

August 1, 2024

Q1FY25 Result Update

■ Change in Estimates | ☑ Target | ☑ Reco

Change in Estimates

	Cu	rrent	Pre	vious
	FY25E	FY26E	FY25E	FY26E
Rating	Н	OLD	UNDER	REVIEW
Target Price		621		-
Sales (Rs. m)	1,35,422	1,49,301	1,35,422	1,49,301
% Chng.	-	-		
EBITDA (Rs. n	n) 26,945	30,198	26,945	30,198
% Chng.	-	-		
EPS (Rs.)	11.8	13.2	11.8	13.2
% Chng.	-	-		

Key Financials - Consolidated

Y/e Mar	FY23	FY24	FY25E	FY26E
Sales (Rs. bn)	115	123	135	149
EBITDA (Rs. bn)	22	23	27	30
Margin (%)	18.8	18.9	19.9	20.2
PAT (Rs. bn)	17	18	21	23
EPS (Rs.)	9.6	10.0	11.8	13.2
Gr. (%)	(6.6)	3.7	17.7	12.5
DPS (Rs.)	5.3	5.6	6.5	7.3
Yield (%)	0.8	0.9	1.0	1.1
RoE (%)	19.7	18.8	19.9	20.2
RoCE (%)	19.0	18.1	19.3	19.9
EV/Sales (x)	9.9	9.2	8.3	7.5
EV/EBITDA (x)	52.7	48.6	41.9	37.2
PE (x)	66.7	64.4	54.7	48.6
P/BV (x)	12.7	11.6	10.3	9.3

Key Data	DABU.BO DABUR IN
52-W High / Low	Rs.662 / Rs.489
Sensex / Nifty	81,868 / 25,011
Market Cap	Rs.1,140bn/ \$ 13,621m
Shares Outstanding	1,772m
3M Avg. Daily Value	Rs.2492.18m

Shareholding Pattern (%)

Promoter's	66.24
Foreign	14.98
Domestic Institution	13.56
Public & Others	5.22
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	5.3	16.1	13.1
Relative	2.3	1.6	(8.2)

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Dabur India (DABUR IN)

Rating: HOLD | CMP: Rs644 | TP: Rs621

Cautiously optimistic outlook

Quick Pointers:

- Rural grew ahead of urban market, heat wave impacted sales in 1Q
- Double digit sales and calibrated margin expansion likely in FY25

Dabur reported 5.2% volume growth as rural continued to grow ahead of urban despite severe heat wave impacting sales. Dabur has reported double-digit growth in Oral care, Foods, Digestives, Shampoo and Badshah while Skin, OTC, Beverages and Hair oil dragged growth. Medium-term outlook remains strong led by 1) expected recovery in rural demand (+45% of sales), 2) new launches and innovations 3) strengthening emerging distribution channels such as MT/E-com.

We believe sustained innovation, premiumisation and launches in core segments like Healthcare, oral care & HPC will help sustain double-digit growth. Dabur is optimistic of mid to high single volume growth, stable GM and moderate margin expansion, which should enable 12.8% PAT CAGR over FY24-26. Dabur is trading at 47.7x June26 EPS. We value the stock at 46xJune26 EPS and arrive at a target price of Rs621. We assign hold rating (Under review earlier).

Consol Revenues up 7%; Volumes grew 5%: Revenues grew by 7% YoY to Rs33.5bn (PLe: Rs33.9bn) Gross margins expanded by 119bps YoY to 47.8% (Ple: 47.8%) EBITDA grew by 8.3% YoY to Rs6.6bn (PLe:Rs 6.8bn); Margins expanded by 24bps YoY to 19.6% (PLe:20%) Adj PAT grew by 8.3% YoY to Rs4.96bn (PLe:Rs5.2bn) Consumer care revenues grew 7.3% YoY while EBIT grew by 8.7%. Margins improved by 30bps YoY to 23.6% Food segment revenues grew by 5.1% YoY while EBIT grew by 6.1%. Margins improved by 12bps YoY to 14% Retail segment revenues declined by 0.4% YoY while EBIT improved by 120.7%. Margins improved by 118bps YoY to 0.2%.

Concall Highlights -1) Rural sales grew faster than urban for 3rd consecutive quarter 2) Rural demand is recovering led by deflation of ~2% in last quarter 3) Gained market share in 95% of the portfolio 4) Volume growth in July saw similar trend to 1Q with no change in pricing component 5) MT margins improving but still not better than GT 6) Glucose performed well with heat wave providing additional tailwind. 7) Beverages grew 2.8% led by high teen growth in juices, but nectar sales were impacted due to heat wave impact on OOH consumption 9) Badshah is likely to sustain double digit growth rates 10) Odomos & Odonil performed well surpassing category growth, with market share gain of 500bps & 194bps respectively 11) IBD continues to face headwinds from currency depreciation in a few geographies 12) FY24 litigation case is still in discovery stage and talks are on with insurance companies if they can get 50% of the amount they are paying to fight the case 13) EBITDAM guidance of 19%-20% for FY25 14) Volume growth for FY25 is expected in mid to high-single digit 15) GM in FY25 to be in similar lines to that of FY24 with 80% of GM improvement to be reinvested behind the media and advertisement



Exhibit 1: 1QFY25 Results: Revenues grew by 7%, EBITDA margins improve by ~297bps YoY

Y/e March	Q1FY25	Q1FY24	YoY gr. (%)	Q4FY24	FY24	FY23	YoY gr. (%)
Revenues	33,491	31,305	7.0	33,965.6	(1.4)	28,146	1,24,040
Gross Profit	16,005	14,588	9.7	16,235.6	(1.4)	13,679	59,571
% of Net Sales	47.8	46.6	1.2	47.8	0.0	<i>4</i> 8.6	48.0
Other Expenses	9,454	8,540	10.7	9,442.4	0.1	9,011	35,568
% of Net Sales	28.2	27.3		27.8		32.0	28.7
EBITDA	6,550	6,047	8.3	6,793.1	(3.6)	4,668	24,002
Margins	19.6	19.3	0.2	20.0	-0.4	16.6	19.4
Depreciation	1,091	966	12.9	1,042.0	4.7	1,074	3,992
Interest	327	243	34.3	207.0	57.8	352	1,242
Operating Profits	5,133	4,838	6.1	5,544	(7.4)	3,242	18,768
Other Income	1,294	1,098	17.9	1,300.0	(0.5)	1,289	4,824
PBT	6,427	5,936	8.3	6,844.1	(6.1)	4,531	23,593
Tax	1,481	1,368	8.3	1,574.1	(5.9)	1,114	5,474
Effective tax rate (%)	23.0	23.0		23.0		24.6	23.2
Minority interest	2	2	-	0		4	5
Adj PAT	4,944	4,566	8.3	5,270	(6.2)	3,412	18,113

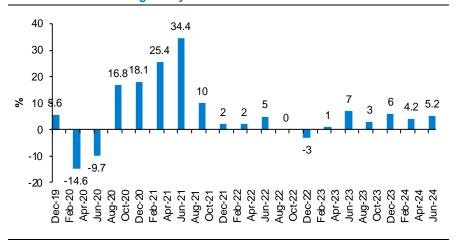
Source: Company, PL

Exhibit 2: Pick-up in growth across brands with Foods, Badshah & Shampoos leading the pack

Category Growth (%)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25
Hair Oils	8.1	1.8	-2.4	0.0	10.0	4.0	4.5	-2.5	3.3
Shampoos	17.0	9.0	3.6	2.0	9.0	4.1	11.3	6.1	13.7
Health Supplements	-35.5	-12.6	0.4	-3.3	5.5	0.0	0.0	-9.1	7.8
Oral Care	12.5	9.2	2.6	-3.0	13.0	4.1	8.1	22	11.4
Foods	35.7	30.5	34.5	22.0	35.0	40.4	22.0	20.7	21.3
Digestives	30.5	0.1	11.2	5.6	14.3	18.1	15.1	16.0	10.7
Skin care	11.4	1.1	-5.6	-2.0	3.5	5.0	4.5	0.6	6.1
Home Care	51.9	20.9	18.2	10.3	14.5	15.1	6.6	7.5	8.0
OTC & Ethical	-15.4	-0.2	4.0	-0.4	24.3/7.3	8.4/7.0	-3.0/6.9	0.6	3.7
Beverages	50.7	21.2	3.7	29.0	(2.0)	(10.0)	6.9	-1.5	2.8
Badshah									15.0

Source: Company, PL

Exhibit 3: 1Q volumes grow by 5.2%



Source: Company, PL



Financials

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Statement	

Income Statement (Rs m)				
Y/e Mar	FY23	FY24	FY25E	FY26E
Net Revenues	1,15,299	1,23,335	1,35,422	1,49,301
YoY gr. (%)	5.9	7.0	9.8	10.2
Cost of Goods Sold	62,687	64,461	69,473	75,834
Gross Profit	52,612	58,874	65,949	73,466
Margin (%)	45.6	47.7	48.7	49.2
Employee Cost	11,370	12,396	14,011	15,555
Other Expenses	9,868	11,139	11,639	12,767
EBITDA	21,641	23,286	26,945	30,198
YoY gr. (%)	(4.0)	7.6	15.7	12.1
Margin (%)	18.8	18.9	19.9	20.2
Depreciation and Amortization	3,110	3,992	4,142	4,380
EBIT	18,532	19,293	22,803	25,818
Margin (%)	16.1	15.6	16.8	17.3
Net Interest	782	1,242	1,107	986
Other Income	4,454	4,824	5,058	5,405
Profit Before Tax	22,203	22,876	26,754	30,237
Margin (%)	19.3	18.5	19.8	20.3
Total Tax	5,174	5,474	6,220	7,106
Effective tax rate (%)	23.3	23.9	23.3	23.5
Profit after tax	17,030	17,401	20,534	23,131
Minority interest	(58)	(314)	(314)	(314)
Share Profit from Associate	-	-	-	-
Adjusted PAT	17,088	17,715	20,847	23,445
YoY gr. (%)	(6.4)	3.7	17.7	12.5
Margin (%)	14.8	14.4	15.4	15.7
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	17,088	17,715	20,847	23,445
YoY gr. (%)	(1.9)	3.7	17.7	12.5
Margin (%)	14.8	14.4	15.4	15.7
Other Comprehensive Income	(2,254)	(919)	_	-
Total Comprehensive Income	14,834	16,796	20,847	23,445
Equity Shares O/s (m)	1,772	1,772	1,772	1,772
EPS (Rs)	9.6	10.0	11.8	13.2

Source: Company Data, PL Research

Balance Sheet Abstract (Rs	s m)			
Y/e Mar	FY23	FY24	FY25E	FY26E
Non-Current Assets				
Gross Block	51,778	58,544	61,825	65,375
Tangibles	41,678	48,315	51,778	55,278
Intangibles	10,100	10,229	10,048	10,098
Acc: Dep / Amortization	20,044	23,948	28,089	32,469
Tangibles	18,831	22,035	25,473	29,146
Intangibles	1,213	1,913	2,616	3,323
Net fixed assets	31,734	34,596	33,736	32,906
Tangibles	22,847	26,280	26,304	26,131
Intangibles	8,887	8,316	7,431	6,775
Capital Work In Progress	1,751	2,091	1,600	1,700
Goodwill	4,053	4,051	4,051	4,051
Non-Current Investments	55,592	52,796	59,500	67,225
Net Deferred tax assets	(910)	(1,090)	(1,090)	(1,090)
Other Non-Current Assets	925	1,089	1,304	1,416
Current Assets				
Investments	7,365	16,473	17,297	18,161
Inventories	20,242	19,470	23,901	26,351
Trade receivables	8,488	8,987	9,744	10,540
Cash & Bank Balance	3,259	6,664	7,941	10,077
Other Current Assets	2,782	4,584	3,656	4,255
Total Assets	1,36,479	1,51,226	1,63,137	1,77,131
Equity				
Equity Share Capital	1,772	1,772	1,772	1,772
Other Equity	87,961	96,891	1,08,801	1,20,323
Total Networth	89,733	98,663	1,10,573	1,22,095
Non-Current Liabilities				
Long Term borrowings	4,432	7,062	7,062	6,962
Provisions	644	683	813	896
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	7,002	6,589	6,289	5,989
Trade payables	21,866	24,217	25,897	28,283
Other current liabilities	7,162	8,498	7,292	8,001
Total Equity & Liabilities	1,36,480	1,51,226	1,63,137	1,77,131

Source: Company Data, PL Research

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Cash Flow (Rs m)				
Y/e Mar	FY23	FY24	FY25E	FY26E
PBT	22,187	23,581	26,754	30,237
Add. Depreciation	3,110	3,992	4,142	4,380
Add. Interest	782	1,242	1,107	986
Less Financial Other Income	4,454	4,824	5,058	5,405
Add. Other	(4,670)	(4,824)	(5,058)	(5,405)
Op. profit before WC changes	21,409	23,991	26,945	30,198
Net Changes-WC	1,773	(9,325)	(4,690)	(1,955)
Direct tax	(5,174)	(5,474)	(6,220)	(7,106)
Net cash from Op. activities	18,009	9,191	16,034	21,138
Capital expenditures	(15,893)	(7,192)	(2,791)	(3,650)
Interest / Dividend Income	4,454	4,824	5,058	5,405
Others	(1,637)	2,700	(6,573)	(7,691)
Net Cash from Invt. activities	(13,077)	332	(4,306)	(5,936)
Issue of share cap. / premium	2,611	165	1,250	3
Debt changes	1,362	2,217	(300)	(400)
Dividend paid	(9,213)	(9,656)	(10,188)	(11,925)
Interest paid	(782)	(1,242)	(1,107)	(986)
Others	-	-	-	-
Net cash from Fin. activities	(6,023)	(8,516)	(10,344)	(13,309)
Net change in cash	(1,091)	1,008	1,384	1,893
Free Cash Flow	2,115	1,999	13,243	17,488

Source: Company Data, PL Research

Quarterly Financials (Rs m)

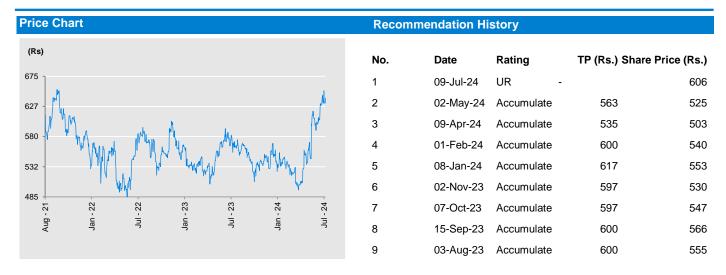
Y/e Mar	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Net Revenue	32,038	32,551	28,146	33,491
YoY gr. (%)	7.3	7.0	5.1	7.0
Raw Material Expenses	16,557	16,728	14,468	17,487
Gross Profit	15,482	15,823	13,679	16,005
Margin (%)	48.3	48.6	48.6	47.8
EBITDA	6,609	6,678	4,668	6,550
YoY gr. (%)	10.0	9.5	13.9	8.3
Margin (%)	20.6	20.5	16.6	19.6
Depreciation / Depletion	983	969	1,074	1,091
EBIT	5,626	5,709	3,595	5,459
Margin (%)	17.6	17.5	12.8	16.3
Net Interest	281	365	352	327
Other Income	1,164	1,274	1,289	1,294
Profit before Tax	6,508	6,618	4,531	6,427
Margin (%)	20.3	20.3	16.1	19.2
Total Tax	1,443	1,550	1,114	1,481
Effective tax rate (%)	22.2	23.4	24.6	23.0
Profit after Tax	5,066	5,068	3,416	4,946
Minority interest	(5)	4	4	2
Share Profit from Associates	-	-	-	-
Adjusted PAT	5,070	5,064	3,412	4,944
YoY gr. (%)	3.3	6.2	16.6	8.3
Margin (%)	15.8	15.6	12.1	14.8
Extra Ord. Income / (Exp)	-	118	(896)	(131)
Reported PAT	5,070	5,182	2,516	4,813
YoY gr. (%)	(0.6)	28.8	31.9	10.4
Margin (%)	15.8	15.9	8.9	14.4
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	5,070	5,182	2,516	4,813
Avg. Shares O/s (m)	1,772	1,772	1,772	1,772
EPS (Rs)	2.9	2.9	1.9	2.8

Source: Company Data, PL Research

Key Financial Metrics						
Y/e Mar	FY23	FY24	FY25E	FY26E		
Per Share(Rs)						
EPS	9.6	10.0	11.8	13.2		
CEPS	11.4	12.3	14.1	15.7		
BVPS	50.6	55.7	62.4	68.9		
FCF	1.2	1.1	7.5	9.9		
DPS	5.3	5.6	6.5	7.3		
Return Ratio(%)						
RoCE	19.0	18.1	19.3	19.9		
ROIC	14.7	15.1	16.5	17.3		
RoE	19.7	18.8	19.9	20.2		
Balance Sheet						
Net Debt : Equity (x)	0.0	(0.1)	(0.1)	(0.1)		
Net Working Capital (Days)	22	13	21	21		
Valuation(x)						
PER	66.7	64.4	54.7	48.6		
P/B	12.7	11.6	10.3	9.3		
P/CEPS	56.5	52.5	45.6	41.0		
EV/EBITDA	52.7	48.6	41.9	37.2		
EV/Sales	9.9	9.2	8.3	7.5		
Dividend Yield (%)	0.8	0.9	1.0	1.1		

Source: Company Data, PL Research





Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Asian Paints	Reduce	2,605	2,974
2	Avenue Supermarts	Accumulate	5,104	5,027
3	Britannia Industries	Hold	5,315	5,547
4	Colgate Palmolive	Reduce	2,743	3,210
5	Dabur India	UR	-	606
6	Emami	UR	-	725
7	Hindustan Unilever	Hold	2,698	2,766
8	ITC	Accumulate	491	434
9	Jubilant FoodWorks	UR	-	570
10	Kansai Nerolac Paints	Reduce	284	307
11	Marico	Accumulate	621	615
12	Metro Brands	Hold	1,190	1,218
13	Mold-tek Packaging	Accumulate	843	796
14	Nestle India	Accumulate	2,746	2,481
15	Pidilite Industries	Accumulate	3,141	3,100
16	Restaurant Brands Asia	Accumulate	134	110
17	Titan Company	Accumulate	3,545	3,269
18	Westlife Foodworld	Hold	791	833

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock Under Review (UR) : Rating likely to change shortly



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