

Date: 22 July 2024

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

Dear Sir/Madam,

Sub: Press Release on the Unaudited Financial Results of the Company for the quarter ended 30 June 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 ended 30 June 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 Q1 FY25 Results

- ❖ Highest-ever Quarterly Operating Revenues at ₹ 9,116 Mn; up by 10.7% YoY
- ❖ Value-Added Product sales at ₹ 3,139 Mn; up by 21.4% YoY
- ❖ EBITDA margin at 11.5%, expands by 420 bps YoY

Hyderabad, July 22nd, 2024: Dodla Dairy Ltd. (BSE - 543306, NSE - DODLA, ISIN: INE021001019), one of India's leading integrated dairy companies, has announced its unaudited results for Q1 FY25.

Average Milk Procurement 17.6 LLPD ▲ 10.9% YoY	Average Milk Sales 11.3 LLPD ▲ 2.5% YoY	Curd Sales 467.4 MTPD ▲ 6.3% YoY	Value Added Products ₹ 3,138.6 Mn (35.4% of revenues) ▲ 21.4% YoY
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Consolidated financial highlights

Particulars (₹ in Mn)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
Revenues	9,116	8,234	10.7%	7,874	15.8%
EBITDA	1,051	603	74.2%	754	39.4%
EBITDA margin	11.5%	7.3%		9.6%	
PAT	650	350	85.9%	468	38.8%
PAT margin	7.1%	4.2%		5.9%	
EPS	10.9	5.9		7.9	

Management commentary

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

“During Q1FY25, Dodla once again delivered a healthy quarter with an all-time high revenue of ₹9,116 Mn registering 10.7% growth on a YoY basis. We also recorded the highest ever quarterly sales for both VAP and international business during Q1FY25. Fruits of our efforts with respect to VAP portfolio expansion are also beginning to bear, with VAP contribution to sales expanding from 32% in Q1FY24 to 35% in Q1FY25. In terms of our international business, we clocked 38% growth to achieve sales of ₹ 836 Mn.



This revenue performance was coupled with even stronger growth on the margins front, with EBITDA growing at 74.2% and PAT growing at 85.9% on a YoY basis. During the quarter, EBITDA crossed the ₹ 1,000 Mn mark for the first time in our history. This performance is a reflection of margin expansion at the gross level due to optimum procurement along with a better product mix. At Dodla, we intend to expand our procurement network so that we can effectively meet the growing market demand for our products. Our wide footprint across South India allows us to increasingly focus on branding and promotional activities to promote our products, especially the new range of products that we launch from time to time.

We are committed to broadening our revenue base in the long term with international business and Orgafeed contributing a higher share of the revenue pie.”

Consolidated Financial Highlights for the Quarter Ended June 30th, 2024

- The company's consolidated Operating Revenues grew by 10.7% in ₹ 9,116 Mn on a YoY basis. The Company's Domestic business grew by 8.5% YoY to ₹ 8,279 Mn whereas, the International business saw a robust 38% growth and registered revenues of ₹ 836 Mn in Q1 FY25
- Gross margins saw an improvement from 23.7% in Q1FY24 to 29.1% Q1FY25
- EBITDA increased by 74.2% YoY to ₹ 1,051 Mn. EBITDA margin expanded by 420 bps YoY to 11.5% in Q1FY25
- Profit After Tax grew by 85.9% YoY to ₹ 650 Mn in Q1 FY25. PAT margin stood at 7.1% vs 4.2% in Q1 FY24
- EPS for Q1 FY25 stood at ₹ 10.81 as compared to ₹ 5.83 in Q1 FY24

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 152 milk chilling centres/plants. The Company's distribution and marketing operations are conducted through its 55+ sales offices, 2,620+ agents, 2,110+ milk and milk product distributors, 76 modern trade across India. Additionally, the company's milk and dairy based Value-added Products are also available through 626 'Dodla Retail Parlours' as on 30th June 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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