

Dabur reports 20 per cent organic growth, 8 new country markets & multiple product launches

World's largest Ayurveda & natural healthcare company is also sustainability leader

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Several key corporate developments have further strengthened Dabur International's stature as one of the most trusted and recognized personal and healthcare companies in the world, most notably the 20 per cent organic growth. Over the past 12 months Dabur International has also been able to enter 8 new country markets in addition to currently supplying over 5 million retailers in more than 100 countries. The company has consistently achieved a Compound Annual Growth Rate (CAGR) of 40 per cent over the past few years and an Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA) of over 20 per cent. Dabur globally has a market capitalization of around USD 4.1 billion, with about 18 world-class manufacturing plants operating worldwide.

Further fueling Dabur's growth has been the launch of several new products such as its Vatika Naturals Hair Kit Colours, Vatika styling Gel Cream, Vatika Hair Mayonnaise, Dermoviva Skin Serums, Vatika Henna Hair Colours, and Dabur Herbal Toothpaste, among others. New Product Developments have contributed more than AED 1 million in sales over the past six months, with Vatika shampoo and conditioner posting the fastest category growth at 24 per cent. Dabur Amla is currently the world's number one leading brand in hair oils and Vatika is the leader in the region in hair creams.

Aside from successfully growing its business, Dabur International has been cementing its stature as a leader in corporate social responsibility – particularly in sustainability. The company follows a Waste Hierarchy Model to minimize waste and maximize resources. Safe and hygienic waste management systems dispose waste materials across all Dabur manufacturing units. Bio-degradable packaging is also used for various products.

Dabur has even adopted 'Kaizen Initiatives' based on Japanese practices that focus on continuous process improvement at its Ras Al Khaimah plant in the UAE to optimize energy savings. Moreover, the company is actively involved in the conservation of rare medicinal herbs in Nepal and the cultivation of rare herbs as part of efforts to train farmers on intercropping.

"Dabur International embraces excellence at all levels of its operations and activities. Whether in terms of our products or our environmental impact, we constantly strive to surpass industry standards and expectations. This has enabled us to sustain our strong market performance while earning trust of millions across the globe. We are still in the beginning of 2013-2014 financial but based on the results of the past few months we expect to post record revenues and further heighten our global presence and reputation through year's end," said Mohit Malhotra, CEO Dabur International.

Dabur International is a wholly owned subsidiary of Dabur India that has an overall turnover of over USD 1 billion and a market capitalization of USD 4 billion. Dabur's International Business Division headquartered in Dubai is the cornerstone of its growth strategy, reaching a milestone of AED 1 billion within only eight years of its existence.

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