

press release

Dutch Lady Milk Industries Posts 86% Profit Growth in Q3 2025, Driven by Strong Sales and Market Share Gains

DLMI@Enstek drives operational excellence as company strengthens position in liquid milk segment

PETALING JAYA, 13 November 2025: Dutch Lady Milk Industries Berhad (DLMI) today announced improved financial results for the third quarter ended September 30, 2025, recording a net profit of RM32.1 million, up 86.1 percent from RM17.2 million in the same period last year.

Revenue for the quarter reached RM374.5 million, up 5.4 percent year-on-year, driven by robust demand for the core Dutch Lady liquid milk range, continued momentum in the professional channel and increasing contributions from newly launched products. For the first nine months of 2025, revenue grew 4.1 percent to RM1,123.5 million.

Operating profit jumped 80.4 percent to RM39.4 million in Q3 2025, up from RM21.8 million a year ago. The improvement reflects substantially lower transition-related costs of RM1.7 million compared to RM13.2 million in Q3 2024, following the successful completion of the Enstek facility transition and closure of the Petaling Jaya factory in October 2024.

On a like-for-like basis excluding one-off costs, adjusted operating profit rose 17.1 percent to RM41.0 million, supported by higher sales volume, stable exchange rate movements, and lower dairy raw material costs. Profit before taxation increased 94.1 percent to RM37.5 million.





DLMI further strengthened its competitive position in the third quarter, supported by positive market share growth in both the Infant and Toddler Formula (IFT) and Ready-to-Drink (RTD) segments. This achievement was driven by the successful rollout of DLMI's "Smart Brain" nutrition campaign in IFT and the "Breakfast with Nutrition" initiative in RTD, both of which resonated strongly with consumers.

DLMI Managing Director, Veronika Utami said the company's operational transformation in 2025 has positioned DLMI for sustained growth and market leadership.

"Our strategic expansion not only ensures DLMI's growth but also creates new opportunities to strengthen our leadership in the dairy industry. By introducing innovations that respond to evolving consumer needs, we remain committed to Nourishing Our Nation with trusted, high-quality nutrition. Our latest innovation is **Dutch Lady Omega 3*6**, a ready-to-drink UHT milk specially formulated for growing children," Utami said.

Utami added that the robust Q3 performance provides a springboard to continue strengthening DLMI's children's nutritional focus in a highly competitive market.

The positive market environment was also supported by the Sumbangan Asas Rahmah (SARA) assistance program launched on August 31, which boosted retail demand and is expected to continue providing support in the coming months.

Looking ahead, DLMI expects persistent global uncertainty and geopolitical volatility to influence market conditions. While commodity and dairy raw material prices have softened slightly from earlier levels, they remain elevated. Regulatory changes, including the expanded scope of Sales and Services Tax on services are expected to add pressure to operating costs, though these are partially offset by the strengthening Malaysian Ringgit against the US Dollar.

"We continue to drive operational efficiency, product optimisation and disciplined cost management to stay resilient in a dynamic market," Utami said.

DLMI strives to make a positive and sustainable impact from grass to glass. The company does this by prioritising the most material matters across the following six focus areas: Better Nutrition, Better Packaging, Better Sourcing, Better Climate, Better People and Better Governance.



**About Dutch Lady Milk Industries Berhad**

Incorporated in 1963, Dutch Lady Milk Industries Berhad (DLMI) is a leading dairy company in Malaysia. It is owned by one of the largest dairy cooperative companies in the world, FrieslandCampina, a Dutch multinational dairy company. We were the first milk company to be listed on Bursa Malaysia in 1968, and the first to introduce Formulated Milk Powder for Children in Malaysia in 1988.

Staying true to our purpose of Nourishing Our Planet and People in Every Stage of Life, DLMI manufactures and sells a wide range of quality dairy products for the home and export market. Through a unique collaboration between FrieslandCampina and four international research teams/universities, we initiated the South East Asian Nutrition Surveys (SEANUTS) study in 2009, involving four countries – Malaysia, Indonesia, Vietnam and Thailand. SEANUTS is the largest and most extensive nutrition and health study ever done in South-East Asia, wherein 16,744 children up to 12 years old were surveyed over a four-year period. The follow-up SEANUTS II was conducted between 2019 – 2021 involving 14,000 children in the four countries. More information can be found at www.dutchlady.com.my

About FrieslandCampina

FrieslandCampina is a large international dairy company with a cooperative history dating back more than 150 years. The company processes milk into nutritious dairy products, such as milk, yoghurt, condensed milk, dairy-based beverages, cheese, butter, quark and cream. The dairy company supplies specific nutrition for specific consumer groups, such as children, the elderly and sportspeople. Professional customers, such as bakers, pastry chefs, chocolate confectioners, chefs and caterers can rely on FrieslandCampina for a broad range of products, including creams, butters, desserts and fillings. The company also supplies high-quality ingredients to food producers and pharmaceutical companies. Dutch, Belgian and German dairy farmers jointly own the company through Zuivelcoöperatie FrieslandCampina U.A. For additional information: www.frieslandcampina.com

Issued by Dutch Lady Milk Industries (DLMI) Berhad

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