



29th October, 2021

BSE Limited Phiroze Jeejeebhoy Towers, Dalal St, Kala Ghoda, Fort, Mumbai - 400001 Code No. 507880 and 959982	National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. Code - VIPIND
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Subject: Presentations made/being made to analysts / institutional investors

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith presentation being made by the Company to the analysts/ institutional investors.

Kindly take the same on record.

Thanking you,

Yours faithfully,

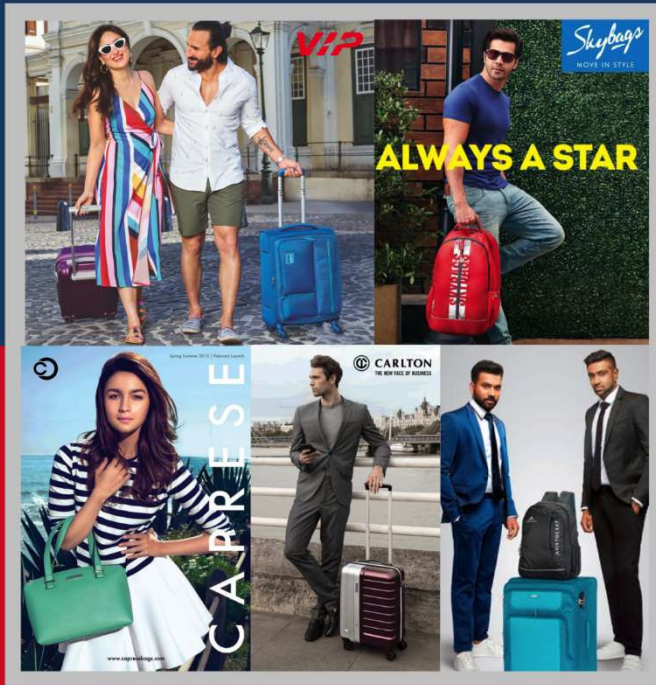
For V.I.P. Industries Limited

Anand Daga
Company Secretary & Head - Legal

Encl. As above

VIP INDUSTRIES LIMITED

Registered Office: DGP House, 5th Floor, 88C, Old Prabhadevi Road, Mumbai 400 025. INDIA.
TEL: +91 (22) 6653 9000 FAX: +91 (22) 6653 9089 EMAIL: corpcomm@vipbags.com WEB: www.vipbags.com
CIN - L25200MH1968PLC013914



Investors Update Q2 FY22 October 2021

VIP INDUSTRIES LIMITED



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Company Overview

VIP Industries Ltd. is Asia's largest and the world's second largest luggage architect, headquartered in Mumbai. A public limited Indian company manufacturing luggage and travel accessories, VIP Industries Ltd. has more than 8000 retail outlets in its armoury apart from a well-developed network of retailers in 50 countries.

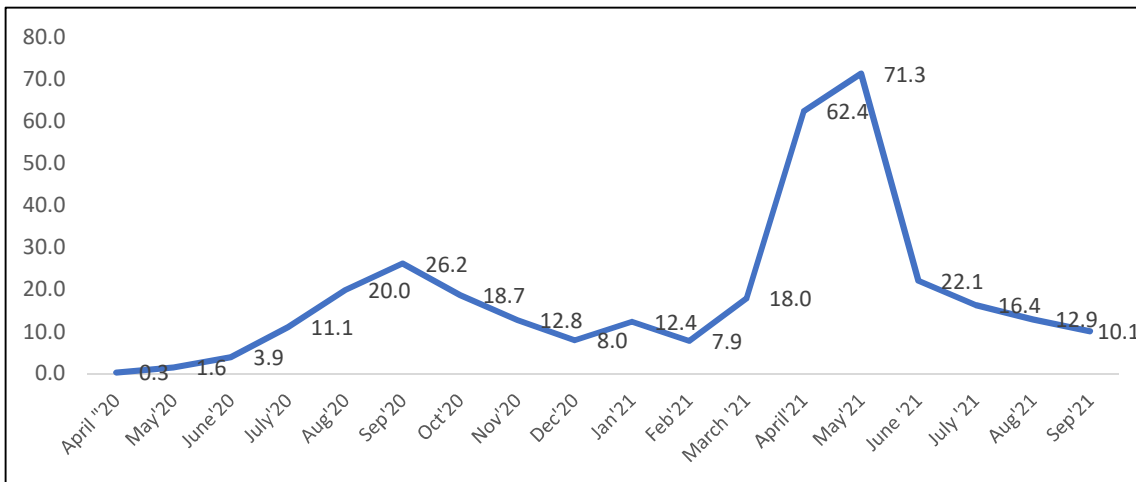
VIP Industries Ltd. journey began in 1971 when the first VIP suitcase was manufactured, and the brand has skyrocketed since. In fact, to date VIP Industries Ltd. has sold over 60 million pieces of luggage to travellers around the world and subsequently became the leading manufacturer of hard and soft luggage in Asia, with a goal to make travel simple and convenient. Major brands are VIP, Skybags, Carlton, Aristocrat, Alfa and Caprese.

The state-of-the-art VIP Design Lab at Nasik has to its credit several international patents and design registrations. Since inception, the company has kept in step with the changing needs and tastes of the discerning and quality conscious traveller. VIP Industries already has a global footprint with its products available not just across India but also all over Middle East, the UK, USA, Germany, Spain, Italy and select African and South East Asian countries.



Q2 Business Context

Declining Active cases – Monthly (All India)



FMCG saw sharp recovery, Travel sentiments on the rise

HUL, Dabur, PepsiCo, Marico, Parle, Britannia, ITC, Wipro Consumer, Emami, among others, scaling up

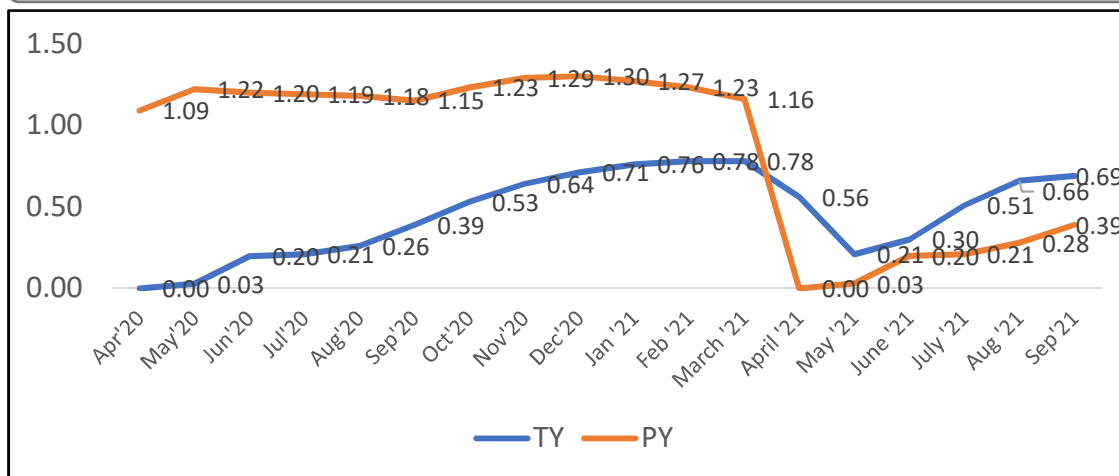
Cos anticipation higher demand over next three quarters with lower Covid-19 cases and higher vaccination

Market growing and we will have to put additional capacities accordingly: Marico MD Saugata Gupta

Economic impact of second wave likely to be restricted to June quarter: Moody's

FMCG DEMAND INCREASE
15%
IN THE FIRST TWO WEEKS OF JUNE

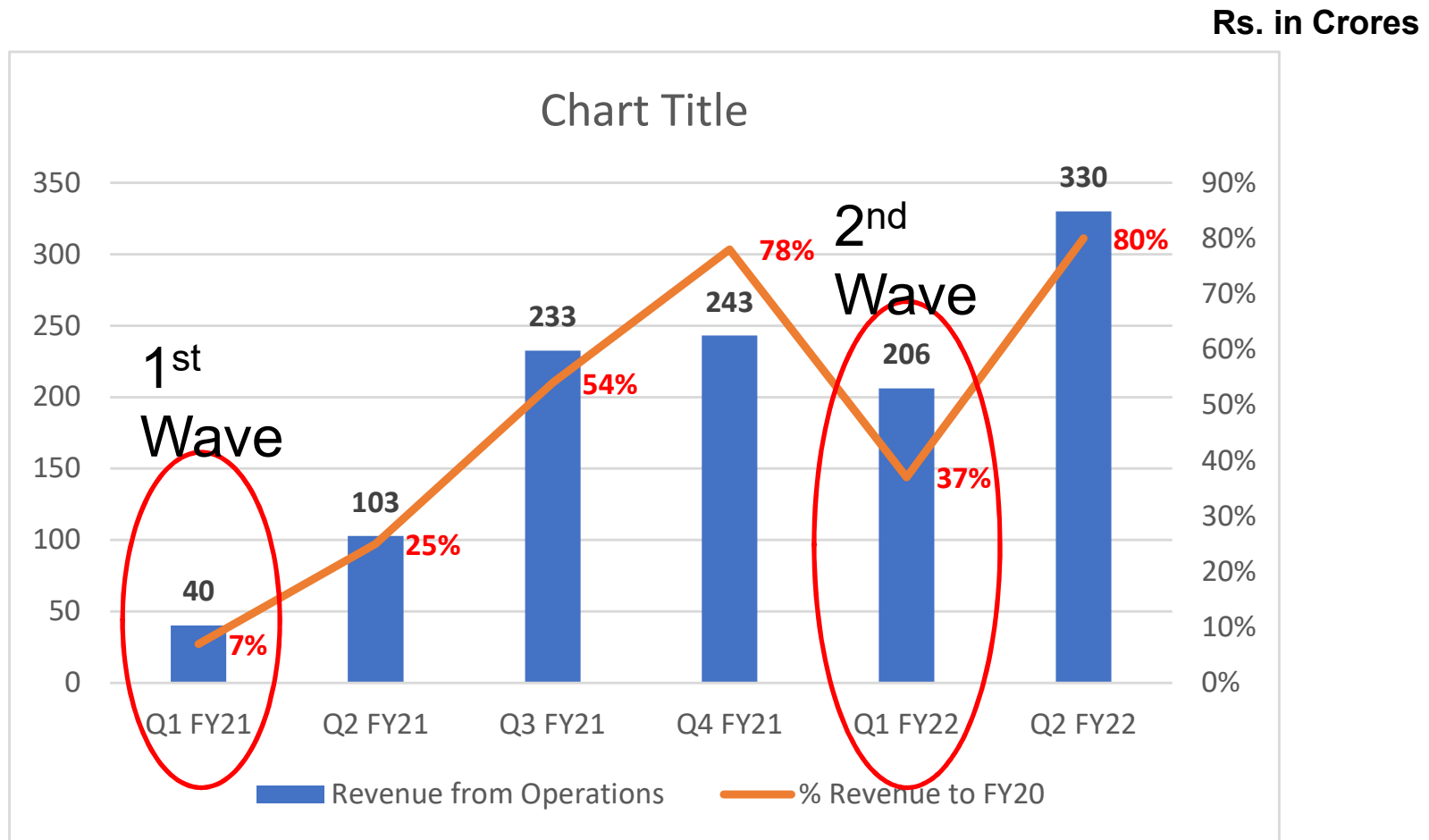
Improving Domestic Airline Passenger Traffic



- ✓ Sharp Inflation on China imports for both RM as well as FG
- ✓ RM prices in India (Plastic as well as Metal) continue to rise
- ✓ Ocean freight at abnormal high levels



Revenue Recovery



Revenue recovery as compared to 2019-20. Recovery seen starting Q3 FY21, however the same got derailed in Q1 FY22 due to 2nd Wave of COVID .

Consolidated Financial Results

Rs. in Crores

Particulars	Quarter ended			Year ended		Year ended
	Sep-21	Jun-21	Sep-20	Sep-21	Sep-20	Mar-21
Income from Operations	337	221	108	557	166	667
Material Consumed	175	101	63	276	86	366
Employee Cost	44	39	30	83	68	138
Others Expenses	69	53	32	123	66	180
EBIDTA	49	27	-17	76	-55	-17
EBIDTA Margin	14%	12%	-16%	14%	-33%	-3%
Depreciation	17	18	19	36	42	78
Finance Cost	7	7	8	14	14	30
PBT before exceptional items	25	2	-44	26	-111	-125
Exceptional (Exp.)/Income	-	-	-	-	-	-
Profit before Tax	25	2	-44	26	-111	-125
Tax	6	-1	-8	5	-24	-27
Profit After Tax	19	3	-35	21	-87	-97



Financial Highlights

- Q2 revenue growth at 153% over Q1 FY22 Jun quarter. Hard Luggage constitutes 47% of total revenue for this quarter.
- Q2 GM after netting of other income is 47% as compared to 51% in Q1 FY22 mainly due to unfavourable mix and inflation in RM costs and ocean freight from China to BD.
- Q2 Overall Expense is at Rs. 114 cr as compared to Q1 FY22 was at Rs. 92 cr. Expenses directly linked to revenue have started going up like freight, job work charges, power & fuel, etc.
- Q2 employee cost is at Rs. 44 cr vs Rs. 39 cr in Q1 FY22, increase is mainly due to additional workers at Bangladesh and incentives for employees.
- Double digit EBITDA at 14% of Revenue



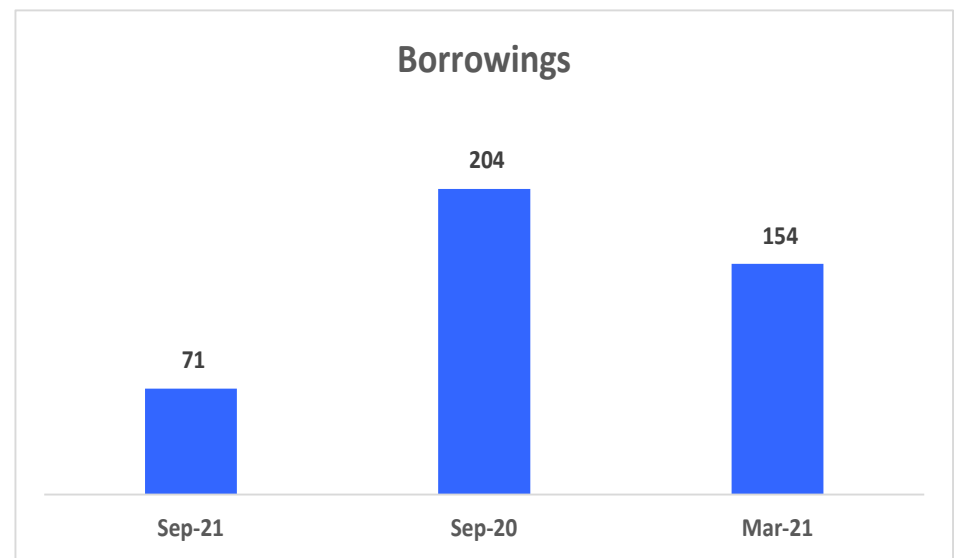
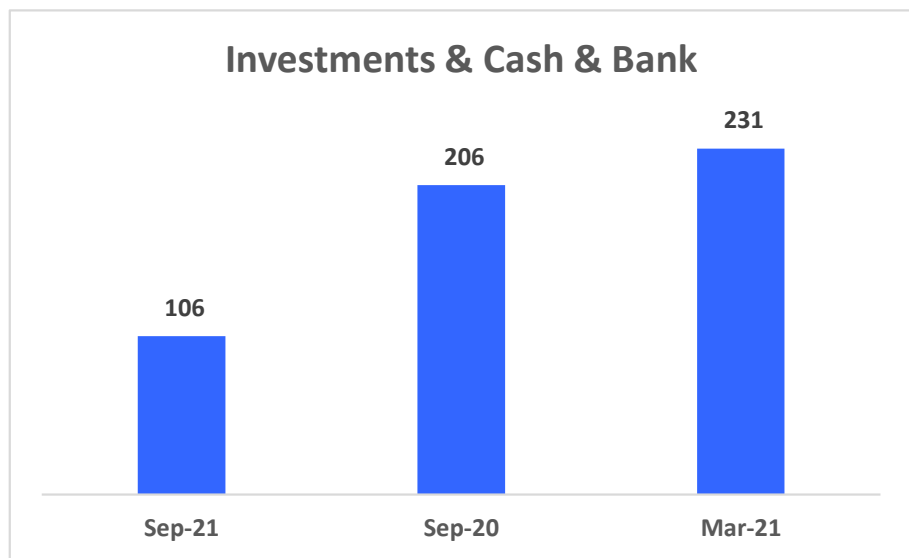
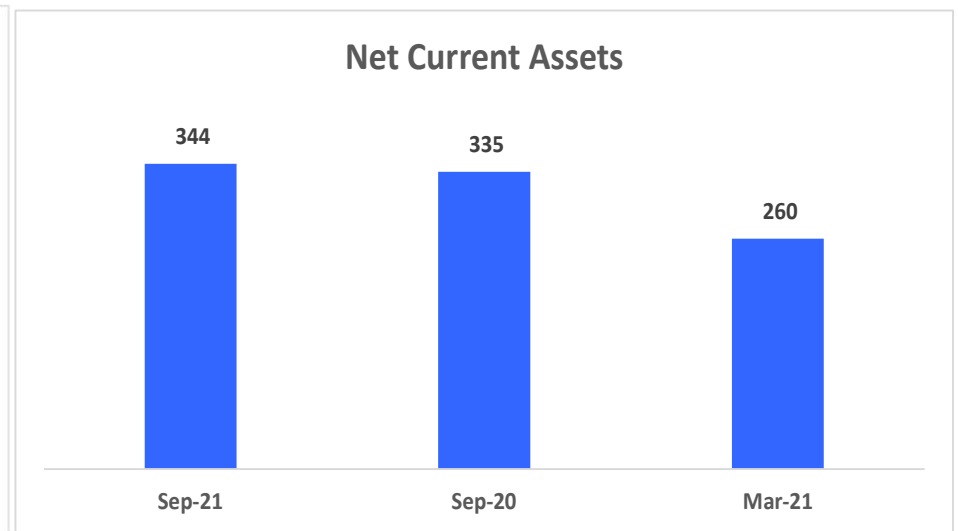
Other Expenses

Rs. in Crores

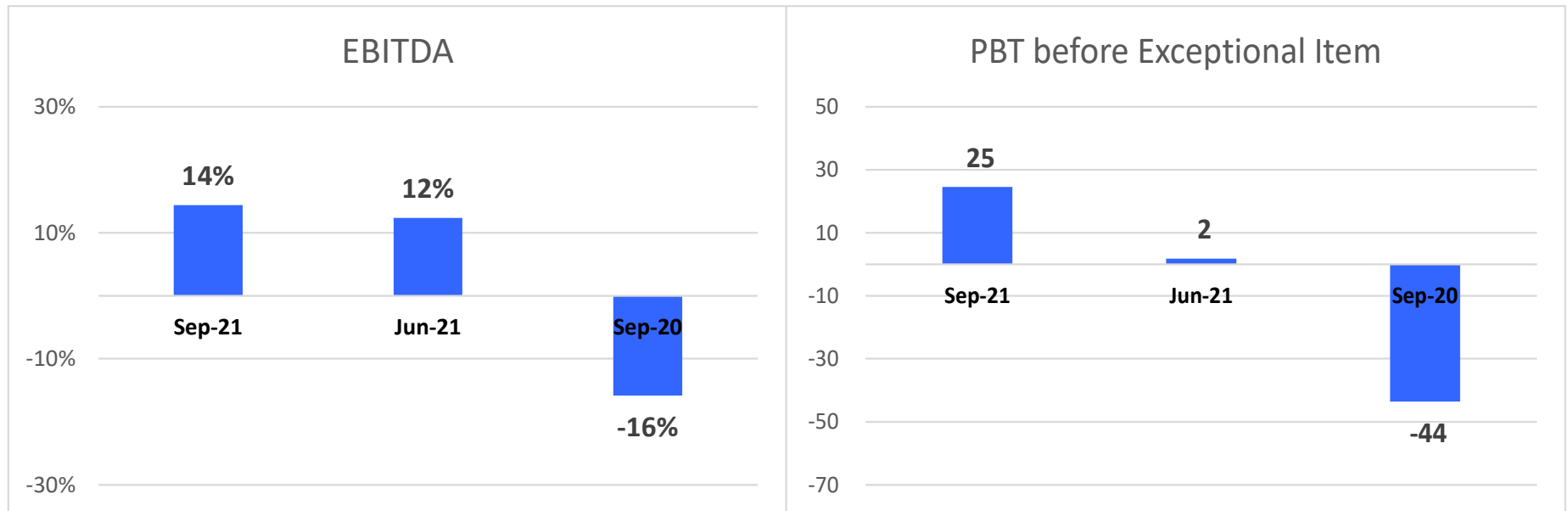
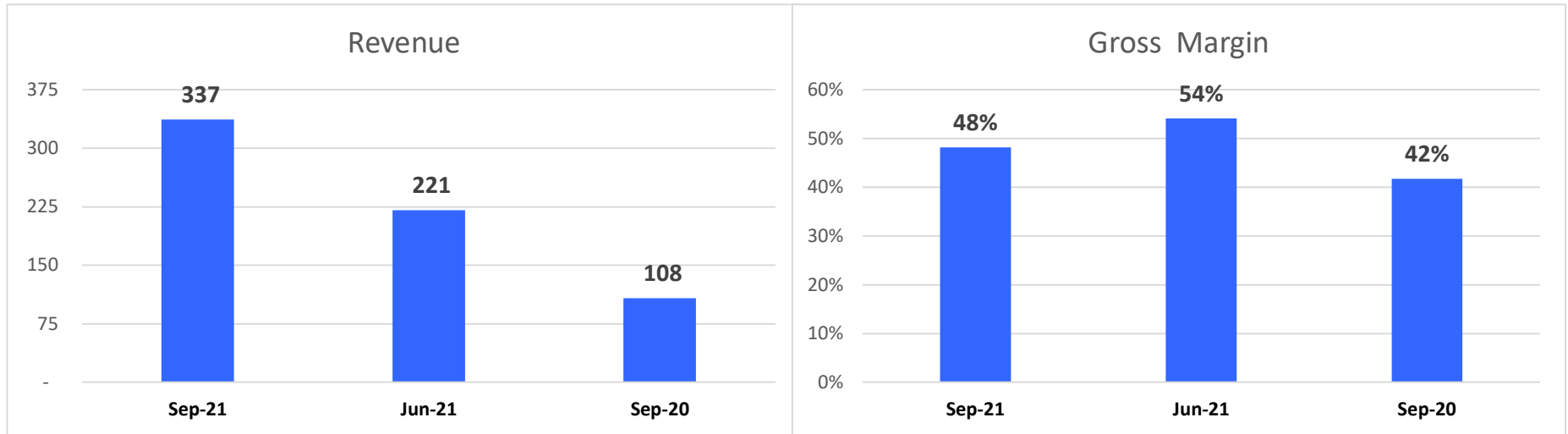
Particulars	For the Quarter ended			Year ended		Year ended
	Sep-21	Jun-21	Sep-20	Sep-21	Sep-20	Mar-21
Job Work Charges	6.2	3.1	0.8	9.3	1.1	8.5
Electricity, Power & Fuel Expenses	4.6	3.2	1.9	7.7	3.1	10.0
Rent	0.7	0.5	2.2	1.3	3.1	5.9
Repairs	2.6	2.5	2.3	5.1	4.3	10.6
Insurance	1.4	1.1	0.9	2.5	1.9	4.8
Rates and taxes	0.5	0.5	0.4	1.0	0.6	2.6
Travelling expenses	1.7	0.7	0.6	2.3	0.8	4.1
Payment to auditors	0.2	0.2	0.1	0.3	0.2	0.5
CSR Expenditure	0.1	0.7	-	0.8	-	3.5
Professional fees	1.2	1.2	1.5	2.3	2.5	4.8
Communication expenses	0.4	0.4	0.5	0.8	0.9	2.0
Advertisement and publicity expenses	8.9	5.6	4.1	14.5	7.1	20.8
Freight, handling and octroi	24.2	15.3	8.1	39.5	11.8	46.0
Provisions	-	4.5	-	4.5	8.6	10.6
Human resource procurement	9.7	9.1	5.5	18.9	13.1	28.5
Miscellaneous Expenses	7.2	4.6	3.4	11.8	6.7	16.9
Total	69.4	53.2	32.3	122.6	66.0	180.1



Key Financial Metrics



Key Financial Metrics – Q2



Disclaimer

- Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.
- Actual results might differ materially from those either expressed or implied

Thank you

VIP