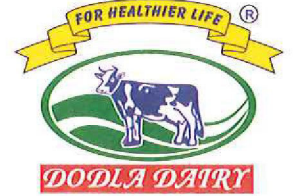


DODLA DAIRY LIMITED

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



Date: 7 August 2021

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 are enclosing herewith the Investor Presentation.

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

This is for your information and record.

Thanking you,

Yours Faithfully,
For Dodla Dairy Limited

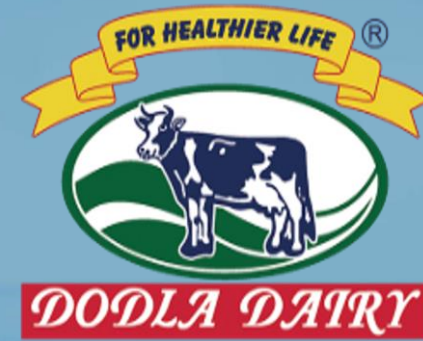
Ruchita Malpani
Company Secretary & Compliance Officer
ECSIN: EF010677B000093738



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

DODLA DAIRY

INVESTOR PRESENTATION



AUGUST 2021



TABLE OF CONTENT



- 01 About Us
- 02 Company Canvas
- 03 Strategic Advantages
- 04 Full Year Financials
- 05 Quarterly Highlights





ABOUT US



DODLA DAIRY **SNAPSHOT**

About Us

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")

[Read More](#)**2nd**

highest market presence
across 12 states in India*

3rd

largest procurement
network*

14

processing plants

~20

LLPD aggregate installed
capacity

7,100+

Village Level Collection
Centers

~90%

Milk Directly procured
from farmers

97

chilling centers / plants

3,100+

distribution agents

42

Sales Office

1,510+

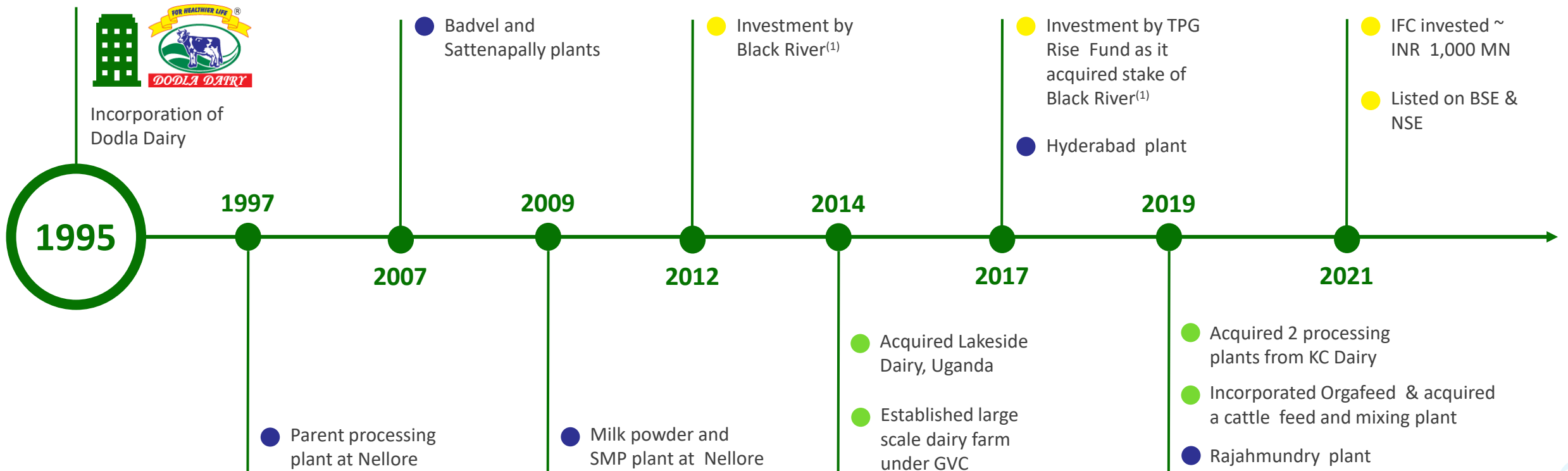
milk & milk product
distributors

455

Dodla Retail Parlours

OUR JOURNEY SO FAR

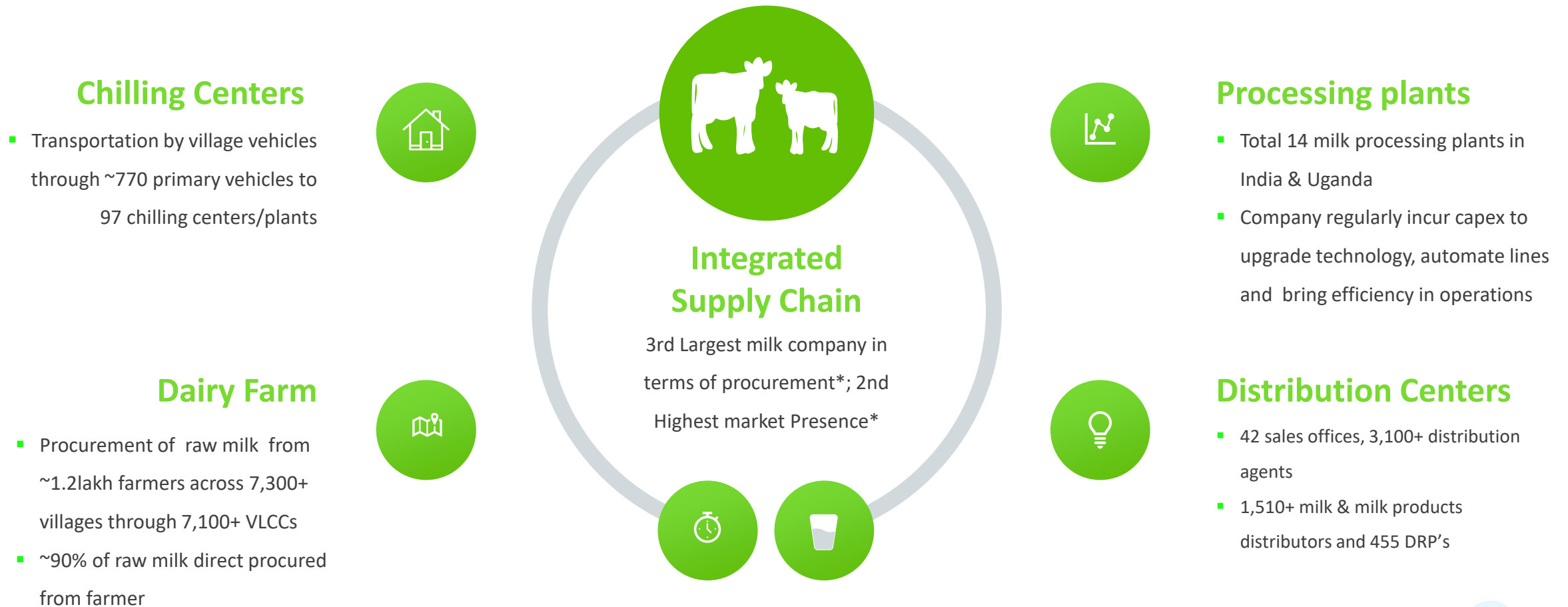
25+ years of dairy operations in partnership with marquee investors



● New Business Initiatives ● Capital Market ● Major Processing Plants Setup

NOTE: (1). 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.

PRESENCE ACROSS DAIRY VALUE CHAIN



DODLA DAIRY

FEW OF OUR PRODUCTS



**PASTEURIZED
POUCH MILK** Full cream, Standardised
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



YOGHURT Plain, Strawberry, Vanilla,
Chocolate & Mango

[Read More](#)

ORGAFEED PRIVATE LIMITED: **BUILT ON A STRONG FOUNDATION**



Orgafeed Pvt Limited

Wholly Owned Subsidiary

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
- Cattle feed plant capacity of 80 MTPD
- 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
- During FY21, the Company's sales is INR 220 Mn, EBITDA INR 38 Mn

MEET THE EXECUTIVE TEAM



Mr. Dodla Sunil Reddy

Managing Director

EXP: 25+ years of Dairy Exp



Mr. Venkat Krishna Reddy Busireddy

Chief Executive Officer

EXP: 35+ years of Dairy Exp
23+ years with Dodla



Mr. Anjaneyulu Ganji

Chief Financial Officer

EX: Tata Cummins Private Ltd & Maersk

DODLA
DAIRY

BOARD OF DIRECTORS



Mr. Dodla Sessa Reddy

Chairman & Non-Executive Director

Ex: 22+ years of Dairy Exp
Board Member: Nelcast Ltd



Mr. Raja Rathinam

Independent Director

Dairy Exp: 40+ years | **Previously Associated:** National Dairy Research Institute, Tamil Nadu Dairy Corporation Ltd.



Mr. Raman Tallam Puranam

Independent Director

EX: SBI Capital Markets Limited | Sundaram AMC Ltd.



Mr. Akshay Tanna

Non-Executive Nominee Director

EX: Deutsche Bank and Merrill Lynch | **Partner** – TPG Growth and Rise Fund | **Board Member:** Lenskart Solutions, Big Tree Entertainment, ESS Kay Fincorp Ltd



Mr. Madhusudhana Reddy

Whole-time Director

EX: Imperial Granites Limited
Member of BAR council of Andhra Pradesh



Mr. Rampraveen Swaminathan

Independent Director

EX: Cummins India Limited, International Paper | **Board Member:** Mahindra Logistics & Lords Freight



Ms. Ponnnavolu Divya

Independent Director

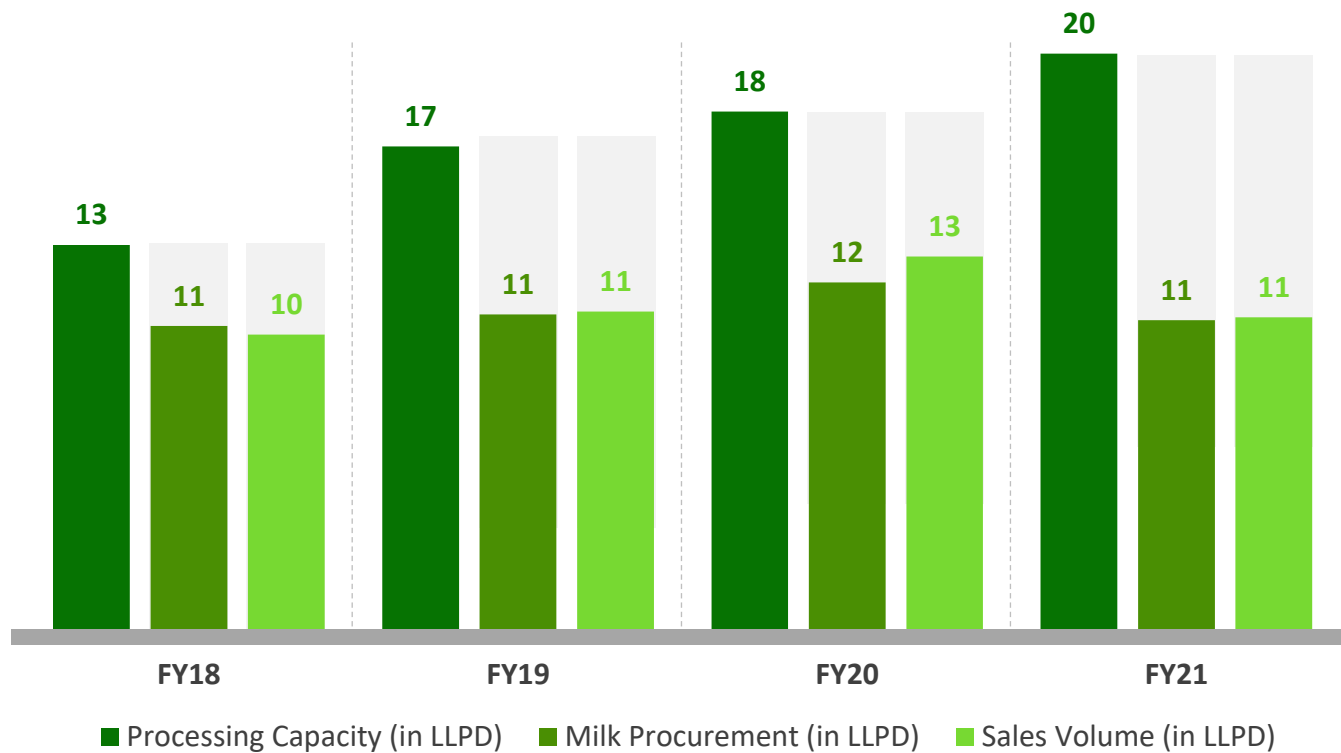
EX: Deutsche Bank Head of Change Governance | **Board Member:** Nelcast Ltd, NC Energy Limited, Ponnas Infrastructure Pvt Ltd.



COMPANY CANVAS



OUR STRENGTH TO DELIVER COMPETITIVE ADVANTAGE



A

Processing Capacity

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

B

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

C

Sales Volume

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

OUR VALUE-ADDED PRODUCT INVESTMENTS

STRONG VAP PRODUCT PORTFOLIO

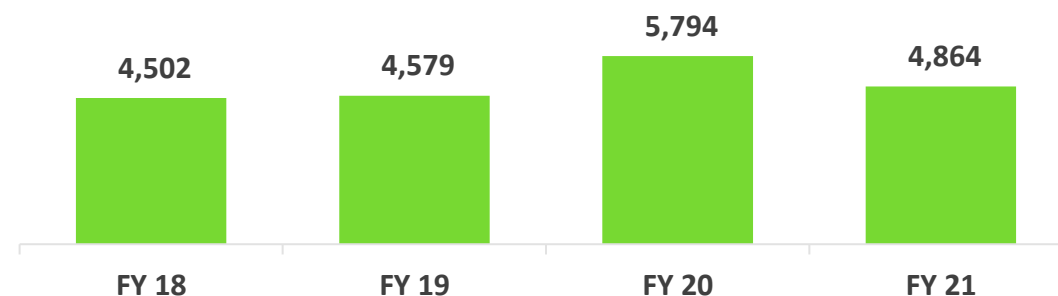
Dodla Dairy is investing heavily in expanding its range of value-added products, a move that is anticipated to boost margins. The company has been proactive in identifying and responding to customer preferences. It has invested significantly in value-added products such as Curd, Ice Creams, Flavoured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

FACTORS DRIVING THE VAP GROWTH:

- ✓ The rapid economic growth and urbanisation 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 organised dairy industry

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

VAP Sales (in Rs. Mn)



FEW OF OUR VAP PRODUCTS



OUR OVERSEAS PRESENCE



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 flavours, ghee, paneer, cheese and UHT milk.

75% Of total milk produced in African continent is primarily produced in Kenya, Uganda & Tanzania*



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



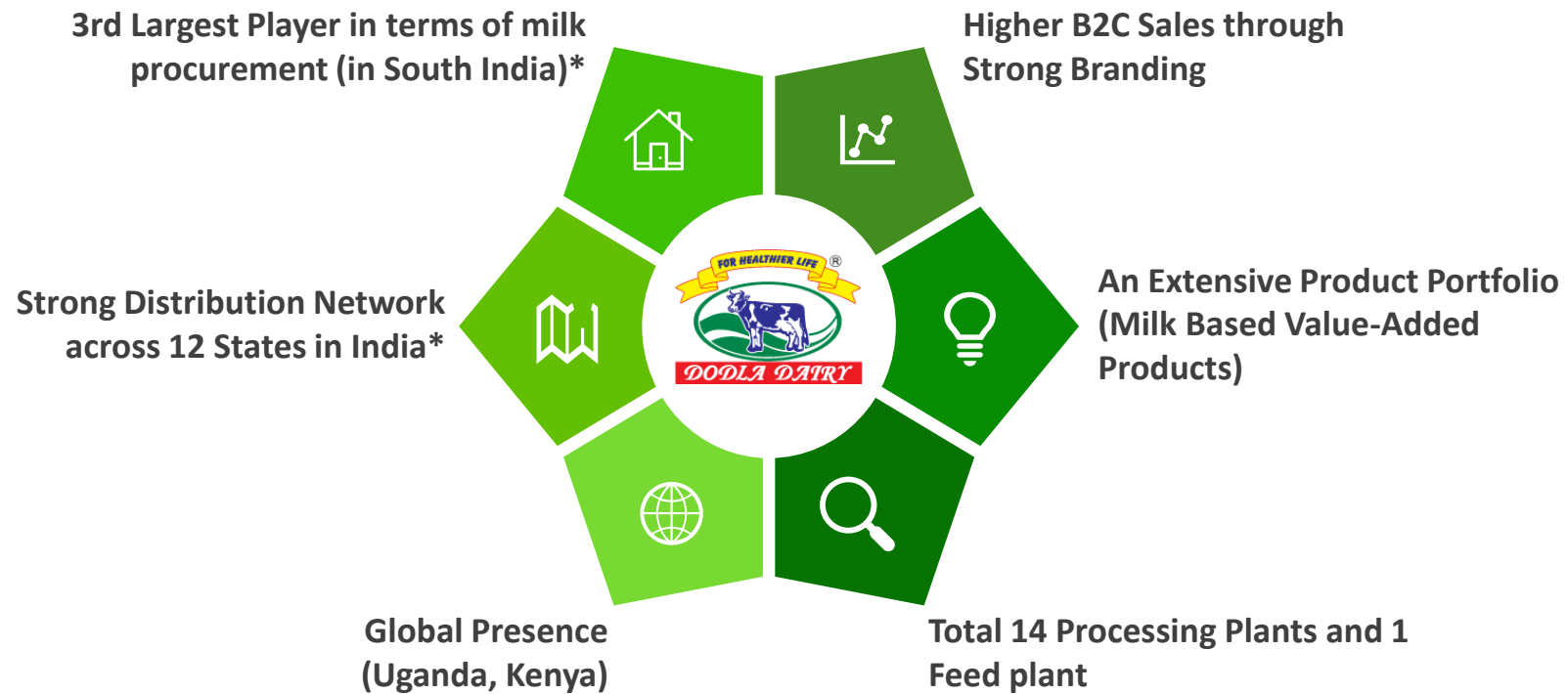
Africa contributes to total 5% of world milk production. West Africa, with its growing population and demand for dairy is attractive market for dairy companies*



STRATEGIC **ADVANTAGES**



KEY STRENGTHS



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 analysers 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



Processing 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



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
- ~84% of total farmers payment covered as of Q1FY22

- **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



INVESTMENT RATIONALE

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



DODLA ESG COMMITMENT



ENVIRONMENT COMMITMENT

- 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 COMMITMENT

- 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 COMMITMENT

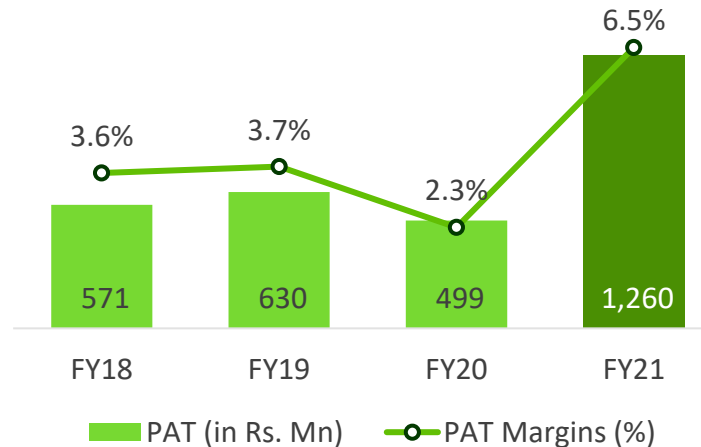
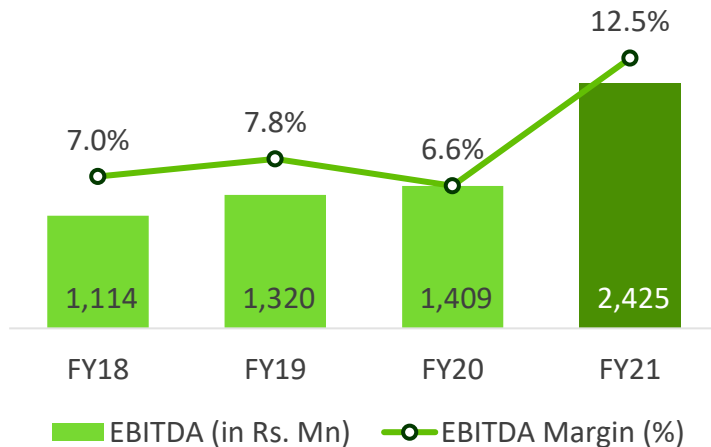
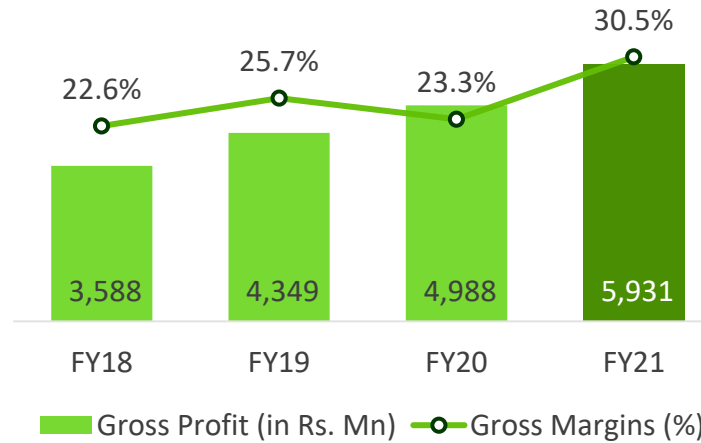
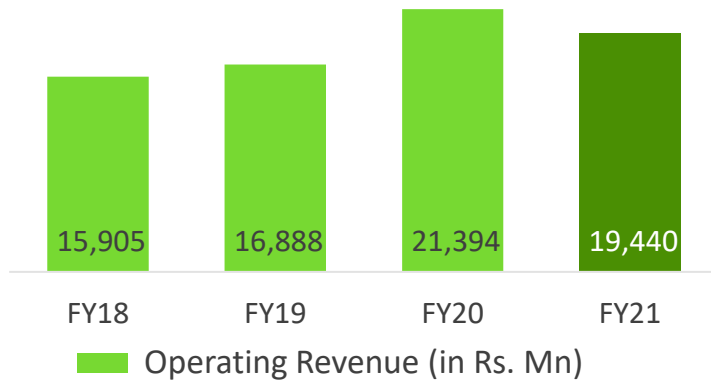
- We have established a diverse governance structure in order to fully use the resources of all partners in order to maximise synergy and enhance corporate governance
- We are committed to providing our shareholders with accurate, timely, regular and reliable information on the Company's activities,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



FULL YEAR FINANCIALS

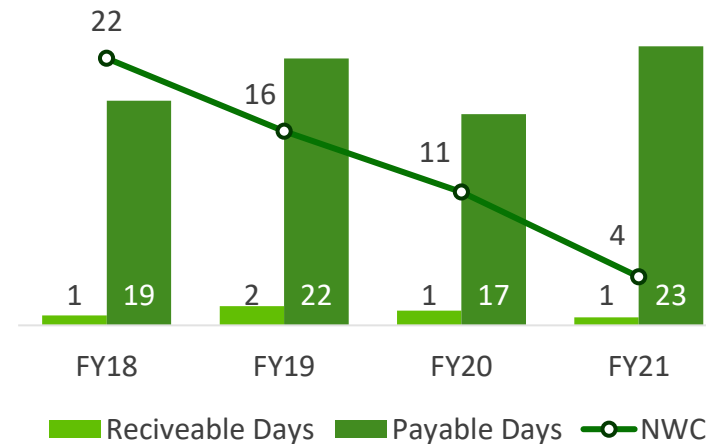
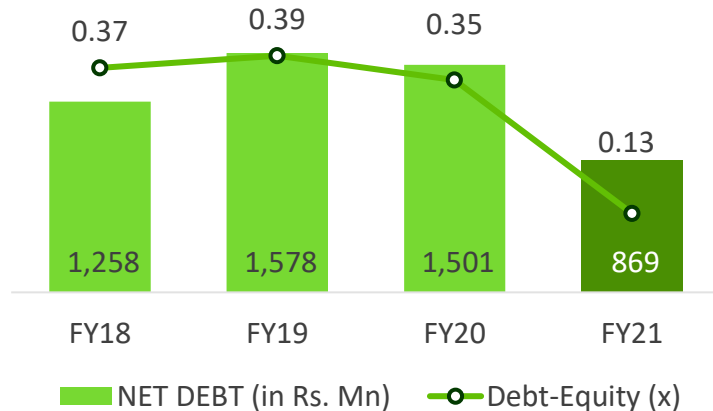
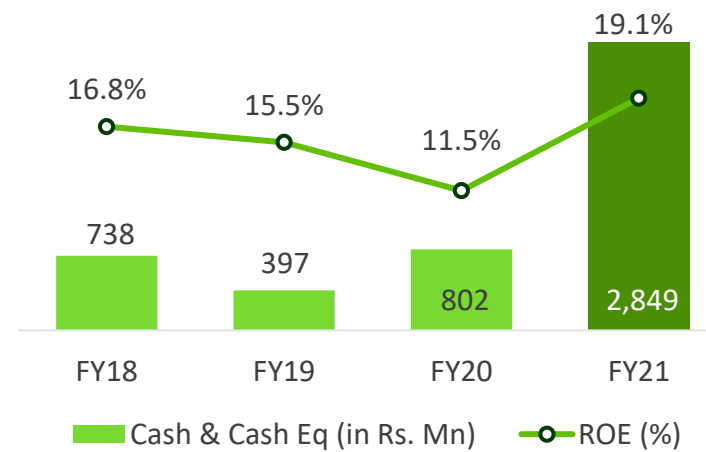
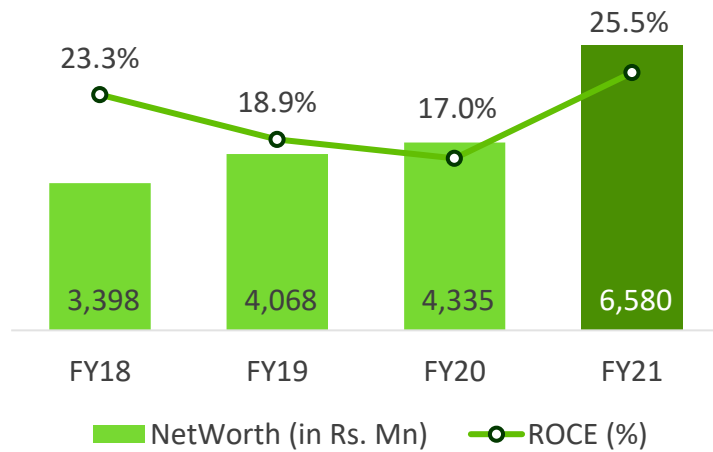


KEY RATIOS – FULL YEAR



- Revenue impacted in FY21 due to Covid-19 lockdown, resulting in loss of sales
- Margin improved as against FY20 on account of lower raw materials cost and better sales realization

KEY RATIOS – FULL YEAR



- Robust growth and margins leading to high capital efficiency, low debt levels and an efficient working capital cycle



QUARTERLY HIGHLIGHTS

Q1FY22



MANAGEMENT COMMENTARY



"I'm pleased to report that we were able to lean into our resilient business model to drive strong financial results to start this fiscal year. The strength of multi-channel business model fueled first-quarter revenue growth by 12.5%, despite the continued covid pandemic impacting out of home consumption. Our brand affinity is deepening, and we continue to grow in our chosen operating regions. We will continue to leverage our world-class infrastructure, operational expertise, and strong financial position to expedite investments across our key strategic growth drivers. The solid financial results reflect the strength of our company and our team's exceptional performance across the board, sustaining our growth momentum and increasing operational efficiency year-on-year basis."

Mr. Dodla Sunil Reddy

Managing Director

QUARTERLY OPERATIONAL HIGHLIGHTS

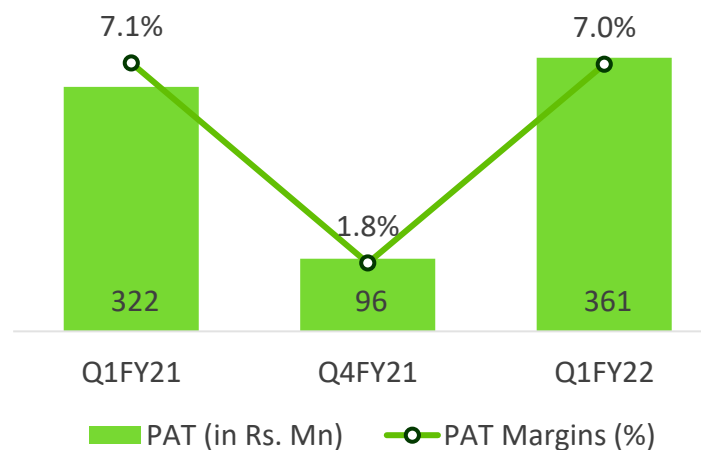
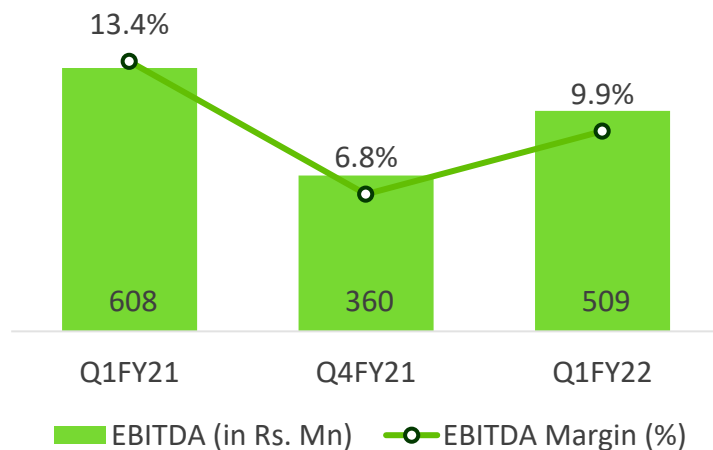
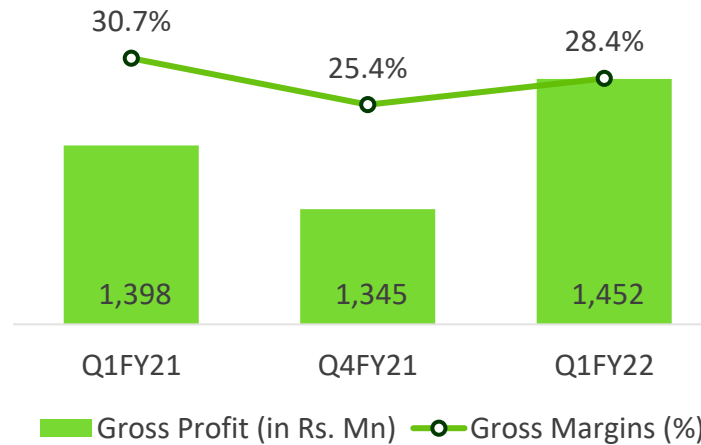
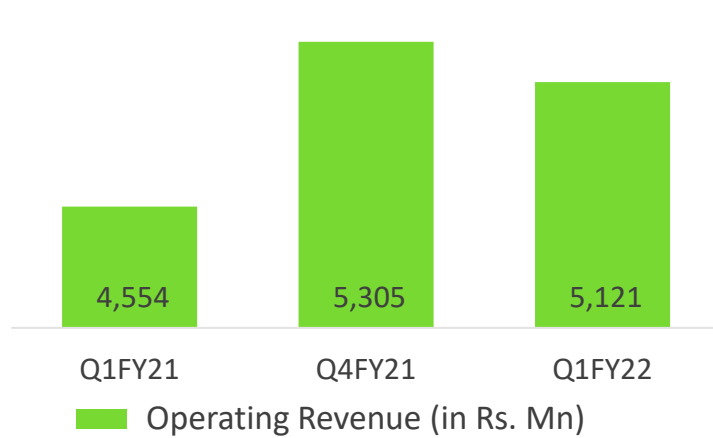
- ✓ AVERAGE MILK PROCUREMENT DURING Q1FY22 WAS AT **12.3** LLPD COMPARED TO **10.0** LLPD IN Q1FY21
- ✓ AVERAGE MILK SALES DURING Q1FY22 WERE AT **8.3** LLPD COMPARED TO **7.7** LLPD IN Q1FY21
- ✓ CURD SALES DURING Q1FY22 WAS AT **294.3** MTPD COMPARED TO **243.2** MTPD IN Q1FY21
- ✓ REVENUE FROM VALUE ADDED PRODUCTS (VAP) EXCLUDING FAT & FAT-BASED PRODUCTS WAS AT Rs. **1,399** Mn CONTRIBUTED **27.8%** TO THE OVERALL DAIRY REVENUE DURING Q1FY22

NOTE: All numbers above have been rounded-off to one decimal excl. Revenue from Value Added Products (VAP) excluding fat & fat-based products

| Revenue from Value Added Products (VAP) excluding fat & fat-based products have been rounded-off to zero decimal.



KEY RATIO - QUARTERLY



- Overall Margins are stabilizing after the muted Q4FY21 due to Covid-19 second wave impacting out of home consumption of our products
- Our PAT Margins are reverting to our initial levels, and we will continue to maintain them going ahead

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

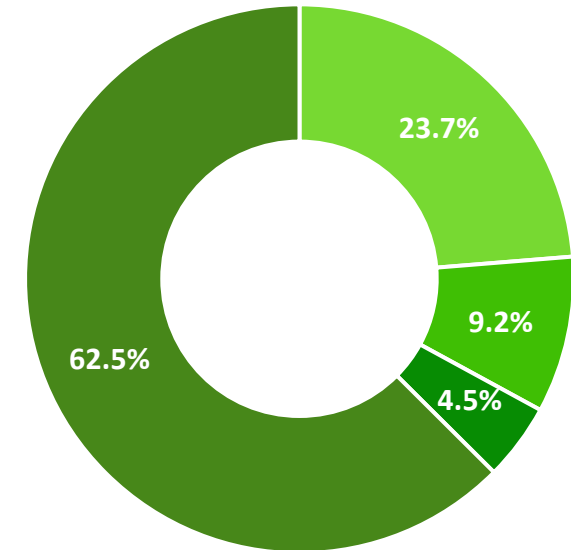
CAPITAL MARKET INFORMATION

Few of our Key Investors as on 30th June 2021

(% of Total Equity)

SBI CONSUMPTION OPPORTUNITIES FUND	6.83
INTERNATIONAL FINANCE CORPORATION	4.85
ASHOKA INDIA OPPORTUNITIES FUND	1.68
ADITYA BIRLA SUN LIFE MULTI-CAP FUND	1.06
DSP SMALL CAP FUND	1.02

Total Shareholders: 62,000+



■ Public
 ■ Mutual Funds
 ■ FIIs. & Foreign Companies
 ■ Promoter

DODLA
DAIRY

CONTACT US



ENHANCED IMAGE OF OUR PLANT NEAR RAJAMUNDRY



Corporate Office

8-2-293/82/A, 270/Q, Road No 10-C, Jubilee Hills, Hyderabad – 500 033. Telangana, India.

Tel: +91 40 4546 7777; Fax: +91 40 4546 7788

Ganji Anjaneyulu

Chief Financial Officer

investorqueries@dodladairy.com

Tel: 040-4546 7777

Nikhil Morye | Krishn Bhaiya

Christensen Advisory

nmorye@christensenir.com | Kbhaiya@christensenir.com

Tel: +91-9969567373 | +91-9940517368



APPENDIX



BALANCE SHEET SUMMARY (FULL YEAR)

PARTICULARS	FY'18	FY'19	FY'20	FY'21
ASSETS				
Non-current assets	3,745	5,374	5,697	5,703
Current assets	2,263	2,061	2,229	4,019
Total Assets	6,008	7,435	7,926	9,722

PARTICULARS	FY'18	FY'19	FY'20	FY'21
EQUITY AND LIABILITIES				
Equity	3,398	4,068	4,335	6,580
Non-current liabilities	516	1,459	1,426	1,197
Current liabilities	2,094	1,908	2,165	1,946
Total liabilities	2,610	3,367	3,591	3,143
Total equity and liabilities	6,008	7,435	7,926	9,722

- Company is steadily expanding its capabilities and capacities which is reflected in our growth of Non-current assets from FY18-FY21
- Rise in Current asset post IPO accounting for increase in cash & cash eq on books

SAFE HARBOR

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Dodla Dairy Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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GLOSSARY

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 Tonnes

VAP: Value-added Product

FII: Foreign Institutional Investor

