

Corporate Office:

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HUBBALLI- 580 029 Karnataka State
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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 PHADNAVIS
COMPANY SECRETARY AND
COMPLIANCE OFFICER
Date: 13.11.2024
Place: Hubballi**



Q2 FY2024-25
Earnings presentation





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VRL – MARKET LEADER IN B2B PARCEL SEGMENT


Creating Value by capitalizing on Owned Infrastructure


- 

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

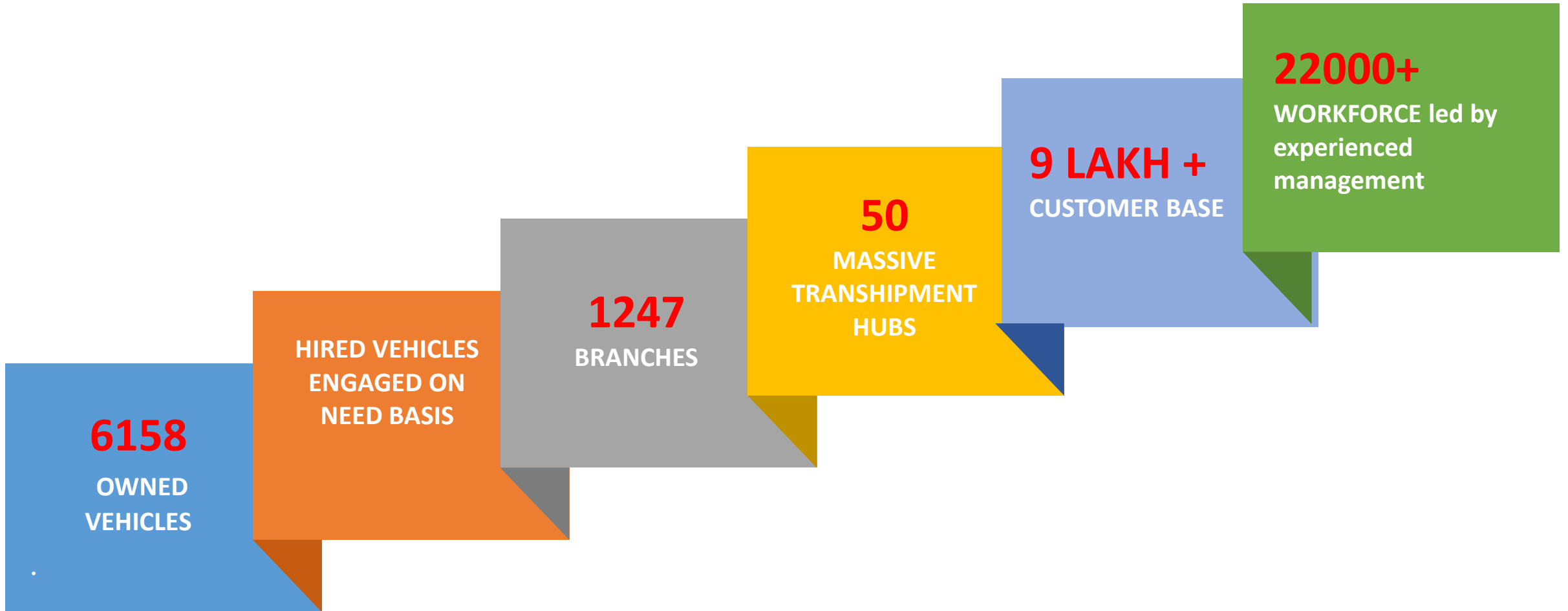
2 Pan-India surface logistics services provider with an established brand having one of the largest distribution networks in India
- 

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

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

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

6 Diversified Customer base offering varied Commodity mix



6158
OWNED
VEHICLES

HIRED VEHICLES
ENGAGED ON
NEED BASIS































1247
BRANCHES

50
MASSIVE
TRANSHIPMENT
HUBS

9 LAKH +
CUSTOMER BASE

22000+
WORKFORCE led by
experienced
management

KEY METRICS

	Q2YoY	QoQ	H1YoY
Total Income (₹ in Lakhs)	80198  12%	80198  8%	154396  10%
	71533 	74198 	139843 
Branches (Number's)	1247  82	1247  2	1247  82
	1165 	1245 	1165 
Tonnage Delivered (in'000s)	1093  4%	1093  2%	2163  5%
	1048 	1070 	2050 
Capacity Addition (tons)	87087  3%	87087  (1%)	87087  3%
	84726 	88198 	84726 
Capex (₹ in lakhs)	6978  (38%)	6978  41%	11941  (40%)
	11172 	4963 	19885 

Q2 FY25 EARNINGS HIGHLIGHTS

A Strong Quarter marked by:

- *Substantial Revenue Growth; Improved Profit Margins; Robust Cash Flow*
- *Demonstrating effective Cost Management and Strategic Execution*

• Total Income up by 12% YoY & 8% QoQ

• EBITDA up by 39% YoY & 33% QoQ

• PBT up by 82% YoY & 180% QoQ

• PAT up by 80% YoY & 167% QoQ

• Net Cash generated from Operating activities (post tax) increases from ₹ 20900 Lakhs in H1-FY24 to ₹ 21653 Lakhs in H1-FY25



FINANCIALS

₹ in Lakhs	Q2		Q2 YoY	Q1	QoQ	6M		6m YoY
	FY25	FY24	Growth (%)	FY25	Growth (%)	6MFY25	6MFY24	Growth (%)
Revenue from Operations	79948	70933	13%	72721	10%	152669	138355	10%
Other Income	250	600	(58%)	1477	(83%)	1727	1488	16%
Total Income	80198	71533	12%	74198	8%	154396	139843	10%
EBITDA	13553	9783	39%	10167	33%	23720	20864	14%
Margin (%)	17%	14%		14%		15%	15%	
EBIT	7173	4563	57%	4017	79%	11191	10751	4%
Margin (%)	9%	6%		5%		7%	8%	
PBT	4930	2711	82%	1760	180%	6690	7272	(8%)
Margin (%)	6%	4%		2%		4%	5%	
PAT	3582	1992	80%	1344	167%	4926	5387	(9%)
Margin (%)	4%	3%		2%		3%	4%	

Note: 1. Margins calculated as a percentage of Total Income. 2. PAT from continued operations and exclusive of comprehensive Income/loss.

FINANCIAL PERFORMANCE

KEY POINTS

- Revenue from operations increased by 13% Q2YoY, 10% QoQ, & 10% H1 YoY
- Successful implementation of freight hikes resulted into higher realisations and improvement in margins
- Freight hikes were implemented across all sectors and Geographies leads to increase in realization without affecting growth in tonnage. Volumes increased by 4% Q2YoY, 2% QoQ & 5% H1 YoY and Realisation increased by 8% Q2YoY, 8% QoQ & 5% H1 YoY
- Considerable Growth in volumes from North, Eastern and North Eastern states due to expansion in branch network

	Q2 YOY	QOQ	6mYOY
Branches Added (Net)	82	2	82
Contribution to Total Tonnage	2.51%	0.05%	2.23%

- 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
- Increase in Bulk Purchase of fuel with lesser costs resulted into better control on fuel expenses
- Improvement in Kms and Load factor by own vehicles leads to increase in own vehicle utilization resulting into increase in margins.
- Control on Dependency on Outside vehicles results into reduction of Lorry Hire charges
- Operations back to normal in Q2FY25 after operational disturbances such as labour shortage due to elections and heat wave, etc in Q1FY25

PROFITABILITY ANALYSIS

Q2 YOY	Q2-25	Q2-24	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	16.90%	13.68%	3.22%	Increase in Freight Rates leads to improvement in margins
Fuel cost	28.62%	31.17%	(2.55%)	<ul style="list-style-type: none"> Fuel consumption qty increased by 4.7% due to increase in kms run by own vehicles. Average procuring cost per litre down by 2.2% from Rs 87.81 in Q2-24 to Rs 85.91 in Q2-25. Bulk Purchase from refineries as a percent of total quantity increase by 5.1% from 30.41% to 35.51%
Lorry Hire	5.72%	6.96%	(1.24%)	<ul style="list-style-type: none"> Decrease in long haul hired vehicle Kms due to improvement in kms by own vehicles
Vehicle Running, Repairs & Maintenance	4.74%	4.26%	0.48%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles. Increase in driver incentives.
Stores and Spares consumed	2.45%	2.46%	0.00%	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.72%	2.37%	0.34%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles. Increase in cost of procurement of tyres.
Bridge & Toll expenses	8.05%	8.22%	(0.17%)	<ul style="list-style-type: none"> Increase in Kms by Owned vehicles, Increase in number of Toll Plazas from 1297 to 1601 across India. Toll rate hike from June-24. However Percentage is maintained
Rent	2.27%	2.06%	0.21%	<ul style="list-style-type: none"> Addition of new branches. Expansion in existing branches/TPT area. Renewal of Lease Agreements subject to Ind As 116 accounting the rental expenses as Depreciation and Interest expenses.
Hamali (Loading & Unloading charges)	6.68%	6.64%	0.04%	<ul style="list-style-type: none"> Increase in rates , However Percentage is maintained
Employee Cost	16.93%	16.55%	0.38%	<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	4.84%	5.15%	(0.31%)	<ul style="list-style-type: none"> Percentage maintained.
Depreciation	7.95%	7.30%	0.66%	<ul style="list-style-type: none"> Increase in Capex and Increase in ROU on account of addition/expansion of new leased branches/TPT's area
EBIT	8.94%	6.38%	2.57%	<ul style="list-style-type: none"> Increase in EBITDA
Finance Costs	2.80%	2.59%	0.21%	<ul style="list-style-type: none"> Decrease in debt & increase in Lease Liabilities on account of Addition/Expansion of new leased branches/ TPT areas
PBT	6.15%	3.79%	2.36%	<ul style="list-style-type: none"> Due to increase in EBIT
PAT	4.47%	2.79%	1.68%	<ul style="list-style-type: none"> Due to increase in PBT

PROFITABILITY ANALYSIS

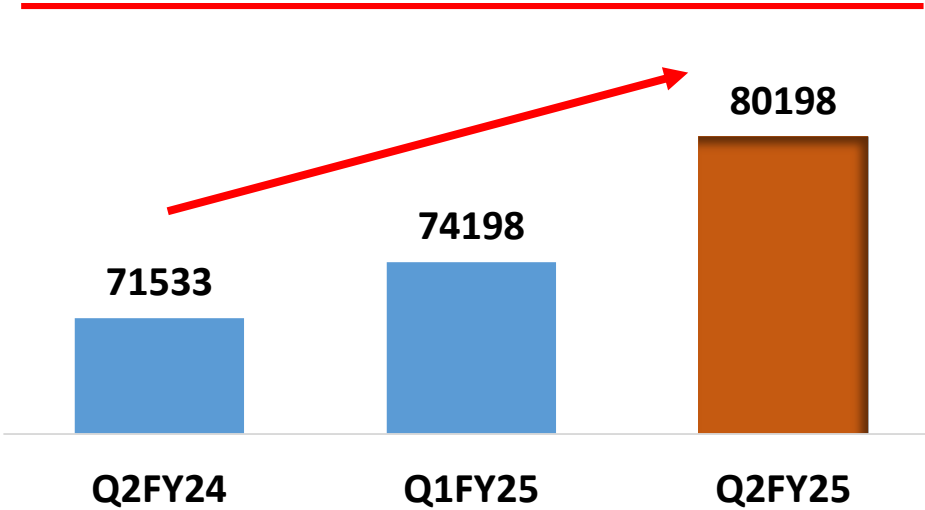
QOQ	Q2-25	Q1-25	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	16.90%	13.70%	3.20%	Increase in Freight Rates leads to improvement in margins
Fuel cost	28.62%	28.74%	(0.12%)	<ul style="list-style-type: none"> Fuel consumption qty increased by 7.9% Average purchase cost per litre of fuel down by 0.3% from Rs 86.18 Rs 85.91 Bulk purchase from refineries as a percent of total quantity increases by 2.19% from 33.32% in Q1-25 to 35.51% in Q2-25
Lorry Hire	5.72%	7.44%	(1.72%)	<ul style="list-style-type: none"> Decrease in long haul hired vehicle Kms due to improvement in kms by own vehicles
Vehicle Running, Repairs & Maintenance	4.74%	4.97%	(0.24%)	<ul style="list-style-type: none"> Despite Increase in absolute terms, the percentage to revenue is decreased due to freight hikes
Stores and Spares consumed	2.45%	2.29%	0.16%	<ul style="list-style-type: none"> Percentage maintained.
Tyres, Flaps and Re-treading	2.72%	2.58%	0.14%	<ul style="list-style-type: none"> Increase in kms run by own vehicles. Periodic replacement of tyres.
Bridge & Toll expenses	8.05%	7.87%	0.18%	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1438 to 1601. Increase in toll rates from June-24
Rent	2.27%	2.36%	(0.09%)	<ul style="list-style-type: none"> Percentage Maintained. Expenses are subject to Ind As 116 accounting the rental expenses as Depreciation and Interest expenses.
Hamali (Loading & Unloading charges)	6.68%	7.00%	(0.32%)	<ul style="list-style-type: none"> Expenses normalized after small disturbances in Q1-24
Employee Cost	16.93%	17.81%	(0.88%)	<ul style="list-style-type: none"> Increase in number of employees. Despite Increase in costs in absolute terms, the percentage to revenue is decreased due to freight hikes
Other Expenses	4.93%	5.24%	(0.31%)	<ul style="list-style-type: none"> Percentage to revenue is decreased due to freight hikes
Depreciation	7.95%	8.29%	(0.33%)	<ul style="list-style-type: none"> Fixed in nature. Reduced due to freight hikes
EBIT	8.94%	5.41%	3.53%	<ul style="list-style-type: none"> Due to increase in EBITDA, and decrease in depreciation
Finance Costs	2.80%	3.04%	(0.25%)	<ul style="list-style-type: none"> Decrease in debt
PBT	6.15%	2.37%	3.78%	<ul style="list-style-type: none"> Due to increase in EBIT, and decrease in depreciation & finance costs
PAT	4.47%	1.81%	2.66%	<ul style="list-style-type: none"> Due to increase in PBT

PROFITABILITY ANALYSIS

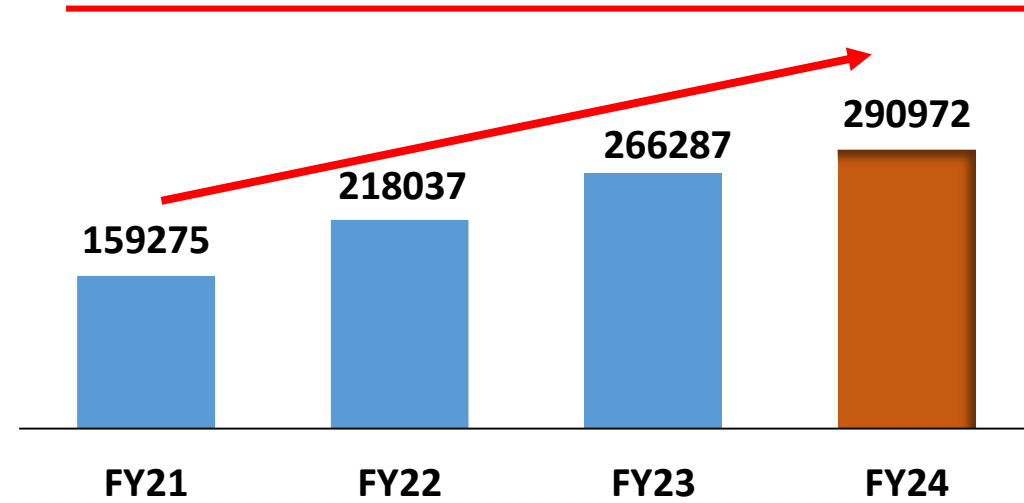
H1YOY	H1-25	H1-24	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	15.36%	14.92%	0.44%	Increase in Freight Rates leads to improvement in margins
Fuel cost	28.68%	30.48%	(1.80%)	<ul style="list-style-type: none"> Fuel consumption qty increased by 5.7% , Average purchase cost per litre of fuel down by 1.9%, from Rs 87.68 to Rs 86.04. Bulk purchase from refineries as a percent of total quantity increases by 3.41%
Lorry Hire	6.54%	7.67%	(1.13%)	<ul style="list-style-type: none"> Decrease in long haul hired vehicle Kms due to improvement in kms by own vehicles
Vehicle Running, Repairs & Maintenance	4.85%	3.94%	0.91%	<ul style="list-style-type: none"> Increase in Kms covered by owned vehicles. Increase in driver incentives
Stores and Spares consumed	2.38%	2.27%	0.11%	<ul style="list-style-type: none"> Percentage maintained
Tyres, Flaps and Re-treading	2.65%	2.13%	0.52%	<ul style="list-style-type: none"> Increase in Kms, Increase due to periodic replacement of tyres
Bridge & Toll expenses	7.96%	8.00%	(0.03%)	<ul style="list-style-type: none"> Increase in number of Toll Plazas from 1297 to 1601. Increases in toll rates from June-24. the percentage to revenue is decreased due to freight hikes
Rent	2.31%	2.02%	0.29%	<ul style="list-style-type: none"> Addition of new branches. Expansion in existing branches/TPT area and is subject to Ind As 116 accounting the rental expenses as Depreciation and Interest expenses
Hamali (Loading & Unloading charges)	6.83%	6.62%	0.21%	<ul style="list-style-type: none"> Increase in Loading and Unloading charges
Employee Cost	17.35%	16.42%	0.94%	<ul style="list-style-type: none"> Increase in number of employees due to addition of new branches & Internal promotions on selective basis
Other Expenses	5.08%	5.55%	(0.47%)	<ul style="list-style-type: none"> Percentage to revenue is decreased due to freight hikes
Depreciation	8.12%	7.23%	0.88%	<ul style="list-style-type: none"> Increase in Capex and Increase in ROU on account of addition/expansion of new leased branches/TPT's area
EBIT	7.25%	7.69%	(0.44%)	<ul style="list-style-type: none"> Due to increase in depreciation
Finance Costs	2.91%	2.49%	0.43%	<ul style="list-style-type: none"> Decrease in debt and subject to Increase in lease liability on account of addition/expansion of new leased branches/TPT's area.
PBT	4.33%	5.20%	(0.87%)	<ul style="list-style-type: none"> Increase in depreciation & finance costs
PAT	3.19%	3.85%	(0.66%)	<ul style="list-style-type: none"> Increase in depreciation & finance costs

FINANCIALS

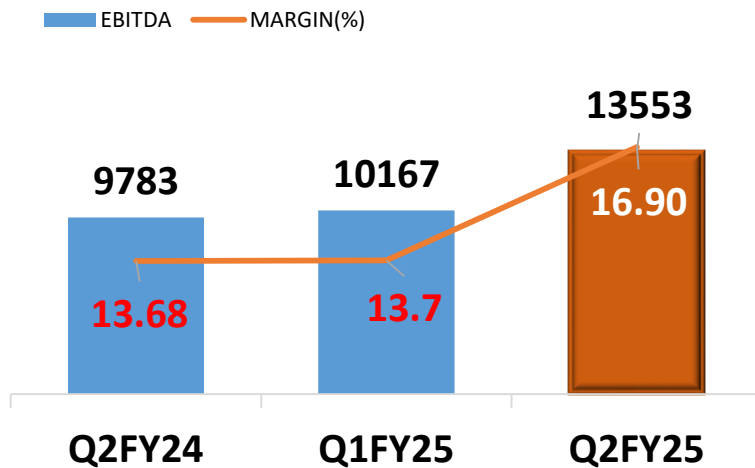
QUARTERLY TOTAL INCOME



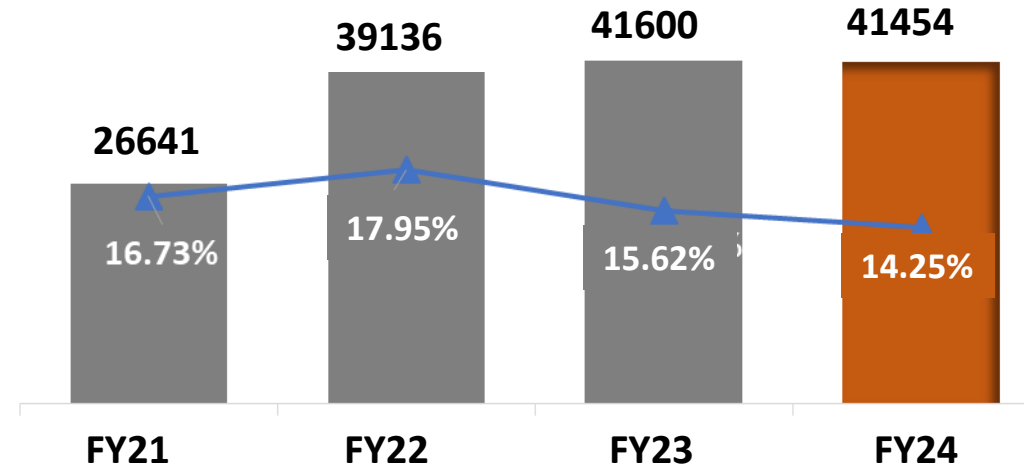
FY24 TOTAL INCOME



QUARTERLY EBITDA and MARGINS(%)

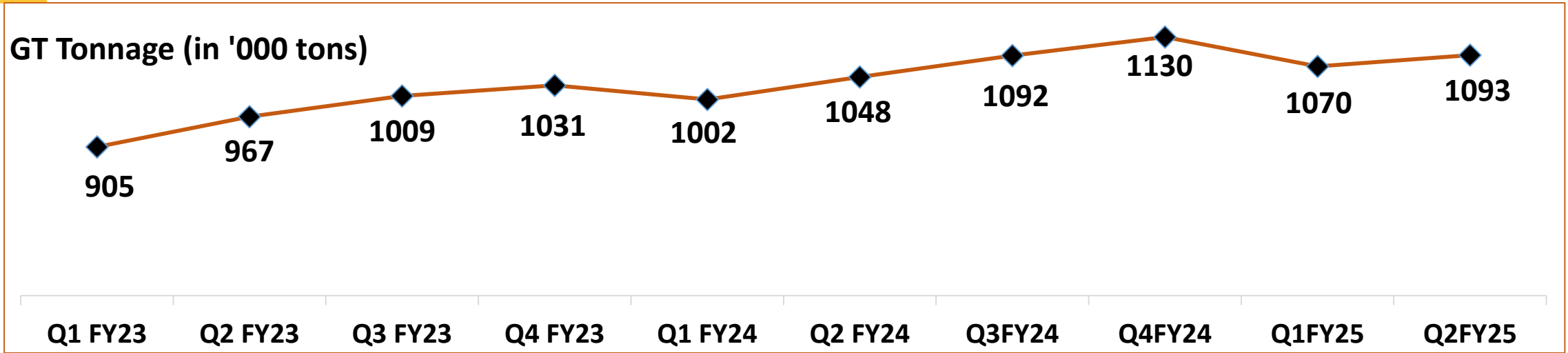


FY 24 EBITDA and MARGINS(%)

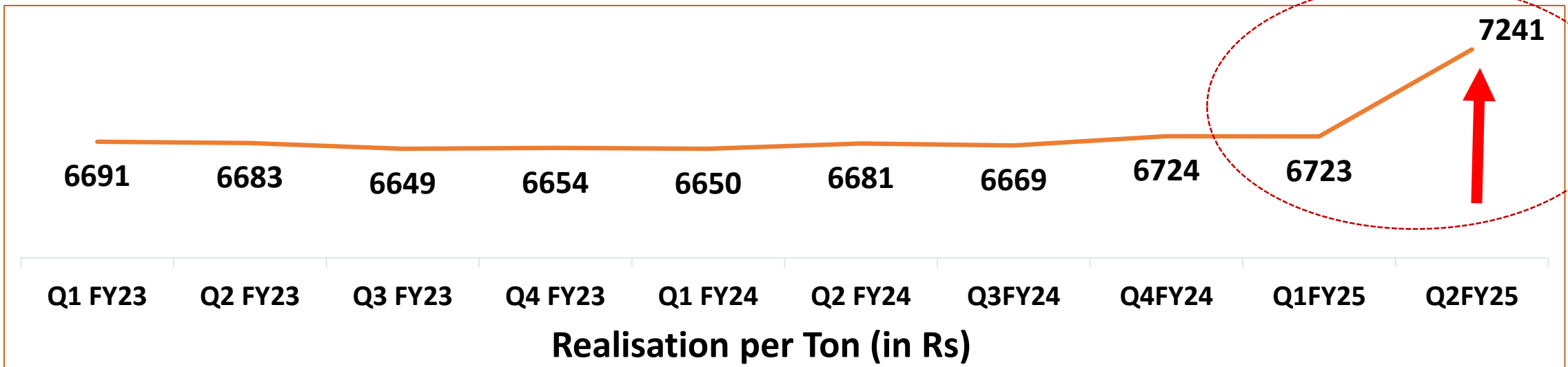


Note:
 • ₹ in lakhs.
 • Total income includes Other Income
 • EBITDA margins are calculated on Total Income

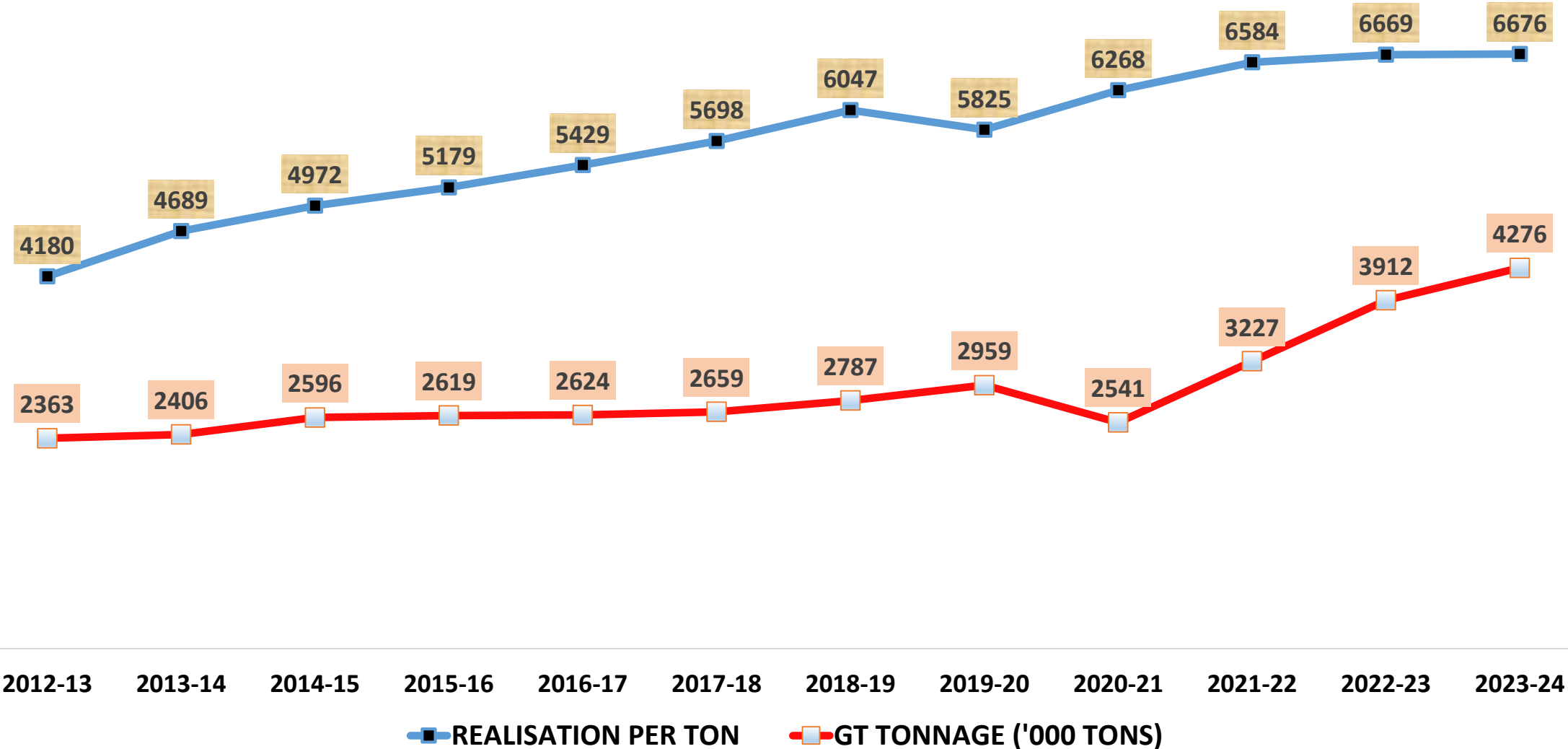
TONNAGE AND REALISATION



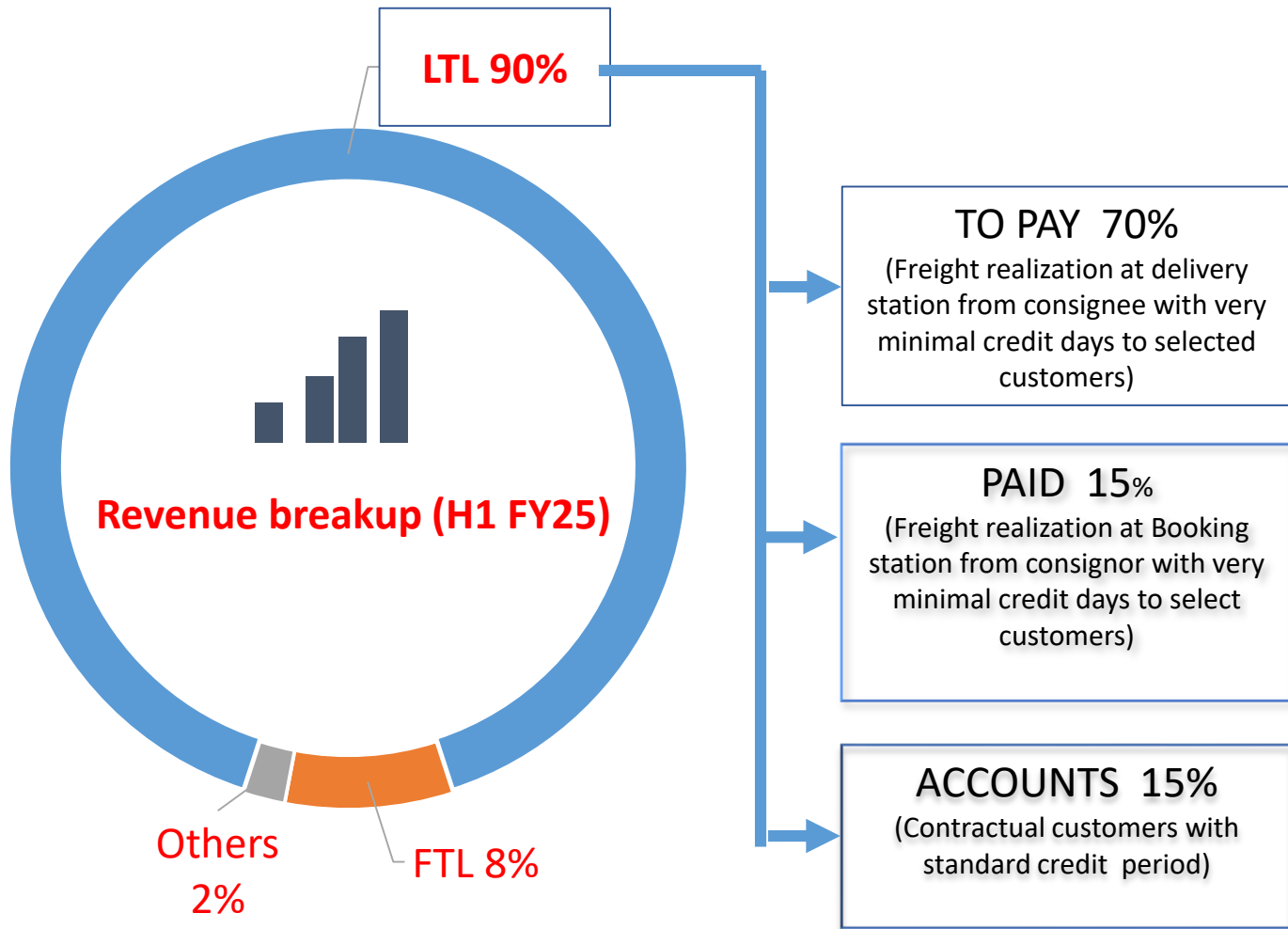
11500+ TONS SERVICED ON A DAILY BASIS (Q2FY2025)



CONSISTENT GROWTH IN TONNAGE & REALISATION



B2B FOCUS



- **Note:** % to Total Revenue
- LTL- Less than Truck Load
- FTL- Full Truck Load

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

Faster Revenue collections of majority sales without credits.

- Majority of revenues from To –Pay and Paid customers with spot collection of revenue.
- Lowest receivable days in the industry (Trade receivable days at 12 days in FY24)
- Enhances cash flow stability – Reduces dependency on credit lines for working capital
- Lowest Bad Debts

B2B Focus - Diversified sectors and customers

- The primary focus is on B2B customers across diversified sectors.

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 backed by company owned maintenance facilities across India 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 and equipped with **GPS to track vehicles** as well as consignments.

4

Our vehicles are regularly serviced and inspected to meet the highest industry standards. All our vehicles are covered ensuring highest safety of consignments

5

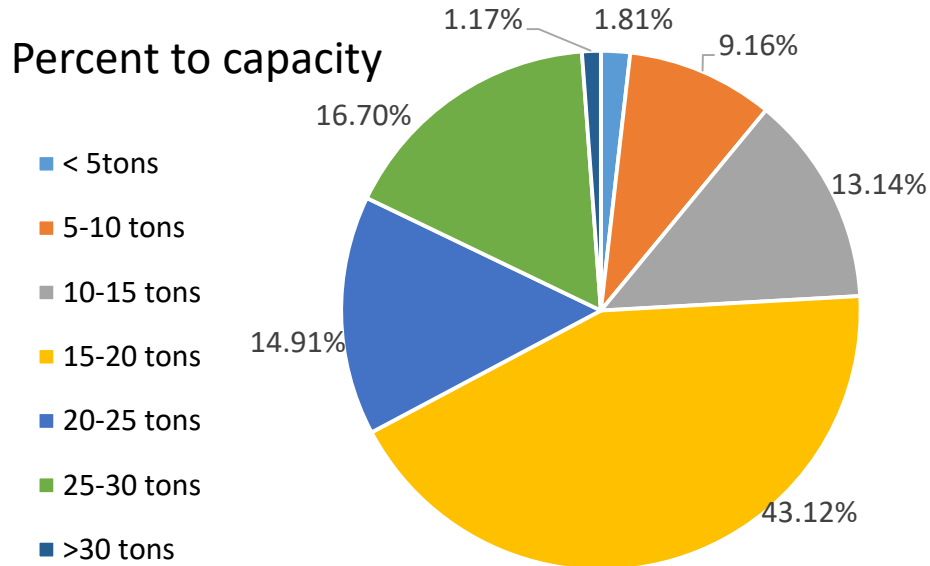
With a strong focus on safety and compliance, all our drivers are on the payroll of the company & undergo extensive training .

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.

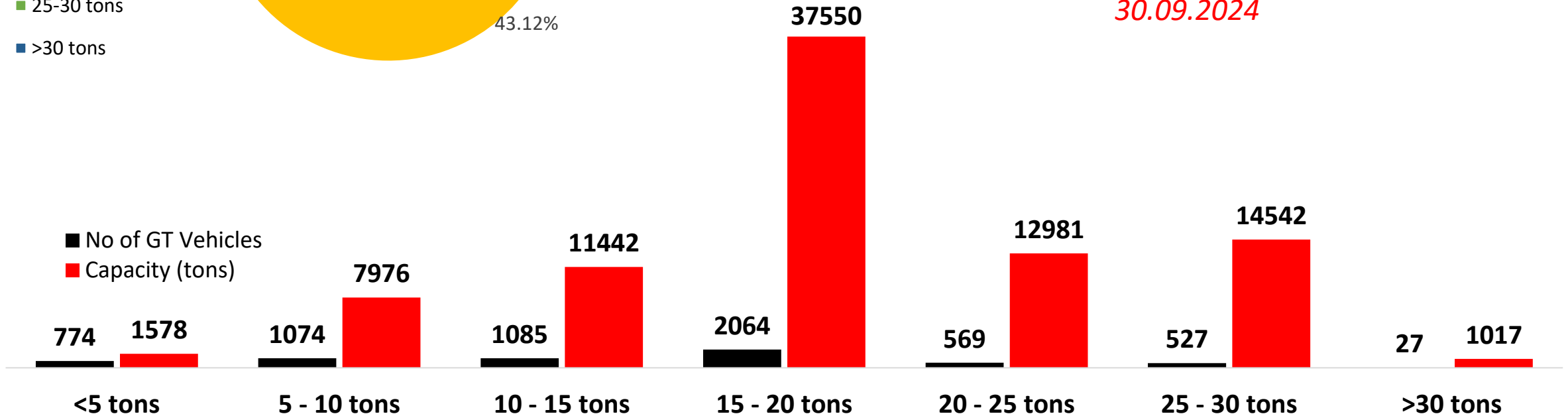


FLEET & CAPACITY



Total GT Vehicles :
6158 --excluding
Cranes(14) and
Tankers(24)
GT vehicles carrying
Capacity: 87087 tons

216 Trailers as on
30.09.2024





➤ **300** New Vehicles added in H1FY25



➤ Currently operating with **216** Trailers



➤ Total Goods Transportation Fleet Capacity at **87087 tons**



➤ **5038 (82%)** debt free vehicles



➤ **1404 (23%)** vehicles fully depreciated and operating in optimal condition



➤ Additional Usage of Hired Vehicles on need basis

6158 Company owned vehicles

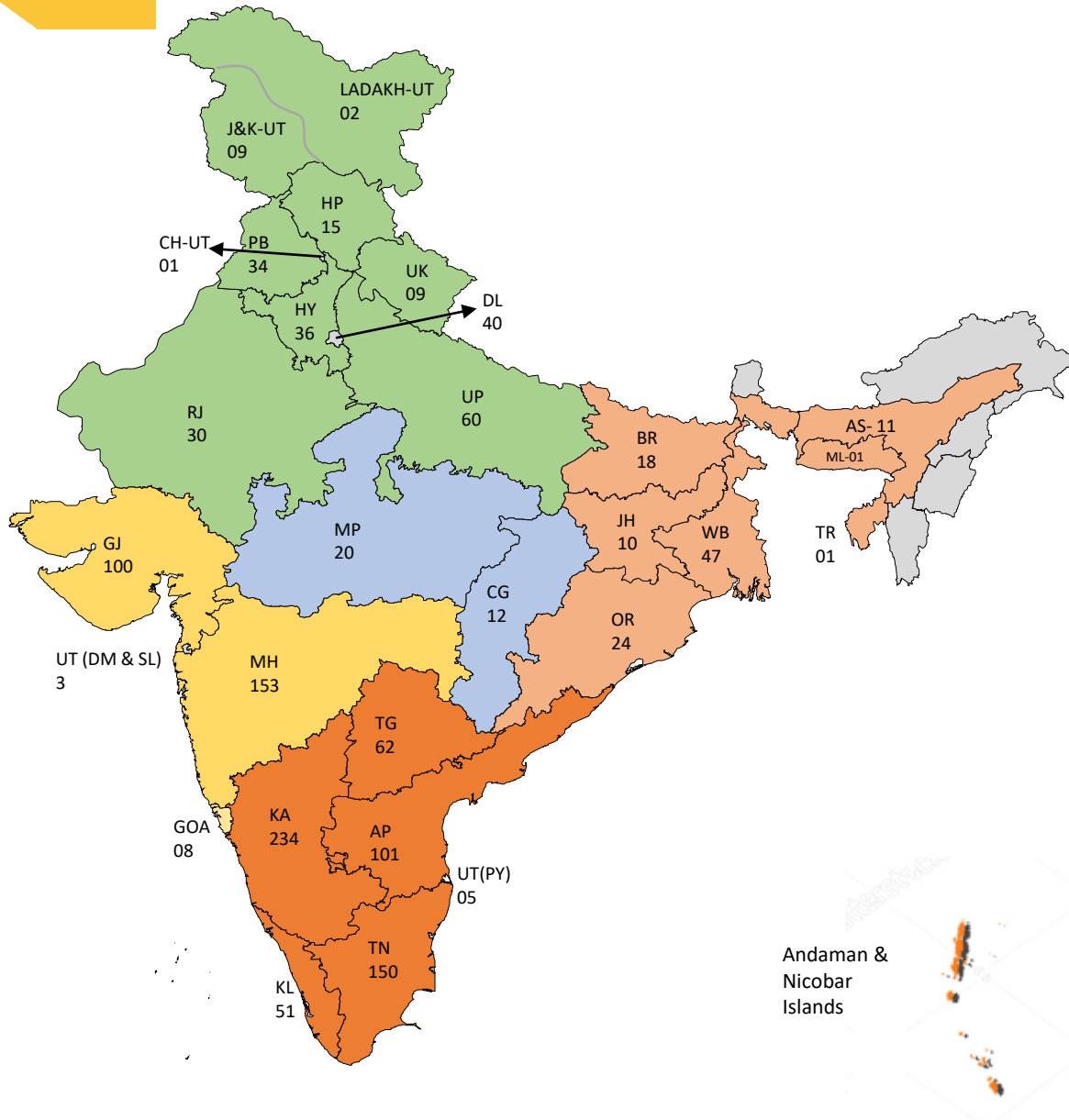


1 Ton to 36 Tons Carrying Capacity

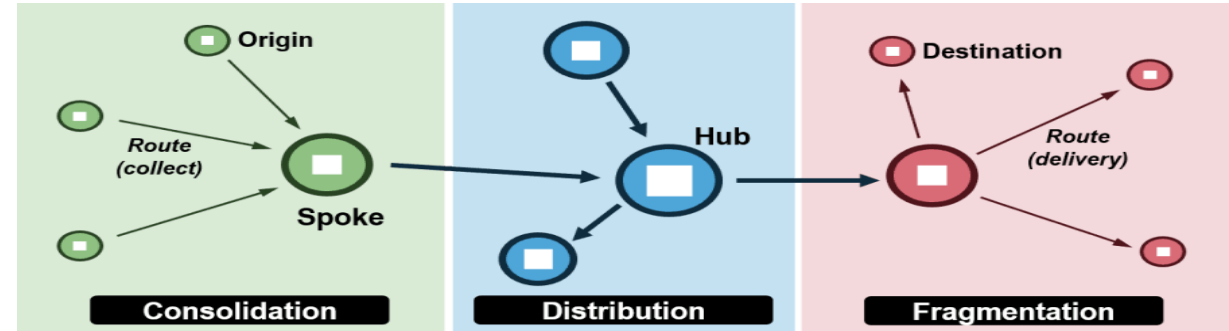
The background features a gradient from light blue on the left to light orange on the right. Large, soft-edged white shapes are positioned in the bottom-left and top-right corners, creating a modern, minimalist aesthetic.

NETWORK

NETWORK



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



1247 BRANCHES

- Robust pan India network across **24** states, **5** union territories, including **50** massive transshipment hub facilities
- Focus on Geographical Expansion
- Service extended into newer territories and untapped markets

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

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

Effective consolidation of
diverse goods to
maximize payload of
each trip

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 Operations are under Centralised CCTV surveillance

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

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.



KEY DEVELOPMENTS – H1FY25

Addition of 54 new branches in H1FY25. Closed -16 branches. Total number of branches as on 30.09.2024 is 1247

Expansion of existing Branch Area/TPT Area at select locations

Number of GT Vehicles increased from 5994 vehicles in FY24 to 6158 vehicles in H1FY25. New Vehicles added in H1FY25 -300 (EV-30, HCV-208, LCV- 19, SV- 33, Tanker-10), sold/scrapped : 136 vehicles- (HCV-121, LCV-6, TANKER-9). Net vehicle numbers increased by 164 vehicles in H1FY25.

Higher consumption at owned fuel pumps – Direct procurement from refineries

CAPEX incurred in Q2FY25 is ₹ 6977.79 lakhs. CAPEX incurred in H1FY25 is ₹ 11941.04 lakhs. Capex in Q2FY25 includes ₹ 4293.10 lakhs towards expansion of owned Transshipment area in Mangaluru. Planning to add similar owned facilities in Mysuru and Bengaluru

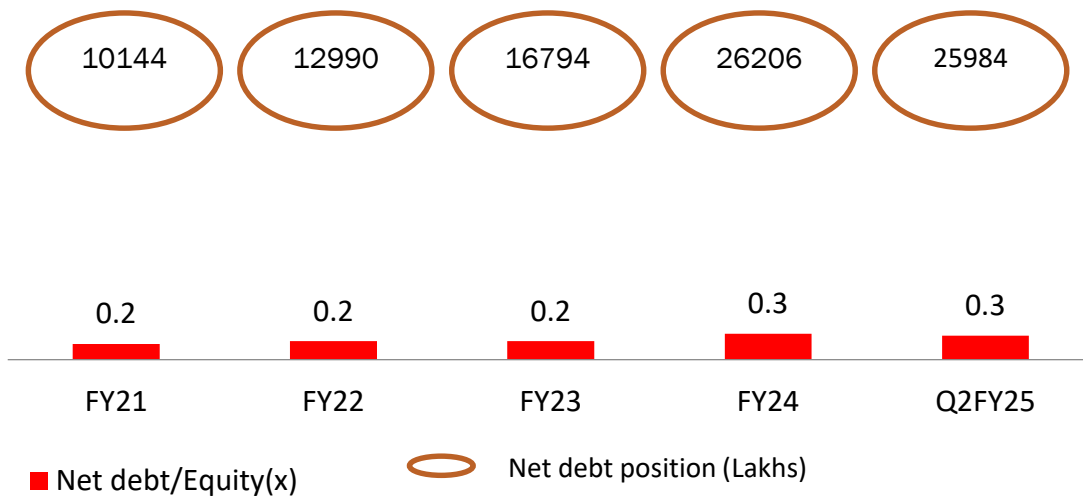
Net debt decreased from ₹ 26205.62 lakhs as on 31.03.2024 to ₹ 25984.21 lakhs as on 30.09.2024

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

The Board of Directors has declared an interim dividend of ₹ 5 per equity share (face value of Rs. 10/- each)

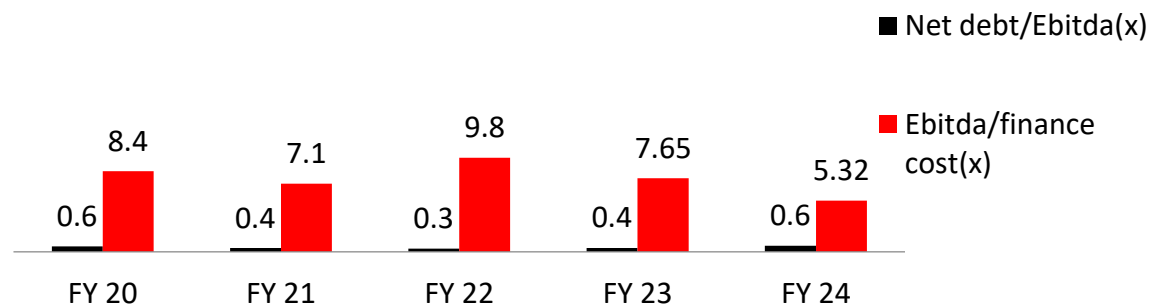
LEVERAGE METRICS

Net Debt to Equity



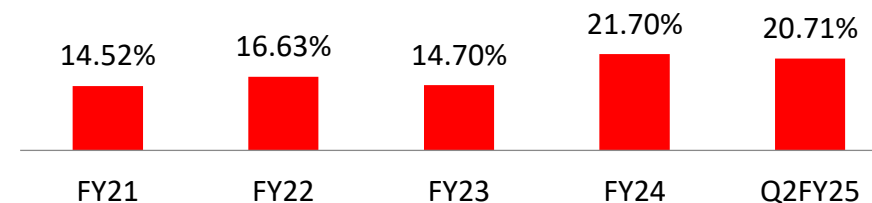
Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings, net of cash and cash equivalents

Leverage metrics

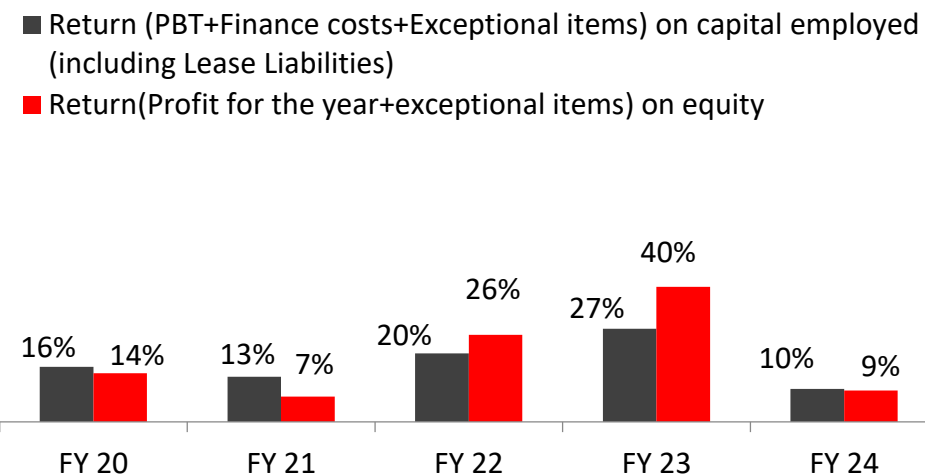


Note : EBITDA is considered only for continued ops, from FY23 onwards.

Gearing Ratio



Return metrics





Focus solely on core competency- Goods Transportation Business

Focus on increasing Geographic presence in hitherto untapped markets

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

Planned fleet addition in line with growth in Tonnage

THANK YOU

For further discussions or queries, Please contact

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+91 93425 59298
cfo@vrllogistics.com