



Update for Quarter ended September 30, 2026 (Q2 FY27)

This update provides an overall summary of the performance and demand trends witnessed during the quarter ended September 30, 2026 (Q2 FY27). This will be followed by detailed financial results and earnings presentation once the Board of Directors of the Company approves the consolidated and standalone financial results for the quarter ended September 30, 2026.

The demand conditions remained steady during the quarter despite a volatile operating environment marked by renewed geopolitical tensions in the Middle East, persistent inflationary pressures across various commodities and deficit rainfall. We remain optimistic for further acceleration in consumption, supported by the upcoming festive season, while continuing to monitor the evolving geopolitical and inflationary environment.

At a consolidated level, we expect revenues to record double-digit growth.

The India FMCG business sustained its growth momentum and is expected to accelerate to double-digit growth, marking its strongest performance in recent quarters.

Home & Personal Care (HPC) business is expected to record double-digit growth. Hair Oils and Shampoos are expected to deliver high-teens growth, led by robust performance in both perfumed and coconut hair oils, reflective of healthy consumer demand. This marks the fourth consecutive quarter of double-digit growth. Oral care is expected to post mid-single-digit growth on a high base, driven by continued investment and franchise strength. Home care is expected to register high-single-digit growth, while Skin care is expected to grow at double-digit growth, reflecting strong brand equity across our portfolios.

Healthcare is expected to record mid-single-digit growth. OTC & Ethicals is expected to register sequential recovery with early-teens growth. Digestives is expected to continue its strong momentum and post high-teens growth. Health supplements were impacted by the ongoing transition to refreshed packaging and labels across the portfolio, resulting in a temporary drag on performance during the quarter.

Food and Beverages business is expected to record mid-teens growth. The Foods business is expected to continue its robust growth momentum with strong double-digit growth. The Beverages portfolio registered sequential recovery and is likely to grow in the early teens, driven by expanded offerings across formats and price points and a favourable season.

Coming to the distribution channels, our **emerging channels** comprising E-commerce and Quick commerce are expected to report strong growth momentum led by our continued investments and focus on an omnichannel distribution approach. Modern Trade continues to grow at double digits. General Trade continued to grow across both urban and rural markets, with rural continuing to outpace urban, led by continued efforts under Project Saksham.

International Business, despite severe headwinds in the Middle East, is expected to post **high-teens growth** in INR terms, with key markets like Egypt, Turkey, USA, Bangladesh and UK, each recording strong double-digit growth in INR terms.

Our key brands continued to deliver robust growth across categories, supported by focused brand investments and wider distribution reach.

Inflationary pressures continue to remain elevated, particularly in HPC and OTC & Ethicals. Operating margins were impacted by inflationary pressures during the quarter; partly offset by calibrated price increases and ongoing cost-saving initiatives.

Profit after tax is expected to continue to grow at a double-digit level.

Supported by strong business fundamentals, we remain focused on delivering sustainable, profitable growth through disciplined execution of our growth strategy, enhanced cost competitiveness and digital capabilities.

About Dabur India Ltd

Dabur India Limited is one of India's leading FMCG Companies. Building on a legacy of quality and experience for 141 years, today 8 out of every 10 Indian households use at least one Dabur product which is a testament to the trust we have built over generations. Our portfolio today includes three INR 1000 crore brands – Dabur Amla, Dabur Red Toothpaste and Real – alongside three INR 500 crore brands and 16 brands in the INR 100–500 crore range. Today, Dabur is the 2nd most distributed FMCG company with 8.5 million retail outlets reach. During FY 2025–26, Dabur recorded consolidated revenue from operations of INR 13,192 crore and consolidated profit after tax of INR 1,895 crore.

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Disclaimer:

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