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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: 05.02.2024

Place: Hubballi

Q3 FY2023-24 Earnings presentation



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VRL – MARKET LEADER IN B2B PARCEL SEGMENT



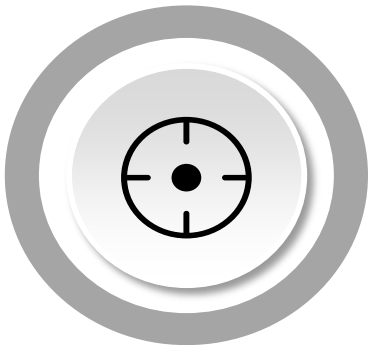
Only “Owned Asset” organised player in Less than Truckload logistics business in India



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



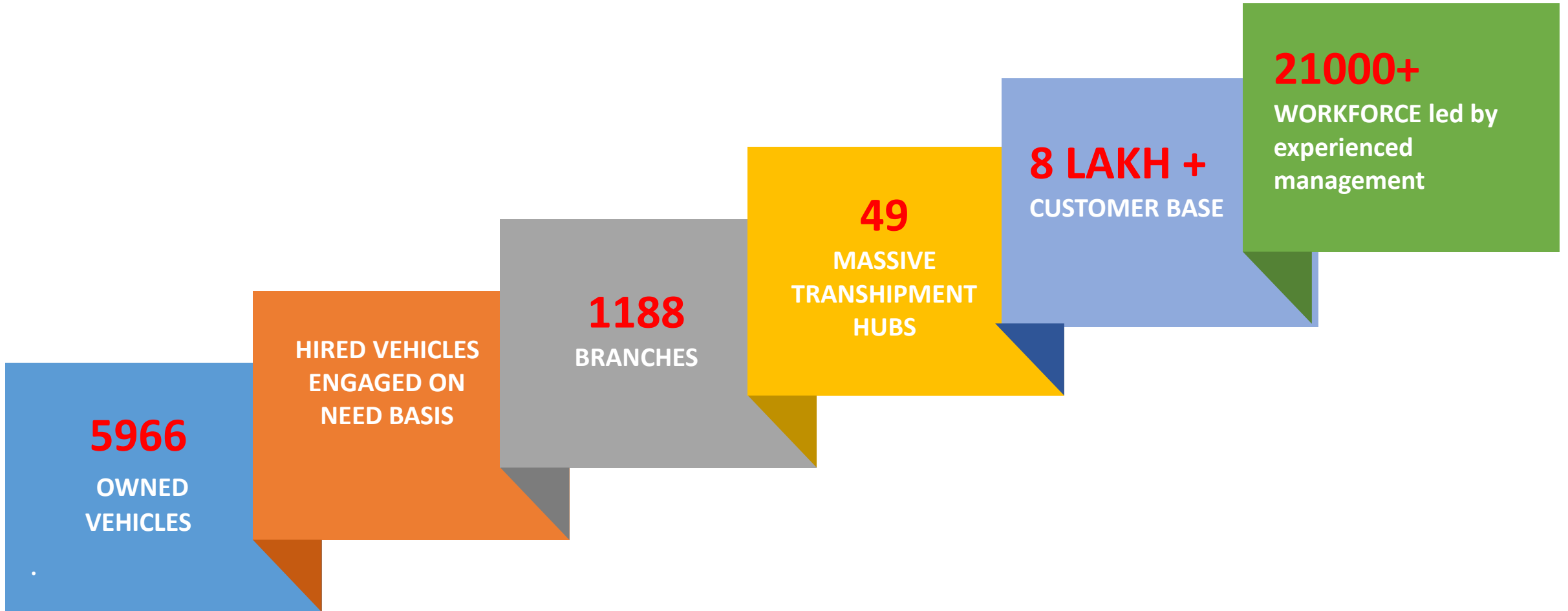
Dedicated In-house maintenance facilities, inventory of spare parts and In-house software & technology capabilities



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



Diversified Customer base offering varied Commodity mix



5966
OWNED
VEHICLES

HIRED VEHICLES
ENGAGED ON
NEED BASIS

1188
BRANCHES

49
MASSIVE
TRANSHIPMENT
HUBS

8 LAKH +
CUSTOMER BASE

21000+
WORKFORCE led by
experienced
management

VRL - KEY DIFFRENTIATORS

India – 66% 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 **5966** GT vehicles

→ Efficient operations with largest fleet and minimal outsourcing of transportation

❖ Distribution Network

→ Robust pan India network across **24** states, **5** union territories, having **1188** branches, including **49** massive transshipment hub facilities

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

→ Ensures Higher Payload

❖ Owned Vehicle operations, maintenance & Driver management

→ Entry Barrier



VRL - KEY DIFFRENTIATORS

- ❖ ~27% vehicles Fully Depreciated → Lower Costs
- ❖ ~ 85% vehicles Debt Free → No Associated finance costs
- ❖ Financial performance & position → Track record of growth and robust financial position
- ❖ EBITDA Margins → @14% (9MFY24)
- ❖ 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
- ❖ Adding New Age Vehicles → Addition of Electric and CNG vehicles



VRL - KEY DIFFRENTIATORS

❖ Most efficient collection mechanism

- Provisions for Bad debt(9MFY24) ~ **Rs.158 lakhs** on ~ **Rs.2138 Cr.** Revenue
- Hardly any collectible more than 90 days.
- Trade Receivables at **12** days of Total revenue in 9MFY24

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

❖ Wide range of Customers

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

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






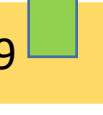























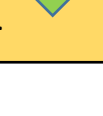
- Lowest cost Operator.

❖ Maintaining higher volume growth

❖ Lower Net Debt Level – **INR 271 Crs.**

- Lower cash burnout for servicing and repayment.

KEY METRICS

	Q3YoY	QoQ	9mYoY
Total Income (Rs in Lakhs)	73908  8%	73908  3%	213751  9%
	68602 	71533 	195999 
Branches	1188  11%	1188  2%	1188  11%
	1070 	1165 	1070 
Tonnage Delivered (in'000 MT)	1092  8%	1092  4%	3142  9%
	1009 	1048 	2881 
Capacity Addition (tons)	87477  10%	87477  3%	87477  10%
	79535 	84726 	79535 
Capex (Rs in lakhs)	2484  77%	2484  78%	22369  19%
	10694 	11172 	27621 

FINANCIALS

Particulars (INR in Lakhs)	Q3		Q3 YoY	Q2	QoQ	9m		9m YoY
	FY24	FY23	Growth (%)	FY24	Growth (%)	FY24	FY23	Growth (%)
	Total Income	73908	68602	8%	71533	3%	213751	195999
Total Expenses	72040	63543	13%	68822	5%	204611	181769	13%
Profit Before Exceptional Item and Tax	1868	5058	(63%)	2711	(31%)	9140	14229	(36%)
Profit for the Period from Continuing Operations	1365	3776	(64%)	1992	(31%)	6752	10517	(36%)
Profit Before Tax from Discontinued Operations	-	1532		-		-	3364	
Tax Expense of discontinued operations	-	388		21		21	878	
Profit for the Period from Discontinued Operations	-	1144		(21)		(21)	2486	
Profit for the Period	1365	4920	(72%)	1971	(31%)	6731	13002	(48%)

FINANCIALS

Rupees in Lakhs	Q3		Q3 YoY	Q2	QoQ	9m		9m YoY
	FY24	FY23	Growth (%)	FY24	Growth (%)	FY24	FY23	Growth (%)
Total Income	73908	68602	8%	71533	3%	213751	195999	9%
EBITDA	9675	10776	(10%)	9783	(1%)	30539	29721	3%
Margin (%)	13%	16%		14%		14%	15%	
EBIT	4000	6566	(39%)	4563	(12%)	14751	18335	(20%)
Margin (%)	5%	10%		6%		7%	9%	
PBT	1868	5058	(63%)	2711	(31%)	9140	14229	(36%)
Margin (%)	3%	7%		4%		4%	7%	
PAT	1365	3776	(64%)	1992	(31%)	6752	10517	(36%)
Margin (%)	2%	6%		3%		3%	5%	

FINANCIAL PERFORMANCE

Revenue Analysis

- GT revenue increases by 7.74% Q3YoY, up by 3.32% QoQ , up by 9.06% 9mYoY
- Volumes up by 8.18% Q3YoY from 1009 thousand tons to 1092 thousand tons, up by 4.17% QoQ from 1048 thousand tons to 1092 thousand tons, & up by 9.06% 9mYoY from 2881 thousand tons to 3142 thousand tons

- Tonnage Contribution by new branches

	Q3 YOY	QOQ	9m YOY
Branches Added (Net)	118	23	118
Contribution to Total Tonnage	3.97%	0.08%	2.74%

- Slower demand in Southern States due to unfavorable monsoon spread has an impact on volume growth
- Realisation per ton maintained constant @ 6669(Q3FY24) from 6649 (Q3FY23) due to consistent in fuel rates. 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

PROFITABILITY ANALYSIS

Q3 YOY	Q3-24	Q3-23	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	13.09%	15.71%	(2.62%)	
Fuel cost	30.46%	29.71%	0.75%	<ul style="list-style-type: none"> GT DIESEL consumption qty increased by 9.8% due to addition of new vehicles and kms run by them. Average procuring cost per litre of Diesel down by 0.6%, from Rs 89.34 in Q3-23 to Rs 88.83 in Q3-24. Procurement from refineries as a percent of total quantity increase by 14.54% from 7.42% in Q3-23 to 21.96% in Q3-24
Lorry Hire	7.17%	10.04%	(2.86%)	<ul style="list-style-type: none"> Decrease in long haul hired vehicle Kms, as Kms covered by own vehicles increases
Vehicle Running, Repairs & Maintenance	4.78%	4.01%	0.78%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles. Increase in driver incentives.
Stores and Spares consumed	2.42%	2.34%	0.08%	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.61%	1.96%	0.65%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles
Bridge & Toll expenses	8.06%	7.30%	0.77%	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1204 to 1367 across India, increase in Toll Rates and Increase in Kms by Owned vehicles.
Rent	1.95%	1.81%	0.14%	<ul style="list-style-type: none"> Addition of new branches. Expansion in existing branches/TPT area
Hamali (Loading & Unloading charges)	6.76%	6.45%	0.31%	<ul style="list-style-type: none"> Increase in Loading and Unloading rates per ton
Employee Cost	17.23%	15.22%	2.01%	<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	5.46%	5.46%	0.00%	<ul style="list-style-type: none"> Percentage maintained.
Depreciation	7.68%	6.14%	1.54%	<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	5.41%	9.57%	(4.16%)	<ul style="list-style-type: none"> Due to increase in depreciation costs.
Finance Costs	2.88%	2.20%	0.69%	<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	2.53%	7.37%	(4.85%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs
PAT	1.85%	5.50%	(3.66%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs

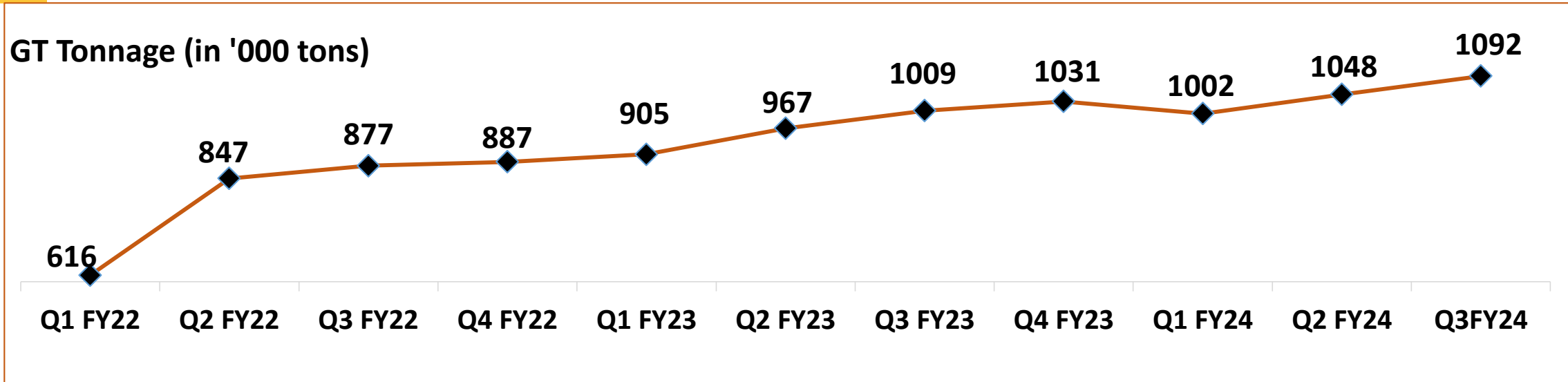
PROFITABILITY ANALYSIS

QOQ	Q3-24	Q2-24	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	13.09%	13.68%	(0.59%)	
Fuel cost	30.46%	31.17%	(0.72%)	<ul style="list-style-type: none"> GT DIESEL consumption qty decreased by 0.3% Average procuring cost per litre of Diesel up by 1.17%, from Rs 87.81 in Q2-24 to Rs 88.83 in Q3-24. Procurement from refineries as a percent of total quantity decreases by 8.45% from 30.41% in Q2-24 to 21.96% in Q3-24
Lorry Hire	7.17%	6.96%	0.21%	<ul style="list-style-type: none"> Increase in long haul hired vehicle Kms
Vehicle Running, Repairs & Maintenance	4.78%	4.26%	0.53%	<ul style="list-style-type: none"> Increase in Driver Incentives
Stores and Spares consumed	2.42%	2.46%	(0.04%)	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.61%	2.37%	0.24%	<ul style="list-style-type: none"> Increase in Tyre rates and periodic replacement of tyres
Bridge & Toll expenses	8.06%	8.22%	(0.16%)	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1268 to 1285. Decrease in Kms covered by own vehicles.
Rent	1.95%	2.06%	(0.10%)	<ul style="list-style-type: none"> Due to Ind As 116 accounting effect the rental expenses is accounted into Depreciation and Interest expenses
Hamali (Loading & Unloading charges)	6.76%	6.64%	0.12%	<ul style="list-style-type: none"> Percentage maintained.
Employee Cost	17.23%	16.55%	0.68%	<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	5.46%	5.63%	(0.17%)	<ul style="list-style-type: none"> Percentage maintained.
Depreciation	7.68%	7.30%	0.38%	<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	5.41%	6.38%	(0.97%)	<ul style="list-style-type: none"> Due to increase in depreciation costs.
Finance Costs	2.88%	2.59%	0.30%	<ul style="list-style-type: none"> Increase in debt and increase in lease liability on account of addition/expansion of new leased branches/TPT's area.
PBT	2.53%	3.79%	(1.26%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs
PAT	1.85%	2.79%	(0.94%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs

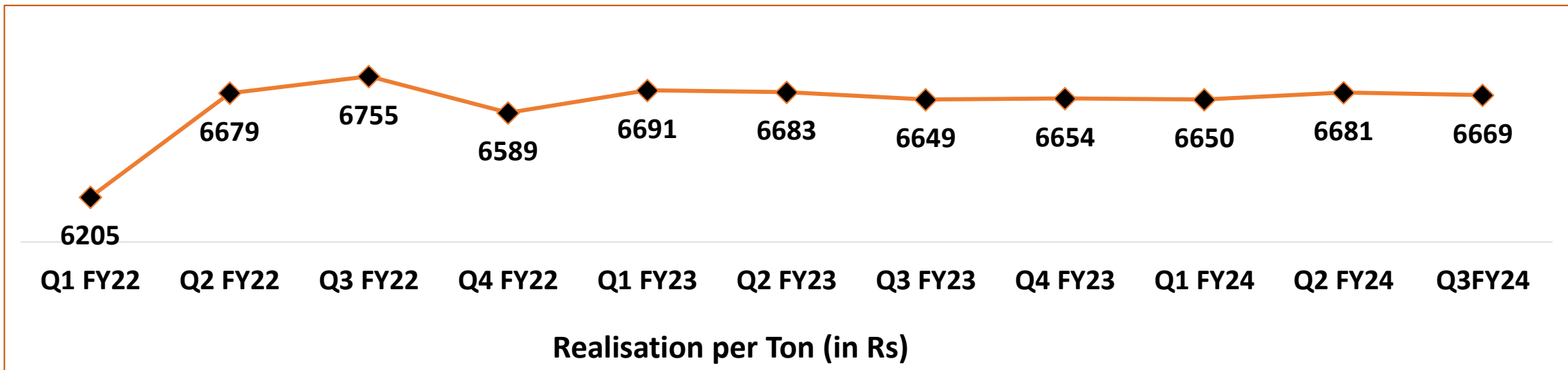
PROFITABILITY ANALYSIS

9M-YOY	9m-24	9m-23	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	14.29%	15.16%	(0.88%)	
Fuel cost	30.47%	30.24%	0.24%	<ul style="list-style-type: none"> GT DIESEL consumption qty increased by 11.8%. Average procuring cost per litre of Diesel down by 2.9%, from Rs 90.67 in 9m-23 to Rs 88.08 in 9m-24. Procurement from refineries as a percent of total quantity increase by 24.54% from 3.38% in 9m-23 to 27.92% in 9m-24
Lorry Hire	7.50%	9.80%	(2.30%)	<ul style="list-style-type: none"> Decrease in long haul hired vehicle Kms, as Kms covered by own vehicles increases
Vehicle Running, Repairs & Maintenance	4.24%	4.05%	0.19%	<ul style="list-style-type: none"> Increase in Kms covered by new Vehicles in overall Kms, Increase in Driver salary.
Stores and Spares consumed	2.32%	2.31%	0.01%	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.29%	2.14%	0.15%	<ul style="list-style-type: none"> Due to increase in Kms covered by owned Vehicles
Bridge & Toll expenses	8.02%	7.16%	0.86%	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1204 to 1367 across India, increase in Toll Rates and Increase in Kms by Owned vehicles.
Rent	1.99%	1.81%	0.18%	<ul style="list-style-type: none"> Addition of new branches. Expansion in existing branches/TPT area.
Hamali (Loading & Unloading charges)	6.67%	6.34%	0.32%	<ul style="list-style-type: none"> Increase in Loading and Unloading rates per ton
Employee Cost	16.70%	15.64%	1.06%	<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	5.51%	5.35%	0.15%	<ul style="list-style-type: none"> Increase in printing and stationery charges on account of printing stickers/labels on consignments.
Depreciation	7.39%	5.81%	1.58%	<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	6.90%	9.35%	(2.45%)	<ul style="list-style-type: none"> Due to increase in depreciation costs.
Finance Costs	2.62%	2.09%	0.53%	<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	4.28%	7.26%	(2.98%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs
PAT	3.16%	5.37%	(2.21%)	<ul style="list-style-type: none"> Due to increase in depreciation & finance costs

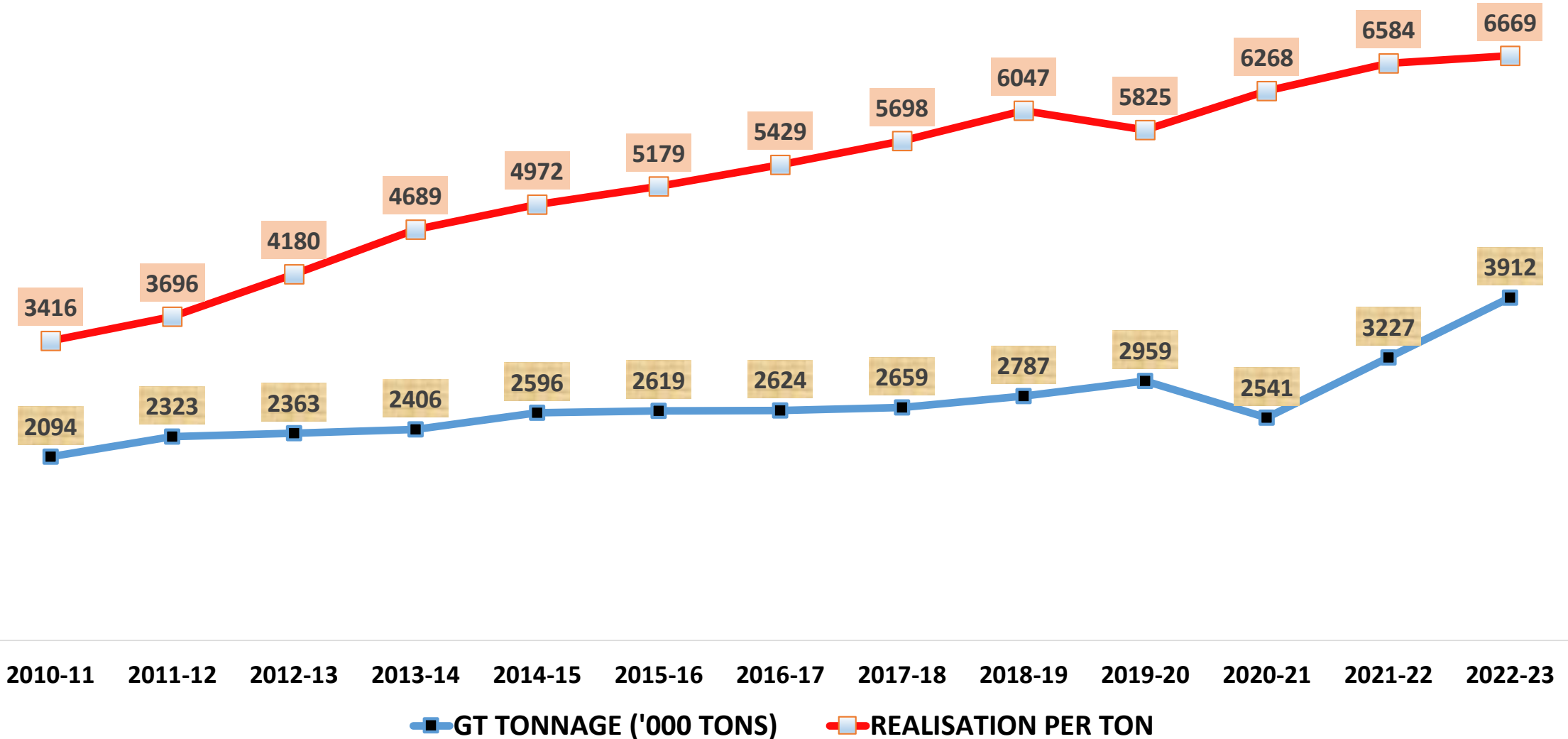
TONNAGE AND REALISATION



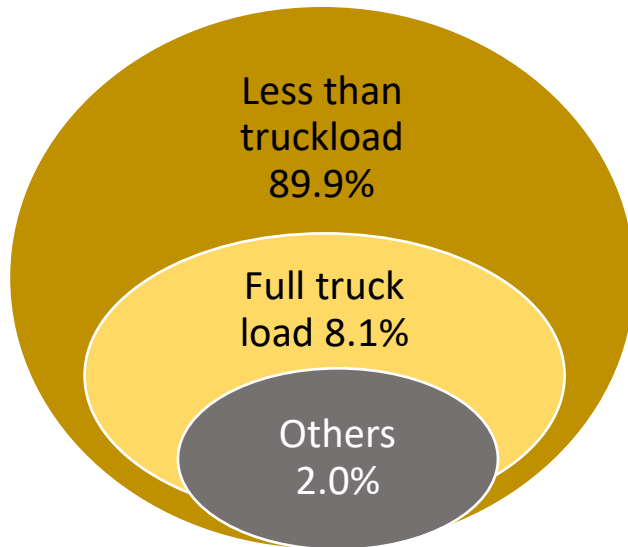
11000+ TONS SERVICED ON A DAILY BASIS (9MFY2024)



CONSISTENT GROWTH IN TONNAGE & REALISATION



Revenue breakup (9M 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

VEHICLES

5966 Company owned vehicles



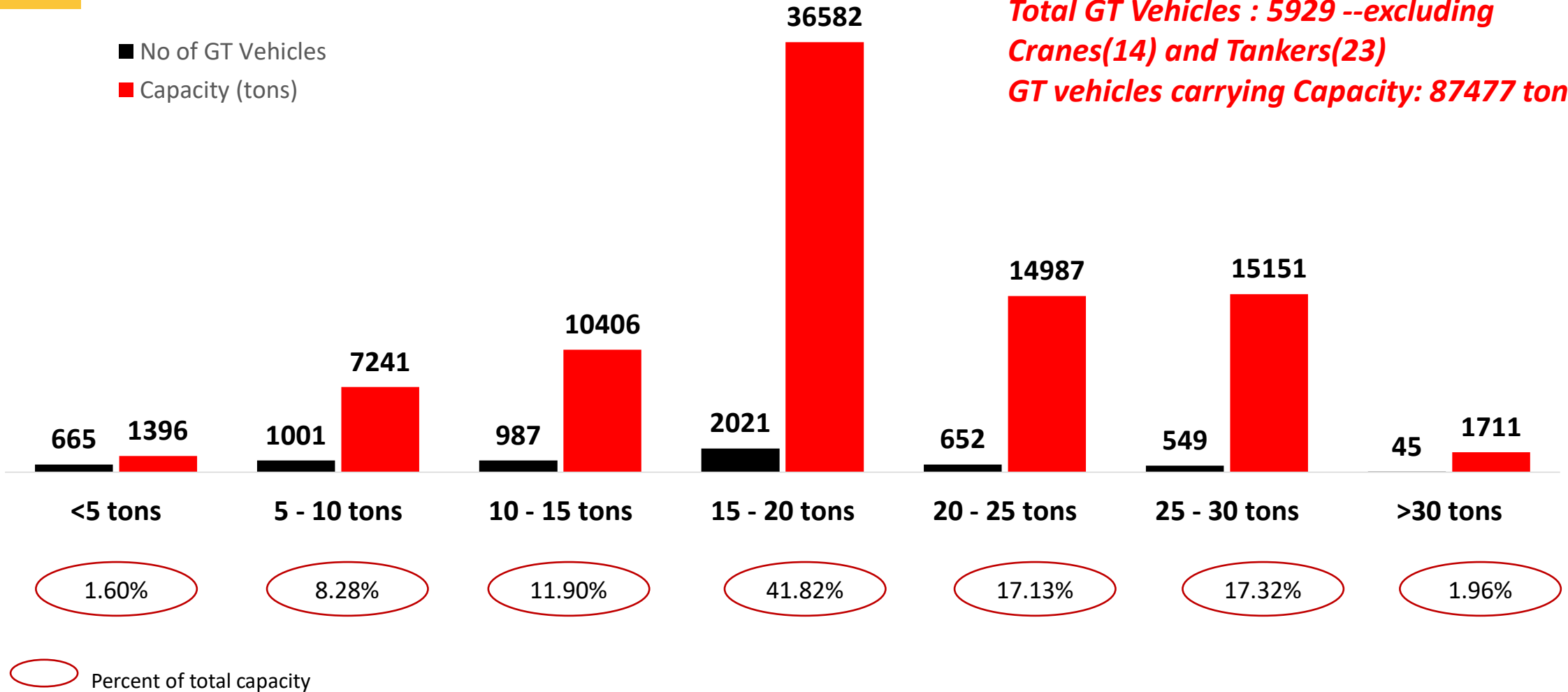
1 Ton to 36 Tons Carrying Capacity

- **1338** vehicles added in FY 23 & **763** Vehicles added in 9MFY24
- Total Goods Transportation Fleet Capacity at **87477 tons**
- Handling **11000+** tons on a daily basis in 9MFY24
- Additional Usage of Hired Vehicles on need basis

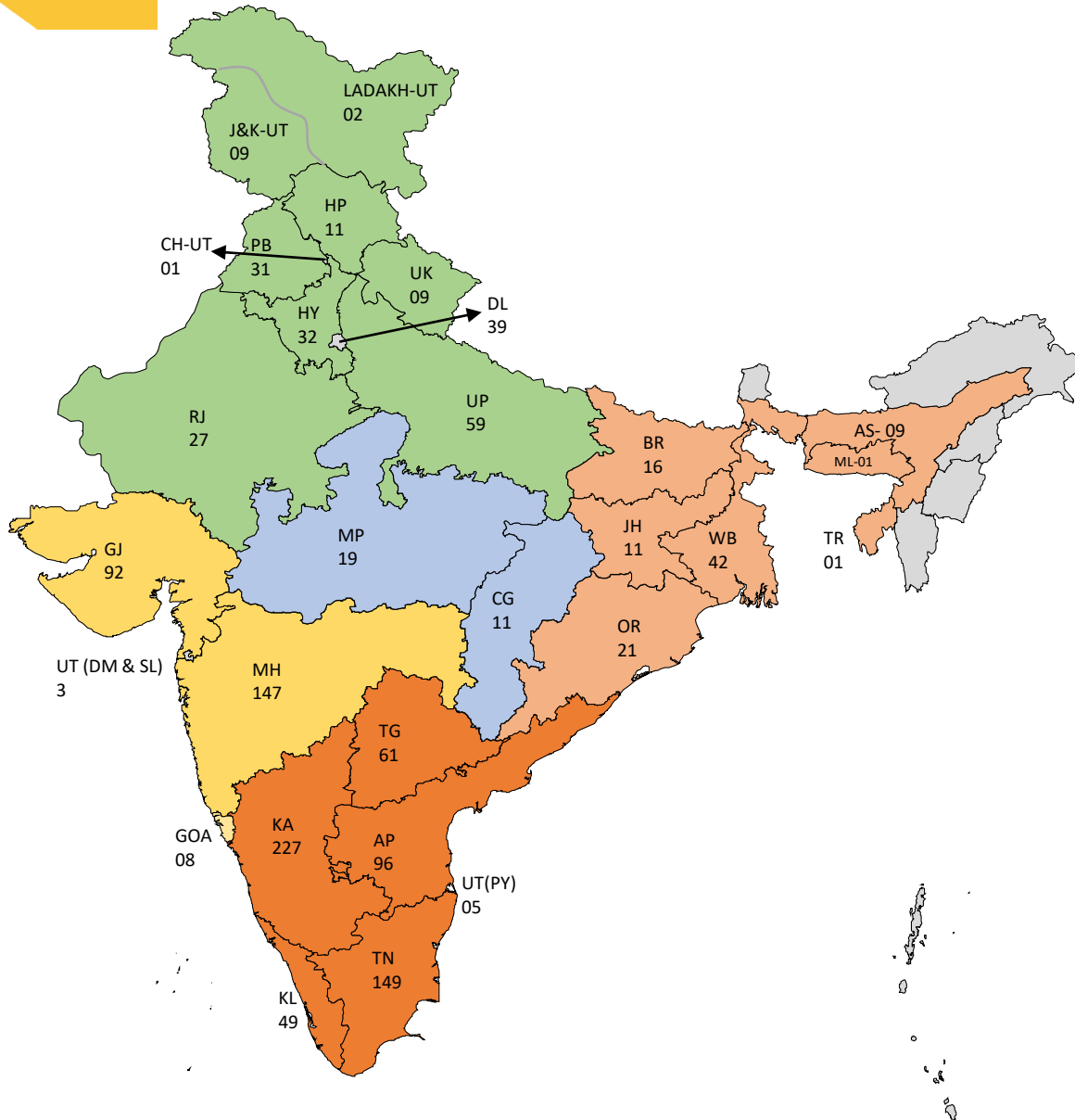
FLEET & CAPACITY

No of GT Vehicles
 Capacity (tons)

**Total GT Vehicles : 5929 --excluding
 Cranes(14) and Tankers(23)
 GT vehicles carrying Capacity: 87477 tons**



NETWORK

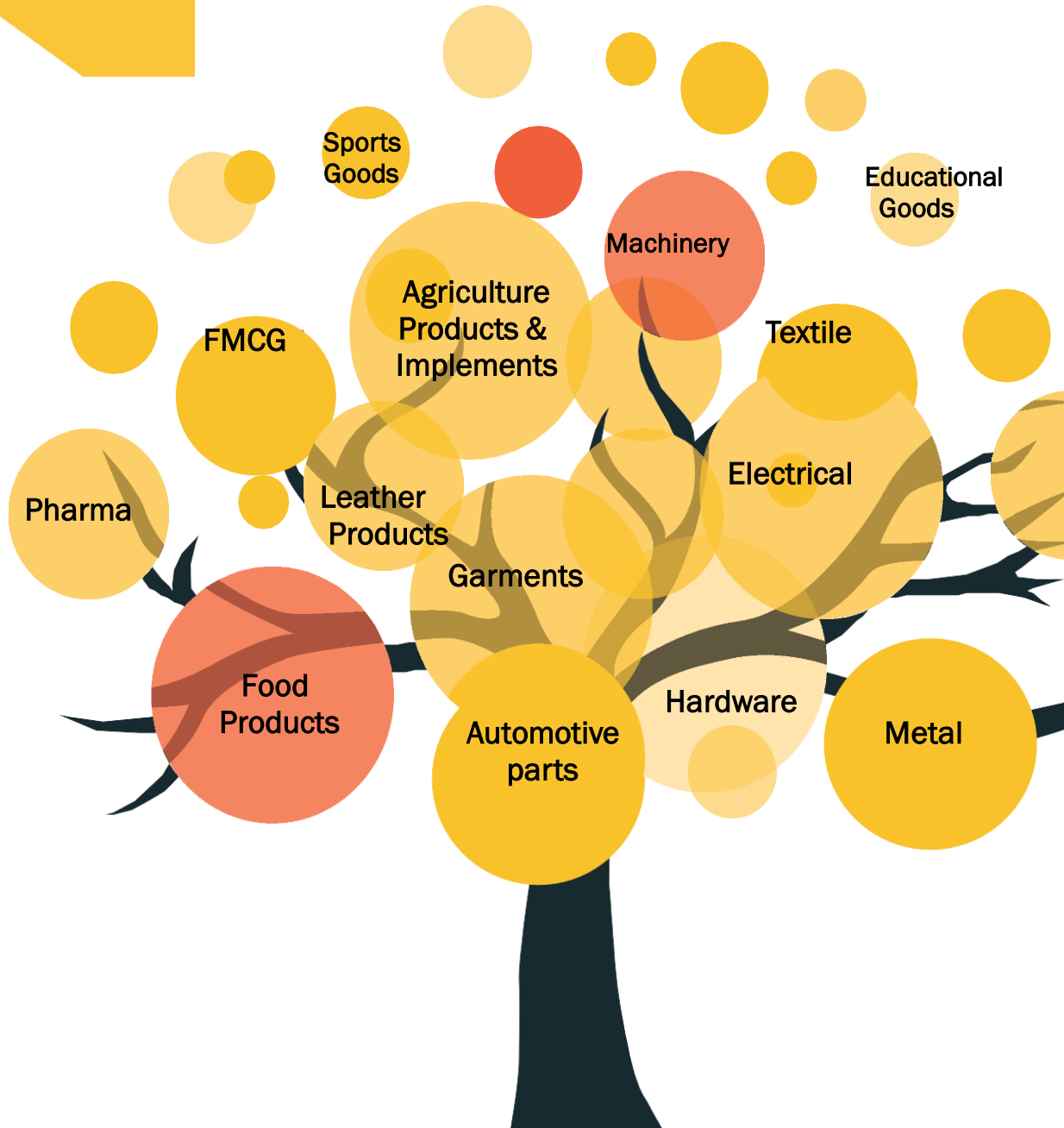


- Market Leader In LTL Segment
- Hub & Spoke Model
- Focus on Geographical Expansion.
- **74** Branches Added in 9mFY24
- Service extended into newer territories

Operations:

- **24** States & **5** Union Territories
- **1188** Branches
- **49** Strategically Placed Hubs

WIDE RANGE OF SECTORS SERVED



Expertise In Handling Variety Of Commodities

Diversified B2B Customer Base across Wide Range of Industries

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

Storage facility available in all our Delivery branches

Lowest Bad Debts - Hassle Free Claim Settlement in the Industry

KEY DEVELOPMENTS – 9MFY24

Addition of 74 new branches in 9MFY24. Closed -12 branches. Branches added in Q1FY24- 21, Q2FY24-28, Q3FY24-25. Total number of branches as on 31.12.2023 is 1188

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 5966 vehicles in 9MFY24. Vehicles added in Q1FY24 -254, Q2FY24-271 , Q3FY24-238 (based on vehicles registered in Q3FY24 for which major capex was incurred in Q2FY24). Total New GT vehicles added in 9MFY24- 763 vehicles (EV-9, HCV- 689, LCV- 41, SV -22, Tanker-2), sold/scrapped : 468 vehicles- (EV-3, HCV-363, LCV-91, SV-10, TANKER-1) Overall vehicle numbers increased by 295 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. 27099.50 lakhs as on 31.12.2023

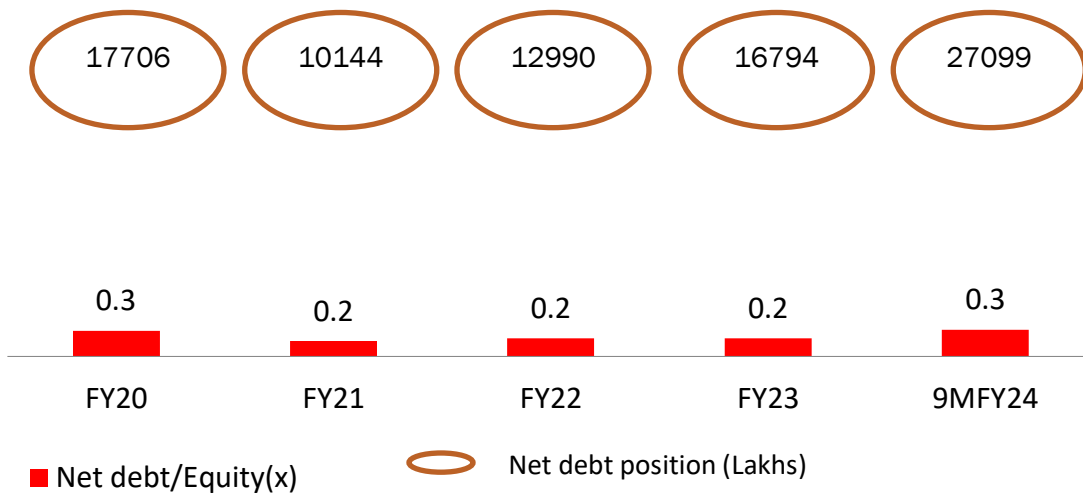
CAPEX incurred in Q3FY24 is Rs. 2484.19 lakhs .Total Capex incurred in 9MFY24 is Rs 22369 lakhs

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 I cra Credit Rating maintained at A+(positive)

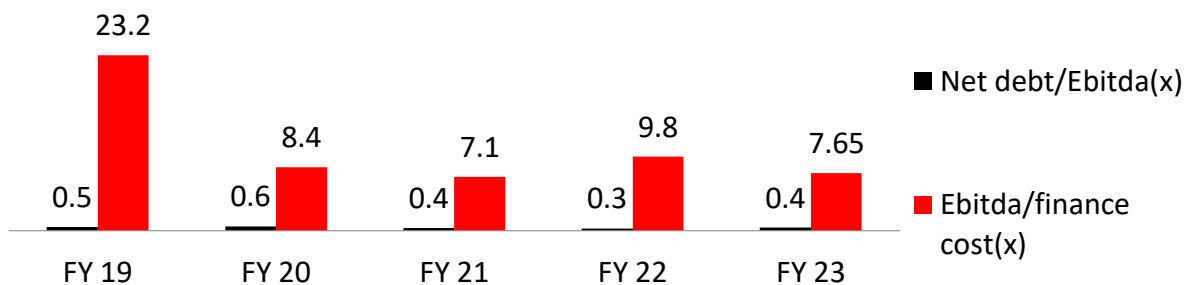
LEVERAGE METRICS

Net Debt to Equity



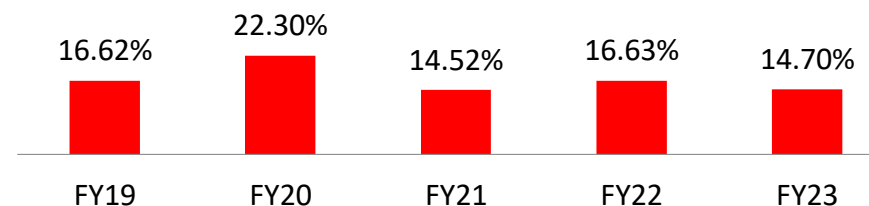
Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings, net of cash and cash equivalents

Leverage metrics



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

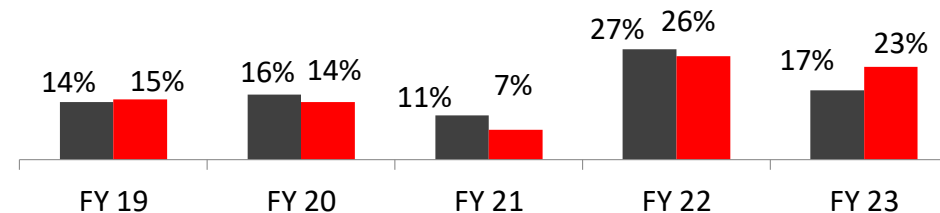
Gearing Ratio



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.

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 inline
with growth in Tonnage



THANK YOU

For further discussions or queries, Please contact

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cfo@vrllogistics.com