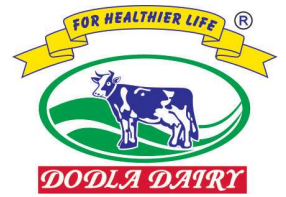


# **DODLA DAIRY LIMITED**

**MILK & MILK PRODUCTS**

Corporate Office : # 8-2-293/82/A, Plot No. 270-Q, Road No. 10C,  
Jubilee Hills, Hyderabad - 500033. Ph : 040-4546 7777 Fax : 040-4546 7788  
E-mail : mail@dodladairy.com



**Date: 21 July 2023**

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 ended 30 June 2023**

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 ended 30 June 2023.

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 Reports Q1 FY24 Results

**Achieved ₹ 8,000 Mn Quarterly Revenue Milestone**  
**Operating Revenues at ₹ 8,234 Mn in Q1 FY24; up by 14.8% YoY**  
**Highest Value-Added Product sales at ₹ 2,586 Mn in Q1 FY24; up by 32.0% YoY**

**Hyderabad, July 21<sup>st</sup>, 2023:** Dodla Dairy Ltd. (BSE - 543306, NSE - DODLA, ISIN: INE021001019), one of India's leading integrated dairy companies, has announced its results for the first quarter ending June 30th, 2023, for the financial year ending March 31st, 2024.

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

*“Dodla Dairy surpassed ₹ 8,000 Mn quarterly revenue milestone for the first time, registering 14.8% YoY growth at ₹ 8,234 Mn in Q1 FY24. The Company’s Value-Added Products (VAP) and Fat & Fat products sales surged by 12.9% YoY to ₹ 2,586 Mn aided by extended summer season coupled with diversified product portfolio and strong brand recall. Dodla’s VAP sales contributed 32.0% to the overall revenues in Q1FY24.”*

He also added, *“The industry has already started to experience some benefits of the upcoming flush season of 2023-24 which is likely to peak by September-October 2023. Dodla Dairy aims to maintain its competitive edge in the industry with farmer centric approach, thrust on quality & innovation, regular capacity expansion plans and the ability to adapt to the evolving market dynamics, thereby leading the Company towards sustainable growth.”*

### **Financial Highlights for the Quarter Ended June 30<sup>th</sup>, 2023:**

- Operating Revenues at ₹ 8,234 Mn in Q1 FY24 as compared to ₹ 7,170 Mn in Q1 FY23 – registering growth of 14.8% YoY. The Company’s Domestic business grew by 16.1% YoY to ₹ 7,628 Mn whereas, the International business revenues stood at ₹ 606 Mn in Q1 FY24
- EBITDA grew by 33.9% YoY to ₹ 603 Mn in Q1 FY24. EBITDA margin expanded by 104 bps YoY to 7.3% owing to lower raw material prices (44 bps YoY) and decline in other expenses (89 bps YoY). However, employee expenses grew by 29 bps YoY in Q1 FY24
- Profit After Tax surged by 40.3% YoY at ₹ 350 Mn in Q1 FY24. PAT margin expanded by 77 bps YoY to 4.2% in Q1 FY24
- EPS for Q1 FY24 stood at ₹ 5.82 as compared to ₹ 4.16 in Q1 FY23

### **Operational Highlights for the Quarter Ended June 30<sup>th</sup>, 2023:**

- Average milk procurement during Q1 FY24 was at 15.9 LLPD as compared to 14.8 LLPD in Q1 FY23, registering 7.4% YoY growth

## Press & Media Release



- Average milk sales during Q1 FY24 were at 11.1 LLPD as compared to 10.4 LLPD in Q1 FY23, registering 6.2% YoY growth
- Curd sales during Q1 FY24 was at 439.7 MTPD as compared to 426.3 MTPD in Q1 FY23, increasing by 3.1% YoY
- Revenue from Value Added Products (VAP) including fat & fat-based products grew by 12.9% YoY to ₹ 2,586 Mn in Q1 FY24 vis-à-vis ₹ 2,290 Mn in Q1 FY23. VAP including fat & fat-based products contribution stood at 32.0% of the overall dairy revenue during Q1 FY24 as compared to 32.5% contribution of the overall dairy revenue during Q1 FY23

### 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 123 milk chilling centres/plants. The Company's distribution and marketing operations are conducted through its 40+ sales offices, 2,580+ agents, 1,770+ milk and milk product distributors, 50+ modern trade across India. Additionally, the company's milk and dairy based Value-added Products are also available through 596 'Dodla Retail Parlours' as on 30<sup>th</sup> June 2023 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:**

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Company Secretary  
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