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To,

**BSE Limited**  
**Phiroze Jeejeebhoy Towers**  
**Dalal Street**  
**Mumbai- 400001**

**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)**

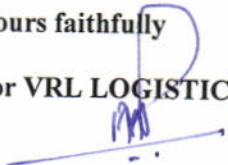
With respect to above captioned subject and in accordance with the extant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 and other applicable laws for time being in force, we enclose herewith the Earnings Presentation of the Company which would also be hosted 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: 01.08.2016

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**Website : www.vrllogistics.com CIN : L60210KA1983PLC005247**



# VRL Financial Results - Q1 2016-17

Earnings Presentation

AUG 01, 2016



# VRL LOGISTICS LTD

[www.vrllogistics.com](http://www.vrllogistics.com)

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A public listed company on NSE & BSE Exchange with a Market capitalization of INR 29.03 billion (as on 30<sup>th</sup> JUNE, 2016).

A pre dominantly parcel delivery service provider (77.2% of total Revenue as of Q1 FY17) with pan –India last mile connectivity through a fleet of 3872 owned vehicles along with third party hired vehicles as and when required.

Passenger transportation through 425 buses of various makes.

Pan Indian network with presence in over 1000 locations.

State of the art workshop facilities with performance enhancement technological innovations.

Dedicated In house software with own servers and real time data to analyze and implement -

Other Business interests include Wind power generation, Air Charter Operations and Courier.





Consolidated (INR in Lakhs)	Q1 FY17
REVENUE	45864.52
EBITDA	6934.17
EBIT	4560.27
PBT	3894.64
PAT	2646.70

REVENUE up by 2.35%

EBITDA down by 19.59%  
Margins down by 4.10%

PBT down by 27.35%  
Margins down by 3.45%

PAT down by 27.29%  
Margins down by 2.34%

Consolidated (INR in Lakhs)	Q1 FY16
REVENUE	44813.52
EBITDA	8623.22
EBIT	6393.54
PBT	5360.75
PAT	3640.01



(INR in Lakhs)	Goods Transport	
Particulars	Q1 2017	Q1 2016
Revenue	35407.21	33969.14
EBITDA	4562.73	5379.17
EBITDA Margin(%)	12.89%	15.84%
EBIT	3392.88	4259.89
EBIT Margin(%)	9.58%	12.54%

- Goods transport revenue achieved growth of 4.23% y-o-y.
- EBITDA income decreased by 15.18% y-o-y.
- EBITDA margins declined by 2.95% y-o-y.
- EBIT income decreased by 20.35% y-o-y.
- EBIT margins declined 2.96% y-o-y.

(INR in Lakhs)	Bus Operations	
Particulars	Q1 2017	Q1 2016
Revenue	9119.55	9468.73
EBITDA	2038.40	2711.27
EBITDA Margin(%)	22.35%	28.63%
EBIT	1424.74	2167.10
EBIT margin(%)	15.62%	22.89%

- Bus Operations revenue decreased 3.69% y-o-y.
- EBITDA income decreased by 24.82% y-o-y.
- EBITDA margins declined by 6.28% y-o-y.
- EBIT income decreased by 34.26% y-o-y.
- EBIT margins declined 7.26% y-o-y.

(INR in Lakhs)	Sale of Power	
Particulars	Q1 2017	Q1 2016
Revenue	686.62	710.09
EBITDA	539.14	570.80
EBITDA Margin(%)	78.52%	80.38%
EBIT	253.87	285.60
EBIT margin(%)	36.97%	40.22%

- **Sale of Power** revenue decreased 3.31% y-o-y.
- EBITDA income decreased 5.55% y-o-y.
- EBITDA margins declined 1.86% y-o-y.
- EBIT income decreased 11.11% y-o-y.
- EBIT margins declined by 3.25% y-o-y.

(INR in Lakhs)	Air charter	
Particulars	Q1 2017	Q1 2016
Revenue	335.23	268.16
EBITDA	(43.83)	8.00
EBITDA Margin(%)	(13.07%)	2.98%
EBIT	(91.34)	(39.50)
EBIT margin(%)	(27.25%)	(14.73%)

- **Air Charter** revenue increased 25.01% y-o-y.
- EBITDA income decreased 647.88% y-o-y.
- EBITDA margins declined by 16.06% y-o-y.
- EBIT income decreased by 131.22% y-o-y.
- EBIT margins declined by 12.52% y-o-y.

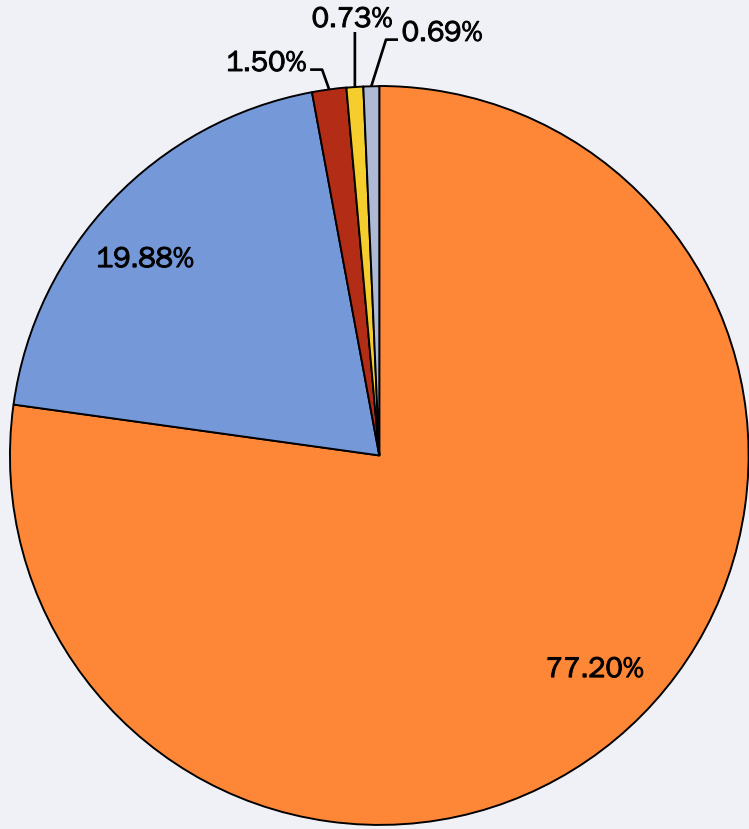
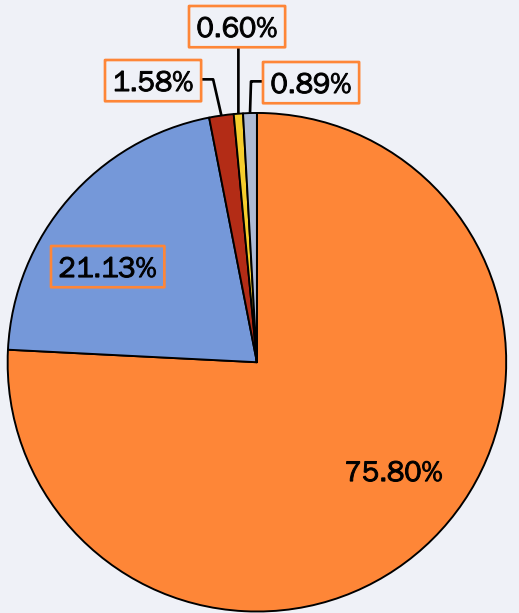
# Segment Performance



## Segmentwise contribution to total revenue

Q1 FY17

Q1 FY16



- Goods Transport
- Bus Transport
- Sale of Power
- Aircharter
- Others

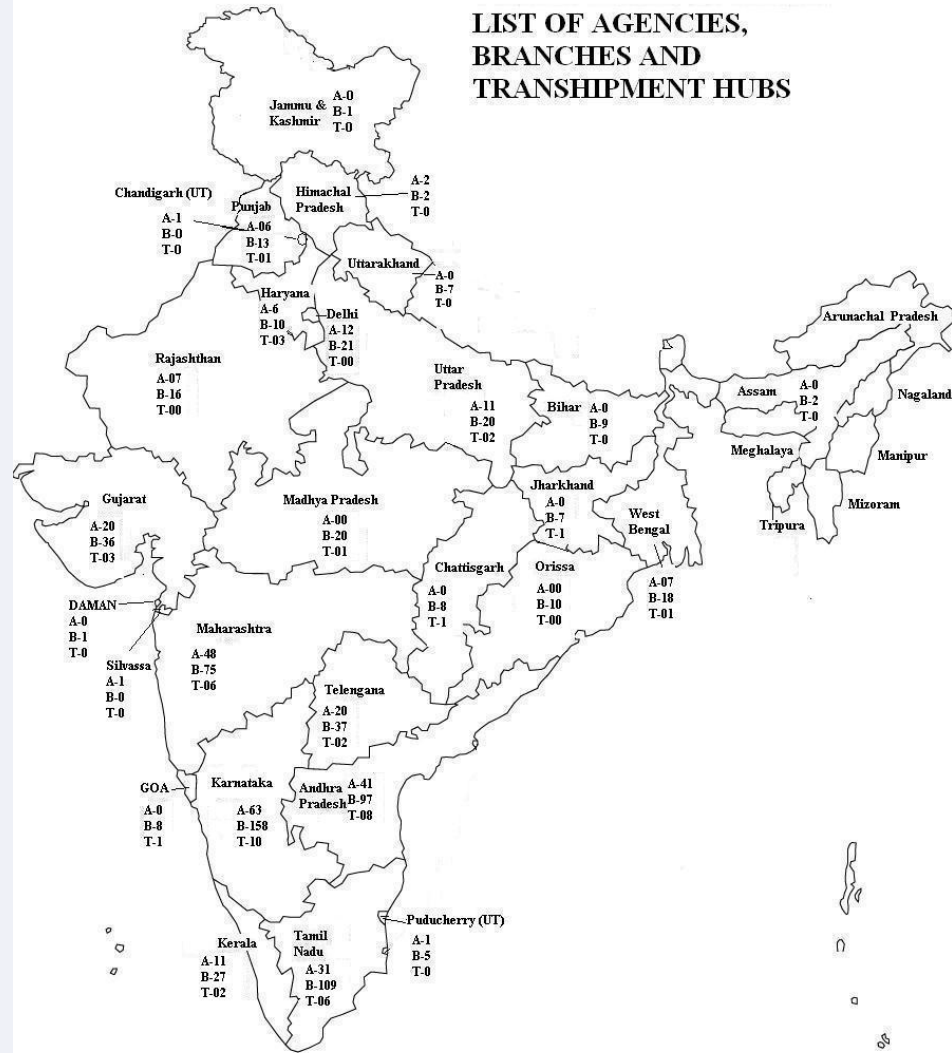
- Goods Transport
- Bus Transport
- Sale of Power
- Air charter
- Others

Goods Transport (77.2%) is the key contributor to total revenue





## LIST OF AGENCIES, BRANCHES AND TRANSHIPMENT HUBS



A - AGENCIES  
B - BRANCHES  
T - TRANSHIPMENT HUBS

MAP-NOT TO SCALE

## Efficient operations with largest fleet and a robust Pan India network

- Hub-and-Spoke model to aggregate small parcels and maximize capacity utilization of its vehicles.
- One of the largest widespread pan-India transportation network in 28 states and 4 union territories.
- Operational infrastructure comprises of 717 branches & 288 agencies in 1005 locations.
- Strategically placed 48 (7 owned) transshipment hubs.
- Focus on growth in the North and the Central parts of the country.
- Established brand since four decades.
- Market leader in India.
- Critical infrastructure facilities comprising of branches agencies godowns and transshipment hubs enables us to cater diversified customer base spread across different geographical locations



# Infrastructure

As of	Small Vehicle (1)	Light Commercial Vehicle (2)	Heavy Commercial Vehicles (3)	Car Carrier (4)	Available Capacity (tons)	Tanker (5)	Cranes (6)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-12	139	883	1916	102	34518	27	12	3079	423	3502
31-Mar-13	122	883	1941	102	34882	27	13	3088	460	3548
31-Mar-14	122	882	2210	102	40087	23	13	3352	477	3829
31-Mar-15	120	975	2423	102	45538	16	13	3649	375	4024
31-Mar-16	119	982	2639	102	49861	17	13	3872	381	4253
30-JUN-16	121	981	2638	102	49870	17	13	3872	425	4297

NOTE:  
 (1) Small vehicles are defined as vehicles with carrying capacity up to 2500 kilograms.  
 (2) Light commercial vehicles are defined as vehicles with carrying capacity between 2500 kilograms and 7500 kilograms.  
 (3) Heavy commercial vehicles are defined as vehicles with carrying capacity of more than 7500 kilograms.  
 (4) Used for transportation of automobiles.  
 (5) Used for transportation of liquid.  
 (6) Cranes are predominantly used for internal operations.

**Goods transportation fleet includes :**

- 3,872 owned vehicles as of June 2016.
- 1,257 (32%) vehicles less than 5 years old.
- 2,843 (73%) of vehicles are debt free
- 1,924 (50%) of vehicles book value is Re 1
- Average age of goods fleet is around 8.7 years
- Wide range of vehicles with carrying capacity from 1 ton to 32 tons

**Passenger transportation fleet includes**

- 425 owned vehicles
- 233 (55%) vehicles are less than 5 years old
- 280 (66%) of vehicles are debt free
- Average age of Passenger vehicles is 5 yrs

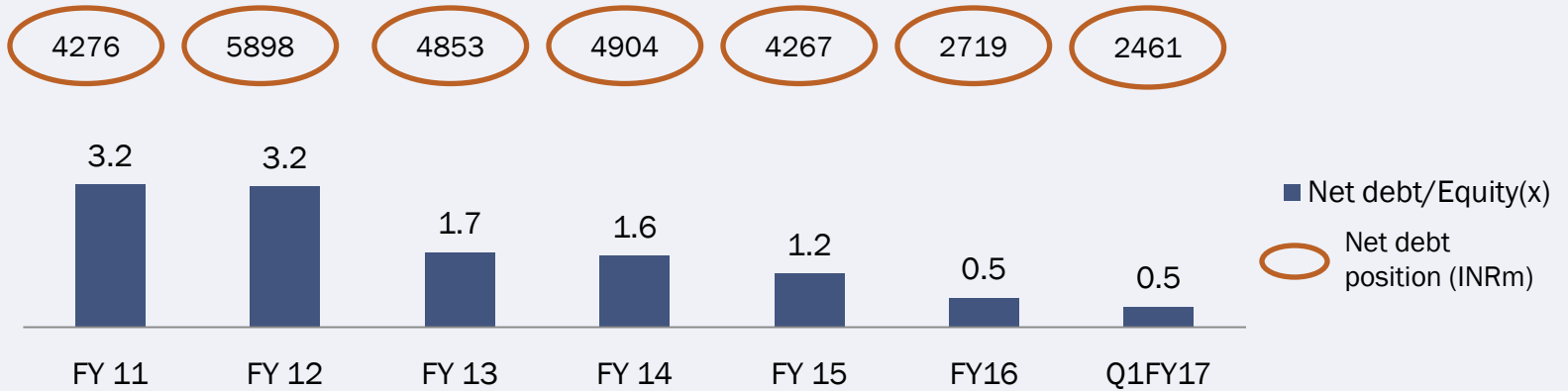
**Significance of own vehicles**

- Enables us to significantly reduce hiring and operational costs
- Enables us to cover a large number of routes and reduce dependence on third party hired vehicles
- Enables better control over time bound delivery enhancing service quality and ensuring reliable quality services
- Passenger transportation: Owned vehicles enables us to provide safe and on time travel experience

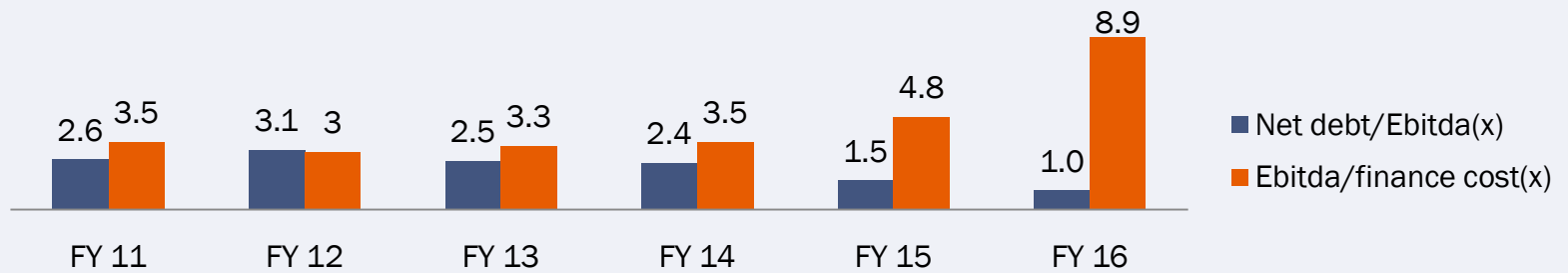
**Total of 4297 owned vehicles provides greater leverage in terms of pricing and service**

# Leverage Metrics

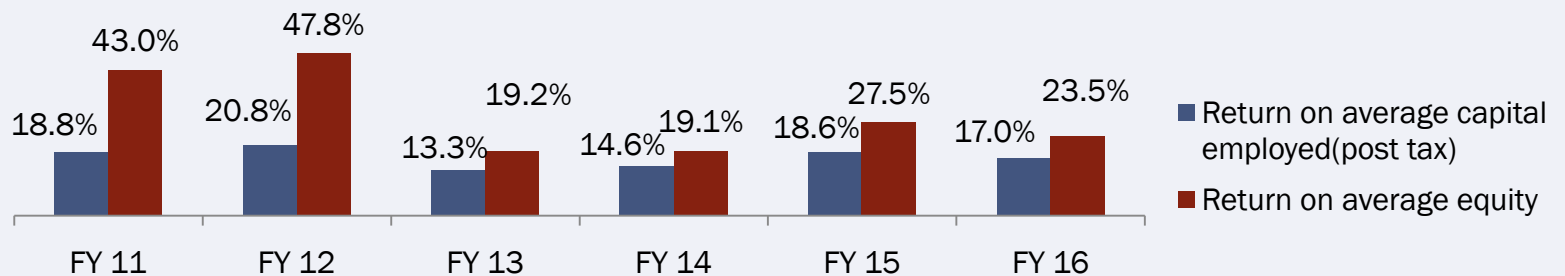
## Net Debt to Equity



## Leverage metrics



## Return metrics

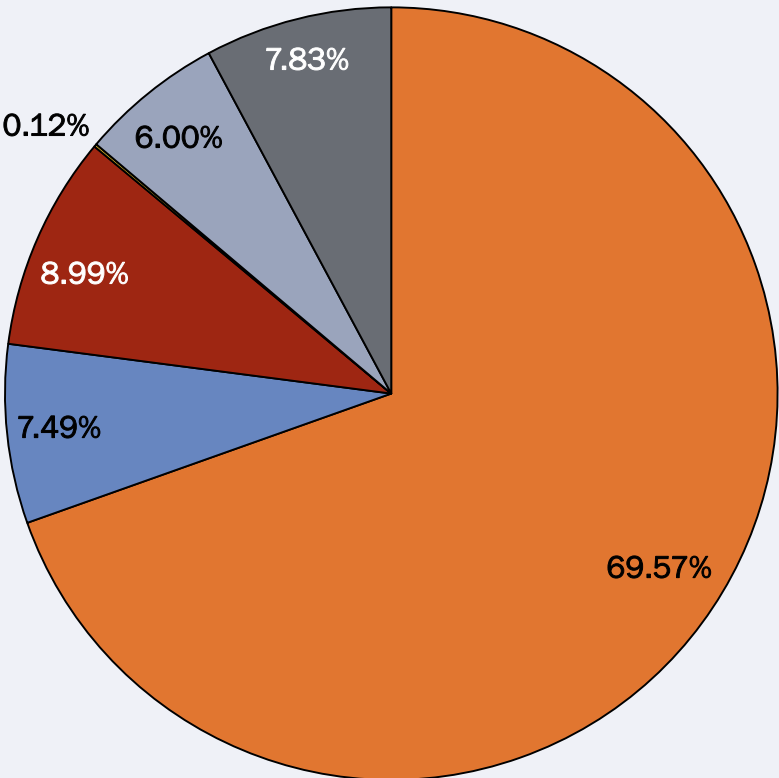


Improving debt profile - Has been able to reduce leverage at the company to relatively comfortable levels

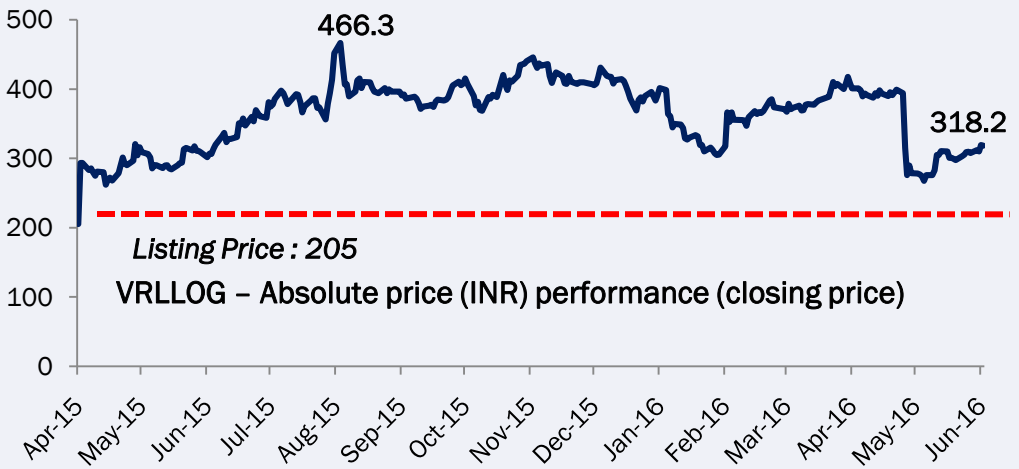
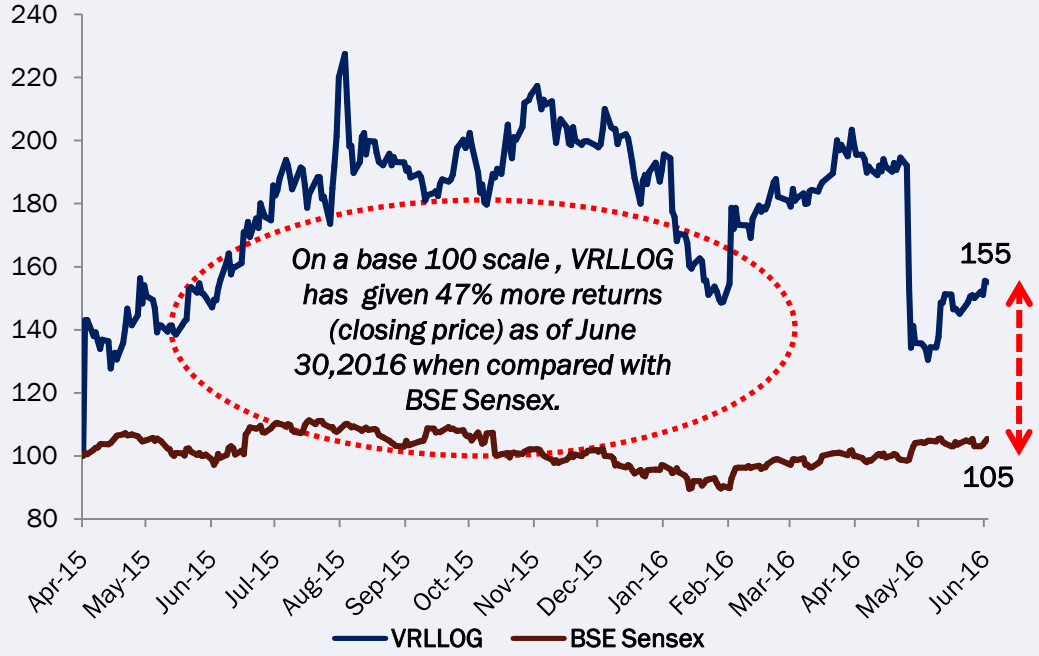
# Shareholding Pattern & Price comparison



Shareholding Pattern



- Promoters
- Mutual Funds
- FPI
- NBFC
- Public
- Others



**STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER  
ENDED 30 JUNE 2016**



Sr. No.	Particulars	Quarter ended	
		30 June 2016 (Unaudited)	30 June 2015 (Unaudited) (refer note 2)
1	<b>Income from operations</b>		
	- Income from operations	45,548.61	44,416.12
	- Other operating income	315.91	397.40
	<b>Total income from operations (net)</b>	<b>45,864.52</b>	<b>44,813.52</b>
2	<b>Expenses</b>		
	- Operating expenses	32,011.65	30,676.42
	- Employee benefits expenses	6,610.25	5,250.79
	- Depreciation and amortisation expenses	2,373.90	2,229.68
	- Other expenses	537.98	489.19
	<b>Total expenses</b>	<b>41,533.78</b>	<b>38,646.08</b>
3	<b>Profit from operations before other income, finance costs and exceptional item (1-2)</b>	<b>4,330.74</b>	<b>6,167.44</b>
4	- Other income	229.53	226.10
5	<b>Profit from ordinary activities before finance costs and exceptional item (3+4)</b>	<b>4,560.27</b>	<b>6,393.54</b>
	<b>EBITDA</b>	<b>6934.17</b>	<b>8623.22</b>
6	- Finance costs	665.63	1,032.79
7	<b>Profit from ordinary activities after finance costs but before exceptional item (5-6)</b>	<b>3,894.64</b>	<b>5,360.75</b>
8	- Exceptional item	-	-
9	<b>Profit from ordinary activities before tax (7+8)</b>	<b>3,894.64</b>	<b>5,360.75</b>
10	- Tax expense	1,247.94	1,720.74
11	<b>Net Profit from ordinary activities after tax</b>	<b>2,646.70</b>	<b>3,640.01</b>
12	Other comprehensive income (net of tax)	(21.40)	(108.11)
13	<b>Total comprehensive income</b>	<b>2,625.30</b>	<b>3,531.90</b>
14	Paid-up equity share capital (face value of ` 10/- each)	9,124.35	9,124.35
15	Earnings per share (not annualised) ( ` ) (11/14)		
	Basic	2.90	4.06
	Diluted	2.90	4.06

**SEGMENT-WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR THE QUARTER  
ENDED 30 JUNE 2016**



Particulars (INR in Lakhs)	Quarter ended	
	30 June 2016 (Unaudited)	30 June 2015 (Unaudited)
<b>1. Segment revenue</b>		
a) Goods transport	35,407.21	33,969.14
b) Bus operations	9,119.55	9,468.73
c) Sale of power	686.62	710.09
d) Air chartering service	335.23	268.16
e) Unallocable revenue	315.91	397.40
Total	45,864.52	44,813.52
Less: Inter segment revenue	-	-
<b>Income from operations (net)</b>	<b>45,864.52</b>	<b>44,813.52</b>
<b>2. Segment results</b>		
(Profit before tax and finance costs)		
a) Goods transport	3,392.88	4,259.89
b) Bus operations	1,424.74	2,167.10
c) Sale of power	253.87	285.60
d) Air chartering service	(91.34)	(39.50)
Total	4,980.15	6,673.09
<b>Less: Unallocable (expenditure)/revenue:</b>		
a) Finance costs	(665.63)	(1,032.79)
b) Other expenditure (net of other income)	(419.88)	(279.55)
<b>Profit before tax</b>	<b>3,894.64</b>	<b>5,360.75</b>
<b>3. Capital employed</b>		
(Segment assets - Segment liabilities)		
a) Goods transport	43,711.43	44,611.12
b) Bus operations	13,970.02	12,106.14
c) Sale of power	11,390.64	12,768.49
d) Air chartering service	3,493.03	3,492.28
e) Unallocable	(18,585.97)	(22,837.89)
<b>Total</b>	<b>53,979.15</b>	<b>50,140.14</b>

**Notes:**

1) The financial results for the quarter ended 30 June 2016 are in compliance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs. Consequently, the financial results for the corresponding quarter ended 30 June 2015 have been restated to comply with Ind AS to make them comparable.

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 1 August 2016. The statutory auditors of the Company have carried out the limited review only in respect of the financial results for the quarter ended 30 June 2016. The Ind AS compliant financial results pertaining to the corresponding quarter ended 30 June 2015 have not been subjected to limited review or audit. However, the management has exercised necessary due diligence to ensure that the financial results provide a true and fair view of its affairs.

3) Reconciliation of result between previous Indian GAAP and Ind AS is as under:

		in Lakhs
Particulars		Quarter ended 30 June 2015
<b>Net profit for the period under previous India GAAP</b>		<b>3,538.03</b>
Interest income resulting from fair valuation		52.88
Rent income on fair valuation of security deposits		1.73
Re-classification of defined employee benefit obligation		113.18
Finance cost recognised on fair value of financial liability		0.69
Amortisation of prepaid lease rent due to discounting of security deposits		(61.43)
Deferred tax impact on above adjustments		(5.07)
<b>Net profit for the period under Ind AS</b>		<b>3,640.01</b>
		(108.11)
Other comprehensive income (net of tax)		3,531.90
<b>Total comprehensive income</b>		<b>3,531.90</b>

4) The utilisation of IPO proceeds is summarised below:-

in Lakhs

Sr. no.	Particulars	Objects of the issue as per the Prospectus	Utilisation upto 30 June 2016	Unutilised amounts as at 30 June 2016
1	Purchase of goods transportation vehicles	6,741.51	3,819.32	2,922.19
2	Repayment/pre-payment, in full or part, of certain borrowings availed by the Company	2,800.00	2,800.00	-
3	General corporate purposes	1,452.99	1,452.99	-
4	Issue related expenses (only those apportioned to the Company)	705.53	705.53	-
	<b>Total</b>	<b>11,700.03</b>	<b>8,777.84</b>	<b>2,922.19</b>

The unutilised amounts of the issue as at 30 June 2016, have been temporarily deployed in cash credit account with a scheduled commercial bank. There are adequate cash credit drawing limits available with this bank for the Company, which will be utilised towards the objects as stated in the Prospectus.

5) M/s H. K. Veerbhadrappa & Co, Hubballi, one of the joint statutory auditors of the Company have submitted their resignation letter to the Company and consequently the limited review of the financial results for the quarter ended 30 June 2016, was carried out by M/s Walker Chandiook & Co LLP, Mumbai, the other joint statutory auditors of the Company. The Board of directors have appointed them as the sole statutory auditors of the Company at their meeting held on 1 August 2016 and the same is being proposed for ratification by the shareholders at the ensuing Annual General Meeting of the Company.

6) In accordance with the requirements under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the statutory auditors have performed the limited review of the financial results of the Company for the quarter ended 30 June 2016. There are no qualifications in the limited review report issued for the said period.

7) Previous period figures have been re-grouped/rearranged, wherever necessary to make their classification comparable with the current period.



**THANKING YOU**



**For further discussions/queries Please contact :**

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