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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: 10.08.2019

Place: Hubballi



VRL Financial Results – Q1 2019-20

August 10, 2019



VRL LOGISTICS LTD

www.vrllogistics.com

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A public listed company on NSE & BSE with a Market capitalization of INR 25.10 billion (as on 30th June, 2019).

A pre dominantly parcel delivery service provider (70.21 % of total Revenue for FY 19) with pan-India last mile connectivity operating through a fleet of 4478 owned Goods transport vehicles complemented by third party hired vehicles on need basis.

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

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

Bus Operations through 363 owned buses of various makes.

Extensive pan India network with presence in 926 locations ensuring last mile delivery even in remote locations.

State - of - the - art workshop 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 : 23 States, 4 Union Territories,

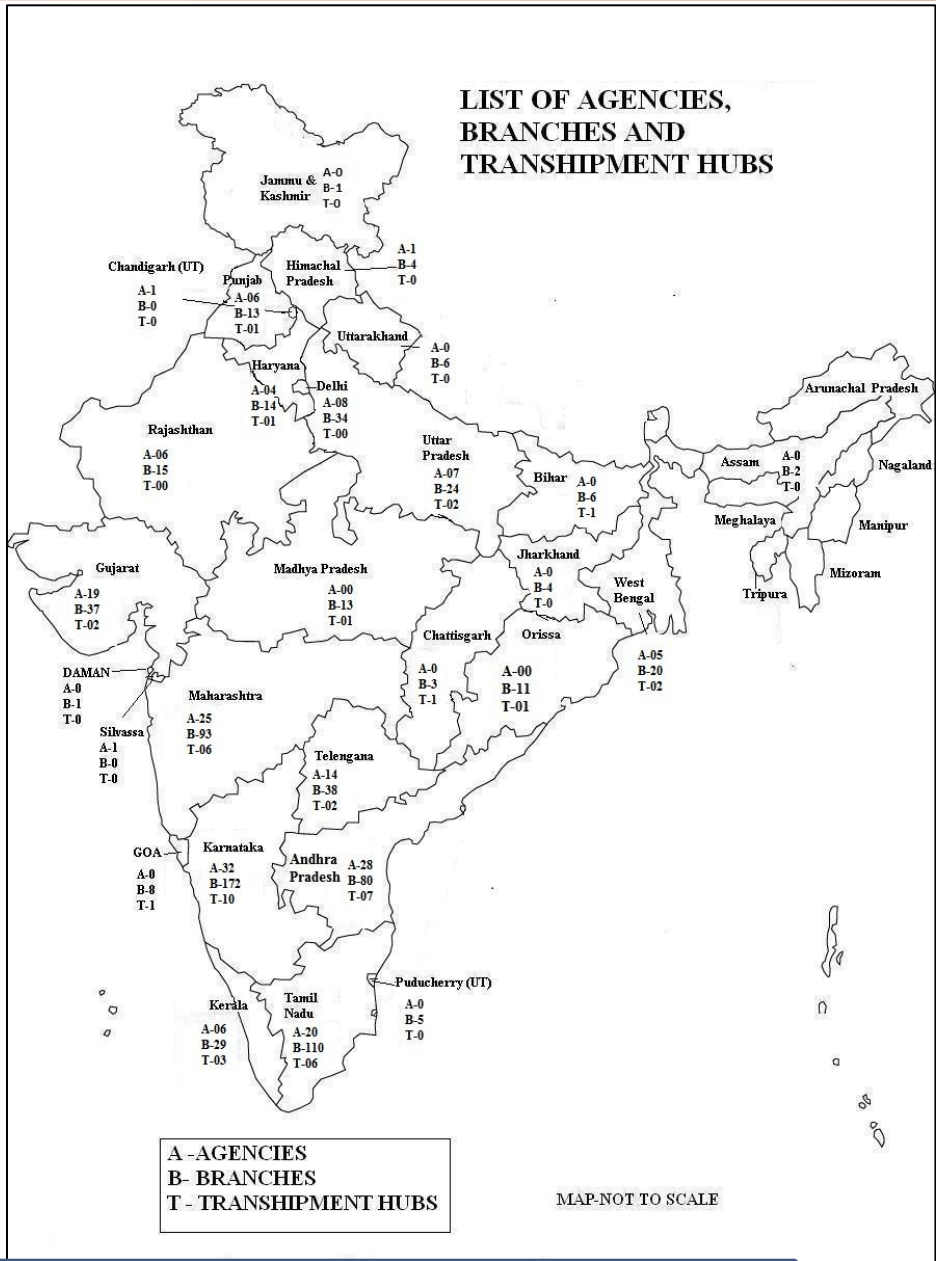
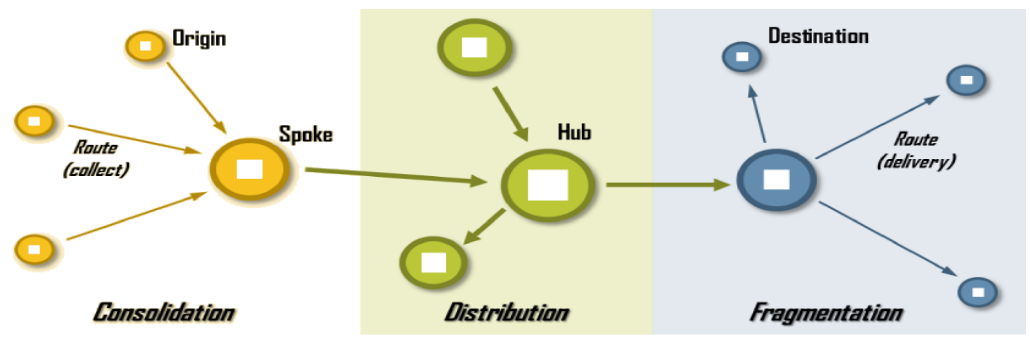
696 Branches

183 Agencies

47 Strategically placed Hubs

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

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 926 locations



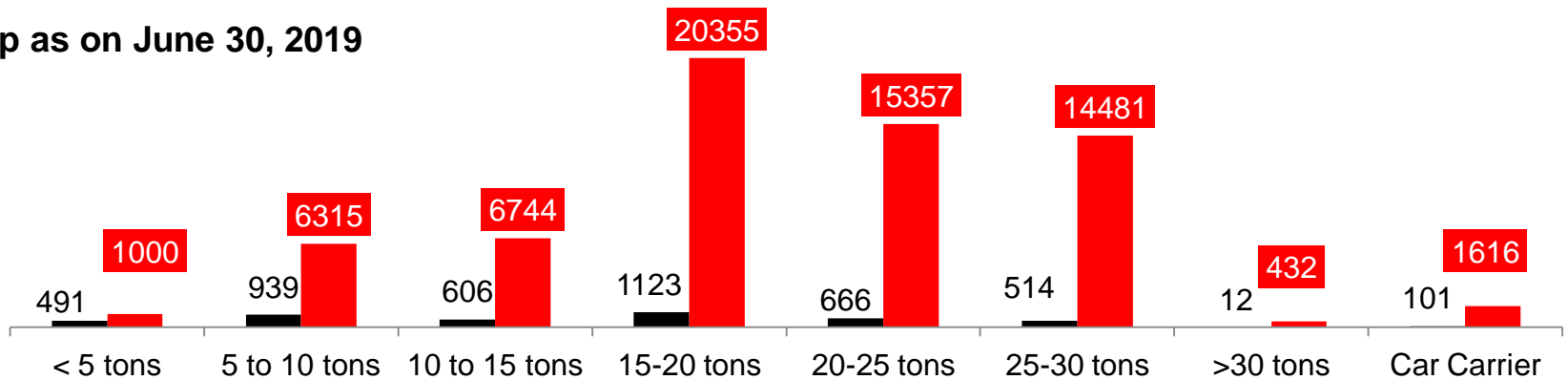
Own Vehicle Numbers

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-16	119	982	2639	102	49861	17	13	3872	381	4253
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
30-June-19	257	1009	3085	101	66300	13	13	4478	363	4841

Note: (1) Used for transportation of automobiles. (2) Used for transportation of liquid (3) Cranes are predominantly used for internal operations.

Capacity Breakup as on June 30, 2019

■ No of Vehicles
■ Capacity (in tons)



○ % of total capacity



Goods transportation fleet

4478 owned vehicles as on June 30, 2019.	4288 (96%) debt free vehicles
Wide range of vehicles with carrying capacity from 1 ton to 39 tons	2302 (51%) of vehicles are fully depreciated

Bus Operations fleet

363 owned vehicles as on June 30, 2019

363 (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 4841 owned vehicles provides greater leverage in terms of pricing and service

- **E-way bill Compliance** - Complete automation of the compliance process by means of integrating the API with Government Software
- Procurement of Bio-fuel @ 31.42% of Total fuel quantity in Q1 FY20 (15.35% in Q4-19, 18.08% in Q1-19). Bio-fuel consumption increased by 16.07% QoQ, and 13.33%YoY.
- Addition of 87 goods transport vehicles (1 to 3 tons- 3 vehicles, 8 to10 tons – 2 vehicle, 16 to 25 tons - 82 vehicles,. 7 vehicles sold/scrapped. Net Addition 80 goods transport vehicles. Total GT vehicles were 4478 as on June 30, 2019
- Surat Transshipment Hub : will commence commercial operations from Aug 15, 2019
- Improved in Debt position (Net Debt reduced from Rs. 12880 Lakhs to Rs. 8766 Lakhs (without considering Impact of IND As -116) and Surplus cash from operations used for pre-payment of Loan on Surat Transshipment hub
- Notification from Government of India (Ministry of Road Transport & Highways – Transport Division) regarding revision of Safe Axle Weights for transport vehicles helps in adding excess capacity to existing 2935 vehicles up to Q1- 2020. Balance vehicles (10 vehicles) are in process of capacity up-gradation. Other small vehicles capacity will remain as it is prior to the revision of Safe Axle Weights.
- The ICRA Debt Rating is improved from A to A + (stable)
- All vehicles shifted to Automated Toll payment from Manual toll payment (in Tie-up with ICICI Bank and Equitas ssb). Apart from reducing costs, it also helps in increasing Time and Efficiency by avoiding Vehicle halt time at various toll booths

- 1) The financial results are prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) (amended) as prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, as applicable.
- 2) The financial results were reviewed by the Audit Committee and were thereafter approved by the Board of Directors of the Company at their respective meetings held on 10 August 2019. here are no qualifications in the limited review report issued for the said period.
- 3) The Company has adopted Ind AS 116, 'Leases', effective 1 April 2019, using modified retrospective approach, as a result of which comparative information are not required to be restated. The Company has discounted lease payments using the incremental borrowing rate as at 1 April 2019 for measuring lease liabilities at Rs 27,047.16 lakhs and accordingly recognised right-of-use assets at Rs 24,623.53 lakhs (after adjusting prepaid lease rent) by adjusting retained earnings by Rs 1,911.20 lakhs (net of tax), as at the aforesaid date. In the Statement of Profit and Loss for the current period, the nature of expenses in respect of operating leases are recognised as amortisation of right-of-use of assets and finance cost, as compared to lease rent in previous periods, and to this extent results for the current period are not comparable.

IMPACT OF Ind AS 116 ON FINANCIAL RESULTS



The impact of adopting Ind AS 116 on the financial results for the quarter ended 30 June 2019 is as follows:

Particulars (INR in lakhs)	Quarter ended 30.06.2019 (Erstwhile basis)	Quarter ended 30.06.2019 (As per Ind AS-116)	Increase/ (Decrease) in Profit	Goods transport	Bus operation	Windmill	Air charter
Freight, handling and servicing cost	36,761.87	34,919.39	1,842.48	1,707.22	135.26	-	-
% to Revenue			3.40%	4.03%	1.30%	-	-
Finance costs	302.76	906.76	(604.00)	(562.88)	(41.16)	-	-
Depreciation and amortisation expense	2,585.69	3,997.89	(1,412.20)	(1,287.81)	(118.00)	(6.38)	-
Profit before tax	4,040.71	4,214.42	(173.71)	(143.47)	(23.90)	(6.38)	-
% to Revenue			(0.32)%	(0.34)%	(0.23)%	(1.32)%	-



Revenue at Rs. 54203.51 lakhs

EBITDA Margins at 16.82%

EBIT Margins at 9.45%

PBT Margins at 7.83%

PAT Margins at 5.06%

Consolidated (INR in Lakhs)	Q1 FY20 (Unaudited)	Q4 FY19 (Unaudited)	Q1 FY19 (Unaudited)	FY19 (Audited)
REVENUE	54203.51	51478.34	53095.72	211746.82
EBITDA	9119.07	6187.13	6271.95	25191.92
EBITDA MARGINS(%)	16.82%	12.02%	11.81%	11.90%
EBIT	5121.18	3634.88	3819.61	15133.83
EBIT MARGINS(%)	9.45%	7.06%	7.19%	7.15%
PBT	4242.42	3263.63	3660.81	14047.46
PBT MARGINS(%)	7.83%	6.34%	6.89%	6.63%
PAT (exclusive of other comprehensive income)	2745.40	2051.56	2418.76	9191.61
PAT MARGINS(%)	5.06%	3.99%	4.56%	4.34%

(INR in lakhs)	Goods Transport			
	Quarter ended			Year ended
	30.06.2019 (unaudited)	31.3.2019 (unaudited)	30.06.2018 (unaudited)	31.03.2019 (Audited)
Revenue	42339.02	41657.69	40991.83	168601.88
EBITDA	6853.54	5534.96	4215.41	20521.12
EBITDA Margin(%)	16.19%	13.29%	10.28%	12.17%
EBIT	4119.14	4155.33	2949.95	15210.57
EBIT Margin(%)	9.73%	9.97%	7.20%	9.02%

➤ **Goods transport revenue** increased by 1.64% QoQ and increased by 3.29% YoY.

➤ EBITDA increased by 23.82% QoQ and increased by 62.58% YoY.

➤ EBITDA margins increased by 2.90% QoQ and increased by 5.90% YoY.

➤ EBIT decreased by 0.87% QoQ and increased by 39.63% YoY.

➤ EBIT margins decreased by 0.25% QoQ and increased by 2.53% YoY.

(INR in lakhs)	Bus Operations			
	Quarter ended			Year ended
	30.06.2019 (unaudited)	31.3.2019 (unaudited)	30.06.2018 (unaudited)	31.03.2019 (Audited)
Revenue	10395.53	8878.47	10723.94	38032.74
EBITDA	2095.74	884.27	1826.21	4136.27
EBITDA Margin(%)	20.16%	9.96%	17.03%	10.88%
EBIT	1366.96	282.73	1198.27	1657.05
EBIT Margin(%)	13.15%	3.18%	11.17%	4.36%

- **Passenger transport revenue** increased by 17.09% QoQ and decreased by 3.06% YoY.
- EBITDA increased by 137.00% QoQ and increased by 14.76% YoY.
- EBITDA margins increased by 10.20% QoQ and increased by 3.13% YoY.
- EBIT increased by 383.49% QoQ and increased by 14.08% YoY.
- EBIT margins increased by 9.97% QoQ and increased by 1.98% YoY.



(INR in lakhs)	Sale of Power			
	Quarter ended			Year ended
	30.06.2019 (unaudited)	31.3.2019 (unaudited)	30.06.2018 (unaudited)	31.03.2019 (Audited)
Revenue	483.92	232.36	544.51	2208.51
EBITDA	305.23	74.83	381.42	1545.87
EBITDA Margin(%)	63.07%	32.20%	70.05%	70.00%
EBIT	27.72	(196.41)	110.18	460.93
EBIT Margin(%)	5.73%	(84.53%)	20.23%	20.87%

➤ **Sale of Power revenue** increased by 108.26% QoQ and decreased by 11.13% YoY.

➤ EBITDA increased by 307.90% QoQ and decreased by 19.98% YoY.

➤ EBITDA margins increased by 30.87% QoQ and decreased by 6.97% YoY.

➤ EBIT increased by 114.11% QoQ and decreased by 74.84% YoY.

➤ EBIT margins increased by 90.26% QoQ and decreased by 14.51% YoY.

(INR in lakhs)	Transport of Passengers by Air			
	Quarter ended			Year ended
Particulars	30.06.2019 (unaudited)	31.3.2019 (unaudited)	30.06.2018 (unaudited)	31.03.2019 (Audited)
Revenue	518.57	243.61	328.2	1072.22
EBITDA	140.67	(128.53)	33.90	(62.50)
EBITDA Margin(%)	27.13%	(52.76%)	10.33%	-5.83%
EBIT	100.19	(166.98)	(4.8)	(215.77)
EBIT Margin(%)	19.32%	(68.54%)	(1.46%)	(20.12%)

➤ **Transport of passengers by Air revenue** increased by 112.87% QoQ and increased by 58.00% YoY.

➤ EBITDA increased by 209.45% QoQ and increased by 314.93% YoY.

➤ EBITDA margins increased by 79.89% QoQ and increased by 16.80% YoY.

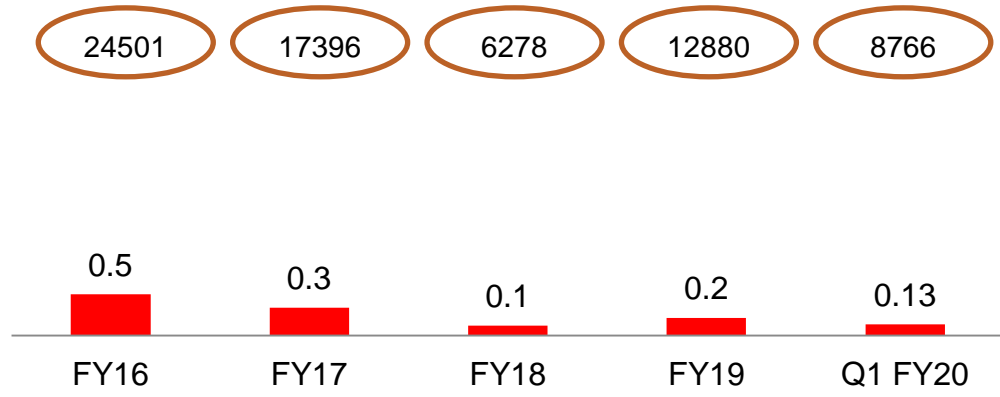
➤ EBIT increased by 160.00% QoQ and increased by 2187.29% YoY.

➤ EBIT margins increased by 87.86% QoQ and increased by 20.78% YoY.



Leverage Metrics

Net Debt to Equity



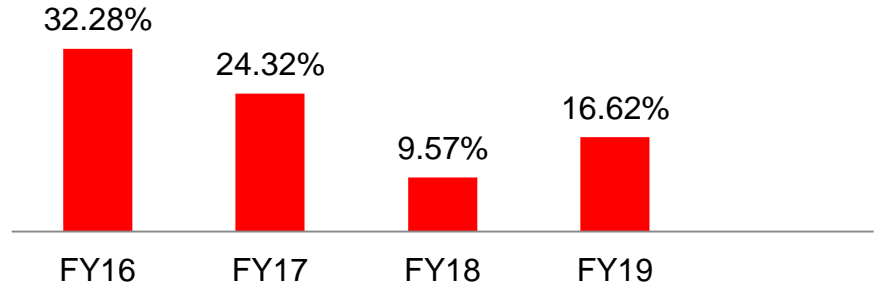
■ Net debt/Equity(x)



Net debt position (Lakhs) is without considering the Impact of IndAs 116

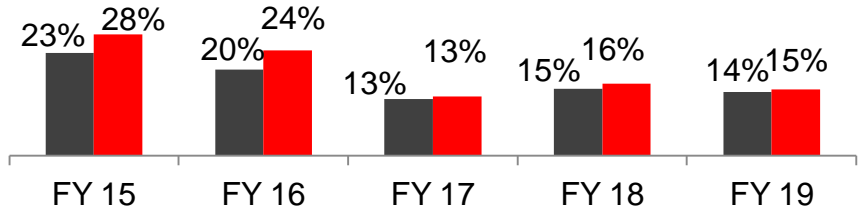
Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings.

Gearing Ratio

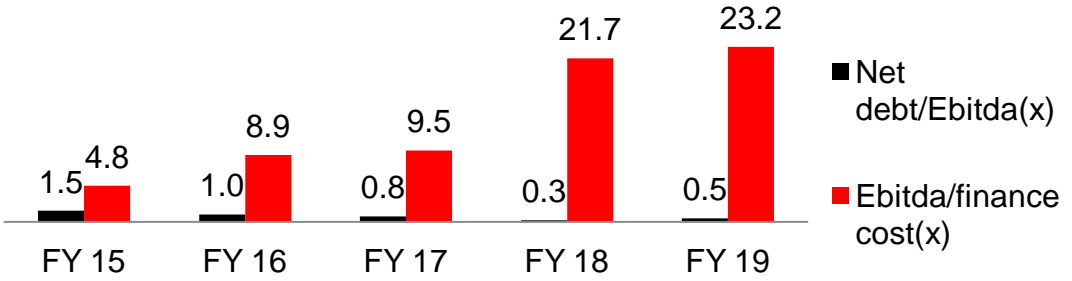


Return metrics

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



Leverage metrics



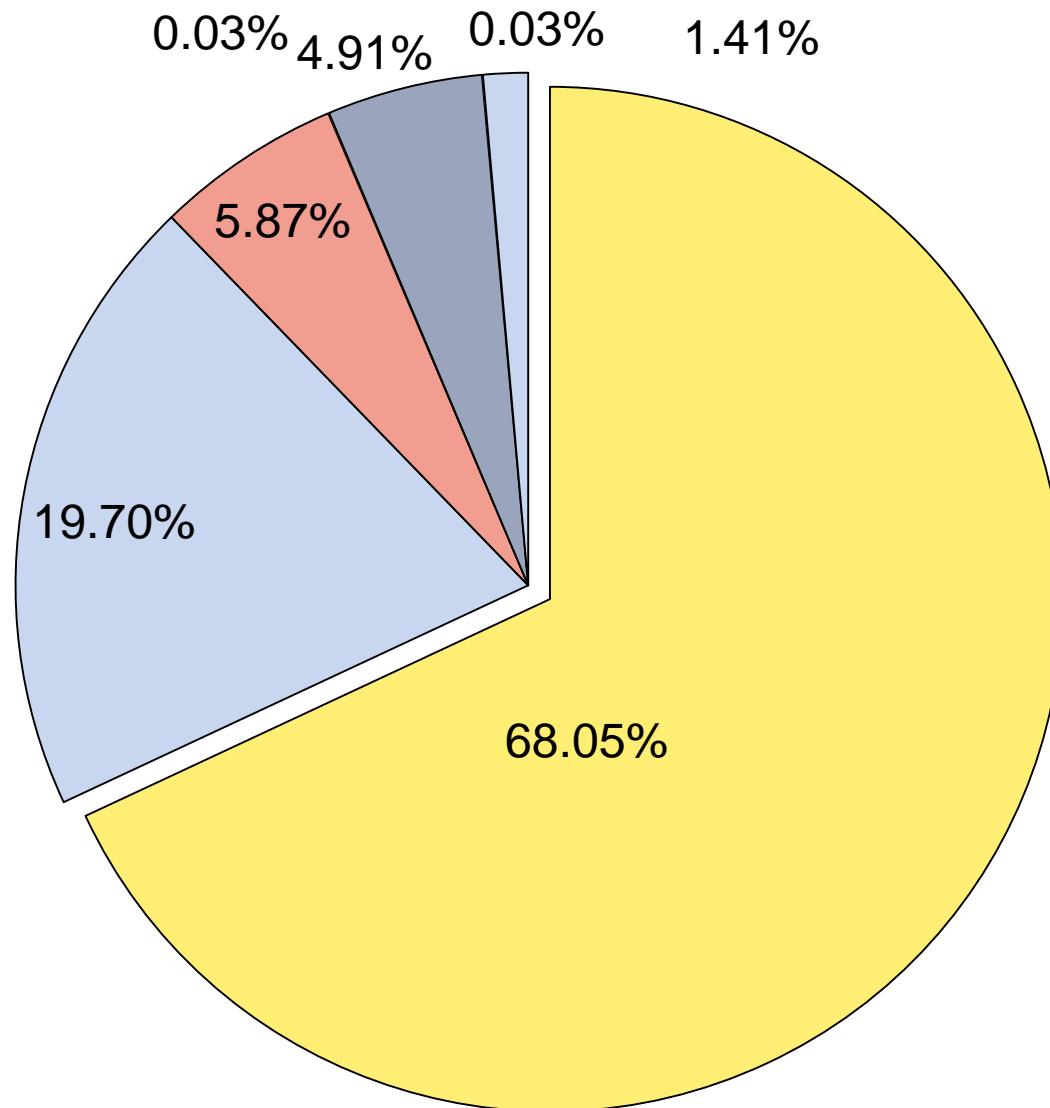
■ Net debt/Ebitda(x)

■ Ebitda/finance cost(x)

Improving debt profile - Has been able to reduce leverage at the company to relatively comfortable levels



Shareholding Pattern



- Promoter
- Mutual Funds
- Foreign Portfolio Investors
- Financial Institutes/ Banks
- General Public
- NBFC (RBI Registered)
- Others



THANKING YOU



For further discussions/queries Please contact :

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