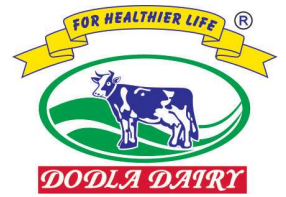


DODLA DAIRY LIMITED

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: 20 May 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: Press Release on the Audited Financial Results of the Company for the quarter and year ended on 31 March 2023

With reference to the above stated subject, please find enclosed herewith the Press Release on the Audited Financial Results of the Company for the quarter and year ended on 31 March 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 Q4 & FY23 Results

**Highest-ever Operating Revenue at ₹ 28,120 Mn in FY23; up by 25.3% YoY
Value-Added Product sales at ₹ 7,408 Mn in FY23; up by 26.0% YoY**

Hyderabad, May 20th, 2023: Dodla Dairy Ltd. (BSE - 543306, NSE - DODLA, ISIN: INE021001019), one of India's leading integrated dairy companies, has announced its results for the fourth quarter and financial year ended March 31st, 2023.

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

"I am happy to share that Dodla Dairy reported its highest ever revenues at INR 28,120 Mn, registering a strong growth of 25.3% YoY in FY23. The Company successfully navigated multiple sectoral challenges and delivered growth in both domestic and international operations with 23.3% YoY and 55.2% YoY, respectively in FY23. Dodla Dairy's Africa business is shaping up well. We will continue to reap the benefits of our international presence in the coming years. The Company's Value-Added Products (VAP) sales surged by 26.0% YoY to INR 7,408 Mn owing to the strong brand recall and wide distribution network. Dodla's VAP sales contributed 26.8% to the overall revenues in FY23."

He also added, *"The industry is likely to benefit from the much-anticipated flush season during October-November 2023. Dodla Dairy is well placed to create value for the stakeholders with its robust business model, state-of-the-art plants, diversified product portfolio, strong Balance Sheet coupled with adequate cash balance for fuelling organic or inorganic opportunities."*

Financial Highlights for the Year Ended March 31st, 2023:

- Operating Revenues at ₹ 28,120 Mn in FY23 as compared to ₹ 22,434 Mn in FY22 – registering growth of 25.3% YoY. The Company's Domestic business grew by 23.3% YoY to ₹ 25,841 Mn whereas, the International business surged by 55.2% YoY to ₹ 2,277 Mn
- EBITDA was at ₹ 1,913 Mn in FY23 as compared to ₹ 2,107 Mn in FY22
- Profit After Tax was at ₹ 1,223 Mn in FY23 vis-à-vis ₹ 1,328 Mn in FY22. The 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
- EPS for FY23 stood at ₹ 20.39 as compared to ₹ 22.24 in FY22

Operational Highlights for the Year Ended March 31st, 2023:

- Average milk procurement during FY23 was at 13.8 LLPD as compared to 12.5 LLPD in FY22, registering 11.1% YoY growth

Press & Media Release



- Average milk sales during FY23 were at 10.7 LLPD as compared to 9.3 LLPD in FY22, registering 14.5% YoY growth
- Curd sales during FY23 was at 324 MTPD as compared to 269 MTPD in FY22, increasing by 20.0% YoY
- Revenue from Value Added Products (VAP) including fat & fat-based products grew by 26.0% YoY to ₹ 7,408 Mn in FY23 vis-à-vis ₹ 5,878 Mn in FY22. VAP including fat & fat-based products contribution stood at 26.8% of the overall dairy revenue during FY23 as compared to 26.6% contribution of the overall dairy revenue during FY22

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, Ice Cream and Milk Based Sweets. The Company's procurement is centred in 5 states and products are available for purchase in 9 states and has 118 milk chilling centres/plants. The Company's distribution and marketing operations are conducted through its 40+ sales offices, 2,600+ distribution agents, 1,750+ milk and milk product distributors across India. Additionally, the company's milk and dairy based Value-added Products are also available through 580 'Dodla Retail Parlours' as on 31st March 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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