



26th May, 2020

BSE Limited Phiroze Jeejeebhoy Towers, Dalal St, Kala Ghoda, Fort, Mumbai - 400001 BSE Code No. 507880	National Stock Exchange of India Ltd. Exchange Plaza, 5 th 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,

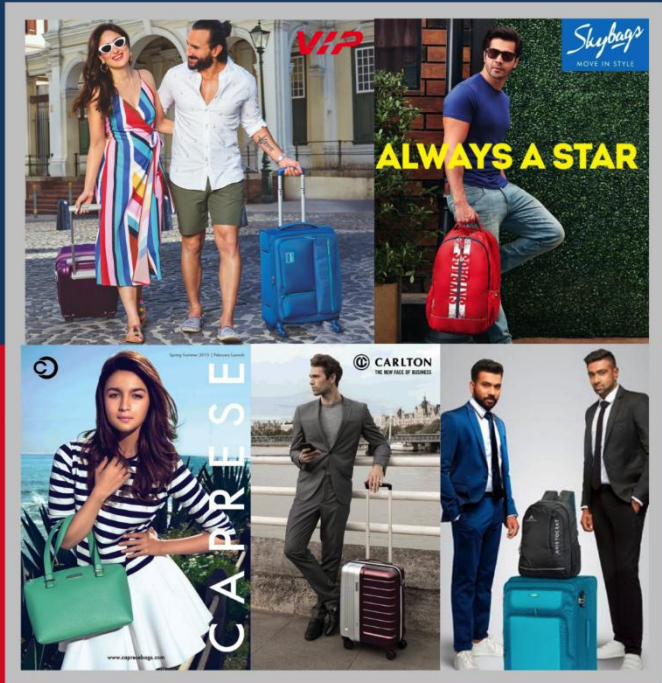
For V.I.P. Industries Limited

Anand Daga
Company Secretary & Head - Legal

Encl: As above

VIP INDUSTRIES LIMITED

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CIN - L25200MH1968PLC013914



Investors Update Q4 & FY20

May 26, 2020

VIP INDUSTRIES LIMITED



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Company Overview

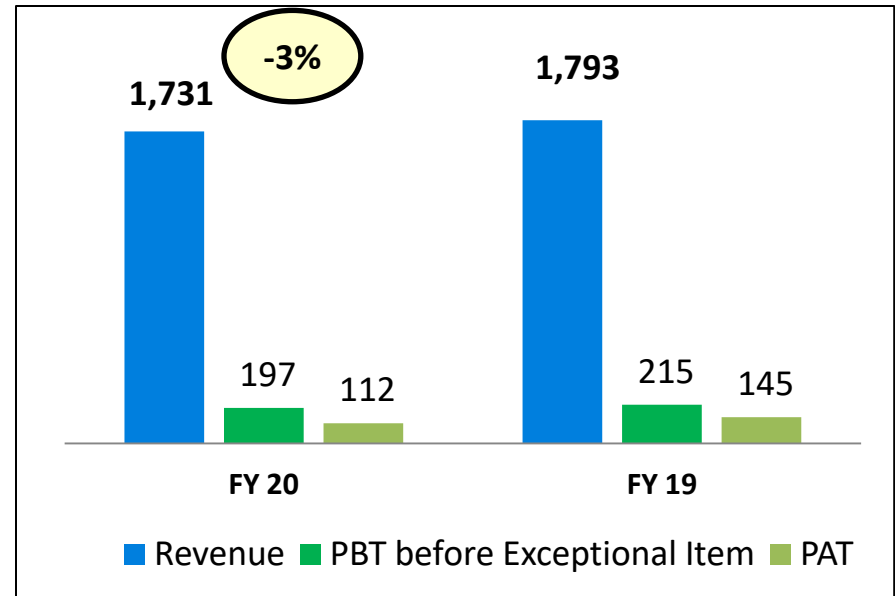
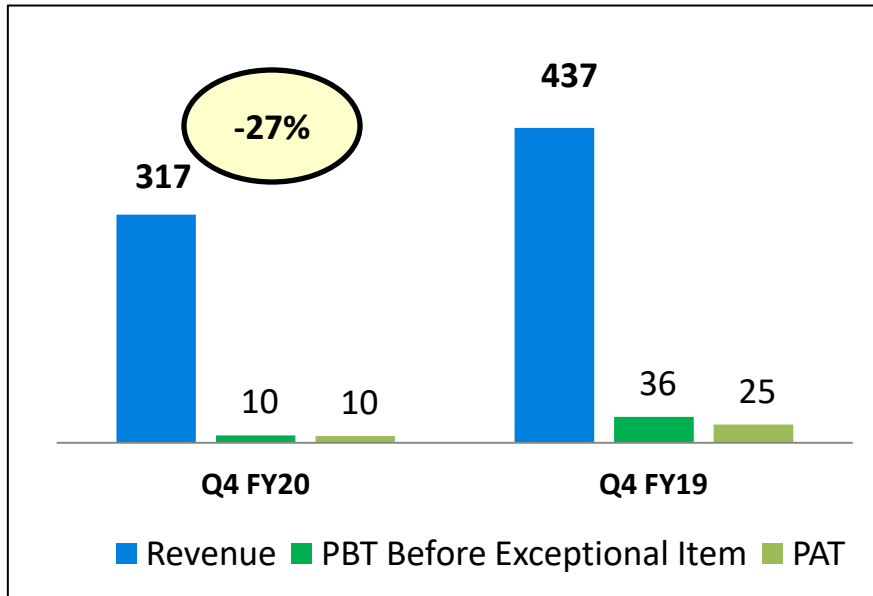
VIP Industries Ltd. is Asia's largest and the world's second largest luggage architect, headquartered in Mumbai. A public limited Indian company manufacturing luggage and travel accessories, VIP Industries Ltd. has more than 8000 retail outlets in its armoury apart from a well-developed network of retailers 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 100 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.

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.



Financial Snapshot

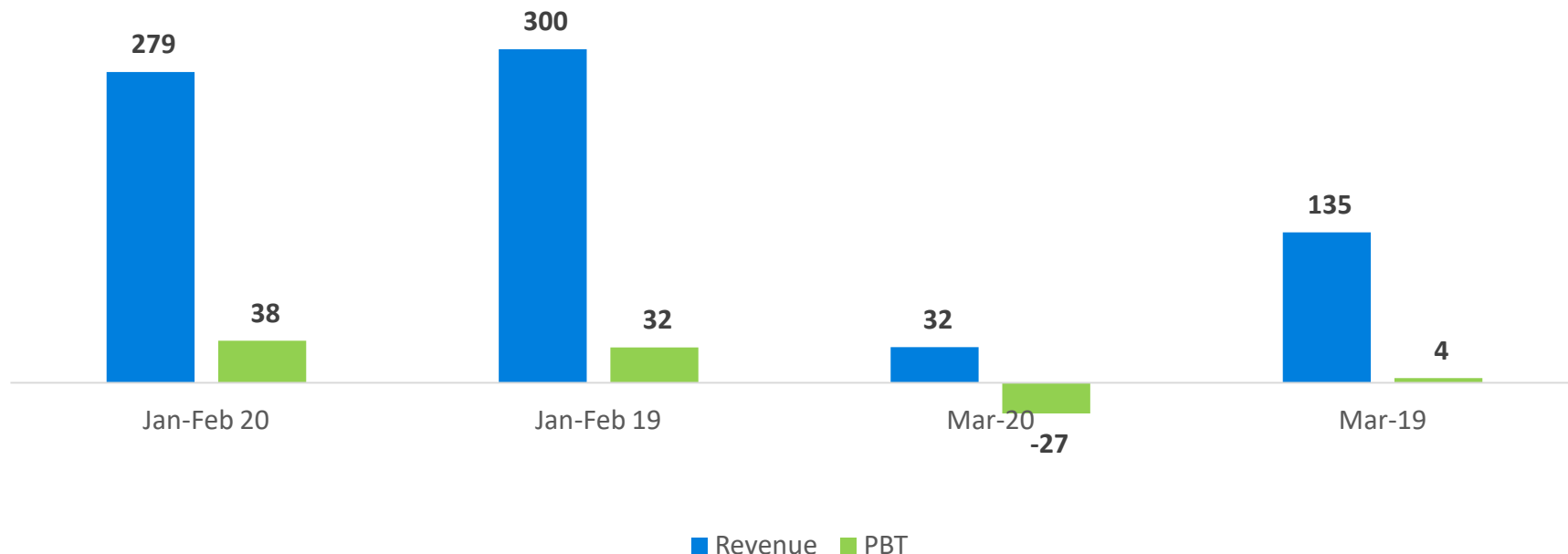


Key Highlights:

- Q4 revenue impacted due to COVID-19. Revenue loss of Rs. 120 cr and impact of Rs. 26 crore to profitability.
- Gross margin improvement due to higher procurement from Bangladesh, improvement in Hard Luggage share and reduction in RM costs
- Full year PBT before exceptional item is at 197 crore as compared to Rs. 215 crore in previous year

Ratios	Q4 FY20	Q4 FY19	FY 20	FY 19
Gross Margin	58%	48%	53%	50%
EBITDA to Sales	12%	10%	17%	13%
PBT Before Exceptional Item	4%	8%	12%	12%
PAT to Sales	3%	6%	9%	8%
ROCE	6%	15%	25%	22%

COVID – 19 Impact on March 2020



- Q4 got impacted due to COVID – 19
- Loss of Revenue of Rs. 120 Cr and PBT loss of Rs. 27 Cr
- If we add it Q4 would be flat on revenue as well as profit
- Full year would look like 3% growth in revenue and 4% growth in PBT before exceptional item

* PBT here is taken as PBT before Exceptional Item



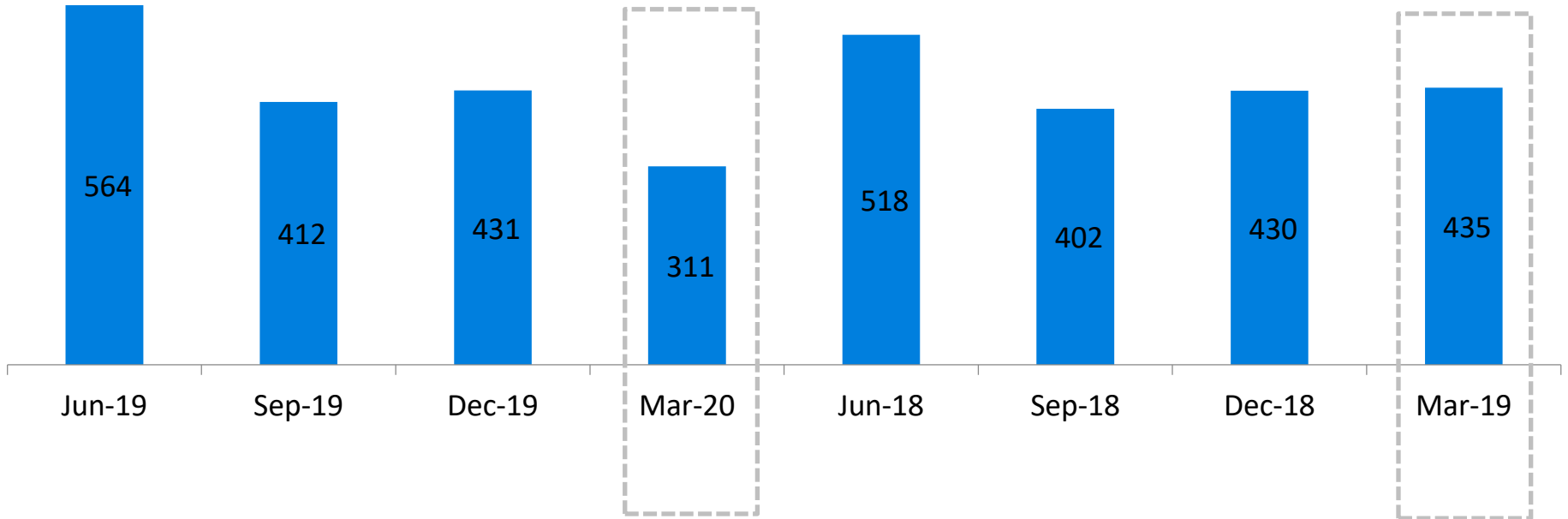
Consolidated Financial Results

Particulars	Quarter ended			Year ended		Growth
	Mar-20	Dec-19	Mar-19	Mar-20	Mar-19	%
Income from Operations	317	432	437	1,731	1,793	-3%
Material Consumed	132	202	228	806	904	-11%
Employee Cost	42	56	55	210	201	5%
Others Expenses	106	104	112	411	455	-10%
EBIDTA	37	70	42	304	233	30%
EBIDTA Margin	12%	16%	10%	18%	13%	35%
Depreciation	22	22	5	84	17	
Finance Cost	5	6	1	23	1	
PBT before exceptional item	10	42	36	197	215	-8%
Exceptional (Exp.)/Income	-	-	-	48	-	
Profit before Tax	10	42	36	148	215	-31%
Tax	1	8	11	37	70	-47%
Profit After Tax	10	34	25	112	145	-23%

Quarterly Revenues

2019-20

2018-19



Growth

9%

3%

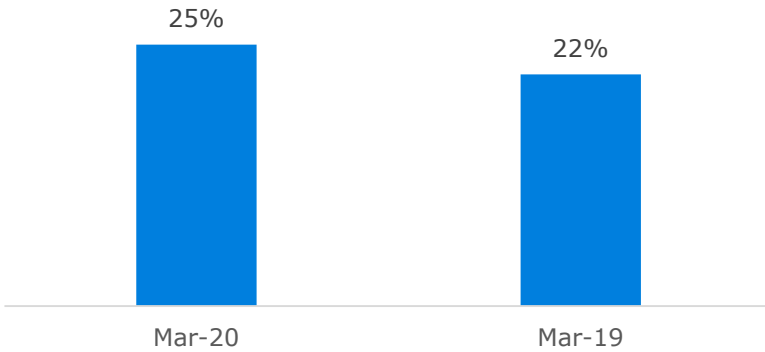
0%

-28%

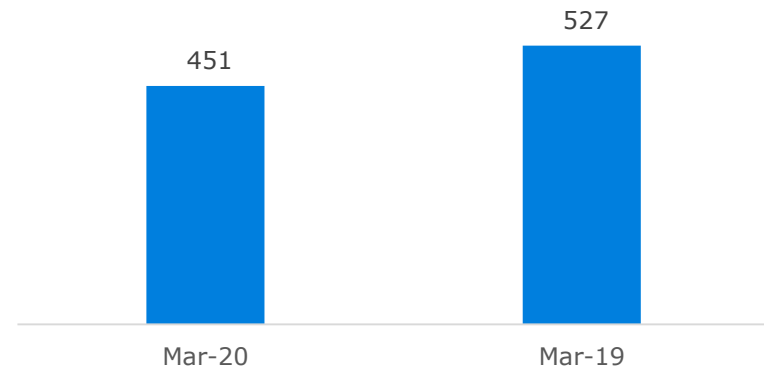


Key Financial Metrics

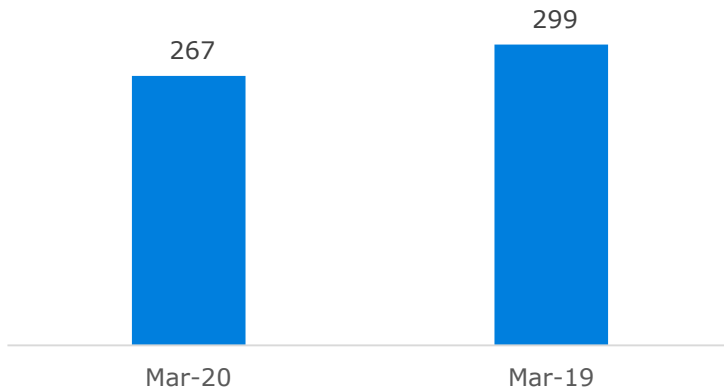
ROCE



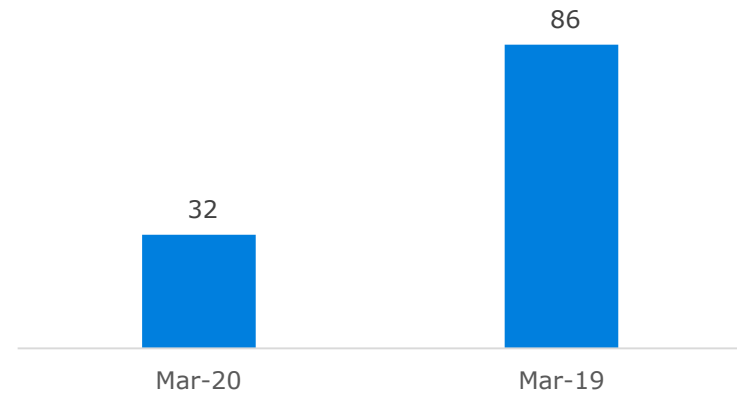
Inventory



Debtors

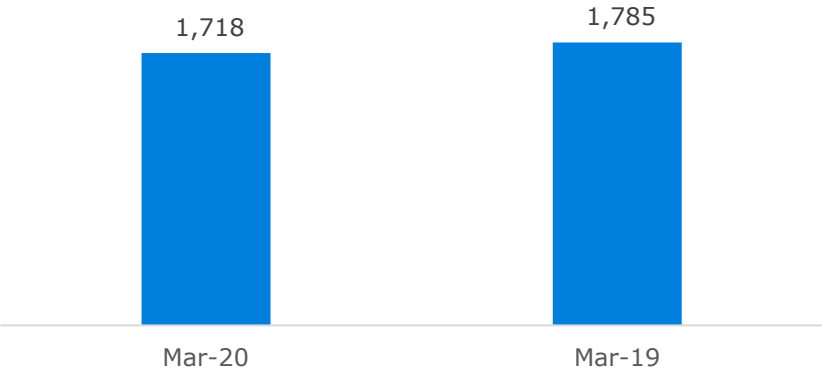


Borrowings

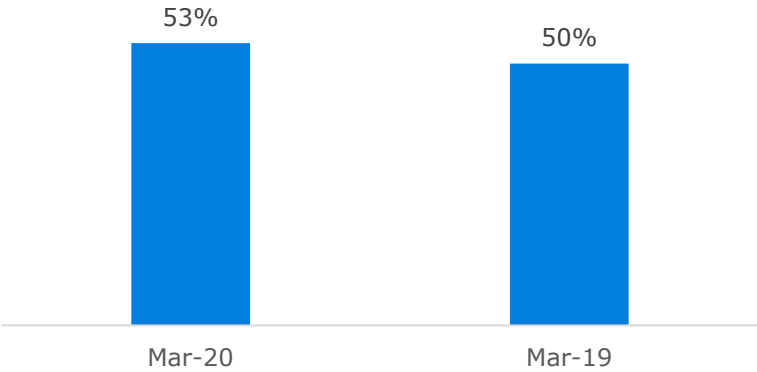


Key Financial Metrics

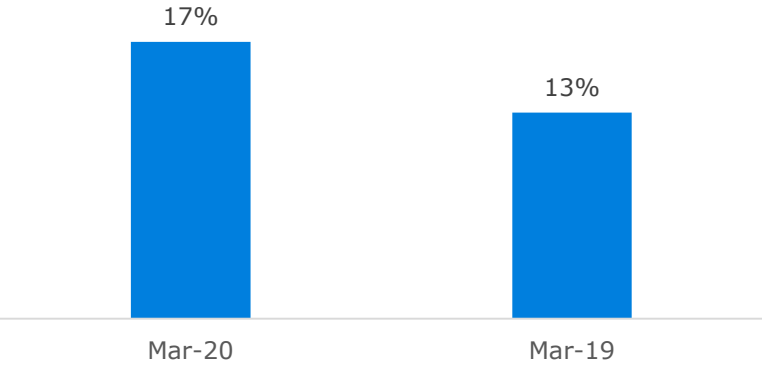
Revenue



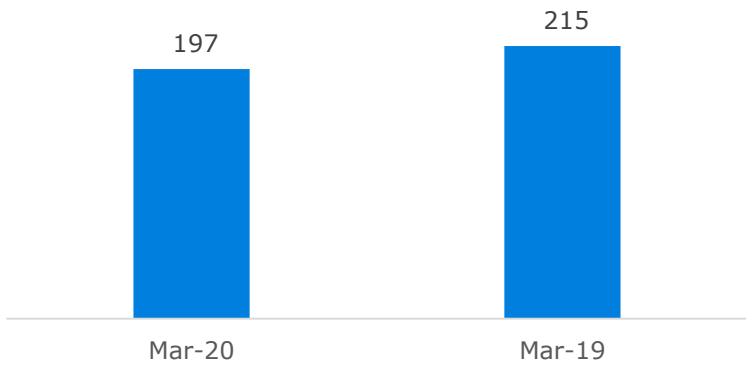
Gross Margin



EBITDA



PBT before Exceptional Item



EBITDA Movement

Particulars	Q4	YTD
EBITDA % - Previous period	9.50%	13.00%
Gross Margin	10.56%	3.87%
Employee Cost	-0.58%	-0.95%
Other Expenditure	-7.70%	1.63%
EBITDA % - Current period	11.80%	17.55%

- Other Expenditure in Q4 is high due to provisions taken for COVID risk
- YTD other expense shows savings due to IND- AS 116

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