

Corporate Office :

Giriraj Annexe Circuit House Road
HUBBALLI - 580 029 Karnataka State
Phone : 0836 2237511
Fax : 0836 2256612
e-mail : headoffice@vrllogistics.com

To,

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001

National Stock Exchange of India Limited
Exchange Plaza, Plot No.C/1, G-Block,
Bandra – Kurla Complex, Bandra (E),
Mumbai – 400 051

Dear Sir / Madam,

Sub: Submission of Earnings Presentation

Ref: Scrip Codes (BSE: 539118, NSE: VRLLOG)

With respect to above captioned subject and in accordance with the extant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 and other applicable laws for time being in force, we enclose herewith the Earnings Presentation of the Company which would also be hosted on the website of our Company.

We request you to kindly take note of the same

Thanking you,

Yours faithfully

For VRL LOGISTICS LIMITED



ANIRUDDHA PHADNAVIS
COMPANY SECRETARY AND COMPLIANCE OFFICER

Date: 06.11.2020

Place: Hubballi

Corporate Office : Giriraj Annexe Circuit House Road **HUBBALLI - 580 029** Karnataka
Phone : 0836 2237511 Fax : 0836 2256612 e-mail : headoffice@vrllogistics.com

Customer Care : HUBBALLI ☎ 0836 - 2307800 e-mail : customercare@vrllogistics.com

Website : www.vrllogistics.com CIN : L60210KA1983PLC005247 GSTIN (KAR) : 29AABCV3609C1ZJ



VRL Financial Results - Q2 2020-21

Earnings Presentation

November 6, 2020



VRL LOGISTICS LTD

www.vrllogistics.com

- Certain statements contained in this document may be statements of future expectations/forward looking statements that are based on management's current view and assumptions and involve known and unknown risks and uncertainties that could cause actual results/performance or events to differ materially from those expressed or implied therein.
- The information contained in this presentation has not been independently verified and no representation or warranty expressed or implied is made as to and no reliance should be placed on the fairness accuracy completeness or correctness of the information or opinions contained herein.
- This presentation may contain certain forward looking statements within the meaning of applicable securities law and regulations. These statements include descriptions regarding the intent belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements is not guarantee of future performance and involve risks and uncertainties and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company presently believes to be reasonable in light of its operating experience of recent years. Many factors could cause the actual results, performance or achievement of the Company to be materially different from any future results performance or achievement and significant factors that could make a difference to the Company's operations include domestic and international economic conditions changes in government regulations tax regime and other statutes
- None of VRL Logistics Ltd or any of its affiliates advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its content or otherwise arising in connection with this document.
- This document does not constitute an offer or invitation to purchase or subscribe for any shares and neither it nor any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.



A public listed company on NSE & BSE Exchange with a Market capitalization of INR 14.93 billion (as on 30th September, 2020).

A pre dominantly parcel delivery service provider (87% of total Revenue for FY20) with pan-India last mile connectivity operating through a fleet of 4668 owned Goods transport vehicles complemented by third party hired vehicles on need basis.

Integrated hub-and-spoke operating model which enables optimal aggregation of parcels from a diversified customer base across multiple industries and locations.

Diverse customer base of Corporate, SMEs and traders with exclusive focus on B2B services

Passenger transportation through 334 owned buses of various makes.

Extensive pan India network with presence in 878 locations, Ensuring last mile delivery even in remote locations.

State - of - the - art vehicle maintenance facilities with performance enhancing technological innovations.

Own fuel stations at key locations and tie up with IOCL

Dedicated In house software with own servers and real time data for analysis and MIS





Booking & Distribution Network

Market Leader in LTL segment

Operations : 22 States, 5 Union Territories,

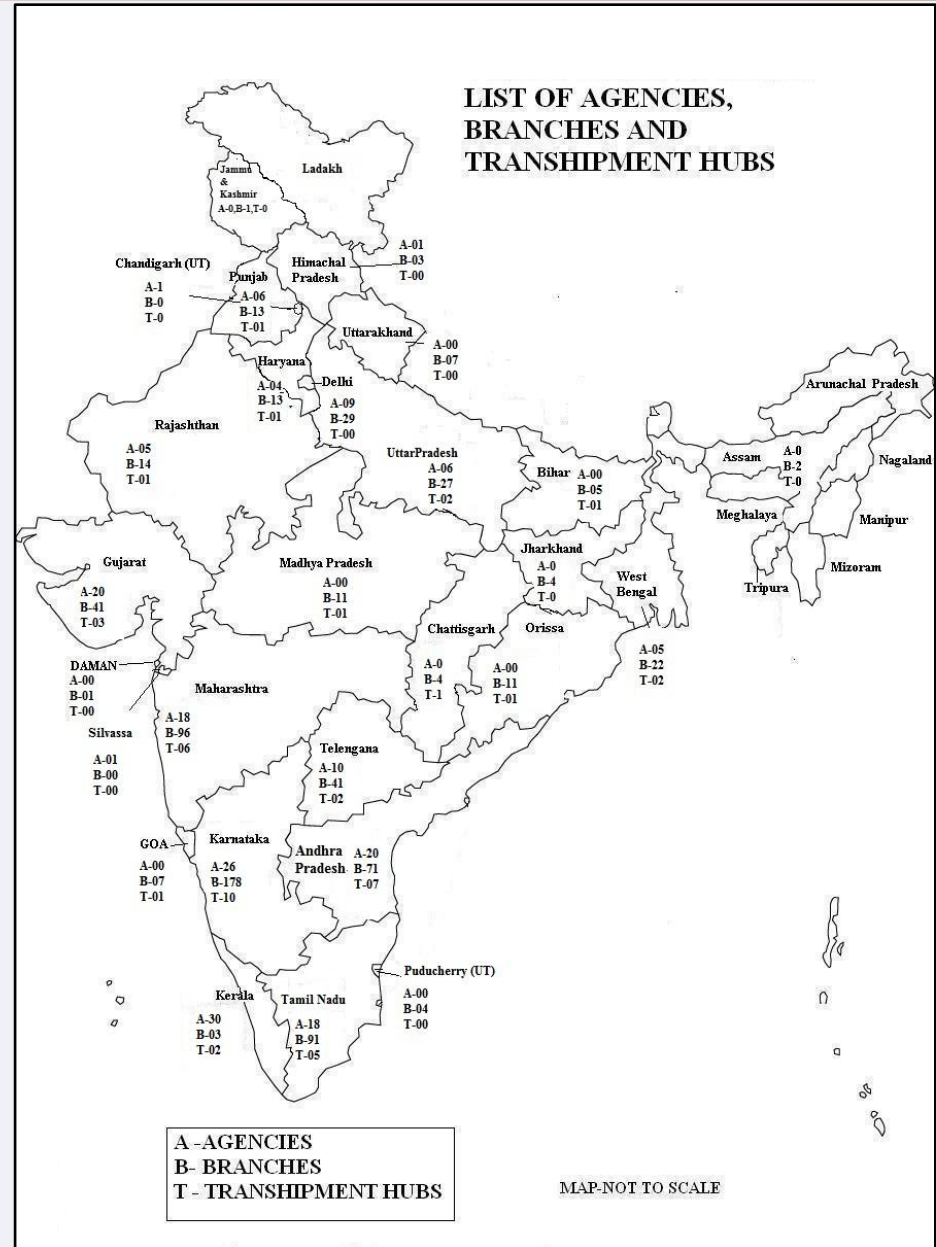
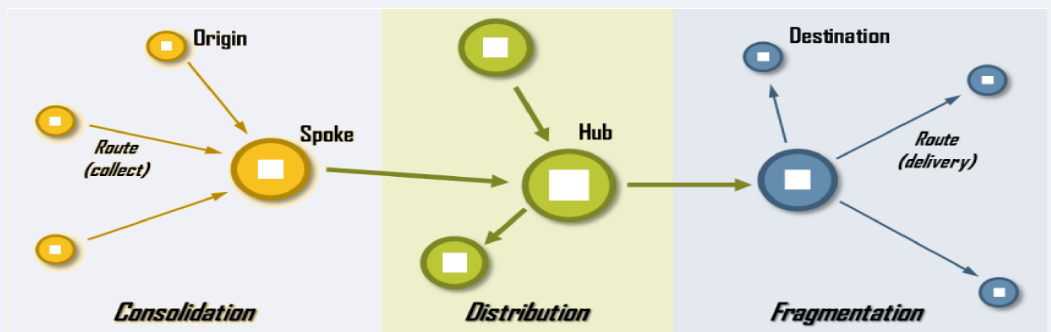
678 Branches

Extensive network across the country with last mile delivery even in remote locations

153 Agencies

47 Strategically placed Hubs

Hub-and-Spoke model to aggregate small parcels and maximize capacity utilization of its vehicles



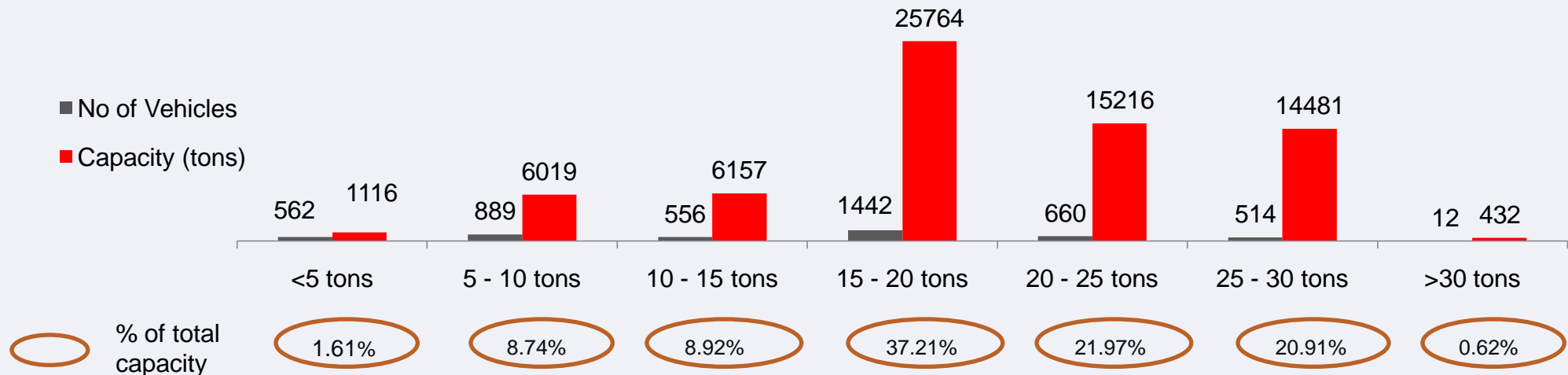
Efficient operations with largest fleet and a robust pan India network in 878 locations



Own Vehicle Numbers										
As of	0.5 tons to 2.5 tons	2.5 tons to 7.5 tons	7.5 tons and above	Car Carrier (1)	Available Capacity (tons)	Tanker (2)	Cranes (3)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-17	117	969	2723	102	52099	17	13	3941	419	4360
31-Mar-18	150	960	2765	102	52954	17	13	4007	396	4403
31-Mar-19	257	1009	3004	102	64776	13	13	4398	381	4779
31-Mar-20	312	981	3428	0	70012	20	13	4754	337	5091
30-Sep-20	307	963	3365	0	69186	20	13	4668	334	5002

Note: (1) Used for transportation of automobiles, converted to HGV's from 2020. (2) Used for transportation of liquid (3) Cranes are predominantly used for internal operations.

Capacity Breakup as on September 30, 2020



Goods transportation fleet

4668 owned vehicles as on September 30, 2020	4129 (88%) debt free vehicles
Wide range of vehicles with carrying capacity from 1 ton to 39 tons	2493 (53%) of vehicles are fully depreciated and operating in optimal condition

Bus Operations fleet

334 owned vehicles as on September 30, 2020

334 (100%) vehicles are debt free

Significance of own vehicles

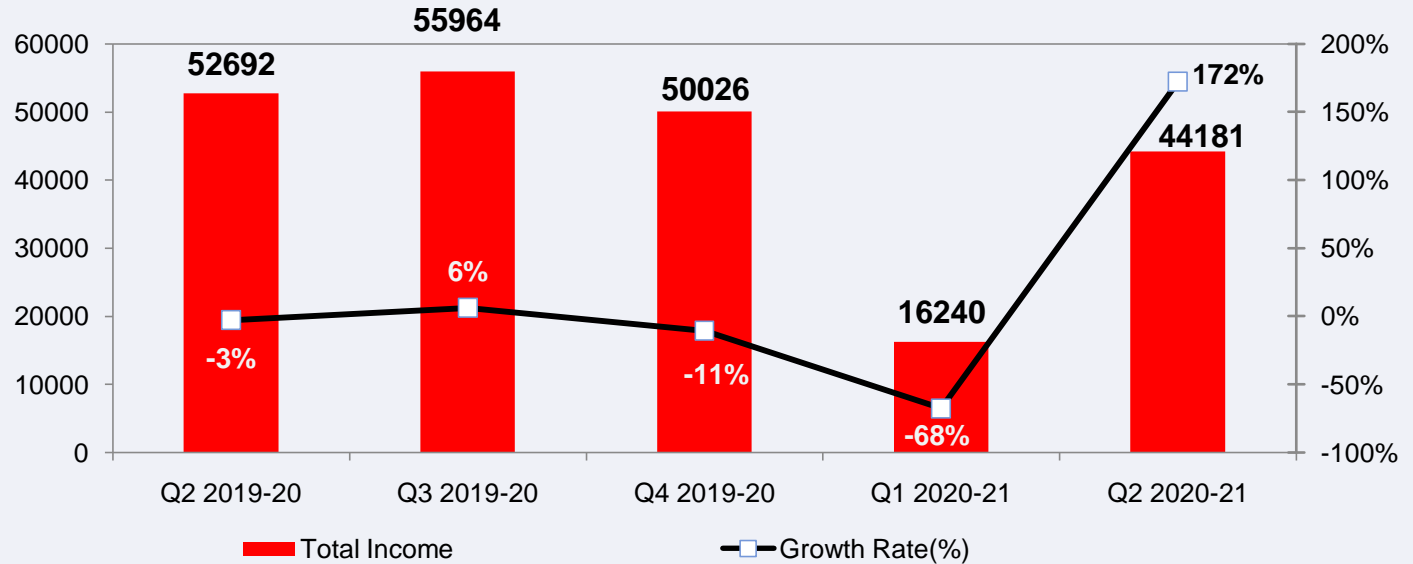
- Enables us to significantly control hiring and operational costs
- Higher payload per vehicle for LTL consignments
- Enables us to cover a large number of routes and reduce dependence on third party hired vehicles
- Enables better control and time bound delivery, thereby enhancing service quality
- Bus Operations: Owned vehicles enable us to provide safe and on time travel experience

Total of 5002 owned vehicles provides greater advantage in terms of pricing and service

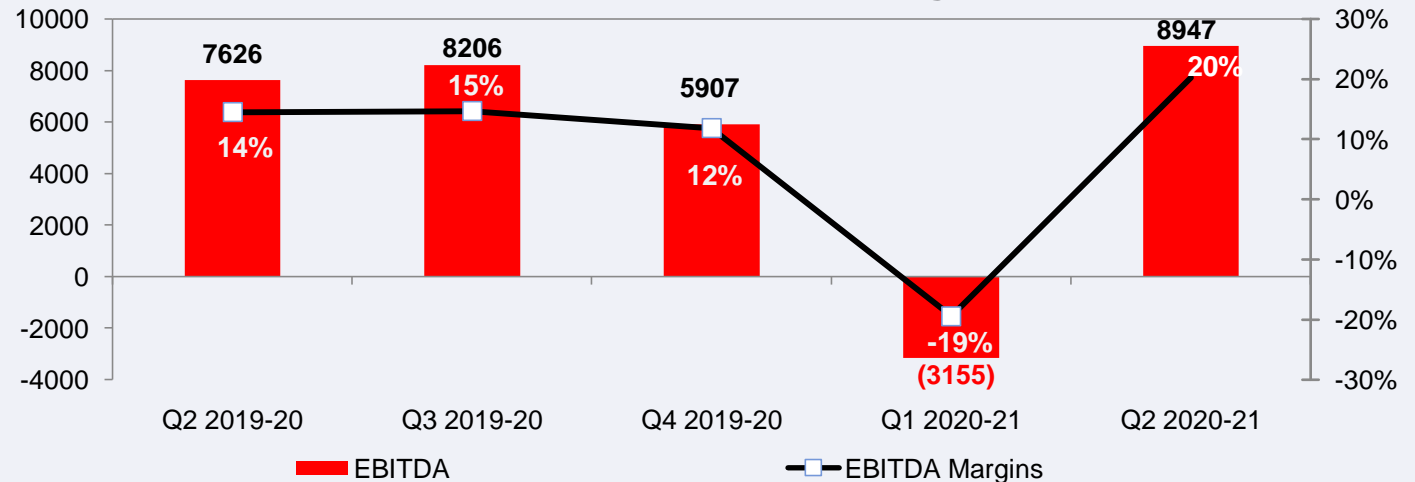
- 1) The above Statement of Unaudited Financial Results (financial results) have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on November 6, 2020. The Statutory Auditors of the Company have carried out a limited review of the above financial results for the quarter and half year ended September 30, 2020. These financial results are prepared and published in accordance with Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, as amended..
- 2) The financial results are prepared in accordance with the Indian Accounting Standards 34 'Interim Financial Reporting' (Ind AS 34), as prescribed under Section 133 of the Companies Act, 2013 and the relevant Rules issued thereunder and other accounting principles generally accepted in India.
- 3) The Unaudited Statement of Cash Flows has been prepared under the indirect method as set out in Ind-AS- 7 Statement of Cash Flows.
- 4) The Company has applied the practical expedient available as per amendment to Ind AS 116, "Leases", for rent concessions which are granted due to Covid-19 pandemic. Accordingly, Rs. 424.99 lakhs has been recognised as a reduction from 'Rent Expenses' in the financial results for the quarter ended 30 June 2020. There is no change for the quarter ended 30 September 2020.
- 5) The Unaudited Statement of Assets and Liabilities as at September 30, 2020 and Unaudited Statement of Cash Flows for half year ended September 30, 2020, and Segment Information for the quarter and half year ended 30 September 2020, form an integral part of the results.
- 6) Due to COVID-19 pandemic and the consequent lockdown across the country, the Company's operations and financial results for the quarter and half year have been impacted. While the operations of the Company for the current quarter have improved, the level of operations are not yet comparable with those of the corresponding period in the previous year. In assessing the recoverability of the carrying amount of its assets, the Company has considered internal and external information up to the date of approval of these financial results. However, the impact assessment of COVID-19 is a continuing process given the uncertainty associated with its nature and duration. The Company will continue to monitor any material changes as the situation evolves.
- 7) Previous period figures have been regrouped/restated wherever considered necessary to conform to the current period classification.

Proactive steps
ensures Rising
Margins and
offsets the
setback caused
due to the
panademic

Total Income(Rs) v/s Growth (%)



EBITDA (Rs) v/s Margins(%)



Consolidated (INR in Lakhs)	Q2 FY21 (Unaudited)	Q1 FY21 (Unaudited)	Q2 FY20 (Unaudited)	H1-FY21 (Unaudited)	H1-FY20 (Unaudited)	FY20 (Audited)
TOTAL INCOME	44180.76	16240.38	52691.69	60421.14	106895.20	212885.65
EBITDA	8946.91	(3155.16)	7626.49	5791.75	16745.56	30858.48
EBITDA Margins(%)	20.25%	(19.43%)	14.47%	9.59%	15.67%	14.50%
EBIT	5066.46	(7342.94)	3480.30	(2276.48)	8601.48	14105.05
EBIT Margins(%)	11.47%	(45.21%)	6.61%	(3.77%)	8.05%	6.63%
PBT	4170.21	(8380.77)	2600.44	(4210.56)	6842.86	10431.68
PBT Margins(%)	9.44%	(51.60%)	4.94%	(6.97%)	6.40%	4.90%
PAT (excludes comprehensive income)	3088.07	(6271.49)	3472.41	(3183.42)	6217.81	9011.49
PAT Margins(%)	6.99%	(38.62%)	6.59%	(5.27%)	5.82%	4.23%

Segment Performance – Q2 FY2020-21



(INR in lakhs)	Goods Transport					
	Quarter ended			Half year ended		Year ended
Particulars	30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
Revenue	40771.41	14824.59	43202.36	55596.00	85541.38	172469.20
EBITDA	7972.08	(3006.51)	5847.36	4965.57	12138.06	23006.01
EBITDA Margin(%)	19.55%	(20.28%)	13.53%	8.93%	14.19%	13.34%
EBIT	5115.17	(6117.21)	2940.2	(1002.04)	6496.5	11115.93
EBIT Margin(%)	12.55%	(41.26%)	6.81%	(1.80%)	7.59%	6.45%

(INR in lakhs)	Bus Transport					
	Quarter ended			Half year ended		Year ended
Particulars	30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
Revenue	1678.17	529.43	7451.02	2207.6	17846.55	34371.06
EBITDA	(122.81)	(610.02)	463.52	(732.83)	2518.10	4863.98
EBITDA Margin(%)	(7.32%)	(115.22%)	6.22%	(33.20%)	14.11%	14.15%
EBIT	(574.46)	(1115.23)	(191.14)	(1689.69)	1175.82	2331.57
EBIT Margin(%)	(34.23%)	(210.65%)	(2.57%)	(76.54%)	6.59%	6.78%

Segment Performance – Q2 FY2020-21



(INR in lakhs)	Sale of Power					
	Quarter ended			Half year ended		Year ended
	30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
Revenue	755.87	479.17	958.13	1235.04	1442.05	1864.74
EBITDA	642.36	317.86	824.20	960.22	1129.42	1239.56
EBITDA Margin(%)	84.98%	66.34%	86.02%	77.75%	78.32%	66.47%
EBIT	372.81	48.31	553.41	421.12	581.13	153.76
EBIT Margin(%)	49.32%	10.08%	57.76%	34.10%	40.30%	8.25%

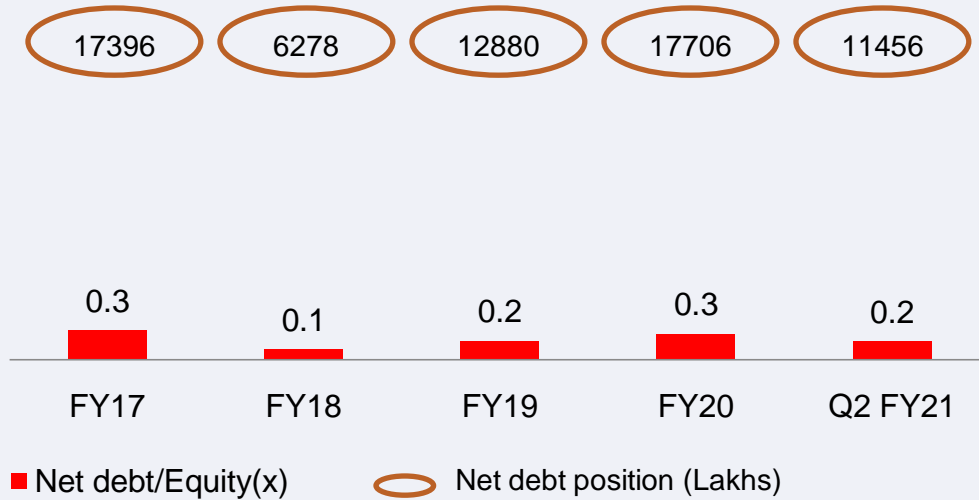
(INR in lakhs)	Transport of Passengers by Air					
	Quarter ended			Half year ended		Year ended
	30.09.2020 (Unaudited)	30.06.2020 (Unaudited)	30.09.2019 (Unaudited)	30.09.2020 (Unaudited)	30.09.2019 (Unaudited)	31.03.2020 (Audited)
Revenue	377.23	107.57	514.92	484.8	1033.49	1982.34
EBITDA	96.89	(101.58)	165.07	(4.69)	305.74	320.18
EBITDA Margin(%)	25.68%	(94.43%)	32.06%	(0.97%)	29.58%	16.15%
EBIT	56.15	(150.4)	115.62	(94.25)	215.81	138.12
EBIT Margin(%)	14.88%	(139.82%)	22.45%	(19.44%)	20.88%	6.97%

- Procurement of Bio-fuel @ 46.73% of total quantity in H1FY21 (31.03% in Q1FY21, 53.18% in Q2FY21). Bio-fuel quantity increased by 22.14% in Q2FY21, as compared to 31.03% of total quantity in Q1FY21.
- No Vehicles were added during Q2FY21.
- The ICRA Debt Rating is maintained A+ (stable).
- Q2FY21 results indicates successful transition of business practices in responding to new challenges
- Net debt reduced from 18899.61 lakhs as on June 30, 2020 to Rs 11456.34 lakhs as on Sep 30, 2020.



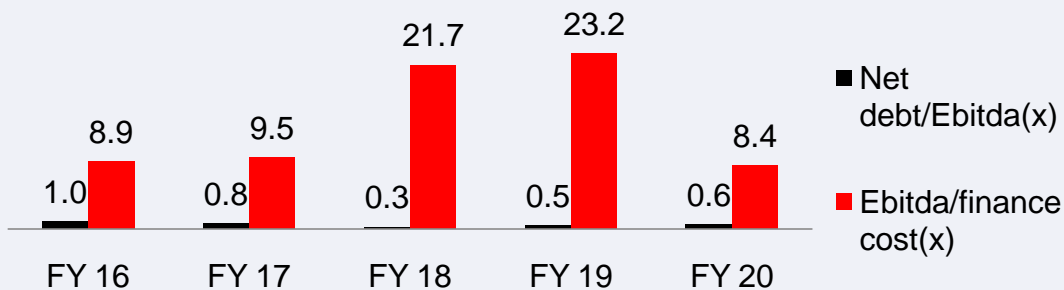
Leverage Metrics

Net Debt to Equity

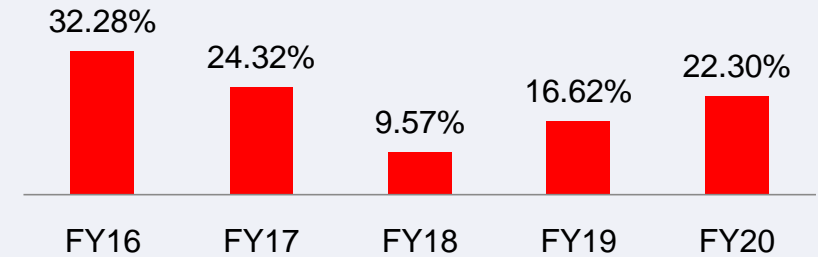


Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings.

Leverage metrics

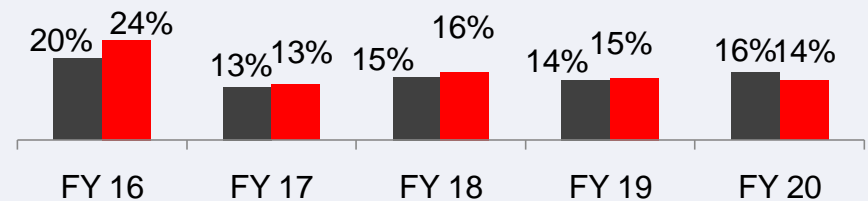


Gearing Ratio

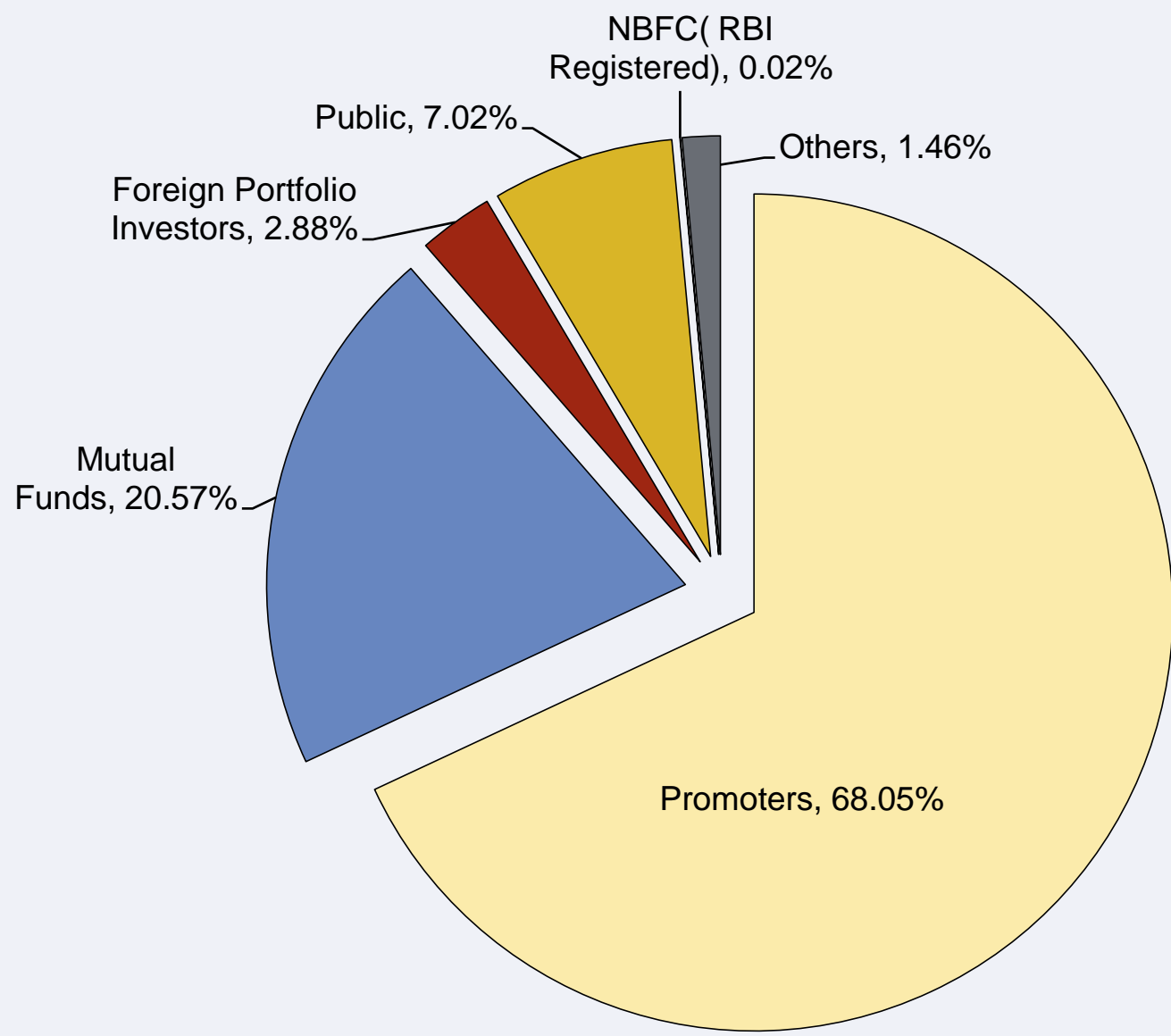


Return metrics

- Return (Profit for the year+Finance costs) on Average capital employed
- Return(Profit for the year) on average equity



Shareholding Pattern as of September 30,2020





For further discussions/queries please contact :

**Sunil Nalavadi
Chief Financial Officer
+91 93425 59298**

cfo@vrllogistics.com