

Dodla Dairy Reports Robust FY21 Results

**Operating Revenue of ₹ 19,440 Mn
Profit After Tax at ₹ 1,260 Mn; growth of 153%**

Hyderabad, Jul 14, 2021: Dodla Dairy Ltd. (BSE- 543306, NSE- DODLA, ISIN: INE021O01019), one of India's leading integrated dairy company, has announced its financial results for the fourth quarter and full-year ended March 31st, 2021.

Commenting on the Q4 performance, Managing Director of Dodla Dairy, Dodla Sunil Reddy said, *"I would like to place on record my heartfelt thanks to all the investors who reposed faith in Dodla by subscribing in the IPO. I am pleased with our performance in the last fiscal with Operating revenue of Rs. 19,440 mn which was impacted due to reduced demand caused by the Covid situation while margins and net profits perked up due to improved sales realisations and cost reductions. Going forward, we expect to continue on this growth path while striving to improve margins continuously."*

He also added, *"Dodla will continue to focus on our core products including Milk & Curd while looking to expand the offerings to regions in South India where we are currently not established. We continue to work on value added products and we believe that this will further give a fillip to our product and margin profile in the future."*

Financial Highlights for Year Ended March 31st, 2021:

- Operating Revenue at ₹ 19,440 Mn in FY21 as compared to ₹ 21,394 Mn in FY20; degrowth of 9.1% Y-o-Y.
- EBITDA at ₹ 2,425 Mn in FY21 as compared to ₹ 1,409 Mn in FY20; growth of 72% Y-o-Y.
- Profit After Tax at ₹ 1,260 Mn in FY21 as compared to ₹ 499 Mn in FY20; growth of 152.6% Y-o-Y.
- EPS for the year was 22.33 as compared to 8.96 in FY 20.
- Cash and Cash equivalent & Investments stood at ₹2,849 Mn in FY21.

Financial Highlights for Quarter Ended March 31st, 2021:

- Operating Revenues at ₹ 5,305 Mn in Q4FY21 as compared to ₹ 5,274 Mn in Q4FY20; flat Y-o-Y.
- EBITDA at ₹ 360 Mn in Q4FY21 as compared to ₹ 141 Mn in Q4FY20; a growth of 154.3% Y-o-Y.
- Profit After Tax at ₹ 96 Mn in Q4FY21 as compared to a loss of ₹ (19) Mn in Q4FY20 Y-o-Y.
- EPS for the year was 1.67 as compared to (0.35) in Q4FY20.

Operational Highlights for Quarter Ended March 31st, 2021:

- Average milk procurement during Q4FY21 was at 10.85 LLPD compared to 11.20 LLPD in Q4FY20.
- Average milk sales during Q4FY21 were at 9.22 LLPD compared to 9.67 LLPD in Q4FY20.
- Curd sales during Q4FY21 was at 249.83 MTPD compared to 253.51 MTPD in Q4FY20.
- Revenue from Value added products (VAP) at INR 1,415 Mn contributed 26.9% to the overall dairy revenue during Q4FY21.

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 11 states and has 94 milk chilling centres. The Company's distribution and marketing operations are conducted through its 40 sales offices, 3,285 distribution agents, 861 milk distributors and 544 milk product distributors across 11 states in India. Additionally, the company's milk and dairy based VAPs are also available through 393 "Dodla Retail Parlours" as of FY21 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>

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