

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
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 ANIL
PHADNAVIS
Date: 2024.05.20
13:57:45 +05'30'



ANIRUDDHA PHADNAVIS
COMPANY SECRETARY AND
COMPLIANCE OFFICER

Date: 20.05.2024

Place: Hubballi

FY2023-24 Earnings Presentation



DISCLAIMER

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Significance of Roadways in Indian Logistics landscape

India has about 66.71 lakh km of road network, which is the second-largest in the world

Length of 4 lanes and above National Highway (NH) increased by 2.5 times – 18,387 km (2014) to 46,179 km (Nov'23)

Average pace of NH construction increased by 143% to 28.3 km/day from 2014

The NH network increased by 60% from 91,287 km in 2014 to 1,46,145 km in the year 2023.

1 Backbone of Transportation

- Roadways serve as the primary mode of transportation, connecting rural and urban areas, enabling the efficient movement of goods and materials across the country.

2 Accessibility and Reach

- India's extensive road network provides unparalleled accessibility, reaching even remote and isolated regions, ensuring the delivery of essential supplies and services.

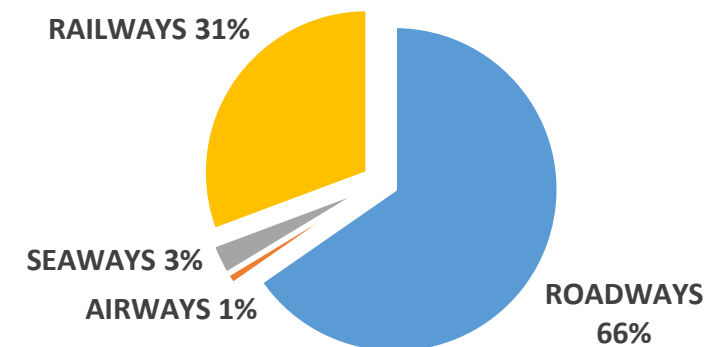
3 Cost-Effective and Flexible

- Roadways offer a cost-effective solution for logistics, with the ability to adapt to changing demands and deliver goods on a just-in-time basis.

4 Integrating Rural Economies

- Robust road infrastructure integrates rural economies with the larger national supply chain, empowering local producers and connecting them to wider markets.

Freight Movement split



PRESENT LOGISTICS SCENARIO

Challenges

Compliance issues, Regional brokers, Pricing, Low efficiency & Transparency. Often market is dependent on middle men adding to increased costs

Ownership

Truck owners with less than five trucks dominate the logistics industry making it one of the most fragmented industries

Dominance of Unorganized players

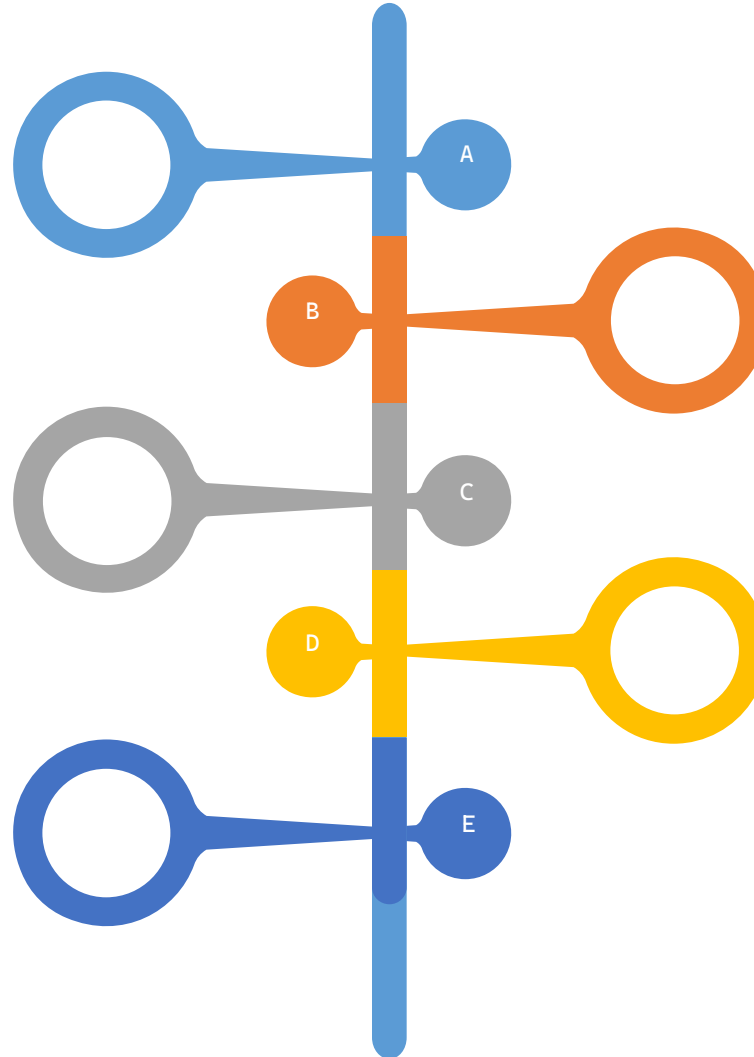
Two most unorganized sectors dominate the logistics market – Road Transport & Warehousing.

Solutions

- Shift mindset from logistics provider to problem solver
- Platformisation to aggregate fragmented service providers and better utilization of trucks
- To Strengthen digital and analytics team
- Increase in regulatory compliances

VISION 2030- LOGISTICS SECTOR

- ✓ *India aims to be one of the top 20 countries in the World Bank Logistics Performance Index by 2030. Currently it stands at 38*
- ✓ *It will be powered by next-gen technologies such as big data, AI, Blockchain, and Internet of Things, backed by 21st-century infrastructure.*
- ✓ *It will be aligned with best practices across the world and develop on par with global standards.*



- ✓ *The reimagined supply chain will make India “Atmanirbhar” and strongly complement “Make in India” and “Startup India”, building a globally competitive supply chain.*
- ✓ *The supply chain industry will be an optimized and automated logistics ecosystem, with a simplified distribution system and a sustainable, green, resilient, and flexible supply chain.*

INDIAN ECONOMY

- *The Indian economy is likely to grow at 6.5% in the financial year starting April 1, 2024, and at a similar pace the year after, the International Monetary Fund said in its World Economic Outlook.*
- *The IMF revised its GDP growth projection for the fifth-largest economy to 6.7% for the current fiscal year, up from 6.3% in October, citing resilient domestic demand.*
- *The Indian government's 'Indian Economy—A Review,' foresees India becoming the world's third-largest economy in three years, reaching a USD 5 trillion GDP milestone.*

REGULATORY ENVIRONMENTS AND POLICIES

1

GST Implementation

The introduction of the Goods and Services Tax (GST) in 2017 has had a significant impact on the logistics industry, streamlining the tax structure and reducing the complexity of cross-border transportation.

2

FDI Liberalization

The Indian government's efforts to liberalize foreign direct investment (FDI) in the logistics sector have attracted increased interest and investment from global players, driving innovation and technological advancements.

3

Regulatory Reforms

Ongoing regulatory reforms, such as the introduction of e-way bills, ease of inter-state transportation, reforms in axle load etc have improved the efficiency and transparency of the logistics industry.

4

Sustainability Initiatives

The government and industry stakeholders are increasingly focused on promoting sustainable logistics practices, such as the use of alternative fuels, renewable energy, and environmentally-friendly transportation modes.



5994 Owned Vehicles



1209 Branches



50 Transshipment Hubs



9 Lakhs + Customer base



21000+ Workforce

And VRL is all set to encash on India's growth story by

.....maintaining its position as the leading service provider in the LTL segment by scaling up its infrastructure to deliver unmatched service levels committed to Quality, Reliability & Punctuality

YOY ADDITION

+323

+83

+290

+3747

+364'000

VEHICLES
(No's)

BRANCHES
(No's)

CAPEX
(Rupees in crores)

VEHICLE
CAPACITY
(in Tons)

FREIGHT VOLUME
(in Tons)

6% YoY

7% YoY

(30%) YoY

5% YoY

9% YoY

0.5% QoQ

2% QoQ

168% QoQ

(1%) QoQ

4% QoQ

6% QYoY

7% QYoY

(51%) QYoY

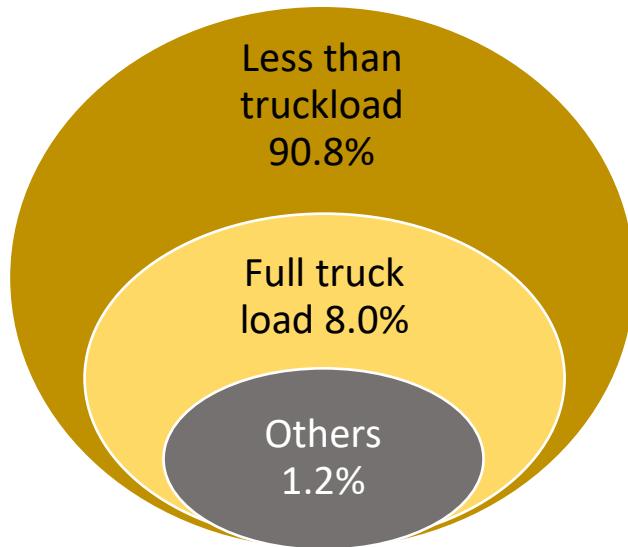
5% QYoY

10% QYoY

VRL- LTL MARKET LEADER

B2B FOCUS

Revenue breakup (FY24)



* % to Total Revenue

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 across diversified sectors.
- The top ten customers contribute not more than 3% of total revenue

VRL - KEY DIFFERENTIATORS

VRL

Only "Owned Asset" organised player in Less than Truckload logistics business in India

Operating model

Integrated hub-and-spoke operating model ensuring efficient consignment distribution. Customised supply chain solutions with storage facility

5966 GT VEHICLES

Efficient operations with largest fleet which includes a wide range of Trucks, Trailors, and specialized equipment

Distribution Network

Robust pan India network across 24 states, 5 union territories, having 1209 branches, including 50 massive transshipment hubs facilities

Higher Payload

Vehicles Specially Designed by OEM`s / in-house

Lower Costs

~25% vehicles Fully Depreciated
~ 85% vehicles Debt Free

Entry Barrier

Owned Vehicle operations, maintenance & Driver management

Self Reliant

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

Proprietary ERP system

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

Financial performance & position

EBITDA margins @14% (FY24)
Apt asset owned model leads to higher operating margins, higher cash flows, higher Cash EPS & return metrics. Track record of robust financial growth

Regulatory compliance

Complete automation of E-way bill compliance
Integration of Government GST API with our Software

Minimal Outsourcing of transport

Savings in margins taken by Outside Vehicle service providers.
Reliability in service.

VRL - KEY DIFFERENTIATORS

Fuel Procurement

- Procurement of diesel directly from Refineries by establishing own fuel pumps in key locations
- Supports in improvement of margins

Lowest cost Operator

- Own workshop
- Own fittings
- Own Body Building
- Own Design
- Own Software

Wide range of Customers

- Not dependent on any single major customer or any product category
- Diversified Customer base offering varied Commodity mix

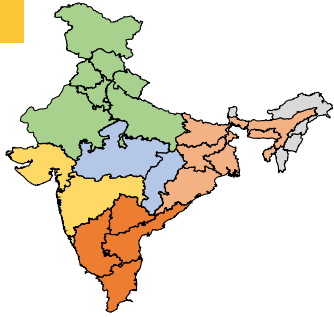
Most efficient collection mechanism

- Provisions for Bad debt (FY24) ~ **Rs.196 lakhs** on ~ **Rs.2910 Cr.** Revenue
- Hardly any collectible more than 90 days.
- Trade Receivables at **11** days of Total revenue in FY24

Lower Net Debt Level

- **Net Debt @ INR 262 Crs**
- Lower cash burnout for servicing and repayment

VRL – AT A GLANCE



- ✓ With an extensive network around the Country, VRL Logistics is able to provide personalized, localized support to our clients no matter where they are
- ✓ Our team of logistics experts have deep knowledge of the unique transportation and warehousing challenges in every region, and can work closely with clients to develop customized solutions that meet specific requirements.

- ✓ At VRL Logistics, we pride ourselves on delivering an exceptional customer experience.
- ✓ Our friendly and responsive team is available all the time to answer clients questions, provide updates on shipments, and ensure logistics needs are met with the utmost care and attention.
- ✓ Whether clients need to track a package, discuss a customized solution, we are here to assist at every step

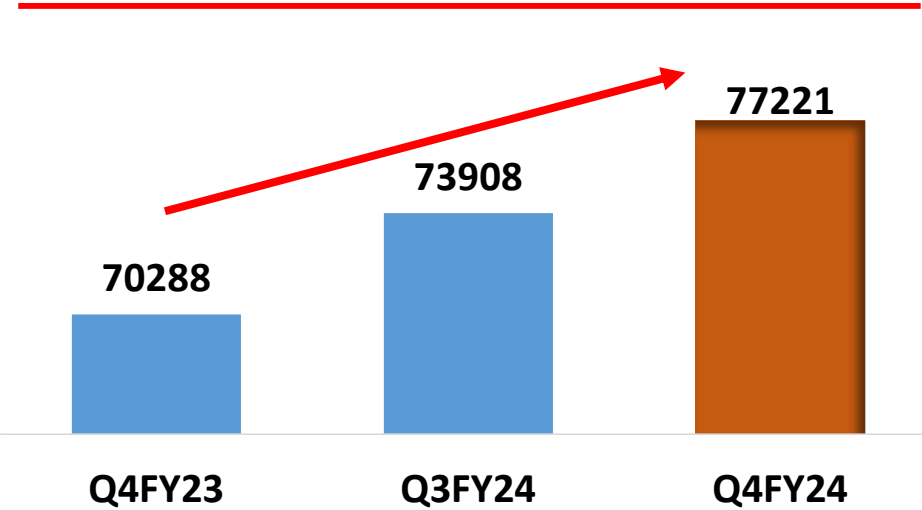
- ✓ In addition to our core transportation and warehousing services, VRL Logistics also offers comprehensive inputs to help our clients optimize their supply chain operations.
- ✓ Our team of industry veterans can provide strategic advice, conduct detailed assessments, and develop tailored recommendations to improve efficiency, reduce costs, and ensure logistics solutions are aligned with clients broader business objectives.

- ✓ To support our world-class logistics services, VRL has invested heavily in cutting-edge technology and digital tools
- ✓ From our user-friendly online portal to advanced shipment tracking and analytics capabilities, we are constantly exploring new ways to leverage technology to enhance the customer experience and drive greater transparency and visibility throughout the supply chain..
- ✓ Our innovative approach helps ensure clients have the information and insights needed to make informed, data-driven decisions.

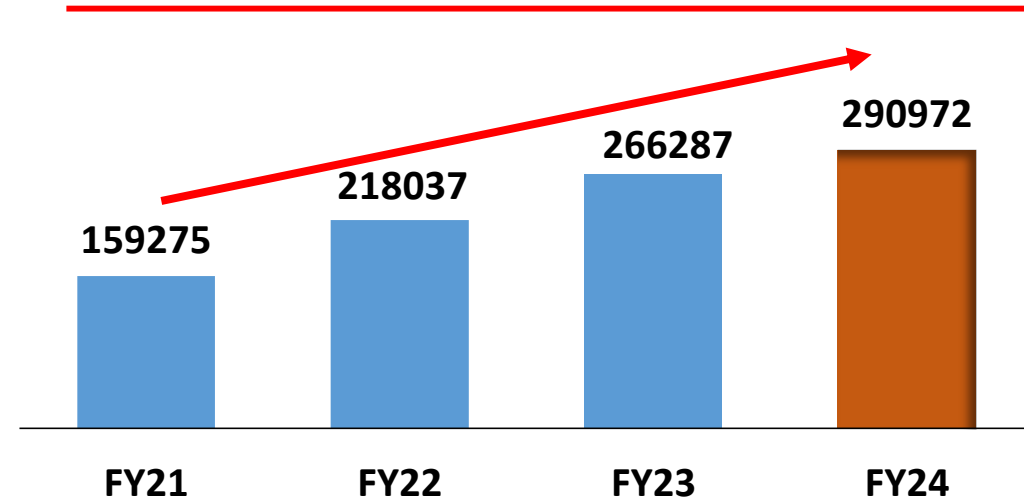
FINANCIALS

FINANCIALS

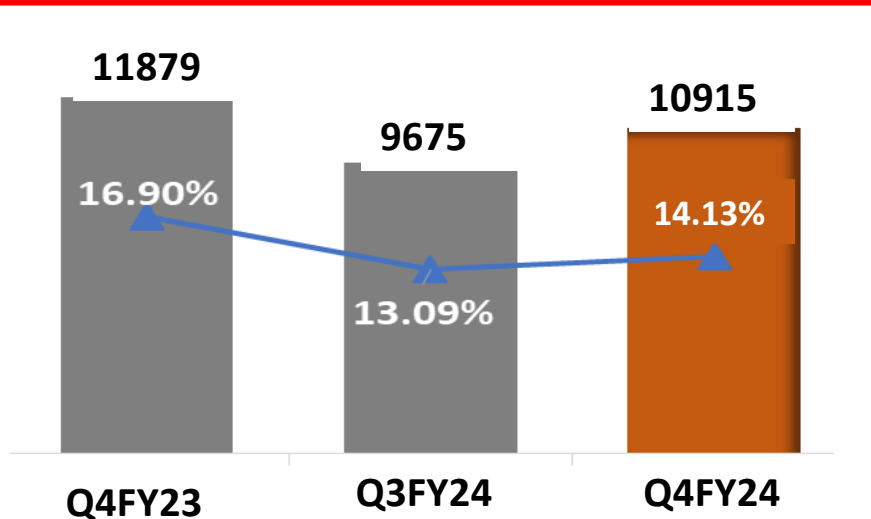
QUARTERLY TOTAL INCOME



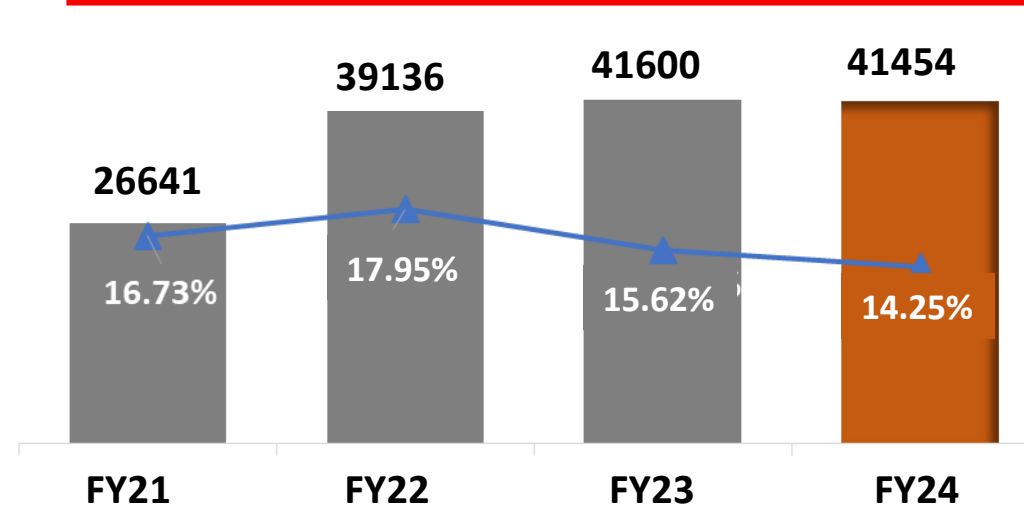
FY24 TOTAL INCOME



QUARTERLY EBITDA and MARGINS(%)



FY 24 EBITDA and MARGINS(%)



Note: 1. All numbers in lakhs and from continued operations.
2. EBITDA margins are calculated on Total Income

FINANCIALS

Particulars (INR in Lakhs)	Q4		Q4 YoY	Q3	QoQ	12m		12m YoY
	FY24	FY23	Growth (%)	FY24	Growth (%)	FY24	FY23	Growth (%)
	Total Income	77221	70288	10%	73908	4%	290972	266287
Total Expenses	74310	64266	16%	72040	3%	278921	246035	13%
Profit Before Exceptional Item and Tax	2911	6022	(52%)	1868	56%	12051	20252	(40%)
Profit for the Period from Continuing Operations	2154	6097	(65%)	1365	58%	8906	16614	(46%)
Profit Before Tax from Discontinued Operations	-	-	-	-	-	-	3364	-
Exceptional Items	-	18720	-	-	-	-	18720	-
Tax Expense of discontinued operations	-	5500	-	-	-	21	6378	-
Profit for the Period from Discontinued Operations	-	13220	-	-	-	(21)	15706	-
Profit for the Period	2154	19318	-	1365	-	8885	32320	-

FINANCIALS

Rupees in Lakhs	Q4		Q4 YoY	Q3	QoQ	12m		12m YoY
	FY24	FY23	Growth (%)	FY24	Growth (%)	FY24	FY23	Growth (%)
Total Income	77221	70288	10%	73908	4%	290972	266287	9%
EBITDA	10915	11879	(8%)	9675	13%	41454	41600	(0.4%)
Margin (%)	14%	17%		13%		14%	16%	
EBIT	5087	7351	(31%)	4000	27%	19838	25686	(23%)
Margin (%)	7%	10%		5%		7%	10%	
PBT	2911	6022	(52%)	1868	56%	12051	20252	(40%)
Margin (%)	4%	9%		3%		4%	8%	
PAT	2154	6097	(65%)	1365	58%	8906	16614	(46%)
Margin (%)	3%	9%		2%		3%	6%	

FINANCIAL PERFORMANCE

Revenue Analysis

- GT revenue increases by 10% Q4YoY, up by 4.5% QoQ , up by 9% YoY
- Volumes up by 9.61% Q4YoY from 1031 thousand tons to 1130 thousand tons, up by 3.51% QoQ from 1092 thousand tons to 1130 thousand tons, & up by 9.30% YoY from 3912 thousand tons to 4276 thousand tons
- Tonnage Contribution by new branches

	Q4 YOY	QOQ	YOY
Branches Added (Net)	83	21	83
Contribution to Total Tonnage	2.87%	0.04%	1.39%

- 184 Branches added in FY23 contributes 6.74% of total tonnage in FY24
- Significant growth in volumes from North, Eastern and North Eastern states due to expansion in branch network
- Slower demand in Southern States due to unfavorable monsoon spread had an impact on volume growth
- Realisation per ton remained constant @ 6675(FY24) and up by 0.82% QoQ and 1.05% QYoY. Increase in other costs have not been passed on to the customers resulting in decrease in EBITDA margins.
- Continued shift of Customer base to VRL from unorganized sector as a result of increase in compliance requirements under GST. Customer base increases to ~9 lakhs

PROFITABILITY ANALYSIS

Q4 YOY	Q4-24	Q4-23	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	14.13%	16.90%	(2.77%)	
Fuel cost	29.22%	30.95%	(1.73%)	<ul style="list-style-type: none"> DIESEL consumption qty increased by 4.8% due to addition of new vehicles and kms run by them. Average procuring cost per litre of Diesel down by 1.17%, from Rs 88.78 in Q4-23 to Rs 87.73 in Q4-24. Procurement from refineries as a percent of total quantity increases by 3.36% from 28.15% in Q4-23 to 31.51% in Q4-24
Lorry Hire	8.30%	7.88%	0.42%	<ul style="list-style-type: none"> Increase in long haul hired vehicle Kms in Q4FY24
Vehicle Running, Repairs & Maintenance	5.02%	4.41%	0.61%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles. Increase in driver incentives.
Stores and Spares consumed	2.55%	2.14%	0.41%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles.
Tyres, Flaps and Re-treading	2.31%	1.46%	0.84%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles
Bridge & Toll expenses	7.71%	7.61%	0.09%	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1257 to 1383 across India, increase in Toll Rates and Increase in Kms by Owned vehicles. However percentage is maintained.
Rent	2.17%	2.02%	0.15%	<ul style="list-style-type: none"> Addition of new branches. Ind As 116 accounting effect the rental expenses is accounted into Depreciation and Interest expenses
Hamali (Loading & Unloading charges)	6.90%	6.23%	0.67%	<ul style="list-style-type: none"> Increase in Loading and Unloading rates per ton
Employee Cost	16.60%	15.42%	1.19%	<ul style="list-style-type: none"> Annual increments from Sep-23, Increase in number of employees due to addition of new branches & Internal promotions on selective basis
Other Expenses	5.08%	4.97%	0.11%	<ul style="list-style-type: none"> Percentage maintained.
Depreciation	7.55%	6.44%	1.11%	<ul style="list-style-type: none"> Due to increase in capex & increase in ROU on account of addition/expansion of new leased branches/TPT's area.
EBIT	6.59%	10.46%	(3.87%)	<ul style="list-style-type: none"> Due to increase in depreciation costs & decline in EBITDA margins.
Finance Costs	2.82%	1.89%	0.93%	<ul style="list-style-type: none"> Due to increase in debt & increase in Lease Liabilities on account of Addition/Expansion of new leased branches/TPT areas
PBT	3.77%	8.57%	(4.80%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs & decline in EBITDA margins.
PAT	2.79%	8.67%	(5.89%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs & decline in EBITDA margins.

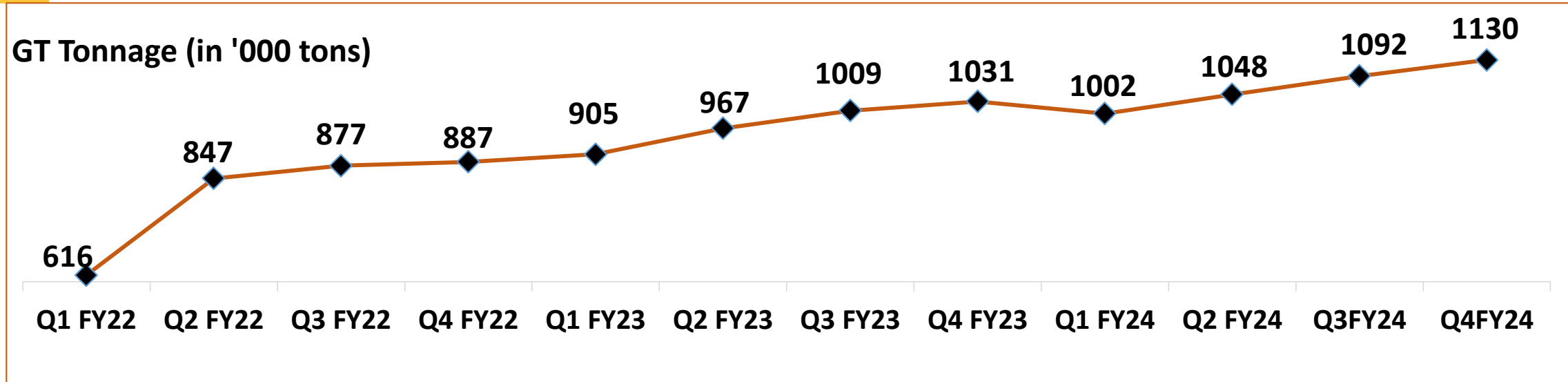
PROFITABILITY ANALYSIS

QOQ	Q4-24	Q3-24	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	14.13%	13.09%	1.04%	
Fuel cost	29.22%	30.46%	(1.23%)	<ul style="list-style-type: none"> DIESEL consumption qty increased by 1.2% Average procuring cost per litre of Diesel down by 1.24% from Rs 88.83 in Q3-24 to Rs. 87.73 in Q4-24. Procurement from refineries as a percent of total quantity up by 9.55% from 21.96% in Q3-24 to 31.51% in Q4-24
Lorry Hire	8.30%	7.17%	1.13%	<ul style="list-style-type: none"> Increase in long haul hired vehicle Kms
Vehicle Running, Repairs & Maintenance	5.02%	4.80%	0.22%	<ul style="list-style-type: none"> Increase in kms . Increase in Driver Incentives
Stores and Spares consumed	2.55%	2.42%	0.14%	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.31%	2.61%	(0.30%)	<ul style="list-style-type: none"> Addition of new vehicles.
Bridge & Toll expenses	7.71%	8.06%	(0.36%)	<ul style="list-style-type: none"> Due to change in route mix. No change in Toll rates. Increase in number of Toll Plazas from 1361 to 1383.
Rent	2.17%	1.95%	0.22%	<ul style="list-style-type: none"> Branch Addition and Expansion. Ind As 116 accounting effect the rental expenses is accounted into Depreciation and Interest expenses
Hamali (Loading & Unloading charges)	6.90%	6.76%	0.13%	<ul style="list-style-type: none"> Percentage maintained.
Employee Cost	16.60%	17.23%	(0.63%)	<ul style="list-style-type: none"> Being fixed in nature, growth in volumes supported decrease in percentage to revenue.
Other Expenses	5.08%	5.44%	(0.36%)	<ul style="list-style-type: none"> Percentage maintained.
Depreciation	7.55%	7.68%	(0.13%)	<ul style="list-style-type: none"> Due to decrease in ROU
EBIT	6.59%	5.41%	1.18%	<ul style="list-style-type: none"> Due to increase in EBITDA margins and decrease in depreciation costs.
Finance Costs	2.82%	2.88%	(0.07%)	<ul style="list-style-type: none"> Due to decrease in Net debt and lease liabilities.
PBT	3.77%	2.53%	1.24%	<ul style="list-style-type: none"> Due to increase in EBITDA margins & decrease in Depreciation and Finance costs as a Percentage to Revenue
PAT	2.79%	1.85%	0.94%	<ul style="list-style-type: none"> Due to increase in EBITDA margins & decrease in Depreciation and Finance costs as a Percentage to Revenue

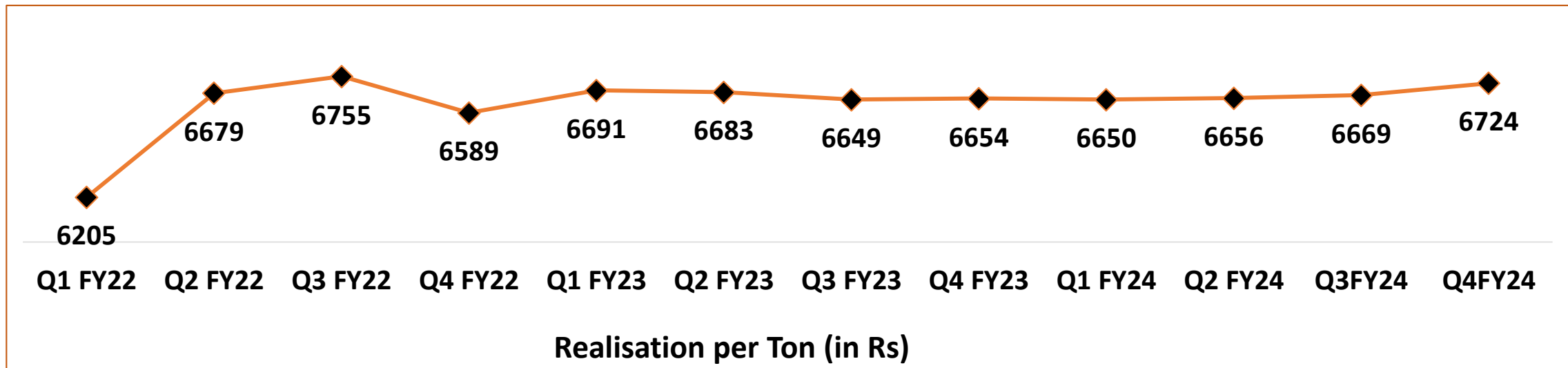
PROFITABILITY ANALYSIS

YOY	FY24	FY23	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	14.25%	15.62%	(1.38%)	
Fuel cost	30.14%	30.43%	(0.28%)	<ul style="list-style-type: none"> DIESEL consumption qty increased by 4.8% Average procuring cost per litre of Diesel down by 2.47%, from Rs 90.22 in FY-23 to Rs 87.99 in FY24 Procurement from refineries as a percent of total quantity up by 19.51% from 9.33% in FY-23 to 28.84% in FY-24
Lorry Hire	7.71%	9.29%	(1.58%)	<ul style="list-style-type: none"> Decrease in long haul hired vehicle Kms in FY24, as Kms covered by own vehicles increases
Vehicle Running, Repairs & Maintenance	4.45%	4.15%	0.30%	<ul style="list-style-type: none"> Increase in Kms covered by new Vehicles in overall Kms, Increase in Driver incentives.
Stores and Spares consumed	2.38%	2.26%	0.12%	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.30%	1.96%	0.34%	<ul style="list-style-type: none"> Due to increase in Kms covered by owned Vehicles
Bridge & Toll expenses	7.94%	7.28%	0.66%	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1257 to 1383 across India, increase in Toll Rates and Increase in Kms by Owned vehicles.
Rent	2.04%	1.87%	0.18%	<ul style="list-style-type: none"> Addition of new branches. Expansion in existing branches/TPT area and effect of Ind As 116 accounting
Hamali (Loading & Unloading charges)	6.73%	6.31%	0.41%	<ul style="list-style-type: none"> Increase in Loading and Unloading rates per ton
Employee Cost	16.67%	15.58%	1.09%	<ul style="list-style-type: none"> Annual increments from Sep-23, Increase in number of employees due to addition of new branches & Internal promotions on selective basis
Other Expenses	5.40%	5.25%	0.14%	<ul style="list-style-type: none"> Percentage maintained
Depreciation	7.43%	5.98%	1.45%	<ul style="list-style-type: none"> Due to increase in capex and increase in ROU on account of addition/expansion of new leased branches/TPT's area.
EBIT	6.82%	9.65%	(2.83%)	<ul style="list-style-type: none"> Due to decrease in EBITDA margins and increase in depreciation costs.
Finance Costs	2.68%	2.04%	0.64%	<ul style="list-style-type: none"> Due to increase in debt & increase in Lease Liabilities on account of Addition/Expansion of new branches/ TPT areas on lease basis
PBT	4.14%	7.61%	(3.46%)	<ul style="list-style-type: none"> Due to decrease in EBITDA margins and increase in depreciation & finance costs
PAT	3.06%	6.24%	(3.18%)	<ul style="list-style-type: none"> Due to decrease in EBITDA margins and increase in depreciation & finance costs

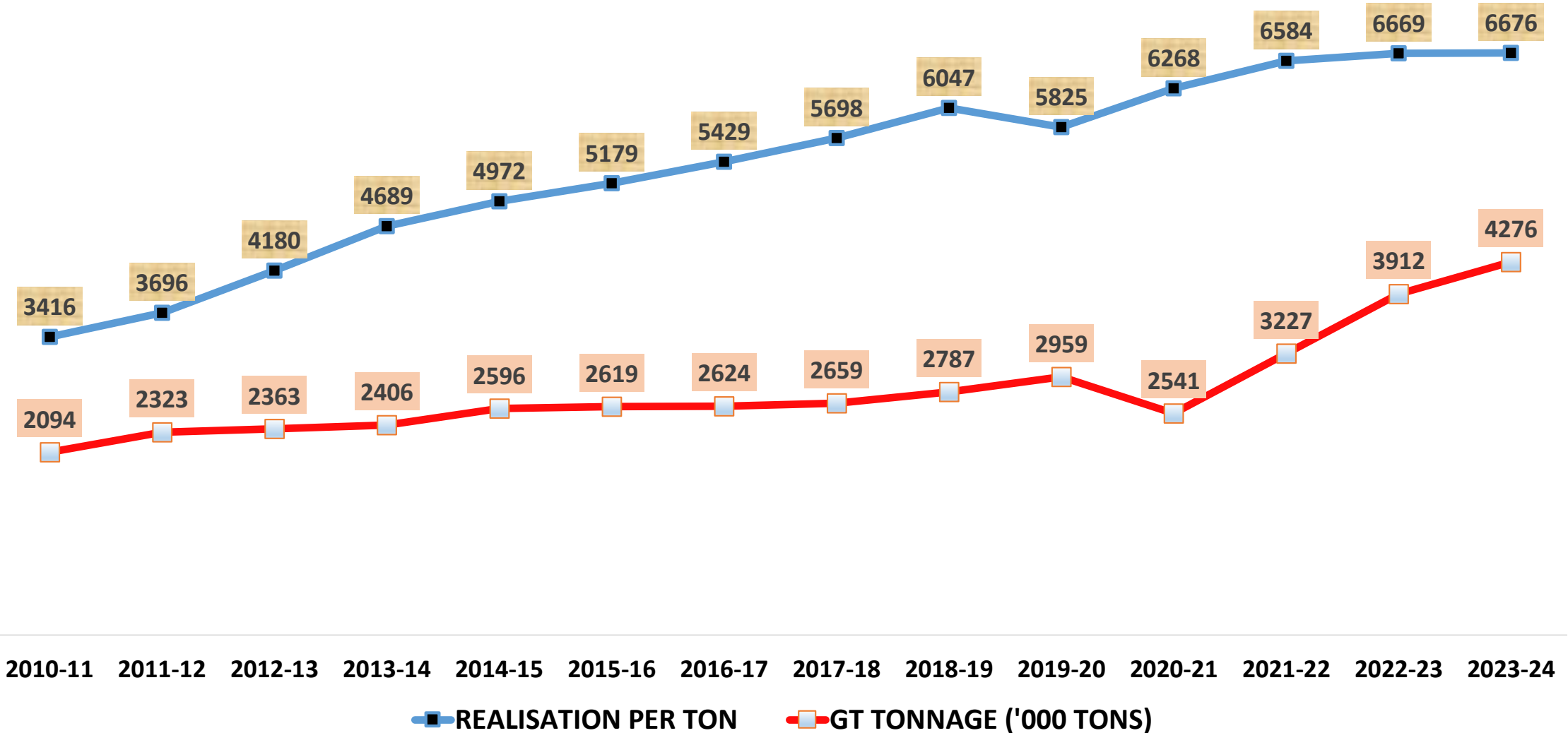
TONNAGE AND REALISATION



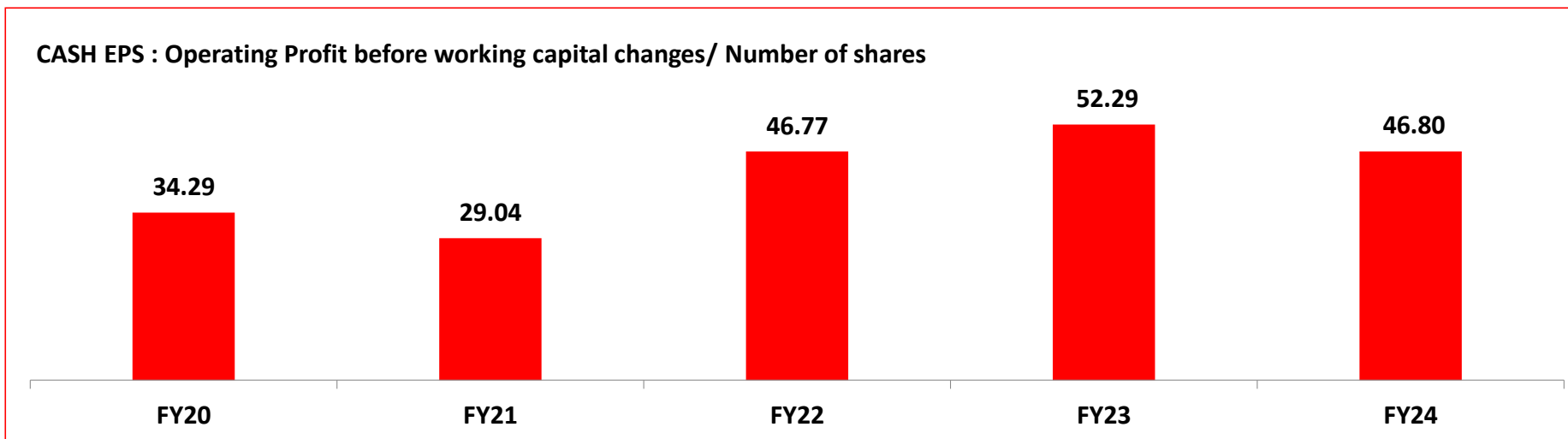
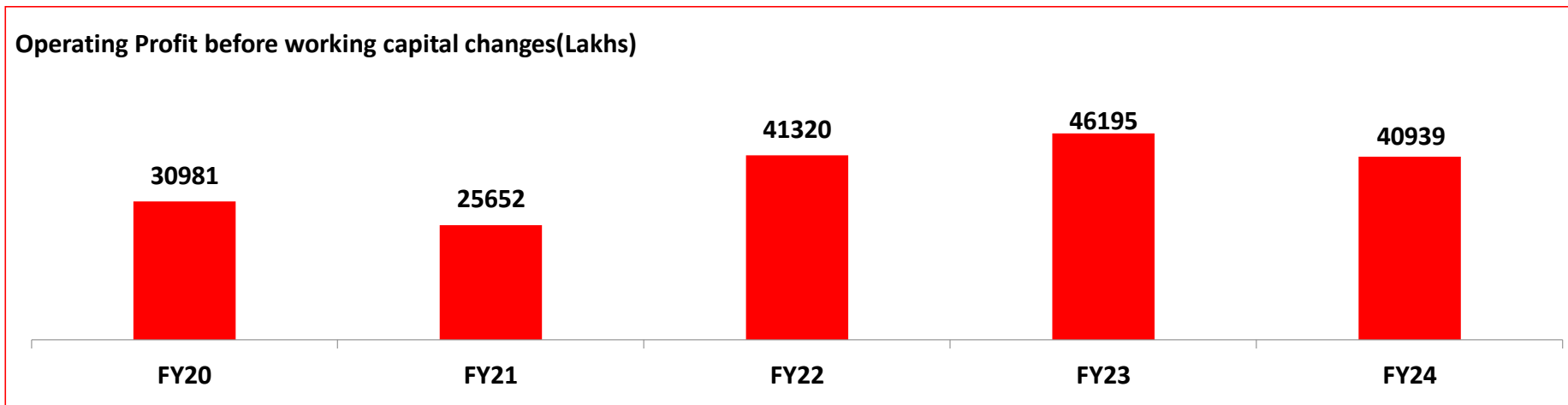
11600+ TONS SERVICED ON A DAILY BASIS (FY2024)



CONSISTENT GROWTH IN TONNAGE & REALISATION



NET CASH GENERATED FROM OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES

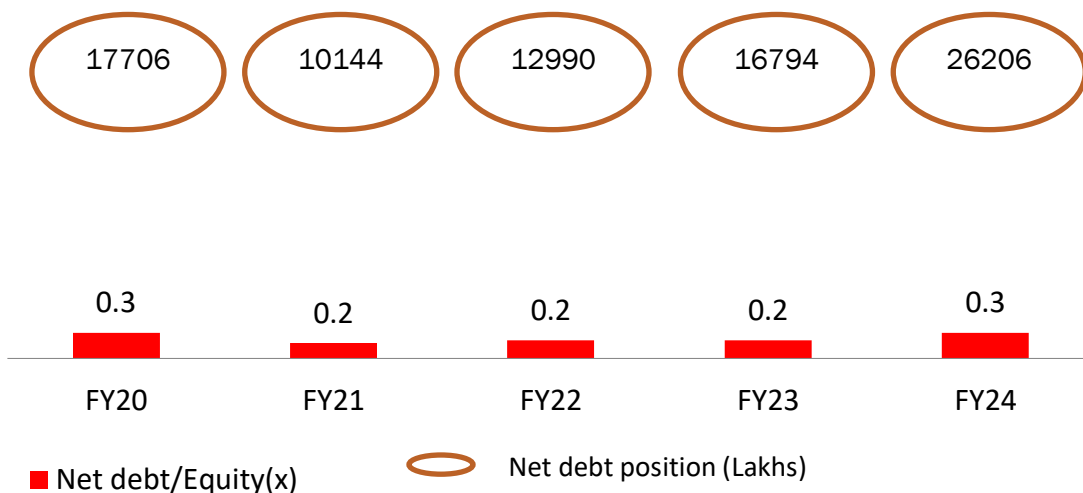


Healthy cash earnings per share indicates the company's ability to generate free cash flow consistently over the years

Note: Operating Profit before working capital changes as per Cash Flow Statement

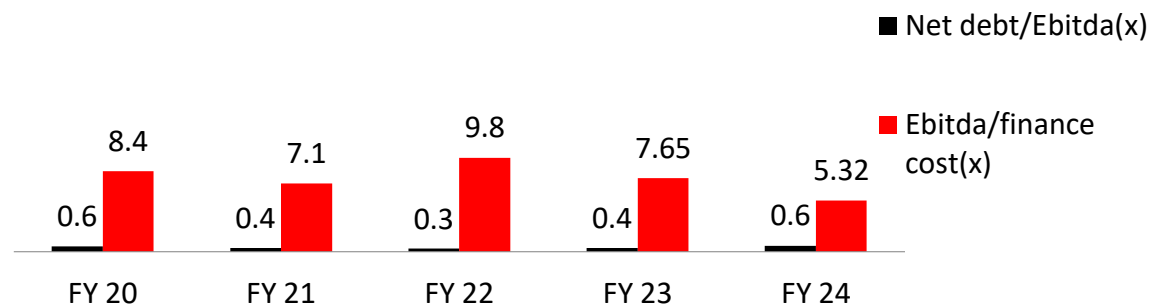
LEVERAGE METRICS

Net Debt to Equity



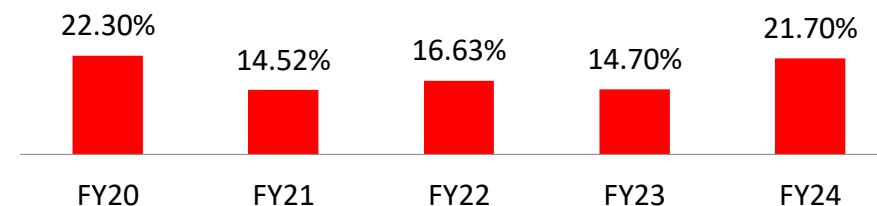
Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings, net of cash and cash equivalents

Leverage metrics

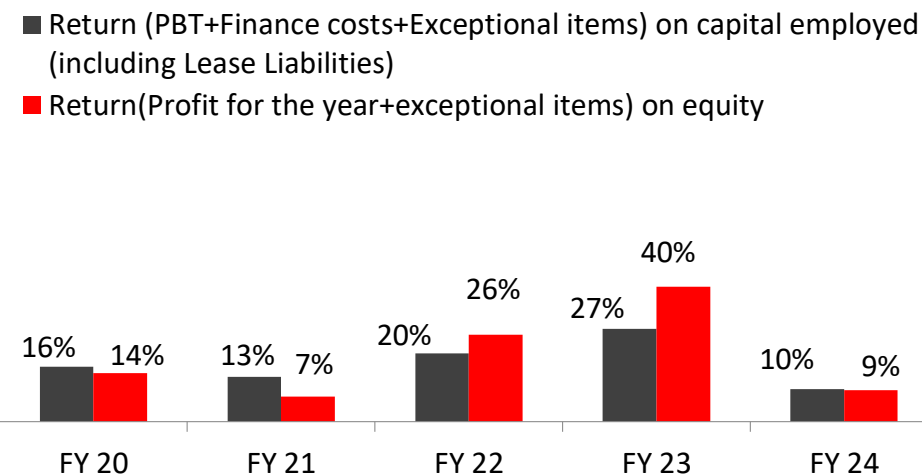


Note : EBITDA is considered only for continued ops, from FY23 onwards.

Gearing Ratio



Return metrics



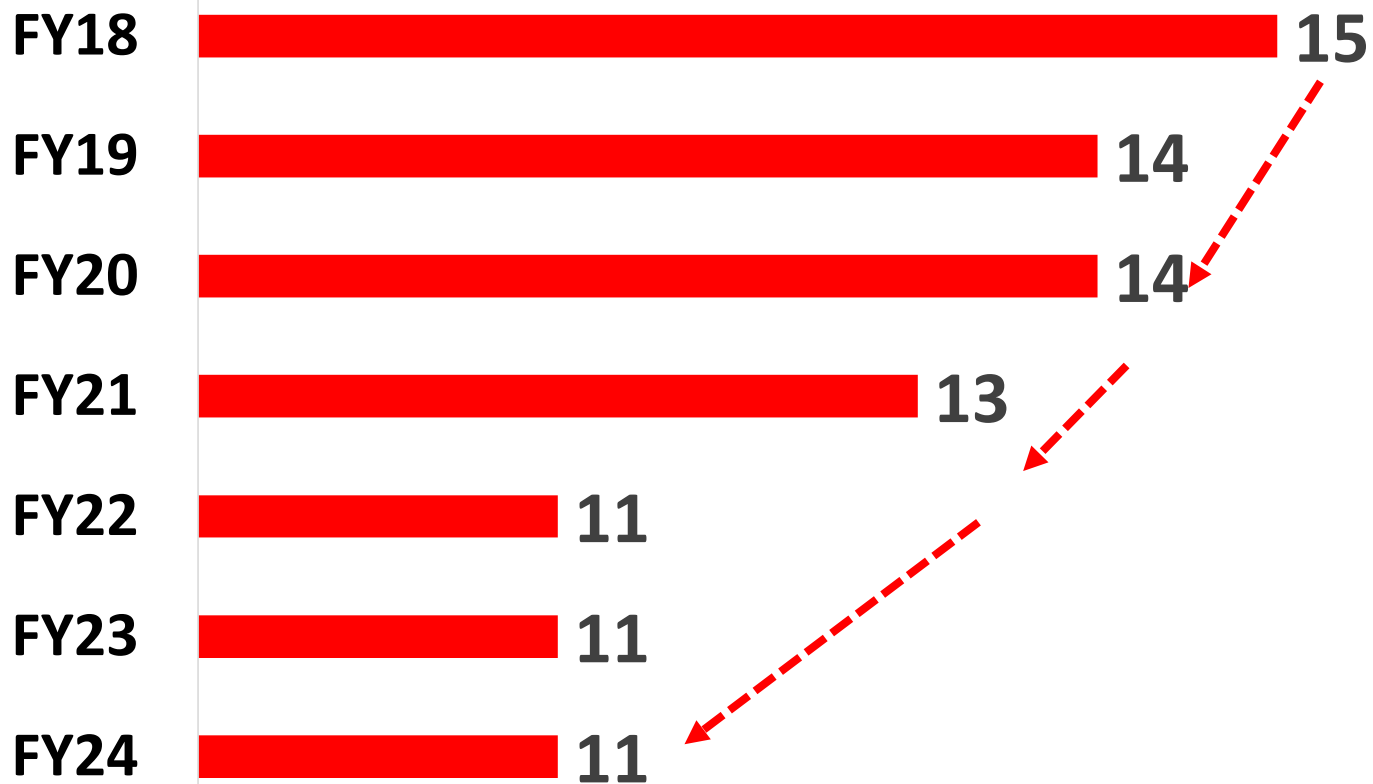
RECEIVABLES

Trade receivables at
11 days of total
revenue in FY24

High-quality and
diversified customer
base

Conservative credit
policy

Efficient Collection
Mechanism



Trade Receivables
From
15 days in FY18
to
13 days in FY21
to
11 days in FY24

KEY DEVELOPMENTS – FY24

Addition of 97 new branches in FY24. Closed -14 branches. Branches added in Q1FY24- 21 new branches, Q2FY24-28 new branches, Q3FY24-25 new branches & Q4FY24-23 new branches. Total number of branches as on 31.03.2024 is 1209

Expansion of existing Branch Area/TPT Area like Hubballi, Pune, Trichy, Salem, Indore, Chennai, Varanasi, Kanpur, Delhi, Patna, Guwahati, Siliguri, Madurai etc.

Number of GT Vehicles increased from 5671 vehicles in FY23 to 5994 vehicles in FY24. New Vehicles added in Q1FY24 -254, Q2FY24-271 , Q3FY24-238, Q4FY24-128. Total New GT vehicles added in FY24- 891 vehicles (EV-9, HCV- 796, LCV- 55, SV -29, Tanker-2), sold/scrapped : 568 vehicles- (EV-3, HCV-455, LCV-98, SV-11, TANKER-1) Overall vehicle numbers increased by 323 vehicles.

Higher consumption at owned fuel pumps – Direct procurement from refineries

85% of the GT vehicles are debt free

Bar code/ QR mechanism implemented for handling of consignments. Operations back on track after initial interruptions

Net debt increased from Rs. 16794.12 lakhs as on Mar 31, 2023 to Rs. 26205.61 lakhs as on 31.03.2024

CAPEX incurred in Q4FY24 is Rs. 6658.74 lakhs . Total Capex incurred in FY24 is Rs 29027.80 lakhs

Sale/ Transfer of Transport of Passenger's by Air business for a consideration of 17 crores- Effective date of transfer 31.07.2023

Long term ICRA Credit Rating maintained at A+(positive)

Recipient of '**Logistics Champion**' award by ISCM Logistics Ranking-2024

The background features a gradient from light blue on the left to light orange on the right. Large, soft-edged white shapes are positioned in the bottom-left and top-right corners, creating a modern, abstract aesthetic.

FLEET

OWNED FLEET

1

We take pride in our extensive fleet of modern, well-maintained vehicles that are optimized for efficiency and reliability.

2

Our diverse fleet includes a wide range of trucks, trailers, and specialized equipment to handle any freight requirements. Our vehicles are regularly serviced and inspected to meet the highest industry standards.

3

From large trucks for long-haul transportation to nimble delivery vans for urban areas, we have the right vehicle for every job.

4

Our vehicles are regularly serviced and inspected to meet the highest industry standards. All our vehicles are covered and equipped with GPS to track vehicles as well as consignments.

5

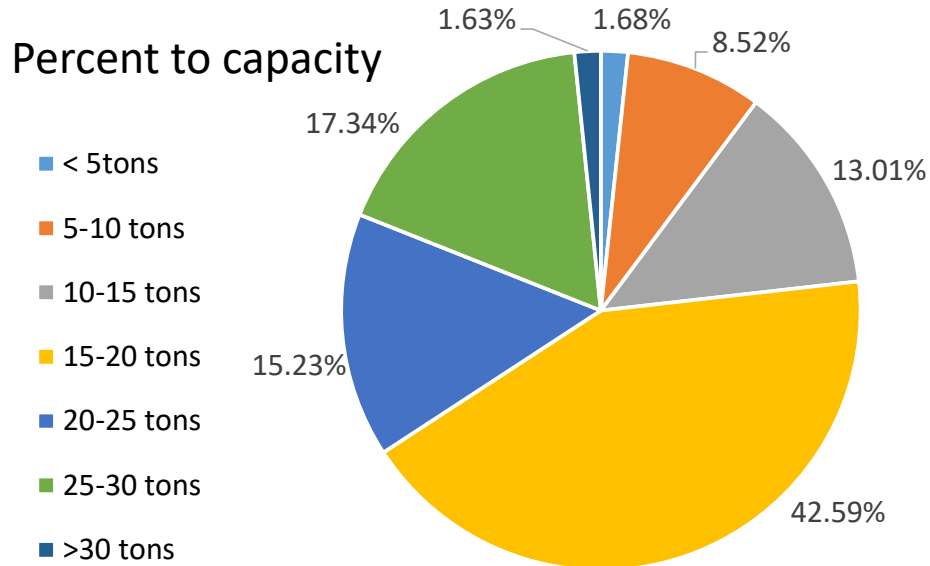
With a strong focus on safety and compliance, all our drivers are on the payroll of the company & undergo extensive training .

6

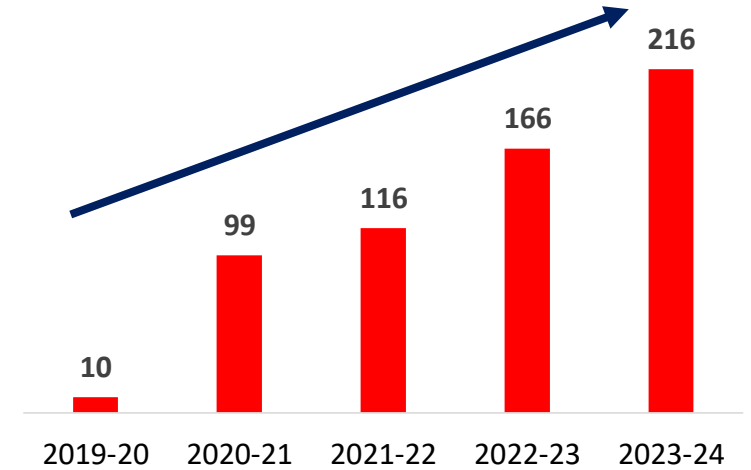
This commitment to excellence ensures that your cargo is transported with the utmost care and arrives at its destination on time and in perfect condition.



FLEET & CAPACITY

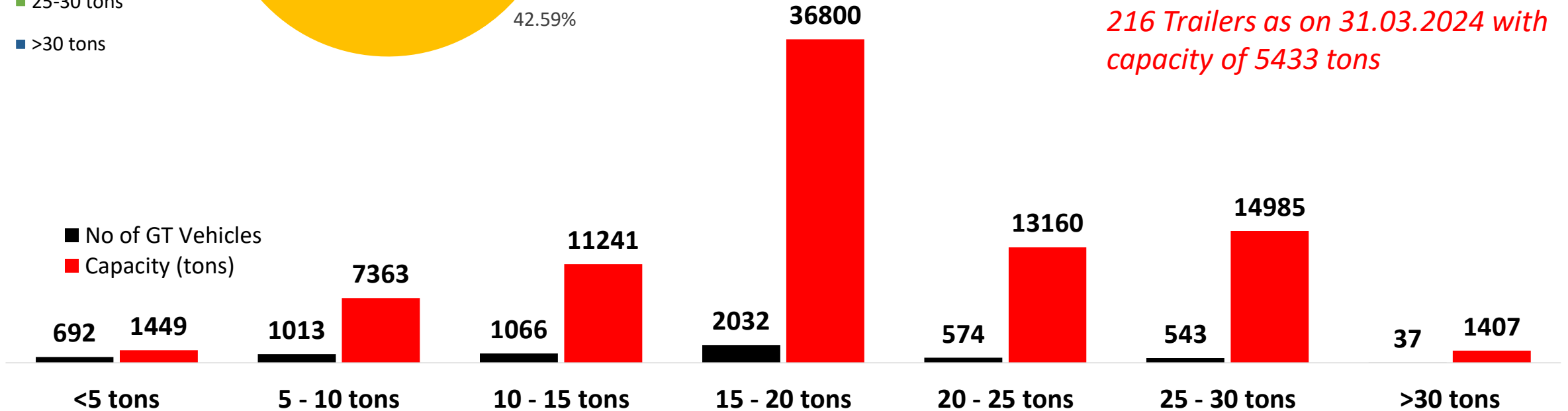


*Total GT Vehicles :
5957 --excluding
Cranes(14) and
Tankers(23)
GT vehicles carrying
Capacity: 86405 tons*



■ Trailers added (Cummulative)

*216 Trailers as on 31.03.2024 with
capacity of 5433 tons*





➤ **891** new vehicles added in FY 24 & **128** new Vehicles added in Q4FY24



➤ Currently operating with **216** Trailers. To be gradually increased



➤ Total Goods Transportation Fleet Capacity at **86405 tons**



➤ **5087 (85%)** debt free vehicles



➤ **1519 (25%)** vehicles fully depreciated and operation in optima; condition



➤ Additional Usage of Hired Vehicles on need basis

5994 Company owned vehicles

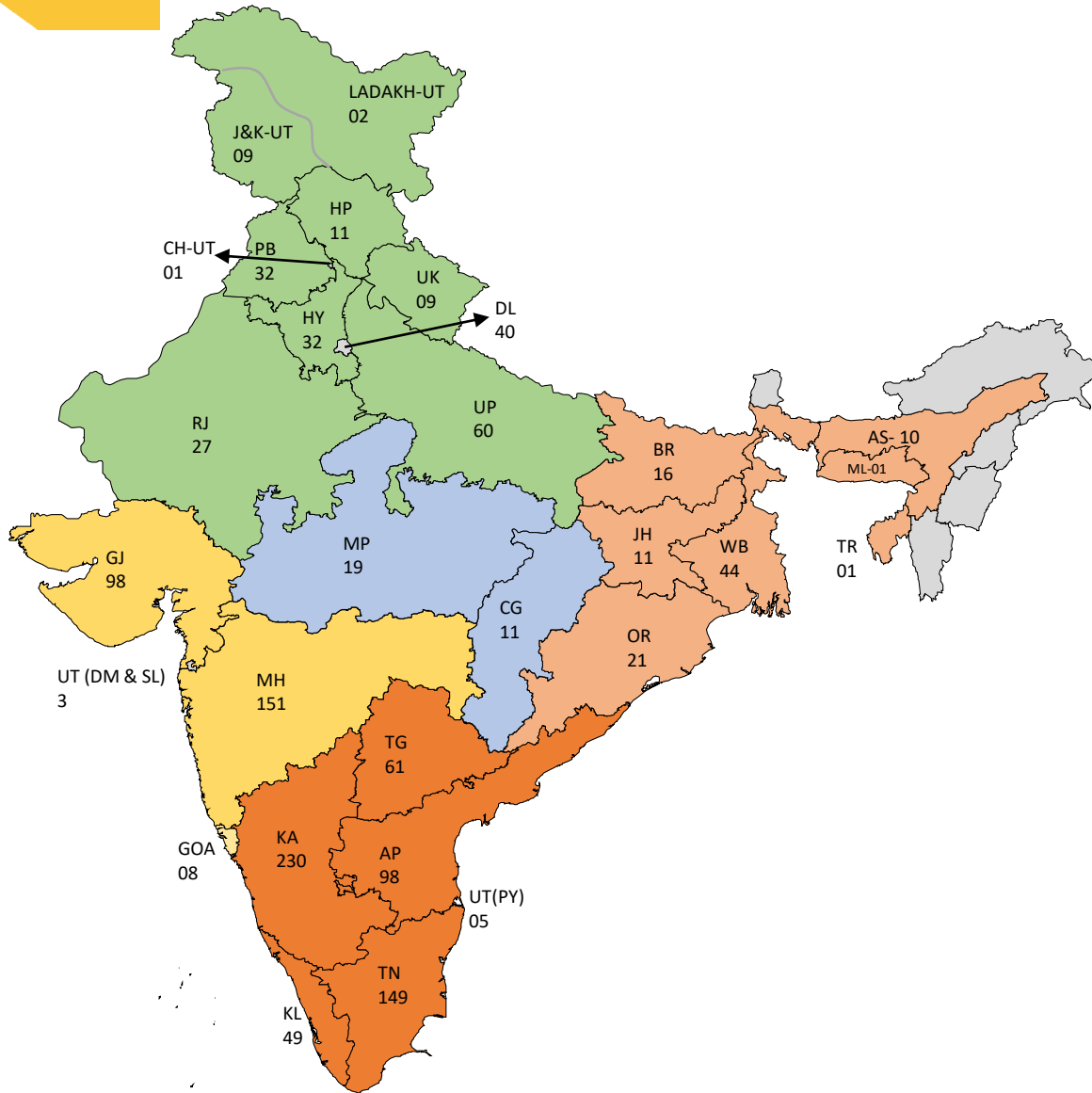


1 Ton to 36 Tons Carrying Capacity



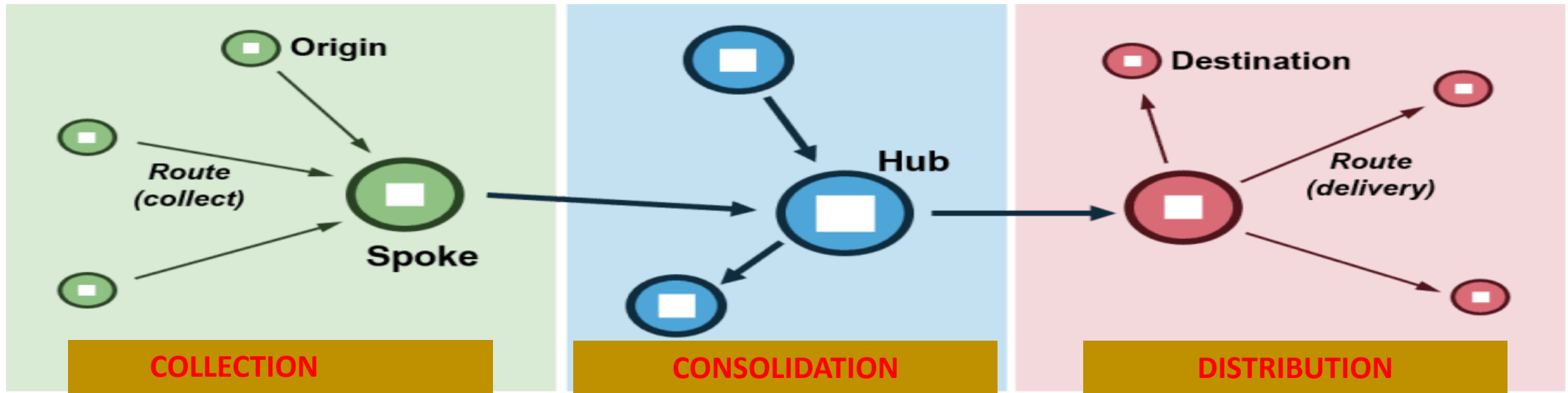
NETWORK

NETWORK



- 24 States & 5 Union Territories
- 1209 Branches
- 50 Strategically placed Hubs
- Market Leader In LTL Segment
- Hub & Spoke Model
- Focus on Geographical Expansion
- Service extended into newer territories

HUB & SPOKE OPERATING MODEL



OWNED HUBS

TOTAL HUB CAPACITY

(Owned + Leased)

MUMBAI BHIWANDI	MANGALURU	HUBBALLI VARUR
VIJAYAPURA	SURAT	DAVANAGERE

OWNED HUBS (Sq Feet)	1462122
LEASED HUBS (Sq Feet)	4396872
TOTAL Sq Feet	5858994

WIDE RANGE OF SECTORS SERVED

Expertise In Handling
Variety of Commodities

Diversified B2B Customer
Base across Wide Range
of Industries

Storage facility available in
all our Delivery branches

Lowest Bad Debts - Hassle
Free Claim Settlement in
the Industry



No single customer
contributing more than
~1% of Total Revenue

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

STATE OF THE ART TECHNOLOGY



ERP system: In-house developed ERP system enabling 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

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

Centralised CCTV monitoring : All our TPT Operations are under Centralised CCTV surveillance. Branch wise surveillance in progress

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

Tracking Capacity Utilization : Live tracking of entire loading process to monitor the utilization of vehicles before preparing Tripsheets

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 petroleum companies
- 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 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

SUSTAINABILITY INITIATIVES

Environmentally Friendly Fleet

1

VRL Logistics is committed to reducing its carbon footprint through the use of a modern, fuel-efficient fleet. Presently we operate with **40** EV's. Our electrical forklifts at TPT's are designed to be charged with solar energy. Our trucks are equipped with the latest engine and emission technology, allowing us to minimize greenhouse gas emissions and contribute to a cleaner environment. We continuously invest in upgrading our vehicles to ensure they meet or exceed the strictest environmental standards.

Renewable Energy Initiatives

3

As part of our commitment to sustainability, VRL Logistics has invested in renewable water solutions at our facilities. We have installed rainwater harvesting systems, allowing us to generate clean, renewable water to power our operations. We are also exploring opportunities to incorporate other renewable energy sources, such as solar panels to further reduce our reliance on traditional energy sources and minimize our environmental impact. Apart from this we currently operate with **40** EV's & **84** CNG vehicles which helps us in minimizing our carbon imprints.

2

Waste Reduction and Recycling

VRL Logistics has implemented comprehensive waste management and recycling programs across our operations. We actively work to reduce waste at every stage, from packing materials to office supplies. Our facilities are designed to maximize recycling, and we partner with local waste management providers to ensure the proper disposal and processing of all recyclable materials. We make sure to salvage the spare parts that are in good working condition whenever a vehicle is scrapped.

*CNG
Vehicles up
by
180% YoY*



Promoters



Dr. Vijay Sankeshwar
Chairman and Managing Director



Honored With The Padma Shri Award (the Fourth Highest Civilian Award) On The Eve Of Republic Day, 2020 For Contribution To Trade & Industry

Honored With Karnataka Rajyotsava Award On Nov -1, 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 LEADERS 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

"Champions of Change- Karnataka 2023 award"

by IFIE (Interactive Forum on Indian Economy)



Focus solely on core competency- Goods Transportation Business

Focus on increasing Geographic presence of in hitherto untapped markets

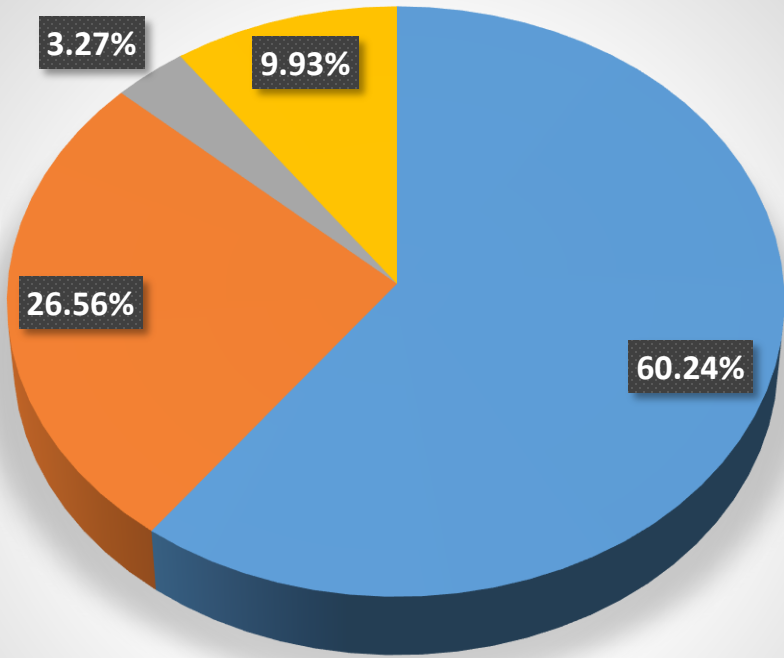
Priority to Volume Growth with existing realisation. Increase in Freight Rates as & when required

Planned fleet addition in line with growth in Tonnage

Shareholding Pattern as on Mar 31, 2024

TOP TWENTY SHAREHOLDERS (PAN BASED)

SL No	NAME	% to EQUITY	CATEGORY
1	HDFC MF	6.60%	MUT
2	BANDHAN MF	4.55%	MUT
3	SBI MF	4.06%	MUT
4	HSBC MF	3.57%	MUT
5	ICICI PRUDENTIAL TRANSPORTATION LOGISTICS FUND	1.93%	MUT
6	CANARA ROBECO MF	1.65%	MUT
7	NIPPON LIFE INDIA LTD MF	1.56%	MUT
8	THE MASTER TRUST OF JAPAN	0.94%	FPC
9	EASTSPRING INVESTMENTS INDIA EQUITY	0.51%	FPC
10	UTI MF	0.41%	MUT
11	ICICI PRUDENTIAL GROWTH FUND - SERIES II	0.37%	AIF
12	ICICI PRUDENTIAL GROWTH FUND	0.36%	AIF
13	INEVSCO MF	0.34%	MUT
14	EMERGING MARKETS CORE PORTFOLIO	0.31%	FPC
15	ITI MF	0.29%	MUT
16	ICICI PRUDENTIAL EMERGING FUND	0.24%	AIF
17	ICICI PRUDENTIAL EQUITY FUND	0.21%	AIF
18	ABU DHABI INVESTMENT AUTHORITY	0.17%	FPC
19	EMERGING MARKETS SMALL CAPATILISATION EQUITY INDEX	0.14%	FPC
20	THE EMERGING MARKETS CAP SERIES	0.12%	FPC



- Promoter
- Mutual Funds
- Foreign Portfolio Investors
- Others

THANK YOU

For further discussions or queries, Please contact

Sunil Nalavadi
Chief Financial Officer
+91 93425 59298
cfo@vrllogistics.com