

Corporate Office :

Giriraj Annexe Circuit House Road
HUBBALLI - 580 029 Karnataka State
Phone : 0836 2237511
Fax : 0836 2256612
e-mail : headoffice@vrllogistics.com

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

Ref: Scrip Codes (BSE: 539118, NSE:)

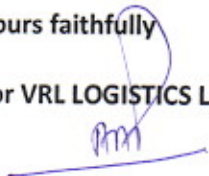
With respect to above captioned subject and in accordance with the extant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 and other applicable laws for time being in force, we enclose herewith the Earnings Presentation of the Company which would also be hosted 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: 12.06.2021

Place: Hubballi



VRL Financial Results - FY 2020-21

June 12, 2021



VRL LOGISTICS LTD

www.vrllogistics.com

- Certain statements contained in this document may be statements of future expectations/forward looking statements that are based on management's current view and assumptions and involve known and unknown risks and uncertainties that could cause actual results/performance or events to differ materially from those expressed or implied herein.
- The information contained in this presentation has not been independently verified and no representation or warranty expressed or implied is made, and no reliance should be placed on the fairness, accuracy, completeness or correctness of the 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 is not a guarantee of future performance and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company presently believes to be reasonable in light of its operating experience of recent years. Many factors could cause the actual results, performance or achievement of the Company to be materially different and significant factors that could make a difference to the Company's operations include domestic and international economic conditions, changes in government regulations, tax regime, etc
- None of VRL Logistics Ltd. or any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.
- This document does not constitute an offer or invitation to purchase or subscribe for any shares and neither it nor any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

- 04 Company Overview
- 05 Key Differentiators
- 07 Vehicle Scrappage Policy
- 08 Financial Performance updates
- 11 Business Segment Overview
- 25 Key Points
- 26 Shareholding Pattern
- 28 Company Strategy
- 29 Branches and Distribution Network
- 31 Operational Capabilities
- 33 Promoters & Management
- 36 Awards & Recognition



***Transporting
Beyond
Boundaries***

Listed on Exchanges



Depository:



Only “Owned Asset” organised player in Less than Truck load logistics business in India



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



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



Dedicated in-house maintenance facilities, inventory of spare parts and from own fuel stations



In-house software technology capabilities



Diversified customer base and revenue sources



Track record of growth and robust financial position



Ability to recruit and retain experienced and qualified Staff

- ✓ *We are LTL logistics service provider in the B2B space and its service dynamics are way different from that handed by typical B2C ecommerce operators, Express cargo players or LTL consignment by Railways, etc*
- ✓ *Lower operating costs and higher margins in GT business which contributes ~90% of Total Revenue*
- ✓ *Operating with owned fleet - specially in house designed - and customised for our operations*
- ✓ *Higher Payload compared to Hired vehicles leading to higher earnings per km*
- ✓ *Usage of Hired vehicles only on need basis – No payment for vendor margins*
- ✓ *55% of GT vehicles fully depreciated - no additional depreciation costs*
- ✓ *93% of GT vehicles are debt free – no associated finance costs*

- ✓ *Scrappage Policy and its benefits to VRL*
- ✓ *Very low debt levels – insignificant finance costs*
- ✓ *Diversified customer base across sectors, - no dependency on specific sector or customers - Top 10 clients contribute ~3% of total GT revenue.*
- ✓ *Lowest Trade Receivables in the industry*
- ✓ *Highest Cash Profit margins & Cash EPS in the industry*
- ✓ *Moving towards new age Electric Vehicles*
- ✓ *Usage of environment friendly Bio-Diesel - lower pressure on margins in the current scenario of rising fuel prices.*
- ✓ *Our Bulk procurement policy driven by economies of scale*

The vehicle scrappage policy is a government-initiated program to replace old vehicles from Indian roads. According to the new policy, commercial vehicles >15 years and passenger vehicles of >20 years will have to be mandatorily scrapped if they do not pass the fitness and emission tests from April 01, 2022

Tentative Timeline and Expected Benefits

October 1, 2021: Rules for fitness scrapping centres will be released

April 1, 2022: Fitness testing for government and public-sector undertaking (PSU) vehicles

April 1, 2023: Fitness testing for heavy commercial vehicles

June 1, 2024: Fitness test rules to be rolled out for other categories

Advantages to VRL

- Competitors outsourced transport charges will increase substantially (due to lesser availability of vehicles) — which will be difficult to pass on, as most companies that outsource vehicles operate on thin margin.
- VRL will be benefited from a rise in Freight Charges and this will straightaway add to PAT.
- Outsourcing vehicles gradually become unsustainable.
- The company will not book loss as vehicles older than 9 years are fully depreciated.
- Post scrappage, the useful spares can be used for the existing vehicles
- Realisation of salvage value would be an additional income to VRL

As on Mar 31, 2021, VRL has 841 vehicles, with total capacity of 8407 Tons which are more than 15 years. This hardly constitutes around 12% of our total capacity.



Financial Performance Update - Q4 & FY 2020-21

- 1) The Statement of Audited Financial Results ("Financial Results") for the quarter and year ended 31 March 2021, are prepared and published in accordance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, as amended. These financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on 12 June 2021. These financial results are prepared in accordance with the Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013, ("the Act") read with the relevant Rules thereunder and other accounting principles generally accepted in India.
- 2) The figures for the quarters ended March 31 as reported in these Financial Results are the balancing figures between audited figures in respect of the full financial years ended March 31 and the published year to date figures up to the end of the third quarter of the relevant financial year.
- 3) The Segment Information for the year ended 31 March 2021, forms an integral part of the Financial Results.
- 4) The Board of Directors had approved a proposal to buy back a maximum of 20 lakh equity shares of the Company having a face value of Rs.10 each at a price not exceeding Rs.300 per share aggregating to Rs.6000 lakhs, from the open market through Stock Exchange mechanism in accordance with the provisions of the Act and the Securities and Exchange Board of India (Buy-Back of Securities) Regulations, 2018. Accordingly, the Company has, based on the above approval, bought back 20 lakh equity shares at an average rate of Rs.253.36 per equity share, resulting in total cash outflow of Rs.5187.46 lakhs (including transaction costs and buyback related expenses of Rs.120.21 lakhs). The Company has utilised an amount of Rs.4987.46 lakhs from the Securities Premium in accordance with the requirements of section 52 of the Act. The tax outgo on account of the buy-back amounts to Rs.1133.87 lakhs which has been adjusted from Securities Premium. The shares so bought back were fully extinguished by 24 March 2021.
- 5) The Company's operations were impacted during the first quarter of the financial year 2020-21, following the nationwide lockdown imposed by the Government of India during the first wave of COVID-19 pandemic. The Company has since resumed operations, taking all due care for the health and safety of its employees.

The Company has thereafter evaluated the impact of this pandemic on its business operations, financial position and, based on its review of current indicators, there is no significant impact on the Company's assets, capital and financial resources and liquidity position for the year ended 31 March 2021. The profitability for the year was impacted during the first quarter of the financial year due to sub optimal operations on account of the lockdown.

However, the assessment of impact of COVID-19 pandemic is a continuous process, given the uncertainties associated with its nature and duration. The financial implications are contingent on the various business parameters which may emerge from time to time and the Company will continue to closely monitor any material changes from those estimated as on the date of adoption of these Financial Results.
- 6) The Audited Statement of Cash Flows has been prepared under the indirect method as set out in Ind AS 7 - Statement of Cash Flows.
- 7) Previous period figures have been regrouped / restated wherever considered necessary to conform to the current period classification.
- 8) The Board of Directors has recommended a final dividend on equity shares of Rs.4 per equity share (face value of Rs 10/-each) for the year ended 31 March 2021.

Highlights - Q4FY21 & FY21



Revenue at 60302.13 lakhs

EBITDA Margins at 16.34%

EBIT Margins at 10.03%

PBT Margins at 8.51%

PAT Margins at 6.16%



Revenue at 177578.73 lakhs

EBITDA Margins at 14.66%

EBIT Margins at 5.66%

PBT Margins at 3.59%

PAT Margins at 2.54%

Consolidated (INR in Lakhs)	Q4 FY21 (Audited) (refer note 2)	Q3 FY21 (Unaudited)	Q4 FY20 (Audited) (refer note 2)	FY21 (Audited)	FY20 (Audited)
REVENUE	60302.13	56855.46	50026.32	177578.73	212885.65
EBITDA	9850.82	10392.47	5906.93	26035.04	30858.48
EBITDA MARGINS(%)	16.34%	18.28%	11.81%	14.66%	14.50%
EBIT	6046.85	6285.65	1378.21	10056.02	14105.05
EBIT MARGINS(%)	10.03%	11.06%	2.75%	5.66%	6.63%
PBT	5131.16	5453.47	327.47	6374.07	10431.68
PBT MARGINS(%)	8.51%	9.59%	0.65%	3.59%	4.90%
PAT (exclusive of other comprehensive income)	3716.44	3973.77	213.90	4506.79	9011.49
PAT MARGINS(%)	6.16%	6.99%	0.43%	2.54%	4.23%



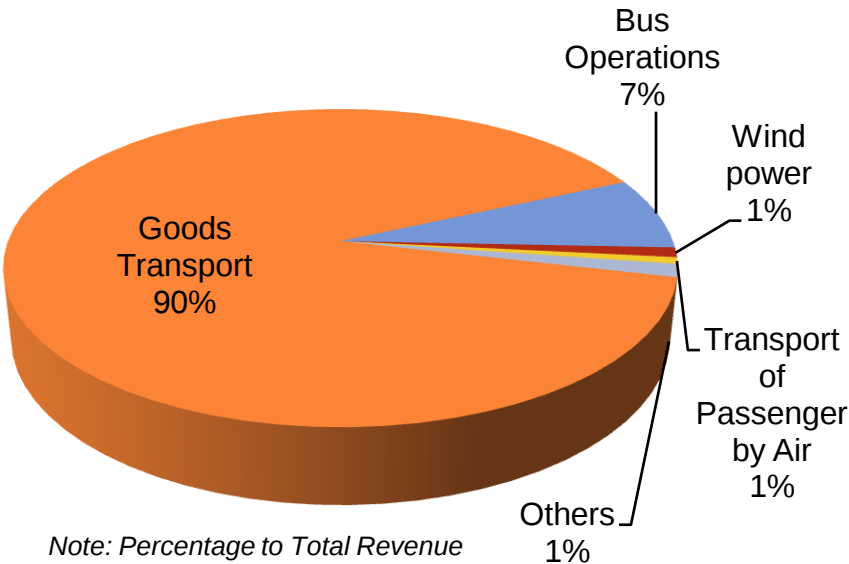
Business Segments Overview

Segment	FY21 Revenue (in Lakhs)
Goods transport	159275.00
Bus Operations	13033.56
Wind Power	1757.44
Transport of Passengers by Air	1182.37
Others	2330.36
TOTAL	177578.73

Goods Transport
Geographical Spread 875 Locations
Fleet Size 4575 Trucks
Operating Model Asset owned, Hub and Spoke model
Fleet Capacity 68107 Tons
Technology: GPS Tracking, SMS Alerts, Consignment Tracking, Schedule alerts, Predictive analysis

Bus Operations
Geographical Spread 6 States, 35 Branches & 17 agencies
Fleet Size 291 Buses
Operating Model Tier1 and Tier 2 cities
Passengers travelled 1294698 passengers (FY21)
Technology: GPS Tracking, SMS Alerts, Anti Collision devices, Sleep Alerts for drivers, Online Booking

Business Segment Breakup



Wind Power	Transport of Passengers by Air
Site Location Karnataka State	Permit Non-Scheduled Operator
Number of Turbines 32 WTGs	Number of Aircrafts:2
Installed Capacity 40 MW	Seating Capacity 6 Passengers each
Technology O & M by Suzlon	Make Hawker Beechcraft



GOODS TRANSPORT SEGMENT OVERVIEW



Contributed ~90% of business in FY21

Less than Truckload (LTL), Full Truckload (FTL) & Courier services

Strong B2B focus across a broad range of industries and a diversified customer base.

Hub & Spoke Model with Pan- India geographical presence

Differentiated services offering

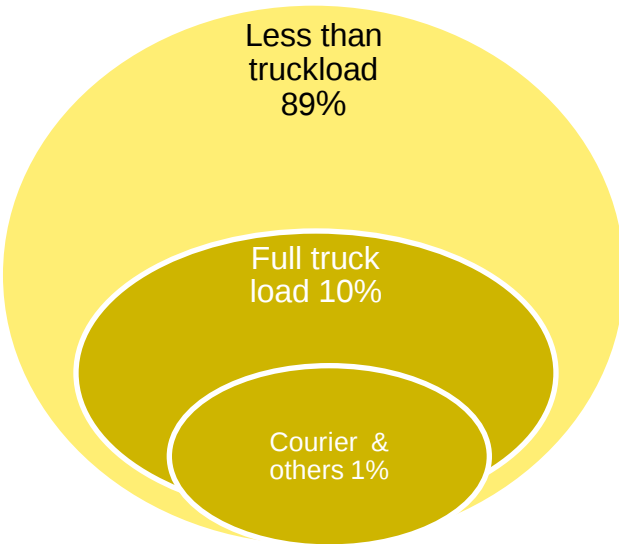
Wide range of customized Vehicles

Advanced technology systems

Leadership in the LTL Surface Logistics space.

Goods Transport Business – B2B Focus

Goods Transport Business breakup



Note: Percentage to Total Goods Transport Business

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

Pan-India Hub and Spoke model of distribution:

- Significant flexibility to transport a broad range of parcel sizes for both regional and national customers and also positioning as single stop service provider for multiple destinations.

Asset Owned Business Model

- Total of 4575 vehicles as on 31st March 2021, with a carrying capacity of 68107 tons.
- 43 owned properties, including branches, offices and transshipment hubs.

B2B Focus - Diversified sectors and customers

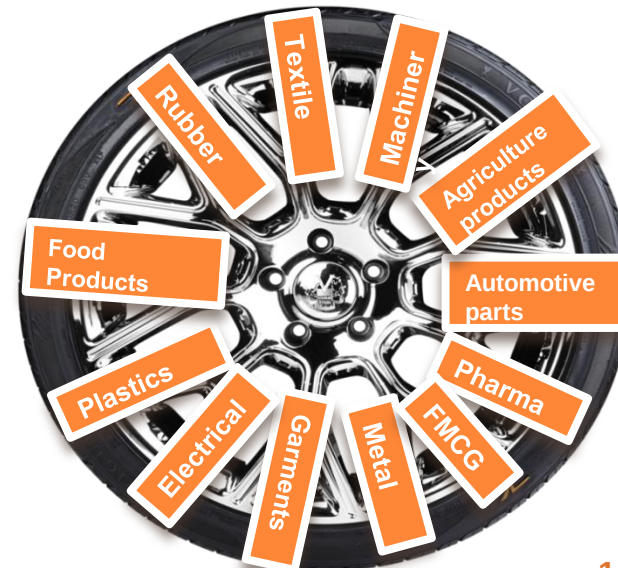
- The primary focus is on B2B customers with the top ten customers contributing only 3% of total Goods transport business revenue.

4575 vehicles

4261 (93.14%) debt free vehicles

2527 (55.23%) vehicles fully depreciated and operating in Optimal working condition

Diversified B2B customer base across a wide range of industries



(INR in lakhs)	Goods Transport				
	Quarter ended			Year ended	
Particulars	31.03.2021 (Audited) (refer note 2)	31.12.2020 (Unaudited)	31.03.2020 (Audited) (refer note 2)	31.03.2021 (Audited)	31.03.2020 (Audited)
Revenue	53577.39	50100.82	41650.59	159275.00	172392.91
EBITDA	9697.03	9754.42	4777.65	24417.02	22929.72
EBITDA Margin(%)	18.10%	19.47%	11.47%	15.33%	13.30%
EBIT	6957.41	6546.39	1403.64	12501.77	11039.64
EBIT Margin(%)	12.99%	13.07%	3.37%	7.85%	6.40%

Q4FY21 – Goods Transport Highlights

Total Revenue
Rs 53577.39 lakhs



28.64%
YoY

EBITDA
Rs 9697.03 lakhs



102.9%
YoY

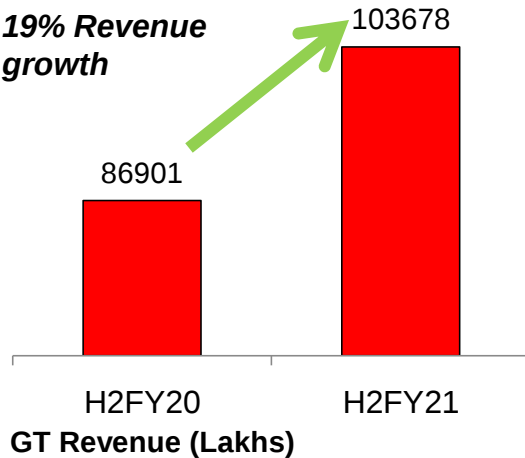
EBITDA Margin
18.10%



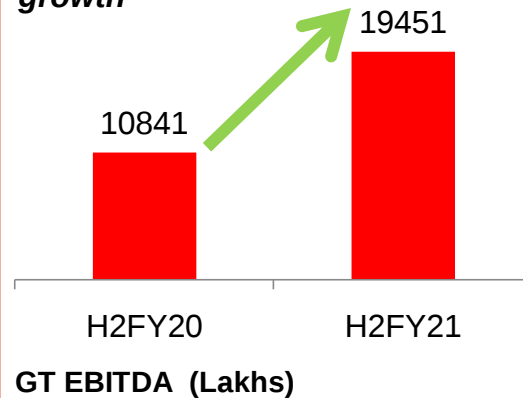
6.6%
YoY

Delivered a Phenomenal Quarterly EBITDA of Rs.9697.03 lakhs in Q4FY21, more than twice as compared with Q4FY20, with margins of 18.1%

19% Revenue growth



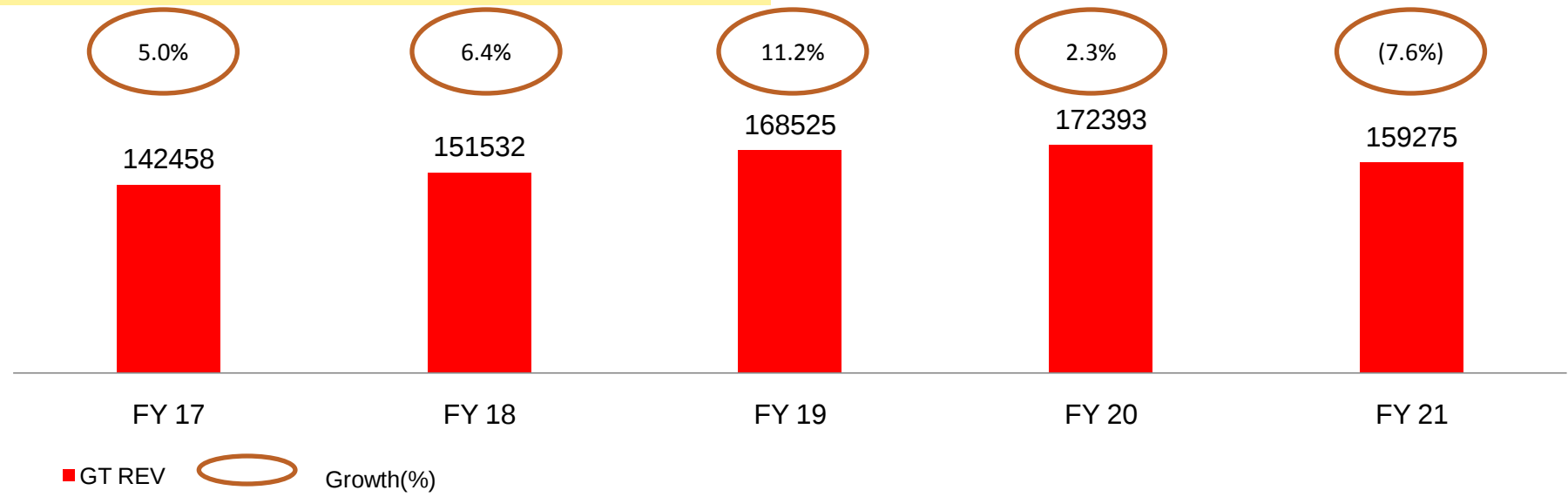
79% EBITDA growth



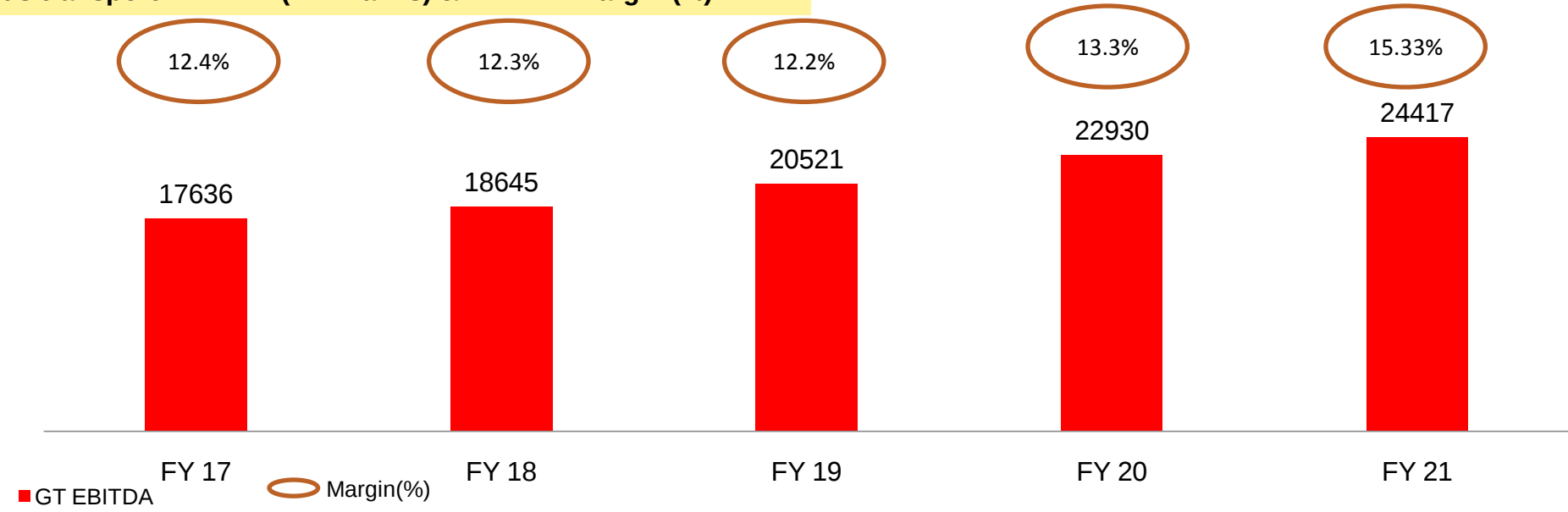
With the pandemic slowing down in the second half of the fiscal year, The operations not only stabilized, but also witnessed a 19% growth in revenue, and a 79% growth in EBITDA, in comparison to the second half of the previous year.

Segment revenues & profitability

Goods transport Revenue (INR Lakhs) & Growth (%)



Goods transport EBITDA (INR Lakhs) & EBITDA margin (%)



BUS OPERATIONS SEGMENT OVERVIEW



Contributes ~7%* of business

* Lower contribution owing to the pandemic

Total Fleet Size 291 buses

291 buses Debt free & Zero debt Segment

★ Services in the state of Karnataka Andhra Pradesh, Telengana, Goa, Gujarat, Maharashtra

★ In-Cabin CCTV for passenger and luggage safety

★ SMS alerts and dedicated 24/7 customer care facility

★ Booking of tickets is facilitated by a wide network of agents, leading web based travel agents and online booking facility on website & mobile

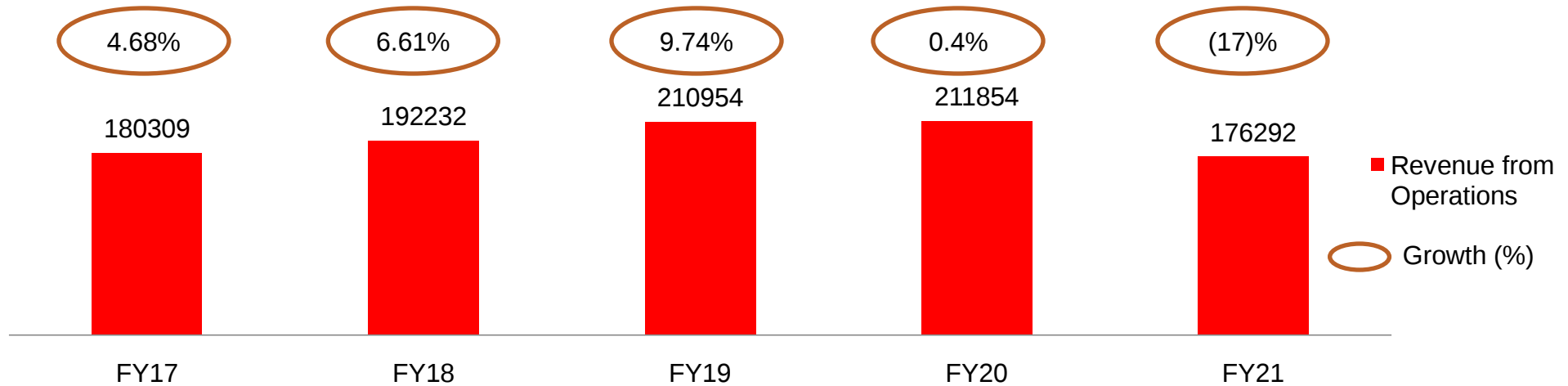
★ High hygienic standards maintained in line with GOI directives.

★ Innovative safety measures including usage of Anti collision and Anti sleep devices to aid drivers

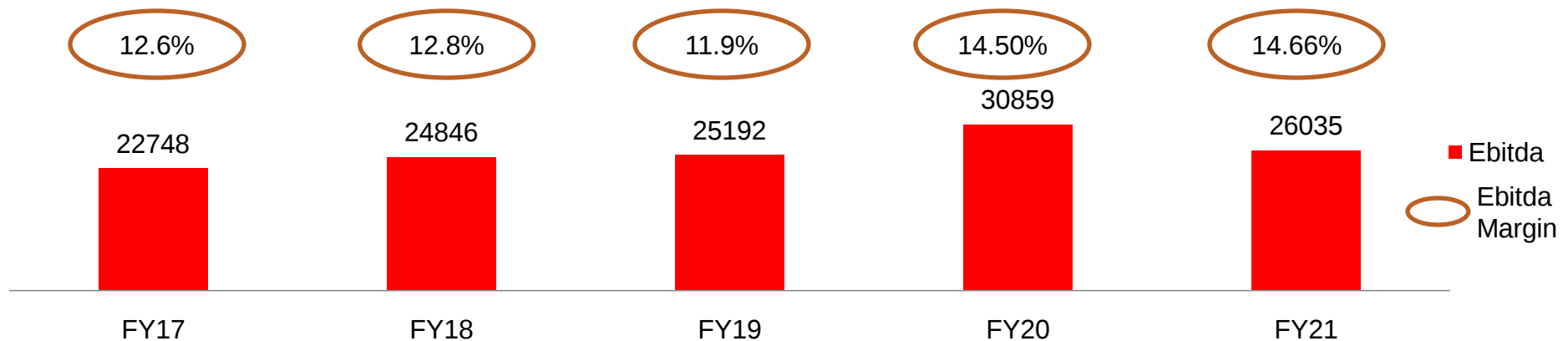
Segment Performance–Q4FY21 & FY21

(INR in lakhs)	Bus Operations				
	Quarter ended			Year ended	
Particulars	31.03.2021 (Audited) (refer note 2)	31.12.2020 (Unaudited)	31.03.2020 (Audited) (refer note 2)	31.03.2021 (Audited)	31.03.2020 (Audited)
Revenue	5614.43	5211.53	7058.24	13033.56	34371.06
EBITDA	(443.20)	472.88	649.68	(703.15)	4863.98
EBITDA Margin(%)	(7.89%)	9.07%	9.20%	(5.39%)	14.15%
EBIT	(924.33)	167.79	79.74	(2446.23)	2331.57
EBIT Margin(%)	(16.46%)	3.22%	1.13%	(18.77%)	6.78%

Revenue from Operations (INR Lakhs) & Growth rate (%)

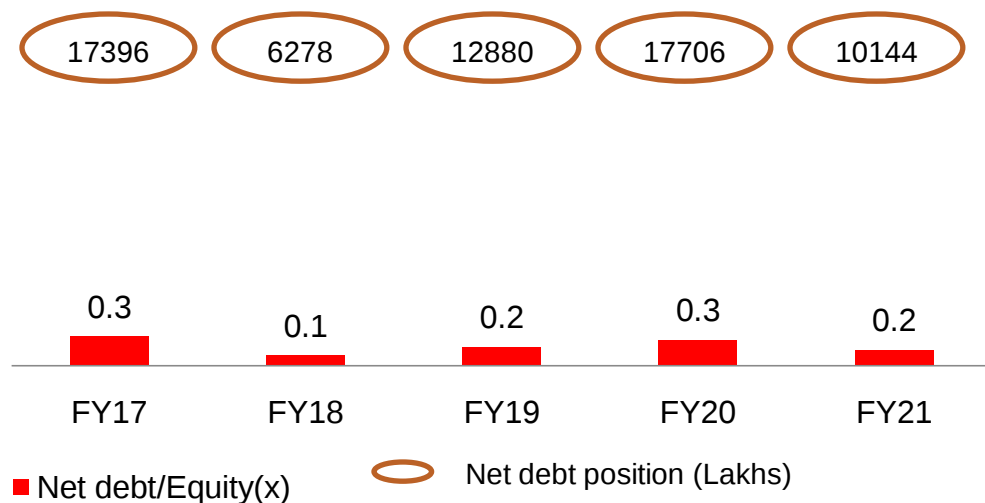


EBITDA (INR Lakhs) & EBITDA margin (%)



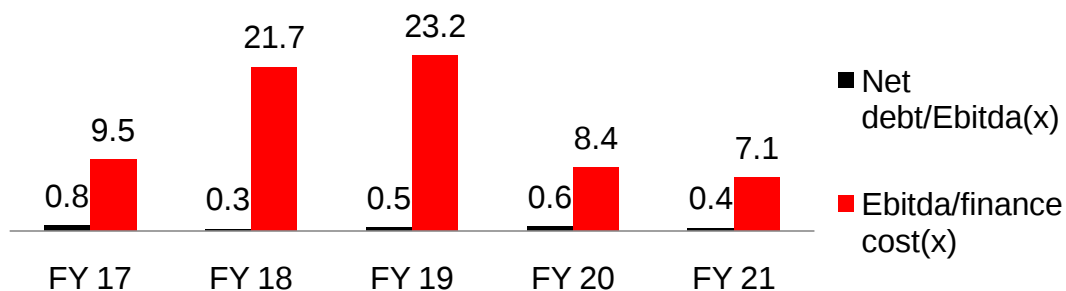
Leverage Metrics

Net Debt to Equity

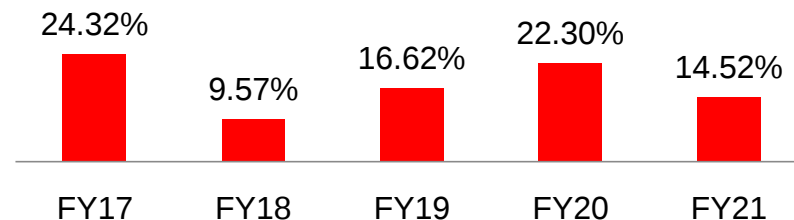


Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings.

Leverage metrics

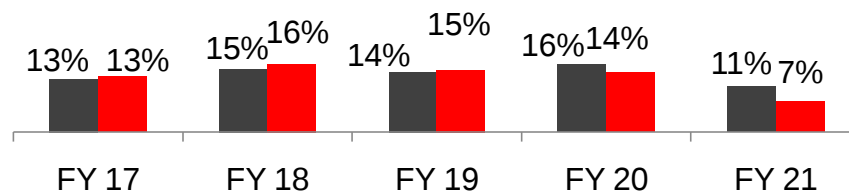


Gearing Ratio



Return metrics

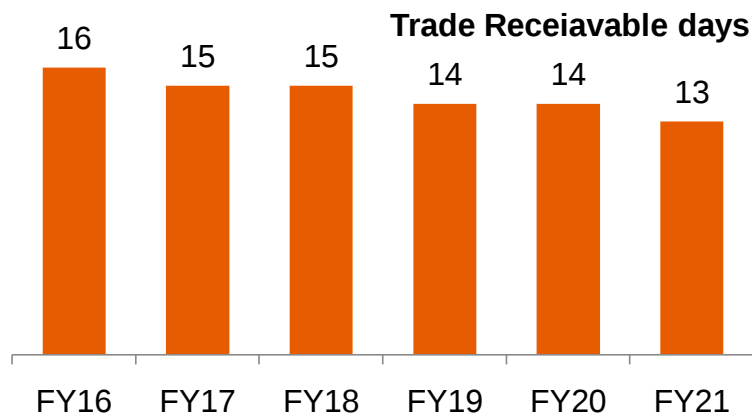
- Return (Profit for the year+Finance costs) on Average capital employed
- Return(Profit for the year) on average equity





Receivables

- Trade receivables at 13 days of total revenue in FY21
- High-quality and diversified customer base
- *Efficient* collection process
- Conservative credit policy
- Rotation of working capital

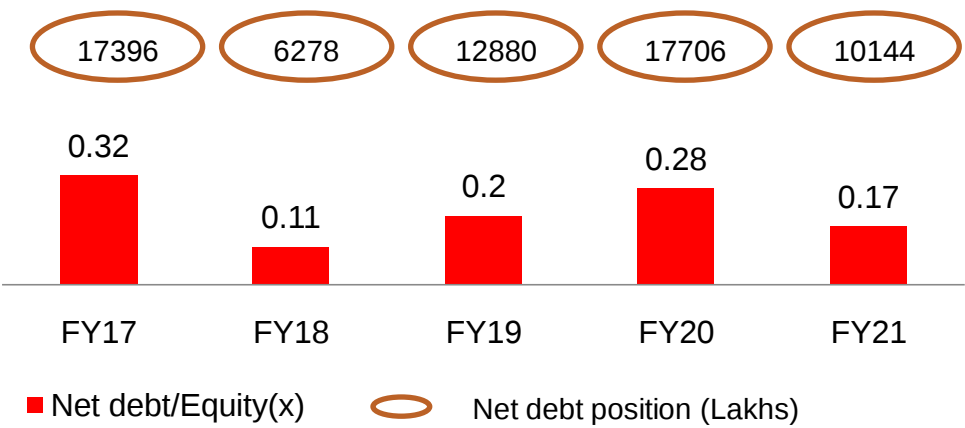


Debt

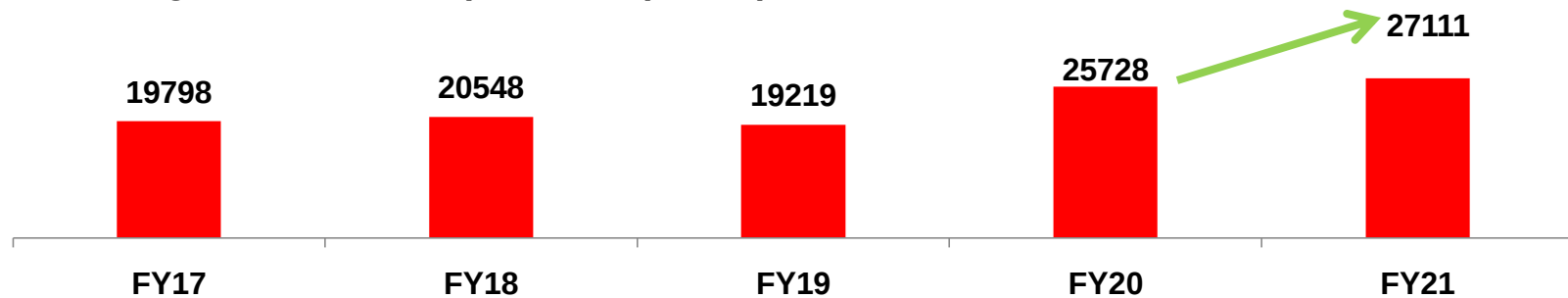
Net debt reduced from Rs17705.83 lakhs as on Mar 31, 2020 to Rs 10144.31 lakhs as on Mar 31, 2021

- The ICRA Debt Rating is maintained A+ (stable).

Net debt/Equity(x)

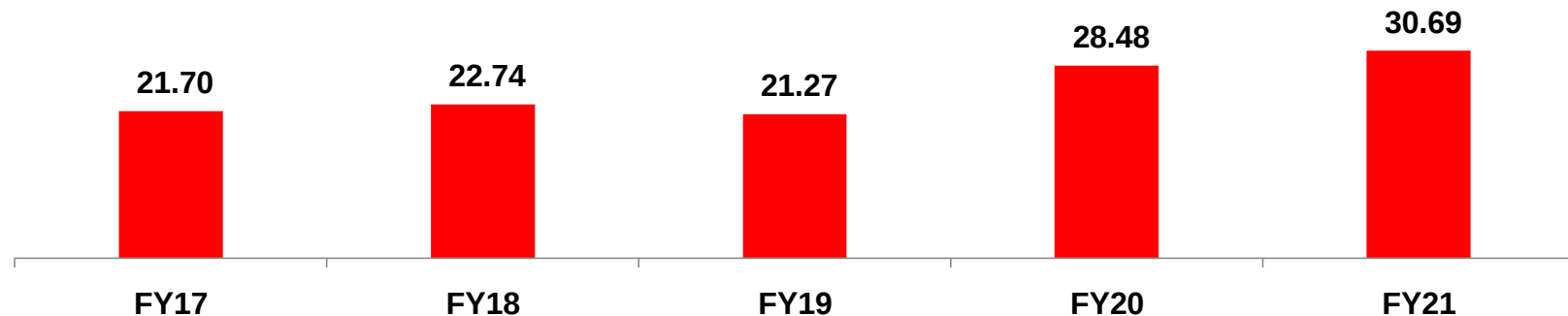


Net Cash generated from operations (Lakhs)



➤ *Cash Flow increases 5.4 % YoY from 25728 lakhs to 27111 lakhs*

CASH EPS Net Cash generated from operations / Number of shares



➤ **Healthy cash earnings per share indicates the company's ability to generate free cash flow consistently over the years**

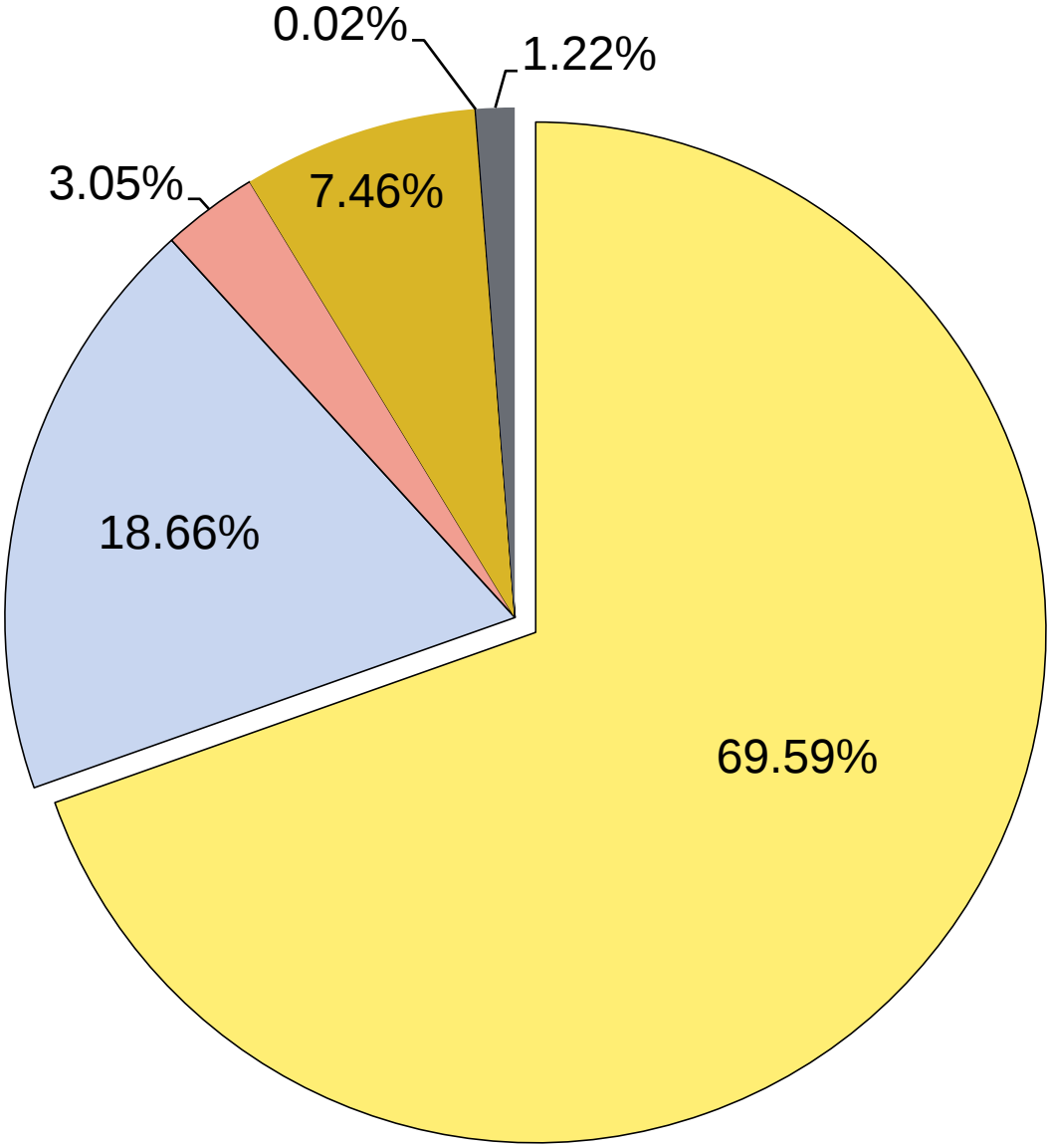
Unparalleled Growth

Year	Total Number of Vehicles	Total Turnover INR in Lakhs		Year	Total Number of Vehicles	Total Turnover INR in Lakhs
1983-84	8	28		2002-03	1202	16826
1984-85	11	40		2003-04	1255	20419
1985-86	15	68		2004-05	1683	27739
1986-87	24	140		2005-06	1891	35695
1987-88	45	199		2006-07	2426	44295
1988-89	81	290		2007-08	2697	54695
1989-90	117	405		2008-09	2668	65066
1990-91	147	709		2009-10	2730	71625
1991-92	215	1063		2010-11	2978	89292
1992-93	248	1375		2011-12	3528	113528
1993-94	292	1763		2012-13	3590	133532
1994-95	398	2386		2013-14	3874	150378
1995-96	525	3105		2014-15	4084	167283
1996-97	596	4189		2015-16	4316	172252
1997-98	621	5078		2016-17	4429	181238
1998-99	792	6459		2017-18	4473	193655
1999-00	945	9337		2018-19	4851	211747
2000-01	1022	12073		2019-20	5158	212886
2001-02	1121	14652		2020-21	4936	177579

Note: Total Number of Vehicles inclusive of staff buses

- Procurement of Bio-fuel @ 23.3% of total quantity in FY21 (31.03% in Q1FY21, 53.18% in Q2FY21, 17.34% in Q3FY21, 4.91% in Q4FY21).
- Increase in Tonnage by 5.99% QoQ, and 15.34% YoY
- Sixteen new branches added in Q4FY21.
- Increase in Goods Transport Kms of owned vehicles by 7.2% QoQ and 16.6% YoY.
- In spite of Increase in Fuel costs by 21.53% QoQ, and 44.08% YoY, Goods Transport segment was able to maintain healthy EBITDA margins of 18.10% in Q4FY21.
- The Company scrapped old and high maintainance vehicles (Trucks and Buses), which also had an impact on decreased repair and maintainance costs.
- The ICRA Debt Rating is maintained A+ (stable).
- Six electric Vehicles(all SV's) added during Q4FY21.
- Enabled All India Permit for Buses from 01.04.2021
- FY21 PAT turns positive driven by Q3FY21 & Q4FY21 performance, thereby indicating successful implementation of business strategies while responding to unique challenges posed by the pandemic.
- The Company completed Buyback of 20,00,000 Equity Shares at a volume weighted average price of Rs.253.36 per Equity Share from the shareholders (excluding promoters, promoter group and persons in control of the Company), via the "open market" route through the stock exchange mechanism with the applicable laws.
- The Board of Directors has recommended a final dividend on equity shares of Rs.4 per equity share (face value of Rs 10/-each) for the year ended 31 March 2021.
- Net debt reduced from Rs17705.83 lakhs as on Mar 31, 2020 to Rs 10144.31 lakhs as on Mar 31, 2021

Shareholding Pattern



- Promoter
- Mutual Funds
- Foreign Portfolio Investors
- General Public
- NBFC (RBI Registered)
- Others

Our Cherished Investors as on Mar 31, 2021 (Top 20)



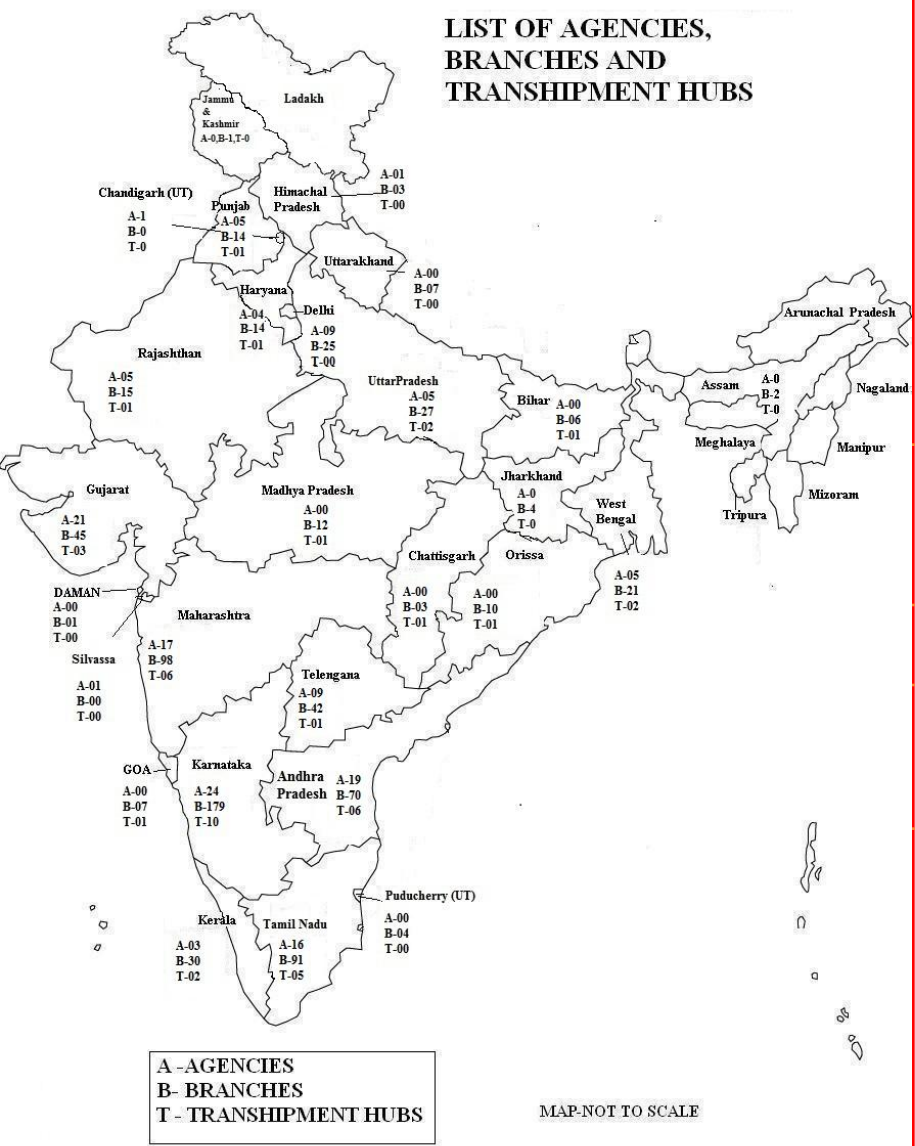
SI No	Investor	Category	% to Equity
1	NIPPON LIFE INDIA TRUSTEE LTD-A/C NIPPON INDIA MULTI CAP FUND	MUT	7.26%
2	IDFC STERLING VALUE FUND	MUT	5.03%
3	ICICI PRUDENTIAL MULTI-ASSET FUND	MUT	4.82%
4	UTI TRANSPORTATION AND LOGISTICS FUND	MUT	0.83%
5	CANARA ROBECO MUTUAL FUND A/C CANARA ROBECO SMALL CAP FUND	MUT	0.72%
6	AB SICAV I - INDIA GROWTH PORTFOLIO	FPC	0.65%
7	NORDEA 1 SICAV - INDIAN EQUITY FUND	FPC	0.44%
8	EMERGING MARKETS CORE EQUITY PORTFOLIO (THE PORTFOLIO) OF DFA INVESTMENT DIMENSIONS GROUP INC. (DFAIDG)	FPC	0.31%
9	THE MASTER TRUST BANK OF JAPAN, LTD. AS TRUSTEE OF HSBC INDIA INFRASTRUCTURE EQUITY MOTHER FUND	FPC	0.24%
10	ACADIAN EMERGING MARKETS SMALL CAP EQUITY FUND LLC	FPC	0.24%
11	EDELWEISS MULTI STRATEGY INVESTMENT TRUST-EDELWEISS CATALYST OPPORTUNITIES FUND	AIF	0.17%
12	THE EMERGING MARKETS SMALL CAP SERIES OF THE DFA INVESTMENT TRUST COMPANY	FPC	0.17%
13	T KASIVEL	PUB	0.13%
14	VASANTHA KASIVEL	PUB	0.12%
15	THE BOARD OF REGENTS OF THE UNIVERSITY OF TEXAS SYSTEM-ACADIAN ASSET MANAGEMENT	FPC	0.12%
16	BNS ASIA LIMITED	FPC	0.10%
17	COMMONWEALTH OF PENNSYLVANIA PUBLIC SCHOOL EMPLOYEES RETIREMENT SYSTEM/GE328-ACADIAN ASSET MANAGEMENT	FPC	0.10%
18	BUMA-UNIVERSAL-FONDS I	FPC	0.09%
19	ROHA EMERGING COMPANIES FUND	AIF	0.09%
20	CITY OF NEW YORK GROUP TRUST	FPC	0.09%

Note : Top 20 List (PAN based) excluding promoters

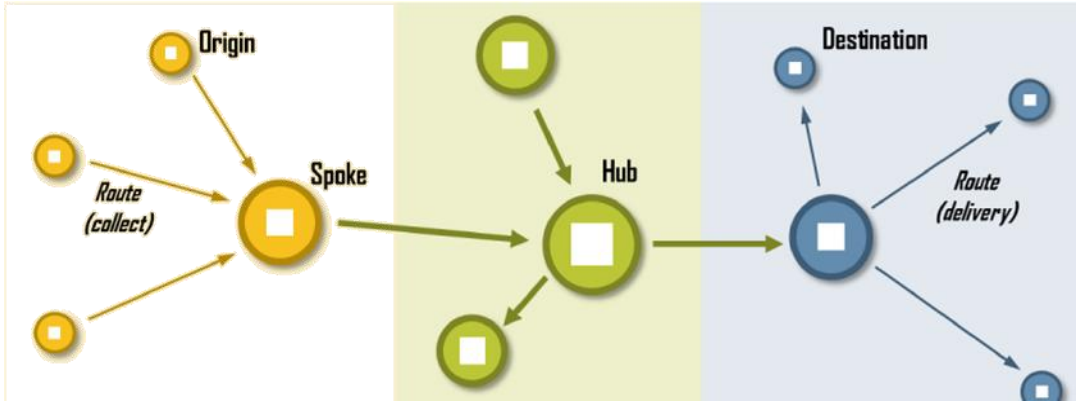
- To focus on high margin and growth oriented Goods Transportation segment
- Procurement of e-vehicles in a phased manner
- To capitalise on the scrappage policy.
- To garner higher freight volumes and maintain business operations with optimal capacity utilization and focus on higher margin parcel delivery services.
- Focusing on increasing Operating Kms of Own vehicles.
- To ensure the availability of sufficient number of drivers and labour for unhampered ground level operations. .
- To maintain robust & healthy financial position.
- To enhance efficiency and have control over key costs to counter the incremental overhead costs arising out of Covid-19 developments.
- To educate and create health awareness among the employees and emphasise on maintaining proper sanitation at the workplace.



LIST OF AGENCIES,
BRANCHES AND
TRANSHIPMENT HUBS



Note: Figures of branches in map includes hubs



Consolidation Aggregation & Segregation Last Mile Delivery

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

Presence in 22 States, 4 Union Territories

Operations through 685 Branches, 145 Agencies and 45 Transshipment hubs

Pan India Presence

One of the largest surface transportation networks in India

Last Mile connectivity

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

Market Leader

Market Leader in the LTL segment

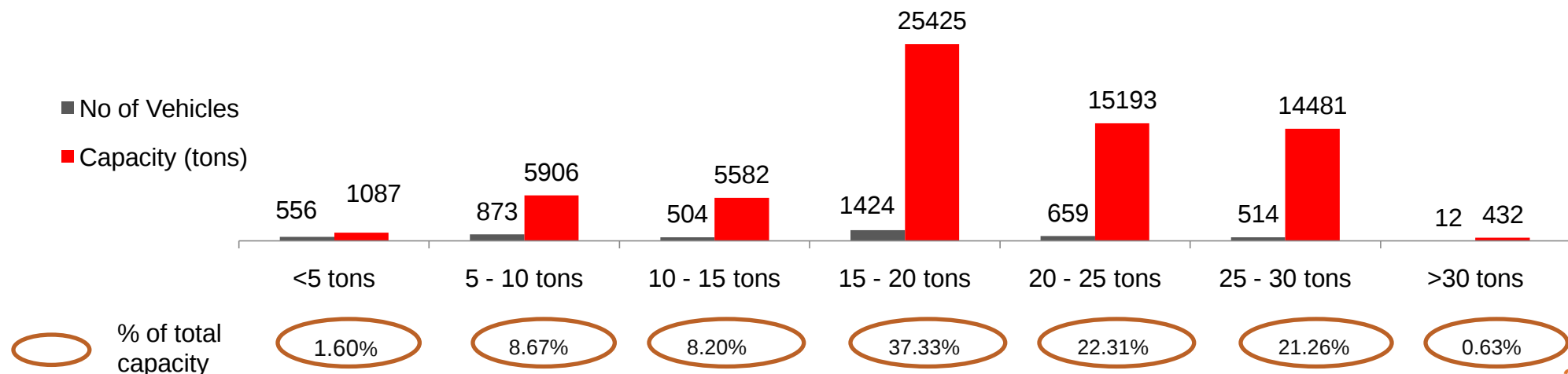
Established Brand

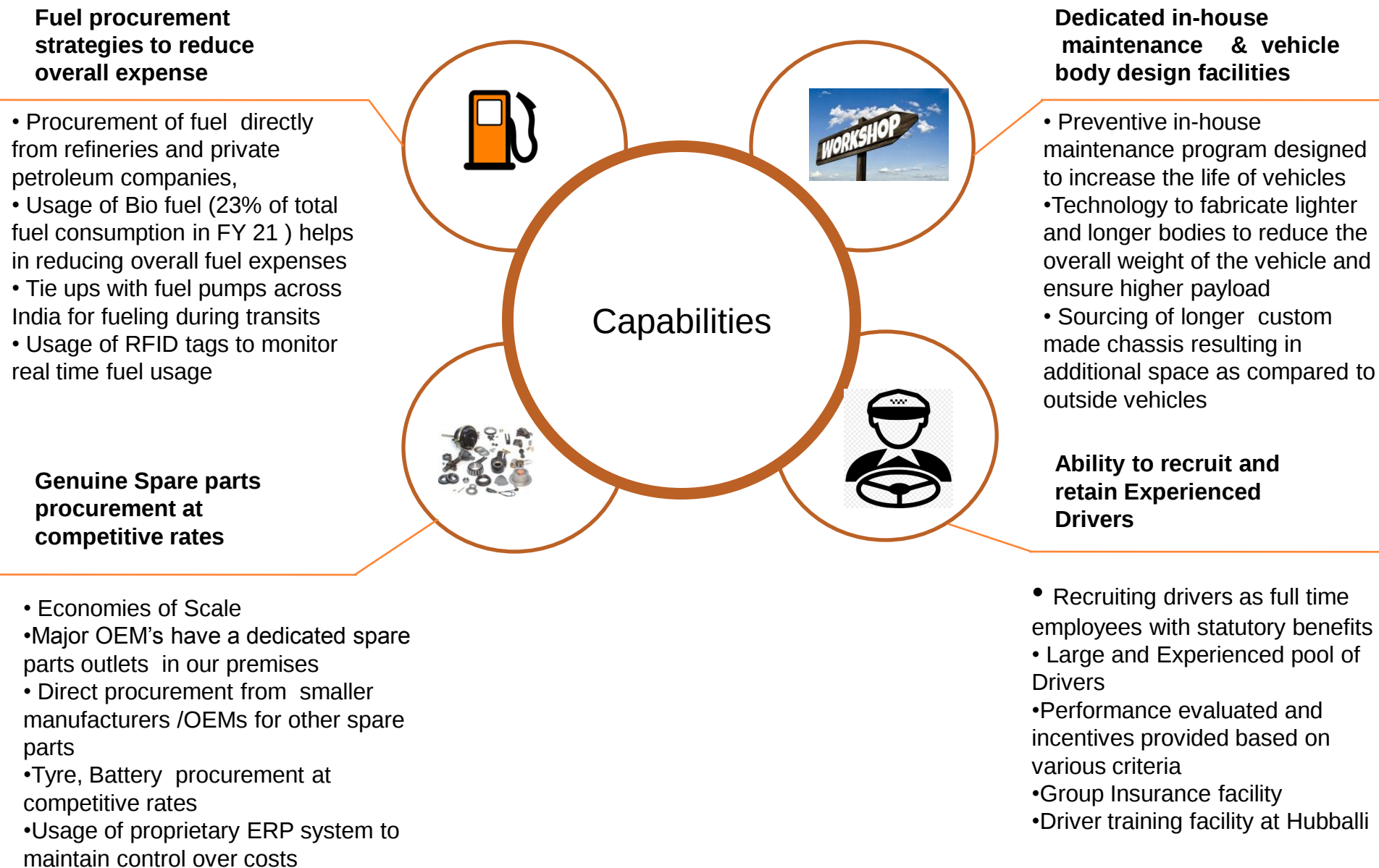
Has been a logistics pioneer for over four decades

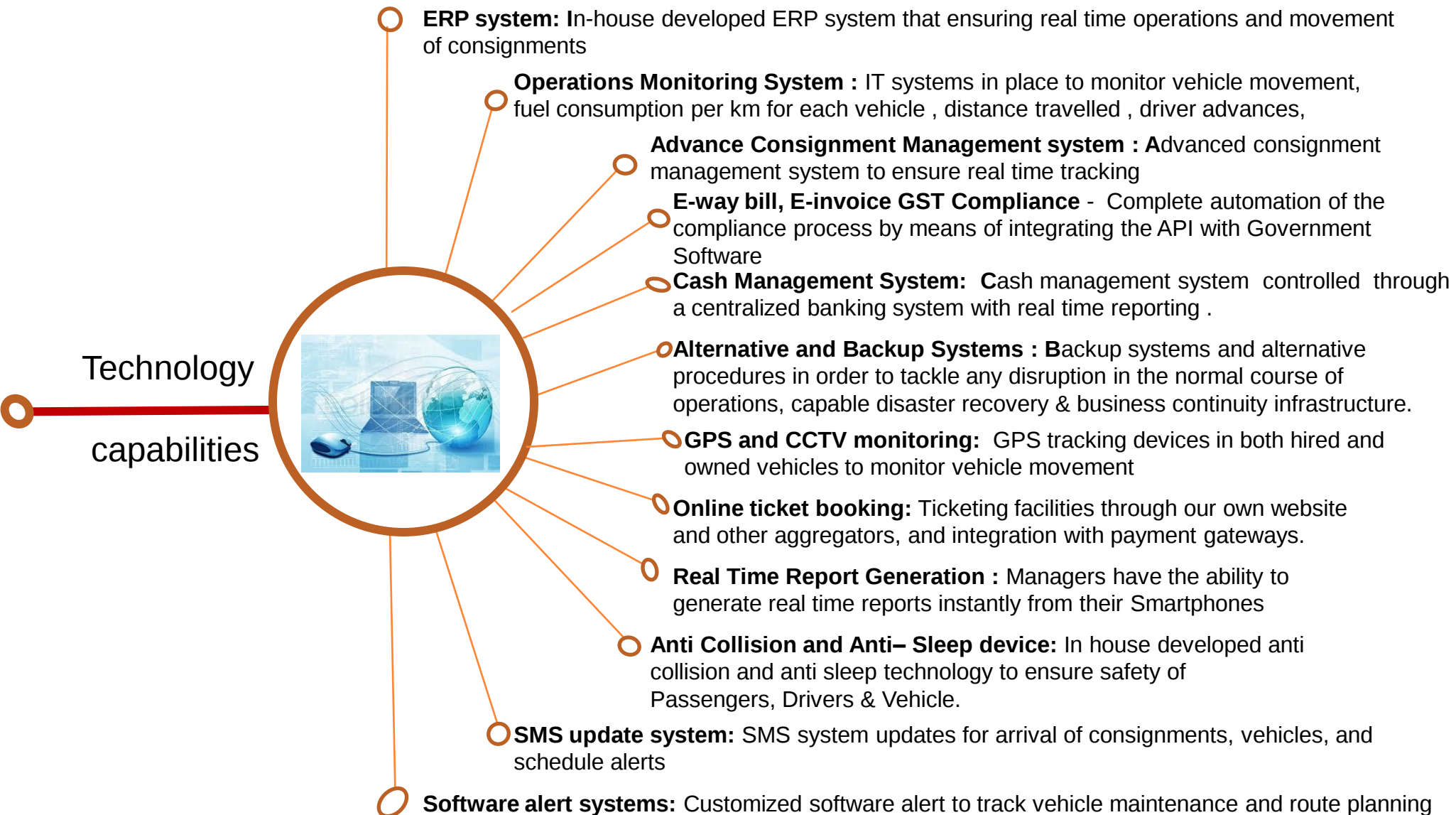
Own Vehicle Numbers										
As of	0.5 tons to 2.5 tons (a)	2.5 tons to 7.5 tons	7.5 tons and above	Car Carrier (1)	Available Capacity (tons)	Tanker (2)	Cranes (3)	Total Vehicles Owned	BUSES	TOTAL FLEET
31-Mar-17	117	969	2723	102	52099	17	13	3941	419	4360
31-Mar-18	150	960	2765	102	52954	17	13	4007	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

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 Mar 31, 2021









Dr. Vijay Sankeshwar
Chairman and Managing Director



Honored with the Padma Shri Award (the fourth highest civilian award) on the eve of Republic Day, 2020 for contribution to Trade and Industry



Honored with Karnataka Rajyotsava award on Nov1, 2019, the second-highest civilian honor given by the Government of Karnataka.

- Actively involved in day-to-day management, has over four decades of experience in the logistics industry.
- Former Member of Parliament in the 11th 12th and 13th Lok Sabha
- Honorary Doctorate by Karnatak University.
- Recipient of several awards including the 'Udyog Ratna' by Institute of Economic Studies New Delhi in 1994.
- 'Transport Personality of the year' (CEAT Indian Road Transportation Awards 2012).



Mr. Anand Sankeshwar
Managing Director

- Actively involved in day-to-day business operations.
- 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
- The Most Admired Entrepreneur of the Year (Logistics)' by the Rising Leadership Awards 2017.
- The prestigious "GAME CHANGER AWARD 2018" award by Media News 4u.com in February 2019



Mr. K N Umesh
Executive Director

Mr. Ramanand Bhat
Executive Director

Mr. Sunil Nalavadi
Chief Financial Officer

Mr. Aniruddha Phadnavis
Company Secretary & Compliance Officer



Mr. Sanganagouda Patil
Vice President (Human Resource Development)

Mr. Raghavendra Malgi
Vice President (Accounts)

Mr. Prabhu Salageri
Vice President (Travels)

Mr Dhruvaraj Kulkarni
Vice President (Finance)

Mr. Siddangouda Hatti
Vice President (Administration)

1976	Dr. Vijay Sankeshwar started goods transportation business through a proprietary firm
1994	Became a deemed public limited company
1996	Commencement of Bus Operations
1997	Status of the company changed from deemed Public Limited Company to Public Limited Company
2003	Entered into Limca Book of Records as the largest fleet owner of commercial vehicles in the pvt sector in India
2006	Company name changed to VRL LOGISTICS LIMITED , Obtained ISO 9001:2000 certification
2007	Diversification into Wind Power Generation
2008	Purchased a Premier 1A aircraft from Hawker Beechcraft Incorporation, USA
2012	- Private Equity Placement, - Turnover crosses Rs 1000 crores
2015	Listing on NSE and BSE stock exchanges
2017	Registered as a Member of International Air Cargo Association (IATA)
2018	Open Market buyback to reward Shareholders
2019	Turnover crosses Rs 2000 crores.
2020	Owned vehicles number crossed 5000. (Total Vehicles are 5158 as of 31 st Mar, 2020)
2021	Open Market buyback to reward Shareholders

Industry awards and recognitions



Prawaas 2017- India International Bus & Car Travel award for “ Best in Passenger Safety Measures” in large size vehicle category



Best transporter -2016 award from Frost & Sullivan



Excellence in operational efficiency award -2016 from Express supply chain logistics



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



‘CEAT India Road Transportation Awards – 2010’ for Operational Excellence in South Region” and “Environmental Conservation in South Region.”



VRL has received numerous industry awards and recognitions over the years

THANKING YOU



For further discussions/queries Please contact :

**Sunil Nalavadi
Chief Financial Officer
+91 93425 59298**

cfo@vrllogistics.com