



9th November, 2020

BSE Limited Phiroze Jeejeebhoy Towers, Dalal St, Kala Ghoda, Fort, Mumbai – 400001 BSE Code No.– 507880, 959848 and 959982	National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051. NSE Code – VIPIND
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Subject: Presentations made/being made to analysts / institutional investors

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith presentation made/being made by the Company to the analysts/ institutional investors.

Kindly take the same on record.

Thanking you.

Yours faithfully,

For **V.I.P. Industries Limited**



Anand Daga
Company Secretary & Head – Legal

VIP INDUSTRIES LIMITED

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Investors Update Q2 FY21 November 2020

VIP INDUSTRIES LIMITED



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Company Overview

VIP Industries Ltd. is Asia's largest and the world's second largest luggage architect, headquartered in Mumbai. A public limited Indian company manufacturing luggage and travel accessories, VIP Industries Ltd. has more than 8000 retail outlets in its armoury apart from a well-developed network of retailers in 50 countries.

VIP Industries Ltd. journey began in 1971 when the first VIP suitcase was manufactured, and the brand has skyrocketed since. In fact, to date VIP Industries Ltd. has sold over 60 million pieces of luggage to travellers around the world and subsequently became the leading manufacturer of hard and soft luggage in Asia, with a goal to make travel simple and convenient. Major brands are VIP, Skybags, Carlton, Aristocrat, Alfa and Caprese.

The state-of-the-art VIP Design Lab at Nasik has to its credit several international patents and design registrations. Since inception, the company has kept in step with the changing needs and tastes of the discerning and quality conscious traveller. VIP Industries already has a global footprint with its products available not just across India but also all over Middle East, the UK, USA, Germany, Spain, Italy and select African and South East Asian countries.



Consolidated Financial Results

Particulars	Quarter ended			Half year ended		Year ended
	Sep-20	Jun-20	Sep-19	Sep-20	Sep-19	Mar-20
Income from Operations	108	58	415	166	982	1,731
Material Consumed	63	23	193	86	472	806
Employee Cost	30	39	58	68	112	210
Others Expenses	32	34	94	66	199	408
EBIDTA	-17	-38	70	-55	198	307
EBIDTA Margin	-16%	-65%	17%	-33%	20%	18%
Depreciation	19	23	22	42	42	87
Finance Cost	8	7	7	14	12	23
PBT before exceptional items	-43	-67	41	-111	144	197
Exceptional (Exp.)/Income	-	-	-	-	48	48
Profit before Tax	-43	-67	41	-111	95	148
Tax	-8	-16	8	-24	27	37
Profit After Tax	-35	-51	33	-87	68	112



Financial Highlights

- Q2 revenue impacted due to COVID-19. Revenue at 26% of last year September quarter at 108 Cr
- Gross Margin is 42% mainly due to higher discounts and high mix of India produced goods sale rather than Bangladesh production
- Overall Expense is down by 41% as compared to last year Q2 (Rs.62 Cr vs. Rs.153 Cr in last year Q2). Employee cost lower by 49% & Other expenses by 66%.

Other Expenses

Particulars	For the Quarter ended			For the Half year ended		Year ended
	Sep-20	Jun-20	Sep-19	Sep-20	Sep-19	Mar-20
Job Work Charges	0.8	0.3	5.0	1.1	10.2	23.5
Electricity, Power & Fuel Expenses	1.9	1.2	4.7	3.1	10.3	21.0
Rent	2.2	0.9	1.9	3.1	3.3	4.2
Repairs	2.3	2.0	2.7	4.3	5.2	11.6
Insurance	0.9	1.0	1.3	1.9	2.5	5.3
Rates and taxes	0.4	0.2	1.1	0.6	1.7	4.3
Travelling expenses	0.6	0.2	5.0	0.8	11.4	22.1
Payment to auditors	0.1	0.1	0.1	0.2	0.3	0.5
CSR Expenditure	-	-	-	-	-	3.3
Professional fees	1.5	1.0	1.7	2.5	1.9	5.5
Communication expenses	0.5	0.4	0.9	0.9	1.9	3.9
Advertisement and publicity expenses	4.1	3.1	23.0	7.1	51.1	91.6
Freight, handling and octroi	8.1	3.7	22.7	11.8	51.6	100.7
Provisions	-	8.6	-0.2	8.6	-0.2	8.8
Human resource procurement	5.5	7.6	15.0	13.1	29.4	62.0
Miscellaneous Expenses	3.2	3.3	9.5	6.5	18.8	39.3
Total	32.2	33.7	94.5	65.8	199.3	407.7

Reduction in expenses is achieved by - Reduction in Rent, Store Closure , Rationalization in Manpower Cost and Eliminate all discretionary spends



Key Financial Metrics

Net Debt

Nil

-

Sep-20

60

Sep-19

Net Current Assets

335

Sep-20

464

Sep-19

Investments & Cash & Bank

206

Sep-20

17

Sep-19

Borrowings

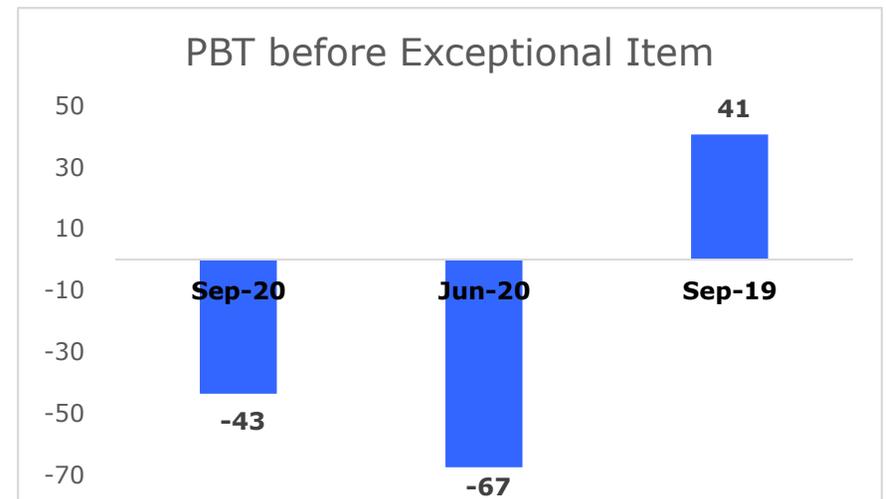
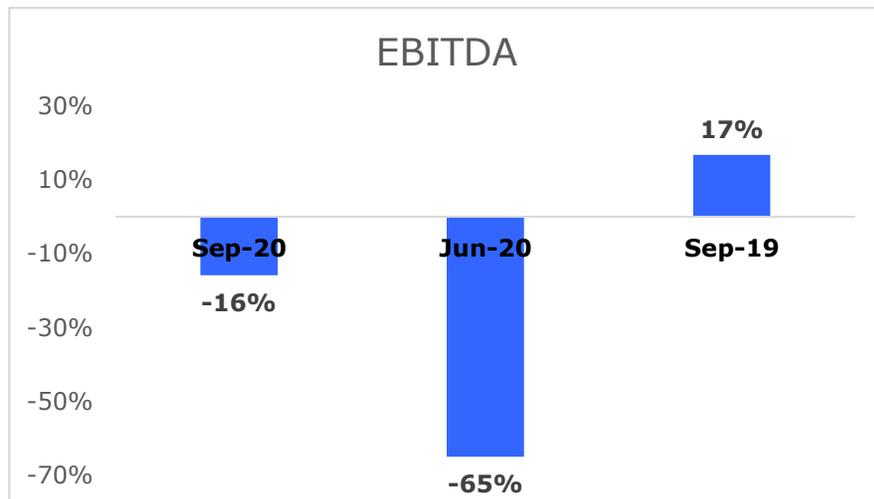
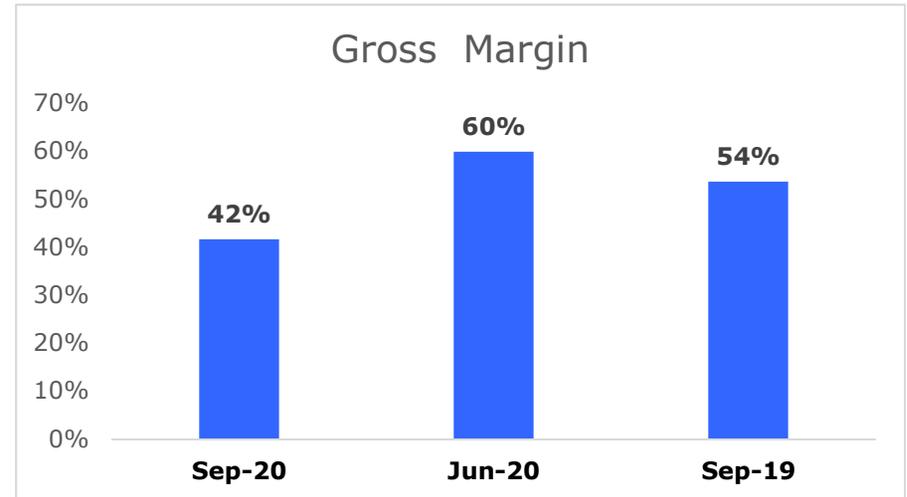
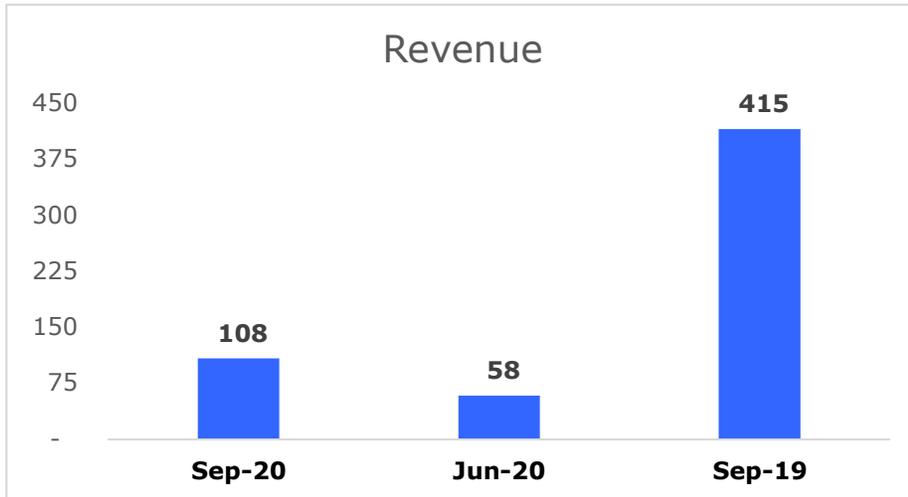
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Sep-20

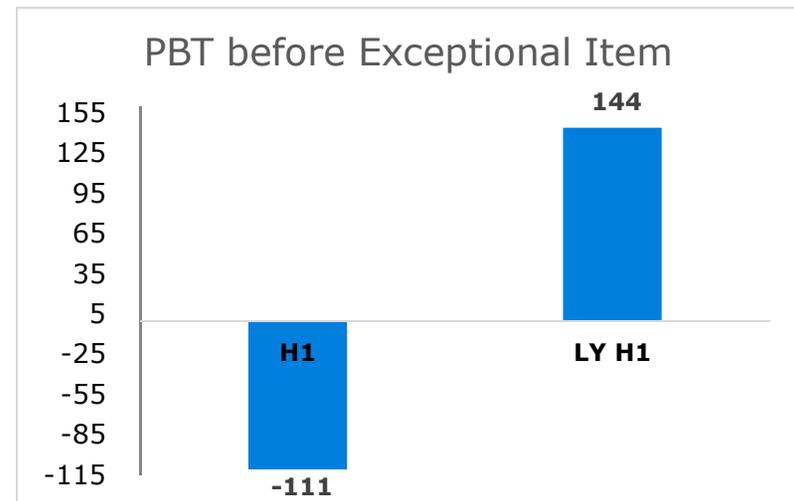
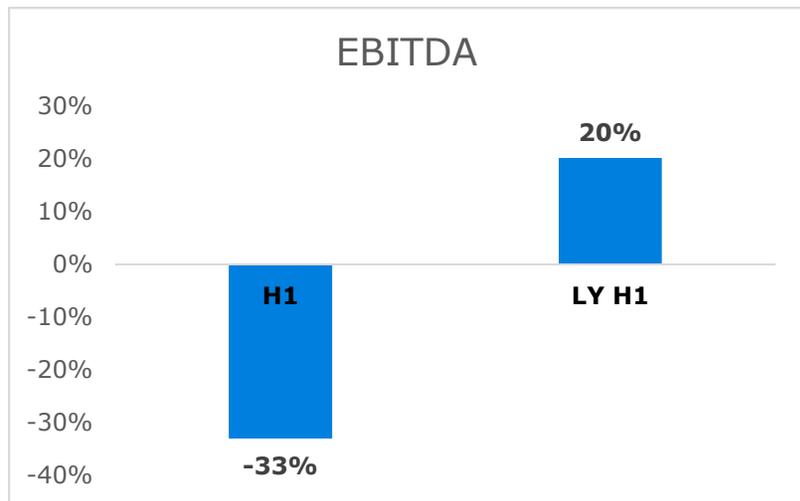
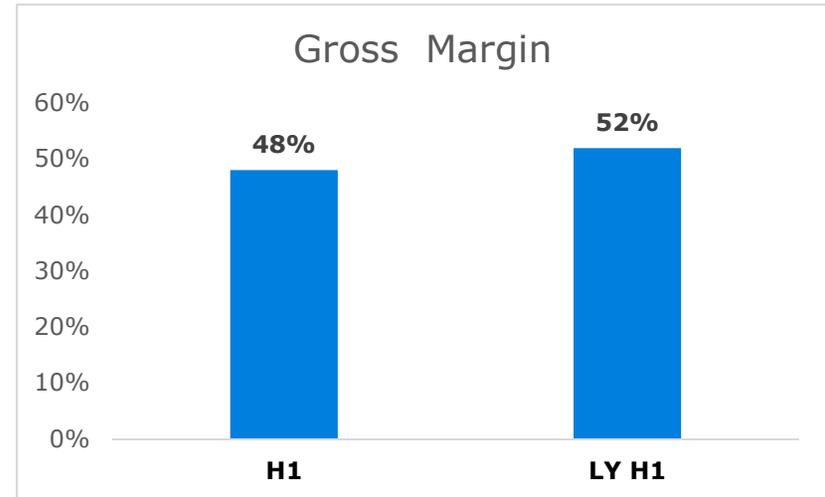
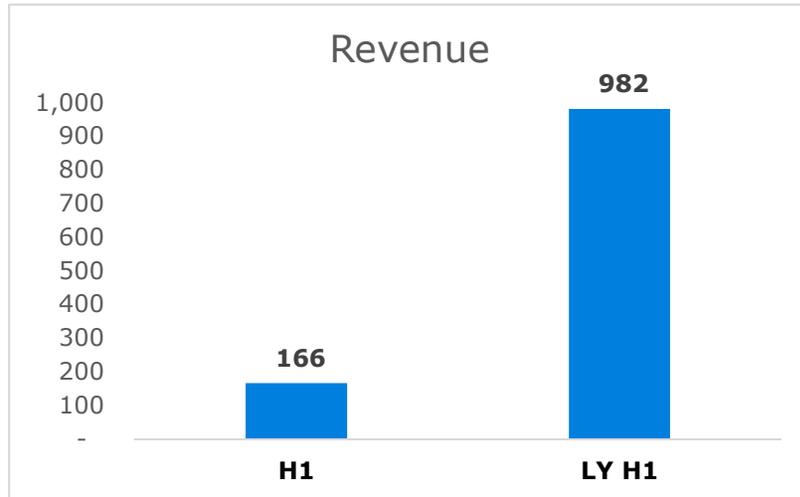
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Sep-19

Key Financial Metrics – Q2



Key Financial Metrics – H1



Standalone Cash Flow

Particulars	Actual Q1 FY21	Actual Q2 FY21
Collections	117	143
Total Inflows	117	143
Payments		
Employee Payments	49	38
Chinese Vendors	5	11
Indian Vendors	17	20
Bangladesh Companies	33	19
Other Expenses	20	57
Total Outflows	124	145
Surplus / (Deficit) - 1	-6	-3
Opening balance -2	41	150
Additional Borrowings - 3	116	57
Closing balance (1 + 2 + 3)	150	204
Total Borrowings	148	205

Disclaimer

- Statements in this presentation, particularly those which relate to management's views and analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations.
- Actual results might differ materially from those either expressed or implied

Thank you

VIP