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To,

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001
Scrip Code: 539118

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

Dear Sir / Madam,

Sub: Submission of Earnings Presentation

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: 20.05.2023
Place: Hubballi

FY2022-23 Earnings Presentation



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VRL – MARKET LEADER IN B2B PARCEL SEGMENT



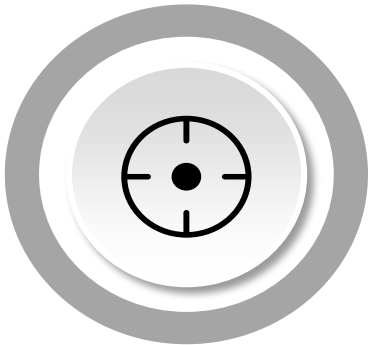
Only “Owned Asset” organised player in Less than Truck load logistics business in India



Pan-India surface logistics services provider with an established brand having one of the largest distribution networks in India



Integrated hub-and-spoke operating model ensuring efficient consignment distribution



Dedicated In-house maintenance facilities, inventory of spare parts and In-house software & technology capabilities



Apt asset owned model leads to higher operating margins, higher cash flows & return metrics



Diversified Customer base offering varied Commodity mix

INDIA'S LARGEST LTL SERVICE PROVIDER



5671 OWNED
GOODS
TRANSPORT
VEHICLES

HIRED VEHICLES
ENGAGED ON
NEED BASIS

1126 GOODS
TRANSPORT
BRANCHES

49 MASSIVE
TRANSHIPMENT
HUBS

8 LAKH +
CUSTOMER BASE

20000+
WORKFORCE led by
experienced
management

10700+ TONS
DELIVERED ON
DAILY BASIS (FY23)

184 NEW
BRANCHES ADDED
DURING THE YEAR

11601 TONS
ADDITIONAL
CARRYING
CAPACITY ADDED
DURING THE YEAR

54 lakhs+ Sq ft
OF TRANSHIPMENT
HUB AREA

412 CRORES
CAPEX INCURRED
DURING THE YEAR

95% DEBT FREE
VEHICLES

VRL - KEY DIFFRENTIATORS

India – 73% Goods transported by road

→ Long Term Sustainability

❖ VRL

→ Only “Owned Asset” organised player in LTL business in India

❖ Operating model

→ Integrated hub-and-spoke operating model ensuring efficient consignment distribution

❖ VRL owns 5671 GT vehicles

→ Efficient operations with largest fleet and minimal outsourcing of transportation

❖ Distribution Network

→ Robust pan India network across 25 states, 4 union territories, having 1126 branches, including 49 massive transshipment hub facilities

❖ Vehicles Specially Designed by OEM`s / in-house

→ Ensures Higher Payload

❖ Owned Vehicle operations, maintenance & Driver management barriers

→ Entry Barrier



VRL - KEY DIFFRENTIATORS

❖ More than 36% vehicles Fully Depreciated	➔	Lower Costs
❖ More than 95% vehicles Debt Free	➔	No Associated finance costs
❖ Financial performance & position	➔	Track record of growth and robust financial position
❖ EBITDA Margins	➔	@17% (Q4FY23) – Highest in the industry
❖ Cash Profits/Cash EPS	➔	High cash profit margins & Cash EPS
❖ Minimal Outsourcing of transport	➔	No Additional Margin to be Paid to Outside Vehicle Service Provider
❖ Bulk procurement policy	➔	Economies of scale
❖ Moving towards New Age Vehicles	➔	Addition of Electric and CNG vehicles



Standalone Strengths

❖ Most efficient collection mechanism

- Annual bad debt ~ Rs.30 lakhs on ~ Rs.2,600 Cr. Revenue.
- Hardly any collectible more than 90 days.

❖ Procurement of diesel directly from Refineries by establishing own fuel pumps in key locations.

❖ Wide range of Customers

- Not dependent on any major single customer or any major single product.

❖ Own workshop, Own fittings, Own Body Building, Own Design

- Lowest cost Operator.

❖ Double digit business volume growth.

❖ Much lower Debt Level – INR 168 Crs.

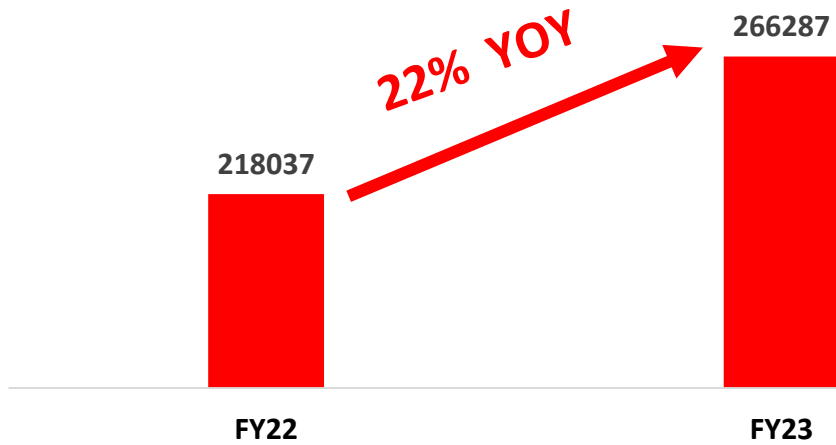
- Least cash burnout for servicing and repayment.

❖ PROACTIVELY preparing for Scrapping policy with aggressive capex plan

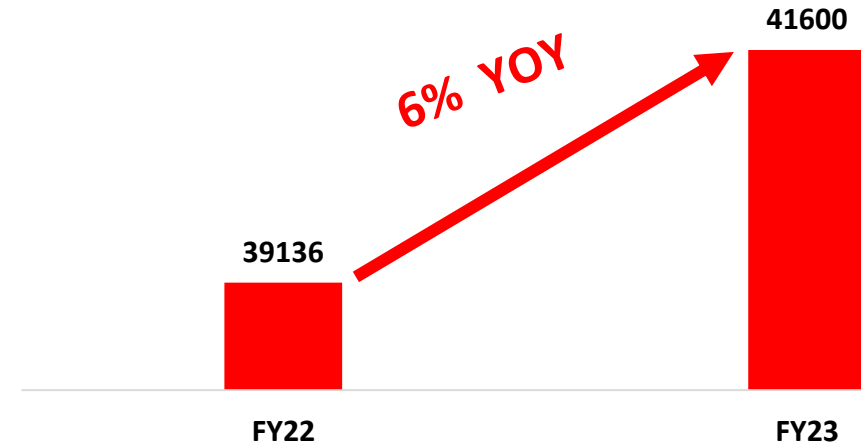
- VRL has 1189 vehicles > 15 years, as of March 31, 2023 with a total capacity of 12946 tons

KEY POINTS

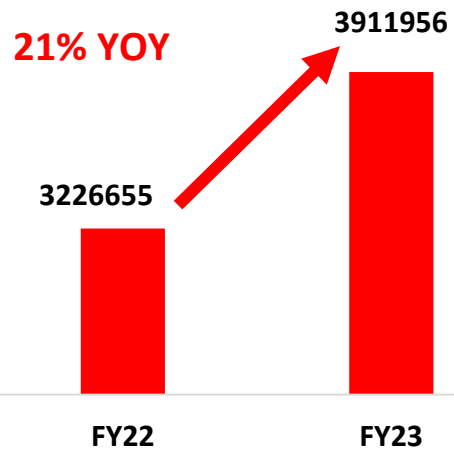
GOODS TRANSPORT REVENUE (Rupees in lakhs)



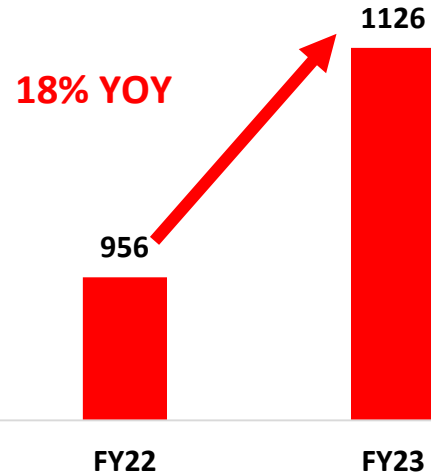
GOODS TRANSPORT EBITDA (Rupees in lakhs)



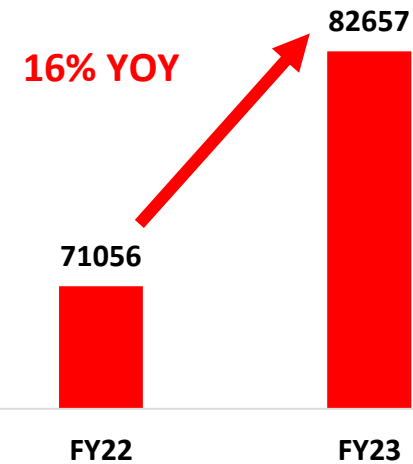
TONNAGE DELIVERED (TONS)



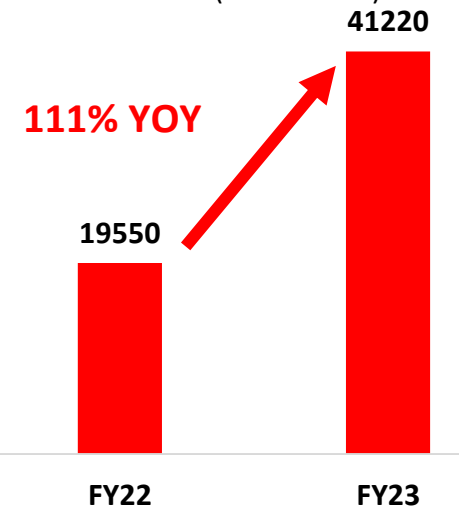
BRANCHES (No's)



CAPACITY (TONS)



CAPEX (Rs in Lakhs)



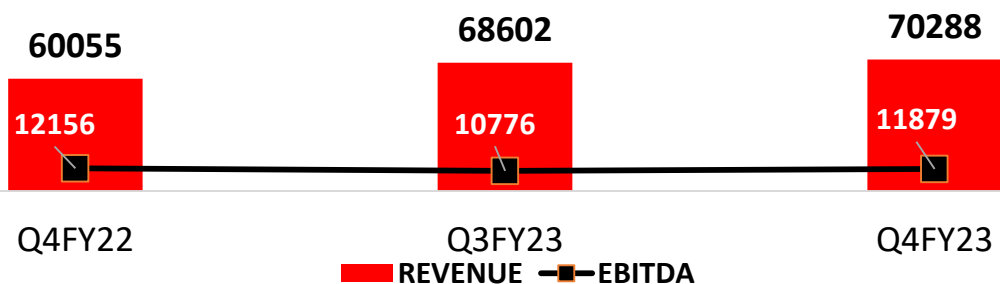
FINANCIALS

	Q4			Q3	QoQ	YoY		
(INR in Lakhs)	FY23	FY22	Growth (%)	FY23	Growth (%)	FY23	FY22	Growth (%)
Total Income	70287.99	60054.62	17%	68601.60	2%	266286.66	218037.10	22%
Total Expenses	64265.66	53158.31	21%	63543.15	1%	246034.95	197567.05	25%
Profit Before Tax from Continuing Operations	6022.33	6896.31	(13%)	5058.45	19%	20251.71	20470.05	(1%)
Profit for the Period from Continuing Operations	6097.25	5230.01	17%	3,776.21	61%	16613.75	15615.22	6%
Profit Before Tax from Discontinued Operations	0.00	512.71		1532.22		3363.50	519.17	548%
Exceptional Items	18720.45	0.00		0.00		18720.45	0.00	
Profit for the Period from Discontinued Operations (including Exceptional Items)	13,220.45	388.83	3300%	1,143.83	1056%	15706.31	396.04	3866%
Profit for the Period	19317.70	5618.84	244%	4920.04	293%	32320.06	16011.26	102%

Note: 1. Wind Power Business operations discontinued w.e.f 31.07.2022, 2. Bus Operations discontinued w.e.f 31.12.2022

CONTINUED OPERATIONS - GOODS TRANSPORT (GT)

Rupees in Lakhs	Q4		YoY	Q3	QoQ			YoY
	FY23	FY22	Growth (%)	FY23	Growth (%)	FY23	FY22	Growth (%)
Revenue	70287.99	60054.62	17.04%	68601.60	2.46%	266286.66	218037.10	22.13%
EBITDA	11878.60	12156.32	(2.28%)	10776.20	10.23%	41599.84	39136.20	6.30%
Margin (%)	16.90%	20.24%		15.71%		15.62%	17.95%	
EBIT	7350.63	8072.90	(8.95%)	6565.59	11.96%	25685.56	24685.85	4.05%
Margin (%)	10.46%	13.44%		9.57%		9.65%	11.32%	
PBT	6022.33	6896.31	(12.67%)	5058.45	19.05%	20251.71	20470.05	(1.07%)
Margin (%)	8.57%	11.48%		7.37%		7.61%	9.39%	
PAT	6097.25	5,230.01	16.58%	3,776.21	61.46%	16613.75	15615.22	6.39%
Margin (%)	8.67%	8.71%		5.50%		6.24%	7.16%	



Q4FY23 records the highest ever revenue @ Rs.70288 lakhs driven by demand across all sectors and addition of new MSME and Corporate clients

Addition of new branches supporting revenue increase to all time high.

Company to focus on high growth oriented Goods transport Business going forward

CONTINUED OPERATIONS - GOODS TRANSPORT (GT)

Details of Unallocable segment Revenue/Expenses in earlier quarters are now a part of continued operations

Rupees in Lakhs	Q4		Q3		
	FY23	FY22	FY23	FY23	FY22
Unallocable Revenue	795.40	630.05	641.61	2429.16	2617.57
Other Income	469.15	662.18	448.54	1434.48	1,681.59
Total revenue (A)	1264.55	1292.23	1090.15	3863.64	4298.86
Total expense (B)	1291.88	1316.43	1445.19	5389.73	5425.97
Depreciation (C)	358.75	305.84	362.34	1,381.26	1239.93
Other Expenditure (net of other Income) as disclosed in earlier segment report - (A-B-C)	(386.08)	(330.04)	(717.38)	(2907.35)	(2367.04)
GT EBITDA previously disclosed	11905.93	12182.12	11131.24	43125.93	40263.30
ADD Total Revenue (A)	1264.55	1292.23	1090.15	3863.64	4298.86
Less: Total Expenses (B)	1291.88	1316.43	1445.19	5389.73	5425.97
Round-off		(1.6)			
GT EBITDA as per Press Release	11878.60	12156.32	10776.20	41599.84	39136.20

Note. Q4FY23 and FY23 numbers depicted above are to facilitate comparisons with earlier periods

GT PERFORMANCE

Revenue Analysis

- GT revenue increased by **22%** 12MYOY, **17%** QYoY and **2%** QoQ due to :
 - Strategic Planning
 - Contribution from new branches
 - Addition of new customers
 - A Strong Revival in Economy which helped in a growing demand from MSME and Corporates.
- Volumes up by **21%** YoY from 3226655 tons to 3911956 tons , **16%** QYoY from 886573 tons to 1031002 tons and **2%** QoQ from 1009214 tons to 1031002 tons.
- Realisation per Ton increases by **1.3%** 12MYoY, increases **1%** YoY, & increases **0.1%** QoQ. Competitive rates offered on Routes connected with New Branches.
- **184** new Branches added in FY23 and **57** new Branches added in Q4FY23- expanded VRL Logistics presence in hitherto untapped markets. Focus on Volume Growth is going to continue by Expansion of Branch Network.
- Contribution of Tonnage from Branches added in FY 23:
 - in FY23 : Booking – 4.46%, Delivery – 5.12%
 - in Q4FY23 : Booking – 6.79%, Delivery – 7.98%
- Continued shift of Customer base to VRL from unorganized sector as a result of reduction in threshold limit for E-Invoice & Increase in compliance requirements under GST.

GT – PROFITABILITY ANALYSIS

FY	FY23	FY22	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	15.62%	17.95%	(2.33%)	
Fuel cost	30.43%	29.67%	0.76%	<ul style="list-style-type: none">Procurement from high cost retail fuel pumps increased from 57.09% in FY22 to 90.67% in FY23 as there was an increase in rates for bulk purchase of Diesel from refineries.Bulk Purchase of Fuel restarted from mid Dec 2022Increase in procurement costs
Lorry Hire	9.29%	7.41%	1.88%	<ul style="list-style-type: none">Increase in Lorry Hire Kms due to geographical expansion and increase in tonnage.Increase in Lorry Hire charges per KmIncrease in hire charges related to last mile collections and deliveries
Vehicle Running, Repairs & Maintenance	6.41%	7.07%	(0.66%)	<ul style="list-style-type: none">Lower Maintenance costs due to addition of New vehicles
Bridge & Toll expenses	7.28%	6.16%	1.12%	<ul style="list-style-type: none">Increase in number of Toll Plazas, Toll Rates and Increase in Kms by Company owned vehicles
Tyre Costs	1.96%	2.42%	(0.46%)	<ul style="list-style-type: none">Due to increase in Kms covered by New Vehicles
Hamali (Loading & Unloading Charges)	6.31%	5.94%	0.38%	<ul style="list-style-type: none">Increase in Loading and Unloading rates per ton
Employee Cost	15.58%	15.91%	(0.33%)	<ul style="list-style-type: none">Being a fixed cost, percentage to revenue declined on account of increase in tonnage and revenue, inspite of Annual Increments effected from January 22
Other Expenses	7.12%	7.47	(0.35%)	<ul style="list-style-type: none">Rest of all other expenses were fairly under control and decreased by 0.35%
Depreciation	5.98%	6.63%	(0.65%)	<ul style="list-style-type: none">Reduction in depreciation due to useful life of goods transport vehicles being revised from 8.84 years to 15 years.
EBIT	9.65%	11.32%	(1.68%)	<ul style="list-style-type: none">Due to Decline in EBITDA margins

GT – PROFITABILITY ANALYSIS

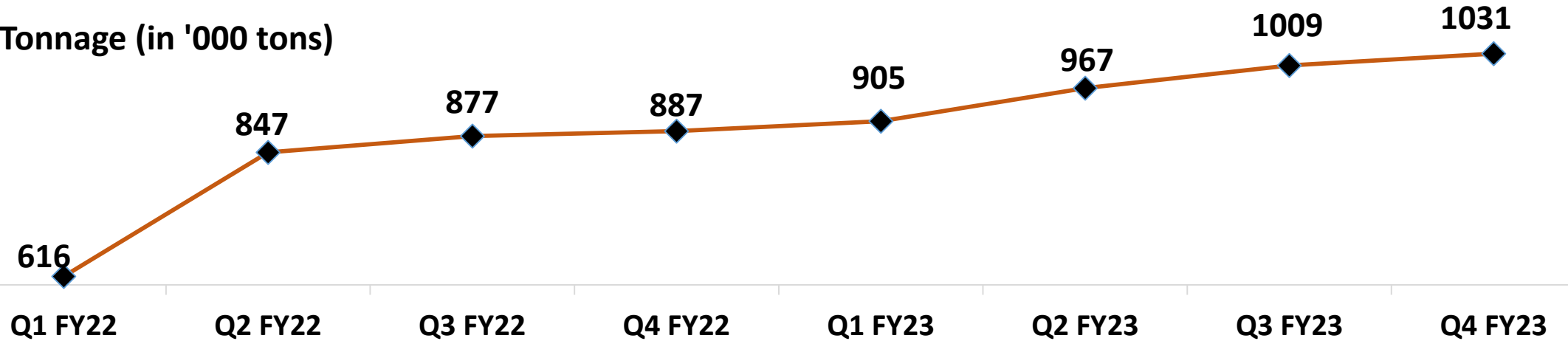
YOY	Q4 FY23	Q4 FY22	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	16.90%	20.24%	(3.34%)	
Fuel cost	30.95%	28.55%	2.40%	<ul style="list-style-type: none">• Increase in Fuel Procurement price by 3.21%
Lorry Hire	7.88%	7.26%	0.62%	<ul style="list-style-type: none">• Increase in Lorry Hire Kms due to geographical expansion and increase in tonnage.• Increase in Lorry Hire charges per Km• Increase in hire charges related to last mile collections and deliveries
Rent	2.02%	1.55%	0.47%	<ul style="list-style-type: none">• Increase in number of branches as a part of Geographical expansion
Bridge & Toll expenses	7.61%	6.41%	1.20%	<ul style="list-style-type: none">• Increase in number of Toll Plazas, Toll Rates and Increase in Kms by Company owned vehicles
Vehicle Running, Repairs & Maintenance	6.55%	6.91%	(0.36%)	<ul style="list-style-type: none">• Lower Maintenance costs due to addition of New vehicles
Tyre Costs	1.46%	2.03%	(0.56%)	<ul style="list-style-type: none">• Due to increase in Kms covered by New Vehicles
Hamali (Loading & Unloading Charges)	6.23%	5.98%	0.25%	<ul style="list-style-type: none">• Increase in Loading and Unloading rates per ton
Employee Cost	15.42%	16.02%	(0.60%)	<ul style="list-style-type: none">• Being a fixed cost, percentage to revenue declined on account of increase in tonnage and revenue.
Other Expenses	4.97%	5.05%	(0.09%)	<ul style="list-style-type: none">• Rest of all other expenses were fairly under control and increased by 0.09%
Depreciation	6.44%	6.80%	(0.36%)	<ul style="list-style-type: none">• Reduction in depreciation due to useful life of goods transport vehicles being revised from 8.84 years to 15 years.
EBIT	10.46%	13.44%	(2.98%)	<ul style="list-style-type: none">• Due to Decline in EBITDA margins

GT – PROFITABILITY ANALYSIS

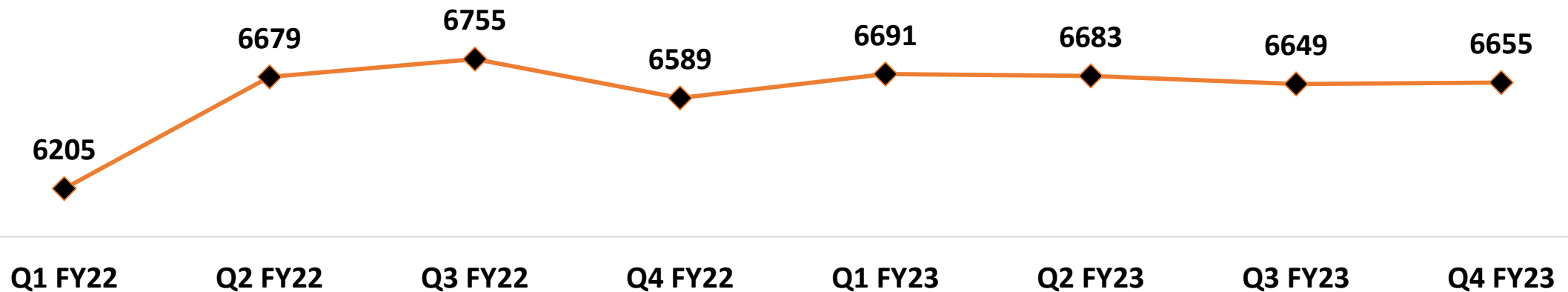
QoQ	Q4 FY23	Q3 FY23	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	16.90%	15.71%	1.19%	
Fuel cost	30.95%	29.71%	1.24%	<ul style="list-style-type: none">• Increase in Consumption qty due to increase in Company Owned Vehicle Kms• Compensated with Decrease in Procurement costs by 0.64%
Lorry Hire	7.88%	10.04%	(2.15%)	<ul style="list-style-type: none">• Decrease in Lorry Hire Kms, due to increase in Company Owned Vehicle Kms..
Vehicle Running, Repairs & Maintenance	6.55%	6.35%	0.21%	<ul style="list-style-type: none">• Increase in Kms covered by Company Owned Vehicles
Bridge & Toll expenses	7.61%	7.30%	0.32%	<ul style="list-style-type: none">• Increase in number of Toll Plazas, Toll Rates and Increase in Kms by Company Owned Vehicles
Rent	2.02%	1.81%	0.21%	<ul style="list-style-type: none">• Addition of new branches in Q4 FY23 and Expansion of area in some existing branches and Hubs.
Hamali (Loading & Unloading charges)	6.23%	6.45%	(0.22%)	<ul style="list-style-type: none">• Inline with Tonnage
Employee costs	15.42%	15.22%	0.19%	<ul style="list-style-type: none">• Increase in number of employees due to addition of new branches
Other Expenses	6.43%	7.42%	(0.99%)	<ul style="list-style-type: none">• Rest of all other expenses were fairly under control & decreased by 0.99%
Depreciation	6.44%	6.14%	0.30%	<ul style="list-style-type: none">• Due to Increase in Capex
EBIT	10.46%	9.57%	0.89%	<ul style="list-style-type: none">• Due to Increase in Depreciation

GT – TONNAGE AND REALISATION

GT Tonnage (in '000 tons)

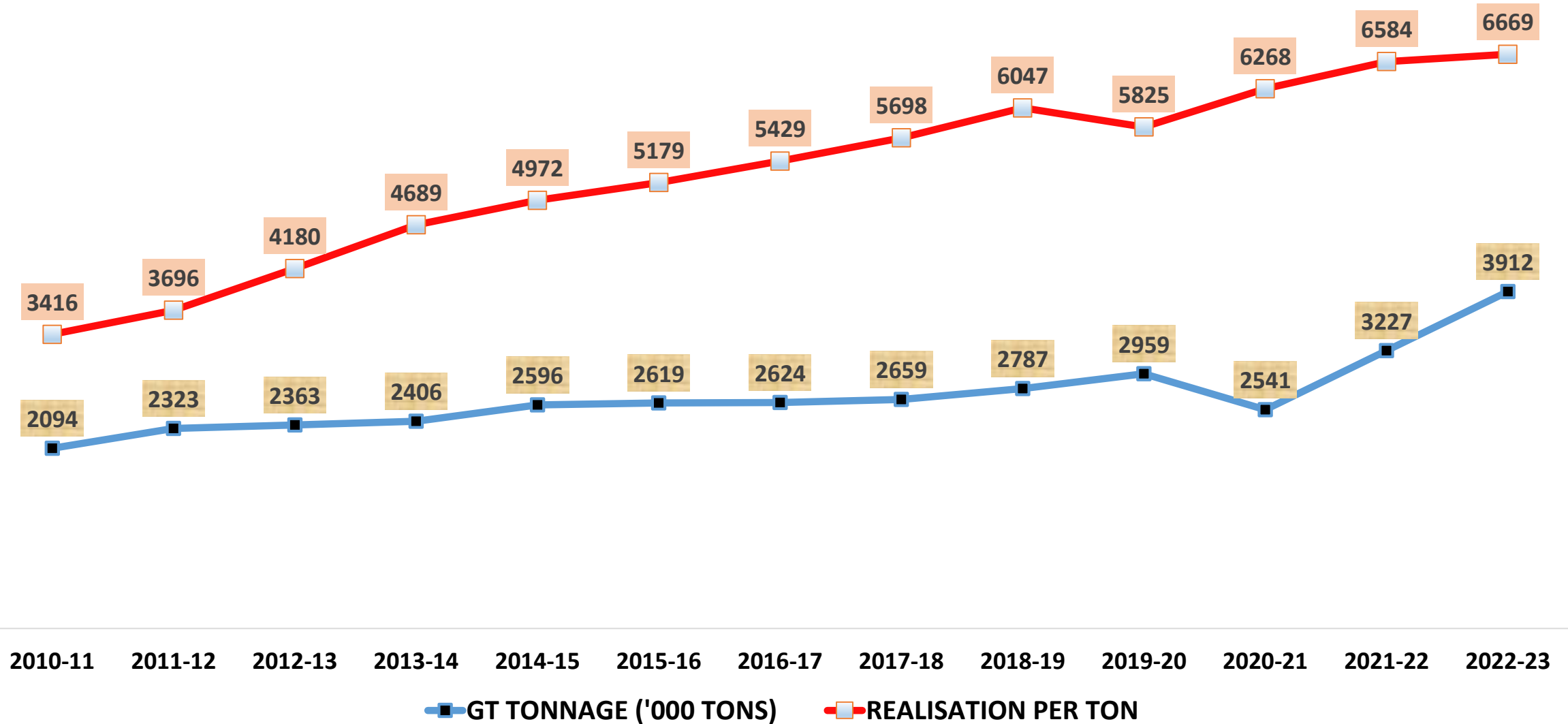


11400+ TONS SERVICED ON A DAILY BASIS (Q4 FY2023)

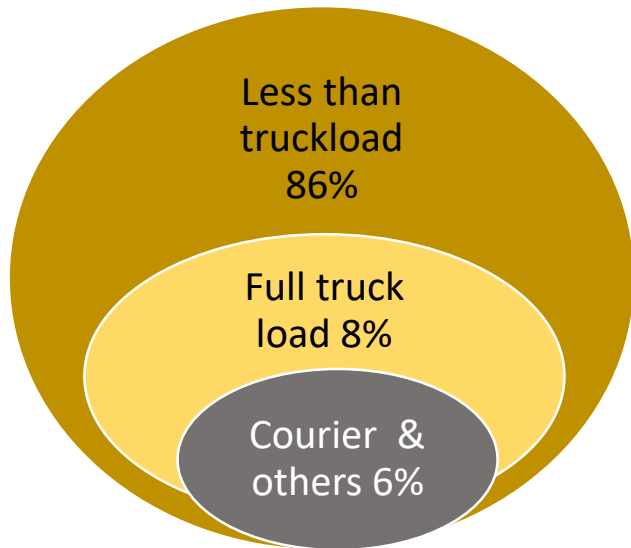


Realisation per Ton (in Rs)

CONSISTENT GROWTH IN TONNAGE & REALISATION



Goods Transport Revenue breakup



Focus on high margin LTL business

- LTL involves transportation of consignments belonging to multiple customers in single vehicle.
- Our wider reach and adequate infrastructure helps in aggregating less than truckload consignments from various clients and sending them to the desired destinations

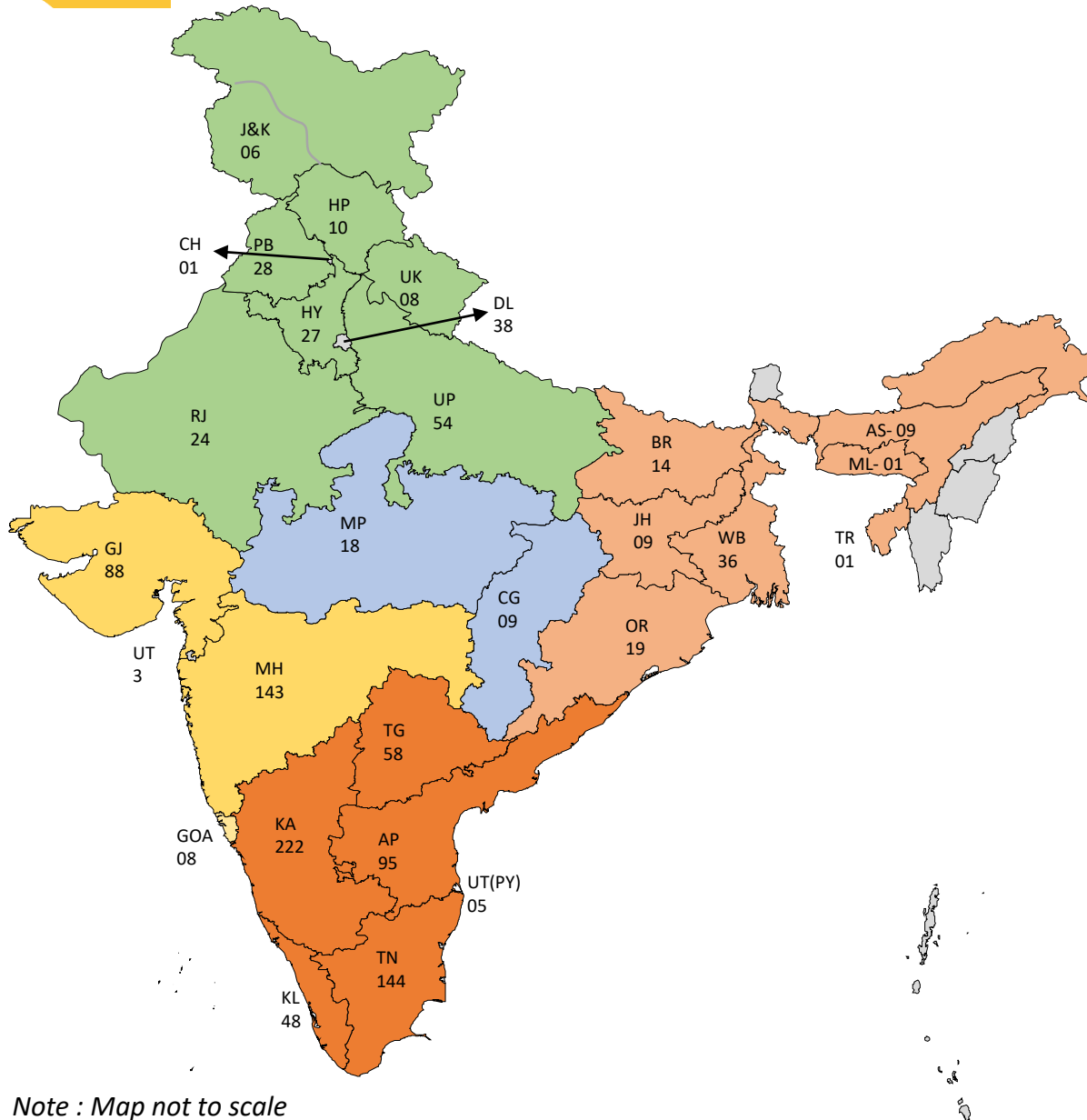
Pan-India Hub and Spoke model of distribution:

- Significant flexibility to transport a broad range of parcel sizes for both regional and national customers and also positioning as single stop service provider for multiple destinations.

B2B Focus - Diversified sectors and customers

- The primary focus is on B2B customers with the top ten customers contributing not more than 3% of total Goods transport business revenue.

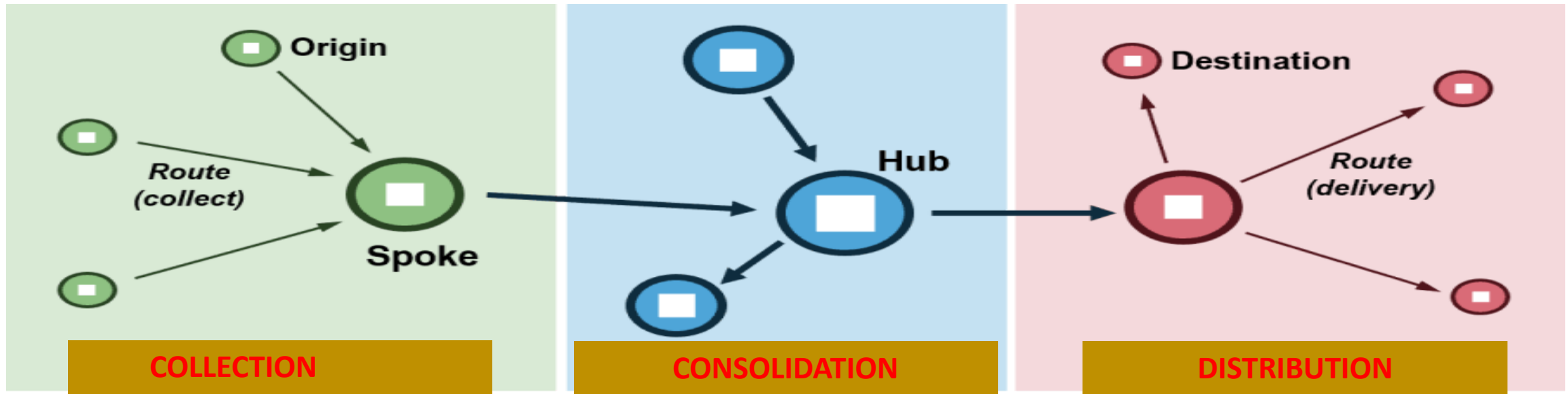
GT NETWORK – update map



Note : Map not to scale

- Presence in **25 States & 4 Union territories.**
- **1126** Goods Transportation Branches
- Connected with **49** Massive Transshipment Hubs
- **184** New Branches added in FY 2022-23 helps in expanding VRL's presence in hitherto untapped markets.

HUB & SPOKE OPERATING MODEL



OWNED HUBS

TOTAL HUB CAPACITY

(Owned + Leased)

MUMBAI BHIWANDI	MANGALURU	HUBBALLI VARUR
VIJAYAPURA	SURAT	DAVANAGERE
BALLARY	MYSURU	GANGAVATI

OWNED HUBS (Sq Feet)	1462122
LEASED HUBS (Sq Feet)	3976635
TOTAL Sq Feet	5438757

GT VEHICLES

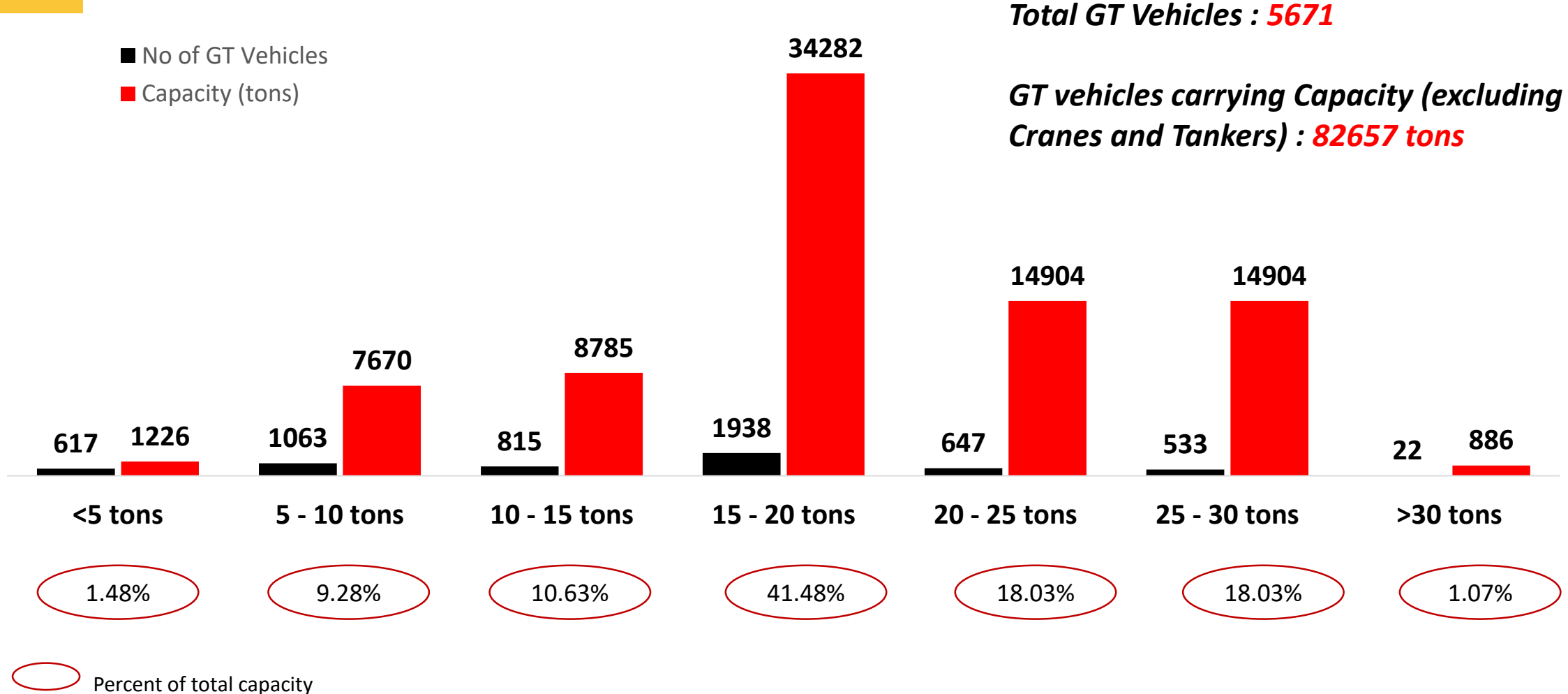
5671 Company owned vehicles



1 Ton to 36 Tons Carrying Capacity

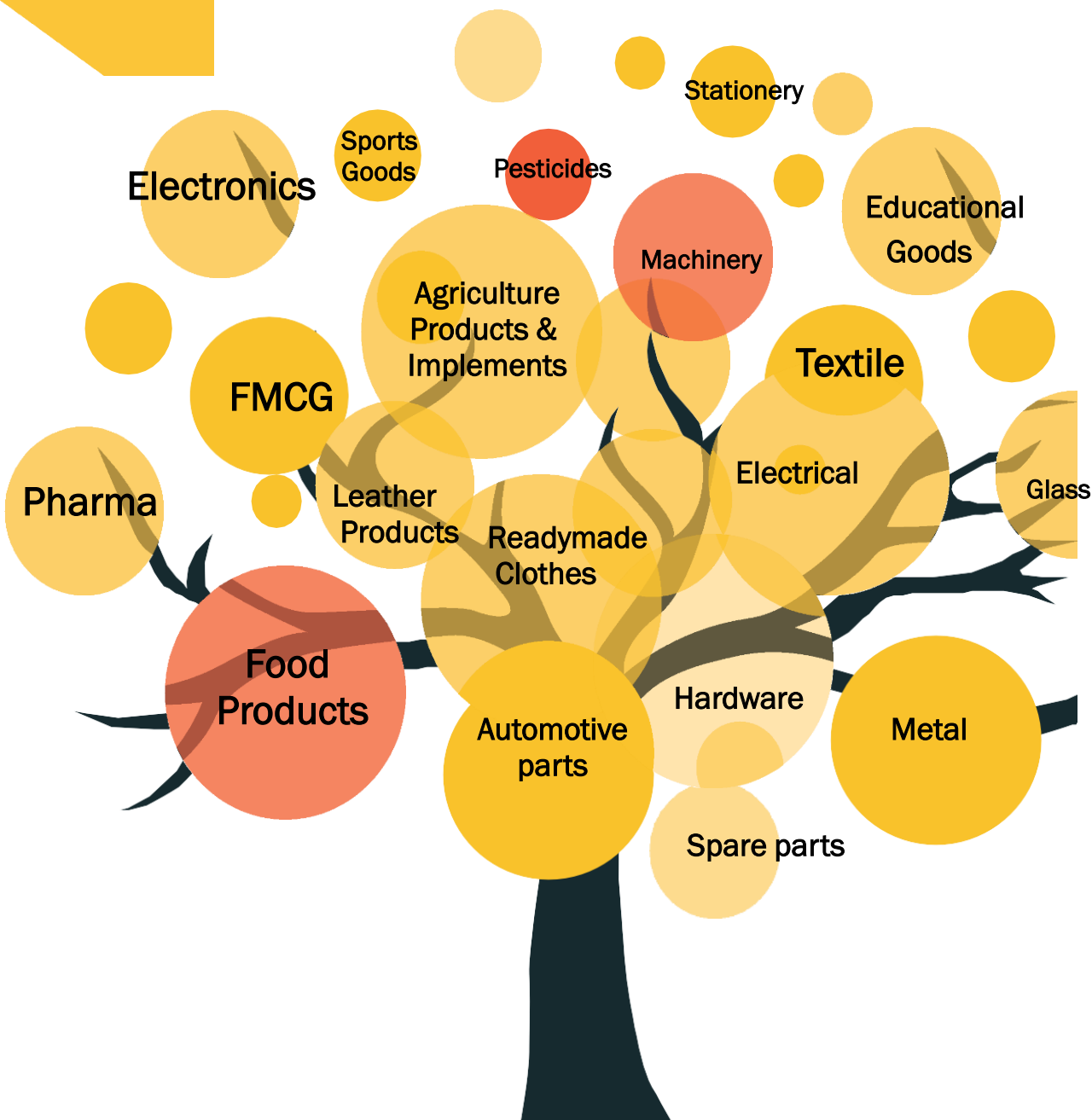
- **1338** vehicles added in FY 23. Net Vehicle increase (after scrappage) is **855** Vehicles
- Total Goods Transportation Vehicles Capacity at **82657 tons**
- Handling **10700+** tons on a daily basis in FY23
- Additional Usage of **1000+** Hired Vehicles
- Additional Order placed for **1667** Goods Transportation vehicles of TATA and Ashok Leyland Make

GT VEHICLES & CAPACITY



VRL has **1189 vehicles > 15 years**, as of March 31, 2023 with a total capacity of **12946 tons**, whereas VRL has been continuously adding New Capacity.

WIDE RANGE OF SECTORS SERVED



Expertise In handling variety of Commodities

Diversified 800000+ Customer Base Across sectors

No single customer contributing over ~1% of Total Revenue

Contribution from Top 10 customers accounts not more than 3% of total Goods transportation business

Storage facility available in all our Delivery branches

Lowest Bad Debts and Hassle Free Claim Settlement in the Industry

KEY DEVELOPMENTS

Addition of 184 new branches in FY23. Q1FY23 – 68 new branches, , Q2FY23- 29 new branches, Q3FY23- 30 new branches, Q4FY23- 57 new branches . Closed : 14 branches. Total number of branches as on 31.03.2023 is 1126.

Expansion of existing TPT / Branch Area and increasing Branch Density in Key Markets like Pune, Ahmedabad, Raipur, Salem, Chennai, Kanpur, Delhi, Kolkata, Patna, Guwahati, Siliguri, Cuttack, etc.

Number of GT Vehicles increased from 4816 vehicles in FY22 to 5671 vehicles in FY23 . Total New GT vehicles added in FY23- 1338 vehicles (Vehicles added in Q1FY23- 312, Q2FY23– 248, Q3FY23– 323, Q4FY23– 455), Sold/scrapped – 483 vehicles, Net vehicle addition in FY23 is 855 vehicles.

Bulk Purchase of Fuel restarted from Dec 15, 2022. Overall Bulk purchase increases to 28.15% of Total Quantity in Q4FY23 from 7.42% in Q3FY23.

The company is in the process of applying for Registered Vehicle Scrappage Facility (RVSF)

CAPEX of Rs. 41219.91 lakhs was incurred in FY23 out of which GT segments capex was 38388.18 lakhs

Net debt increased from 12989.88 lakhs as on 31.03.2022 to Rs.16794.12 lakhs as on 31.03.2023.

KEY DEVELOPMENTS

Long Term ICRA Credit Rating improved to A+ (positive) from A+(stable)

Management is focusing on high growth and high margin Goods transport segment as evident from exiting

1. Bus Operations 2. Wind Power segment

The Company has, during the previous quarter, executed a Business Transfer Agreement with a promoter group company for the sale / transfer of its Bus Operations Business as a going concern on a slump sale basis. The transaction has been completed in Q4FY23

The Company has, during the year, executed a Business Transfer Agreement for the sale / transfer of its Wind Power Business as a going concern on a slump sale basis. The transaction has been completed in Q4FY23

The Board of Directors at its meeting held on 30 January 2023 had approved the proposal to buy back up to 8,75,000 fully paid up equity shares having a face value of ₹ 10 each ("Equity Shares") representing up to 0.99% of the total number of equity shares in the paid-up equity share capital of the Company, at a price of ₹ 700 per Equity Share for maximum amount not exceeding Rs. 6125 lakhs. The shares have been extinguished on 17 April, 2023.

The Board of Directors has, at its meeting held on 20 May 2023, granted an in-principle approval for the sale / transfer of the Company's 'Transportation of Passengers by Air' Business by way of a slump sale, (including to any related party), subject to receipt of all applicable clearances and approvals from the concerned regulatory authorities.

The Board of Directors have recommended a dividend of ₹ 5 per equity share of INR 10 each, in their meeting held on 20 May 2023, which is subject to the approval of the shareholders at the ensuing Annual General Meeting.

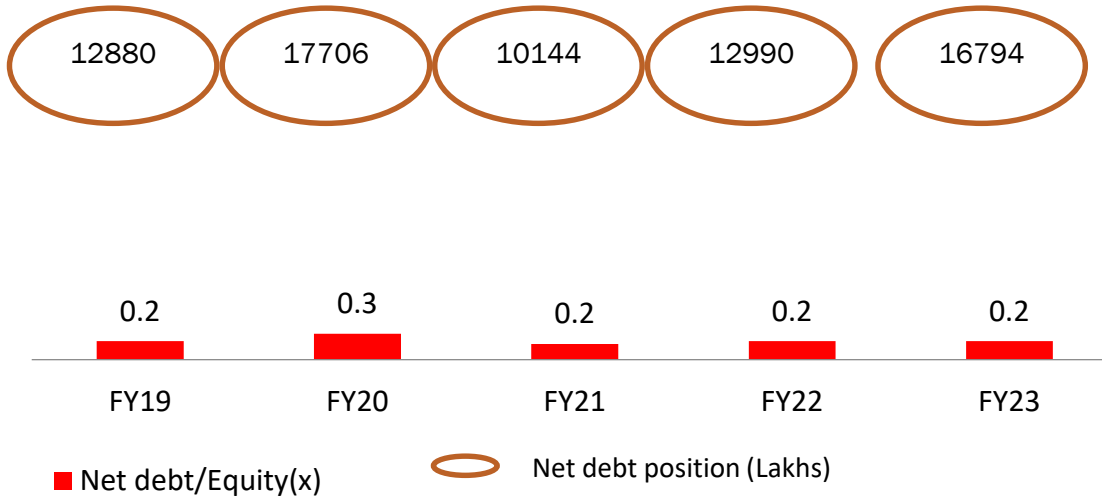
KEY DEVELOPMENTS – PROPOSED CAPEX PLAN

Proposed capacity addition	1,667 customized trucks
Period within which capacity is to be added	Fleet addition is expected to be made during FY2024.
Investment required	The capex planned, at list price, would translate to a total outlay of Rs.697 crores approx. including the cost of Chassis at list prices, body building, registration, insurance and margin for contingencies. (please refer notes below) Given the past experience, relationship with the vendors as also the economies of scale the company expects a significant reduction in the cost of chassis in the total outlay. The Company has crystalized the fleet addition requirements as stated in the table above and in the process of the negotiating with the CV suppliers for firming up the prices for such planned fleet addition.
Mode of Financing	Mix of Vehicle loans from Banks and internal accruals
Rationale	Ongoing implementation of Vehicle Scrapping Policy announced by the Government of India envisages the company to replace its existing older vehicles. During FY 2024, the company is expected to withdraw around 1189 vehicles that are more than 15 years in operation

For more details please refer our communication dated 15.04.2023 uploaded in BSE India websites <https://www.bseindia.com/stock-share-price/vrl-logistics-ltd/vrllg/539118/corp-announcements/>

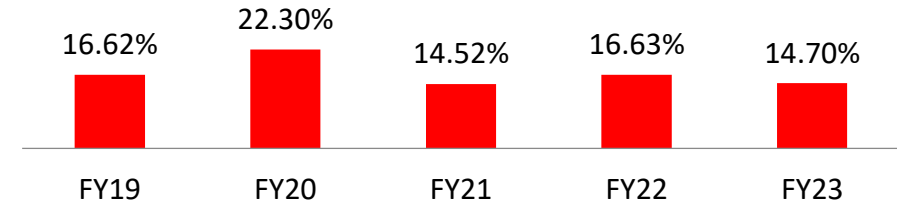
LEVERAGE METRICS

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, net of cash and cash equivalents

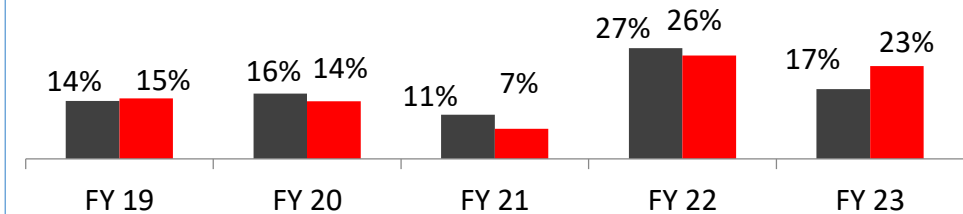
Gearing Ratio



Return metrics

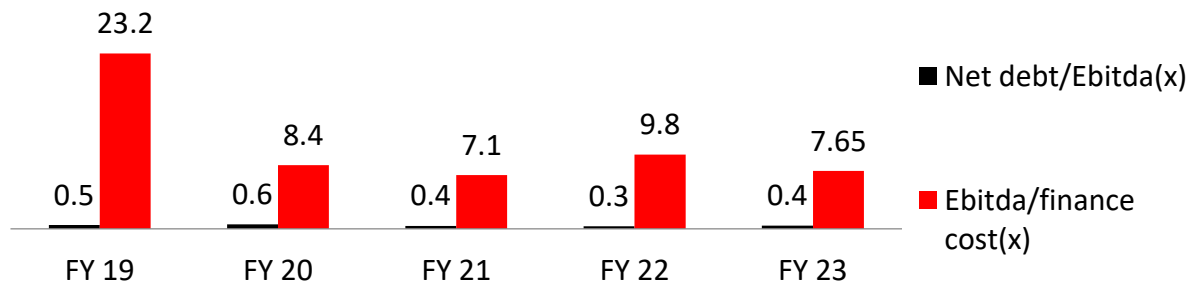
■ Return (Profit for the year+Finance costs) on Average capital employed

■ Return(Profit for the year) on average equity



* For FY23 profits for the year is taken only related to continued ops. The Capital Employed & Equity are taken as per BS.

Leverage metrics



Note : EBITDA is considered only for continued ops, for FY23

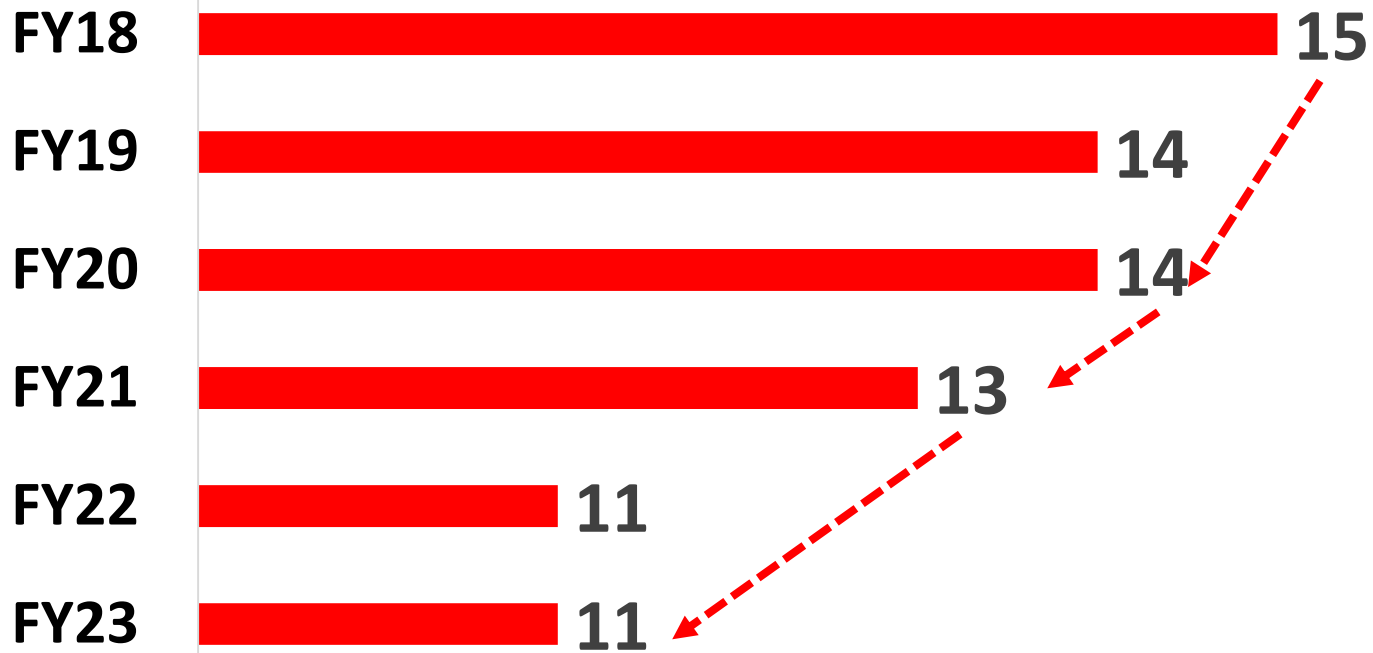
RECEIVABLES

Trade receivables at
11 days of total
revenue in FY23

High-quality and
diversified customer
base

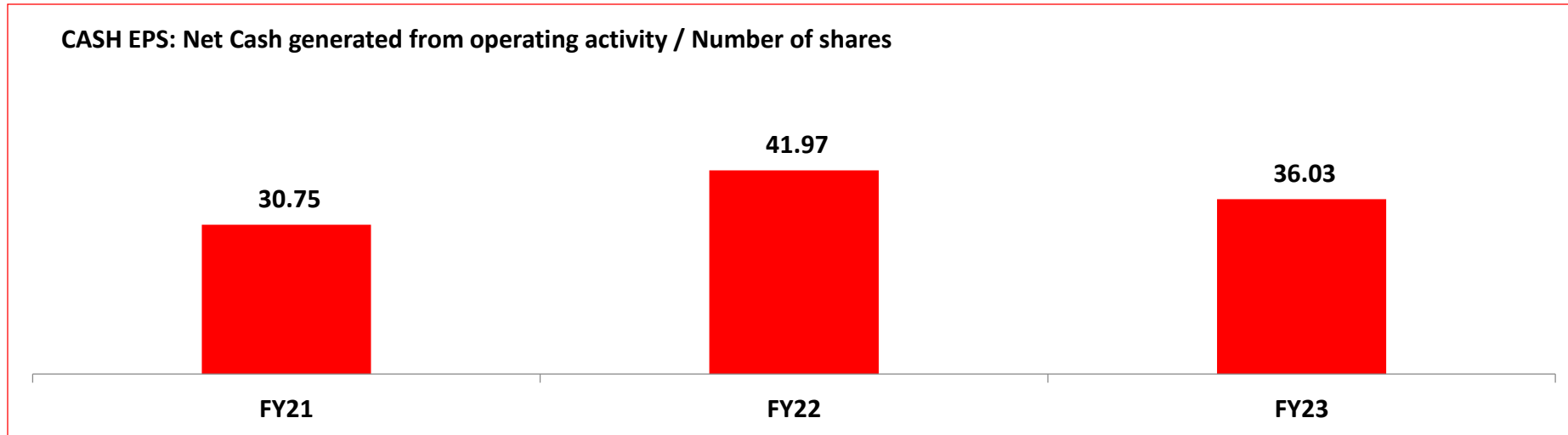
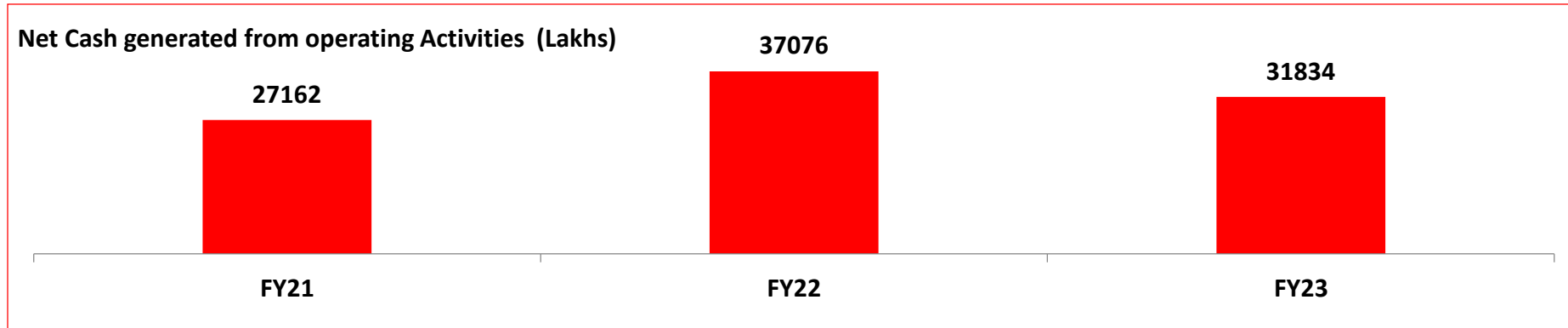
Conservative credit
policy.
Efficient collection
process

*Efficient Collection
Mechanism &
Rotation of working
capital*



***Trade Receivables
From
15 days in FY18
to
13 days in FY21
to
11 days in FY 23***

NET CASH GENERATED FROM OPERATIONS & CASH EPS(POST TAX)



Healthy cash earnings per share indicates the company's ability to generate free cash flow consistently over the years

Note: Net cash generated from Operating activity as per Cash Flow Statement

STATE OF THE ART TECHNOLOGY



ERP system: In-house developed ERP system ensuring real time operations and movement of consignments

Operations Monitoring System : IT systems in place to monitor vehicle movement, fuel consumption per km for each vehicle , distance travelled , driver advances

Advance Consignment Management system : Advanced consignment management system to ensure real time tracking

E-way bill, E-invoice GST Compliance - Complete automation of the compliance process by means of integrating the API with Government Software

SMS update system: SMS system updates for arrival of consignments, vehicles, and schedule alerts

Integrated Accounts Software : Enabling online Real time Business operations across all networks

Software alert systems: Customized software alert to track vehicle maintenance and route planning

Real Time Report Generation : Managers have the ability to generate real time reports instantly from their Smartphones

GPS and CCTV monitoring: GPS tracking devices in both hired and owned vehicles to monitor vehicle movement

Cash Management System: Cash management system controlled through a centralized banking system with real time reporting .

Alternative and Backup Systems : Backup systems and alternative procedures in order to tackle any disruption in the normal course of operations, capable disaster recovery & business continuity infrastructure.



OPERATIONAL CAPABILITIES

Fuel procurement strategies to reduce overall expense



- Procurement of fuel directly from refineries and private petroleum companies
- Usage of Bio fuel (6% of total fuel consumption in FY 22) helps in reducing overall fuel expenses
- Tie ups with fuel pumps across India for fueling during transits
- Usage of RFID tags to monitor real time fuel usage

Genuine Spare parts procurement at competitive rates



- Economies of Scale
- Major OEM's have a dedicated spare parts outlets in our premises
- Direct procurement from smaller manufacturers OEMs for other spare parts
- Tyre, Battery procurement at competitive rates
- Usage of proprietary ERP system to maintain control over costs

Dedicated in-house maintenance & vehicle body design facilities



- Preventive in-house maintenance program designed to increase the life of vehicles
- Technology to fabricate lighter and longer bodies to reduce the overall weight of the vehicle and ensure higher payload
- Sourcing of longer custom made chassis resulting in additional space as compared to outside vehicles
- monitor real time fuel usage

Ability to recruit and retain Experienced Drivers



- Recruiting drivers as full time employees with statutory benefits
- Large and Experienced pool of Drivers
- Performance evaluated and incentives provided based on various criteria
- Group Insurance facility
- Driver training facility at Hubballi

Promoters



Dr. Vijay Sankeshwar
Chairman and Managing Director



Honored With Padmashri Award (Fourth Highest Civilian Award)
in 2020 for contribution to Trade & Industry

Honored With Karnataka Rajyotsava Award during 2019, The
second-highest Civilian Honor given by the Government of
Karnataka.

Actively involved in Day-To-Day management, Has over
Four decades of Experience in the Logistics Industry.

Former **Member Of Parliament** In 11th, 12th & 13th
Lok Sabha

Honorary Doctorate by Karnataka University.

Recipient of several Awards including the '**Udyog Ratna**'
by Institute of Economic Studies New Delhi.

'Transport Personality of the Year'



Dr. Anand Sankeshwar
Managing Director



**Honorary Doctorate by Karnataka
State Open University**

Actively Involved In Day-To-Day Business Operations.

Recipient Of Awards - '**YOUTH ICON**' By

Annual Business Communicators Of India

'Best 2nd Generation Entrepreneur' By **TiE Global USA**

"INSPIRATIONAL LEADER OF NEW INDIA AWARD

The Most Admired Entrepreneur Of The Year (Logistics)

By The RISING LEADERSHIP AWARDS

The Prestigious **"GAME CHANGER AWARD"** Award

By Media News 4u.com

Continued focus on higher margin GT Business

Focus on increasing Geographic presence of GT Business in hitherto untapped markets

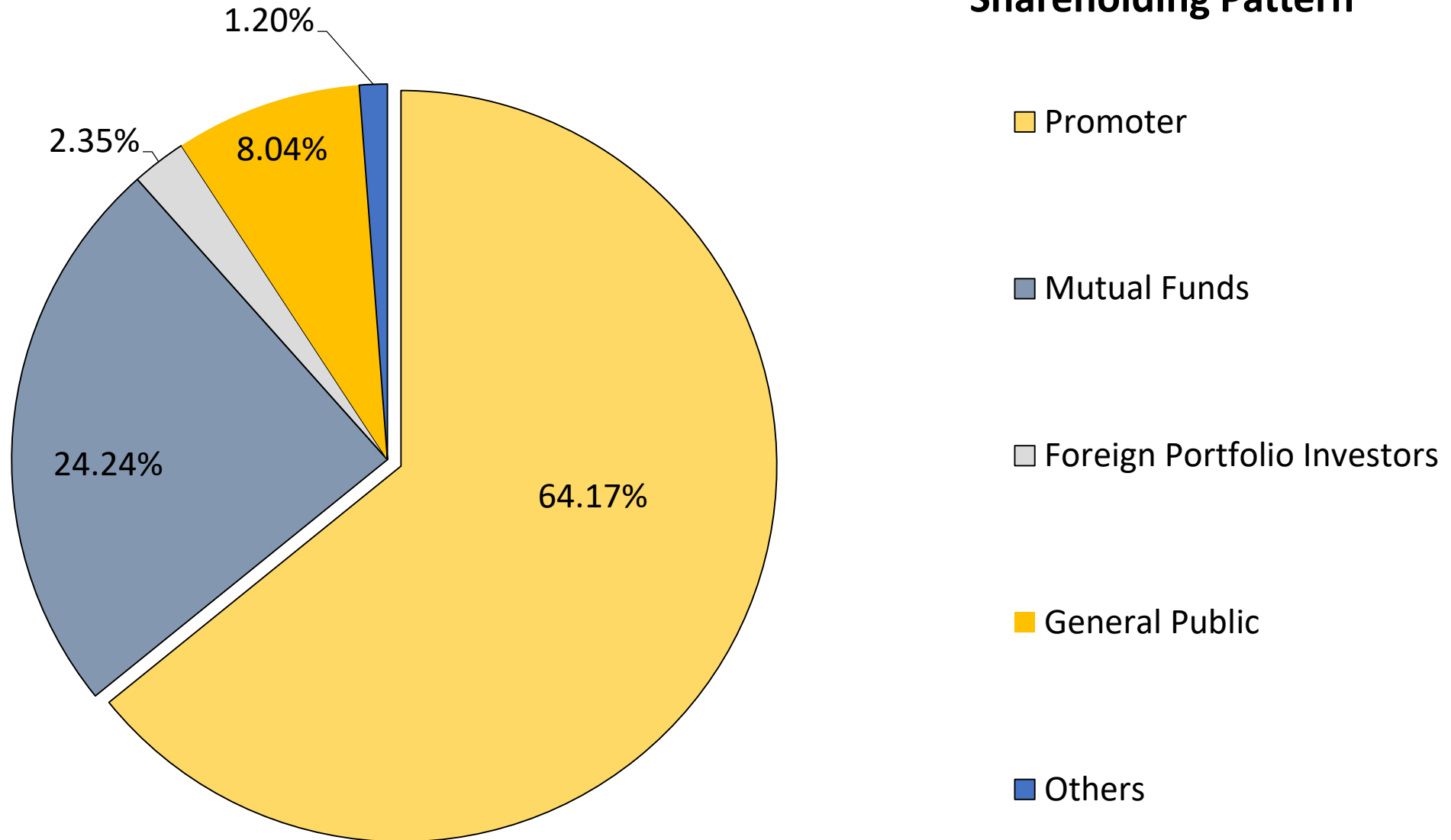
Priority to Volume Growth. Increase in Freight Rates as & when required

Well positioned to conclude planned fleet addition



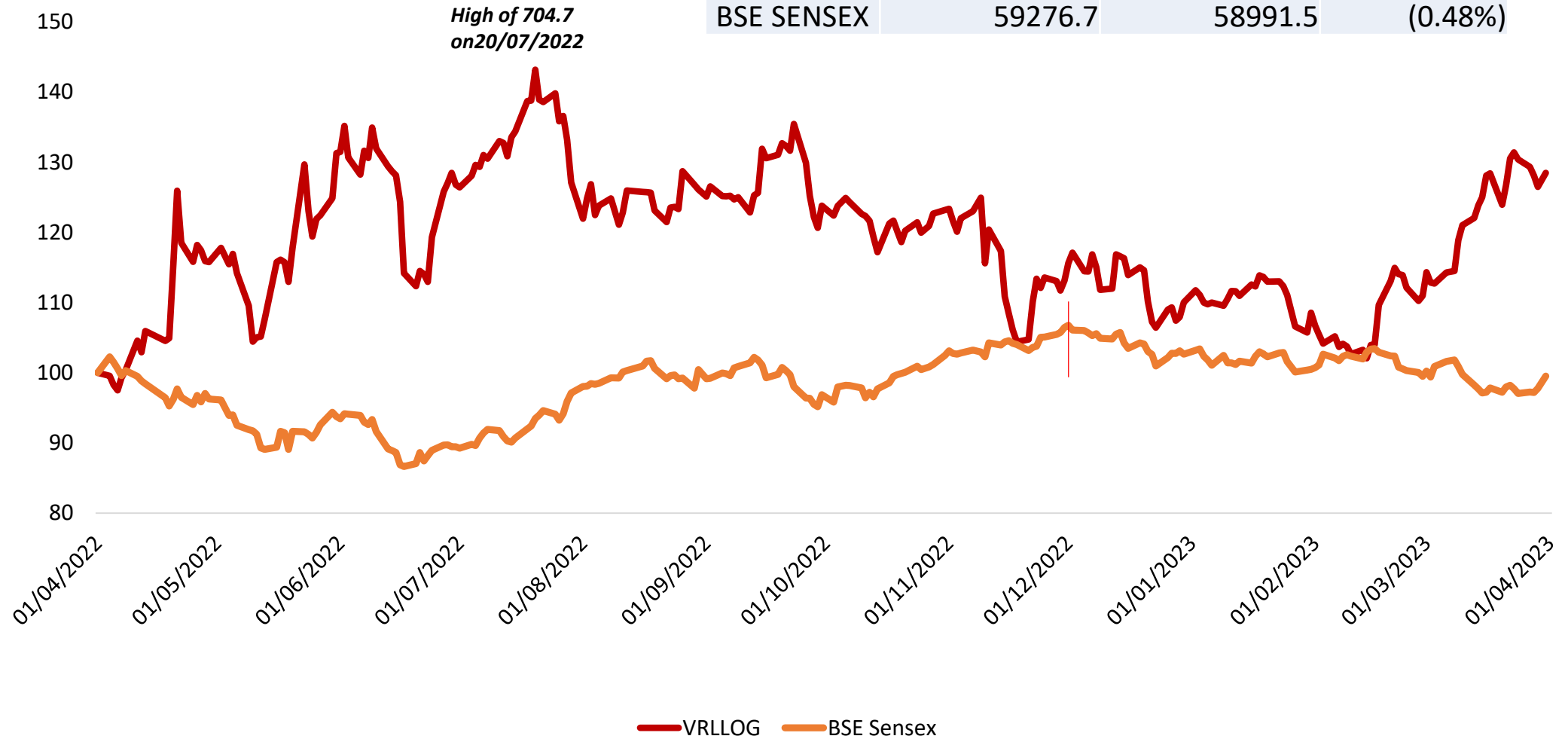
Shareholding Pattern as on Mar 31, 2023

Shareholding Pattern



BSE SENSEX v/s VRL SHARE PRICE

Closing Price	As on 01.04.2022	As on 31.03.2023	Change in (%)
VRL	491.8	632.6	28.63%
BSE SENSEX	59276.7	58991.5	(0.48%)



THANK YOU

For Further discussions or Queries, Please contact

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cfo@vrllogistics.com