%
 - Namaste US +19.3%

Highlights



Revenue Growth

Consolidated Revenue

6.1% ↑
YoY Growth

India FMCG*

6% ↑
YoY Growth
3% India Volume Growth

Operating Profit

+7.7%
YoY Growth

+30 bps
Margin Expansion

Profit After Tax *(before exceptional items)*

+10.1%
YoY Growth

+60 bps
Margin Expansion

Peer Comparison



Peer Stock Performance (5Y) Indexed



Source: Trading View

Peer Financial Performance

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 %
Godrej Consumer	1206.40	63.50	123413.83	1.67	497.91	11.97	4099.12	8.78	19.21
Dabur India	510.40	48.69	90511.41	1.59	553.61	9.44	3558.65	6.06	20.24
Colgate-Palmoliv	2210.00	45.14	60125.18	2.31	323.86	2.25	1486.13	1.66	105.34
P & G Hygiene	11490.00	43.40	37292.38	1.48	301.46	12.24	1261.90	1.14	103.79

Source: Screener

Final Outlook

DABUR: HOLD | LTP: 508.75

Summary:

Dabur India is a strong and trusted FMCG company with stable earnings and well-known brands. Over the last few years, the company has grown steadily, but growth has slowed recently due to weak rural demand, inflation, and higher costs. Profits and margins remain stable, and the balance sheet is healthy with low debt. While the long-term business remains strong, short-term growth is moderate.

Business Overview:

Dabur is a leading FMCG and Ayurvedic company in India. Its products are used daily in households.

Main business segments:

- Home & Personal Care ($\approx 49\%$) – hair oils, toothpaste, skin care
- Healthcare ($\approx 31\%$) – chyawanprash, honey, health supplements
- Food & Beverages ($\approx 20\%$) – Real juices, coconut water

Popular brands include Dabur, Vatika, Real, Hajmola, Pudín Hara, Dabur Amla, Chyawanprash, Honey, etc

Recent Performance (Q3 FY26)

- Revenue growth: +6.1% YoY
- Domestic FMCG growth: +6%, volume growth +3%
- Operating profit: +7.7% YoY
- Net profit: +10.1% YoY (after adjusting one-time cost, $\sim 7\%$)
- Demand improved towards the end of the quarter after GST-related issues

Final Verdict: HOLD

Dabur is a safe and defensive FMCG stock, suitable for long-term stability. However, slow growth and limited margin expansion reduce near-term upside.

👉 HOLD the stock for steady returns. Fresh buying is better only at lower levels or when volume growth improves.

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