

Date: 21 July 2023

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: Investor Presentation

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclosed herewith Investor Presentation on Unaudited Financial Results of the company for the quarter ended 30 June 2023.

The copy of the disclosure is available on the website of the Company i.e. www.dodladairy.com

This is for your information and records.

Thanking You,
Yours Faithfully,
For Dodla Dairy Limited

Surya Prakash M
Company Secretary & Compliance Officer



DODLA DAIRY

• INVESTOR PRESENTATION •
JULY 2023 | Q1 FY24



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Strategic Advantages

Q1 FY24 Highlights





Mr. Dodla Sunil Reddy
Managing Director

“Dodla Dairy surpassed INR 8,000 Mn quarterly revenue milestone for the first time, registering 14.8% YoY growth at INR 8,234 Mn in Q1FY24. The Company’s Value Added Products (VAP) and Fat & Fat products sales surged by 12.9% YoY to INR 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.

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.”

Quarterly Operational Highlights

A

~15.9 LLPD

Average milk procurement during Q1FY24 as compared to **14.8 LLPD** in Q1FY23

▲ 7.4% YoY

B

11.1 LLPD

Average milk sales during Q1FY24 as compared to **10.4 LLPD** in Q1FY23

▲ 6.2% YoY

C

439.7 MTPD

Curd sales during Q1FY24 as compared to **426.3 MTPD** in Q1FY23

▲ 3.1% YoY

D

32.0%

Revenue from value added products (VAP) and fat & fat-based products was at **₹2,586 Mn** of the overall dairy revenue during Q1FY23

▲ 12.9% YoY



Yearly Operational Highlights

A

~13.8 LLPD

Average milk procurement during FY23 as compared to **12.5 LLPD** in FY22

▲ 11.1% YoY

B

10.7 LLPD

Average milk sales during FY23 as compared to **9.3 LLPD** in FY22

▲ 14.5% YoY

C

323.8 MTPD

Curd sales during FY23 as compared to **269.8 MTPD** in FY22

▲ 20.0% YoY

**D**

26.8%

Revenue from value added products (VAP) and fat & fat-based products was at **₹7,408 Mn** of the overall dairy revenue during FY23

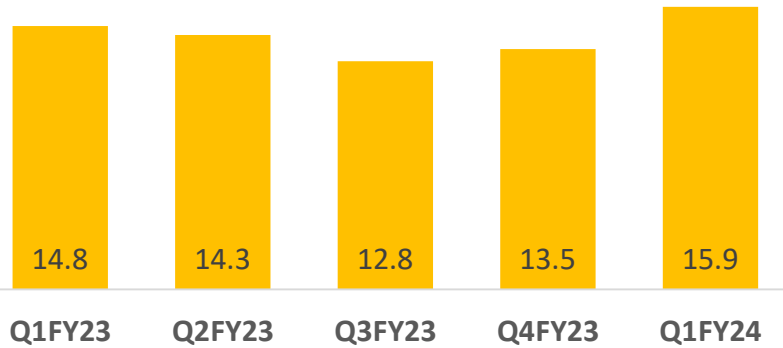
▲ 26.0% YoY

Quarter-wise Historical Operational Highlights



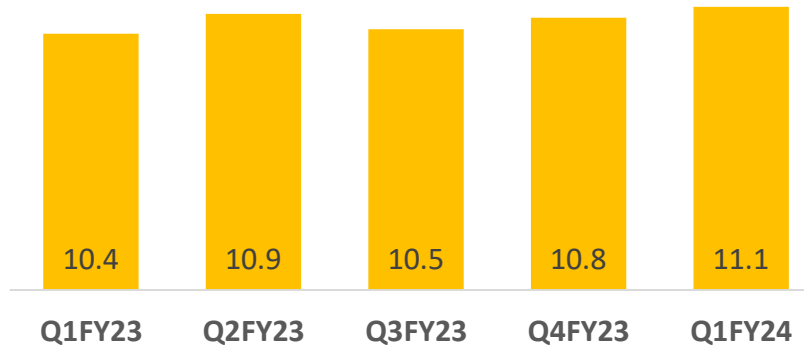
AVERAGE MILK PROCUREMENT (in LLPD)

▲ 7.4% YoY



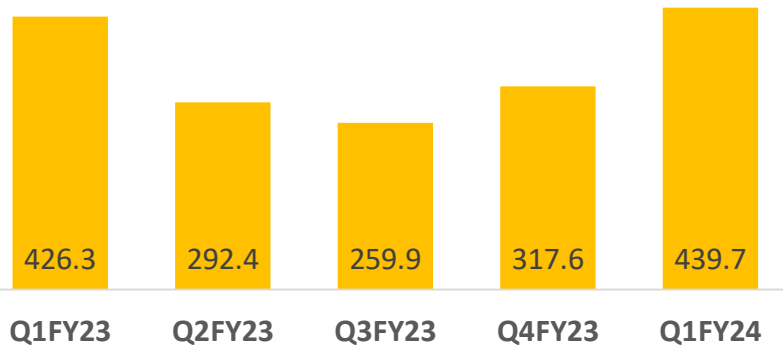
AVERAGE MILK SALES (in LLPD)

▲ 6.2% YoY

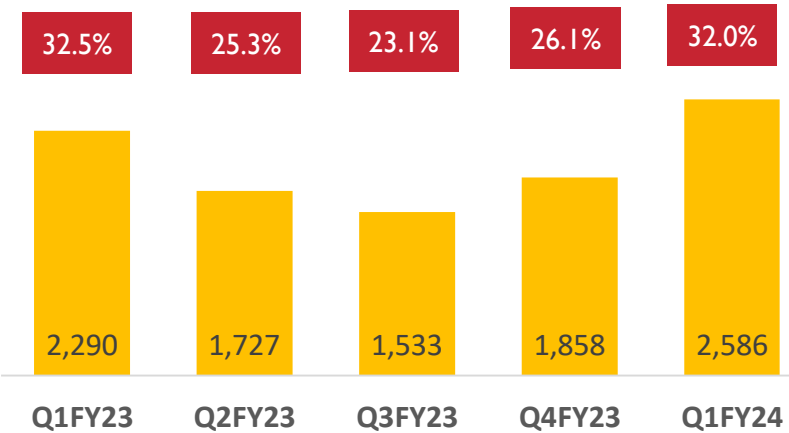


CURD SALES (in MTPD)

▲ 3.1% YoY

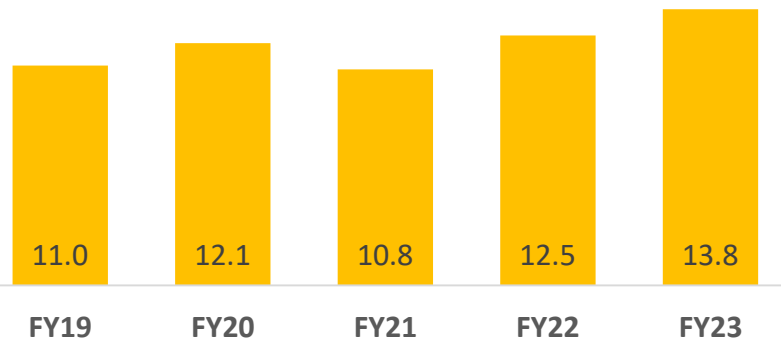


*VAP SALES (in INR Mn) and VAP SHARE (in % of TOTAL REVENUES)

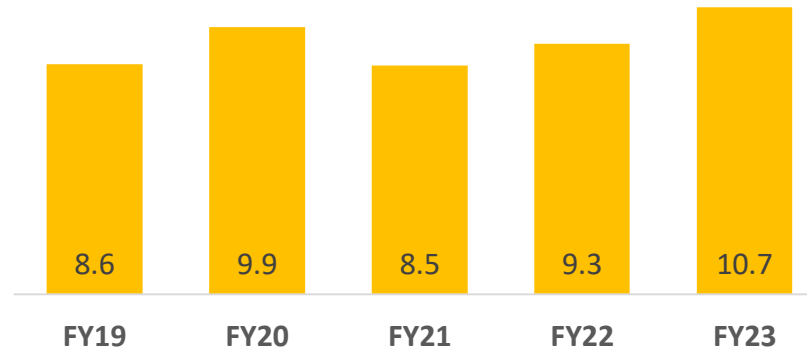


Year-wise Historical Operational Highlights

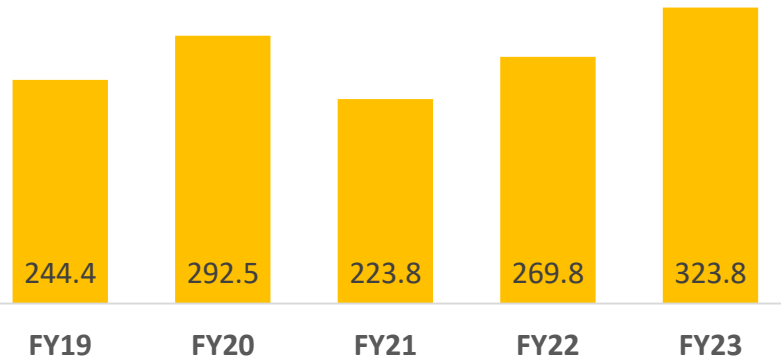
AVERAGE MILK PROCUREMENT (in LLPD)



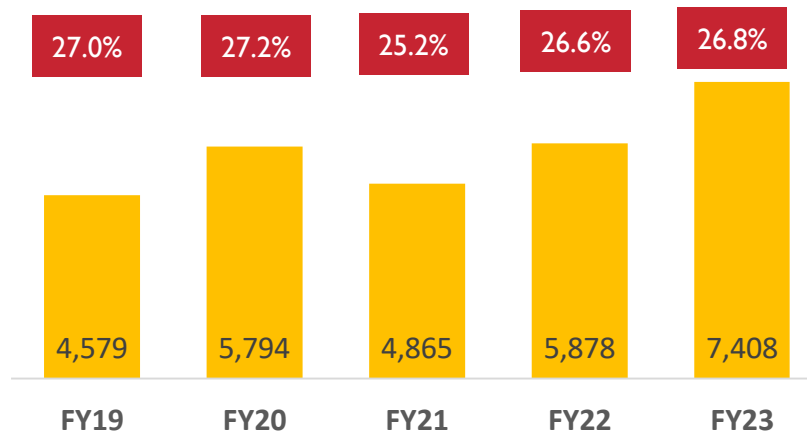
AVERAGE MILK SALES (in LLPD)



CURD SALES (in MTPD)



*VAP SALES (in INR Mn) and VAP SHARE (in % of TOTAL REVENUES)



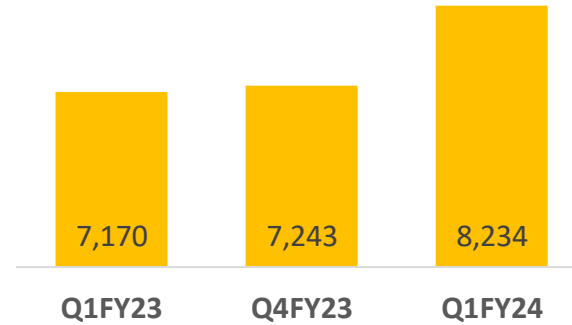
Key Financial Metrics (Quarterly)

Strong Y-o-Y increase in quarterly revenue numbers powered by increase in milk volumes and healthy Value-Added Product sales.

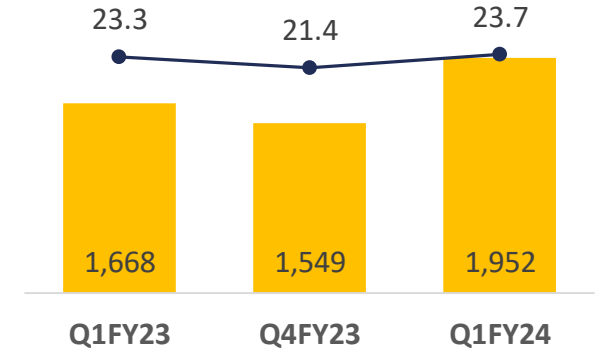
Improvement in margins owing to low raw materials price and decline in other expenses.



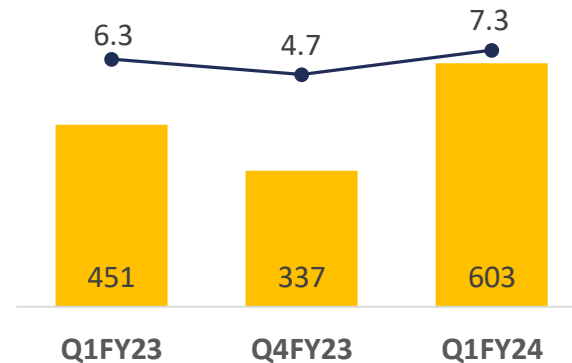
OPERATING REVENUE
(in ₹ Mn)



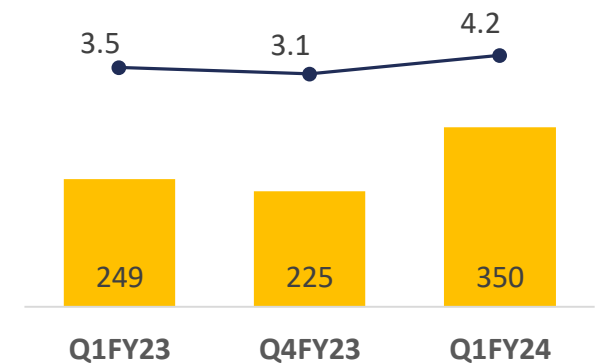
GROSS PROFIT & GROSS MARGINS
(in ₹ Mn) — (in %)



EBITDA & EBITDA MARGINS
(in ₹ Mn) (in %)

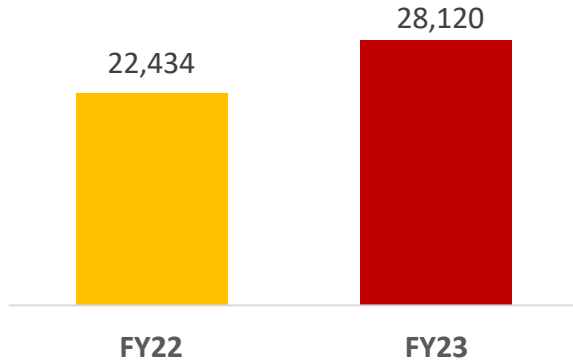


PAT & PAT MARGINS
(in ₹ Mn)

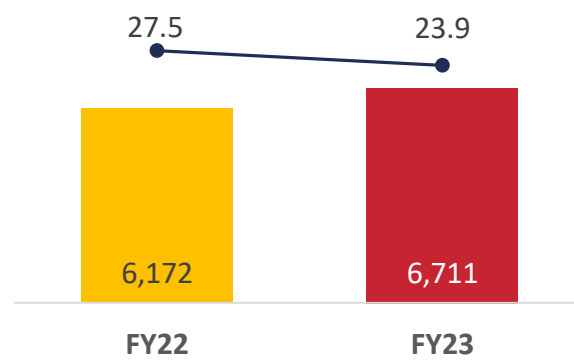


Key Financial Metrics (Yearly results)

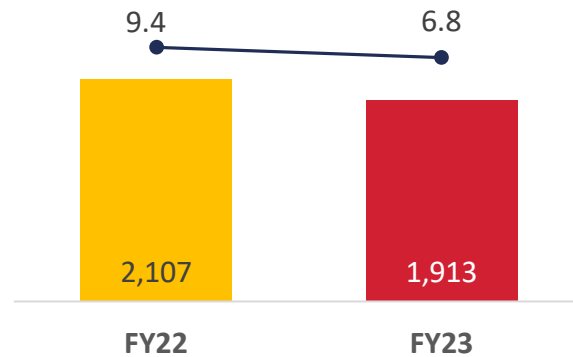
OPERATING REVENUE
(in ₹ Mn)



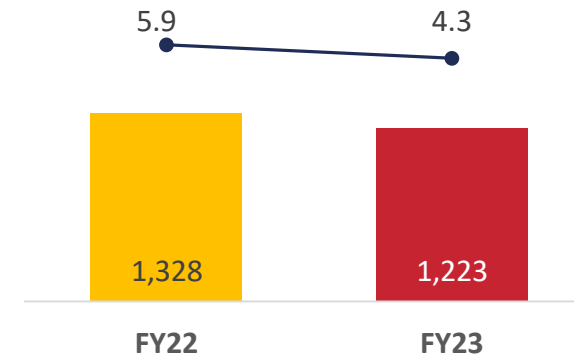
GROSS PROFIT & GROSS MARGINS
(in ₹ Mn) — (in %)



EBITDA & EBITDA MARGINS
(in ₹ Mn) — (in %)



PAT & PAT MARGINS
(in ₹ Mn) — (in %)



Revenues grew by 25.3% YoY to INR 28,120 Mn in FY23 navigating multiple sectoral headwinds like lumpy skin disease and rise in milk prices

PAT at INR 1,223 Mn in FY23. PAT margin declined by 157 bps YoY to 4.3% in FY23 (lower decline than EBITDA margin at 259 bps YoY) partially benefiting from lower finance cost and higher other income



Consolidated Profit & Loss Results



Particulars (INR in millions)	Q1FY24	Q1FY23	YoY	Q4FY23	QoQ	FY23
Revenues	8,234	7,170	14.8%	7,243	13.7%	28,120
Cost of Goods Sold	6,283	5,502	14.2%	5,694	10.3%	21,409
Gross Profit	1,952	1,668	17.0%	1,549	26.0%	6,711
<i>Gross Profit margin</i>	<i>23.7%</i>	<i>23.3%</i>	<i>44 bps</i>	<i>21.4%</i>	<i>232 bps</i>	<i>23.9%</i>
Employee Expenses	349	283	23.2%	299	16.8%	1,191
Other Expenses	999	934	7.0%	913	9.5%	3,607
EBITDA	603	451	33.9%	337	78.9%	1,913
<i>EBITDA margin</i>	<i>7.3%</i>	<i>6.3%</i>	<i>104 bps</i>	<i>4.7%</i>	<i>267 bps</i>	<i>6.8%</i>
Depreciation & Amortization	165	150	9.7%	147	12.0%	612
EBIT	439	301	45.9%	190	130.8%	1,301
Finance Cost	4	3	32.0%	3	13.6%	12
EBT before Other Income	435	298	46.1%	187	132.8%	1,289
Other Income	72	44	64.0%	63	14.6%	230
EBT after Other Income	507	342	48.4%	250	103.0%	1,518
Tax	158	93	70.8%	25	543.4%	296
PAT	350	249	40.3%	225	55.2%	1,223
<i>PAT margin</i>	<i>4.2%</i>	<i>3.5%</i>	<i>77 bps</i>	<i>3.1%</i>	<i>114 bps</i>	<i>4.3%</i>
EPS (in INR)	5.82	4.16	39.9%	3.76	54.9%	20.39

Full Year Financials

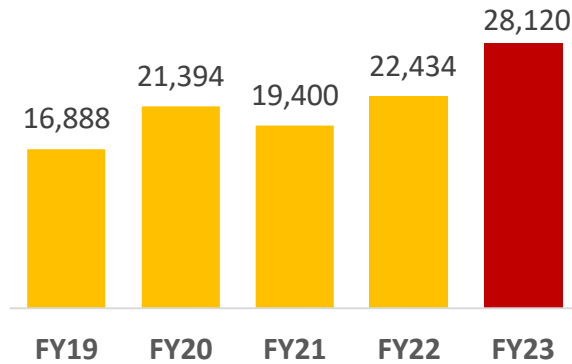


Financial Highlights

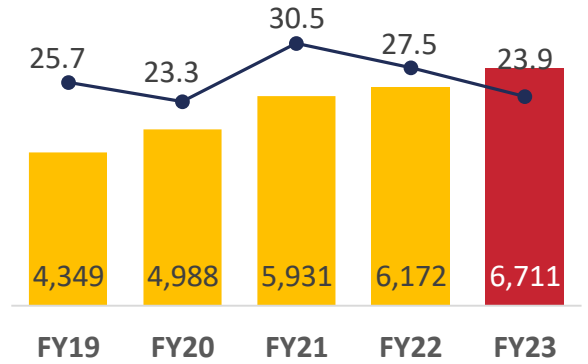


During FY19-23 period, the Company's operating revenues, EBITDA and PAT registered 14%, 10% and 18% CAGR growth

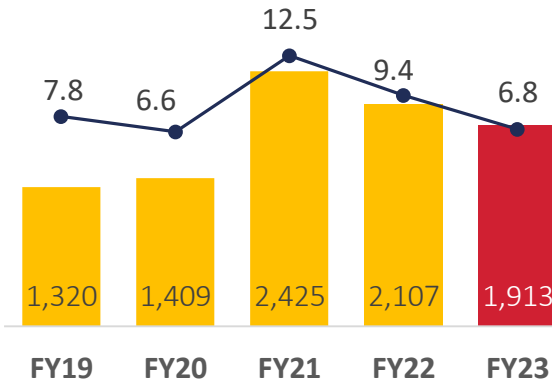
OPERATING REVENUE
(in ₹ Mn)



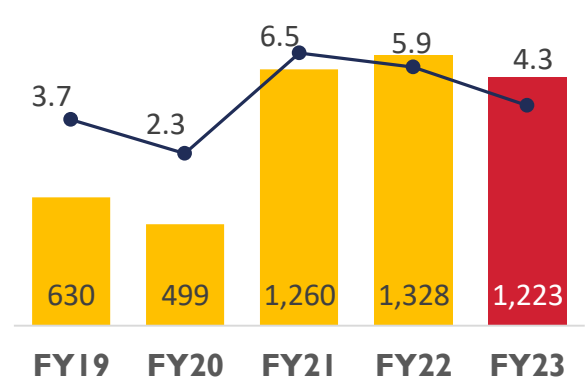
GROSS PROFIT & GROSS MARGINS
(in ₹ Mn) — (in %)



EBITDA & EBITDA MARGINS
(in ₹ Mn)

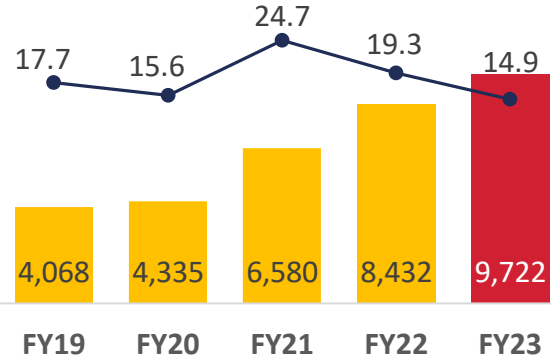


PAT & PAT MARGINS
(in ₹ Mn)

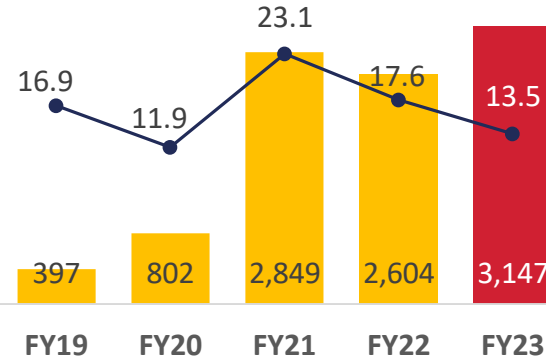


Key Ratios – Full Year

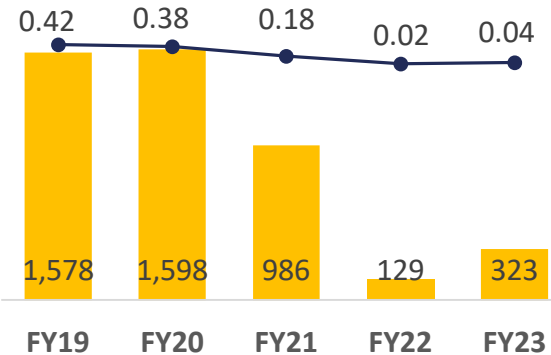
NETWORTH & ROCE
(in ₹ Mn) — ROCE (in %)



CASH & CASH EQUIVALENT & ROE
(in ₹ Mn) — (ROE in %)

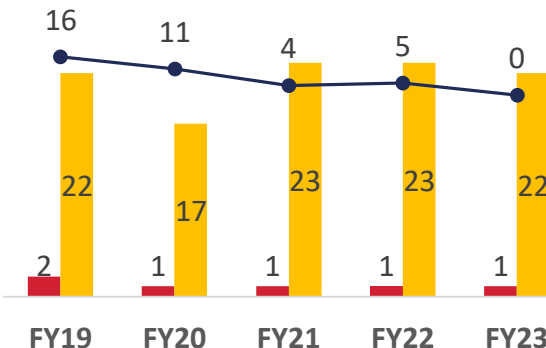


DEBT & DEBT-EQUITY
(in ₹ Mn) — (x)



RECEIVABLE DAYS / PAYABLE DAYS / NWC DAYS

Receivable Days ■ Payable Days — NWC



Healthy growth leading to high capital efficiency and low debt levels resulting to efficient working capital management

Balance Sheet Summary (Full Year)



Particulars	FY19	FY20	FY21	FY22	FY23
Equity	4,068	4,335	6,580	8,432	9,722
Non-current Liabilities	1,459	1,426	1,197	576	636
Current Liabilities	1,908	2,165	1,946	1,877	2,157
Total Liabilities	3,367	3,591	3,143	2,453	2,791
TOTAL EQUITY AND LIABILITIES	7,435	7,926	9,722	10,884	12,513

Particulars	FY19	FY20	FY21	FY22	FY23
ASSETS					
Non-current Assets	5,374	5,697	5,703	6,869	7,775
Current Assets	2,061	2,229	4,019	4,015	4,738
TOTAL ASSETS	7,435	7,926	9,722	10,884	12,513

The Company enjoys a net debt free status and is steadily expanding its capabilities and capacities which is reflected in the growth of Non-current assets from FY19- FY23



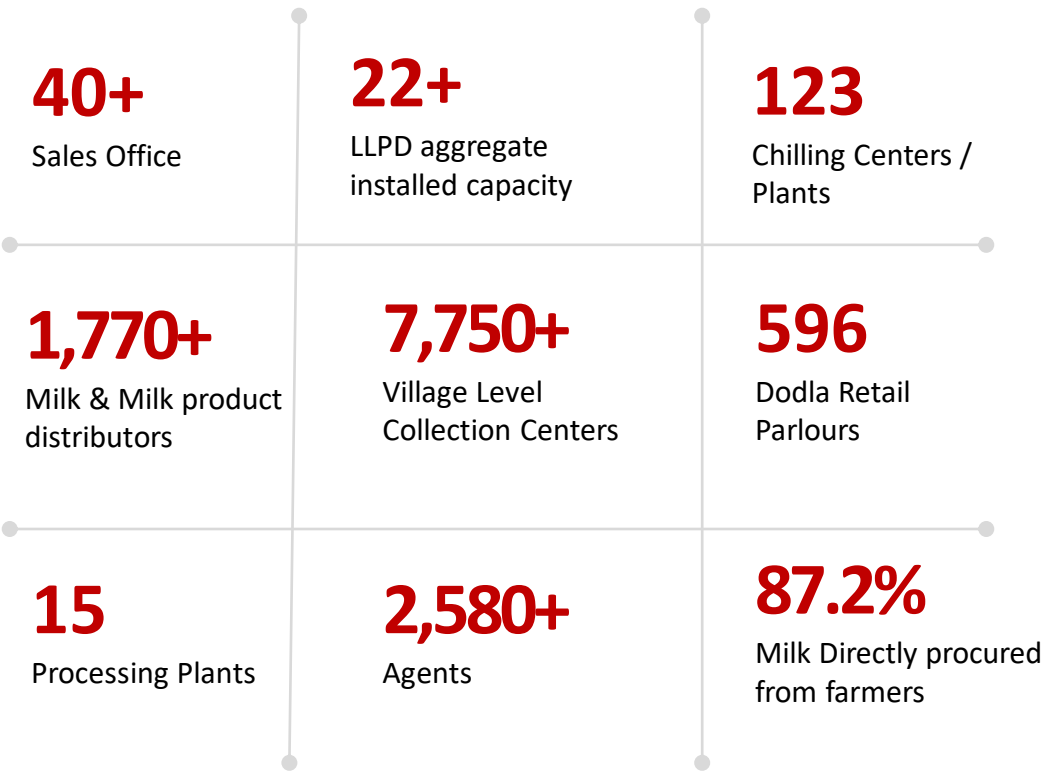
About Us



Dodla Dairy Snapshot: Q1FY24



Founded in 1995, Dodla Dairy is an integrated dairy company based in South India. Processes and sells milk and produces dairy-based value-added products (“VAPs”)



NOTE: All numbers above have been rounded-off to zero decimal excl. percentage & Multiples | Percentage have been rounded-off to one decimal | Multiple have been rounded off to two decimal

Our Journey So Far: 25+ years of dairy operations in partnership with marquee investors



1995

Incorporation of
Dodla Dairy

1997

Parent
processing plant
at Nellore

2007

Badvel and
Sattenapally
plants

2009

Milk powder and
SMP plant at
Nellore

2012

Investment by
Black River*

2014

- Acquired Lakeside Dairy, Uganda
- Established large scale dairy farm under GVC

2017

- Investment by The Rise Fund (TGP) as it acquired stake of Black River *
- Hyderabad plant

2019

- Acquired 2 processing plants from KC Dairy
- Incorporated Orgafeed & acquired a cattle feed and mixing plant
- Rajahmundry plant

2021

- IFC invested ~INR1,000Mn
- Listed on BSE & NSE

2022-23

- Acquired Shri Krishna Milks
- Countryside Dairy Kenya

*DENOTES: Black River is the erstwhile name of the private equity fund Proterra which invested through its entity Black River Capital Partners Food Fund Holding (Singapore) Pte Ltd.



DAIRY FARM

Procurement of raw milk from 1.2+ lakh farmers across 8,150+ villages through 7,750+ VLCCs

Raw milk directly procured from farmers



PROCESSING PLANTS

Total 15 milk processing plants in India & Uganda

Company regularly incurs capex to upgrade technology, automate lines and bring efficiency in operations



CHILLING CENTRES

Transportation from villages through 829 primary vehicles to 123 chilling centers/plants



DISTRIBUTION CENTERS

40+ sales offices,
2,580+ agents

1,770+ milk & milk products
distributors, 596 DRP's and 50+ Modern
Trade

Few of Our Products



SOLD IN INDIA



PASTEURIZED POUCH MILK

Full cream, Standardized Milk, Toned



UHT MILK

Toned, Double Toned



CURD

Sachet Curd, Bucket Curd, Cup Curd



GHEE

Cow ghee, White ghee (buffalo ghee) and Premium ghee (full boiled white ghee)



ICE CREAM

Vanilla, Elaichi, Pista, Badam, Chocolate, Strawberry, Pineapple

SOLD IN AFRICA



YOGHURT

Plain, Strawberry, Vanilla, Chocolate & Mango



GHEE



PANEER



MOZZARELLA CHEESE



MILK POUCH

Few of Our Products - Shri Krishna Milks

TONED MILK



CURD



**NATURAL
RICH MILK**



GOLD MILK



Orgafeed Private Limited: Built On A Strong Foundation

Orgafeed primarily engaged in farming, breeding, agriculture, horticulture and allied activities such as poultry, dairy and livestock farming. Additionally, it is also in the business of seed crushers, manufacturing and dealing of groundnuts, gingerly, cotton and in the manufacturing of cattle feed.

KEY HIGHLIGHTS:

- State-of-the-art manufacturing facilities at Kadapa, Andhra Pradesh
- Selling directly to our farmers through our procurement network which is adjusted against the value of the raw milk supplied to us by such farmers
- We have tied up with various veterinarians to provide services to farmers for their milch animals



80MTPD

Cattle feed plant capacity

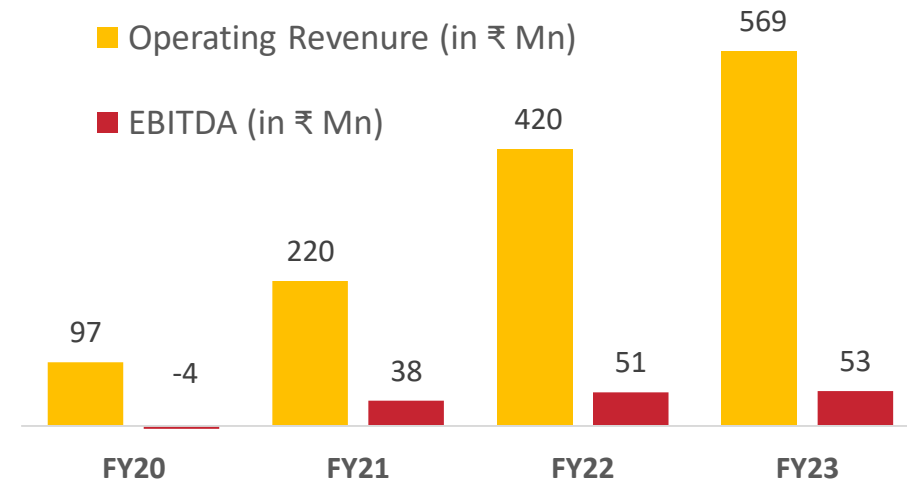
₹181_{MN}

Company sales in Q1FY24

₹16_{MN}

EBITDA in Q1FY24

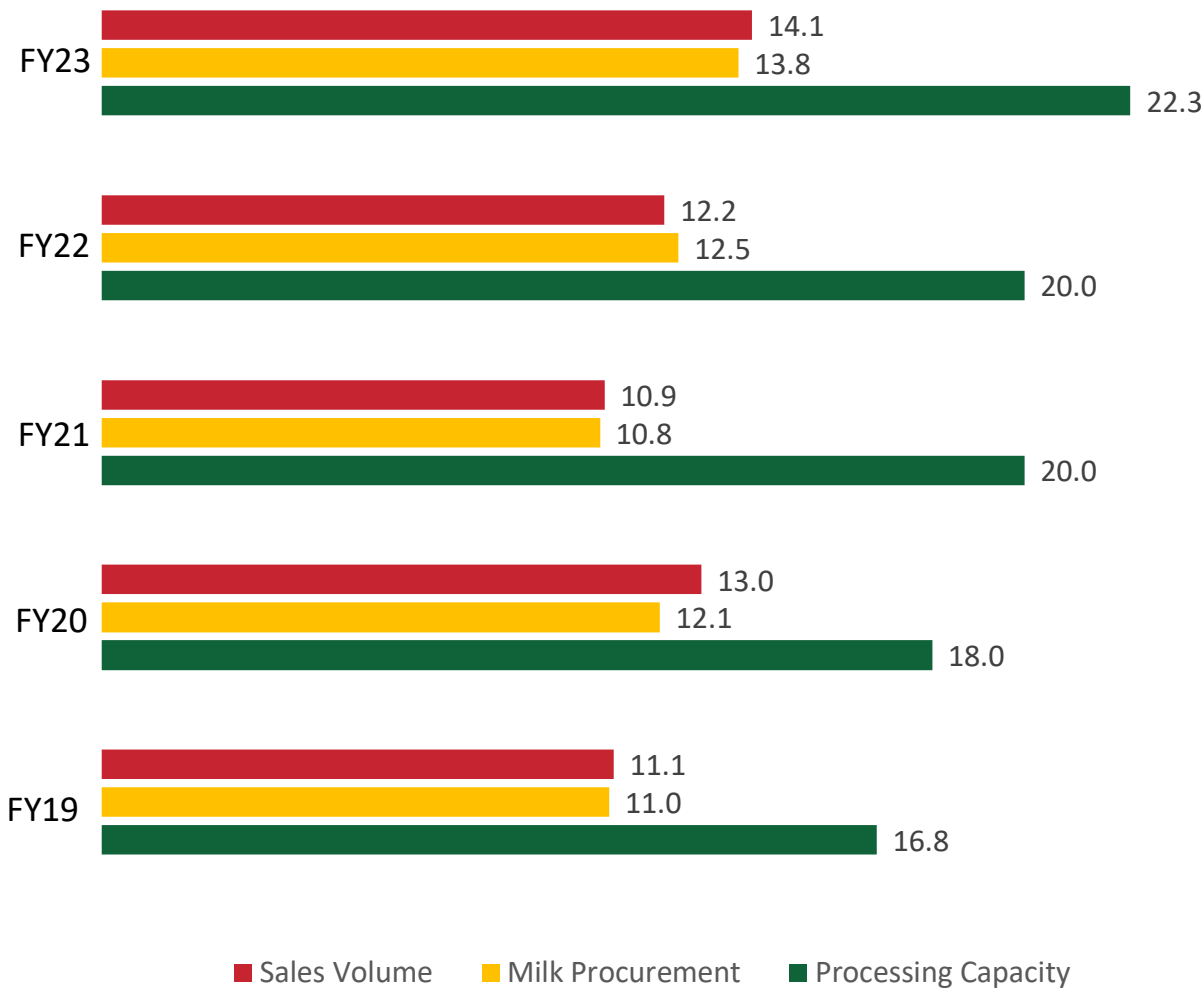
ORGAFEED FINANCIAL FIGURES



Company Canvas



Our strength to deliver competitive advantage



PROCESSING CAPACITY

- Best practices to maximize capacity utilization, operating metrics and profitability
- Flexible and agile with continuous improvement mindset

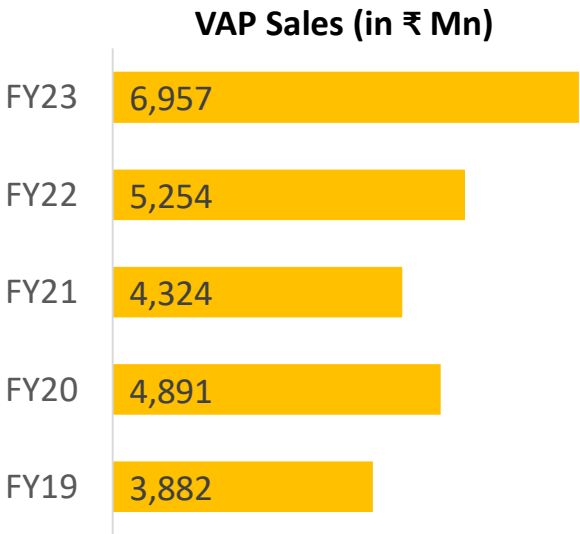
MILK PROCUREMENT

- All dairy processors have access to the same raw material and equipment; what distinguishes us is our dedicated employees and our strong relationship with farmers

SALES VOLUME

- Company has comprehensive product offering across different markets and channels
- Company conducts regular Product Outreach Program

NOTE: All Value have been rounded-off to zero decimal; figures are in lakh litre per day (LLPD).



The company already has a strong distribution network in southern states for milk as well as value added products through which it can roll out existing and upcoming products

STRONG VAP PORTFOLIO

Dodla Dairy is investing heavily in expanding its range of value-added products, a move that is anticipated to boost margins. The company has been proactive in identifying and responding to customer preferences. It has invested significantly in value-added products such as Curd, Ice Creams, Flavored Milk, Lassi, Butter Milk, Yoghurt to name a few.

FACTORS DRIVING THE VAP GROWTH:

- The rapid economic growth and urbanization have resulted in a fundamental shift in consumer preferences and food preferences
- Consumer desire for branded, healthier, and more nutritional alternatives is growing
- Rising disposable incomes driving demand for value added dairy products
- Post COVID-19 pandemic, structural changes occurred in consumer pattern a result of heightened hygiene awareness, which benefits the organized dairy industry



NOTE: All Value have been rounded-off to zero decimal; figures are in lakh litre per day (LLPD)

Dodla operates in Kenya and Uganda in Africa through its subsidiaries Lakeside Dairy Limited & Dodla Dairy Kenya Limited. Our African product portfolio is marketed under the “Dairy Top” and “Dodla +” brands and includes Milk, yogurt with different flavors, ghee, paneer, cheese and UHT milk.

Presence in Kenya & Uganda

Salient Features - Overseas Dairy Business

Dairy player margins are higher due to limited competition and constrained supply of processed milk

Easier milk farming due to abundance of grazing lands for large animal population in Africa

Dodla has Similar Integrated Business model in Africa

East Africa, with its growing population and demand for dairy is attractive market for dairy companies*

Strategic Advantages



Key Strengths



End to end integrated dairy company in South India

Global Presence: Uganda & Kenya

Higher B2C Sales through Strong Branding

13 states engaged in our strong distribution network

An Extensive Product Portfolio (Milk Based Value-Added Products)

15 Processing Plants

1 Feed Plant



Stringent Quality Control Procedures

Well Defined Quality and Food Safety Procedures at Various Stages from Procurement to Distribution



PROCUREMENT STAGE

- VLCCs equipped with GPRS enabled electronic milk analyzers which test for the fat and solid not fat (SNF) content of the raw milk
- Tests conducted at VLCCs for color and smell for segregation of poor quality of raw milk
- Quality checks documented in a quality manual to ensure raw milk meeting standards for further processing is procured



PROCESSINGS STAGE

- At chilling centers and processing plants, the raw milk undergoes adulteration tests and neutralizer tests to detect contaminants
- FT-1 Milko-scanner at Hyderabad – enables conduct of 26 adulterant tests automatically
- Well-defined and documented quality system, monitored at various stages

**QUALITY CERTIFIED PRODUCTS AND
PROCESSING PLANTS**



**UNBS
Permits**

Focused Engagement and Long-Term Relationship with Dairy Farmers

REGULAR DIRECT PAYMENT

- Money paid directly to farmers in their bank accounts once every 10 to 15 days
- ~89% of total farmers payment covered as of Q1 FY24

TRANSPARENCY IN PROCUREMENT

- Company has VLCCs equipped with GPRS enabled Electronic milk analyzers & Weigh scales
- This Enables testing of quality and quantity of raw milk procured

SUPPLY CATTLE FEED

- Incorporated Orgafeed Private Limited to help provide cattle feed to farmers through own procurement network
- Payments adjusted against value of raw milk supplied

TIE UP WITH VETERINARIANS

- Organize training camps to educate about ways to prevent common ailments for cattle

FACILITATE BANK LOANS

- Facilitate sanction of loans from regional banks to invest into cattle





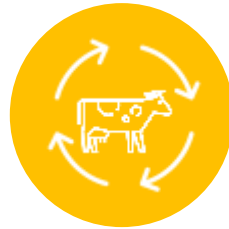
INTEGRATED SUPPLY CHAIN

Strong procurement model, eliminating middleman, reducing the cost of primary raw material and maintaining relationship with farmers



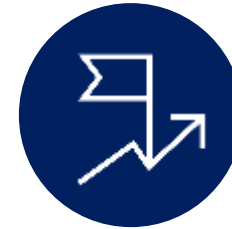
AUTOMATED PLANTS

Fully automated plants leading to improved operational efficiencies and reduce operating costs



BACKWARD INTEGRATED

Presence in cattle feed business through its subsidiary, leveraging existing supply chain resulting in better margin profiles for business



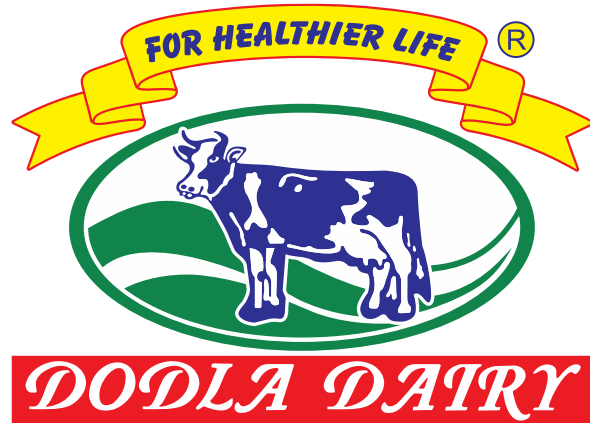
PROVEN TRACK RECORD

Proven track record of successfully integrating organic and inorganic assets with existing operations leading to substantial growth



ROBUST BALANCE SHEET

Strong cashflows led to robust balance sheet giving financial flexibility for future growth of company



ENVIRONMENT

- We are dedicated to producing dairy products in a manner that is humane toward people, animals, and the environment, as well as beneficial to our societies
- We believe that preserving and rebuilding the environment is crucial in providing opportunities for future generations

SOCIAL

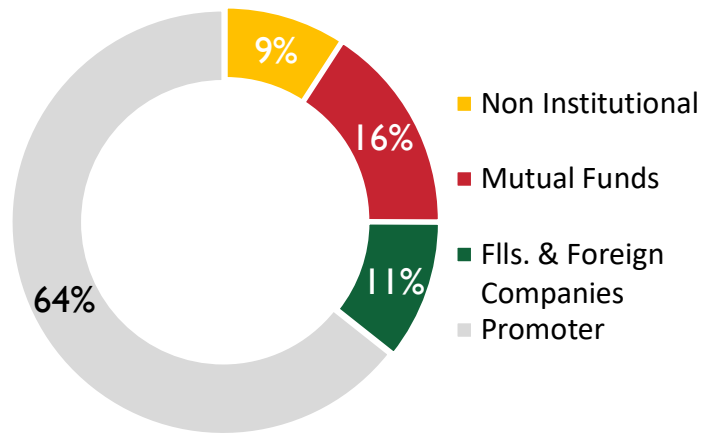
- To ensure a sustainable future, we are focused on the development of healthy business model and products
- We are safeguarding people's safety and well-being in workplace, while continue to offer growth opportunities for them, and supporting the communities in which we live and work. This is all part of ensuring dairy plays a role in a sustainable food system

GOVERNANCE

- We have established a diverse governance structure in order to fully use the resources of all partners in order to maximize synergy and enhance corporate governance
- We are committed to providing our shareholders with accurate, timely, regular and reliable information on the Company's activities, performance, prospects and strategy



34,000+
Total Shareholders



Few of our Key Investors as on 30 th June 2023	(% of Total Equity)
SBI MF	9.24
DSP Small Cap Fund	4.06
Bharat Biotech International Ltd.	3.41
Ashoka India Opportunities Fund	2.70
Steinberg India Emerging Opportunities Fund	2.52
International Finance Corporation	2.23
Aditya Birla Sun Life Multi-cap Fund	1.43



Contact Us

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India.
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Appendix



LLPD: Lakhs Liter per day

MTPD: Metric Tonnage Per day

UHT milk: Ultrahigh Temperature Processed Milk

VLCC: Village Level Collection Center

DRP: Dodla Retail Parlours

LPA: Liters Per Annum

MT: Metric Ton

VAP: Value-added Product

FII: Foreign Institutional Investor

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