

Date: 23 October 2024

The General Manager Department of Corporate Services <b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalai Street, Fort Mumbai-400 001	The Manager Listing Department <b>National Stock Exchanges of India Limited</b> "Exchange Plaza", 5th Floor, Plot No.C/1, G Block Bandra-Kurla Complex Bandra (East), Mumbai 400051.
<b>Scrip Code : 543306</b>	<b>Scrip Code : DODLA</b>

Dear Sir/Madam,

**Sub: Press Release on the Unaudited Financial Results of the Company for the quarter and half year ended 30 September 2024**

With reference to the above stated subject, please find enclosed herewith the Press Release on the Unaudited Financial Results of the Company for the quarter and half year ended 30 September 2024.

This is for your information and records.

Thanking You,  
Yours Faithfully,  
**For Dodla Dairy Limited**

**Surya Prakash M**  
Company Secretary & Compliance Officer

★ An ISO 22000-2005 & 50001 EnMS Certified Company ★

## Dodla Dairy Ltd Reports Q2 FY25 Results

- ❖ Highest-ever Quarterly Operating Revenues at ₹ 9,976 Mn; up by 29.9% YoY
- ❖ Value-Added Product sales at ₹ 3,779 Mn; up by 93.5% YoY
- ❖ EBITDA margin stood at 9.6%
- ❖ The board of directors declared an interim dividend of ₹ 3.00 per equity share
- ❖ Completed the purchase of a land parcel in the state of Maharashtra

Hyderabad, October 23<sup>rd</sup>, 2024: Dodla Dairy Ltd. (BSE - 543306, NSE - DODLA, ISIN: INE021001019), one of India's leading integrated dairy companies, has announced its unaudited results for the quarter ended 30<sup>th</sup> September 2024.

<b>Average Milk Procurement</b> <b>17.2 LLPD</b> ▲ 1.5% YoY	<b>Average Milk Sales</b> <b>11.6 LLPD</b> ▲ 7.2% YoY	<b>Curd Sales</b> <b>323.8 MTPD</b> ▲ 4.7% YoY	<b>Value Added Products</b> <b>₹ 3,778.8 Mn</b> (39.2% of revenues) ▲ 93.5% YoY
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### Consolidated financial highlights

Particulars (₹ in Mn)	Q2 FY25	Q2 FY24	YoY	H1 FY25	H1 FY24	YoY
<b>Revenues</b>	9,976	7,678	29.9%	19,092	15,912	20.0%
<b>EBITDA</b>	963	702	37.0%	2,014	1,306	54.2%
<i>EBITDA margin</i>	9.6%	9.1%	50 bps	10.5%	8.2%	234 bps
<b>PAT</b>	634	436	45.3%	1,284	786	63.4%
<i>PAT margin</i>	6.4%	5.7%	67 bps	6.7%	4.9%	179 bps
<b>EPS</b>	10.5	7.3		21.5	13.2	

### Management commentary

Commenting on the performance, Managing Director of Dodla Dairy, Mr. Dodla Sunil Reddy said,

*"I am pleased to share that for the second time in a row, our company has reported its highest ever quarterly revenue with a 29.9% growth on a yoy basis for Q2FY25. Additionally, in the quarter, our VAP sales rose by 93.5% to ₹3,779 Mn, primarily due to the higher sale of Butter and Skimmed milk Powder. With the continuation of flush season, the quarter also remained strong for us in terms of milk procurement, which stood at 17.2 LLPD.*



*I would like to update you that the company has declared an interim dividend of Rs 3.00 per equity share; this is our first ever dividend since listing.*

*Strategically, Dodla is committed to working alongside its farmers to create an efficient manufacturing process and supply chain network. In line with this strategy, the company has acquired a land parcel of 35 acres in Maharashtra for its expansion plans. This will eventually help us in improving operational efficiency and expanding the product basket.*

*Our balance sheet position continues to remain strong, providing optionality and flexibility for the potential investments in the future towards organic as well as inorganic growth.”*

### Consolidated Financial Highlights for Q2 FY25

- The company's consolidated operating revenues grew by 29.9% on a YoY basis to ₹ 9,976 Mn. The domestic business grew by 26.2% YoY to ₹ 9,032 Mn whereas, the international business saw a robust 81.1% YoY growth and registered revenues of ₹ 944 Mn in Q2 FY25
- Gross margins remained in similar range as previous quarter at 25.5% in Q2 FY25
- EBITDA increased by 37.0% YoY to ₹ 963 Mn. EBITDA margin stood at 9.6% in Q2FY25
- Profit After Tax grew by 45.3% YoY to ₹ 634 Mn in Q2 FY25. PAT margin stood at 6.4% vs 5.7% in Q2 FY24
- EPS for Q2 FY25 stood at ₹ 10.5 as compared to ₹ 7.3 in Q2 FY24

### Consolidated Financial Highlights for H1 FY25

- The company's consolidated Operating Revenues grew by 20.0% to ₹ 19,092 Mn on a YoY basis
- Gross margins stood at 27.2% in H1 FY25
- EBITDA increased by 54.2% YoY to ₹ 2,014 Mn, EBITDA margin was at 10.5% in H1 FY25 as compared to 8.2% in H1 FY24
- Profit After Tax grew by 63.4% YoY to ₹ 1,284 Mn in H1 FY25, PAT margin stood at 6.7% vs 4.9% in H1 FY24
- EPS for H1 FY25 stood at ₹ 21.5 as compared to ₹ 13.2 in H1 FY24
- Cash and Bank balance stood at ₹ 1,539 Mn



**About Dodla Dairy Ltd. (DODLA)**

Dodla Dairy Ltd (DODLA) is one of India's leading integrated dairy companies incorporated in 1995. The company procures, processes, and sells milk and milk products. The Company's product portfolio consists of Milk, Butter Milk, Ghee, Curd, Paneer, Flavoured Milk, Doodh Peda, Lassi, Ice Cream and Milk Based Sweets.

The Company's procurement is centred in 5 states and products are available for purchase in 13 states and has 160 milk chilling centres/plants. The Company's distribution and marketing operations are conducted through its 55+ sales offices, 2,750+ agents, 2,050+ milk and milk product distributors, 82 modern trade across India. Additionally, the company's milk and dairy based Value-added Products are also available through 645 'Dodla Retail Parlours' as on 30<sup>th</sup> September 2024 and are spread across the states of Andhra Pradesh, Telangana, Tamil Nadu and Karnataka. The Company also has international operations in Uganda and Kenya.

For more information, please visit: <https://www.dodladairy.com>

**For further details please get in touch with:****Company:**

Dodla Dairy Limited

CIN: L1509TG1995PLC020324

Surya Prakash Mungelkar

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**Investor Relations Advisor:**

**SGA** Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

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