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To,

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

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: 23.05.2016



VRL Financial Results

FY 2015-16

Earnings Presentation

MAY 23, 2016



VRL LOGISTICS LTD

www.vrllogistics.com

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- The information contained in this presentation has not been independently verified and no representation or warranty expressed or implied is made as to and no reliance should be placed on the fairness accuracy completeness or correctness of this information or opinions contained herein.
- This presentation may contain certain forward looking statements within the meaning of applicable securities law and regulations. These statements include descriptions regarding the intent belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. Many factors could cause the actual results performances or achievements of the Company to be materially different from any future results performances or achievements. Significant factors that could make a difference to the Company's operations include domestic and international economic conditions changes in government regulations tax regime and other statutes
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- Disclaimer
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COMPANY OVERVIEW



VRL LOGISTICS LTD

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PROMOTERS

Dr. Vijay Sankeshwar Chairman and Managing Director



- Actively involved in day-to-day affairs, has about four decades of experience in the logistics industry.
- Former Member of Parliament in the 11th 12th and 13th Lok Sabha
- Recipient of awards - the 'Udyog Ratna' by Institute of Economic Studies New Delhi in 1994.
- 'Transport Personality of the year' (CEAT Indian Road Transportation Awards 2012).
- Chankya Award by the Public Relations Council of India in 2014

Mr. Anand Sankeshwar Managing Director



- Actively involved in day-to-day affairs
- Recipient of awards - 'Youth Icon' in 2004 by Annual Business Communicators of India
- 'Best 2nd Generation Entrepreneur' byTIE Global USA in 2010.
- "INSPIRATIONAL LEADERS OF NEW INDIA AWARD- 2013" by Planman Media .

COMPANY -KEY MILESTONES

1976

- Dr. Vijay Sankeshwar started goods transportation business through a proprietary firm

1983

- Incorporated as Vijayanand Roadlines Private Limited

1992

- Commencement of courier service business in Karnataka

1994

- Became a deemed public limited company

1996

- Commencement of passenger transportation business

2006

- Name changed to VRL Logistics Limited
- Obtained ISO9001:2000 certification

2011

- Foray into car carrying and liquid transportation

2012

- Investment by NSR (Private Equity Placement)
- Turnover crosses INR10bn

2013

- Listed in Limca Book of Records 2013 as the single largest fleet owner of commercial vehicles in private sector in India

2015

- Listing on NSE and BSE stock exchanges
- Turnover crosses INR15 billion

2016

- PAT crosses INR 1 bn for FY15-16

A public listed company on NSE & BSE Exchange with a Market capitalization of INR 33.83 billion (as on 31st March, 2016).

A pre dominantly parcel delivery service provider (68.45 % of total Revenue as of FY 16) with pan –India last mile connectivity through a fleet of 3872 owned vehicles along with third party hired vehicles as required.

Passenger transportation through 381 buses of various makes.

Pan Indian network with presence in over 1000 locations.

State of the art workshop facility with performance enhancement technological innovations.

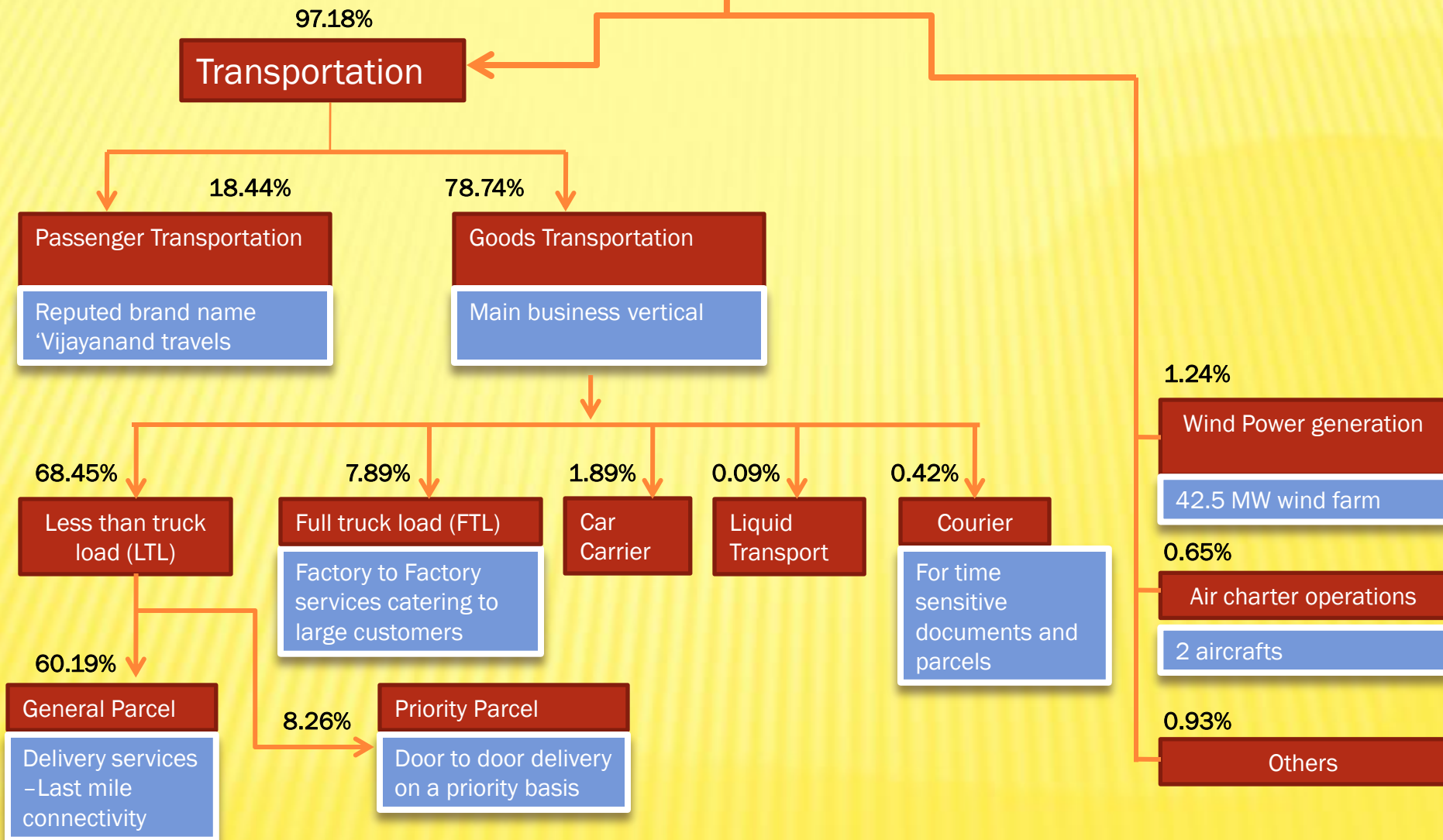
Dedicated In house software with own servers and real time data to analyze and implement -

Other Business interests include Wind power generation, Air Charter Operations and Courier.



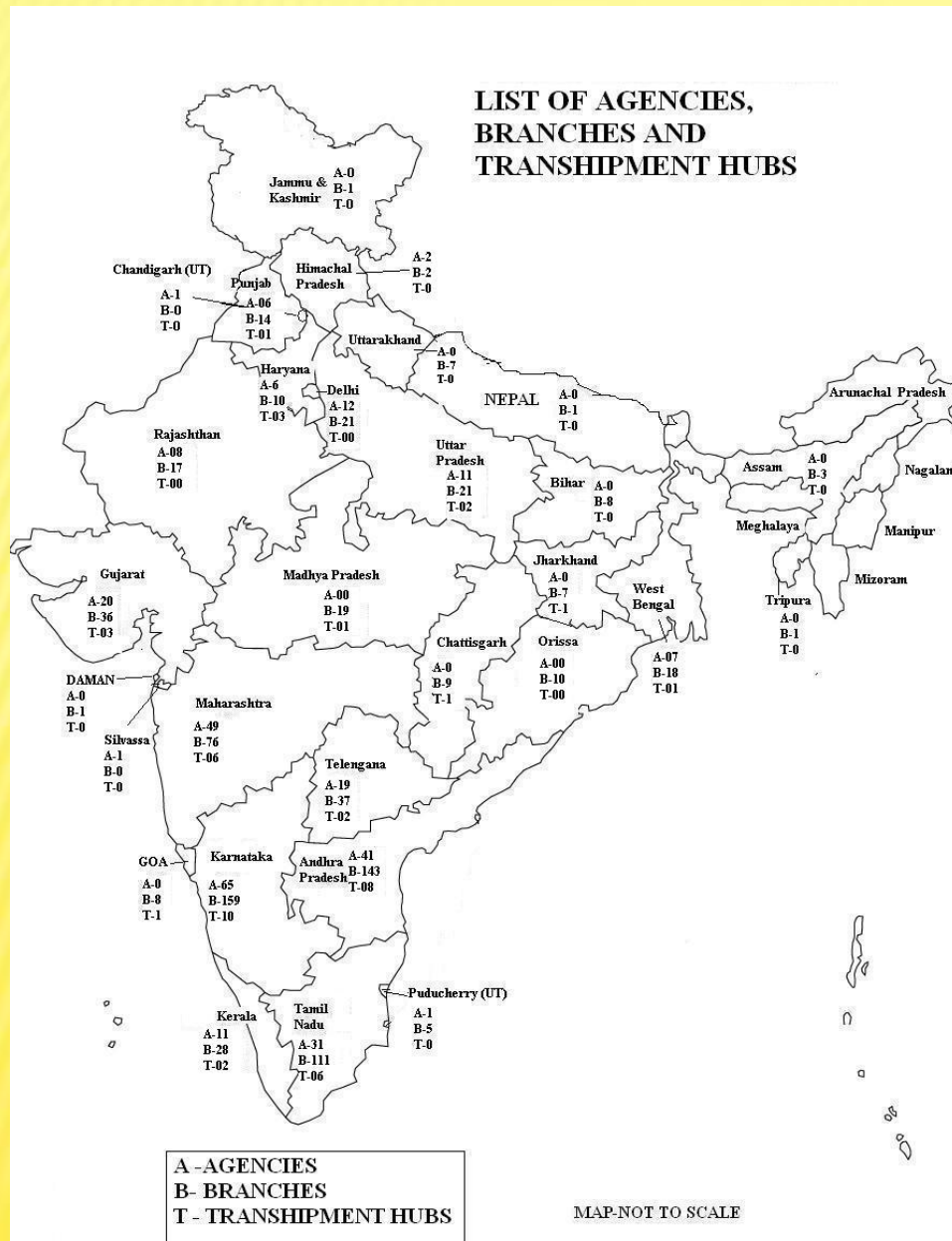
Business Segment Breakup

Business Segments



Note: Based on revenue from operations for FY16

Parcel delivery (68.45%) is the key business segment



Efficient operations with largest fleet and a robust Pan India network

- Hub-and-Spoke model to aggregate small parcels and maximize capacity utilization of its vehicles.
- One of the largest widespread pan-India transportation network in 28 states and 4 union territories.
- Operational infrastructure comprises of 733 branches & 291 agencies in 1024 locations.
- Strategically placed 48 (7 owned) transshipment hubs.
- 24 new branches added in FY16.
- Focus on growth in the North and the Central parts of the country.
- Established brand since four decades.
- Market leader in India.
- Critical infrastructure facilities comprising of branches agencies godowns and transshipment hubs enables us to cater diversified customer base spread across different geographical locations

Infrastructure

As of	Small Vehicle (1)	Light Commercial Vehicle (2)	Heavy Commercial Vehicles (3)	Car Carrier (4)	Available Capacity (tons)	Tanker (5)	Cranes (6)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-11	171	892	1575	0	25893	7	10	2655	296	2951
31-Mar-12	139	883	1916	102	34518	27	12	3079	423	3502
31-Mar-13	122	883	1941	102	34882	27	13	3088	460	3548
31-Mar-14	122	882	2210	102	40087	23	13	3352	477	3829
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

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 :

- 3,872 owned vehicles as of March 2016.
- 1,358 (35%) vehicles less than 5 years old.
- 2,670 (69%) of vehicles are debt free
- 1,831 (47%) of vehicles book value is Re 1
- Average age of goods fleet is around 8.5 years
- Wide range of vehicles with carrying capacity from 1 ton to 32 tons

Passenger transportation fleet includes

- 381 owned vehicles
- 241 (63%) vehicles are less than 5 years old
- 248 (65%) of vehicles are debt free
- Average age of Passenger vehicles is 4.7 yrs

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 over time bound delivery enhancing service quality and ensuring reliable quality services
- Passenger transportation: Owned vehicles enables us to provide safe and on time travel experience

Total of 4253 owned vehicles provides greater leverage in terms of pricing and service

Dedicated in-house goods vehicle body design facilities

- Technology to fabricate lighter and longer bodies thereby reducing overall weight of the vehicle and ensure higher payloads without violating permissible payload limits.
- Higher length chassis sourced from manufacturers on specifications provided by company resulting in additional space.
- Concept of Charged weight and Actual weight based on nature of consignments booked resulting in higher payloads.

Fuel procurement

- Fuel costs form 22.29% of total income in FY16.
- Use of Biofuel (26.69% of total qty) and procurement of fuel from MRPL (8.76% of total qty) in FY2016 helps in curtailing overall fuel expenses.
- Tie up with nearly 75 designated fuel pump retailers across country for re fuelling during transits and also availing fuel at discounted price.

Spares procurement

- Ashok Leyland & VE commercial (Volvo) have established their own spare parts yard in our premises, resulting in procurement of spare parts at factory rates and saving on carrying cost .
- Procurement of other spare parts & consumables directly from manufacturers.
- Arrangements with Michelin India Tyres Private Limited and CEAT Limited for procurement of tyres at competitive rates.
- Maintain records of comparative rates for our spare parts and consumables in our ERP system to maintain control over spare parts cost.

DRIVERS

- Recruiting Drivers as full time employees with all statutory benefits.
- Large pool of experienced and trained drivers.
- Driver performance is evaluated and incentives provided is based on measures of:
 - safety record
 - time taken for journeys undertaken
 - distances covered
 - fuel efficiency
 - useful life of tyres
- Drivers are provided with comfortable equipment , effective training, direct communication channels with controlling offices, competitive salaries and benefits.
- Drivers are provided with group insurance facility to cover life risks during employment..
- Established a driver training facility at Hubballi which focus on training and development initiatives.

- Introduction of bio diesel (26.69% of total quantity in FY2016, 12.15% in Q1 2016, 35.67% in Q2 2016, 35.23% in Q3 2016 & 23.87% in Q4 2016).
- Net Addition of 24 locations to the existing network of Goods Transport business. (13 locations in Q1 2016, 5 locations in Q2 2016, 5 locations in Q3 2016, & 1 location in Q4 2016)
- Addition of 223 goods transport vehicles. (56 GT vehicles in Q1 2016, 15 GT vehicles in Q2 2016, 42 GT vehicles in Q3 2016, 160 GT vehicles in Q4 2016). 50 Vehicles sold/scrapped. Net total GT vehicles is 3872 as on Mar 31,2016
- Emphasis on plying of own vehicles and thereby reducing dependence on outside vehicles as is evident by the decrease in kms of outside vehicles (as a percent of total GT kms from 13.0% in FY2015 to 11.9% in FY2016)
- Consolidation of bus transport fleet. Concentration on premium routes
- Gradual shift to Automated Toll payment from Manual toll payment (in Tie-up with ICICI Bank) thereby increasing Time and Efficiency by reducing Vehicle congestion at various toll booths.
- Registered as a Member of International Air Cargo Association (IATA) . With this registration, Company would offer better services in the Air Cargo arena both domestically as well as Internationally.
- Healthy Net Debt to Equity ratio – Improvement from 1.2x as on 31/3/2015 to 0.53x as on 31/03/2016
- Gross debt reduced from 44335.12 lakhs as on 31/03/2015 to 29147.26 lakhs as on 31/03/2016

Industry awards and recognitions



Apollo CV Magazine Award-2016 for 'Best practice adopter of the Year'.



ET logistics award 2016 for the best 'Road Transport company of the Year'.



India Bus Award in 2015 for achieving excellence in Private Bus transport service in both Pan-India and South zone



India Logistics Voice of Customer Award by Frost and Sullivan in 2014 for achieving excellence in Logistics



India says Yes Award to AC bus journey with VRL Travels in 2014 from HolidayIQ.com



Service Provider of the Year (luxury coaches) in 2013 from World Travel Brands for its bus operations



National record in 2013 as largest fleet of vehicles in the private sector as of May 31 2012 from the Limca Book of World Records



Certificate of Excellence in recognition of exemplary growth to our Company in the India Inc 500 awards in 2011



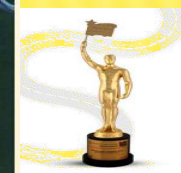
Apollo Fleet of the Year Award in 2011 for leadership in operation – large fleet operator



New Era Award for Technology Innovation and Quality by Otherways Management Association France in 2010



Technology Best Practices Adopter Award at Apollo-CV Awards 2010



VRL has received numerous industry awards and recognitions over the years

YEAR	NO OF VEHICLES	TOTAL TURNOVER		YEAR	NO OF VEHICLES	TOTAL TURNOVER
		INR in Mn				INR in Mn
1983-84	8	3		2000-01	1022	1207
1984-85	11	4		2001-02	1121	1465
1985-86	15	7		2002-03	1202	1683
1986-87	24	14		2003-04	1255	2042
1987-88	45	20		2004-05	1683	2774
1988-89	81	29		2005-06	1891	3570
1989-90	117	41		2006-07	2426	4430
1990-91	147	71		2007-08	2697	5470
1991-92	215	106		2008-09	2668	6507
1992-93	248	138		2009-10	2730	7146
1993-94	292	176		2010-11	2978	8929
1994-95	398	239		2011-12	3528	11353
1995-96	525	311		2012-13	3590	13353
1996-97	596	419		2013-14	3874	15038
1997-98	621	508		2014-15	4084	16789
1998-99	792	646		2015-16	4316	17225
1999-00	945	934				

Track record of growth: The Company has demonstrated a consistent track record of growth since inception as is evident from the table.

Experienced and motivated management team

Senior management

Mr. K N Umesh

Chief Operating Officer

- Was re-appointed as the Chief Operating Officer in Jun 2012
- Associated with VRL since Mar 1984

Mr. L Ramanand Bhatt

Chief Technical Officer

- Holds a diploma in Mechanical Engineering and is a certified member of the Institute of Engineers in tool design.
- Has been associated with VRL since July 1995

Mr. Sunil Nalavadi

Chief Financial Officer

- Holds a B Com from Karnatak University
- Qualified Chartered Accountant, associated with ICAI.
- Associated with VRL since Mar 2005

Mr. Aniruddha A. Phadnavis

General Manager (Finance) and Company Secretary

- Holds a B Com from Karnatak University,
- Qualified Chartered Accountant, associated with ICAI.
- Qualified Company Secretary, associated with ICSI.
- Certified associate of the Indian Institute of Banking & Finance
- Associated with VRL since Jun 2007

Mr. V V Karamadi

National Head (Operations)

- Has been associated with VRL since Oct 1995

Mr. Prabhu A Salageri

Vice President (Travels)

- Holds a post graduate degree in Commerce
- Associated with VRL since Mar 1994

Mr. D N Kulkarni

Vice President (Finance)

- Holds a B Com from Karnatak University
- Associated with VRL since Nov 1987

Mr. Raghavendra B Malgi

Vice President (Accounts)

- Holds a B Com from Karnatak University
- Qualified Chartered Accountant, associated with ICAI.
- Associated with VRL since Jun 2009

Mr. S R Hatti

Vice President (Administration)

- He is a Master of Arts from Karnatak University
- Associated with VRL since Nov 2004

Mr. S G Patil

Vice President (Human Resource Development)

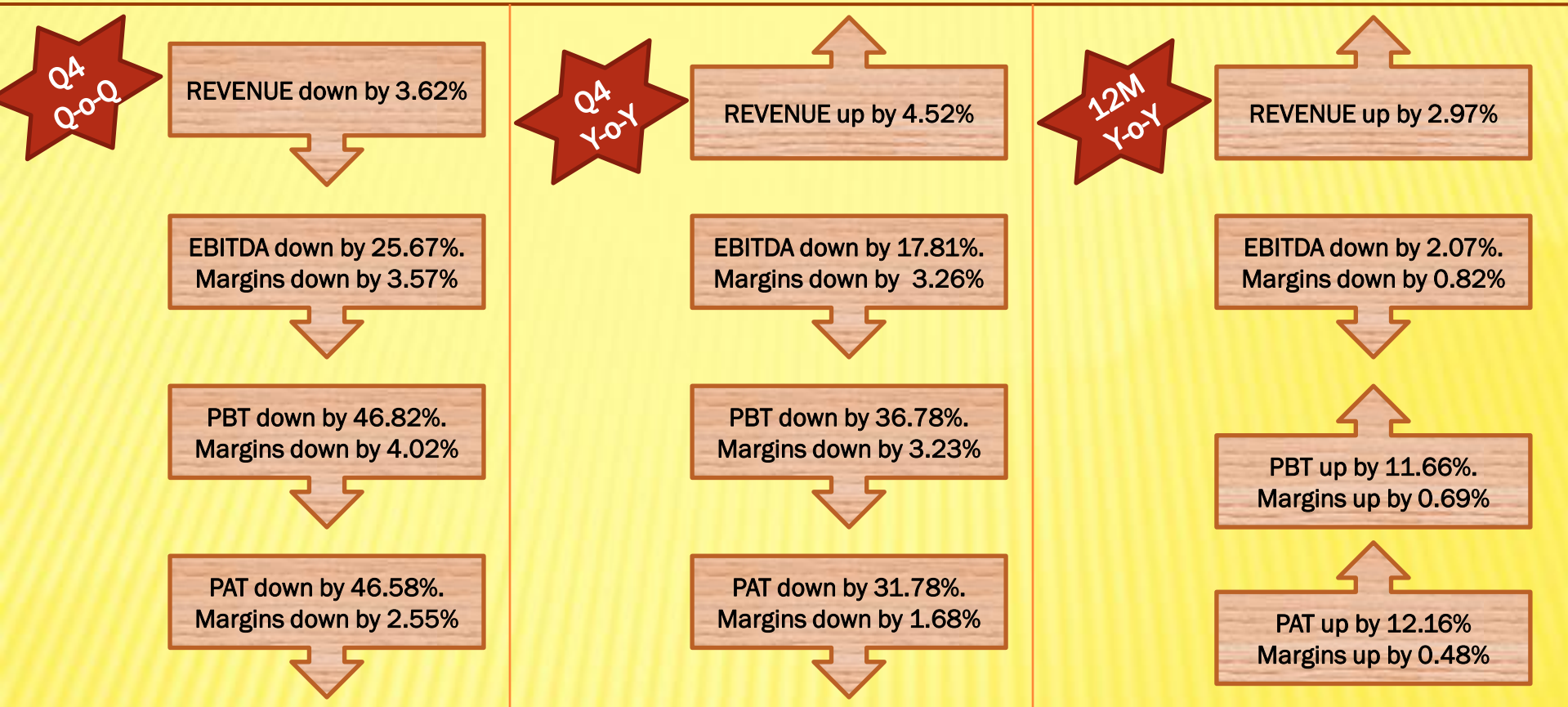
- Holds a bachelors' degree in law and a post graduate degree in political science from Karnatak University
- Associated with VRL since Jun 2005

Earnings Overview



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Consolidated (INR in Lakhs)	Q4 FY16	Q3 FY16	Q4 FY15	FY16	FY15
REVENUE	41563.25	43124.04	39764.60	172252.18	167283.30
EBITDA	5017.24	6749.63	6104.41	27462.91	28044.59
EBIT	2731.24	4507.66	4255.84	18467.87	19278.56
PBT	2064.87	3882.67	3266.41	15398.55	13790.21
PAT	1321.28	2473.18	1936.87	10231.35	9122.34

Segment Performance – Goods Transport

(INR in lakhs)	Goods Transport				
	Quarterwise comparison			Year to date	
Particulars	Q4 2016	Q3 2016	Q4 2015	FY2016	FY2015
Revenue	33627.39	33754.08	31457.53	135626.19	129075.24
EBITDA	3699.36	4625.41	4693.53	19212.60	20851.04
EBITDA Margin(%)	11.00%	13.70%	14.92%	14.17%	16.15%
EBIT	2534.80	3496.79	4054.08	14683.99	16698.37
EBIT Margin(%)	7.54%	10.36%	12.89%	10.83%	12.94%

➤ **Goods transport revenue** decreased by 0.38% q-o-q and increased by 6.90% y-o-y. YTD (12M) increased by 5.08%.

➤ EBITDA decreased by 20.02% q-o-q and 21.18% y-o-y. YTD (12M) decreased by 7.86%.

➤ EBITDA margins declined by 2.7% q-o-q and 3.92% y-o-y. YTD(12M) margins declined by 1.98%.

➤ EBIT decreased by 27.51% q-o-q and 37.48% y-o-y. YTD(12M) decreased by 12.06%.

➤ EBIT margins declined by 2.82% q-o-q and by 5.35% y-o-y. YTD(12M) margins declined by 2.11%.

Segment Performance – Bus Transport

(INR in lakhs)	Bus Transport				
	Quarterwise comparison			Year to date	
Particulars	Q4 2016	Q3 2016	Q4 2015	FY2016	FY2015
Revenue	7030.47	8393.04	7419.37	31760.97	33157.39
EBITDA	1317.65	2289.83	1467.97	7335.09	5949.51
EBITDA Margin(%)	18.74%	27.28%	19.79%	23.09%	17.94%
EBIT	771.36	1745.68	1058.03	5153.72	3620.85
EBIT Margin(%)	10.97%	20.80%	14.26%	16.23%	10.92%

➤ **Bus transport revenue** decreased by 16.23% q-o-q and decreased by 5.24% y-o-y. YTD(12M) decreased by 4.21%.

➤ **EBITDA** decreased by 42.46% q-o-q and by 10.24% y-o-y. YTD(12M) increased by 23.29%.

➤ **EBITDA margins** declined by 8.54% q-o-q and by 1.05% y-o-y. YTD(12M) advanced by 5.15%.

➤ **EBIT** decreased by 55.81% q-o-q and by 27.09% y-o-y. YTD(12M) increased by 42.33%.

➤ **EBIT margins** declined by 9.83% q-o-q and by 3.29% y-o-y. YTD(12M) advanced by 5.31%.

Segment Performance – Sale of Power



(INR in lakhs)	Sale of Power				
	Quarterwise comparison			Year to date	
Particulars	Q4 2016	Q3 2016	Q4 2015	FY2016	FY2015
Revenue	211.30	270.49	234.89	2139.42	2221.82
EBITDA	68.69	137.03	86.79	1619.57	1623.12
EBITDA Margin(%)	32.51%	50.66%	36.95%	75.70%	73.05%
EBIT	(216.51)	(148.24)	(424.31)	478.64	482.26
EBIT Margin(%)	(102.47%)	(54.80%)	(180.64%)	22.37%	21.71%

➤ **Sale of Power revenue** decreased by 21.88% q-o-q and by 10.04% y-o-y. YTD(12M) decreased by 3.71%.

➤ **EBITDA** decreased by 49.87% q-o-q and by 20.86% y-o-y. YTD(12M) decreased by 0.22%.

➤ **EBITDA margins** declined by 18.15% q-o-q and by 4.4% y-o-y. YTD(12M) increased by 2.65%.

➤ **EBIT** decreased by 46.05% q-o-q and increased by 48.97% y-o-y. YTD(12M) decreased by 0.75%.

➤ **EBIT margins** decreased 47.67% q-o-q and increased by 78.17% y-o-y. YTD(12M) increased by 0.66%.

(INR in lakhs)	Air Charter				
	Quarterwise comparison			Year to date	
Particulars	Q4 2016	Q3 2016	Q4 2015	FY2016	FY2015
Revenue	322.52	290.18	288.00	1117.78	1168.39
EBITDA	(12.36)	(24.41)	(36.73)	(112.07)	(43.90)
EBITDA Margin(%)	(3.83%)	(8.41%)	(12.75%)	(10.03%)	(3.76%)
EBIT	(59.87)	(71.91)	(84.23)	(302.08)	(233.91)
EBIT Margin(%)	(18.56%)	(24.78%)	(29.25%)	(27.02%)	(20.02%)

➤ **Air Charter revenue** increased by 11.14% q-o-q and increased by 11.99% y-o-y. YTD(12M) decreased by 4.33%.

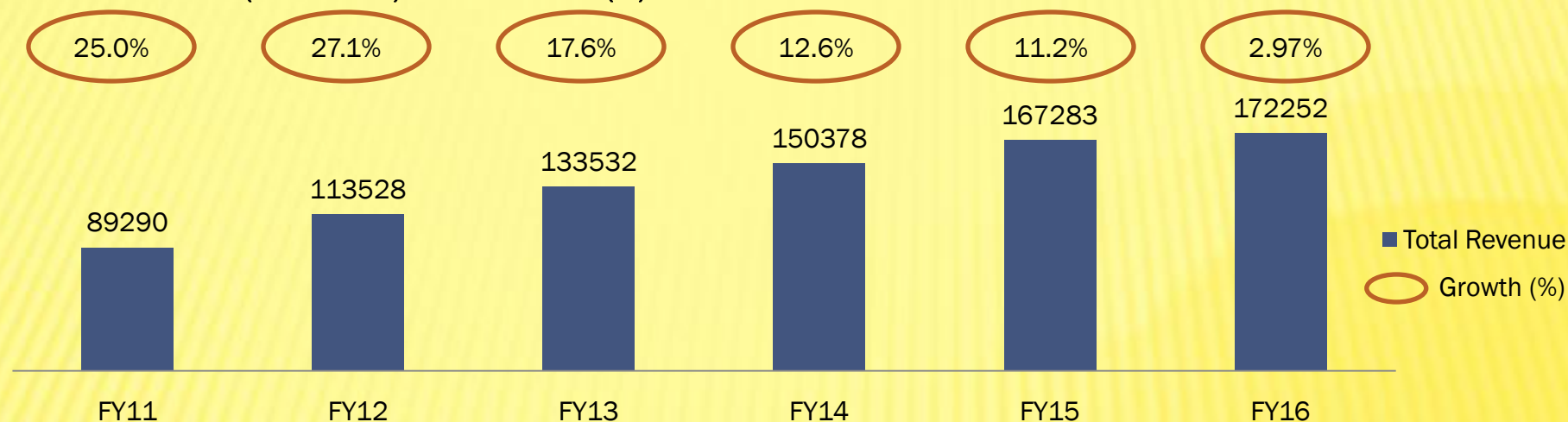
➤ EBITDA increased by 49.37% q-o-q and by 66.35% y-o-y. YTD(12M) decreased by 155.28%.

➤ EBITDA margins increased by 4.58% q-o-q and by 8.92% y-o-y. YTD (12M) decreased by 6.27%.

➤ EBIT increased by 16.74% q-o-q and 28.92% y-o-y. YTD(12M) decreased by 29.14%.

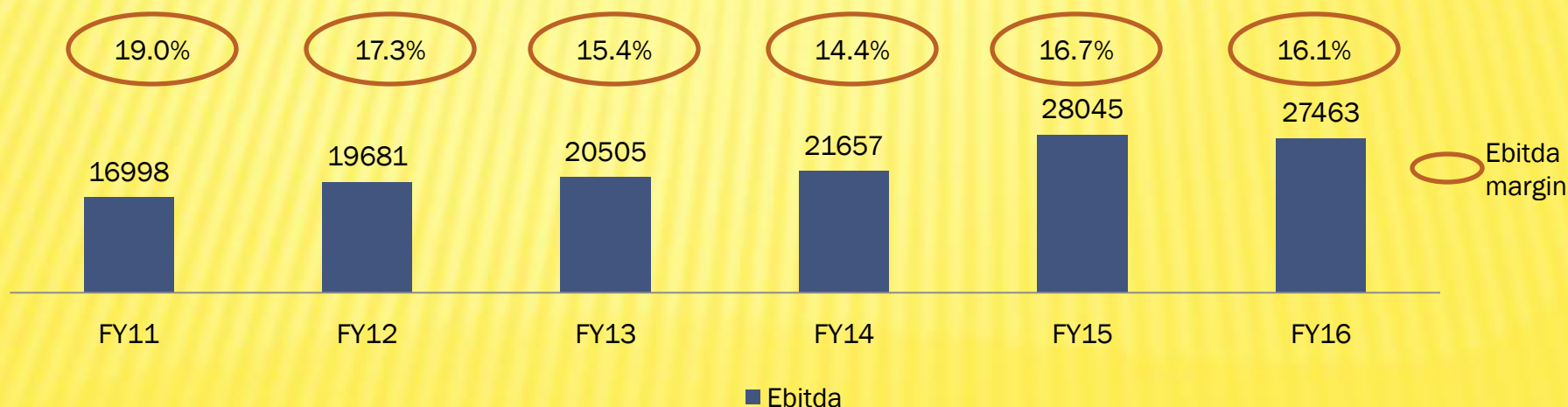
➤ EBIT margins increased 6.22% q-o-q and by 10.69% y-o-y. YTD(12M) decreased by 7%.

Total Revenue (INR Lakhs) & Growth rate (%)



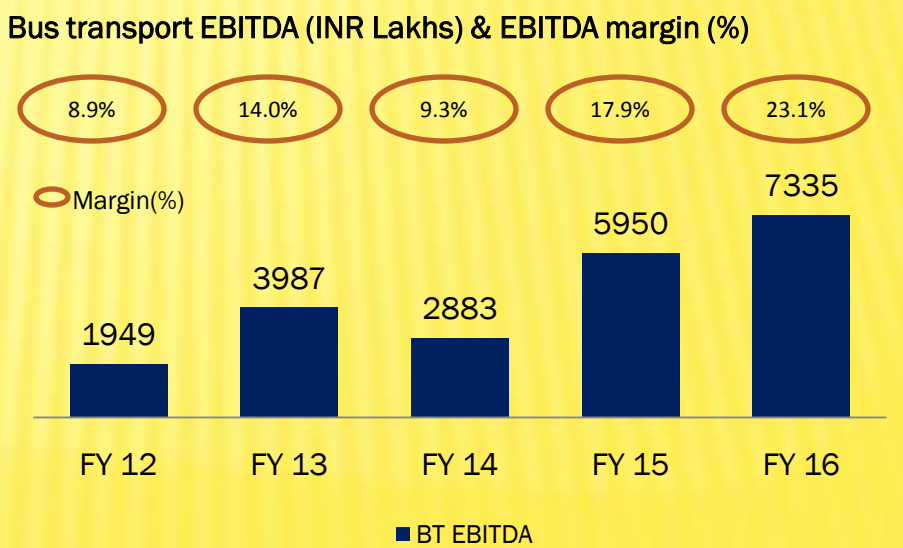
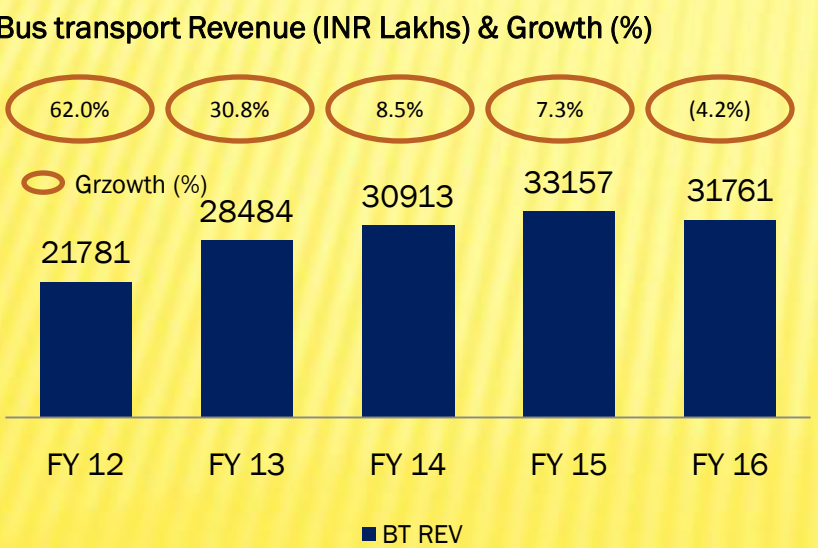
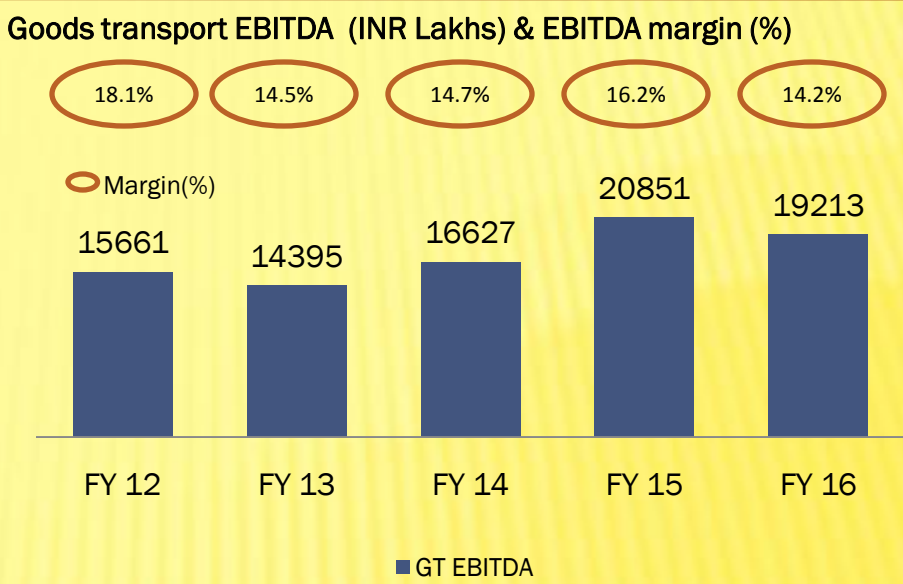
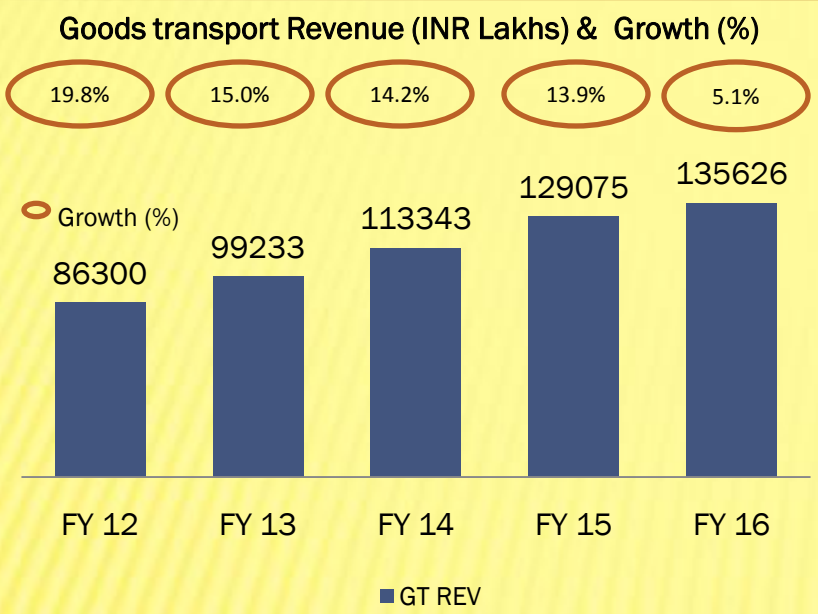
Consistent revenue growth

EBITDA (INR Lakhs) & EBITDA margin (%)



EBITDA margins demonstrated resilience despite rising costs

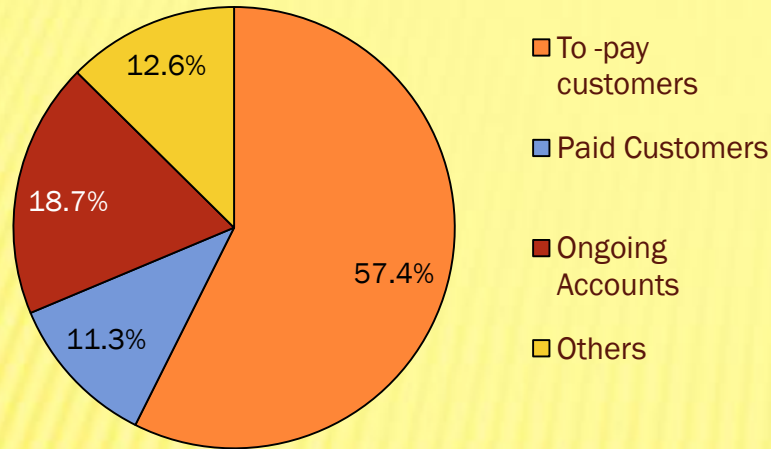
Segment revenues & profitability



Consistency in Revenue & EBITDA growth

Segment Breakup

FY16 total revenue from goods transportation: INR 13.6 bn



- Primarily SME distributors & traders form a significant majority of Paid & To-Pay customer group. This diverse customer base has helped company in passing increases in operating costs significantly.
- Trade receivables for FY16 at 16 days of total revenue; improving y-o-y from 28 days in FY11

Diversified customer base across a wide range of industries

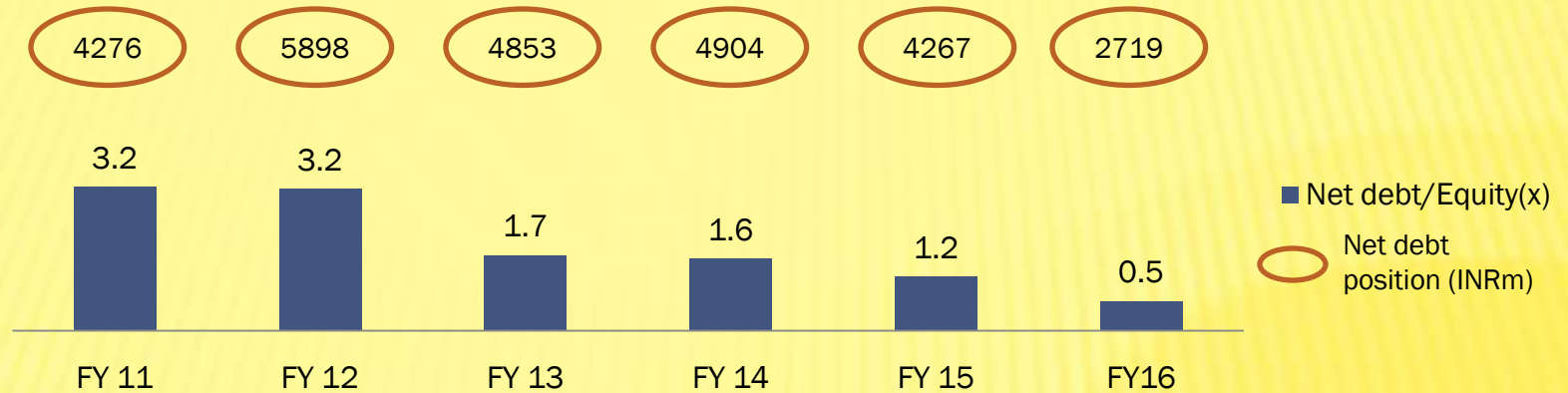


- VRL's largest customer and top 10 customers contributed only 1.2% and 6.5% of revenues from the goods transportation business in 2015-16 respectively

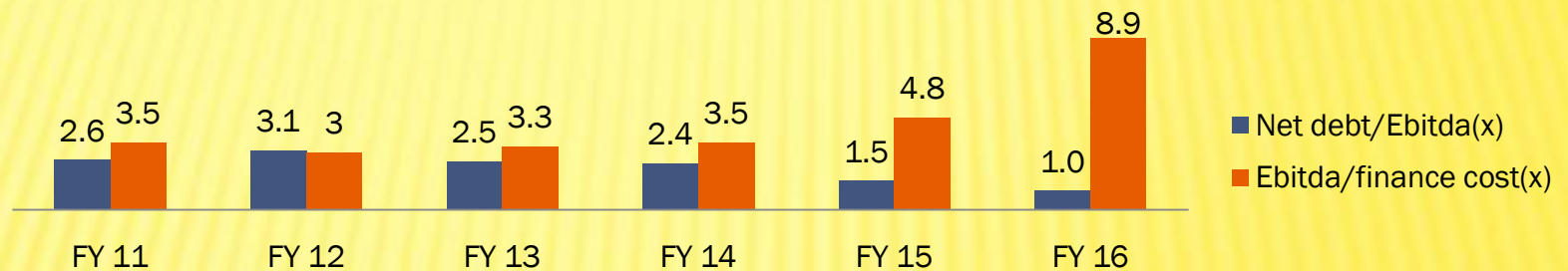
Goods Transport (78.76%) is the key contributor to total revenue

Leverage Metrics

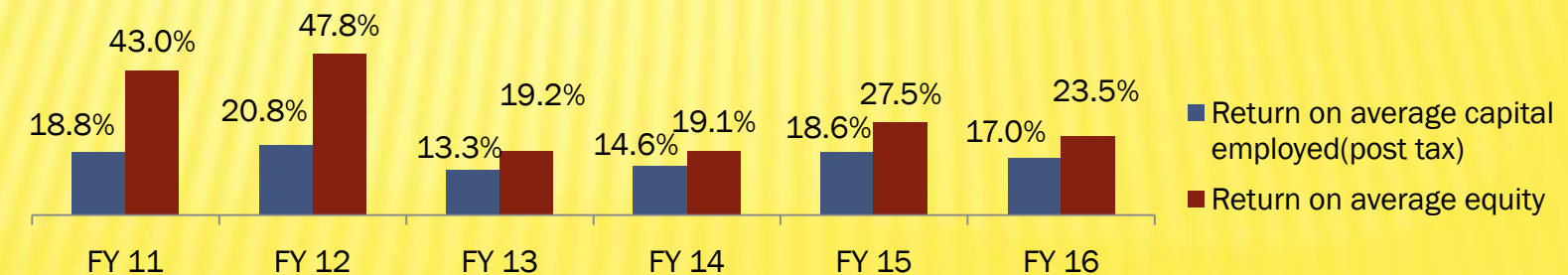
Net Debt to Equity



Leverage metrics



Return metrics

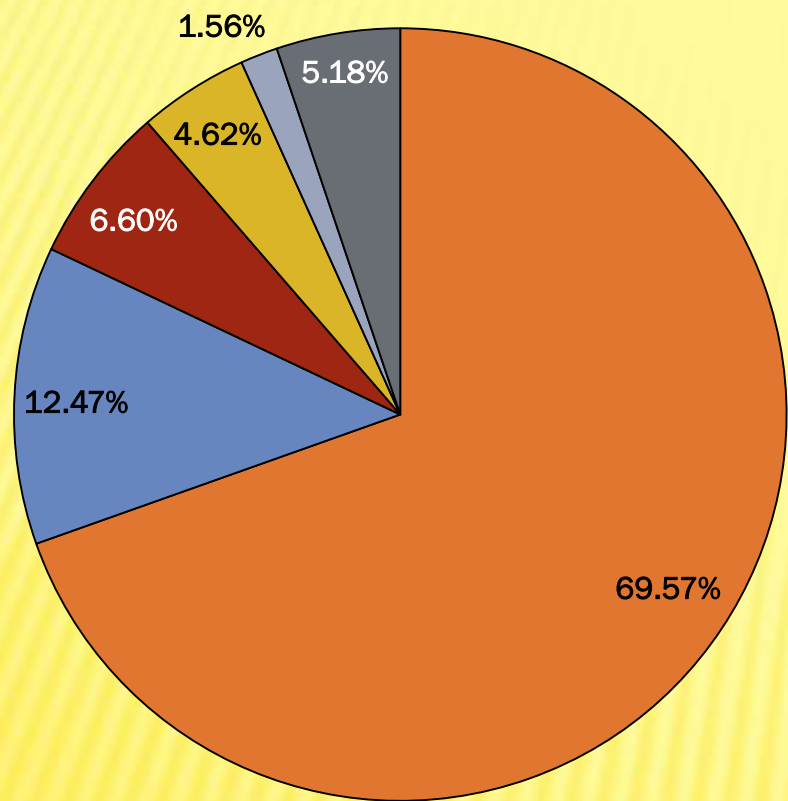


Improving debt profile - Has been able to reduce leverage at the company to relatively comfortable levels

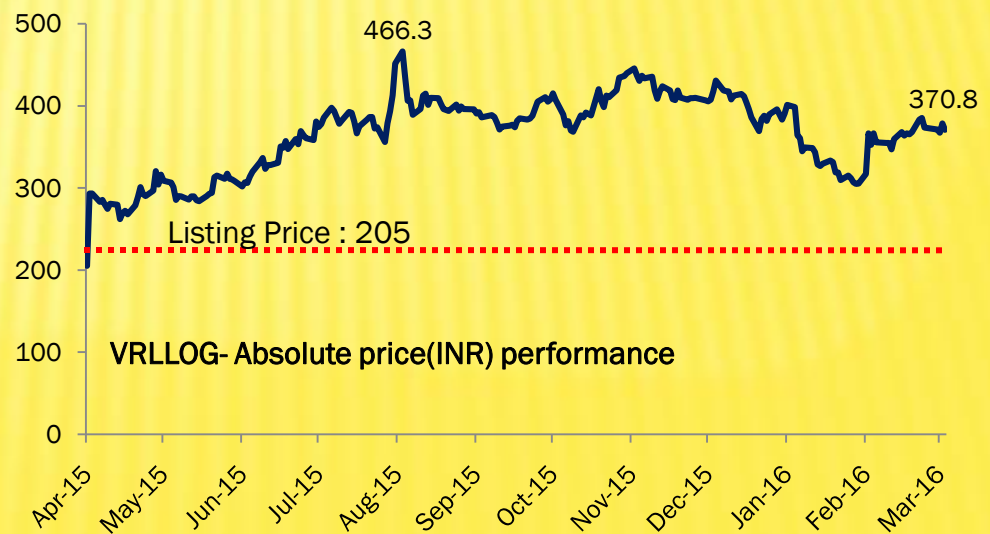
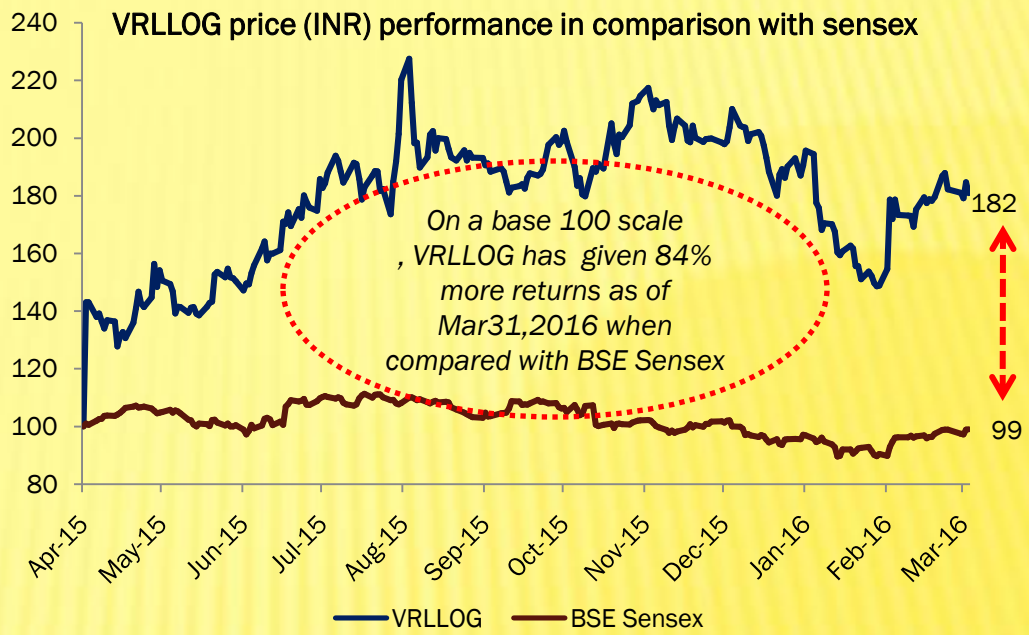
Shareholding Pattern & Price comparison



Shareholding Pattern



- Promoters
- Foreign Institutions
- NBFC and Mutual Funds
- General Public
- Others
- Financial Institutions



Our Distinguished Investors as on Mar 31, 2016



Investor	% to Equity
NSR-PE MAURITIUS LLC	5.15 %
GOLDMAN SACHS INDIA FUND LIMITED	3.18 %
ASHOKA PTE LTD	1.70 %
IDFC STERLING EQUITY FUND	1.28 %
ABU DHABI INVESTMENT AUTHORITY - BEHAVE	1.10 %
HDFC STANDARD LIFE INSURANCE COMPANY LIMITED	0.96 %
THE WELLINGTON TRUST COMPANY NATIONAL ASSOCIATION	0.81 %
GOLDMAN SACHS TRUST - GOLDMAN SACHS EMERGING MARKETS	0.62 %
GOLDMAN SACHS FUNDS, S.I.C.A.V. - GOLDMAN SACHS	0.61 %
FULLERTON LUX FUNDS - ASIAN SMALL CAP EQUITIES	0.60 %
DNB FUND A/C DNB FUND - ASIAN SMALL CAP	0.52 %
BNP PARIBAS EQUITY FUND	0.48 %
UTI TRANSPORTATION AND LOGISTICS FUND	0.48 %
DSP BLACKROCK SMALL AND MID CAP FUND	0.48 %
ALLIANCEBERNSTEIN INDIA GROWTH (MAURITIUS) LIMITED	0.47 %
PARVEST EQUITY INDIA	0.45 %
IDFC TAX ADVANTAGE (ELSS) FUND	0.39 %
BIRLA SUN LIFE INSURANCE COMPANY LIMITED	0.36 %
WELLINGTON MANAGEMENT PORTFOLIOS (DUBLIN) PLC	0.35 %
L&T MUTUAL FUND TRUSTEE LIMITED-L&T BUSINESS CYCLE	0.34 %
FRANKLIN INDIA SMALLER COMPANIES FUND	0.34 %
HDFC TRUSTEE COMPANY LTD - HDFC CORE AND SATELLITE	0.32 %
RELIANCE CAPITAL TRUSTEE CO. LTD-A/C RELIANCE SMALL	0.31 %
BNP PARIBAS MID CAP FUND	0.31 %
THE NOMURA TRUST AND BANKING CO., LTD AS THE TRUST	0.23 %
BNP PARIBAS LONG TERM EQUITY FUND	0.22 %
MV SCIF MAURITIUS	0.20 %

Note : Investors holding more than 0.2% in VRLLOG

COMPANY STRATEGY



VRL LOGISTICS LTD

www.vrllogistics.com

Increase goods transportation network and fleet size

- Expand pan-India network for the goods transportation business
- Focus on northern central and eastern regions of India for expansion
- Expand fleet of trucks

Enhance network of transshipment hubs

- Scale-up operations at existing transshipment hubs through :
 - Mechanized freight handling equipment
 - Expansion of maintenance facilities
 - Setting up fuel stations
- Expand proportion of owned transshipment hubs

Improve operational efficiencies through technology

- Enhance in-house technology capabilities to:
 - Effectively manage pan-India operations
 - Maintain strict operational and fiscal Controls
 - Enhance customer service levels
 - Preventive and predictive maintenance of vehicles through software development and improvement in software as required
- Gradual shift to Automated Toll payment from Manual toll payment
- Introduction of environmental friendly & cost efficient Bio Fuel

Consolidation of bus operations

- Focus on improving margins
 - Optimal route planning-
 - Maximizing occupancy levels through direct marketing and commission agents
- Proposed Transport Bill to :
 - Simplify registration process through a unified vehicle registration system
 - Simplify system of vehicular and transport permits
 - Reduce inter-state transportation costs

Focus on higher margin parcel delivery services

- Focus on increasing market share in parcel delivery Business
 - relatively superior margins
 - diversified customer base
- Reliance on owned vehicles
 - target higher margins by ensuring optimal load factors
 - premium rates for remote locations
- Focus on Air Cargo Business
 - Registration with IATA
- Focus on small and medium sized enterprises
 - relatively diversified attractive and under-served customer segment

Enhance operational controls to ensure timely delivery and quality services

- Key growth factors – timely delivery and quality service
- Profitability - stringent and integrated management control systems to optimize freight mix and maximize load factors
- Operational efficiency - measures such as deploying multiple drivers over long distances
- Security - close circuit cameras on passenger buses
- Employees - industry best practices and training
- Proposed GST bill expected to remove the current multiple taxation and bring supply chain efficiencies

THANKING YOU



For further discussions/queries Please contact :

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