

VRL Financial Results

Quarter I FY 2015-16

Earnings Presentation

August 08, 2015



VRL LOGISTICS LTD

www.vrllogistics.com

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Q-o-Q

REVENUE up
by 12.71%

EBITDA up by
39.52%

PBT up by
60.84%

PAT up by
82.66%

Y-o-Y

REVENUE up
by 8.88%

EBITDA up by
12.81%

PBT up by
41.83%

PAT up by
40.93%

Consolidated (INR in millions)	Q1FY 16	Q4 FY15	Q1 FY15	FY 15
REVENUE	4479.01	3973.93	4113.56	16712.01
EBITDA	851.69	610.44	754.95	2804.46
EBIT	628.72	425.58	524.38	1927.86
PBT	525.37	326.64	370.41	1379.02
PAT	353.80	193.69	251.05	912.23

Committed to deliver consistently

Segment Performance - Q1FY16



(Rs in millions)	Goods Transport			
Particulars	Q1 2016	Q4 2015	Q1 2015	FY 2015
Revenue	3396.91	3145.75	3015.22	12907.52
EBITDA	534.14	394.335	500.30	2085.10
EBITDA Margin(%)	15.72%	12.54%	16.59%	16.15%
EBIT	422.22	405.41	386.27	1669.84
EBIT Margin(%)	12.43%	12.89%	12.81%	12.94%

- **Goods transport revenue** achieved growth of 7.98% q-o-q and 12.66% y-o-y.
- EBITDA income achieved growth of 35.45% q-o-q and 6.77% y-o-y.
- EBITDA margins increased 3.18% q-o-q and decreased by 0.87% y-o-y.
- EBIT income achieved a growth of 4.15% q-o-q and 9.31% y-o-y.
- EBIT margins decreased 0.46% q-o-q and decreased 0.38% y-o-y.

(Rs in millions)	Bus Transport			
Particulars	Q1 2016	Q4 2015	Q1 2015	FY 2015
Revenue	946.87	741.94	965.17	3315.74
EBITDA	270.35	138.95	212.02	594.95
EBITDA Margin(%)	28.55%	18.73%	21.97%	17.94%
EBIT	215.93	105.80	146.40	362.09
EBIT margin(%)	22.80%	14.26%	15.17%	10.92%

- **Bus transport revenue** achieved growth of 27.62% q-o-q and (1.9%) y-o-y.
- EBITDA income achieved growth of 94.56% q-o-q and 27.51% y-o-y.
- EBITDA margins increased by 9.82% q-o-q and 6.58% y-o-y.
- EBIT income achieved growth of 104.09% q-o-q and 47.49% y-o-y.
- EBIT margins increased 8.54% q-o-q and 7.63% y-o-y.

Performance driven by allround developement

Segment Performance - Q1FY16



(Rs in millions)	Sale of Power			
Particulars	Q1 2016	Q4 2015	Q1 2015	FY 2015
Revenue	71.01	23.49	64.24	222.18
EBITDA	57.10	8.6	49.28	162.31
EBITDA Margin(%)	80.37%	36.61%	76.71%	73.05%
EBIT	28.56	(42.51)	28.22	48.23
EBIT margin(%)	40.21%	(180.97%)	43.94%	21.71%

- **Sale of Power** revenue achieved growth of 202.30% q-o-q and 10.54% y-o-y.
- EBITDA income achieved growth of 563.95% q-o-q and 15.87% y-o-y.
- EBITDA margins increased 43.76% q-o-q and 3.66% y-o-y.
- EBIT income achieved a growth of 167.31% q-o-q and 1.20% y-o-y.
- EBIT margins increased 220.84% q-o-q and decreased by 3.72% y-o-y.

(Rs in millions)	Air charter			
Particulars	Q1 2016	Q4 2015	Q1 2015	FY 2015
Revenue	26.82	28.8	34.92	116.84
EBITDA	0.66	(4.94)	9.17	(4.39)
EBITDA Margin(%)	2.48%	(17.15%)	26.26%	(3.76%)
EBIT	(4.01)	(8.42)	4.42	(23.39)
EBIT margin(%)	(14.95%)	(29.24%)	12.65%	(20.02%)

- **Air Charter revenue** decreased by 6.88% q-o-q and 23.20% y-o-y.
- EBITDA income increased by 113.36% q-o-q and decreased 92.80% y-o-y.
- EBITDA margins increased by 19.61% q-o-q and decreased by 23.80% y-o-y.
- EBIT income increased by 52.38% q-o-q and decreased by 190.72% y-o-y.
- EBIT margins increased by 14.29% q-o-q and decreased by 27.61% y-o-y.

Performance driven by allround developement

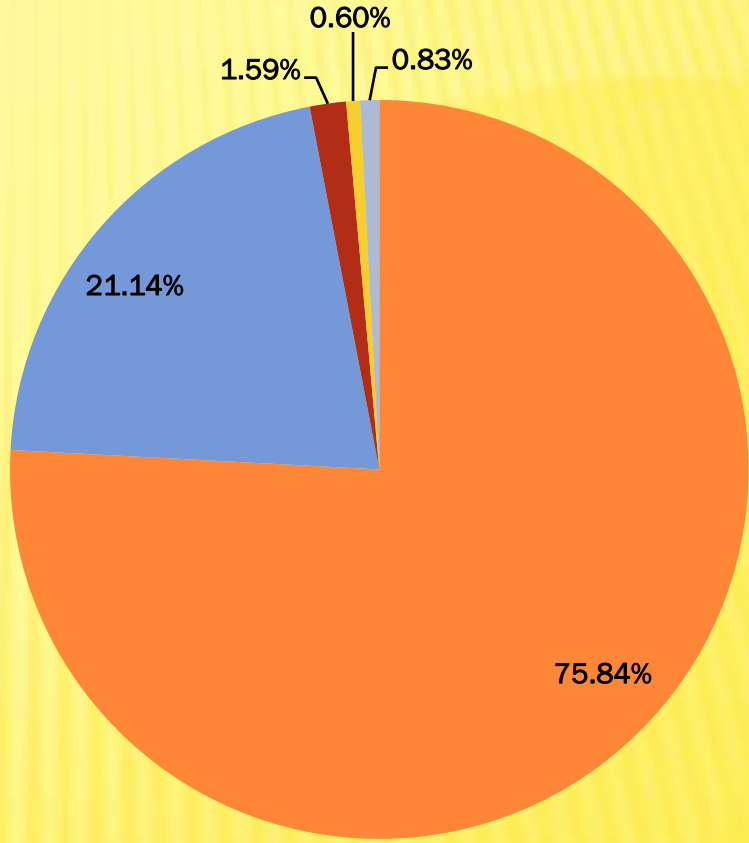
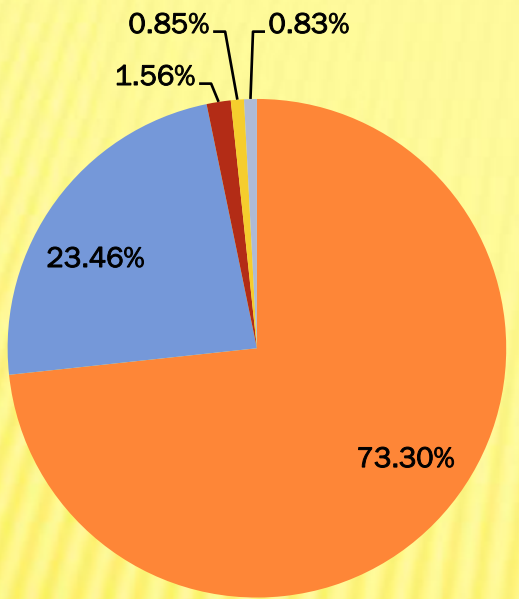


Segment Performance

Segmentwise contribution to total revenue

Q1 FY 16

Q1 FY 15



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

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

Goods Transport (75.84%) is the key contributor to total revenue

- Introduction of bio diesel (12.15% of total qty in Q1 2016). Results to be studied and increased gradually.
- Addition of 21 locations to the existing network of Goods Transport business.
- Our first International foray by opening branch in Kathmandu, NEPAL
- Addition of 56 goods transport vehicles.
- Consolidation of bus transport fleet. Concentration on premium routes
- Periodical review of freight rates
- Focus on growth in the North and the Eastern parts of the country.
- India Bus Award for achieving excellence in Private Bus transport service in both Pan-India and South zone

As of	Small Vehicle (1)	Light Commercial Vehicle(2)	Heavy Commercial Vehicles(3)	Car Carrier(4)	Tanker(5)	Cranes(6)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-11	171	892	1575	0	7	10	2655	296	2951
31-Mar-12	139	883	1916	102	27	12	3079	423	3502
31-Mar-13	122	883	1941	102	27	13	3088	460	3548
31-Mar-14	122	882	2210	102	23	13	3352	477	3829
31-Mar-15	120	975	2423	102	16	13	3649	375	4024
30-June-16	120	988	2461	102	17	13	3701	373	4074

NOTE:

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

Goods transportation fleet includes :

- 3701 owned vehicles as of Q1 2016.
- 1298 (35%) vehicles less than 5 years old.
- 2420 (65%) of vehicles are debt free
- 1430 (39%) of vehicles book value is Re 1
- Average age of goods fleet is 8.3 years
- Wide range of vehicles with carrying capacity from 1 ton to 32 tons

Passenger transportation fleet includes

- 373 owned vehicles
- 342 (92%) vehicles are less than 5 years old
- 124(33%) of vehicles are debt free
- Average age of Passenger vehicles is 4.2 years

Significance of own vehicles

- Enables us to significantly reduce hiring and operational costs
- Enables us cover a large no of routes reduce dependence on third party hired vehicles
- Enables better control over time bound delivery enhancing service quality and ensuring reliable quality services
- Passenger transportation vehicles enables us to provide safe on time comfortable travel experience

Total of 4074 owned vehicles provides greater leverage in terms of pricing and service

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2015



Profit & Loss Statement (Rs in millions)	Quarter ended						Year ended	
	30.06.2015		31.03.2015		30.06.2014		31.03.2015	
	(Audited)	% of total revenue	(Audited)	% of total revenue	(Audited)	% of total revenue	(Audited)	% of total revenue
Income from operations								
- Net income from operations	4441.61		3939.98		4079.55		16562.28	
- Other operating income	37.40		33.95		34.01		149.72	
Total income from operations (net) — (1)	4479.01	100%	3973.93	100%	4113.56	100%	16712.01	100%
Expenses								
- Operating expenses	3061.50	68%	2803.01	71%	2878.18	70%	11793.77	71%
- Employee benefits expense	536.40	12%	523.12	13%	448.62	11%	1979.9	12%
- Depreciation and amortisation expense	222.97	5%	184.86	5%	230.57	6%	876.6	5%
- Other expenses	48.92	1%	58.24	1%	47.92	1%	209.6	1%
- Prior period items	-		-		-		0.88	0%
Total expenses — (2)	3869.78	86%	3569.22	90%	3605.28	88%	14860.8	89%
Profit from operations before other income finance costs and exceptional item (1-2)	609.23	14%	404.71	10%	508.28	12%	1851.25	11%
- Other income	19.49	0%	20.88	1%	16.10	0%	76.60	0%
Profit from ordinary activities before finance costs and exceptional item (3+4)	628.72	14%	425.58	11%	524.38	13%	1927.86	12%
EBITDA	851.69	19%	610.44	15%	754.95	18%	2804.46	17%
- Finance costs	103.35	2%	136.11	3%	153.98	4%	586	4%
Profit from ordinary activities after finance costs but before exceptional item (5-6)	525.37	12%	289.48	7%	370.41	9%	1341.86	8%
- Exceptional item (Refer note 4)			37.16	1%	-		37.16	0%
Profit from ordinary activities before tax (7+8)	525.37	12%	326.64	8%	370.41	9%	1379.02	8%
Tax expense	171.567	4%	132.95	3%	119.35	3%	466.79	3%
Net profit for the period (9-10)	353.80	8%	193.69	5%	251.05	6%	912.23	5%

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE
QUARTER ENDED 30 JUNE 2015 -contd**



Profit & Loss Statement (Rs in millions)	Quarter ended			Year ended
	30.06.2015	31.03.2015	30.06.2014	31.03.2015
	(Unaudited) (Refer note 7)	(Audited) (Refer note 7)	(Audited) (Refer note 7)	(Audited)
Paid-up equity share capital (face value of Rs 10/- each)	9,124.35	8,553.62	8,553.62	8,553.62
Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year				27,065.27
Earnings per share (not annualised) (Rs)				
Basic	3.94	2.26	2.94	10.66
Diluted	3.94	2.26	2.94	10.66

SEGMENT-WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR THE QUARTER ENDED 30 JUNE 2015



Particulars (Rs in millions)	Quarter ended				Year ended			
	30.06.2015 (Unaudited)	% of total revenue	31.03.2015 (Audited)	% of total revenue	30.06.2014 (Audited)	% of total revenue	31.03.2015 (Audited)	% of total revenue
1. Segment revenue								
a) Goods transport	3,396.91	75.84%	3,145.75	79.16%	3,015.22	73.30%	12,907.52	77.24%
b) Bus operations	946.87	21.14%	741.94	18.67%	965.17	23.46%	3,315.74	19.84%
c) Sale of power	71.01	1.59%	23.49	0.59%	64.24	1.56%	222.18	1.33%
d) Air chartering service	26.82	0.60%	28.80	0.72%	34.92	0.85%	116.84	0.70%
e) Un-allocable revenue	37.40	0.83%	33.95	0.85%	34.01	0.83%	149.72	0.90%
Total	4,479.01	100.00%	3,973.93	100.00%	4,113.56	100.00%	16,712.01	100.00%
Less: Inter segment revenue	-		-		-		-	
Net Sales/Income from operations	4,479.01		3,973.93		4,113.56		16,712.01	
2. Segment results								
(Profit before tax and finance costs)								
a) Goods transport	422.21	12.43%	405.41	12.89%	386.27	12.81%	1,669.84	12.94%
b) Bus operations	215.93	22.80%	105.80	14.26%	146.40	15.17%	362.09	10.92%
c) Sale of power	28.55	40.21%	(42.43)	(180.65%)	28.23	43.94%	48.23	21.71%
d) Air chartering service	(4.09)	(15.24%)	(8.42)	(29.25%)	4.42	12.65%	(23.39)	(20.02%)
Total	662.61	14.92%	460.36	11.68%	565.32	13.86%	2,056.76	12.42%
Less: Unallocable (expenditure)/revenue:								
a) Finance costs	(103.35)		(136.11)		(153.98)		(586.00)	
b) Other expenditure (net of other income)	(33.89)		(34.77)		(40.94)		(128.90)	
c) Exceptional item (Refer note 4)	-		37.16		-		37.16	
Profit before tax	525.37		326.64		370.41		1,379.02	
3. Capital employed								
(Segment assets - Segment liabilities)								
a) Goods transport	4,455.69		4,487.62		3,941.53		4,487.62	
b) Bus operations	1,210.68		1,234.23		1,441.49		1,234.23	
c) Sale of power	1,276.85		1,252.95		1,386.73		1,252.95	
d) Air chartering service	349.24		354.90		373.45		354.90	
e) Un-allocable	(2,278.34)		(3,767.81)		(3,988.97)		(3,767.81)	
Total	5,014.12		3,561.89		3,154.23		3,561.89	

PARTICULARS OF SHAREHOLDING (Refer note 5)



Sr. No.	Particulars	Quarter ended			Year ended
		30.06.2015	31.03.2015	30.06.2014	31.03.2015
		(Unaudited) (Refer note 7)	(Audited) (Refer note 7)	(Audited) (Refer note 7)	(Audited)
PART II					
A	PARTICULARS OF SHAREHOLDING (Refer note 5)				
1	Public shareholding				
	- Number of shares	27,763,495	-	-	-
	- Percentage of shareholding	30.43%	-	-	-
2	Promoters and Promoter Group Shareholding				
	a) Pledged/Encumbered				
	-Number of shares	-	-	-	-
	-Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
	-Percentage of shares (as a % of the total share capital of the Company)	-	-	-	-
	b) Non-encumbered				
	-Number of shares	63,480,000	85,536,162	85,536,162	85,536,162
	-Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
	-Percentage of shares (as a % of the total share capital of the Company)	69.57%	100.00%	100.00%	100.00%
	Particulars	Quarter ended 30.06.2015			
B	INVESTOR COMPLAINTS (Refer note 5)				
	Pending at the beginning of the quarter		-		
	Received during the quarter		11,078		
	Disposed off during the quarter		11,078		
	Remaining unresolved at the end of the quarter		-		

THANKING YOU



For further discussions/queries Please contact :

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