

**Input Capital**      **Risks and Opportunities**      **Value Creation Model**      **Output**      **Outcomes**      **SDG Mapping**

<p><b>Financial</b></p> <ul style="list-style-type: none"> <li>Debt : ₹ 1,030 Cr</li> <li>Equity : ₹ 8,381 Cr</li> <li>Capex : ₹ 374 Cr</li> <li>Opex : ₹ 7,974 Cr</li> <li>Working Capital : ₹ 708 Cr</li> </ul>	<p><b>Financial</b></p> <ul style="list-style-type: none"> <li>Exchange Rate Risk</li> <li>Regularoty Risk</li> <li>Counterfeit Products Risk</li> </ul>
<p><b>Human</b></p> <ul style="list-style-type: none"> <li>Total Employees : 8562</li> <li>Total Training Hours : 12159 man-hours</li> <li>Number of Nationalities in workforce : 30</li> </ul>	<p><b>Human</b></p> <ul style="list-style-type: none"> <li>Employee Iteration</li> <li>Information Security Risk</li> <li>COVID 19 Risk</li> </ul>
<p><b>Intellectual</b></p> <ul style="list-style-type: none"> <li>Capital invested in R&amp;D : ₹ 43.82 Cr.</li> <li>Total number of patents granted till date : 13</li> <li>New products developed in FY22 : 35</li> </ul>	<p><b>Intellectual</b></p> <ul style="list-style-type: none"> <li>Information Security Risk</li> </ul>
<p><b>Manufactured</b></p> <ul style="list-style-type: none"> <li>Number of domestic manufacturing units : 13</li> <li>Number of international manufacturing locations : 8</li> <li>Retail outlet coverage : 6.9 million</li> <li>Capex : ₹ 374 Cr</li> <li>Number of Kiazen's in FY22 : 1,075</li> </ul>	<p><b>Manufactured</b></p> <ul style="list-style-type: none"> <li>Operational Risk</li> <li>COVID 19 Risk</li> </ul>
<p><b>Social &amp; Relationship</b></p> <ul style="list-style-type: none"> <li>Spent on CSR : ₹ 31.16 Cr.</li> <li>Number of Retail Outlets : 6.9 million</li> <li>Number of Distributors : more than 5,000</li> <li>Spent on engaging customers in activities &amp; promotions : ₹ 1,969 Cr.</li> <li>Number of campaigns : 576</li> </ul>	<p><b>Social &amp; Relationship</b></p> <ul style="list-style-type: none"> <li>Change in Partnerships</li> <li>Laws and Regulations : Regulatory Risks</li> <li>Environment and Climate Risk</li> <li>Counterfiet Products : Product and Plastic Packaging</li> <li>COVID 19 Risk</li> </ul>

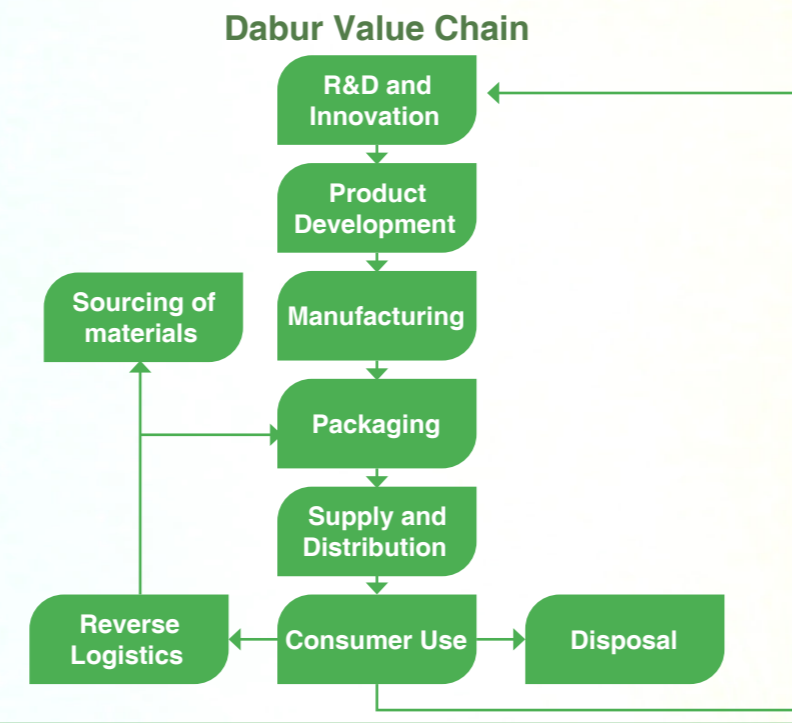
**Financial**

**Vision**  
Dedicated to the Health & Well-Being of every Household

**Mission**  
Ghar Ghar Ayurveda - Contemporize Ayurveda and make it relevant for the new generation

**Human**

**Strategy and resource allocation:** Diversified produt porfolio consisting of 7 business units segregated into 3 major categories - Consumer Care Business, Foods Business, International BusinessUnique market positioning in terms of improving accessibility to Ayurveda products for both domestic and international market



**Natural**

**External Environment:**

- Global and Domestic economy
- Consumer Demand
- Regulation
- COVID-19
- Commodity prices and inflation
- e-Commerce
- Technology
- Competition

**Outlook:**  
Estimated Worth of FMCG Sector - \$ 62 Bn

- Food Segment comprises of 57% of the FMCG market.
- Increase in health and hygiene products, decline in FCMG overall
- Medium and Long Term prospects seem positive
- Growth will be driven given
  - increasing share of affluent and elite households
  - urbanization, nuclearization of households and
  - increasing Gen-I population with higher appetite to spend
- Rural market growth numbers e-commerce market

**INDIA BUSINESS**

**Health Care**

- Health Supplements (Chyawanprash, Honey, Glucose)
- Digestives (Hajmola, Pudina Hara, Nature Care)
- OTC and Ethicals (Honitus, Dashmularishta Asav, Ashokarishta Asav, Dabur Lal Tail, Dabur Baby range, Shilajit, GlycoDab, a range of prescription medicines)
- Health Juices (Giloy Ras, Giloy-Neem-Tulsi juice, Jamun-Neem-Karela juice, Amla juice, Wheatgrass juice)
- Herbal Tea (Dabur Vedic Suraksha Green Tea & Black Tea)
- Single Herb tablets (Dabur Pure Herbs Ashwagandha Tablets, Amla Tablets, Giloy Tablets, Haldi Tablets, Tulsi Tablets)
- Immunity Boosters (Tulsi Drops, Ayush Kwath Kaadha, Ashwagandha Capsules)
- Ayurvedic Churnas (Hareetaki Churna, Neem Churna, Arjun Chhal Churna, Brahmi Churna, Trikatu Churna)

**Home and Personal Care**

- Hair Care (Hair Oils, Shampoos, Hair Creams and Gels under Dabur Amla and Vatika brands, Anmol Hair Oil, Almond Hair Oil)
- Oral Care (Dabur Red paste, Meswak, Babool, Dabur Herb'1 Neem Toothpaste, Dabur Herb'1 Clove Toothpaste, Dabur Herb'1 Tulsi Toothpaste, Dabur Herb'1 Activated Charcoal and Mint Toothpaste and Lal Dant Manjan)
- Skin Care (Gulabari, OxyLife and Fem Bleach; OxyLife Salon range, Dermoviva and Vatika range, Sanitize Germ Protection Soap)
- Home Care (Odomos mosquito repellent, Odonil air fresheners, Sanifresh toilet cleaners, Sanitize Antiseptic Liquid, Dazzl Floor Cleaner and Odopic dish washer)

**Food & Beverages**

- Fruit-based beverages & juices (Réal and Activ range of juices and fruit-based beverages, Réal Fizz-In aerated fruit beverages)
- Foods (Hommade range of culinary pastes, Dabur Ghee, range of cooking oils, Hommade range of Chutneys, Hommade pickles, masala)

**INTERNATIONAL BUSINESS**

**Health Care**

**Skin Care**

**Oral Care**

**Healthcare**

**Foods**

<p><b>Financial</b></p> <ul style="list-style-type: none"> <li>Market capitalization : ₹ 94,854 Cr</li> <li>RoNW : 20.8%</li> <li>RoIC : 58.2%</li> <li>Revenue : ₹ 10,889 Cr. (↑13.9%)</li> <li>Operating Profit : ₹ 2,254 Cr</li> <li>Operating Margin : 20.7%</li> <li>PAT : ₹ 1,739 Cr*</li> </ul>	<p><b>Human</b></p> <ul style="list-style-type: none"> <li>% female rep at company level : 4.06% (grew from 3.35%)</li> <li>% female rep at management level : 9.4% (grew from 5.7%)</li> <li>% female rep at tech/non mgmt level : 3.55 % (grew from 3.14%)</li> <li>Diversity from Nationalities : 30</li> </ul>
<p><b>Intellectual</b></p> <ul style="list-style-type: none"> <li>Number of power brands : 9</li> <li>Revenue from new products : 5.6 % of total revenue</li> <li>E-Commerce contribution to sales : 6.5% of total sales*</li> </ul>	<p><b>Operational efficieny:</b></p> <ul style="list-style-type: none"> <li>Share of International Business in Total Revenue : 25.8%</li> <li>OEE : 76% (up from 74.9%)</li> </ul>
<p><b>Social &amp; Relationship</b></p> <ul style="list-style-type: none"> <li>Domestic Business Revenue through new age channels (modern trade and e-comm) : 20%</li> <li>CSR Beneficiaries : 22,88,369</li> <li>Number of views for digital content : 975 million</li> <li>No. of farmers engaged in herb cultivation &amp; collection : 9,770</li> <li>No. of farmers engaged in beekeeping : 4,675</li> </ul>	<p><b>Natural</b></p> <ul style="list-style-type: none"> <li>Scope 1 emissions : 15427 MT(↑13%)</li> <li>Total Water Consumption : 465984 cu. Metres (↑38%)</li> <li>Total Waste generated : 13958 MT(↑20%)</li> <li>Total Hazardous waste generated : 113 MT(↑6%)</li> <li>Total recycled material used in packaging : 14,700 ton</li> <li>First Indian plastic waste neutral FMCG company</li> </ul>

