

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- 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: Disclosure under Regulation 30 (6) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Ref: Scrip Codes - (BSE – 539118) (NSE – VRLLOG)

In accordance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find below the details of a scheduled conference calls as under-

Date and Time	Investors/Analyst	Type of Meeting	Arranged by
6 th Sept 2021 at 3.00 PM(IST)	DSP Investment Managers	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
6 th Sept 2021 at 4.00 PM(IST)	Kotak Mahindra Asset Management	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
6 th Sept 2021 at 5.00 PM(IST)	Group Meeting with below stated investors: 1. Canara HSBC Life Insurance 2. UTI Mutual Fund 3. PNB MetLife India Insurance 4. EM Capital Advisors 5. LIC Mutual Fund 6. New Horizon 7. AlfAccurate Advisor 8. Edelweiss AIF 9. Muthoot Family office 10. PlutusWealth Mgmt 11. HDFC Life Insurance Company	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
7 th Sept 2021 At 10.00 AM (IST)	HDFC Asset Management Company	In person meeting w.r.t. discussion on Company's	Edelweiss fin



Regd. & Admn. Office : Bengaluru Road Varur **HUBBALLI - 581 207** Karnataka State
Phone : 0836 2237613 Fax : 0836 2237614 e-mail : varurho@vrllogistics.com

Customer Care : HUBBALLI ☎ **0836 - 2307800** e-mail : **customercare@vrllogistics.com**

Website : www.vrllogistics.com CIN : L60210KA1983PLC005247 **GSTIN (KAR): 29AABCV3609C1ZJ**

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		business & Financial Results of the Company	
7 th Sept 2021 At 12.00 PM (IST)	Aventus Capital Public Markets Alternate Strategies	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
7 th Sept 2021 At 02.00 PM (IST)	Sundaram Asset Management	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
7 th Sept 2021 At 03.00 PM (IST)	PGIM MF	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
7 th Sept 2021 At 04.00 PM (IST)	Group Meeting with below stated investors: 1. Baroda Mutual Fund 2. Indiabulls Asset Management 3. Mahindra Asset Management 4. MK Ventures 5. OysterrockCapital – PB 6. Dalal & Broacha Stock Broking 7. ITI Mutual Fund 8. ICICI Prudential Life Insurance 9. HDFC Asset Management 10. Old Bridge Capital Management	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
7 th Sept 2021 At 06.00 PM (IST)	Tata Mutual Fund	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
7 th Sept 2021 At 07.15 PM (IST)	Kabouter Management	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
8 th Sept 2021 At 11.00 AM (IST)	Canara Robeco Mutual Fund	In person meeting w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin



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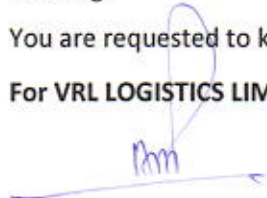
8 th Sept 2021 At 2.00 PM (IST)	Bajaj Allianz Life Insurance	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
8 th Sept 2021 At 3.00 PM (IST)	Carnelian Asset Management	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
8 th Sept 2021 At 4.00 PM PM(IST)	Nippon Life Asset Management	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
8 th Sept 2021 At 5.00 PM (IST)	L&T Mutual Fund	Conference Call w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin
9 th Sept 2021 At 11.00 AM (IST)	Abakkus Asset Managers	In person meeting w.r.t. discussion on Company's business & Financial Results of the Company	Edelweiss fin

Also we enclose herewith an additional presentation that would be shared and discussed for the said meetings.

Corporate Presentation on the Financial Results for the quarter ended June 30th, 2021, hosted on Company's website as also filed with Stock Exchanges on 07th August 2021 would be used for the said meetings. No unpublished price sensitive information (UPSI) is proposed to be shared during the meeting.

You are requested to kindly take note of the same.

For VRL LOGISTICS LIMITED


ANIRUDDHA PHADNAVIS
COMPANY SECRETARY & COMPLIANCE OFFICER



Place: Hubballi
Date: 04.09.2021

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VRL LOGISTICS LTD.

PRESENTATION TO INVESTORS

September 2021

WHAT IS VRL – KEY DIFFERENTIATORS



- ❖ India – 73% Goods transported by road → VRL Long Term / Sustainable
- ❖ VRL - → Only “Owned Asset” organised player in LTL business in INDIA
- ❖ Operating model → Integrated hub-and-spoke operating model ensuring efficient consignment distribution
- ❖ VRL owns ~5,000 vehicles → Efficient operations with largest fleet and No outsourcing of transportation
- ❖ Distribution Network → Robust pan India network having 884 branches, including 46 massive warehousing facilities
- ❖ Vehicles Specially Designed by ALL / in-house → Higher Payload
- ❖ Higher Payload → Lower Cost / Higher Margin per KG Delivered
- ❖ Owned Vehicle → **ENTRY BARRIER.**

WHAT IS VRL – KEY DIFFERENTIATORS

- ❖ More than 55% vehicles Fully Depreciated → Lowest Cost Carrier
- ❖ More than 93% vehicles Debt Free → No Associated finance costs
- ❖ Financial performance & position → Track record of growth and robust financial position
- ❖ EBITDA Margins → @ 14.66% (FY21) – Highest in the industry
- ❖ Cash Profits/Cash EPS → Higher cash profit margins & Cash EPS in the Industry
- ❖ No Outsourcing of transport → No Additional Margin to be Paid to Outside Vehicle Service Provider
- ❖ Bulk procurement policy → Economies of scale
- ❖ Addition of Electric vehicles → Moving toward new age vehicles and adding to margins

WHY VRL MUCH BETTER POSITIONED THAN LATEST ENTRANTS WITHOUT VEHICLE FLEET

- ❖ Pan-India surface logistics services provider with an established brand having one of the largest distribution networks in India
- ❖ Much lower operating cost and much higher margin due to owned vehicles.
- ❖ Much lower Debt Level – INR 55 Crs. LT Loan v/s ~1.3 BLN USD for others .
 - Least cash drainage for servicing and repayment.
- ❖ No Cash Burning. Whereas new entrants are burning heavy cash
- ❖ Scrapping Policy to start from Apr 1, 2022 (PSU vehicles) & Apr 1, 2023 (Heavy Commercial vehicles)
 - first year 4,00,000 vehicles will be off road and subsequent years at least 200,000 / year.
 - Outsourced transport charges will increase substantially (due to lesser availability of vehicles) — which will be difficult to pass on to e-commerce players as they already operate on thin margin.
 - New Entrants will be severely impacted whereas VRL will be benefited for any similar rise in Delivery Charges and will straightaway add to PAT.
 - Outsourcing vehicle will become unsustainable business.

WHY VRL MUCH BETTER POSITIONED THAN LATEST ENTRANTS WITHOUT VEHICLE FLEET

- ❖ Today VRL & New Entrants have similar tariff structure – where they always maintain “Parity”
 - Hence, while the competitors will increase price due to cost increase emanating from scrapping policy
 - For VRL – there will be no such cost increase, and on the contrary, such comparable tariff increase will straightaway add to VRL’s EBITDA & Profits!

VRL – STANDALONE STRENGTHS



- ❖ Most efficient collection mechanism
 - Annual bad debt less than 5 lakh on ~2,000 Crs. Revenue
 - Hardly any collectible more than 90 days.

- ❖ Efficient operations with largest fleet and a robust pan India network in 884 branches including 46 massive warehousing facilities.

- ❖ Wide range of Customers
 - Not dependent on any single customer or any single product.

- ❖ Own workshop, Own fittings, Own Body Building, Own Design
 - Lowest cost Operator.

- ❖ Double digit business volume growth.

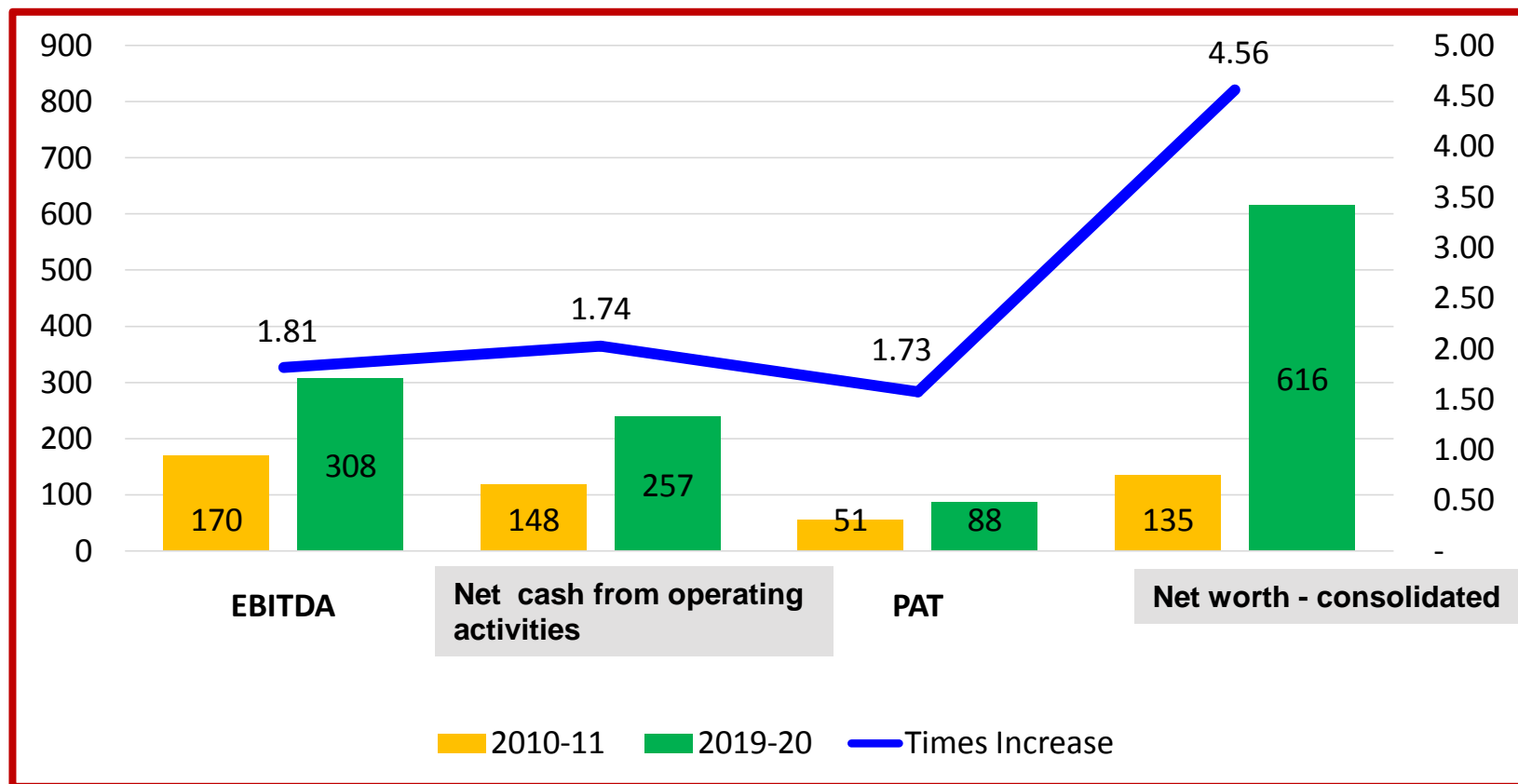
- ❖ Gradual margin growth in core GT segment, driven by freight volume.

VRL – STANDALONE STRENGTHS



- ❖ PROACTIVELY preparing for Scrapping policy
 - VRL has 841 vehicles > 15 years, as of Mar 2021 with a total capacity of 8407 tons , whereas VRL added 6762 tons capacity in last two financial years.
- ❖ Targeting higher Bio diesel consumption to improve margin.
- ❖ Strongest Resilience even in times of Pandemic with above features.
- ❖ VRL could be an immediate formidable B2C player, if it chooses to enter this vertical.

ALL ROUND INCREASE IN PROFITABILITY



Despite Increase in Profitability, ROE & ROCE Seen Declining –

As Entire Profits Mainly Accumulated in NW, Thus Increasing Denominator.



THANK YOU !