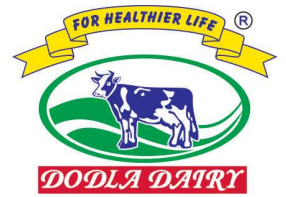


DODLA DAIRY LIMITED

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: 27 January 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: 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 and nine months ended 31 December 2023.

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

Kindly take the above intimation on record.

Thanking You,
Yours Faithfully,
For Dodla Dairy Limited

Surya Prakash M
Company Secretary & Compliance Officer

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



INVESTOR PRESENTATION

January 2024 | Q3FY24





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Strategic Advantages

Q3 & 9MFY24 Highlights





“It gives me immense pleasure to share that Dodla Dairy was able to reap the benefits of the peak 2023-24 flush season coupled with positive festive spendings enthusiasm as anticipated. The Company continued to strengthen its procurement capabilities during the quarter achieving its highest procurement at 17.5 Lakh Liter Per Day (LLPD), registering a growth of 36.7% YoY. Dodla Dairy’s revenues grew by 12.0% YoY to INR 23,380 Mn in 9MFY24. The Company Value Added Products (VAP) and Fat & Fat products sales continued its growth momentum clocking 15.1% YoY growth at INR 6,402 Mn, thanks to robust distribution network and strong brand recall. Dodla Dairy’s VAP sales pie expanded by 95 bps YoY to 28.0% of the overall revenues in 9MFY24.

During January 2024, the Company aired television commercials for the very first time on leading regional and digital channels to tap the festive vibes of Makar Sankranti and Pongal. Dodla Dairy’s team is actively working towards accelerating its go-to-market strategy leveraging its strong brand and constantly deliver consumer delight through its diverse product portfolio.”

Mr. Dodla Sunil Reddy
Managing Director



Average milk sales during Q3FY24 as compared to **10.5 LLPD** in Q3FY23

▲ 21.5% YoY

Revenue from value added products (VAP) and fat & fat-based products was at **₹1,863 Mn** of the overall dairy revenue during Q3FY24

25.6%

291.7
MTPD

▲ 12.3% YoY

Curd sales during Q3FY24 as compared to **259.9 MTPD** in Q3FY23

17.5
LLPD

▲ 36.7% YoY

Average milk procurement during Q3FY24 as compared to **12.8 LLPD** in Q3FY23

10.7
LLPD

NOTE: All numbers above have been rounded-off to one decimal

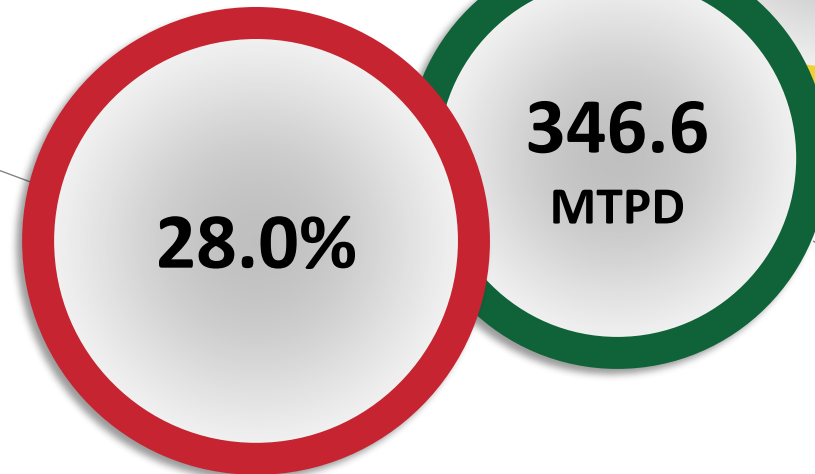
Nine Months Operational Highlights

▲ 2.2% YoY
Average milk sales during 9MFY24 as compared to **10.6** LLPD in 9MFY23

▲ 15.3% YoY
Revenue from value added products (VAP) and fat & fat-based products was at **₹6,402.3 Mn** of the overall dairy revenue during 9MFY24



▲ 20.3% YoY
Average milk procurement during 9MFY24 as compared to **14.0** LLPD in 9MFY23



▲ 6.4% YoY
Curd sales during 9MFY24 as compared to **325.8** MTPD in 9MFY23

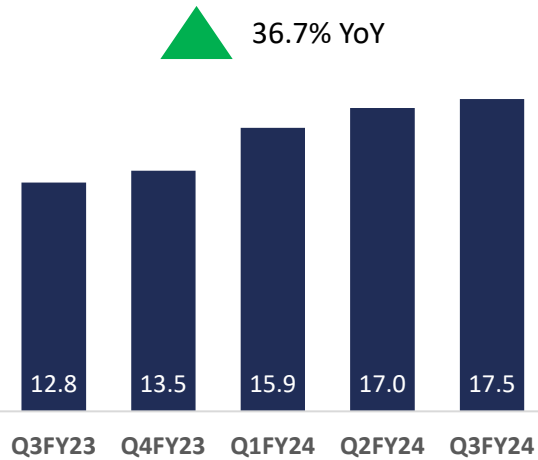
NOTE: All numbers above have been rounded-off to one decimal



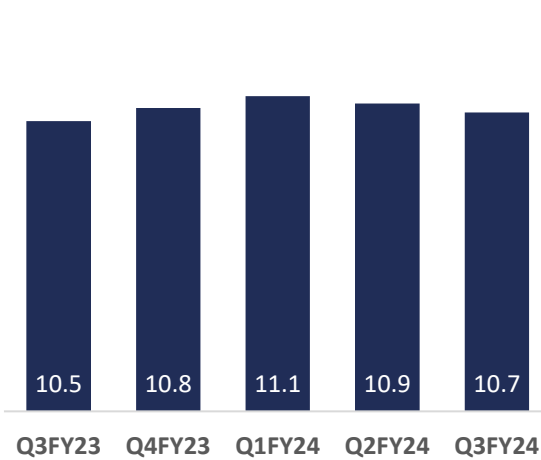
Quarter-wise Historical Operational Highlights



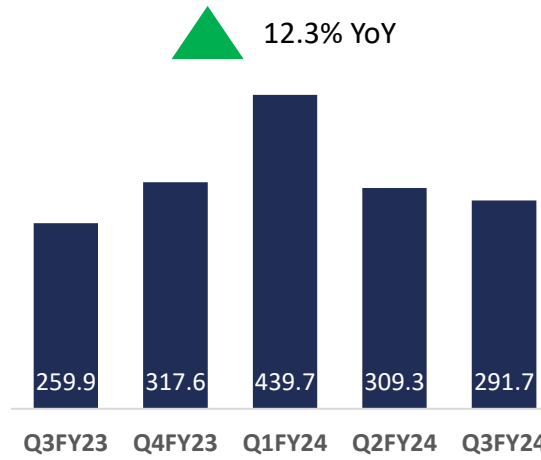
**AVERAGE MILK PROCUREMENT
(in LLPD)**



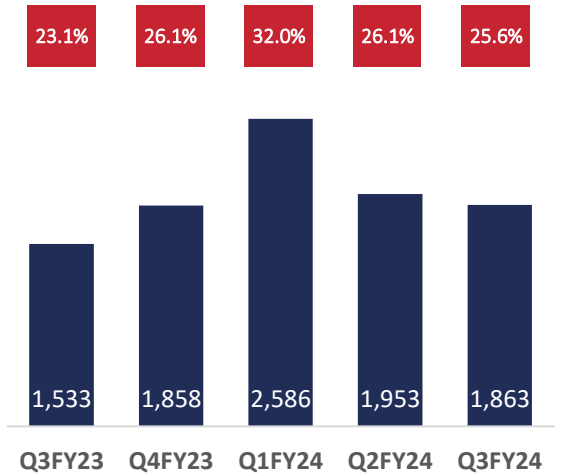
**AVERAGE MILK SALES
(in LLPD)**



**CURD SALES
(in MTPD)**



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



Key Takeaways

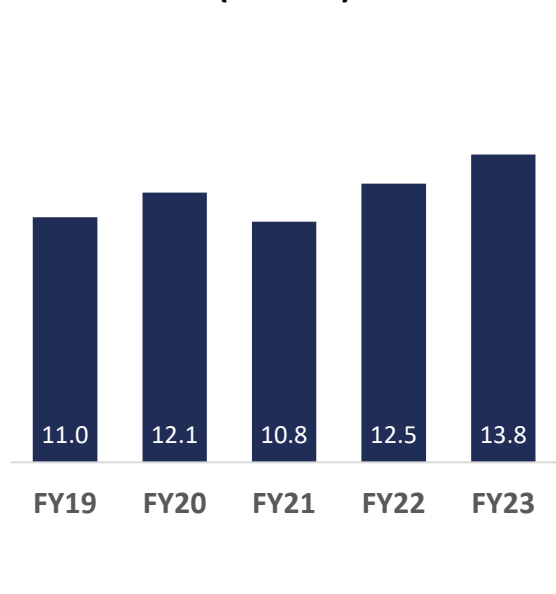
- Average milk procurement during Q3FY24 increased by 36.7% YoY to 17.5 LLPD
- Average curd sales during the quarter grew by 12.3% YoY to 291.7 MTPD



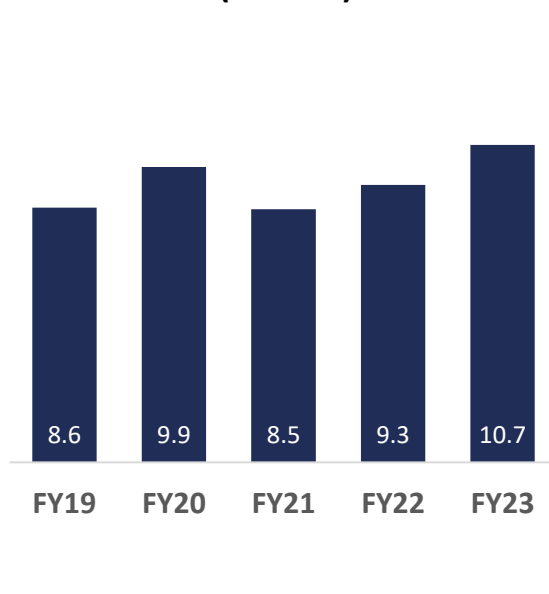
Year-wise Historical Operational Highlights



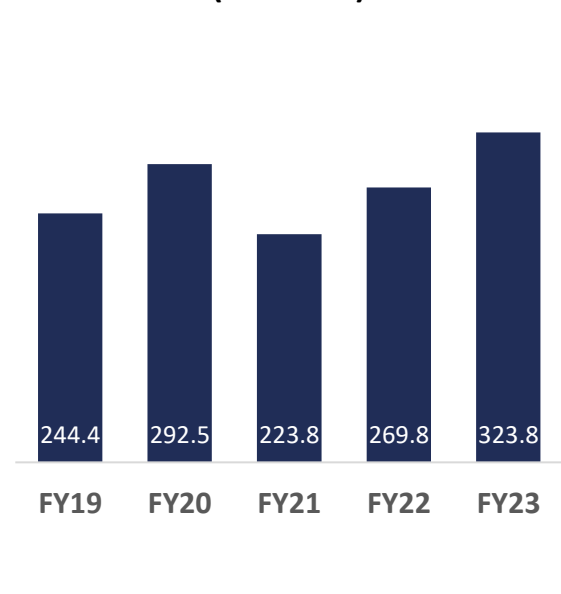
**AVERAGE MILK PROCUREMENT
(in LLPD)**



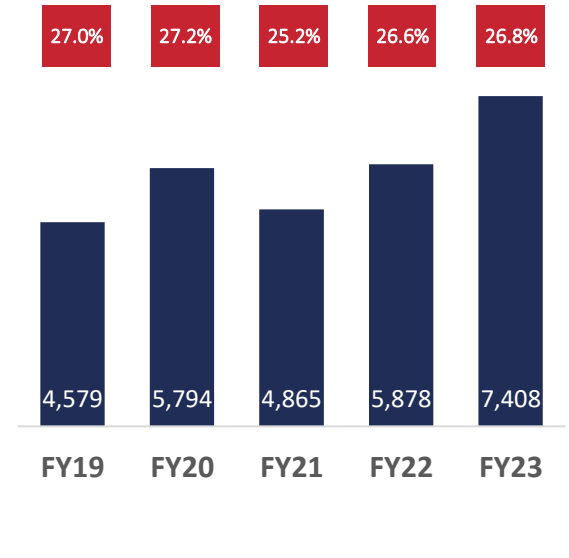
**AVERAGE MILK SALES
(in LLPD)**



**CURD SALES
(in MTPD)**



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



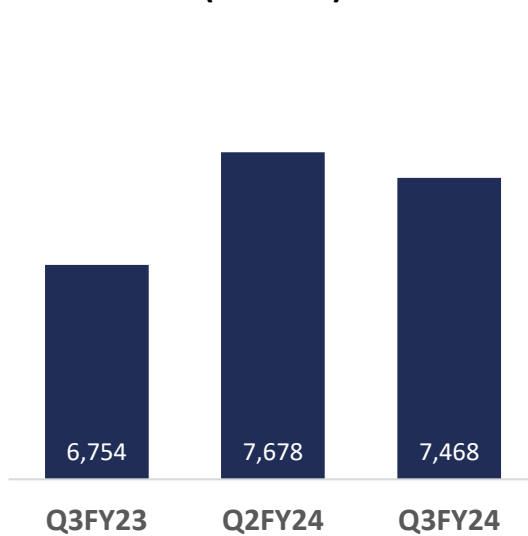
Key Takeaway

- VAP Sales grew by 12.8% CAGR during FY19-23 period

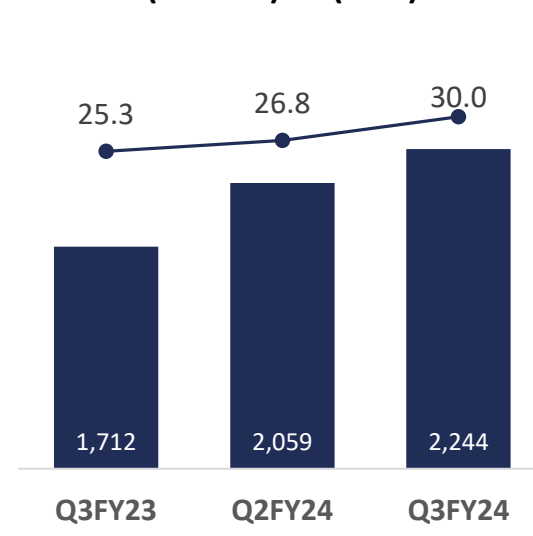


Key Financial Metrics (Quarterly)

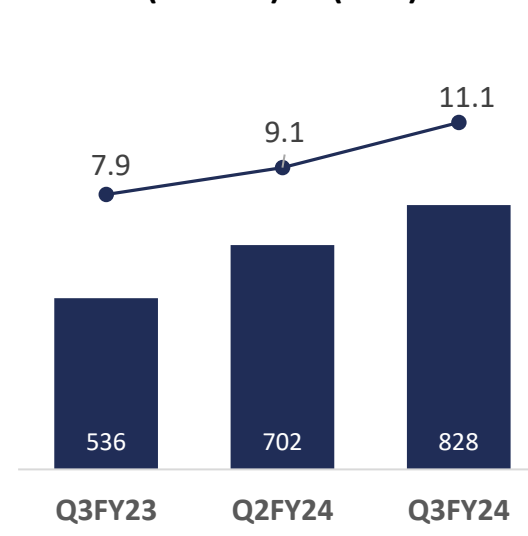
OPERATING REVENUE
(in ₹ Mn)



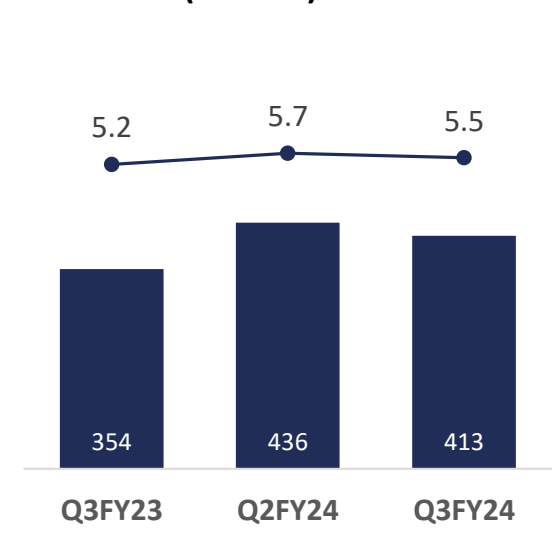
GROSS PROFIT & GROSS MARGINS
(in ₹ Mn) → (in %)



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



PAT & PAT MARGINS
(in ₹ Mn)



Key Takeaways

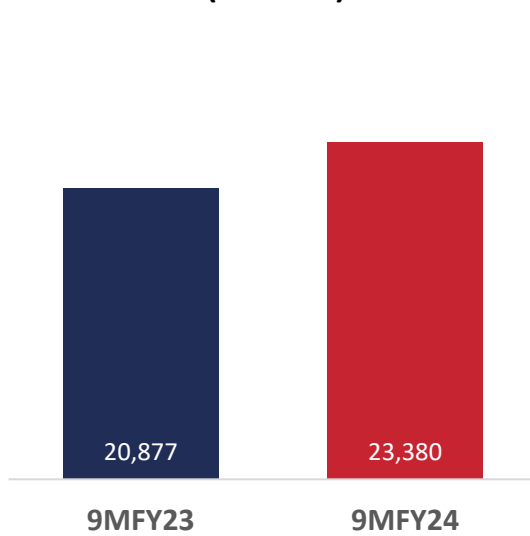
- Strong Y-o-Y increase in quarterly revenue numbers powered by increase in milk volumes and healthy Value-Added Product sales.
- Improvement in margins owing to low raw materials price and decline employee expenses.



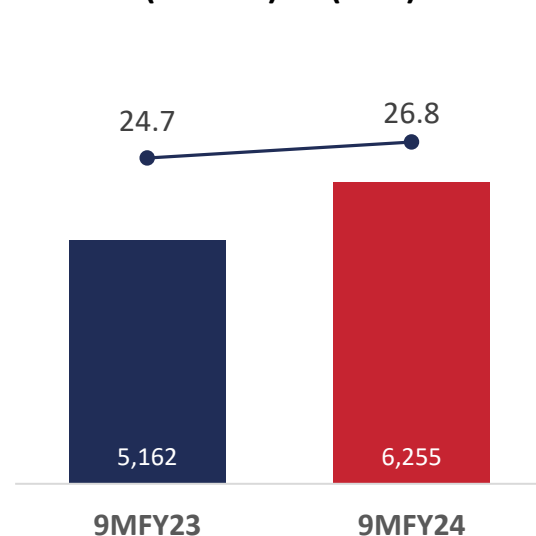
Key Financial Metrics (Nine months results)



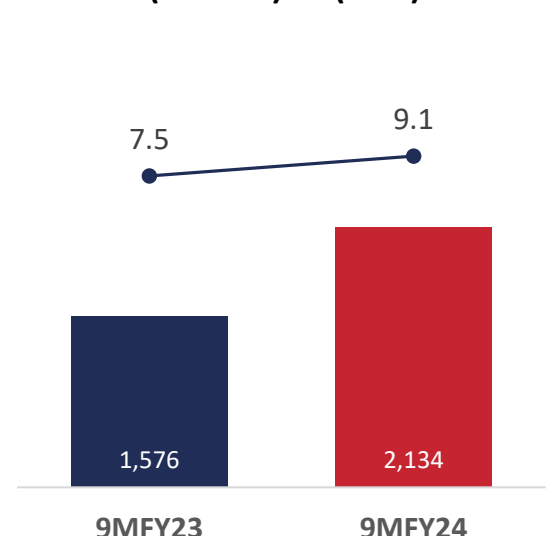
OPERATING REVENUE (in ₹ Mn)



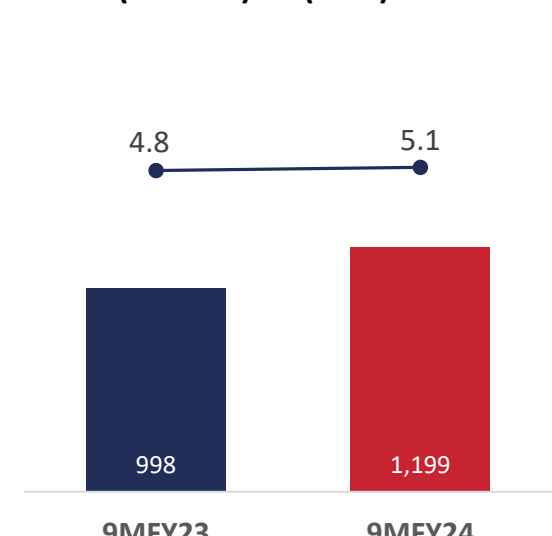
GROSS PROFIT & GROSS MARGINS (in ₹ Mn) → (in %)



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



PAT & PAT MARGINS (in ₹ Mn) → (in %)



Key Takeaways

- Revenues grew by 12.0% YoY to INR 23,380 Mn in 9MFY24 due to widening of distribution network coupled with strong VAP sales
- EBITDA surged by 35.4% YoY to INR 2,134 Mn in 9MFY24. EBITDA margin expanded by 158 bps YoY to 9.1% in 9MFY24 aided by lower raw material costs (471 bps YoY) and decline in employee expense (18 bps YoY). However, higher other expenses (173 bps YoY) due to rise in marketing and advertising costs curbed further EBITDA margin expansion in 9MFY24



Consolidated Profit & Loss Results



Particulars (INR in millions)	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY	FY23
Revenues	7,468	6,754	10.6%	7,678	(2.7%)	23,380	20,877	12.0%	28,120
Cost of Goods Sold	5,224	5,043	3.6%	5,619	(7.0%)	17,125	15,715	9.0%	21,409
Gross Profit	2,244	1,712	31.1%	2,059	9.0%	6,255	5,162	21.2%	6,711
<i>Gross Profit margin</i>	<i>30.0%</i>	<i>25.3%</i>	<i>471 bps</i>	<i>26.8%</i>	<i>323 bps</i>	<i>26.8%</i>	<i>24.7%</i>	<i>203 bps</i>	<i>23.9%</i>
Employee Expenses	335	315	6.4%	339	(1.4%)	1,023	892	14.7%	1,191
Other Expenses	1,081	861	25.6%	1,017	6.3%	3,097	2,694	15.0%	3,607
EBITDA	828	536	54.5%	702	17.9%	2134	1,576	35.4%	1,913
<i>EBITDA margin</i>	<i>11.1%</i>	<i>7.9%</i>	<i>315 bps</i>	<i>9.1%</i>	<i>194 bps</i>	<i>9.1%</i>	<i>7.5%</i>	<i>158 bps</i>	<i>6.8%</i>
Depreciation & Amortization	180	159	13.4%	172	4.5%	517	465	11.3%	612
EBIT	648	377	71.8%	530	22.3%	1,617	1,111	45.5%	1,301
Finance Cost	9	3	182.6%	4	120.7%	16	9	84.9%	12
EBT before Other Income	639	374	70.9%	526	21.5%	1,600	1,102	45.2%	1,289
Other Income	57	65	-12.7%	67	(14.7%)	196	166	17.8%	230
EBT after Other Income	696	439	58.5%	593	17.5%	1,797	1,268	41.6%	1,518
Tax	283	86	230.9%	157	80.5%	597	271	120.5%	296
PAT	413	354	16.8%	436	(5.2%)	1,199	998	20.2%	1,223
<i>PAT margin</i>	<i>5.5%</i>	<i>5.2%</i>	<i>30 bps</i>	<i>5.7%</i>	<i>(14bps)</i>	<i>5.1%</i>	<i>4.8%</i>	<i>35 bps</i>	<i>4.3%</i>
EPS (in INR)	6.88	5.90	16.6%	7.26	(5.2%)	19.96	16.63	20.0%	20.39

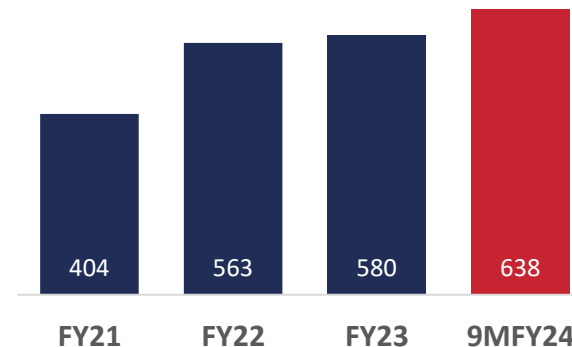
Prudent Capex Execution

	Particulars	Old Capacity	New Capacity	Status
Banking on Economies of Scale	Orgafeed (Cattle Feed Plant)	80 MTPD	480 MTPD	Commissioned in Q2FY24
Deeper Geographic Penetration	Country Delight Dairy (Kenya)	-	1,00,000 LLPD	Commissioned in Q4FY24
	Proposed Greenfield Dairy Plant (Maharashtra)	Not Applicable	Evaluation Stage	Evaluation Stage

Historical Capacity Expansion

Since inception Dodla Dairy has expanded its capacity of 7 plants* through greenfield and 7 plants through brownfield projects in India (Andhra Pradesh, Telangana, Karnataka, Tamil Nadu) and 1 plant in Africa (Uganda)

Dodla Retail Parlours



Growth Blueprint

- Continue to strengthen Dodla Dairy's integrated business model proposition through organic and inorganic growth opportunities
- Sate evolving consumer demands through diversified product portfolio and widening Dodla Dairy's presence





Brand Building Initiatives

Aired television commercials (TVC) on the leading regional TV channels and popular digital channels for the first time capturing the festive vibes of consumers during Makar Sankranti/Pongal festival

Penetrate deeper in the market through the go-to-market strategy resulting strong brand recall & enhanced consumer delight



Television Commercials



TV9 Telugu News LIVE - TV9

7.8K watching Started 2 yr ago #TV9LIVE ...more



TV9 Telugu Live 11.4M

Subscribe



Like



Share



Report

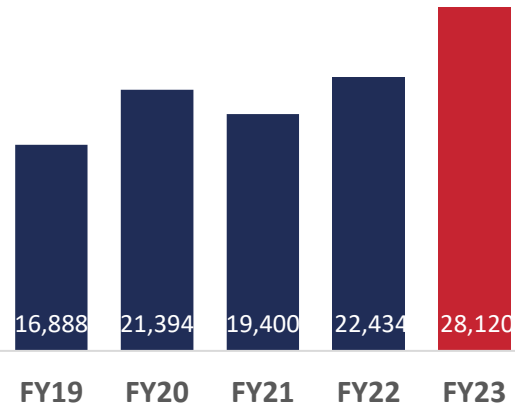


Save

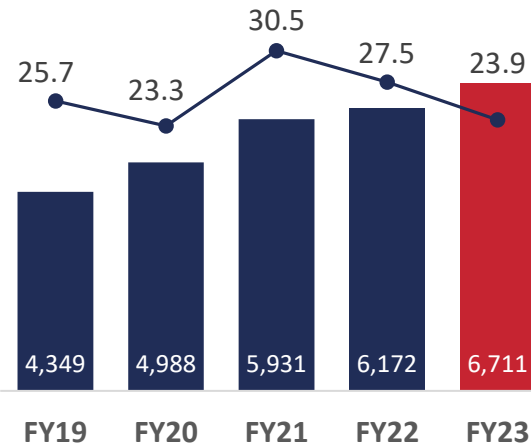


Full Year Financials

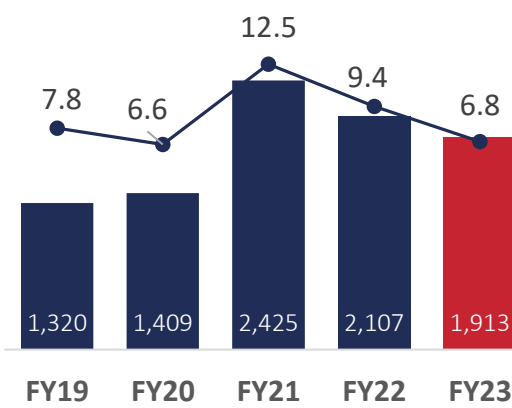
OPERATING REVENUE
(in ₹ Mn)



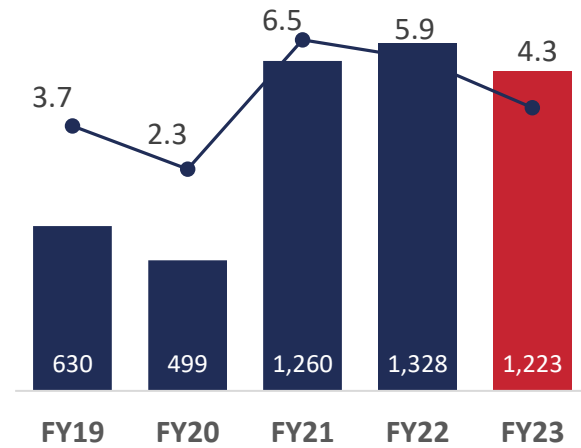
GROSS PROFIT & GROSS MARGINS
(in ₹ Mn) — (in %)



EBITDA & EBITDA MARGINS
(in ₹ Mn)



PAT & PAT MARGINS
(in ₹ Mn)



Key Takeaways

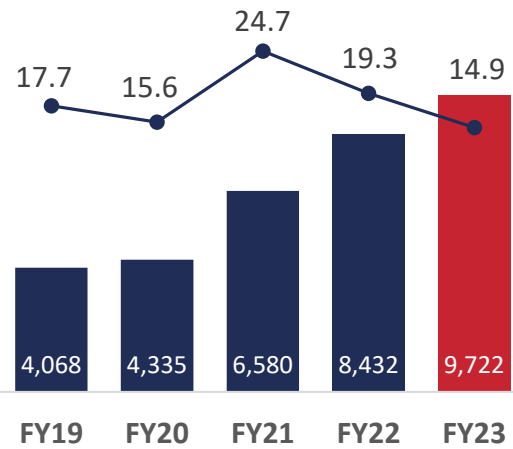
- During FY19-23 period, the Company's operating revenues, EBITDA and PAT registered 14%, 10% and 18% CAGR growth



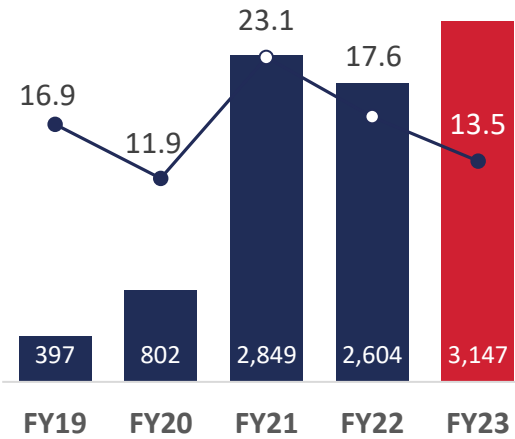
Key Ratios – Full Year



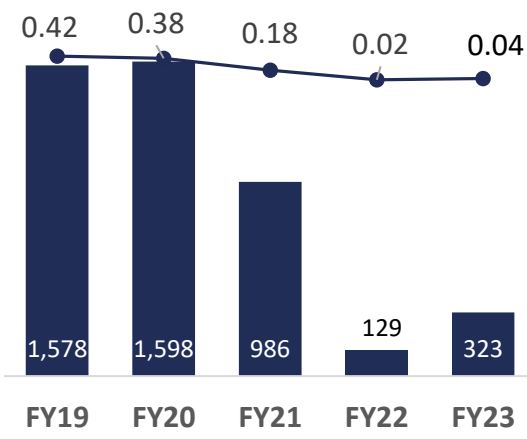
NETWORTH & ROCE
(in ₹ Mn) → ROCE (in %)



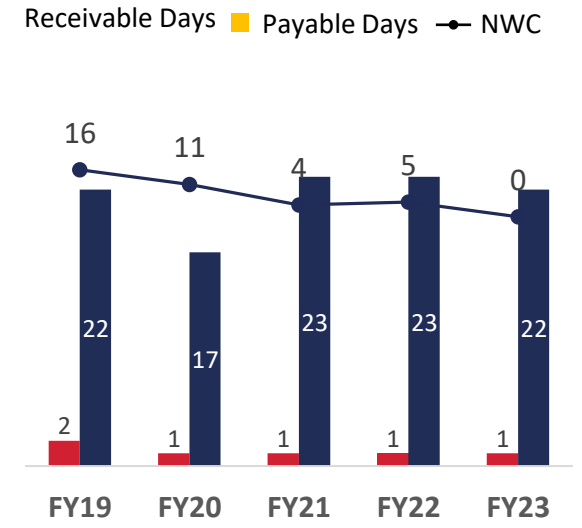
CASH % CASH EQUIVALENT & ROE
(in ₹ Mn) → ROE (in %)



DEBT & DEBT EQUITY
(in ₹ Mn) → (x)



RECEIVABLE DAYS/ PAYABLE DAYS/ NWC DAYS (in ₹ Mn)



Key Takeaways

- 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

Key Takeaways

- 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



40+

Sales offices

2,100+

Milk and milk product distributors

2,500+

Agents

22+

LLPD aggregate installed capacity

15

Processing plants

638

Dodla Retail Parlours

139

Chilling Centres/
Plants

8,050+

Village level collection centers

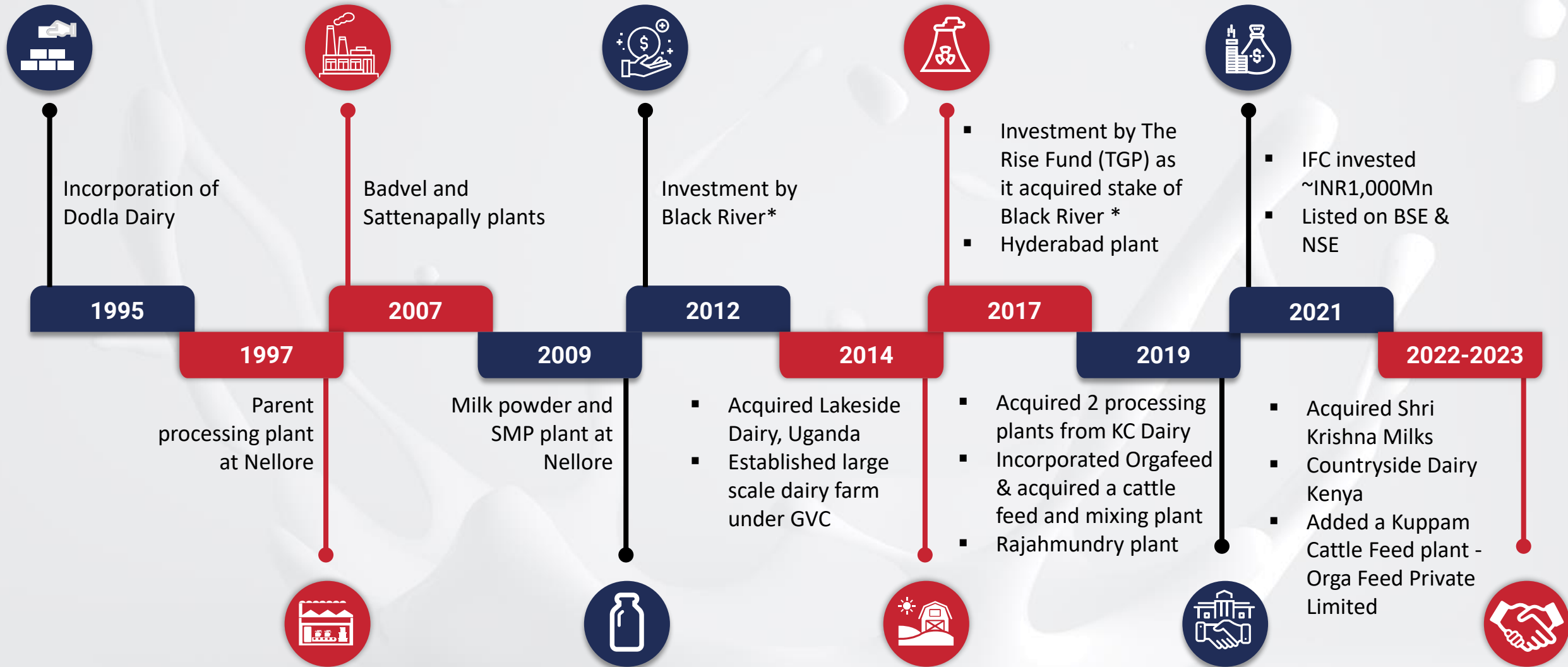
97.1%

Milk Directly procured from farmers

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”)



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



*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 1.4+ lakh farmers across 8,600+ villages through 8,050+ 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 936 primary vehicles to 139 chilling centers/plants

DISTRIBUTION CENTERS

40+ sales offices,
2,500+ agents
2,100+ milk & milk products distributors, 635+ DRP's and 90 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



SWEETS & OTHERS

Besan Ladoo, Basundi, Doodh Peda, Rasgulla, Gulab Jamun, Paneer, etc.

SOLD IN AFRICA



YOGHURT

Plain, Strawberry, Vanilla, Chocolate & Mango



GHEE



PANEER



MOZZARELLA CHEESE



MILK POUCH

Orgafeed Private Limited: Built On A Strong Foundation



Orgafeed primarily engaged in farming, breeding, agriculture, horticulture and allied activities such as 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.

480 MTPD

Cattle feed plants capacity



State-of-the-art manufacturing facilities at Kadapa & Kuppam, Andhra Pradesh

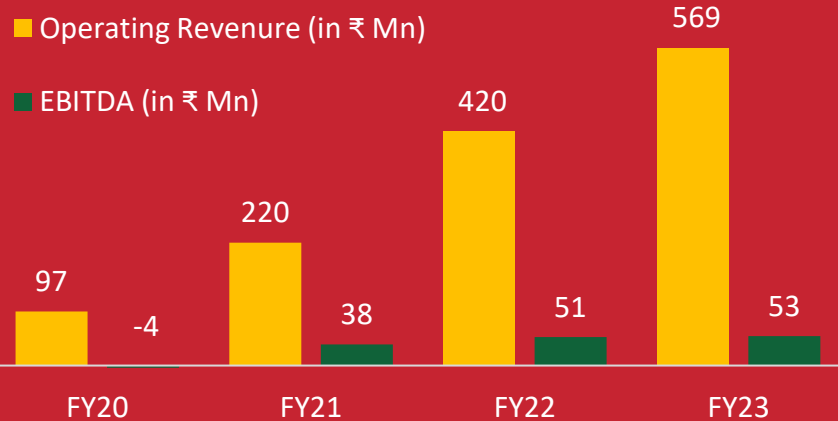


We have tied up with various veterinarians to provide services to farmers for their milch animals



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

ORGAFEEED FINANCIAL FIGURES



₹600 MN
Company sales in 9MFY24

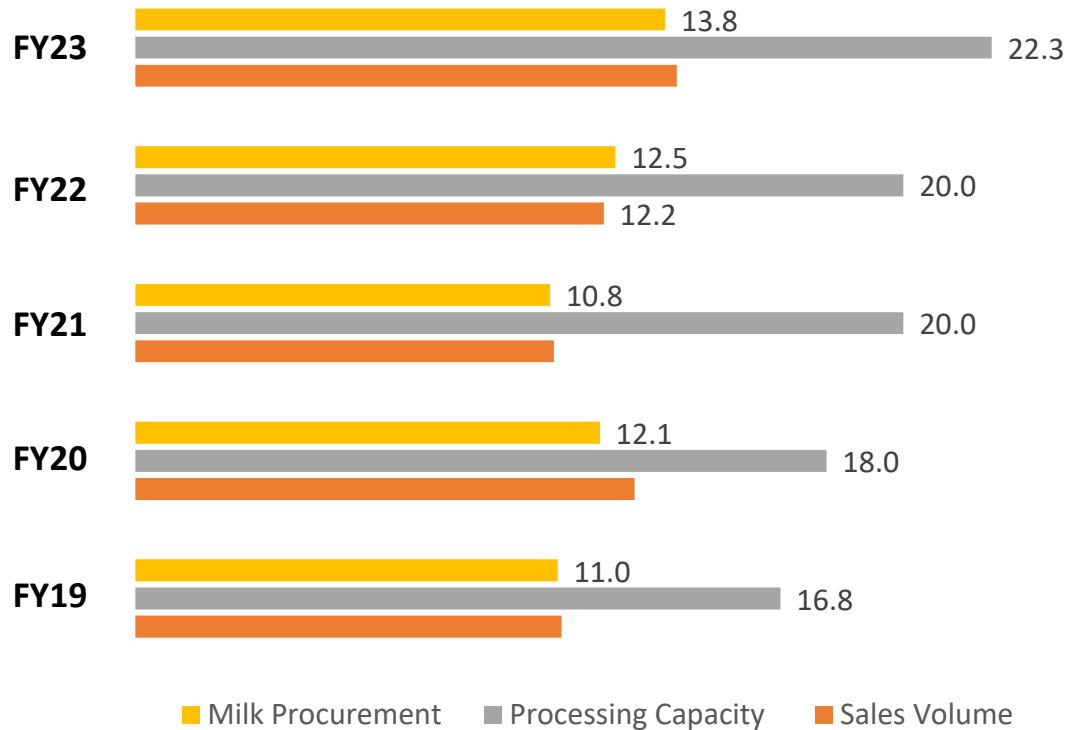


₹46 MN
EBITDA in 9MFY24



Company Canvas





Key Highlights



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



PROCESSING CAPACITY

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



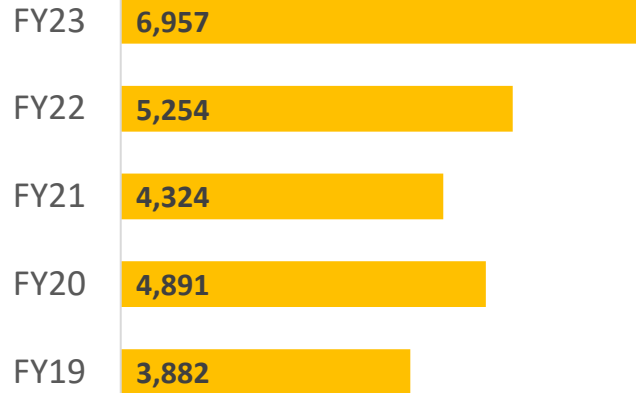
SALES VOLUME

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

Value-added Products (VAP) Trajectory



VAP Sales (in ₹ Mn)



STRONG DISTRIBUTION NETWORK

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





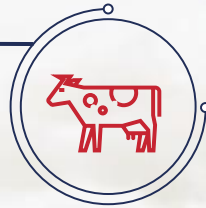
Presence in Kenya & Uganda

Dodla operates in Kenya and Uganda in Africa through its subsidiaries Lakeside Dairy Limited, Dodla Dairy Kenya Limited & Country Delight Dairy Limited, Uganda. 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.

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



Strong Presence

End to end integrated dairy company in South India

International Presence

Operations in Uganda and Kenya



Branding

Higher B2C Sales through strong branding



Strong distribution network

13 States engaged in our strong distribution network



Consistent product quality

An extensive Product Portfolio (Milk-Based value-added Products)



Production Capacity

15 processing plants



Feed plant

2 Feed plants





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



REGULAR DIRECT PAYMENT

- Money paid directly to farmers in their bank accounts once every 10 to 15 days
- ~90% of total farmers payment covered as of Q3 FY24



TIE UP WITH VETERINARIANS

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



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



FACILITATE BANK LOANS

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



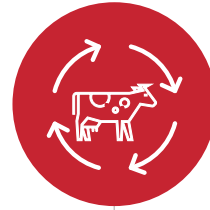
INTEGRATED SUPPLY CHAIN

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



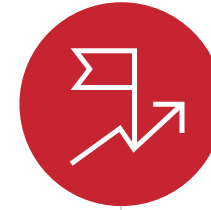
AUTOMATED PLANTS

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 believe that preserving and rebuilding the environment is crucial in providing opportunities for future generations
- 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



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 are committed to providing our shareholders with accurate, timely, regular and reliable information on the Company's activities, performance, prospects and strategy
- 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





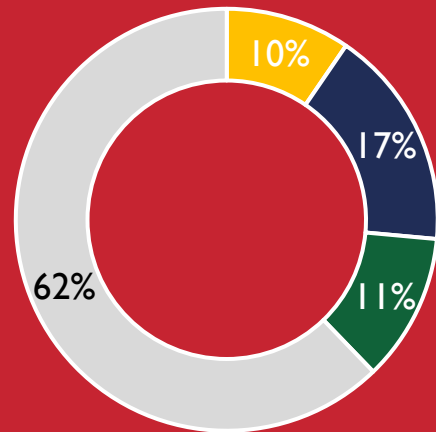
32,000+
Total Shareholders



Few of our Key Investors as on 31st December 2023 (% of Total Equity)

SBI MF	9.23
DSP Small Cap Fund	4.68
Bharat Biotech International Ltd.	3.41
Ashoka India Opportunities Fund	2.70
Steinberg India Emerging Opportunities Fund	2.69
International Finance Corporation	2.23

Shareholding Pattern as on 31st December 2023



- Non Institutional
- Mutual Funds
- Flls. & Foreign Companies
- Promoter



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Appendix



LLPD

Lakhs Liter per day

MTPD

Metric Tonnage Per Day

**UHT
milk**

Utrahigh Temperature Processed Milk

VLCC

Village Level Collection Centers

DRP

Dodla Retail Parlours

LPA

Liters Per Annum

MT

Metric Ton

VAP

Value- added Product

FII

Foreign Institutional Investor

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