



6th August, 2020

BSE Limited Phiroze Jeejeebhoy Towers, Dalal St, Kala Ghoda, Fort, Mumbai – 400001 BSE Code No. 507880	National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051. NSE 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, we enclose herewith presentation made/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

VIP INDUSTRIES LIMITED

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Investors Update Q1 FY21 August 2020

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.



Focus in Q1 – Cost Rationalisation

- Prime focus for Q1 FY21 Cost Rationalisation
- Achieved reduction in Fixed Overheads by 35%
- Reduction is achieved by
 - Reduction in Rent
 - Store Closure
 - Rationalisation in Manpower Cost
 - Eliminate all discretionary spends

Consolidated Financial Results

Particulars	Quarter ended			Year ended
	Jun-20	Mar-20	Jun-19	Mar-20
Income from Operations	58	317	567	1,731
Material Consumed	23	132	280	806
Employee Cost	39	42	54	210
Others Expenses	36	106	105	411
EBIDTA	-40	37	128	304
EBIDTA Margin	-69%	12%	23%	18%
Depreciation	21	22	19	84
Finance Cost	7	5	5	23
PBT before exceptional item	-67	10	103	197
Exceptional (Exp.)/Income	-	-	48	48
Profit before Tax	-67	10	55	148
Tax	-16	1	20	37
Profit After Tax	-51	10	35	112

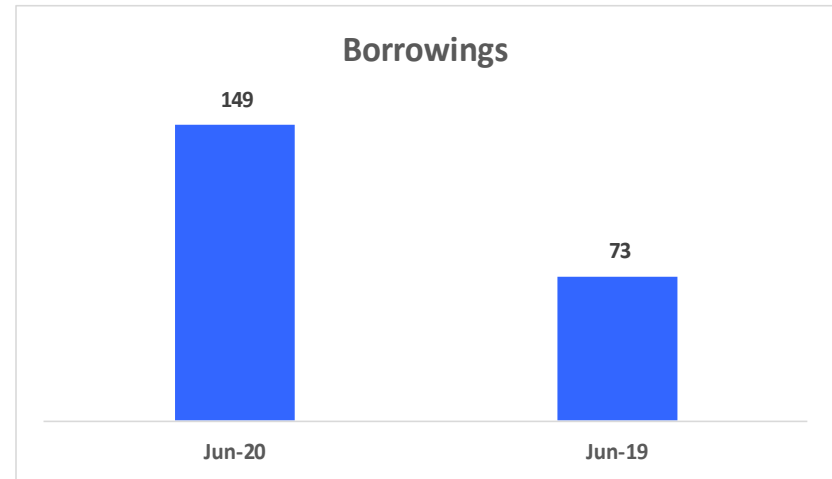
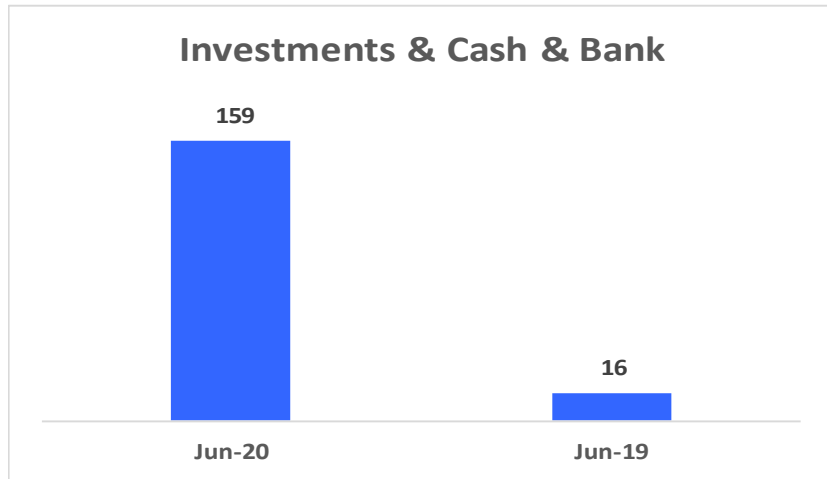
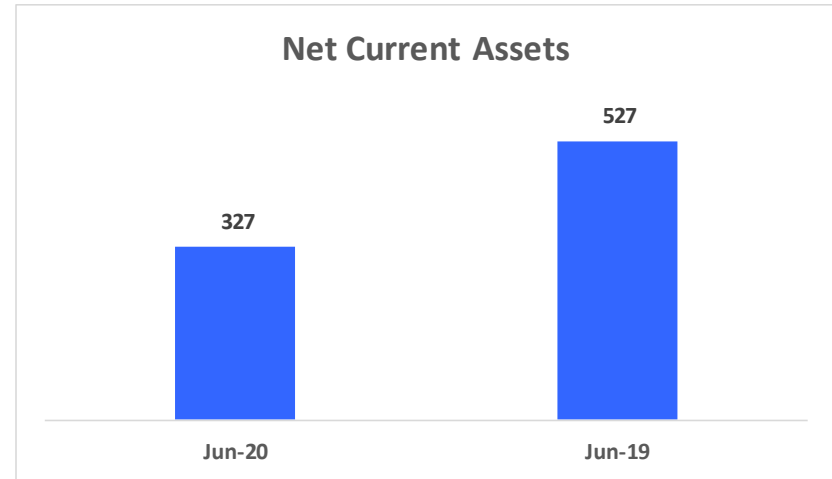
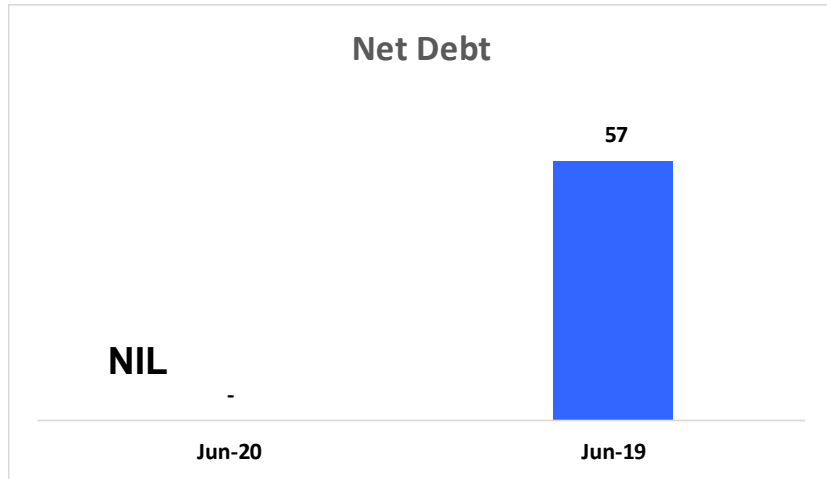
Financial Highlights

- Q1 revenue impacted due to COVID-19. Revenue at 7% of last year June quarter at 40.3 crore
- High other income is due to impact of IND AS 116 – 14 crore because of Rent waivers, reduction and store closure and Insurance claim of Kerala Flood Rs. 1.9 crore
- Gross Margin after netting of other income is 42% mainly due to higher discounts and high mix of India produced goods sale rather than Bangladesh production
- Overall Expense is down from Rs.160 Cr last year to Rs. 75 cr in Q1 of this year

Other Expenses

Particulars	For the Quarter ended		
	Jun-20	Mar-20	Jun-19
Job Work Charges	0.28	7.42	5.17
Electricity, Power & Fuel Expenses	1.18	4.28	4.12
Rent	3.17	1.48	1.99
Repairs	2.11	4.40	3.25
Insurance	1.02	1.78	1.23
Rates and taxes	0.24	1.24	0.59
Travelling expenses	0.25	5.13	6.32
Directors' Fees	-	0.05	0.06
Payment to auditors	0.12	0.10	0.14
CSR Expenditure	-	2.40	-
Professional fees	0.99	1.69	0.18
Communication expenses	0.44	1.01	1.02
Advertisement and publicity expenses	3.05	14.63	28.08
Freight, handling and octroi	3.70	23.56	28.89
Provisions	8.78	12.52	1.02
Human resource procurement	7.63	16.53	14.41
Miscellaneous Expenses	3.20	7.38	8.97
Total	36.15	105.60	105.44

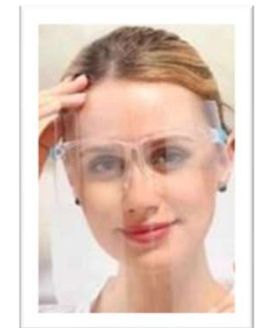
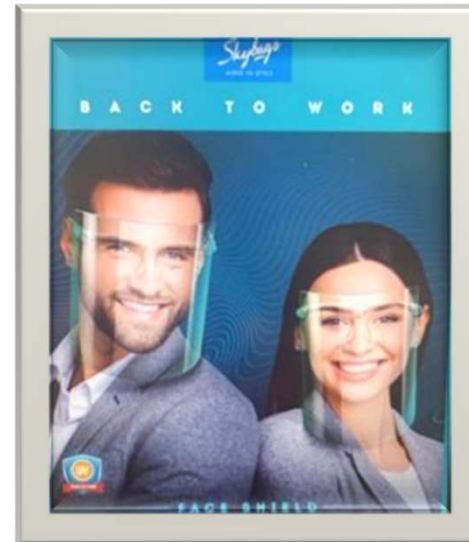
Key Financial Metrics



Standalone Cash Flow

Particulars	Actual Q1 FY21
Collection from Debtors	117
Total Inflows	117
Payments	
Employee Payments	49
Chinese Vendors	5
Indian Vendors	17
Bangladesh Companies	33
Other Expenses	20
Total Outflows	124
Surplus / (Deficit) - 1	-6
Opening balance -2	41
Additional Borrowings - 3	116
Closing balance (1 + 2 + 3)	150

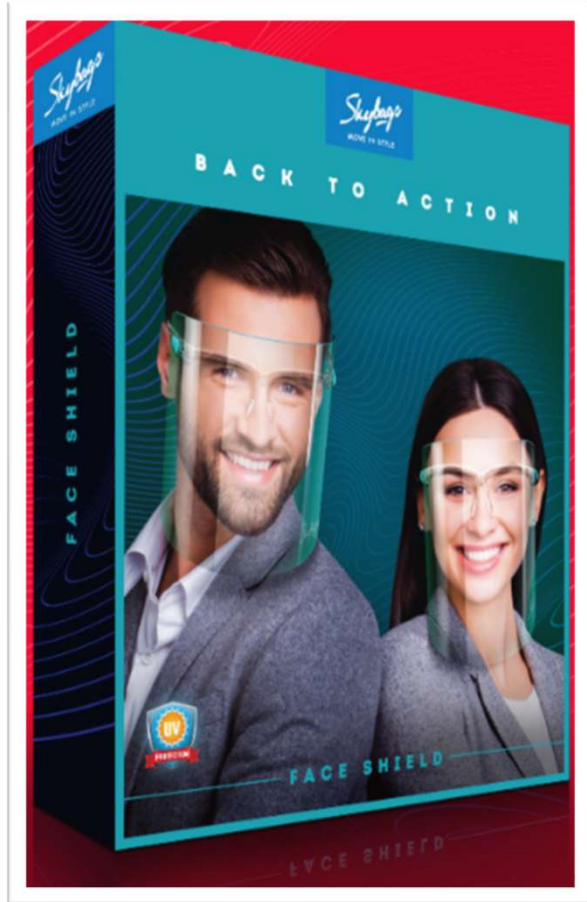
ENTRY IN PPE CATEGORY- Masks & Face Shield



New Channel- Pharmacy



AUG LAUNCH : SKYBAGS FACE SHIELD



MERCHANDISING SOLUTIONS



Counter



Hanging



Floor standing unit

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