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News / Story reproduced with thanks:- **Financial Express**

Dabur plans buys in, Africa West Asia

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<http://www.financialexpress.com/news/Dabur-plans-buys-in-Africa-West-Asia/616411/#>

New DelhiFMCG major Dabur on Sunday said it would go ahead with its overseas acquisition plans this fiscal, particularly in the personal care and healthcare segment, in West Asian and African countries.

“I think it is a matter of time before we do a deal...We are continuously in talks with companies across geographies, but an acquisition is more likely in the overseas markets,” Dabur CEO Sunil Duggal. He said the company is currently eyeing developing markets where it already has a presence.

“We will restrict our acquisitive searches to the geographies in which we are currently present, and not really expand into entirely new geographies outside the scope of where we are. So, we are typically looking at markets like West Asia and Africa,” he added.

Countries in Africa and West Asia account for about half of Dabur's overseas business. Last fiscal, sales from international markets, including Cambodia, Philippines, Belarus and Bolivia, touched Rs 600 crore, making up for about 20% of the company's total sales.

Though Duggal declined to comment on the size of deals that Dabur was looking at, he said the firm has the capability to raise money, “if needed, to fund big-ticket acquisitions”.

The company, which sells skincare and haircare products under brands like Vatika, Gulabari and Uveda, had announced last year that it could spend up to Rs 1,000 crore on acquisitions. These were, however, delayed due to lack of potential sellers.

Duggal said the company would be looking at the personal care and healthcare sectors to sustain growth momentum of over 20% in the overseas markets.

“The focus would substantially be on personal care, but we would also look at healthcare opportunities, which I believe will be far less in number than personal care,” Duggal said.

On the deal track

- African and West Asia countries account for about half of Dabur's overseas business
- It could spend up to Rs 1,000 crore for acquiring firms both in the domestic and international market
- The company will be looking at the personal care and healthcare sectors to sustain its growth momentum