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HUBBALLI - 580 029 Karnataka State

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To,

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001

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

Dear Sir / Madam,

Sub: Submission of Earnings Presentation**Ref: Scrip Codes (BSE: 539118, NSE: VRLLOG)**

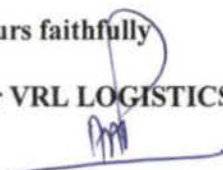
With respect to above captioned subject and in accordance with the extant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 and other applicable laws for time being in force, we enclose herewith the Earnings Presentation of the Company which would also be hosted 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: 11.08.2018

Place: Hubballi

Regd. & Admn. Office : Bengaluru Road Varur **HUBBALLI - 581 207** Karnataka State

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VRL Financial Results – Q1 FY 2018-19

AUGUST 11, 2018



VRL LOGISTICS LTD

www.vrllogistics.com

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A public listed company on NSE & BSE Exchange with a Market capitalization of INR 29.25 billion (as on 30th June, 2018).

A pre dominantly parcel delivery service provider (68.60 % of total Revenue for FY 18) with pan-India last mile connectivity operating through a fleet of 4119 owned Goods transport vehicles complemented by third party hired vehicles on need basis.

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

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

Passenger transportation through 388 owned buses of various makes.

Extensive pan India network with presence in 961 locations, Ensuring last mile delivery even in remote locations.

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

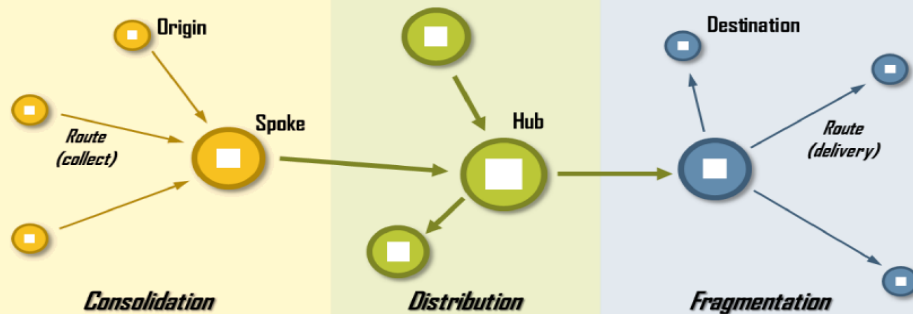
Own fuel stations at key locations and tie up with IOCL

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

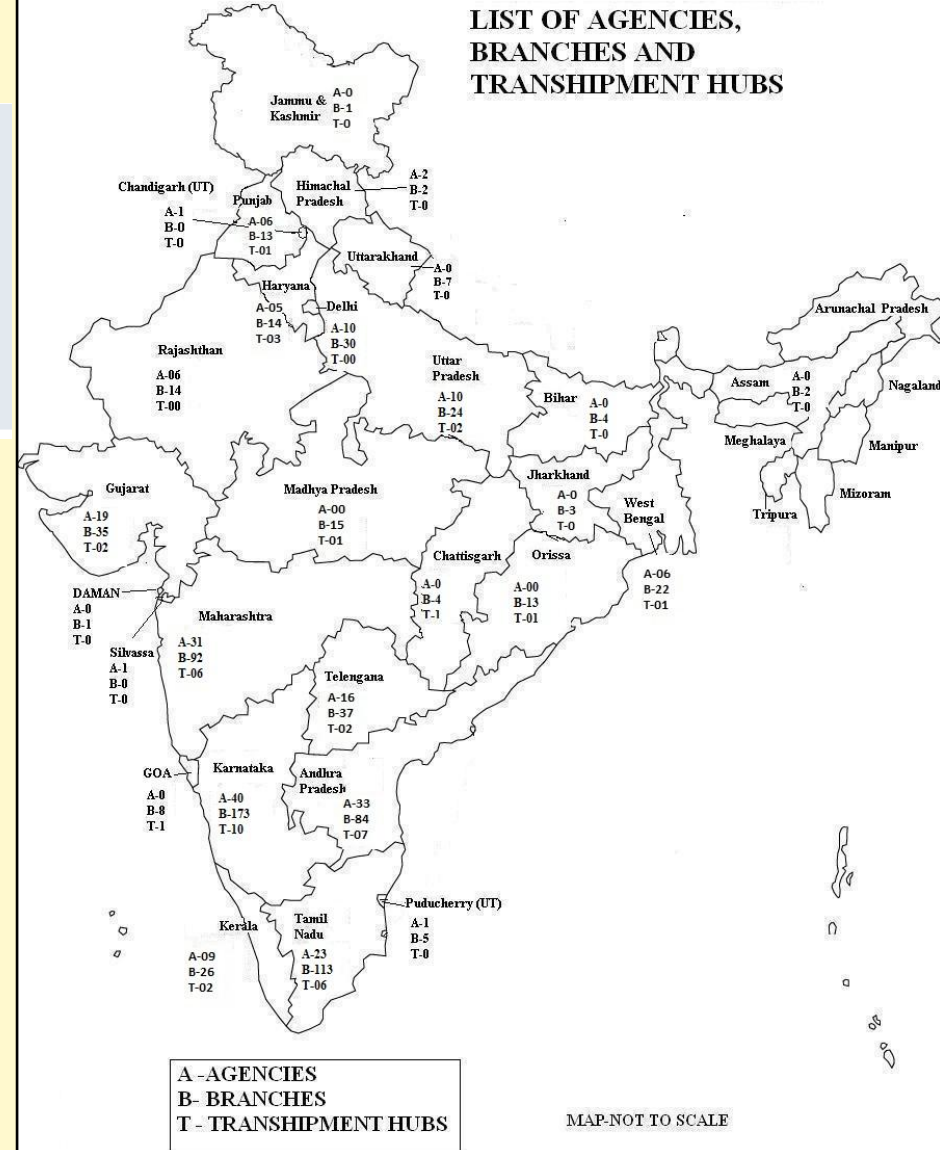


Booking & Distribution Network

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



- One of the largest pan-India surface transportation network in 23 states and 4 Union territories.
- Operational infrastructure comprises of 695 branches, 219 agencies & 47 hubs spread over 961 locations
- Strategically placed 47 (8 owned) transshipment hubs
- Infrastructure facilities comprising of Branches, Agencies, and Transshipment hubs enables us to cater to a diversified customer base spread across different geographical locations
- Extensive network across the country with last mile delivery even in remote locations
- Established brand since four decades.
- Market leader in India in the LTL segment



Efficient operations with largest fleet and a robust pan India network in 961 locations



Own Vehicle Numbers										
As of	Small Vehicles (1)	Light Commercial Vehicle s(2)	Heavy Commercial Vehicles (3)	Car Carrier (4)	Available Capacity (tons)	Tanker (5)	Cranes (6)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-15	120	975	2423	102	45538	16	13	3649	375	4024
31-Mar-16	119	982	2639	102	49861	17	13	3872	381	4253
31-Mar-17	117	969	2723	102	52099	17	13	3941	419	4360
31-Mar-18	150	960	2765	102	52954	17	13	4007	396	4403
30-June-18	214	1010	2763	102	53180	17	13	4119	388	4507

Capacity as of 30-June-18	Small Vehicles (1)	Light Commercial Vehicles (2)	Heavy Commercial Vehicles (3)	Car Carrier (4)	Available Capacity (tons)
Capacity (in tons)	252	5603	45692	1632	53180
Percentage to Total Capacity	0.47%	10.54%	85.92%	3.07%	100%

NOTE:

(1) Small vehicles are defined as vehicles with carrying capacity up to 2.5 tons.

(2) Light commercial vehicles are defined as vehicles with carrying capacity between 2.5 tons and 7.5 tons

(3) Heavy commercial vehicles are defined as vehicles with carrying capacity of more than 7.5 tons.

(4) Used for transportation of automobiles.

(5) Used for transportation of liquid.

(6) Cranes are predominantly used for internal operations.



100% debt free Vehicles in
both
Goods Transport
and
Passenger Transport
Segments

Goods transportation fleet includes :

- 4119 owned vehicles as of June 2018.
- 1169 (28%) vehicles less than 5 years old.
- 4119 (100%) of vehicles are debt free
- 2141 (52%) of vehicles have a book value of Re 1
- Wide range of vehicles with carrying capacity from 1 ton to 32 tons

Passenger transportation fleet includes :

- 388 owned vehicles
- 67 (17%) vehicles are less than 5 years old
- 388 (100%) of vehicles are debt free

Significance of own vehicles

- Enables us to significantly reduce hiring and operational costs
- 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
- Passenger transportation: Owned vehicles enable us to provide safe and on time travel experience
- Higher payload per vehicle for LTL consignments

- Procurement of Bio-fuel @ 18.08% of total Quantity in Q1 FY19.
- Addition of 3 locations to the existing network of Goods Transportation.
- Addition of 120 goods transport vehicles (66 small vehicles- 1 to 2 ton capacity, 54 Light Commercial Vehicles- 3 ton and 5 ton capacity). 8 vehicles sold/scrapped. Net Addition 112 goods transport vehicles. Total GT vehicles were 4119 as on June 30, 2018.
- All 4119 vehicles in Goods Transport and 388 vehicles in Passenger transport are debt free.
- Initiated GPS tracking of Hired vehicles to ensure at par level services.
- All vehicles shifted to Automated Toll payment from Manual toll payment (in Tie-up with ICICI Bank, Equitas and Axis Bank) . Apart from reducing costs, it also helps in increasing Time and Efficiency by avoiding Vehicle halt time at various toll booths
- Net debt reduced from Rs. 6277.58 lakhs as on March 31, 2018 to Rs 4243.33 lakhs as on June 30, 2018.



Q1 FY19 Revenue at 52847.03 lakhs

EBITDA Margins at 11.81%

EBIT Margins at 7.19%

PBT Margins at 6.89%

PAT Margins at 4.56%

Consolidated (INR in Lakhs)	Q1 FY19 (Unaudited)	Q4 FY18 (Audited)	Q1 FY18 (Unaudited)	FY18 (Audited)
REVENUE	52847.03	48917.41	49187.37	192232.03
EBITDA	6271.95	4654.15	7799.54	24846.44
EBITDA MARGINS(%)	11.81%	9.47%	15.67%	12.83%
EBIT	3819.61	2199.34	5380.00	15083.02
EBIT MARGINS(%)	7.19%	4.48%	10.81%	7.79%
PBT	3660.81	1982.53	4961.53	13938.93
PBT MARGINS(%)	6.89%	4.04%	9.97%	7.20%
PAT (exclusive of other comprehensive income)	2418.76	1202.03	3373.80	9256.42
PAT MARGINS(%)	4.56%	2.45%	6.78%	4.78%

(INR in lakhs)	Goods Transport			
	Quarter ended			Year ended
Particulars	30.06.2018 (Unaudited)	31.03.2018 (Audited)	30.06.2017 (Unaudited)	31.03.2018 (Audited)
Revenue	40991.83	39688.32	37498.68	151722.15
EBITDA	4215.41	4017.87	5099.00	18644.98
EBITDA Margin(%)	10.28%	10.12%	13.60%	12.29%
EBIT	2949.95	2752.27	3867.84	13640.92
EBIT Margin(%)	7.20%	6.93%	10.31%	8.99%

➤ **Goods transport revenue** increased by 3.28% QoQ and increased by 9.32% YoY.

➤ EBITDA increased by 4.92% QoQ and decreased by 17.33% YoY

➤ EBITDA margins increased by 0.16% QoQ and decreased by 3.31% YoY

➤ EBIT increased by 7.18% QoQ and decreased by 23.73% YoY.

➤ EBIT margins increased by 0.26% QoQ and decreased by 3.12% YoY.

(INR in lakhs)	Passenger Transport			
	Quarter ended			Year ended
Particulars	30.06.2018 (Unaudited)	31.03.2018 (Audited)	30.06.2017 (Unaudited)	31.03.2018 (Audited)
Revenue	10723.94	8339.59	10,333.11	35870.88
EBITDA	1826.21	354.02	2265.61	4636.73
EBITDA Margin(%)	17.03%	4.25%	21.93%	12.93%
EBIT	1198.27	(273.98)	1631.25	2109.91
EBIT Margin(%)	11.17%	(3.29%)	15.79%	5.88%

➤ **Passenger transport revenue** increased by 28.59% QoQ and increased by 3.78% YoY.

➤ EBITDA increased by 415.85% QoQ and decreased by 19.39% YoY.

➤ EBITDA margins increased by 12.78% QoQ and decreased by 4.90% YoY.

➤ EBIT increased by 537.36% QoQ and decreased by 26.54% YoY.

➤ EBIT margins increased by 14.46% QoQ and decreased by 4.61% YoY.

(INR in lakhs)	Sale of Power			
	Quarter ended			Year ended
Particulars	30.06.2018 (Unaudited)	31.03.2018 (Audited)	30.06.2017 (Unaudited)	31.03.2018 (Audited)
Revenue	544.51	203.03	797.78	2172.06
EBITDA	381.42	35.60	720.30	1604.34
EBITDA Margin(%)	70.05%	17.53%	90.29%	73.86%
EBIT	110.18	(235.18)	449.56	521.33
EBIT Margin(%)	20.23%	(115.84%)	56.35%	24.00%

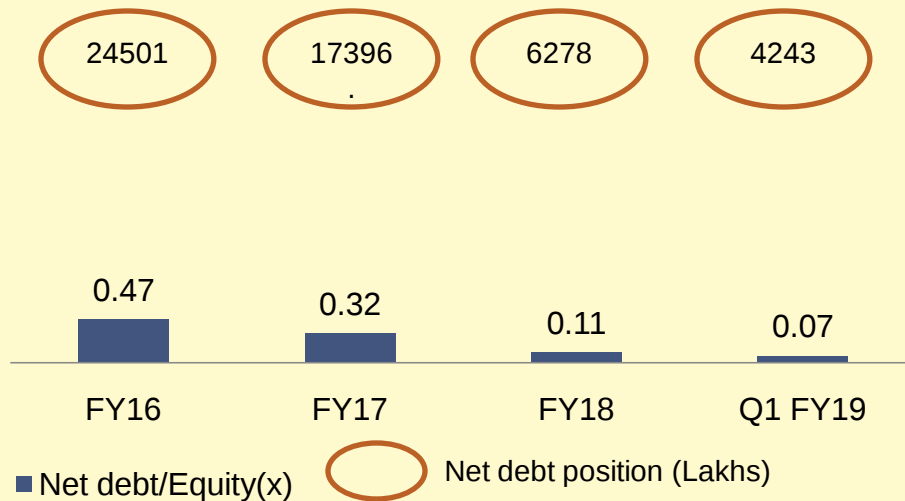
- **Sale of Power revenue** increased by 168.19% QoQ and decreased by 31.75% YoY
- EBITDA increased by 971.40% QoQ and decreased by 47.05% YoY.
- EBITDA margins increased by 52.51% QoQ and decreased by 20.24% YoY.
- EBIT increased by 146.85% QoQ and decreased by 75.49% YoY.
- EBIT margins increased by 136.07% QoQ and decreased by 36.12% YoY.

(INR in lakhs)	Transport of Passengers by Air			
	Quarter ended			Year ended
Particulars	30.06.2018 (Unaudited)	31.03.2018 (Audited)	30.06.2017 (Unaudited)	31.03.2018 (Audited)
Revenue	328.20	433.95	242.57	1312.97
EBITDA	33.90	131.82	(73.58)	120.83
EBITDA Margin(%)	10.33%	30.38%	(30.33%)	9.20%
EBIT	(4.80)	96.19	(121.09)	(21.71)
EBIT Margin(%)	(1.46%)	22.17%	(49.92%)	(1.65%)

- **Transport of passengers by Air revenue** decreased by 24.37% QoQ and increased by 35.30% YoY.
- EBITDA decreased by 74.28% QoQ and increased by 146.08% YoY.
- EBITDA margins decreased by 20.05% QoQ and increased by 40.66% YoY.
- EBIT decreased by 104.99% QoQ and increased by 96.04% YoY.
- EBIT margins decreased by 23.63% QoQ and increased by 48.46% YoY.

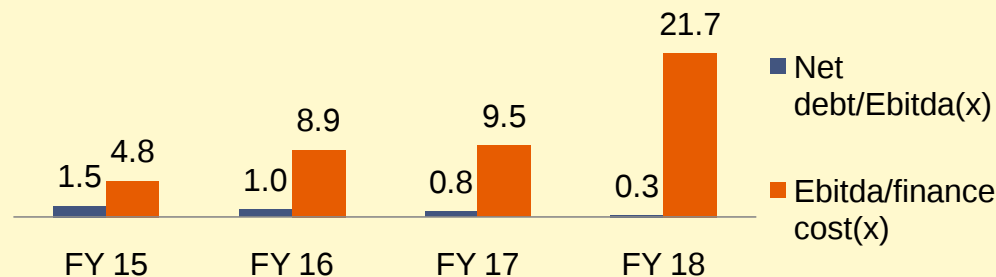
Leverage Metrics

Net Debt to Equity

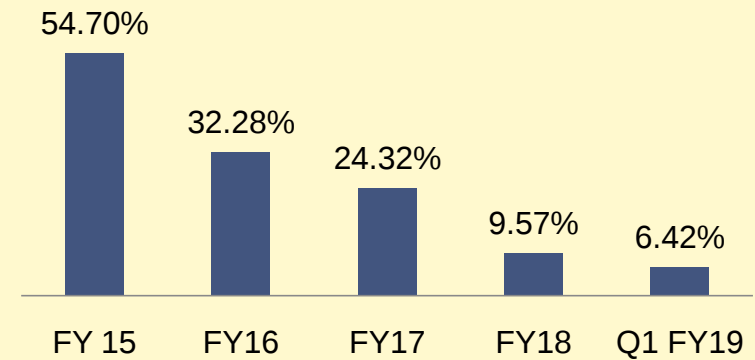


Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings.

Leverage metrics

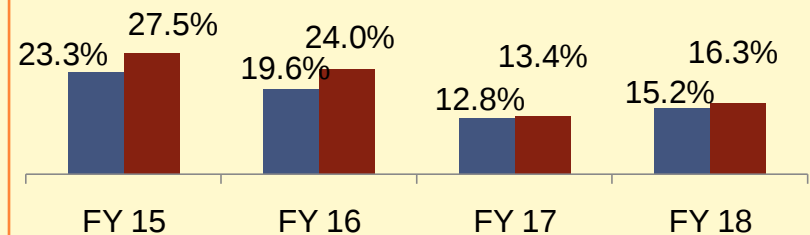


Gearing Ratio

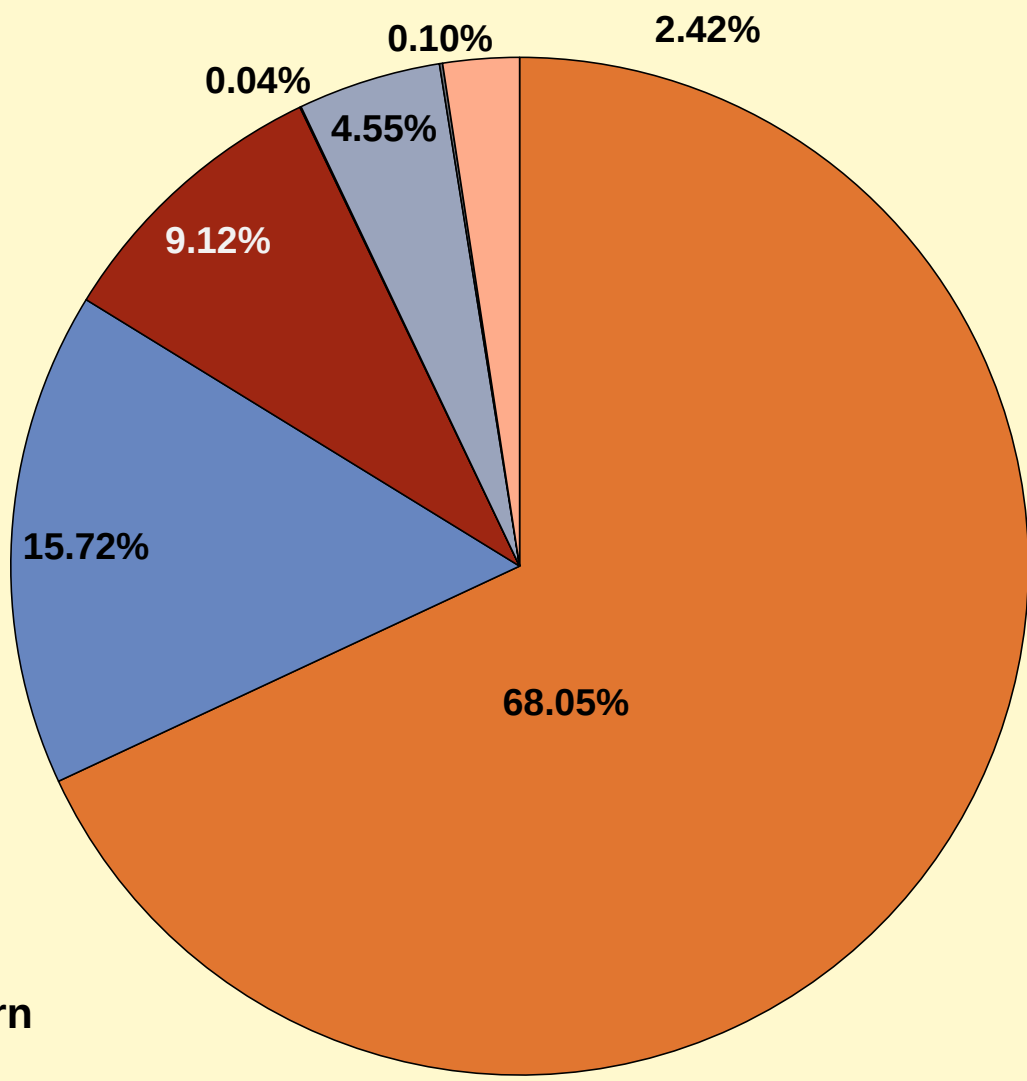


Return metrics

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



Improving debt profile - Has been able to reduce leverage at the company to relatively comfortable levels



Shareholding Pattern

- Promoter
- Mutual Funds
- Foreign Portfolio Investors
- Financial Institutes/ Banks
- General Public
- NBFC (RBI Registered)
- Others

THANKING YOU



For further discussions/queries Please contact :

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