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To,

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

**National Stock Exchange of India Limited  
Exchange Plaza, Plot No.C/1, G-Block,  
Bandra – Kurla Complex, Bandra (E),  
Mumbai – 400 051  
Scrip Code: 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: 21.05.2025**

**Place: Hubballi**

# Financial Results for the Quarter and Year ended March 31<sup>st</sup>, 2025



Leading the way in LTL logistics with a robust owned-asset infrastructure, ensuring reliability and service excellence

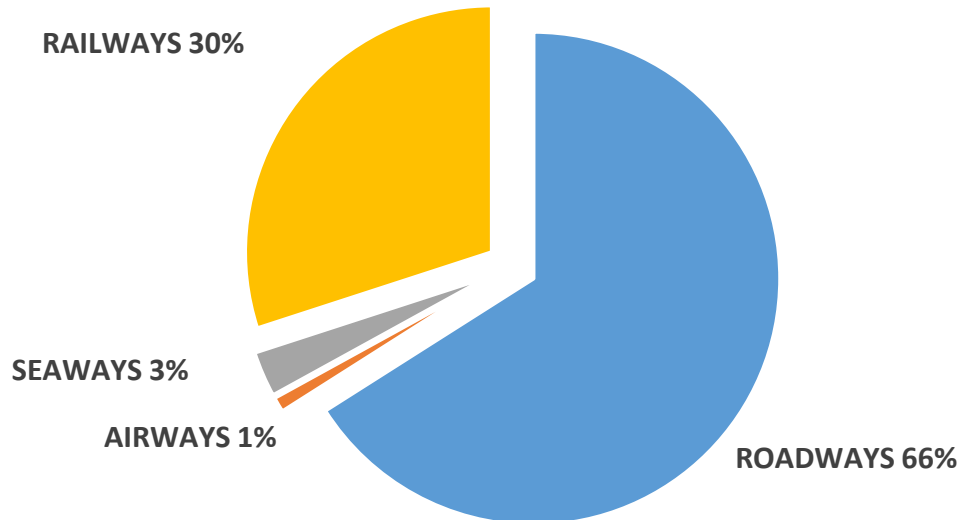
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# LOGISTICS IN INDIA

## Road Transportation

Dominant mode handling about 66% of freight movement, reputed for flexibility and door-to-door delivery. Only Roadways connect remote and rural areas.



1



2

## Rail Logistics

The Indian railway system provides a reliable and cost-effective option for bulk and long-distance freight movement.



3

## Air Cargo

Air freight is the preferred choice for time-sensitive and high-value shipments, ensuring rapid delivery across the country and globally.



4

## Seaways

Important for heavy and bulky cargo; coastal and inland shipping routes are being expanded.





# SIGNIFICANCE OF ROADWAYS IN INDIAN LOGISTICS LANDSCAPE

The Logistics Performance Index (LPI) report reveals a noteworthy advancement in India's infrastructure score, **moving up five places from 52<sup>nd</sup> in 2018 to 47<sup>th</sup> in 2023**

LPI ratings for India has shown improvement, **rising to the 38<sup>th</sup> position out of 139 countries in 2023 from its 54<sup>th</sup> ranking in 2014.**

Average pace of NH construction increased by 143% to 28.3 km/day from 2014

The NH network increased by 60% from 91,287 km in 2014 to 1,46,195 km in the year 2024. 4-lane and above - National Highways (excluding HSCs): The length grew approximately 2.5 times, from about 18,300 km to 45,900 km between 2014 and 2024

1

## Backbone of Transportation

- Roadways serve as the primary mode of transportation, connecting rural and urban areas, enabling the efficient movement of goods and materials across the country.

2

## Accessibility and Reach

- India's extensive road network provides unparalleled accessibility, reaching even remote and isolated regions, ensuring delivery of essential supplies and services.

3

## Cost-Effective and Flexible

- Roadways offer a cost-effective solution, with the ability to adapt to changing demands and deliver goods on a just-in-time basis.

4

## Integrating Rural Economies

- Robust road infrastructure integrates rural economies with the larger national supply chain, empowering local producers and connecting them to wider markets.

# PRESENT LOGISTICS SCENARIO

## Challenges

Compliance issues, Regional brokers, Pricing, Low efficiency & Transparency. Often market is dependent on middle men adding to increased costs

## Ownership

Truck owners with less than five trucks dominate the logistics industry making it one of the most fragmented industries

## Dominance of Unorganized players

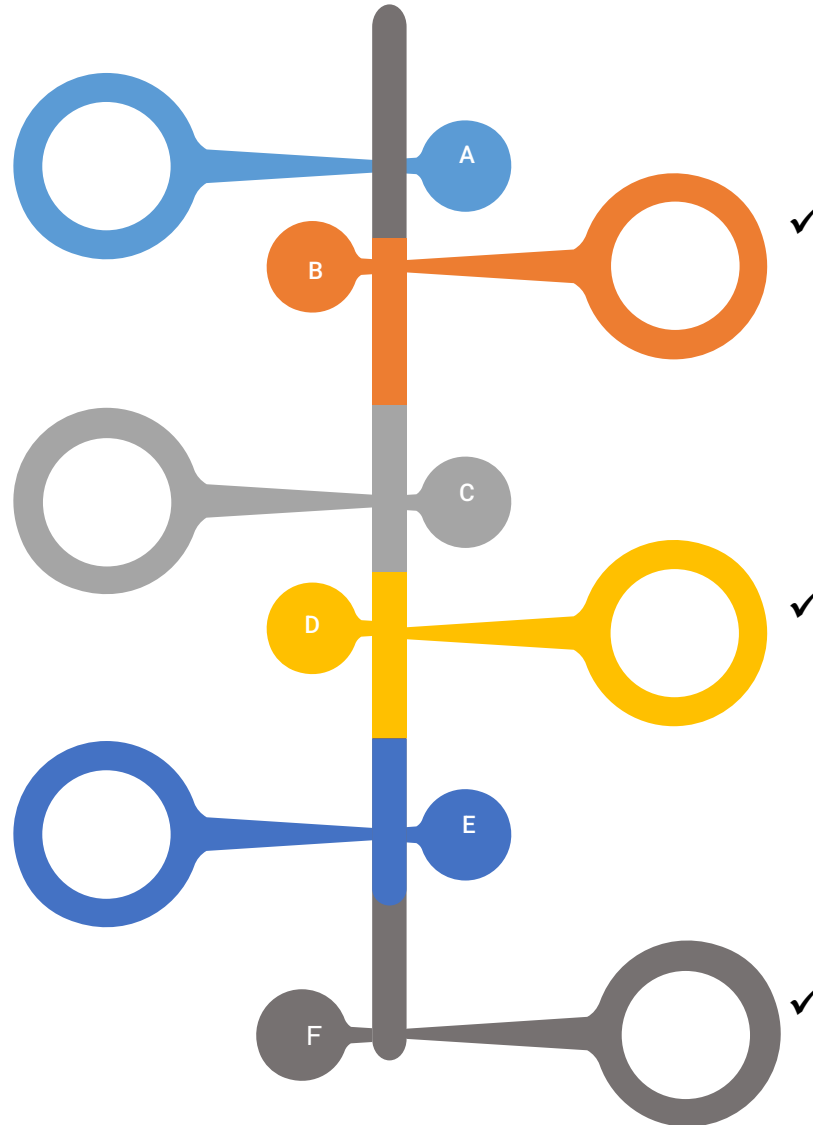
Two most unorganized sectors dominate the logistics market – Road Transport & Warehousing.

## Solutions

- Increase in regulatory compliances
- Shift mindset from logistics provider to problem solver with modern digital initiatives and enable entities being digitally capable of adapting to digital transformations
- Platformisation to aggregate fragmented service providers and better utilization of trucks

# VISION 2030- LOGISTICS SECTOR

- ✓ India aims to be one of the top 20 countries in the World Bank Logistics Performance Index by 2030.
- ✓ It will be powered by next-gen technologies such as big data, AI, Blockchain, and Internet of Things, backed by 21st-century infrastructure.
- ✓ It will be aligned with best practices across the world and develop on par with global standards.



✓ The reimagined supply chain will make India “Atmanirbhar” and strongly complement “Make in India” and “Startup India”, building a globally competitive supply chain.

✓ The supply chain industry will be an optimized and automated logistics ecosystem, with a simplified distribution system and a sustainable, green, resilient, and flexible supply chain.

✓ A more efficient logistics sector will support overall economic growth by facilitating trade, reducing costs for businesses, and enhancing supply chain resilience.

# And VRL is all set to encash on India's growth story by ....

.....maintaining its  
position as the leading  
service provider in the  
LTL segment by scaling  
up its infrastructure to  
deliver unmatched service  
levels committed to  
Quality, Reliability &  
Punctuality



# VRL – MARKET LEADER IN B2B PARCEL SEGMENT



VRL

Operating model

6115 GT VEHICLES

Distribution Network

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

Integrated hub-and-spoke operating model ensuring efficient consignment distribution. Customised supply chain solutions with storage facilities

Efficient operations with owned fleet which includes a wide range of Trucks, Trailors, and specialized equipment

Robust pan India network across 24 states, 5 union territories, having 1253 branches, including 50 massive transshipment hubs

Vehicle Design and Development

Lower Costs

Entry Barrier

Self Reliant

Chassi Specially Designed by OEM`s  
In-house Vehicle designing facilities ensuring higher payloads

1241 vehicles (~20%) fully Depreciated  
4961 vehicles (~81%) Debt Free

Owned Vehicle operations, maintenance & Driver management

Dedicated In-house maintenance facilities, inventory of spare parts

Proprietary ERP system

Financial performance & position

Regulatory compliance

Minimal Outsourcing of transport

In-house developed ERP system ensuring real time operations and movement of consignments

EBITDA margins @ **19% (FY25)** & **23% (Q4FY25)**. Apt asset owned model leads to higher operating margins, higher cash flows, higher Cash EPS & return metrics

Complete automation of E-way bill compliance  
Integration of Government GST API with our ERP

Saving margins taken by Outside Vehicle service providers.  
Reliability in service.

# VRL - KEY DIFFERENTIATORS

## Fuel Procurement

- Procurement of diesel directly from Refineries by setting own fuel pumps in key locations
- Supports in improvement of margins

## Lowest Claim ratio in the Industry

- **Rs.259.04 lakh** claim on ~ **42 lakhs tons** handled (**Percentage to revenue is 0.08%**)
- All Consignments tagged with barcodes & scanned for effective tracking
- Vehicles equipped with OTP locks for additional security

## Wide range of Customers

- Not dependent on any major customer or any product category
- Diversified Customer base offering varied Commodity mix

## Most efficient collection mechanism

- Provisions for Bad debt (FY25) ~ **Rs.61.98 lakhs** on ~ **Rs. 3186 Cr.** Revenue
- Hardly any collectible more than 90 days.
- Trade Receivables at **12** days of Total revenue in FY25

## Lower Net Debt Level
















- **Net Debt @ INR 396 Crs**
- Lower cash burnout for servicing and repayment

## Experienced Manpower

- **21000+** Employees
- Lowest attrition rate
- **9000+** drivers on company payroll with all statutory benefits

# FINANCIALS

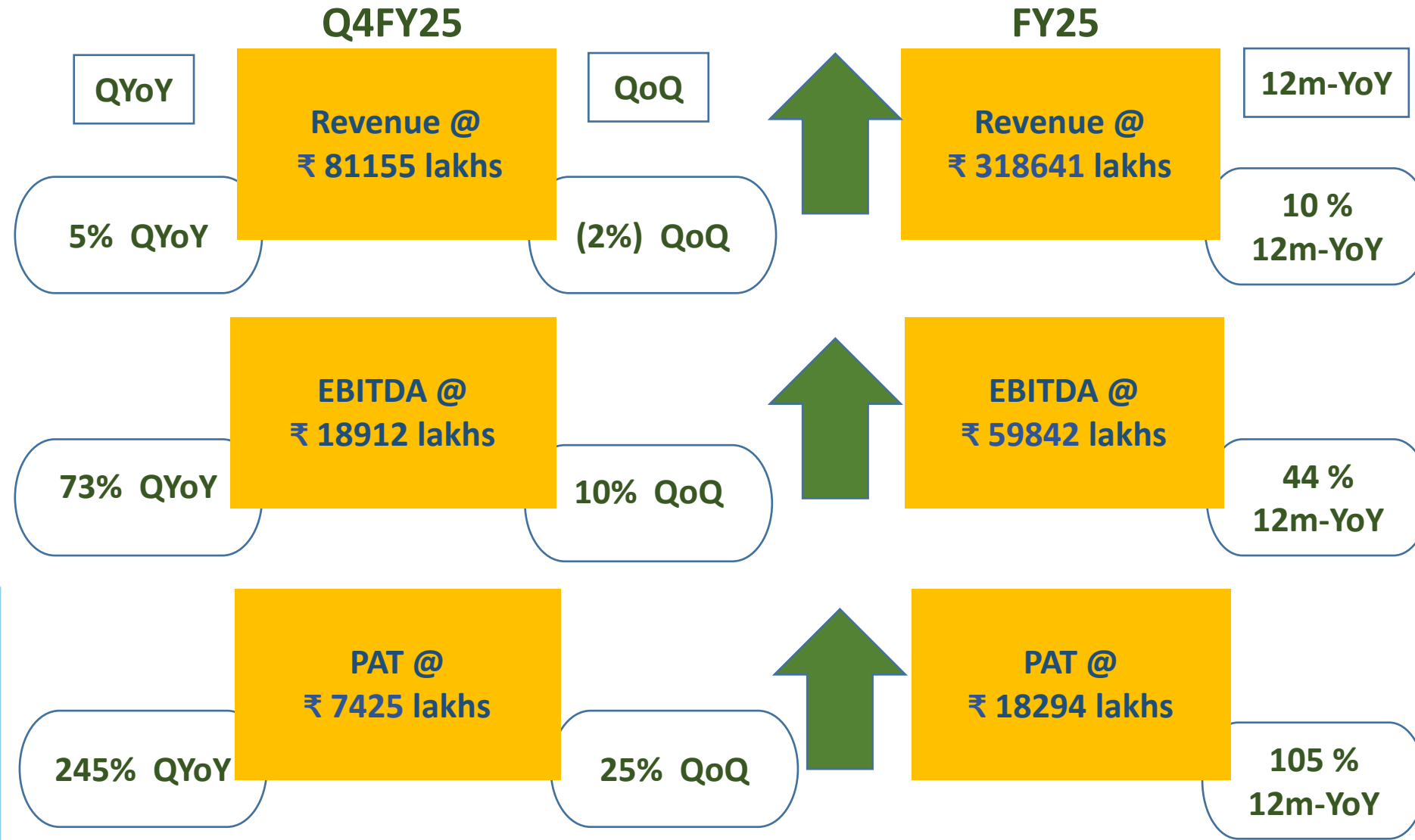
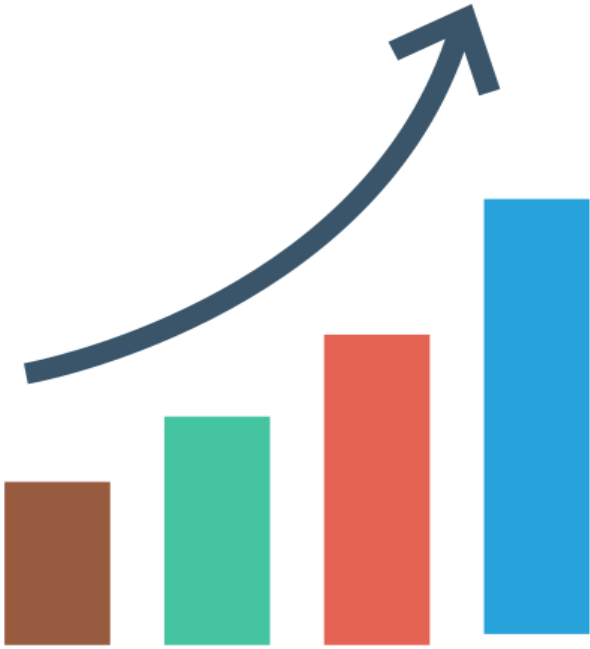
# KEY METRICS

	Q4YoY	QoQ	12MYoY
Total Income (₹ in Lakhs)	81155  5%	81155  (2%)	318641  10%
	77221	83090	290972
Branches (Number's)	1253  44	1253  5	1253  44
	1209	1248	1209
Tonnage Delivered (in'000s)	1006  (11%)	1006  (9%)	4272  0.01%
	1130	1104	4272
Capacity Addition (tons)	85261  (1.3%)	85261  (0.8%)	85261  (1.3%)
	86405	85950	86405
Capex (₹ in lakhs)	4797  (1862)	4797  (22808)	44366  15338
	6659	27605	29028

# DRIVING GROWTH, DELIVERING STRENGTH : "A POWERFUL QUARTER OF PERFORMANCE!"

A Strong Quarter marked by:

- Revenue Growth; Substantial Improved Profit Margins; Robust Cash Flow
- Demonstrating effective Cost Management and Strategic Execution



Interim dividend of ₹ 5 & Final dividend of ₹ 10  
Enriching Shareholder Value



# FINANCIALS

₹ in Lakhs	Q4		Q4 YoY	Q3	QoQ	12m		12m YoY
	FY25	FY24	Growth (%)	FY25	Growth (%)	FY25	FY24	Growth (%)
Revenue from Operations	80903	76840	5%	82522	(2%)	316095	288862	9%
Other Income	251	381	(34%)	568	(56%)	2546	2110	21%
<b>Total Income</b>	<b>81155</b>	<b>77221</b>	<b>5%</b>	<b>83090</b>	<b>(2%)</b>	<b>318641</b>	<b>290972</b>	<b>10%</b>
<b>EBITDA</b>	18912	10915	73%	17209	10%	59842	41454	44.4%
Margin (%)	23%	14%		21%		19%	14%	
<b>EBIT</b>	12536	5087	146%	10753	17%	34479	19838	74%
Margin (%)	15%	7%		13%		11%	7%	
<b>PBT (before Exceptional items and tax)</b>	9960	2911	242%	8346	19%	24996	12051	107%
Margin (%)	12%	4%		10%		8%	4%	
<b>PAT</b>	<b>7425</b>	<b>2154</b>	<b>245%</b>	<b>5942</b>	<b>25%</b>	<b>18293</b>	<b>8906</b>	<b>105%</b>
Margin (%)	9%	3%		7%		6%	3%	

# FINANCIAL PERFORMANCE

## Revenue Analysis

- Revenue increases by 5% Q4YoY, decreases 2% QoQ , up by 10% YoY
- Volumes stable at 4272 thousand tons 12mYoY with realization improved by 9% @ ₹.7315 per ton(FY25). Our strong value proposition and customer trust have ensured booking stability, showcasing market resilience even under challenging pricing conditions
- Volumes declined 11% QYoY and 9% QoQ. A thorough analysis of business contracts, coupled with the strategic discontinuation of low-margin business agreements, impacted volume growth.
- Realisation increased 18% QYoY and 7% QoQ . The increase in freight rates in earlier quarter and thorough business analysis in the current quarter led to higher realisations. This enabled us to reach highest ever EBITDA margins.
- 84 Branches added in FY25 contributed 1% of total tonnage in FY25

# PROFITABILITY ANALYSIS

Q4 YOY	Q4-25	Q4-24	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	23.30%	14.13%	9.17%	<b>Increase in Freight Rates and Discontinuation of low margin business leads to improvement in realisation and margins</b>
Fuel cost	25.66%	29.22%	(3.56%)	<ul style="list-style-type: none"> <li>Fuel consumption qty decreased by 4.2%</li> <li>Average procuring cost per litre of Diesel reduced from ₹ 87.73 in Q4-24 to ₹ 84.52 in Q4-25.</li> <li>Bulk Purchase from refineries as a percent of total quantity increased from 31.51% in Q4-24 to 41.51% in Q4-25</li> </ul>
Lorry Hire	4.09%	8.30%	(4.21%)	<ul style="list-style-type: none"> <li>Decrease in long haul hired vehicle Kms and effective utilization of owned vehicles</li> </ul>
Vehicle Running, Repairs & Maintenance	4.99%	5.02%	(0.03%)	<ul style="list-style-type: none"> <li>Addition of new vehicles and percentage is inline with revenue</li> </ul>
Stores and Spares consumed	2.04%	2.55%	(0.51%)	
Tyres, Flaps and Re-treading	1.80%	2.31%	(0.51%)	
Bridge & Toll expenses	7.42%	7.71%	(0.29%)	<ul style="list-style-type: none"> <li>Increase in number of Toll Plazas from 1383 to 1727 across India, Percentage inline with Revenue</li> </ul>
Rent	2.47%	2.17%	0.30%	<ul style="list-style-type: none"> <li>Addition of new branches. Additional expenses incurred due to introduction of RCM (Reverse Charge Mechanism) on rent payments to unregistered persons from Oct 10, 2024. Part of rental expenses are accounted as Depreciation and Interest expenses under Ind As 116.</li> </ul>
Hamali (Loading & Unloading charges)	6.26%	6.90%	(0.64%)	<ul style="list-style-type: none"> <li>Decrease in Tonnage handled.</li> </ul>
Employee Cost	17.17%	16.60%	0.57%	<ul style="list-style-type: none"> <li>Increase in number of employees due to addition of new branches &amp; Internal promotions on selective basis</li> </ul>
Other Expenses	4.80%	5.08%	(0.28%)	<ul style="list-style-type: none"> <li>Percentage to revenue is decreased due to freight hikes</li> </ul>
Depreciation	7.86%	7.55%	0.31%	<ul style="list-style-type: none"> <li>Increase in Capex and Increase in ROU on account of addition/expansion of new leased branches/TPT's area</li> </ul>
EBIT	15.45%	6.59%	8.86%	<ul style="list-style-type: none"> <li>Due to increase in EBITDA margins.</li> </ul>
Finance Costs	3.17%	2.82%	0.36%	<ul style="list-style-type: none"> <li>Due to increase in debt &amp; increase in Lease Liabilities on account of Addition/Expansion of new leased branches/TPT areas</li> </ul>
PBT	12.27%	3.77%	8.50%	<ul style="list-style-type: none"> <li>Due to increase in EBIT margins</li> </ul>
PAT	9.15%	2.79%	6.36%	<ul style="list-style-type: none"> <li>Due to increase in PBT margins.</li> </ul>

# PROFITABILITY ANALYSIS

QOQ	Q4-25	Q3-25	Difference (%)	Reasons
	(% to Revenue)			
EBITDA	23.30%	20.71%	2.59%	<b>Discontinuation of low margin business leads to improvement in realisation and margins</b>
Fuel cost	25.66%	26.41%	(0.75%)	<ul style="list-style-type: none"> <li>Fuel consumption qty decreased by 6.2%</li> <li>Average purchase cost per litre of fuel increased from ₹ 83.53 to ₹ 84.52</li> <li>Bulk purchase from refineries as a percent of total quantity increases from 39.89% in Q3-25 to 41.51% in Q4-25</li> </ul>
Lorry Hire	4.09%	5.10%	(1.01%)	<ul style="list-style-type: none"> <li>Decrease in long haul hired vehicle Kms,</li> </ul>
Vehicle Running, Repairs & Maintenance	4.99%	4.87%	0.12%	<ul style="list-style-type: none"> <li>Percentage maintained</li> </ul>
Stores and Spares consumed	2.04%	2.30%	(0.27%)	<ul style="list-style-type: none"> <li>Inline with Revenue</li> </ul>
Tyres, Flaps and Re-treading	1.80%	2.48%	(0.68%)	<ul style="list-style-type: none"> <li>Inline with Revenue</li> </ul>
Bridge & Toll expenses	7.42%	7.69%	(0.27%)	<ul style="list-style-type: none"> <li>Inline with Revenue. Increase in number of Toll Plazas from 1669 to 1727.</li> </ul>
Rent	2.47%	2.38%	0.09%	<ul style="list-style-type: none"> <li>Percentage Maintained. Part of rental expenses are accounted as Depreciation and Interest expenses under Ind As 116</li> </ul>
Hamali (Loading & Unloading charges)	6.26%	6.51%	(0.25%)	<ul style="list-style-type: none"> <li>Decrease in Tonnage handled. Percentage maintained.</li> </ul>
Employee Cost	17.17%	16.60%	0.57%	<ul style="list-style-type: none"> <li>Increase in number of employees &amp; Internal promotions on selective basis.</li> </ul>
Other Expenses	4.80%	4.95%	(0.15%)	<ul style="list-style-type: none"> <li>Percentage to revenue is decreased due to improvement in realisations</li> </ul>
Depreciation	7.86%	7.77%	0.09%	<ul style="list-style-type: none"> <li>Percentage maintained</li> </ul>
EBIT	15.45%	12.94%	2.51%	<ul style="list-style-type: none"> <li>Due to increase in EBITDA</li> </ul>
Finance Costs	3.17%	2.90%	0.27%	<ul style="list-style-type: none"> <li>Increase in lease liability on account of addition/expansion of new leased branches/TPT's area.</li> </ul>
PBT	12.27%	10.04%	2.23%	<ul style="list-style-type: none"> <li>Due to increase in EBIT</li> </ul>
PAT	9.15%	7.15%	2.00%	<ul style="list-style-type: none"> <li>Due to increase in PBT</li> </ul>

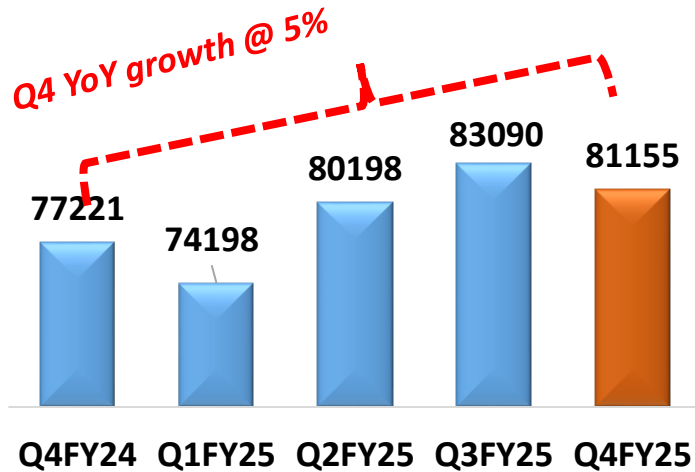
# PROFITABILITY ANALYSIS

YOY	FY25	FY24	Difference (%)	Reasons
	(% to Revenue)			
<b>EBITDA</b>	<b>18.78%</b>	<b>14.25%</b>	<b>4.53%</b>	<b>Increase in Freight Rates and Discontinuation of low margin business leads to improvement in realisation and margins</b>
Fuel cost	27.32%	30.14%	(2.82%)	<ul style="list-style-type: none"> <li>Fuel consumption qty increased by 2.6%. Average purchase cost per litre of fuel reduced from ₹ 87.99 to ₹ 85.03. Bulk purchase from refineries as a percent of total quantity increases from 28.84% to 37.54%</li> </ul>
Lorry Hire	5.54%	7.71%	(2.17%)	<ul style="list-style-type: none"> <li>Decrease in long haul hired vehicle Kms due to improvement in kms by own vehicles</li> </ul>
Vehicle Running, Repairs & Maintenance	4.89%	4.45%	0.44%	<ul style="list-style-type: none"> <li>Increase in Kms covered by owned vehicles. Increase in driver incentives</li> </ul>
Stores and Spares consumed	2.27%	2.38%	(0.11%)	<ul style="list-style-type: none"> <li>Addition of new vehicles. Percentage maintained.</li> </ul>
Tyres, Flaps and Re-treading	2.39%	2.30%	0.09%	<ul style="list-style-type: none"> <li>Addition of new vehicles. Percentage maintained.</li> </ul>
Bridge & Toll expenses	7.75%	7.94%	(0.18%)	<ul style="list-style-type: none"> <li>Increase in number of Toll Plazas from 1383 to 1727 across India, increase in Toll Rates and Increase in Kms by Owned vehicles. the percentage to revenue is decreased due to freight hikes</li> </ul>
Rent	2.37%	2.04%	0.33%	<ul style="list-style-type: none"> <li>Addition of new branches. Expansion in existing branches/TPT area and renewal of Lease Agreements. Part of rental expenses are accounted as Depreciation and Interest expenses under Ind As 116</li> </ul>
Hamali (Loading & Unloading charges)	6.60%	6.73%	(0.13%)	<ul style="list-style-type: none"> <li>Increase in Loading and Unloading charges. However Percentage is maintained due to freight hikes</li> </ul>
Employee Cost	17.11%	16.67%	0.44%	<ul style="list-style-type: none"> <li>Increase in number of employees due to addition of new branches &amp; Internal promotions on selective basis</li> </ul>
Other Expenses	4.97%	5.40%	(0.43%)	<ul style="list-style-type: none"> <li>Percentage to revenue is decreased due to freight hikes</li> </ul>
Depreciation	7.96%	7.43%	0.53%	<ul style="list-style-type: none"> <li>Increase in Capex and Increase in ROU on account of addition/expansion of new leased branches/TPT's area</li> </ul>
EBIT	10.82%	6.82%	4.00%	<ul style="list-style-type: none"> <li>Due to increase in EBITDA</li> </ul>
Finance Costs	2.98%	2.68%	0.30%	<ul style="list-style-type: none"> <li>Increase in debt and Increase in lease liability on account of addition/expansion of new leased branches/TPT's area.</li> </ul>
PBT	7.84%	4.14%	3.70%	<ul style="list-style-type: none"> <li>Due to increase in EBIT</li> </ul>
PAT	5.74%	3.06%	2.68%	<ul style="list-style-type: none"> <li>Due to increase in PBT</li> </ul>



# FINANCIALS

## QUARTERLY TOTAL INCOME



## FY25 EPS

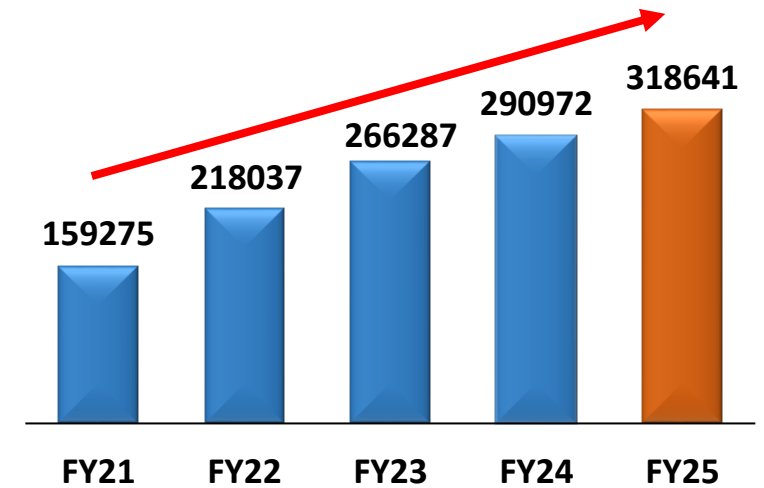
EPS @ ₹ 20.91 - YOY growth of 105%



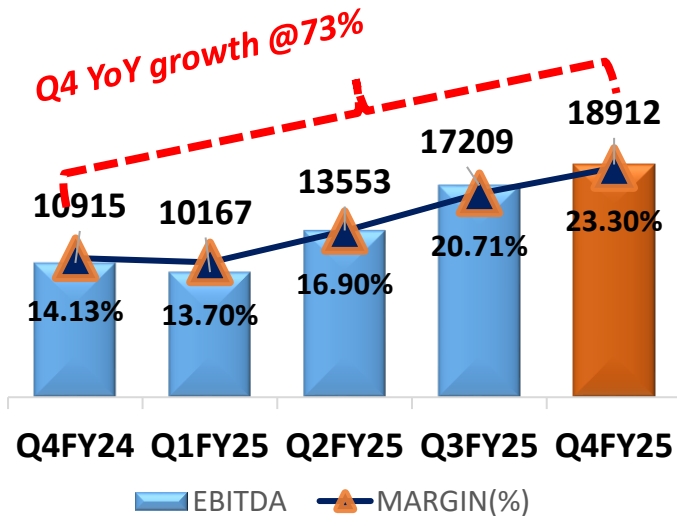
FY25 EPS

EPS surges by 105%, showcasing strong financial performance.

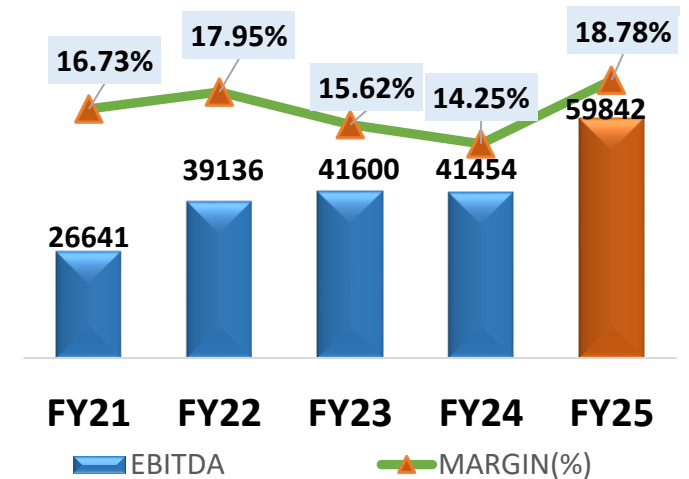
## FY25 TOTAL INCOME



## QUARTERLY EBITDA and MARGINS(%)



## FY 25 EBITDA and MARGINS(%)



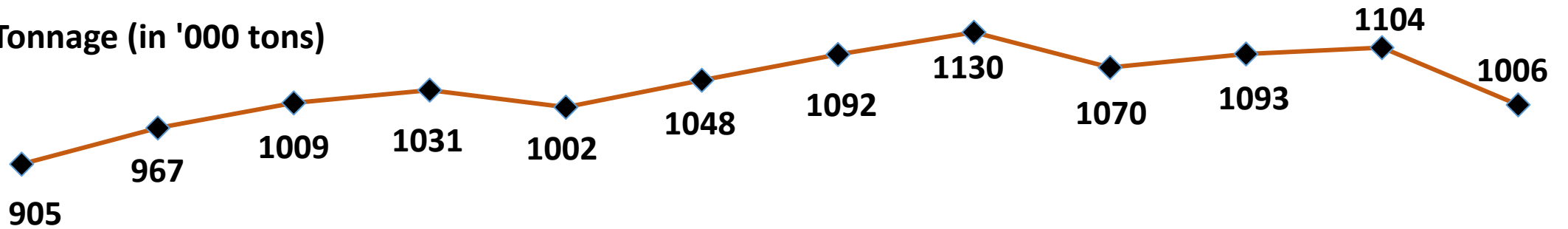
The INCREASE IN MARGINS highlight our Resilience, Operational Excellence and impacts of Strategic Decisions

Note:

• ₹ in lakhs., Total income includes Other Income, EBITDA margins are calculated on Total Income

# TONNAGE AND REALISATION

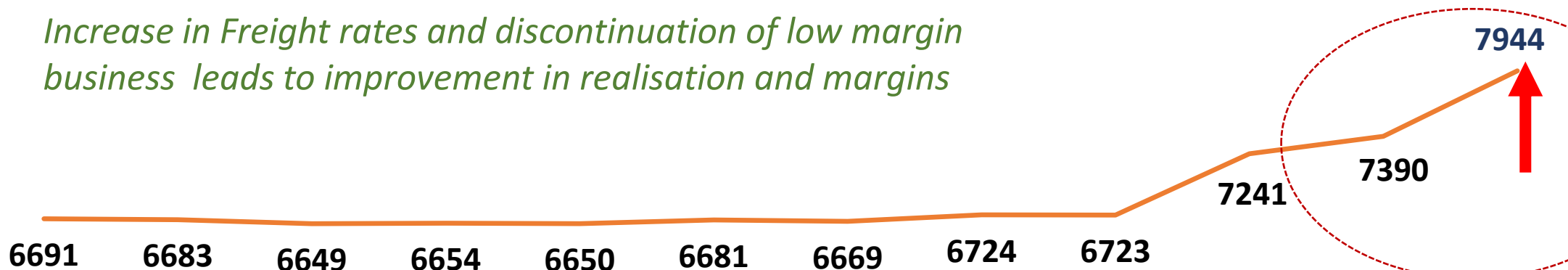
GT Tonnage (in '000 tons)



*11000+ tons serviced on a daily basis (Q4FY2025)*

Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24 Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY25 Q4 FY25

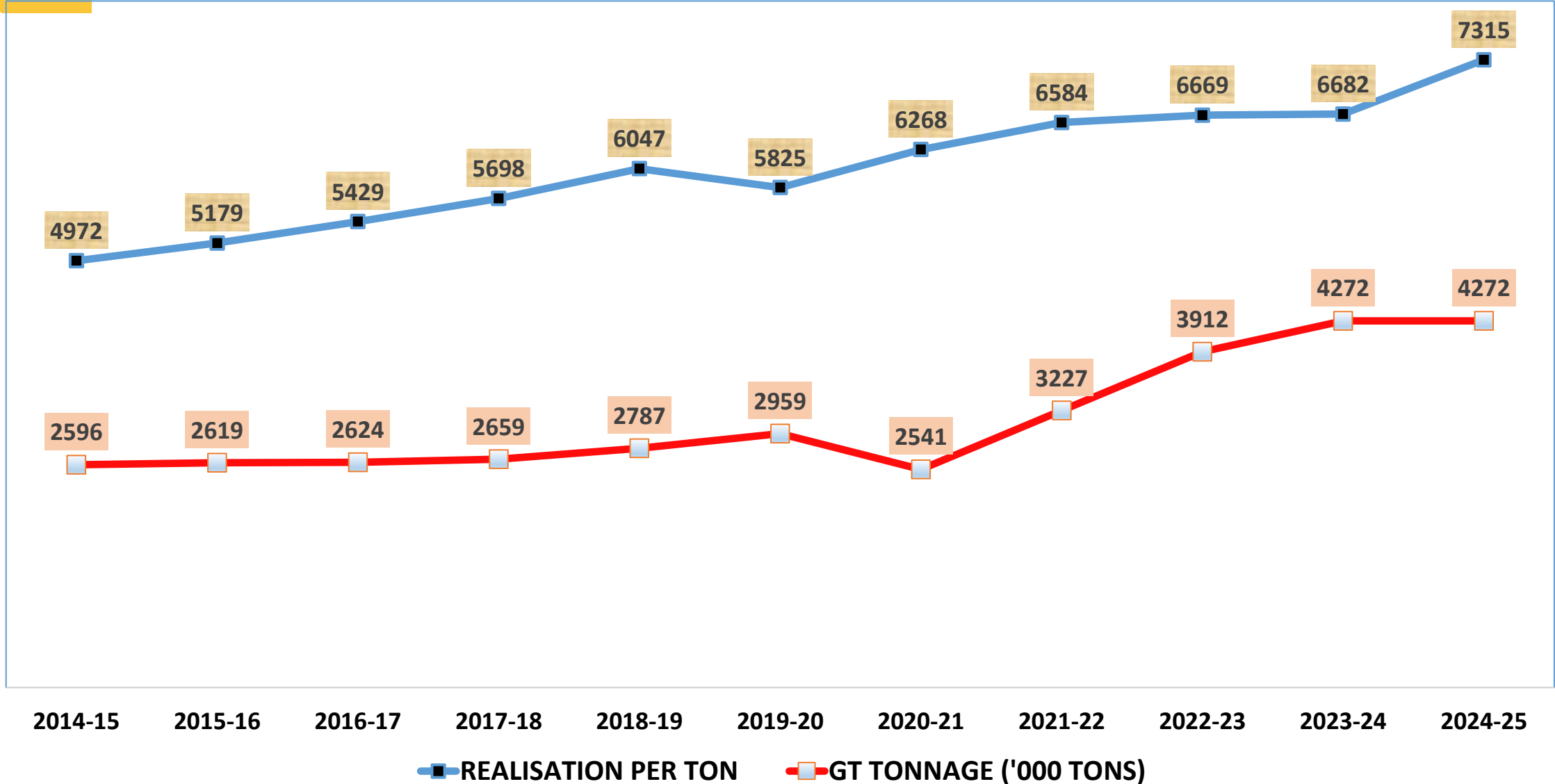
*Increase in Freight rates and discontinuation of low margin business leads to improvement in realisation and margins*



Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24 Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY25 Q4 FY25

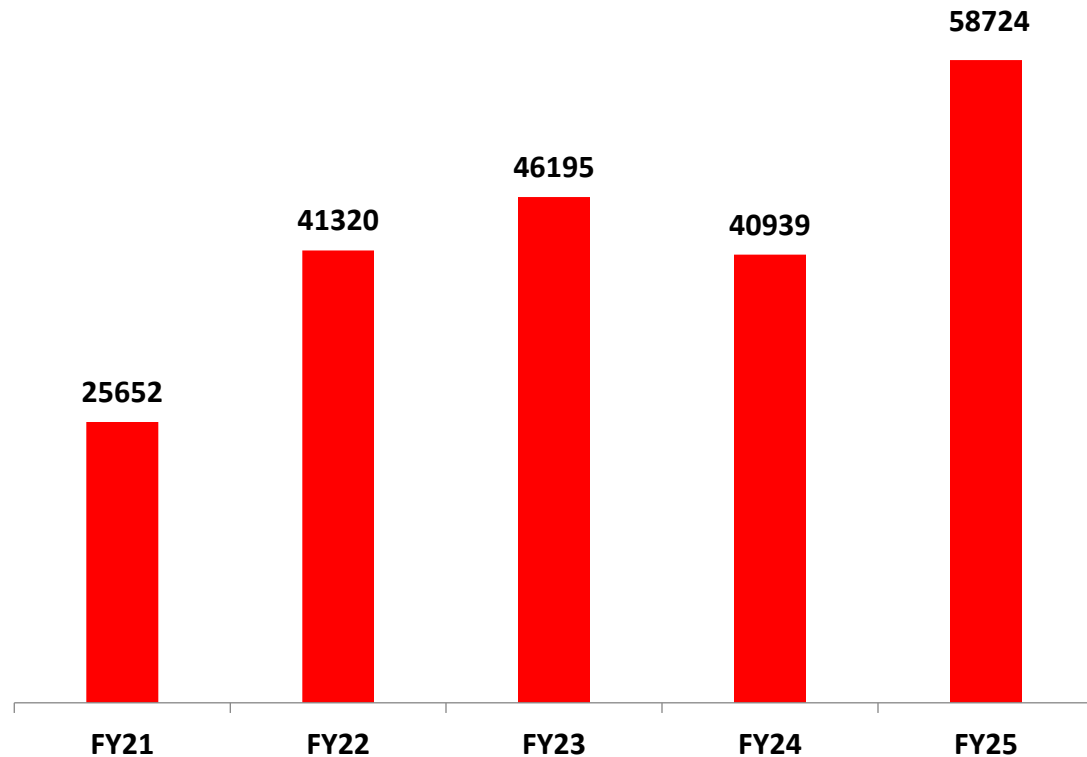
Realisation per Ton (in ₹)

# CONSISTENT GROWTH IN TONNAGE & REALISATION



# ABILITY TO GENERATE STRONG CASH FLOWS

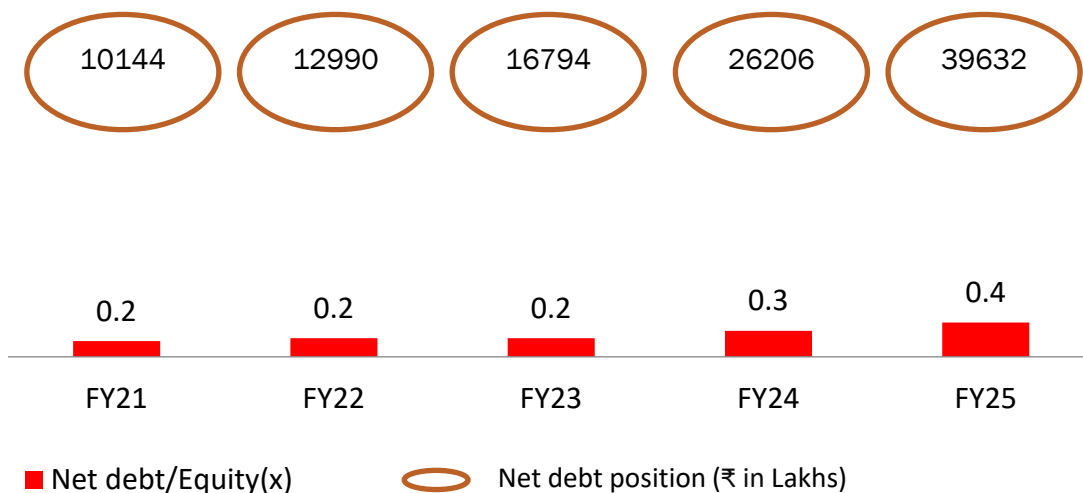
Operating Profit before working capital changes  
( Before IND AS adjustments) ₹ in Lakhs



- *Strong Cash Flow through internal accruals led to robust expansion plans*
- *Current year strong cash flows enabled us to make major capex including investments in purchase of properties at Bengaluru, Mysuru and Mangaluru. (Total capex for FY25 - ₹ 44366 lakhs)*
- *Strong Cash flow led to consistent reward to shareholders by declaring dividends and buyback of shares.*
- *Strong cash flows enabled the company in maintaining optimal levels of debt to equity ratio*

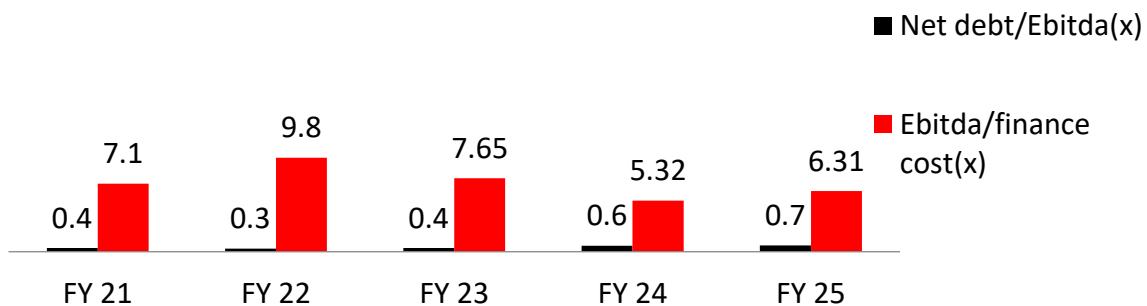
# LEVERAGE METRICS

## Net Debt to Equity



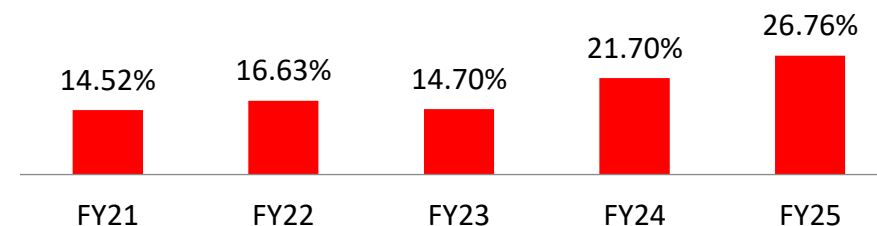
Note : Debt for the above purpose includes non-current borrowings, current borrowings and current maturities of non current borrowings and Interest accrued but not due on borrowings, net of cash and cash equivalents

## Leverage metrics

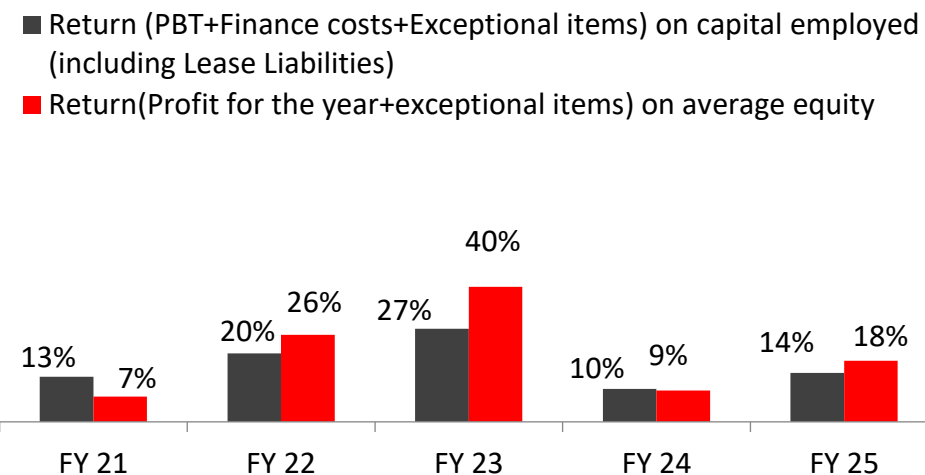


Note : EBITDA is considered only for continued ops, from FY23 onwards.

## Gearing Ratio



## Return metrics





# KEY DEVELOPMENTS – FY25

Number of branches increased from 1209 branches in FY24 to 1253 branches in FY25. New Branches opened in FY25 is 84. Closed :40, Net addition is 44 branches

Purchase of properties at Bengaluru, Mysuru and Mangaluru. The size and location of the properties make it ideal for future expansion plans to support the Company's growth objectives

Shifting and Expansion of Ahmedabad TPT works out as a strategic shift for consignment movements moving from North to West and South

Expansion of existing Branch Area/TPT Area at select locations.

Number of GT Vehicles increased from 5994 vehicles in FY24 to 6115 vehicles in FY25. New Vehicles added in FY25 -457 (EV-37, HCV- 355, LCV- 19, SV- 36, Tanker-10), sold/scrapped : 336 vehicles- (HCV-315, LCV-9, SV-1,TANKER-11. Net vehicle numbers increased by 121 vehicles in FY25

Higher consumption at owned fuel pumps – Direct procurement from refineries

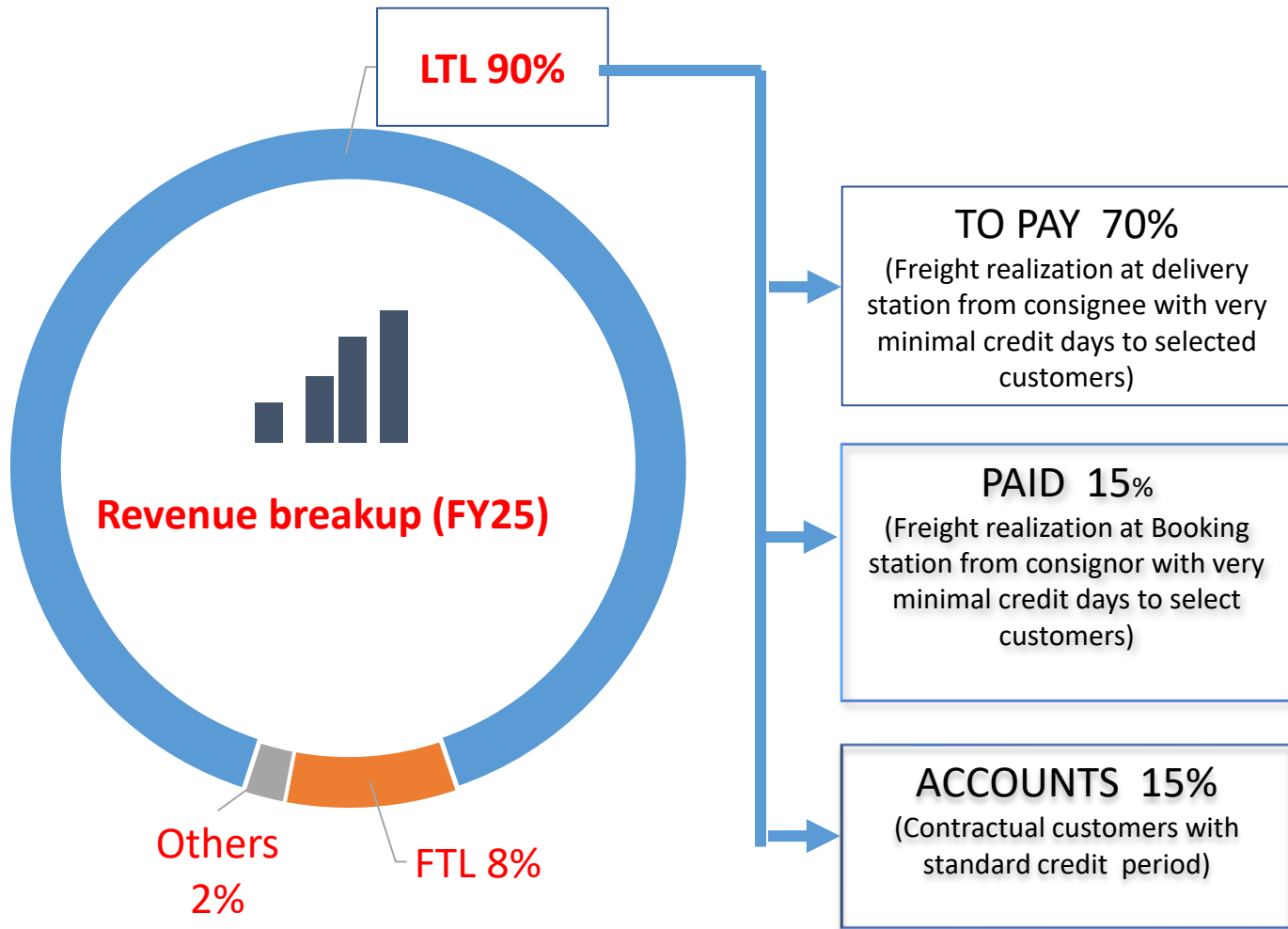
CAPEX incurred in Q4FY25 is ₹ 4796.89 lakhs. CAPEX incurred in FY25 is ₹ 44365.85 lakhs.

Net debt increased from ₹ 26205.62 lakhs as on 31.03.2024 to ₹ 39631.85 lakhs as on 31.03.2025

The company has recommended final dividend @ ₹ 10. Total Dividend for FY 25 is ₹ 15

Long term ICRA Credit Rating at A+(positive)

# B2B LTL FOCUS



- **Note:** % to Total Revenue
- LTL- Less than Truck Load
- FTL- Full Truck Load

## 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 LTL consignments from various clients and sending them to the desired destinations

## Faster Revenue collections - Majority sales without credit

- Majority of revenues from To –Pay and Paid customers with spot collection of revenue.
- Lowest receivable days in the industry (Trade receivable days at 12 days in FY25)
- Enhances cash flow stability – Reduces dependency on credit lines for working capital
- Lowest Bad Debts

## B2B Focus - Diversified sectors and customers

- The primary focus is on B2B customers across diversified sectors.

# OWNED FLEET

1

**W**e take pride in our extensive fleet of modern, well-maintained vehicles that are optimized for efficiency and reliability.

2

**O**ur diverse fleet includes a wide range of trucks, trailers, and specialized equipment to handle any freight requirements. Our vehicles are regularly serviced and inspected to meet the highest industry standards.

3

**F**rom large trucks for long-haul transportation to nimble delivery vans for urban areas, we have the right vehicle for every job.

4

**O**ur vehicles are regularly serviced and inspected to meet the highest industry standards. All our vehicles are covered and equipped with GPS to track vehicles as well as consignments.

5

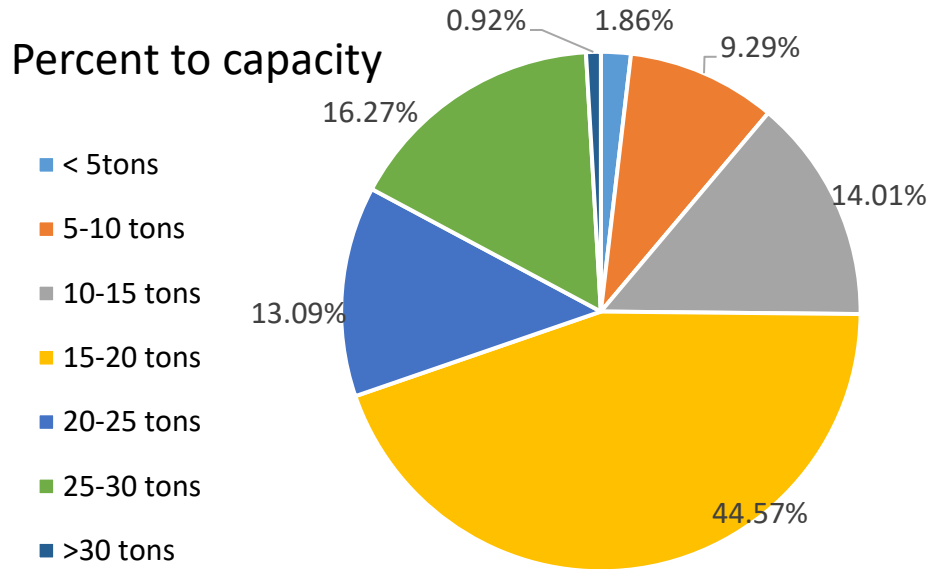
**W**ith a strong focus on safety and compliance, all our drivers are on the payroll of the company & undergo extensive training.

6

**T**his commitment to excellence ensures that your cargo is transported with the utmost care and arrives at its destination on time and in perfect condition.

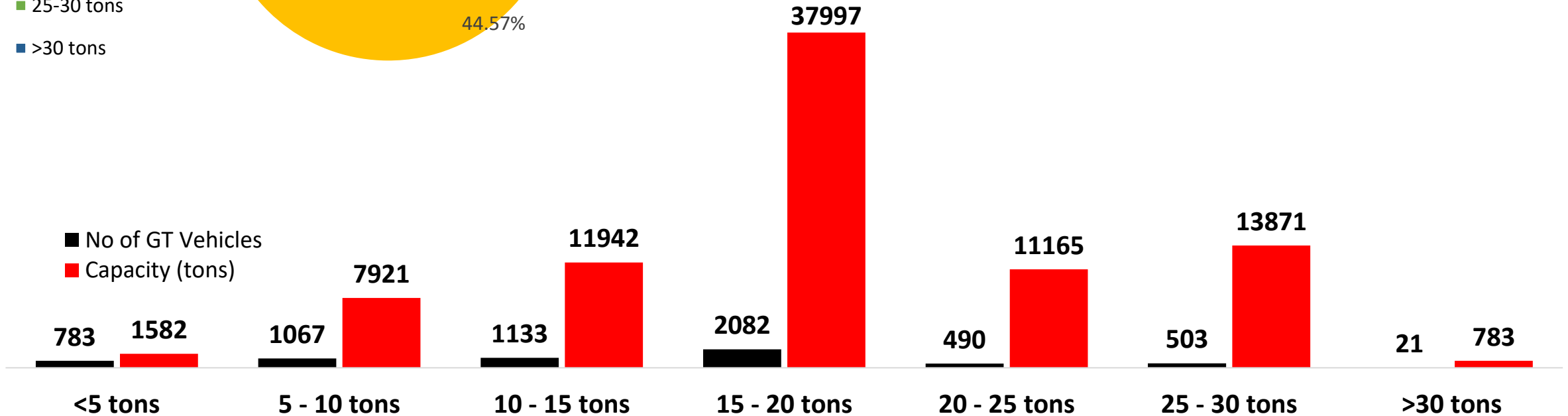


# FLEET & CAPACITY



*Total Vehicles : 6115*

*Total carrying Capacity: 85261 tons  
excluding Cranes(14) and Tankers(22)*





- **457** new vehicles added in FY 25 & **150** new Vehicles added in Q4FY25



- Currently operating with **216** Trailers. To be gradually increased



- Total Goods Transportation Fleet Capacity at **85261 tons**



- **4961 (81%)** debt free vehicles



- **1241 (20%)** vehicles fully depreciated and operation in optima; condition



- Additional Usage of Hired Vehicles on need basis

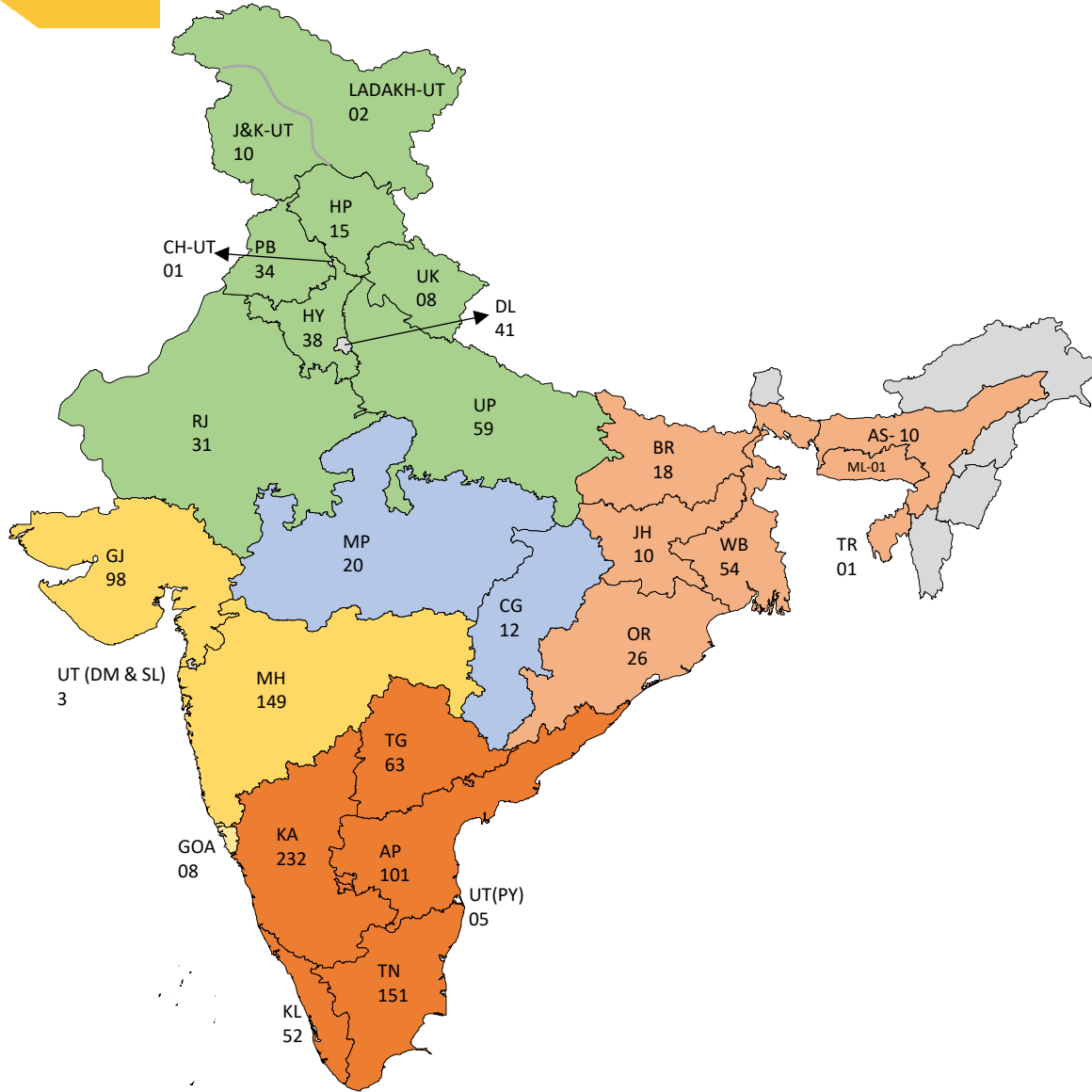
**6115** Company owned vehicles



**1 Ton to 36 Tons** Carrying Capacity

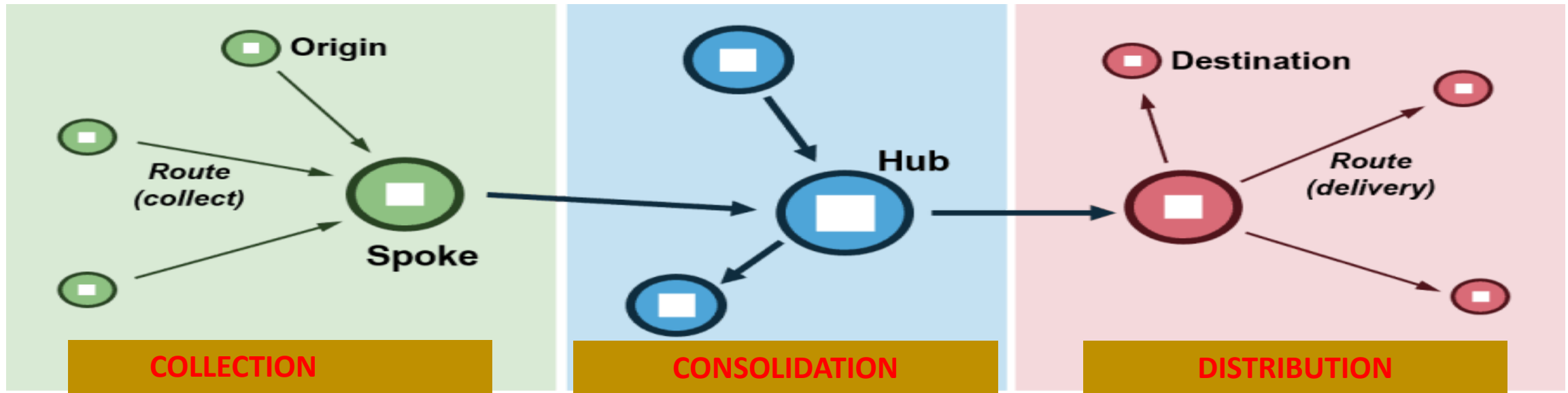


# NETWORK



- 24 States & 5 Union Territories
- 1253 Branches
- 50 Strategically placed Hubs
- Market Leader In LTL Segment
- Hub & Spoke Model
- Focus on Geographical Expansion
- Service extended to newer territories

# HUB & SPOKE OPERATING MODEL



## OWNED HUBS

MUMBAI BHIWANDI	BENGALURU	HUBBALLI VARUR
VIJAYAPURA	SURAT	DAVANAGERE
MANGALURU	BALLARI	MYSURU

## TOTAL HUB CAPACITY

(Owned + Leased)

OWNED HUBS (Sq Feet)	1784121
LEASED HUBS (Sq Feet)	4558339
<b>TOTAL Sq Feet</b>	<b>6342460</b>

# WIDE RANGE OF SECTORS SERVED

Expertise In Handling  
Variety of Commodities

Diversified B2B Customer  
Base across Wide Range  
of Industries

Storage facility available in  
all our Delivery branches

Lowest Bad Debts - Hassle  
Free Claim Settlement in  
the Industry



No single customer  
contributing more than  
~1% of Total Revenue

Contribution from Top 10  
customers not more than  
~3% of total Revenue



# STATE OF THE ART TECHNOLOGY

**ERP system:** In-house developed ERP system enabling real time operations and movement of consignments

**Operations Monitoring System :** IT systems in place to monitor vehicle movement, fuel consumption per km for each vehicle , distance travelled , driver payments

**Advance Consignment Management system :** Advanced consignment management system to ensure real time tracking

**E-way bill, E-invoice GST Compliance -** Complete automation of the compliance process by means of integrating the API with Government Software

**Cloud Hosting:** The entire system is hosted on a private cloud for better security and performance. Which will be in the Indian Geographical area

**SMS update system:** SMS updates for arrival of consignments, vehicles, and schedule alerts



**Cash Management System(CMS) :** CMS through API integration with banks for real time monitoring .

**Centralised CCTV monitoring :** All our TPT Operations are under Centralised CCTV surveillance. Branch wise surveillance being implemented

**Software alert systems:** Customized software alert to track vehicle maintenance and route planning

**Real Time Report Generation :** Managers have the ability to generate real time reports instantly from their Smartphones

**GPS :** GPS tracking devices in both hired and owned vehicles to monitor vehicle movement

**Tracking Capacity Utilization :** Live tracking of entire loading process to monitor utilization of vehicles before preparing Tripsheets

**Alternative and Backup Systems :** Backup systems and alternative procedures in place to tackle any disruption in the normal course of operations, capable disaster recovery & business continuity infrastructure.

# SUSTAINABILITY INITIATIVES

## Environmentally Friendly Fleet

VRL Logistics is committed to reducing its carbon footprint through the use of a modern, fuel-efficient fleet. Presently we operate with **77** EV's. Our electrical forklifts at TPT's are designed to be charged with solar energy. Our trucks are equipped with the latest engine and emission technology, allowing us to minimize greenhouse gas emissions and contribute to a cleaner environment. We continuously invest in upgrading our vehicles to ensure they meet or exceed the strictest environmental standards.

## Renewable Energy Initiatives

As part of our commitment to sustainability, VRL Logistics has invested in renewable water solutions at our facilities. We have installed rainwater harvesting systems, allowing us to generate clean, renewable water to power our operations. We are also exploring opportunities to incorporate other renewable energy sources, such as solar panels to further reduce our reliance on traditional energy sources and minimize our environmental impact. Apart from this we currently operate with **77** EV's & **111** CNG vehicles which helps us in minimizing our carbon imprint.

1

2

## Waste Reduction and Recycling

VRL Logistics has implemented comprehensive waste management and recycling programs across our operations. We actively work to reduce waste at every stage, from packing materials to office supplies. Our facilities are designed to maximize recycling, and we partner with local waste management providers to ensure the proper disposal and processing of all recyclable materials. We make sure to salvage the spare parts that are in good working condition whenever a vehicle is scrapped.

3

*77 EV  
VEHICLES  
111 CNG  
VEHICLES*



# Promoters



**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 & Industry

**Honored With Karnataka Rajyotsava Award** On Nov -1, 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 11<sup>th</sup>, 12<sup>th</sup> & 13<sup>th</sup> Lok Sabha **Honorary Doctorate** By Karnataka University.

Recipient Of Several Awards Including The **'Udyog Ratna'** By Institute Of Economic Studies New Delhi.

**'Transport Personality Of The Year'**



**Dr. Anand Sankeshwar**  
Managing Director



**Honorary Doctorate by Karnataka State Open University**

Actively Involved In Day-To-Day Business Operations.

Recipient Of Awards - **'YOUTH ICON'** By Annual Business Communicators Of India

'Best 2nd Generation Entrepreneur' By **TiE Global USA**

**"INSPIRATIONAL LEADERS OF NEW INDIA AWARD**

**The Most Admired Entrepreneur Of The Year (Logistics)**

By The **RISING LEADERSHIP AWARDS**

The Prestigious **"GAME CHANGER AWARD"** Award

By Media News 4u.com

**"Champions of Change- Karnataka 2023 award"**

by IFIE (Interactive Forum on Indian Economy)





Focus solely on core competency- Goods Transportation Business

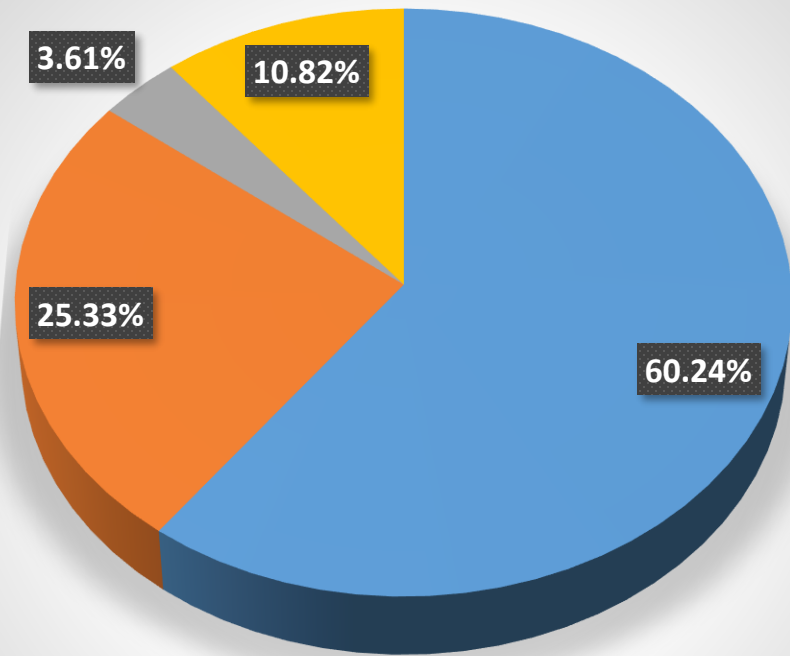
Focus on increasing Geographic presence of in hitherto untapped markets

Priority to Volume Growth. Increase in Freight Rates as & when required

Planned fleet addition in line with growth in Tonnage

# Shareholding Pattern as on Mar 31, 2025

## TOP TWENTY SHAREHOLDERS (PAN BASED)



- Promoter
- Mutual Funds
- Foreign Portfolio Investors
- Others

SL No	NAME	% to EQUITY	CATEGORY
1	HDFC SMALL CAP FUND	9.66	MUT
2	BANDHAN STERLING VALUE FUND	4.55	MUT
3	NIPPON LIFE INDIA TRUSTEE LTD-A/C NIPPON INDIA MULTI CAP FUND	3.09	MUT
4	SBI MULTI ASSET ALLOCATION FUND	3.00	MUT
5	CANARA ROBECO MUTUAL FUND A/C CANARA ROBECO SMALLCAP FUND	1.58	MUT
6	ADITYA BIRLA SUN LIFE TRUSTEE PRIVATE LIMITED A/CADITYA BIRLA SUN LIFE PURE VALUE FUND	1.53	MUT
7	EASTSPRING INVESTMENTS INDIA INFRASTRUCTURE EQUITY	0.65	FPC
8	THE MASTER TRUST BANK OF JAPAN, LTD. AS TRUSTEE OF	0.63	FPC
9	UTI-TRANSPORTATION AND LOGISTICS FUND	0.41	MUT
10	ICICI PRUDENTIAL GROWTH LEADERS FUND - SERIES II	0.37	AIF
11	ICICI PRUDENTIAL GROWTH LEADERS FUND	0.36	AIF
12	EMERGING MARKETS CORE EQUITY PORTFOLIO (THE PORTFO	0.31	FPC
13	ICICI PRUDENTIAL EMERGING LEADERS FUND	0.24	AIF
14	HSBC MULTI CAP FUND	0.22	MUT
15	PGIM INDIA EQUITY GROWTH OPPORTUNITIES FUND SERIES	0.18	AIF
16	ABU DHABI INVESTMENT AUTHORITY - MONSOON	0.16	FPC
17	THRIFT SAVINGS PLAN	0.15	FPC
18	EMERGING MARKETS SMALL CAPITALIZATION EQUITY INDEX	0.14	FPC
19	MR. T KASIVEL	0.13	PUB
20	THE EMERGING MARKETS SMALL CAP SERIES OF THE DFA I	0.12	FPC



**THANK YOU**

**For further discussions or queries, Please contact**

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**Chief Financial Officer**  
**+91 93425 59298**  
**[cfo@vrllogistics.com](mailto:cfo@vrllogistics.com)**