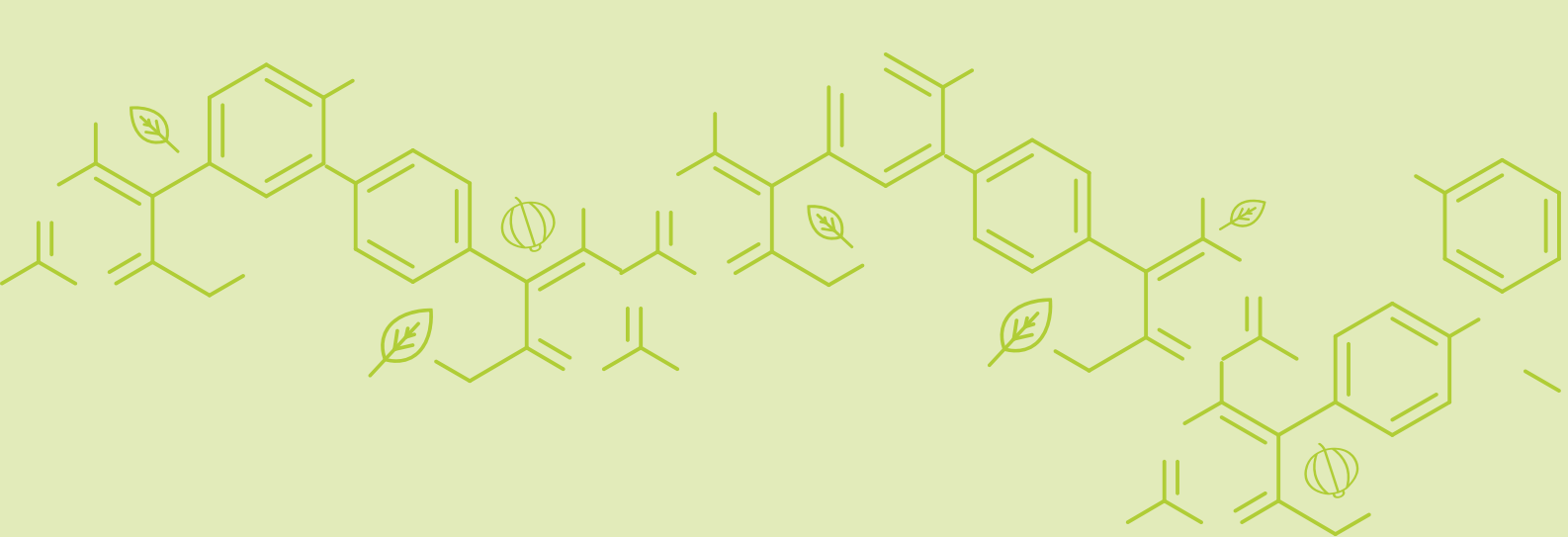




# Where *Nature* meets **Science**





## ABOUT THE REPORT

**Dabur India Limited is pleased to present its Annual Report 2019-20, with adoption of integrated reporting framework as laid out by the International Integrated Reporting Council (IIRC). With this, we continue to move forward on our journey focussed on creating value for all our stakeholders.**

### Reporting scope and period

The Annual Report covers information on business operations of Dabur India Limited, aptly disclosed through six capitals as defined by International Integrated Reporting Council (IIRC). All the six capitals cover information on India and overseas operations. The Integrated Report considers the primary reporting period as April 01, 2019 to March 31, 2020. However, some of the sections of the report represent facts and figures of previous years to provide a comprehensive view to the stakeholders.

### Reporting framework

The Annual Report follows the International Framework as developed by IIRC ([www.integratedreporting.org](http://www.integratedreporting.org)) and should be read in conjunction with the financial statements included herein and the notes thereto. The financial and statutory data presented is in accordance with the requirements of the Companies Act, 2013 (including the rules made thereunder), Indian Accounting Standards, the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the applicable laws.

### Key Company information

#### Dabur India Limited

ISIN: INE016A01026

BSE Code: 500096

NSE Code: DABUR

CIN: L24230DL1975PLC007908

### Forward-looking statements

Some information in this report may contain forward-looking statements which include statements regarding Company's expected financial position and results of operations, business plans and prospects etc. and are generally identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "estimate," "expect," "may," "will" or other similar words. Forward-looking statements are dependent on assumptions or basis underlying such statements. We have chosen these assumptions or basis in good faith, and we believe that they are reasonable in all material respects.

However, we caution that actual results, performances or achievements could differ materially from those expressed or implied in such forward-looking statements. We undertake no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise.

### Assurance

To ensure the integrity of facts and information, the Board of Directors and management have reviewed the Report and have carried out the independent assurance on sustainability disclosures presented in the report. The statutory auditors, Walker Chandiok & Co LLP, Chartered Accountants have provided assurance on the financial statements and the 'Independent Auditor's Report' has been duly incorporated as a part of this report.



This Report is also available  
online on  
[www.dabur.com](http://www.dabur.com)

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### Board & Management Reports

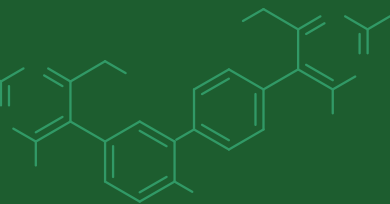
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# Where *Nature* meets Science



**T**he combination of traditional Ayurvedic knowledge and modern-day science defines Dabur in its true sense. Representing the knowledge base relating to medicinal herbs, health and cure, Ayurveda is the greatest source of age-old wisdom. Modern-day science on the other hand not just helps validate the benefits of Ayurveda but also helps to offer these traditional benefits in ready-to-use and contemporary formats.

Dedicated to the Health and Well-Being of our consumers using the Science of Ayurveda, Dabur has been marrying this age-old traditional wisdom with modern-day Science for the past over 136 years to bring highly effective and efficacious products to meet the daily Health Care and Personal Care needs of our consumers.



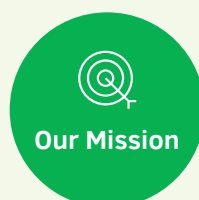
**C**ommitted to delivering time-tested and quality-proven products, Dabur is trusted by generations. Evoking a sense of wellness and trust in the minds of our consumers, Dabur is today not just the original custodian but also the modern face of Ayurveda, an enterprise where Nature meets Science!

# OUR VISION & MISSION



## Our Vision

“Dedicated to the Health & Well-Being of every Household”



## Our Mission

“Contemporise Ayurveda and make it relevant for the new generation”



## Our Principles

### Ownership

This is our Company and we accept personal responsibility and accountability to meet business needs.

### Passion for Winning

We all are leaders in our area of responsibilities with a deep commitment to deliver results. We are determined to be the best at doing what matters the most.

### People Development

People are our most important asset. We add value through result-driven training, while encouraging and rewarding excellence.

### Consumer Focus

We have superior understanding of consumer needs and develop products to fulfil them.

### Team Work

We work together on the principle of mutual trust and transparency in a boundary-less organisation. We are intellectually honest in advocating proposals, including recognising risks.

### Innovation

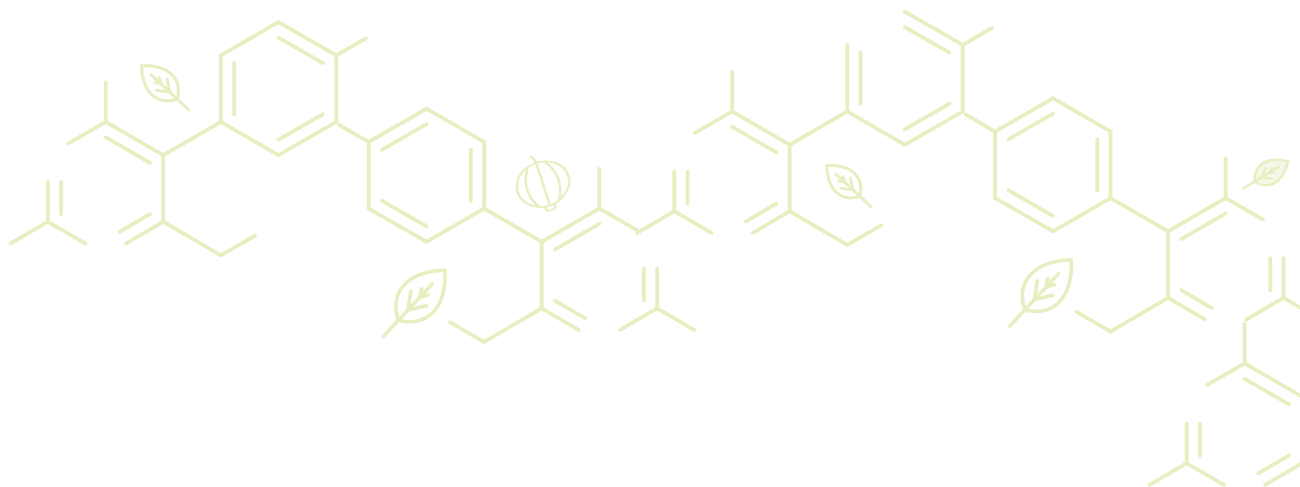
Continuous innovation in products and processes is the basis of our success.

### Integrity

We are committed to the achievement of business success with integrity. We are honest with consumers, with business partners and with each other.



# CORPORATE INFORMATION



## Board of Directors

Mr. Amit Burman, Chairman  
 Mr. Mohit Burman, Vice Chairman  
 Mr. Aditya Burman, Director  
 Dr. Ajay Dua, Director  
 Mr. Ajit Mohan Sharan, Director  
 Mrs. Falguni Nayar, Director  
 Mr. Mohit Malhotra, Whole-Time Director & CEO  
 Mr. P. D. Narang, Whole-Time Director  
 Mr. P. N. Vijay, Director  
 Mr. R. C. Bhargava, Director  
 Dr. S. Narayan, Director  
 Mr. Saket Burman, Director  
 Mr. Sanjay Kumar Bhattacharyya, Director

## EVP (Finance) & Company Secretary

Mr. A. K. Jain

## Auditors

Walker Chandio & Co. LLP

## Internal Auditors

Pricewaterhouse Coopers Pvt. Ltd.

## Bankers

State Bank of India  
 Punjab National Bank  
 Standard Chartered Bank  
 The Hongkong & Shanghai Banking Corporation Ltd.  
 Citibank N.A.  
 HDFC Bank Ltd.  
 ICICI Bank Ltd.  
 Bank of Nova Scotia  
 IDBI Bank Ltd.

## Corporate Office

Dabur India Limited  
 Dabur Corporate Office, Kaushambi,  
 Sahibabad, Ghaziabad-201010 (U.P.),  
 India

Tel.: 0120-3962100

Fax: 0120-4374929

Website: [www.dabur.com](http://www.dabur.com)

Email: [corpcomm@dabur.com](mailto:corpcomm@dabur.com)

Email for investors: [investors@dabur.com](mailto:investors@dabur.com)

## Registered Office

8/3, Asaf Ali Road, New Delhi-110002, India

Tel.: 011-23253488

# DABUR AT A GLANCE

## AN INDIAN MULTINATIONAL

Manufacturing presence in

**9 countries**

**28.2%**

Revenue from International Business

Products sold in

**100+ countries**

**7,740**

Employees Globally

## OUR PERFORMANCE IN FY 2019-20

**₹ 8,704 Crore**

Revenue from Operations

**₹ 1,445 Crore**

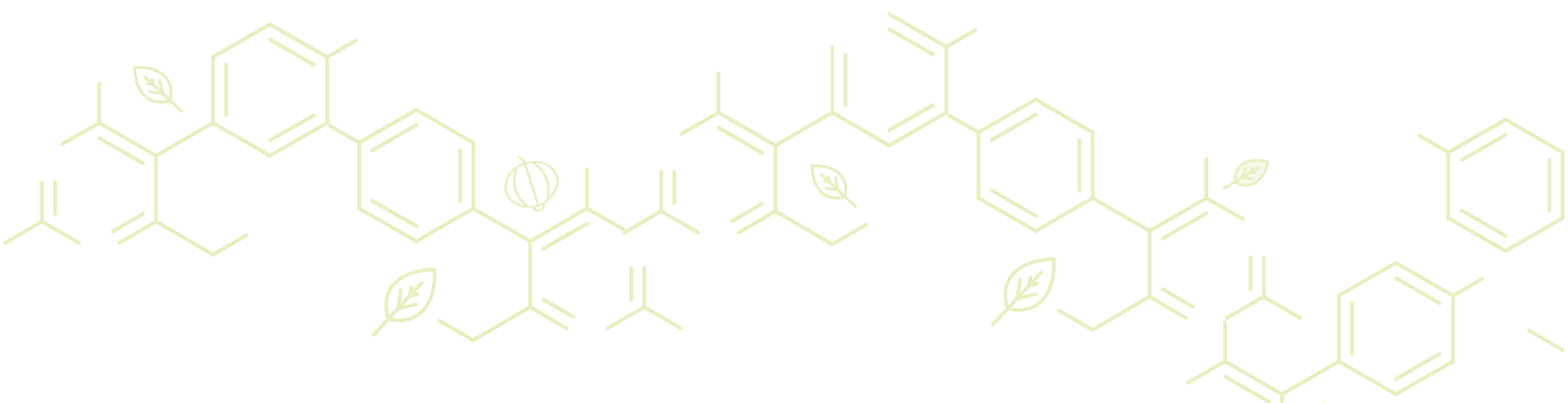
Net Profit

**₹ 8.18**

Earnings Per Share

**20.6%**

Operating Margin







## LEADING POSITIONS



# 1

- Packaged Fruit Juices
- Chyawanprash
- Honey
- Facial Bleach
- Air Fresheners
- Mosquito Repellent Creams

# 2

- Hair Oils
- Glucose
- Baby Massage Oils
- Toilet Cleaners

# 3

- Toothpaste



# 1

- Hair Oil
- Hair Cream
- Hair Gel
- Hair Mask

# 2

- Hair Serums
- Depilatories



# 1

- Hair Oil
- Hair Cream
- Hair Mask

# 2

- Hair Gel

# 3

- Hair Serums



# 1

- Hair Cream
- Hair Gel
- Hair Mask

# 2

- Hair Oil
- Hair Serums

# 3

- Leave-On
- Depilatories

# Top 5 Brands Globally

# 1



# 2



# 3



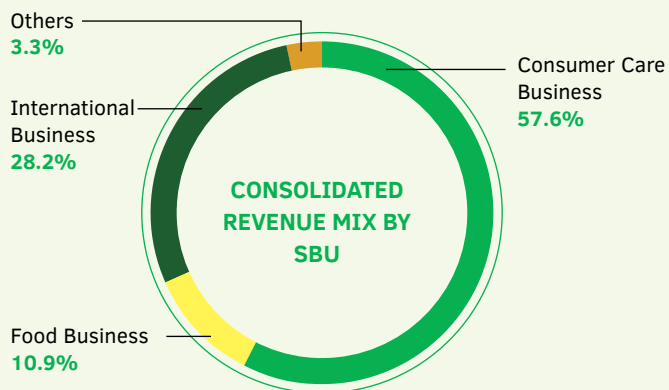
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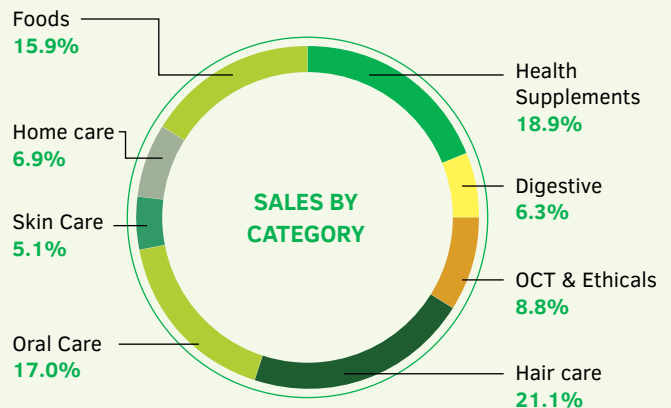
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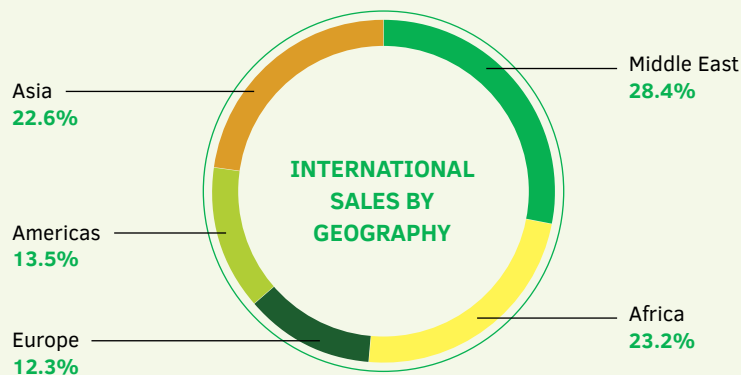
## Consolidated Revenue Break-Up



## Consumer Care Business - India



## International Business Revenue Break-Up



## Top 5 Overseas Countries

#1 Egypt

#2 Saudi Arabia

#3 USA

#4 Turkey

#5 Nepal