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To,

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001
Scrip Codes : 539118

National Stock Exchange of India Limited
Exchange Plaza, Plot No.C/1, G-Block,
Bandra – Kurla Complex, Bandra (E),
Mumbai – 400 051
Scrip Codes : 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: 01.11.2021

Place: Hubballi

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Website : www.vrllogistics.com CIN : L60210KA1983PLC005247 **GSTIN (KAR): 29AABCV3609C1ZJ**



VRL Financial Results - Q2 FY2021-22

Earnings Presentation

November 01, 2021



VRL LOGISTICS LTD

www.vrllogistics.com

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A public listed company on NSE & BSE Exchange with a Market capitalization of INR 33.76 billion(as on 30th September, 2021)

Pre dominantly parcel delivery service provider (~90% of total Revenue for FY21) with pan-India last mile connectivity operating through a fleet of 4687 owned Goods transport vehicles complemented by third party hired vehicles on need basis

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

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

Passenger transportation through 280 owned buses of various makes

Extensive pan India network with presence across 22 states & 4 union territories in 902 locations ensuring last mile delivery, even in remote locations

State - of - the - art vehicle maintenance facilities with performance enhancing technological innovations

Own fuel stations at key locations and tie up with IOCL

Dedicated In-house software with own servers and real time data for analysis and MIS





Key Differentiators

- India – 73% 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 4687 GT vehicles → Efficient operations with largest fleet and minimal outsourcing of transportation
- ❖ Distribution Network → Robust pan India network across 22 states, 4 union territories, having 902 branches, including 45 massive transshipment hub facilities
- ❖ Vehicles Specially Designed by OEM`s / in-house → Ensures Higher Payload
- ❖ Owned Vehicle operations and maintenance → Entry Barrier



Key Differentiators

- ❖ More than 52% vehicles Fully Depreciated → Lower Costs
- ❖ More than 91% vehicles Debt Free → No Associated finance costs
- ❖ Financial performance & position → Track record of growth and robust financial position
- ❖ EBITDA Margins → @18.03% (Q2FY22) – Highest in the industry
- ❖ 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
- ❖ Addition of Electric vehicles → Moving toward new age vehicles

❖ **Most efficient collection mechanism**

- Annual bad debt less than Rs.5 lakh on ~Rs.2,000 Cr. Revenue.
- Hardly any collectible more than 90 days.

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

❖ **Wide range of Customers**

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

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

- Lowest cost Operator.

❖ **Double digit business volume growth.**

❖ **Much lower Debt Level – INR 154 Crs.**

- Least cash burnout for servicing and repayment.

❖ **Gradual margin growth in core GT segment, driven by freight volume.**

❖ **PROACTIVELY preparing for Scrapping policy**

- VRL has 1137 vehicles > 15 years, as of September 30, 2021 with a total capacity of 11088 tons, whereas VRL added 10550 tons capacity from 2019 onwards.



Booking & Distribution Network

Market Leader in LTL segment

Operations : 22 States, 4 Union Territories.

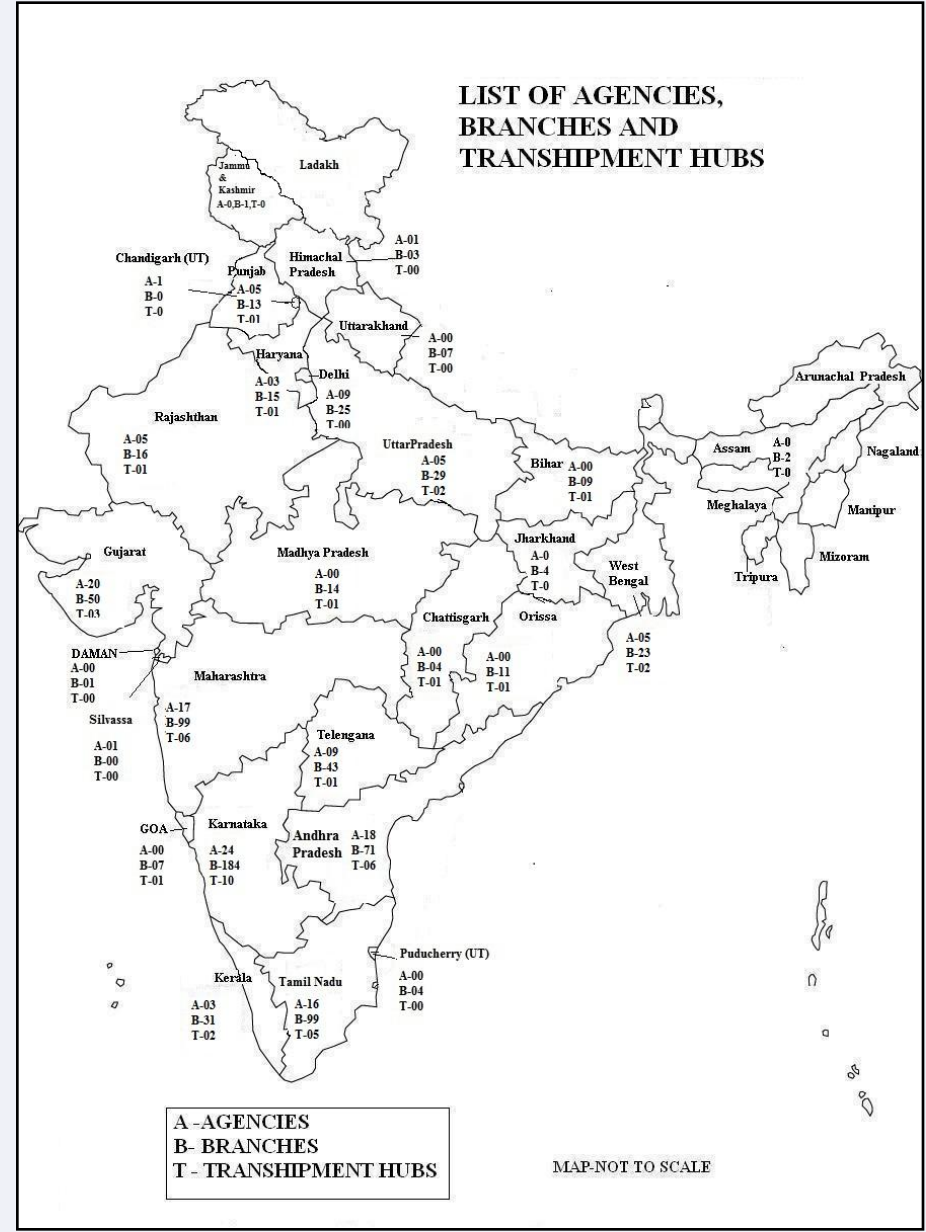
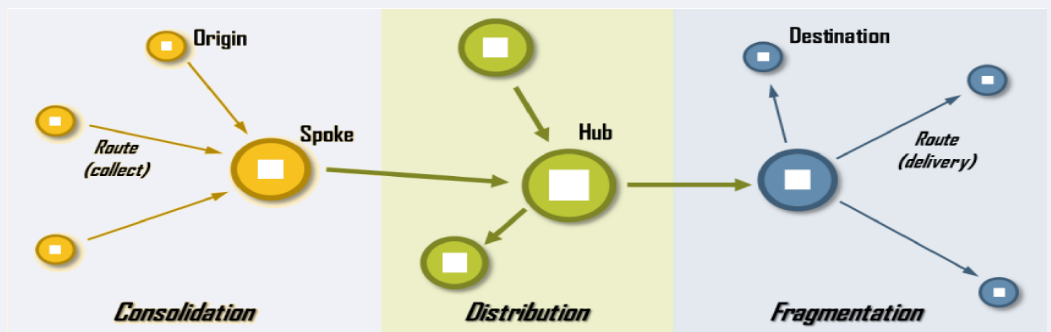
715 Branches

142 Agencies

45 Strategically placed Hubs

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

Hub-and-Spoke model to aggregate small parcels and maximize capacity utilization of its vehicles



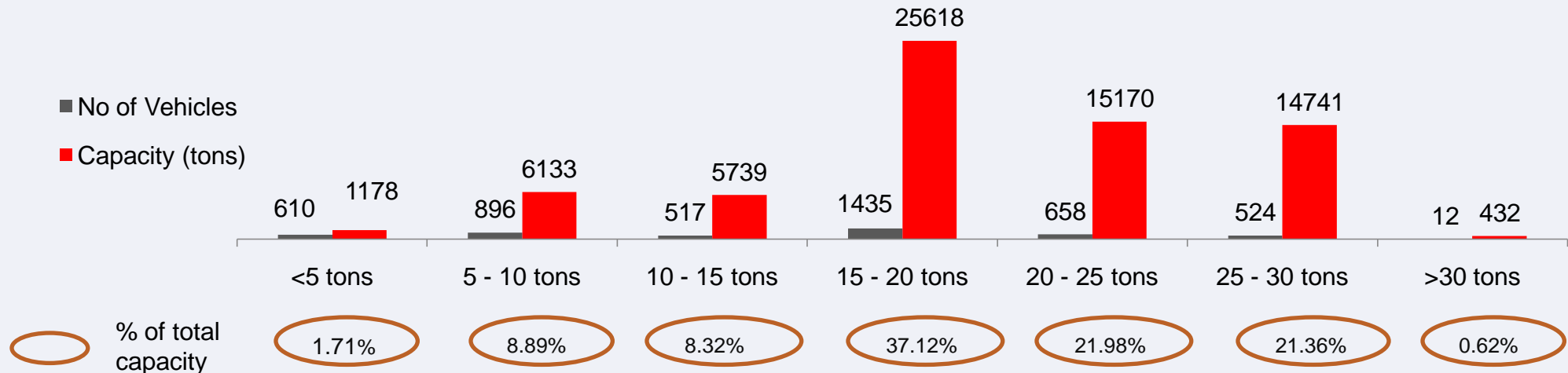
Efficient operations with largest fleet and a robust pan India network in 902 locations



Own Vehicle Numbers										
As of	0.5 tons to 2.5 tons (a)	2.5 tons to 7.5 tons	7.5 tons and above	Car Carrier (1)	Available Capacity (tons)	Tanker (2)	Cranes (3)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-18	150	960	2765	102	52954	17	13	4007	396	4403
31-Mar-19	257	1009	3004	102	64776	13	13	4398	381	4779
31-Mar-20	312	981	3428	0	70012	20	13	4754	337	5091
31-Mar-21	311	942	3289	0	68107	20	13	4575	291	4866
30-Sep21	361	942	3349	0	69011	22	13	4687	280	4967

Note: (a) – this category consists of electric vehicles. (1) Used for transportation of automobiles, converted to HGV's from 2020. (2) Used for transportation of liquid (3) Cranes are predominantly used for internal operations.

Capacity Breakup as on Sep 30, 2021



Goods transportation fleet

4687 owned vehicles as on September 30, 2021	4253 (91%) debt free vehicles
Wide range of vehicles with carrying capacity from 1 ton to 36 tons	2460 (52%) of vehicles are fully depreciated and operating in optimal condition

Bus Operations fleet

280 owned vehicles as on September 30, 2021

280 (100%) vehicles are debt free

Significance of own vehicles

- Enables us to significantly control operational costs
- Higher payload per vehicle for LTL consignments
- Enables us to cover a large number of routes and reduce dependence on third party hired vehicles
- Enables better control and time bound delivery, thereby enhancing service quality
- Bus Operations: Owned vehicles enable us to provide safe and on time travel experience

Total of 4967 owned vehicles provides greater advantage in terms of pricing and service

- 1) The above Statement of Unaudited Financial Results ("Financial Results") for the quarter and half year ended 30 September 2021 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 1 November 2021. These Financial Results have been subjected to a limited review by the Statutory Auditors of the Company. These Financial Results are prepared and published in accordance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, as amended.
- 2) These Financial Results are prepared in accordance with the Indian Accounting Standard 34 'Interim Financial Reporting' (Ind AS) 34, as prescribed under Section 133 of the Companies Act, 2013, ("the Act") read with the relevant Rules issued thereunder and other accounting principles generally accepted in India.
- 3) The Unaudited Statement of Cash Flows has been prepared under the indirect method as set out in Ind AS 7 - Statement of Cash Flows.
- 4) The Unaudited Statement of Assets and Liabilities as at 30 September 2021, Unaudited Statement of Cash Flows for half year ended 30 September 2021 and Segment Information for the quarter and half year ended 30 September 2021, form an integral part of the financial results.
- 5) Previous period figures have been regrouped / restated wherever considered necessary to conform to the current period classification.

Consolidated (INR in Lakhs)	Q2 FY22 (Unaudited)	Q1 FY22 (Unaudited)	Q2 FY21 (Unaudited)	H1 FY22 (Unaudited)	H1 FY21 (Unaudited)	FY21 (Audited)
TOTAL INCOME	63813.76	41728.10	44180.76	105541.86	60421.14	177578.73
EBITDA	11506.06	3956.57	8946.91	15462.63	5791.75	26035.04
EBITDA Margins(%)	18.03%	9.48%	20.25%	14.65%	9.59%	14.66%
EBIT	7549.49	188.28	5066.46	7737.77	(2276.48)	10056.03
EBIT Margins(%)	11.83%	0.45%	11.47%	7.33%	(3.77%)	5.66%
PBT	6568.45	(761.83)	4170.21	5806.62	(4210.56)	6374.07
PBT Margins(%)	10.29%	(1.83%)	9.44%	5.50%	(6.97%)	3.59%
PAT (excludes comprehensive income)	4947.80	(604.18)	3088.07	4343.62	(3183.42)	4506.79
PAT Margins(%)	7.75%	(1.45%)	6.99%	4.12%	(5.27%)	2.54%

Segment Performance – Q2 FY2021-22



(INR in lakhs)	Goods Transport					
	Quarter ended			Half Year ended		Year ended
	30.09.2021 (Unaudited)	30.06.2021 (Unaudited)	30.09.2020 (Unaudited)	30.09.2021 (Unaudited)	30.09.2020 (Unaudited)	31.03.2021 (Audited)
Revenue	56881.55	38482.59	40771.41	95364.14	55596.00	159275.00
EBITDA - After Ind As 116	10978.64	4306.25	8441.58	15284.89	5971.16	26643.13
EBITDA Margin(%)	19.30%	11.19%	20.70%	16.03%	10.74%	16.73%
EBIT- After Ind AS 116	7928.89	1446.95	5584.67	9375.84	3.55	14727.88
EBIT Margin(%)	13.94%	3.76%	13.70%	9.83%	0.01%	9.25%

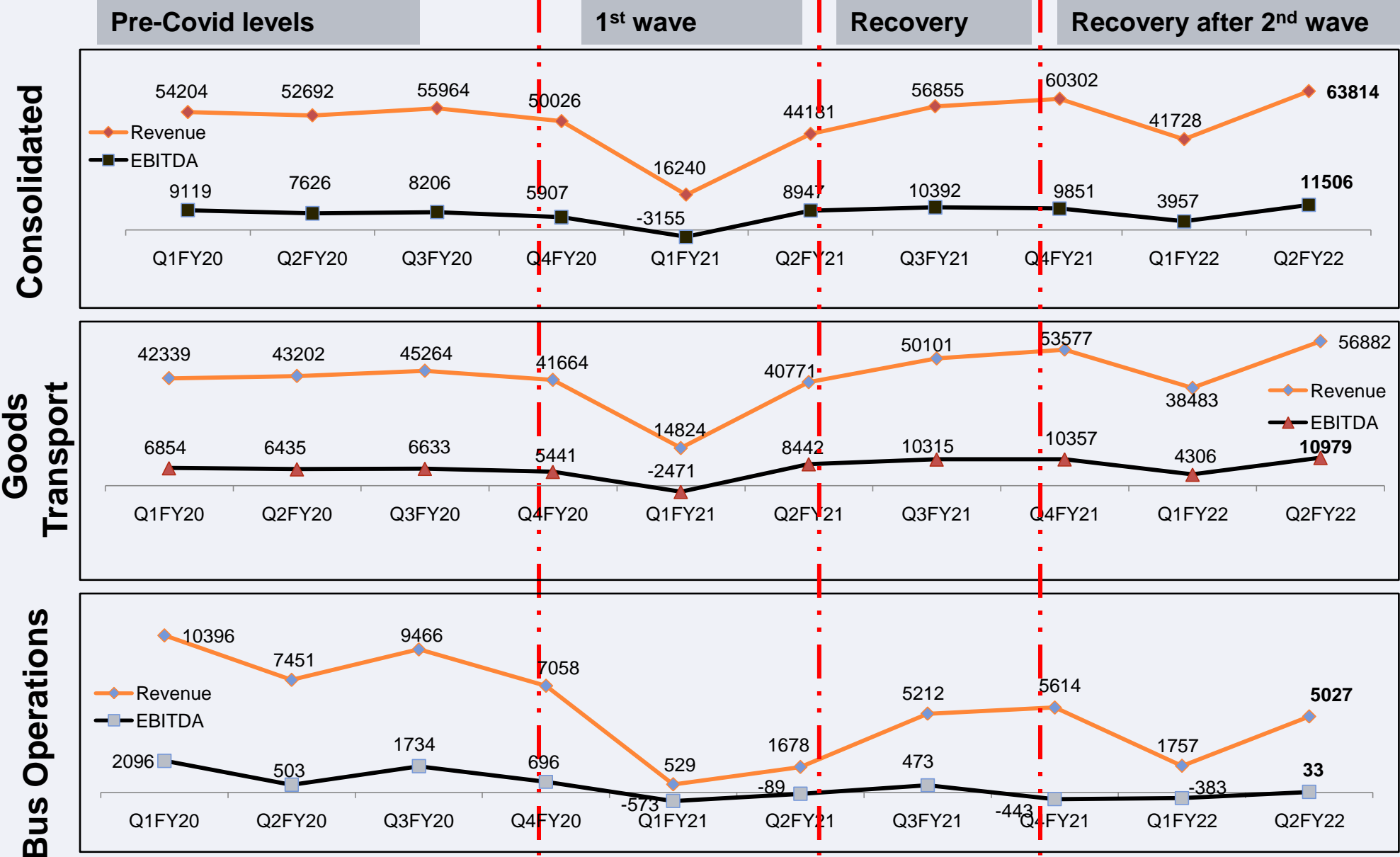
(INR in lakhs)	Bus Operations					
	Quarter ended			Half Year ended		Year ended
	30.09.2021 (Unaudited)	30.06.2021 (Unaudited)	30.09.2020 (Unaudited)	30.09.2021 (Unaudited)	30.09.2020 (Unaudited)	31.03.2021 (Audited)
Revenue	5026.65	1756.83	1678.17	6783.48	2207.6	13033.56
EBITDA - After Ind As 116	32.67	(383.24)	(88.76)	(350.57)	(661.61)	(575.48)
EBITDA Margin(%)	0.65%	(21.81%)	(5.29%)	(5.17%)	(29.97%)	(4.42%)
EBIT- After Ind AS 116	(284.92)	(710.82)	(540.41)	(995.74)	(1618.47)	(2318.56)
EBIT Margin(%)	(5.67%)	(40.46%)	(32.20%)	(14.68%)	(73.31%)	(17.79%)



(INR in lakhs)	Sale of Power					
	Quarter ended			Half Year ended		Year ended
	30.09.2021 (Unaudited)	30.06.2021 (Unaudited)	30.09.2020 (Unaudited)	30.09.2021 (Unaudited)	30.09.2020 (Unaudited)	31.03.2021 (Audited)
Revenue	857.92	554.27	755.87	1412.19	1235.04	1757.44
EBITDA - After Ind As 116	690.17	388.67	642.36	1078.83	960.22	1159.03
EBITDA Margin(%)	80.45%	70.12%	84.98%	76.39%	77.75%	65.95%
EBIT- After Ind AS 116	419.25	119.12	372.81	538.37	421.12	80.83
EBIT Margin(%)	48.87%	21.49%	49.32%	38.12%	34.10%	4.60%

(INR in lakhs)	Transport of Passengers by Air					
	Quarter ended			Half Year ended		Year ended
	30.09.2021 (Unaudited)	30.06.2021 (Unaudited)	30.09.2020 (Unaudited)	30.09.2021 (Unaudited)	30.09.2020 (Unaudited)	31.03.2021 (Audited)
Revenue	371.28	350.33	377.23	721.61	484.8	1182.37
EBITDA - After Ind As 116	97.61	(41.00)	96.89	56.61	(4.69)	(270.68)
EBITDA Margin(%)	26.29%	(11.70%)	25.68%	7.84%	(0.97%)	(22.89%)
EBIT- After Ind AS 116	42.95	(95.50)	56.15	(52.55)	(94.25)	(453.20)
EBIT Margin(%)	11.57%	(27.26%)	14.88%	(7.28%)	(19.44%)	(38.33%)

Performance – Pre and Post Covid levels



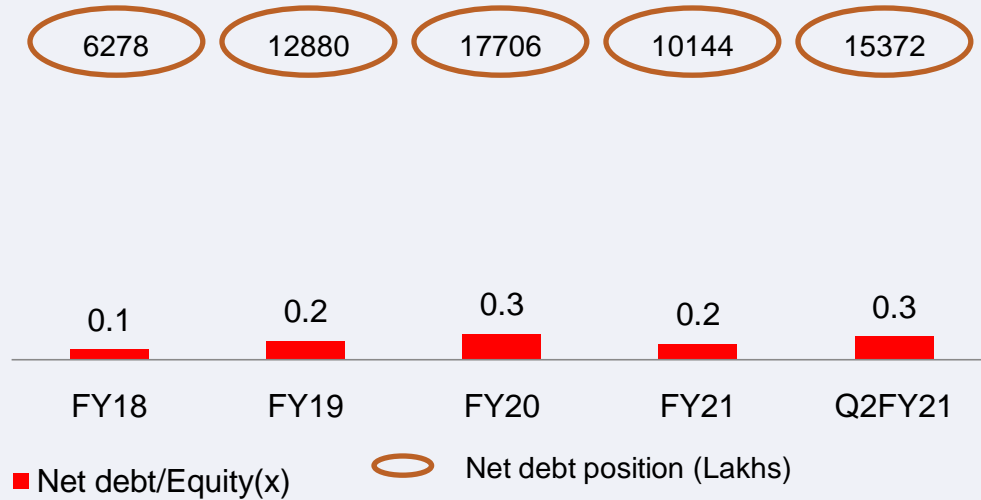
Recovery from Pandemic – Set for Higher growth

- Overall demand picked up in the second quarter and Business growth was back to pre-pandemic levels .
- In spite of the difficulties faced, the impact on business was lesser than the first wave witnessed last year, as supply chains were well evolved enough to cope with localized and staggered lockdowns
- Addition of 22 new branches in Q2FY22 and overall 31 new branches in H1FY22. Planning to expand network by opening new branches in untapped market.
- Number of GT Vehicles increased from 4575 in FY 21 to 4687 vehicles in H1FY2021-22. New vehicles added in Q1FY22- 54 vehicles, in Q2FY22- 138 vehicles, Total Vehicles added in H1 2021-22 is 192, Sold/scrapped – 80, Net vehicle addition is 112 vehicles.
- Procurement of Bio-fuel @ 11.75% of total quantity in H1FY22, (Q1FY22- 13.49% of total quantity, Q2FY22– 10.55% of total quantity)
- 9 electric vehicles added during H1FY22.
- Enabled All India Permit for Buses from 01.4.2021
- The ICRA Debt rating is reaffirmed as A+(stable)
- Net debt increased from Rs 10144.31 lakhs as on Mar 31, 2021 to Rs 15371.71 lakhs as on Sep 30, 2021.



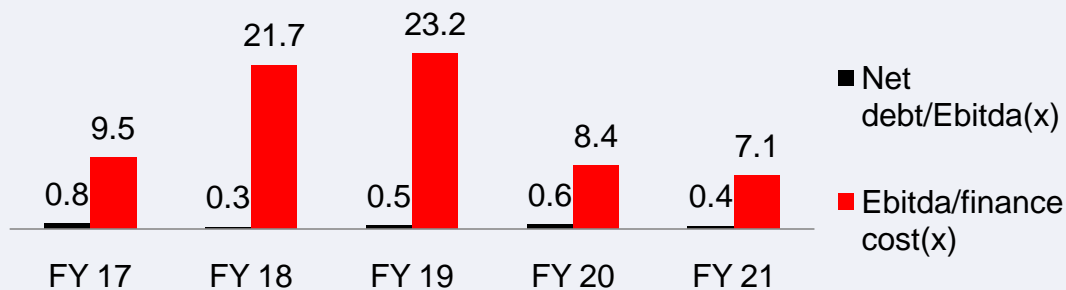
Leverage Metrics

Net Debt to Equity

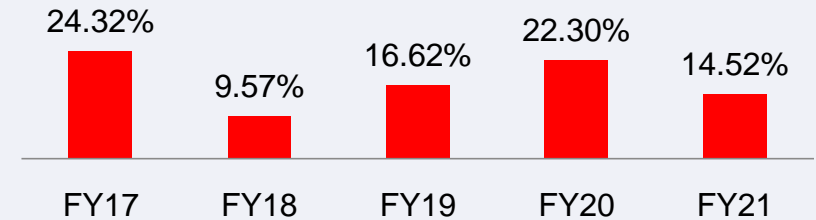


Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings.

Leverage metrics

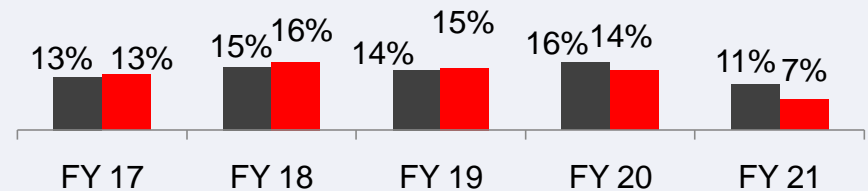


Gearing Ratio



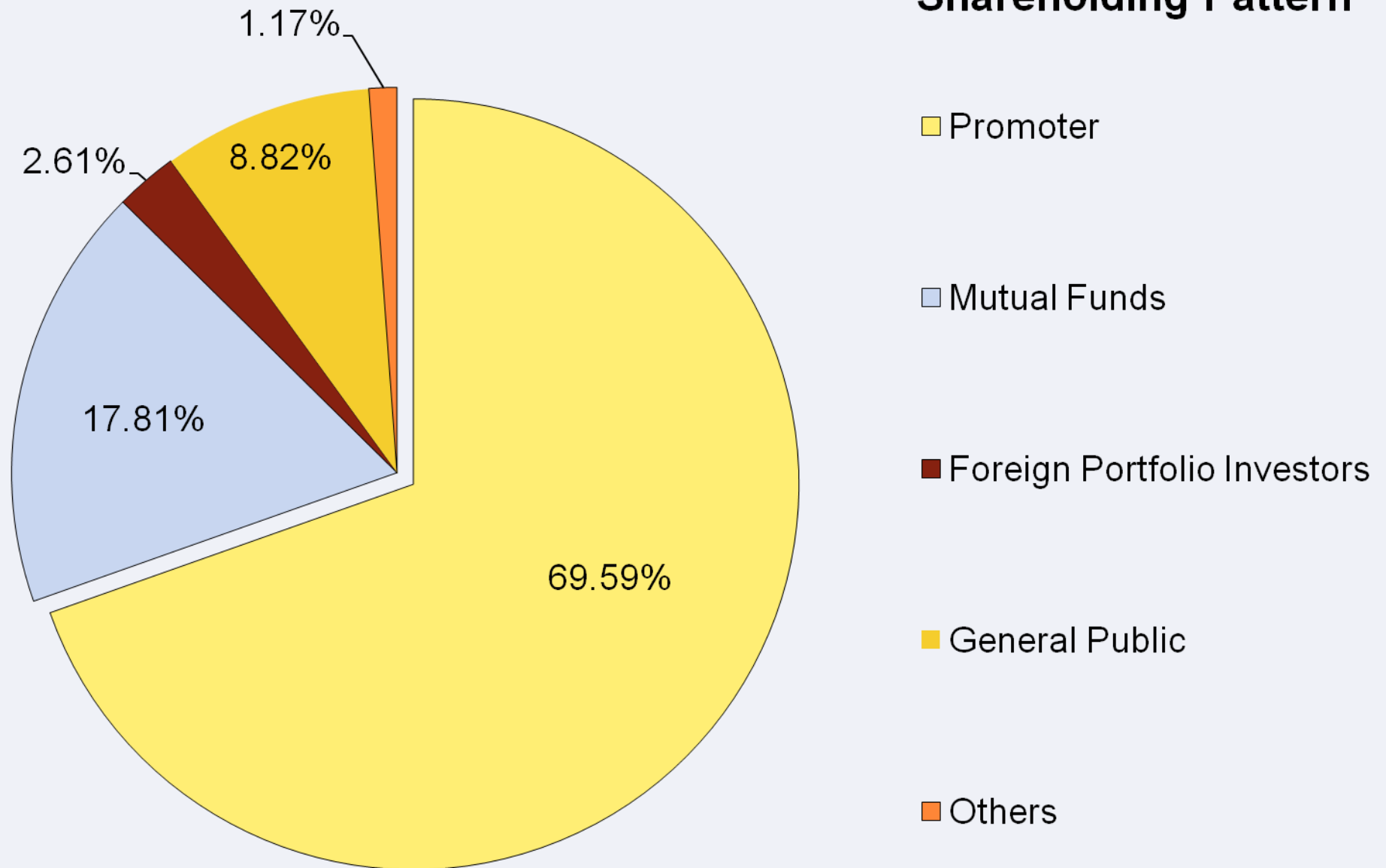
Return metrics

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





Shareholding Pattern





For further discussions/queries please contact :

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