



9th May, 2023

BSE Limited Phiroze Jeejeebhoy Towers, Dalal St, Kala Ghoda, Fort, Mumbai – 400001 Code No. 507880	National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051. 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, please find enclosed herewith presentation being made by the Company to the analysts/ institutional investors.

Kindly take the same on record.

Thanking you,

Yours faithfully,

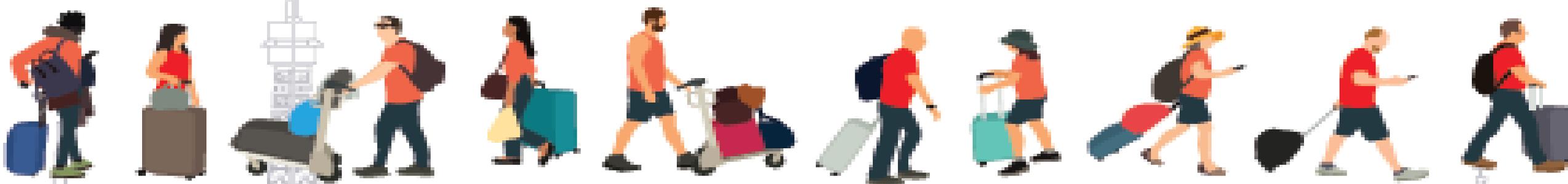
For V.I.P. Industries Limited

Anand Daga
Company Secretary & Head – Legal

Encl. As above

VIP INDUSTRIES LIMITED

Registered Office: DGP House, 5th Floor, 88C, Old Prabhadevi Road, Mumbai 400 025. INDIA.
TEL: +91 (22) 6653 9000 FAX: +91 (22) 6653 9089 EMAIL: corpcomm@vipbags.com WEB: www.vipbags.com
CIN - L25200MH1968PLC013914



READY FOR THE SURGE



INVESTOR PRESENTATION
Q4 & FY23





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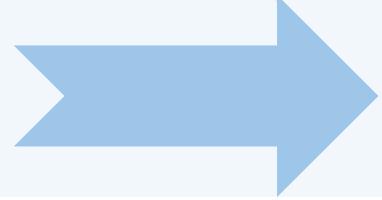
Company Overview



Q4 & FY23 Financial Performance



Brands, Channels & Categories



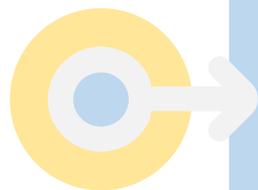
Q1 Sneak Preview

A person wearing blue jeans and white sneakers is pulling a tan rolling suitcase through a glass entrance. The person's hand is on the handle of the suitcase. The background shows a blurred interior with people and green arrows pointing right. An orange banner is overlaid on the left side of the image.

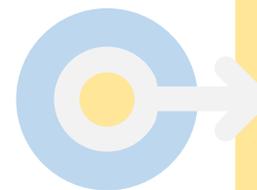
Company Overview



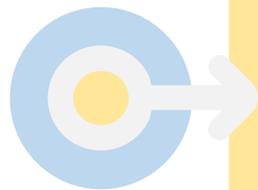
Undisputed leader in an Oligopolistic Indian Luggage Industry



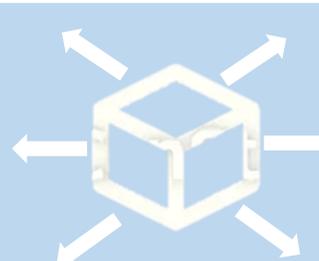
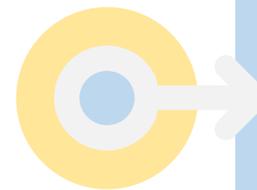
**Established in
1968**



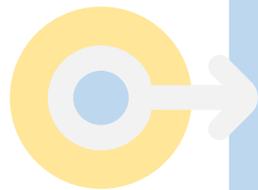
**10 Own
Manufacturing
Facilities in India &
Bangladesh**



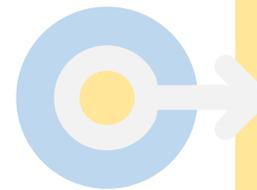
**#1 In the
organized
luggage
space**



**Servicing
customers through
~11,000 Point of
Sales across ~1200
towns**



**Present in
multiple luggage
categories across
price points**

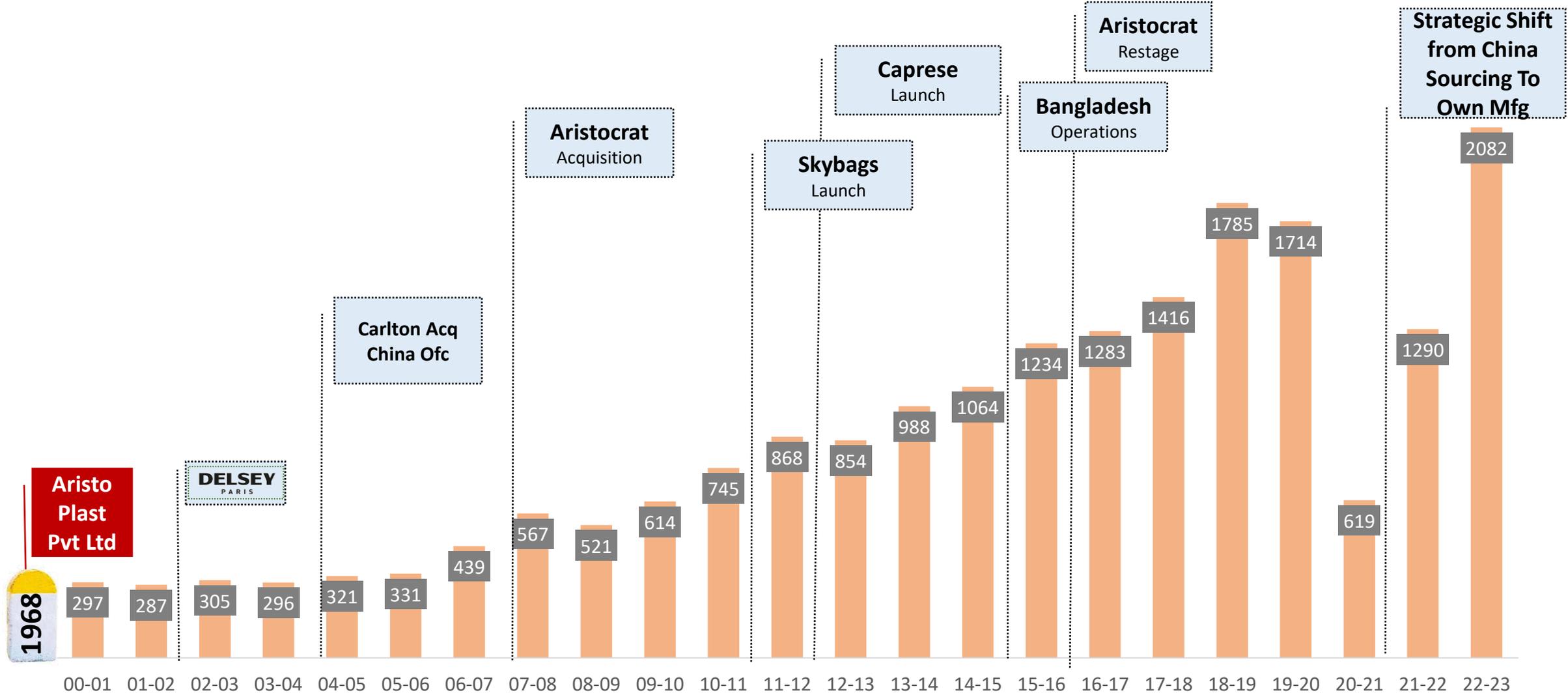


**~9000
employees**

Milestones

Leveraging our rich heritage & strong legacy

Revenue Journey (Rs. In Cr.)



Board Of Directors



Mr. Dilip Piramal
Chairman

He is a Commerce graduate and an experienced industrialist who has pioneered the luggage industry in India. He has an experience of more than 50 years in the luggage industry



Ms Radhika Piramal
Executive Vice Chairperson

She a graduate from Oxford University and has done an MBA from the Harvard Business School. She has over 10 years of experience in managing and strategizing the business of luggage, bags and other travel accessories.



Mr. Anindya Dutta
Managing Director

He holds a MBA in Marketing and International Business and has 25 years of leadership experience in the FMCG industry across business verticals and categories. He is responsible to build the organization growth strategy and lead execution across all business verticals & regions globally



Ms Nisaba Godrej
Independent Director

She has completed B.Sc. from The Wharton School and an MBA from Harvard Business School. She is the Executive Chairperson of Godrej Consumer Products and Director of Godrej Agrovet and Teach For India.



Mr. Amit Jatia
Independent Director

He has a degree in Business Administration from the Marshall School of Business, Los Angeles. He has attended several sessions of the YPO / Harvard President's Program at HBS. He has over 26 years of experience in the QSR industry.



Mr. Tushar Jani
Independent Director

He is a Science graduate. He is a founder of Blue Dart Courier Services, Blue Dart Express Limited, Blue Dart Aviation Limited and Express Industry Council of India. He has over 40 years of experience in the Shipping and Transport Industry. He has pioneered inland logistics of sea freight containers.



Mr. Ramesh Damani
Independent Director

He is a Commerce graduate and a post-graduate in Business Administration, Marketing from California State University, Northridge. He has over 20 years of experience in security market.



Ms Neetu Kashiramka
Executive Director & CFO

She is a qualified Chartered Accountant and has 25 years of experience across varied industries. At VIP industries, along with being the Financial Controller & business partner, she is responsible for Legal, Secretarial, Investor Relationship, Information Technology and Commercial functions.



Senior Management



Abhinav Kapoor
Vice President Sales
Over 20 years of
experience in FMCG
industry



Anjan Mohanty
Chief Executive Officer –
Bangladesh
23 years of experience in
apparel industry



Anup Sur
Head - Supply Chain &
Logistics
24 years of experience
across varied industries



Ashish Saha
Sr. Vice President – India
Manufacturing & New
Projects
42 years of experience in
luggage industry



MVH Sastry
Head Procurement &
Sourcing
20 years of experience in
FMCG industry



Praful Gupta
Head Marketing
22 years of experience in
FMCG & luggage industry



Suhas Kshirsagar
Head - Corporate Quality
& After Sales Service
27 years of experience in
luggage, automotive &
FMCG industry



Sunil Kolhe
Sr. Vice President –
Design & Product
Development
34 years of experience in
luggage industry



Vikas Anand
Vice President - Human
Resources
17 years of experience
across varied industries



VIP Power Brands : High Equity, targeted at distinctive opportunity spaces



Proposition

Innovative & Caring partner that makes every trip comfortable, safe and enjoyable

Trendy , colorful luggage brand that helps you get noticed

Partner every young middle Indian in this journey with products that are built to outperform and outlast

Brand Print



Hello Holidays




Move in Style




Unpack Your Dreams



BRANDS FROM THE HOUSE OF VIP INDUSTRIES



VIP Power Brands : High Equity, targeted at distinctive opportunity spaces



Proposition

Luggage Partner For Young Visionaries & Leaders

Avant-garde range of handbags & accessories for every woman who wishes to announce her arrival in life

Brand Print

CARLTON
THE NEW FACE OF BUSINESS

The New Face Of Business

CAPRESE

All That A Girl Can Be

BRANDS FROM THE HOUSE OF VIP INDUSTRIES



Diversified Product Portfolio

HARD LUGGAGE



DUFFLE BAGS



SOFT LUGGAGE



LADIES HANDBAGS



BACKPACKS



Healthy geographical presence - Driving Deeper Penetration



RETAIL TRADE

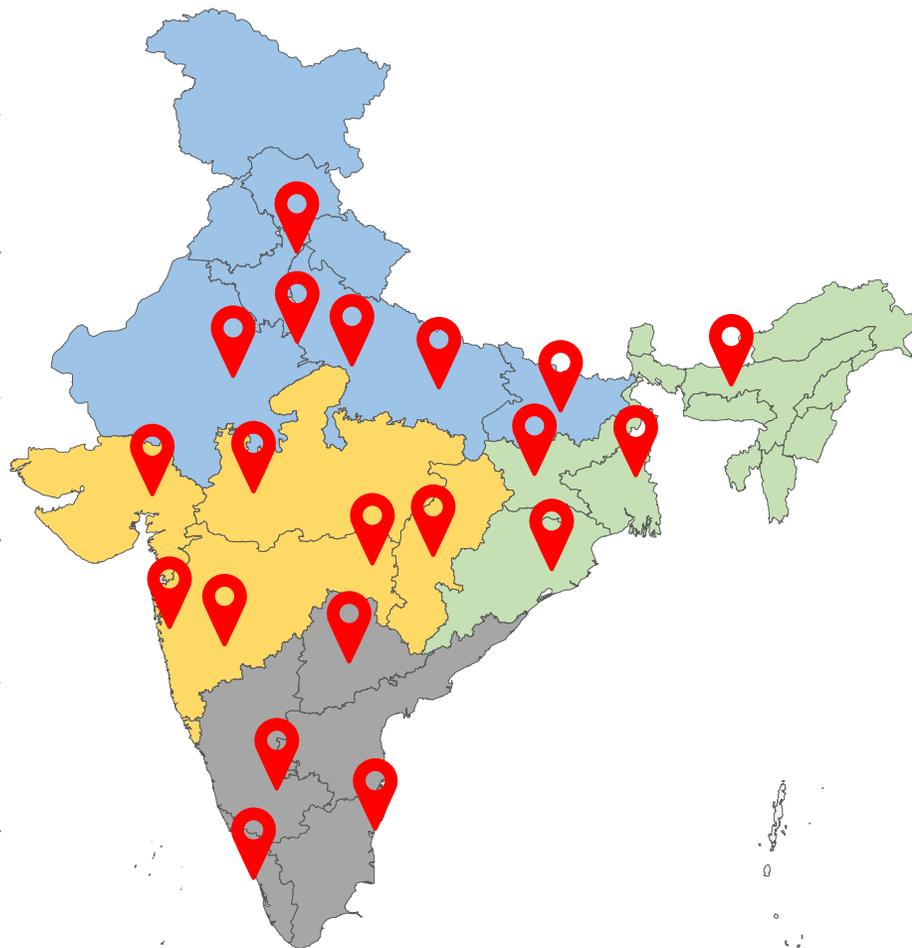
MODERN TRADE

GENERAL TRADE

ECOM

CSD CPC

INSTITUTIONAL



Branch locations

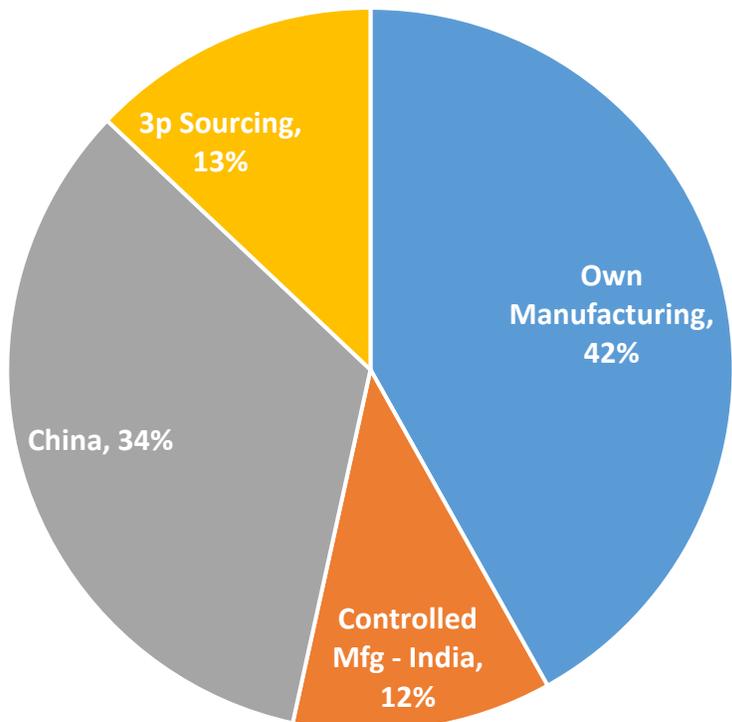
4 Regions
20 Branches

Pop Strata	VIP Presence (No. of towns)	
	FY20	FY23
30K – 50K	182	263
50K - 1 Lakh	278	471
1 - 5 Lakhs	321	387
5 -20 Lakhs	73	79
20 - 50 Lakhs	8	8
50 Lakhs+	5	5
Total	867	1213

High Impact Investment In Own Manufacturing ! Rs 100 CRORES IN FY23 !

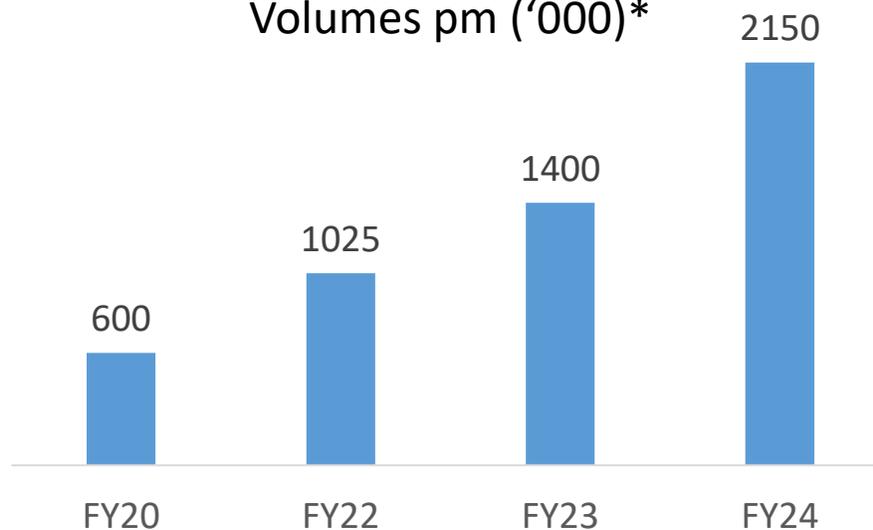
Pre-pandemic

FY20



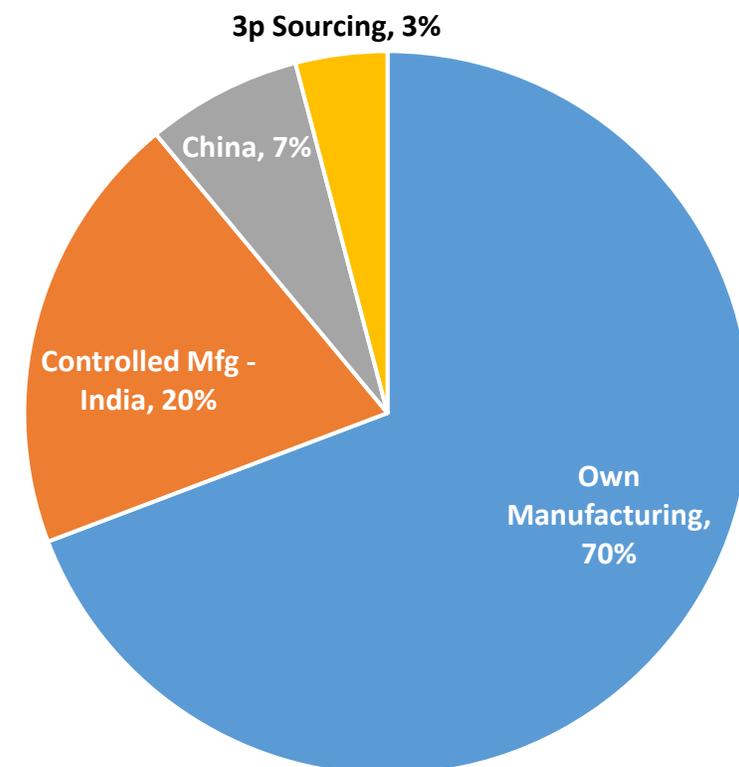
Own Manufacturing Capacity Expansion Initiated

Volumes pm ('000)*



Post-pandemic

FY23



Planned Capex For FY24 Is Rs. 200 Crores !

Financial Overview



Performance Highlights (Consolidated)

Q4 FY23 Operational Highlights

- Q4 revenue reported an all-round growth at 27% YoY (volume 27%) and 45% over base (volume 40%)
- Gross margins* reported sequential improvement of 8.4% and YoY improvement of 4.6%, mainly on account of operational efficiencies combined with favorable raw material prices & ocean freight
- Q4 overall expense is at Rs. 196 cr as compared Rs. 157 cr last year in line with increased operations
- Other expenses include provision for doubtful debt of Rs. 12 crore
- EBITDA without impact of provision for doubtful debt would be 17.8%

EBITDA % - Q4 FY 22	10.6%
Increase in Gross Margin (incl. other income)	4.3%
Better absorption of Employee Cost	2.6%
Advt. exp	-1.4%
Other exp	-1%
EBITDA % - Q4 FY 23	15.1%

	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23
Revenue (Rs. cr)	356	591	515	526	451
YoY Growth (%)	46%	186%	56%	32%	27%

Q4-FY23 Consolidated Financial Performance

Rs. 451 Cr. Revenues	57.9%* GP %	15.1% EBITDA %	Rs. 41 Cr. PBT#
+27%	+4.6%	+4.5%	+154%

Over Q4 FY22

FY23 Consolidated Financial Performance

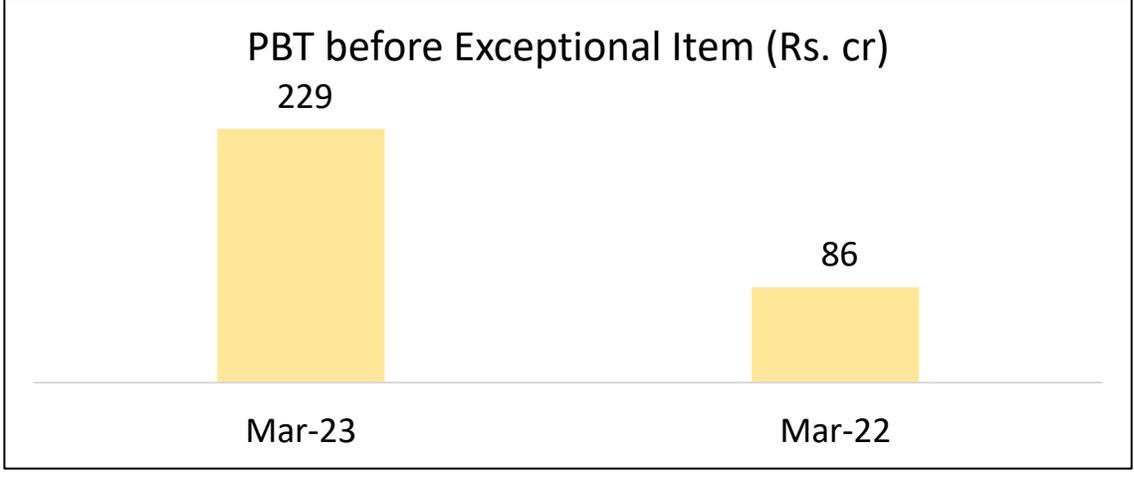
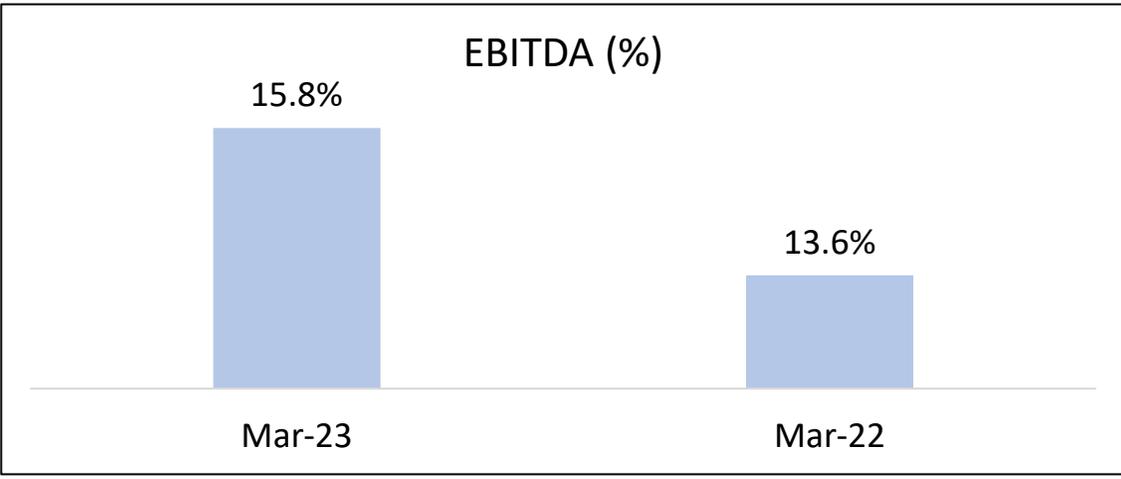
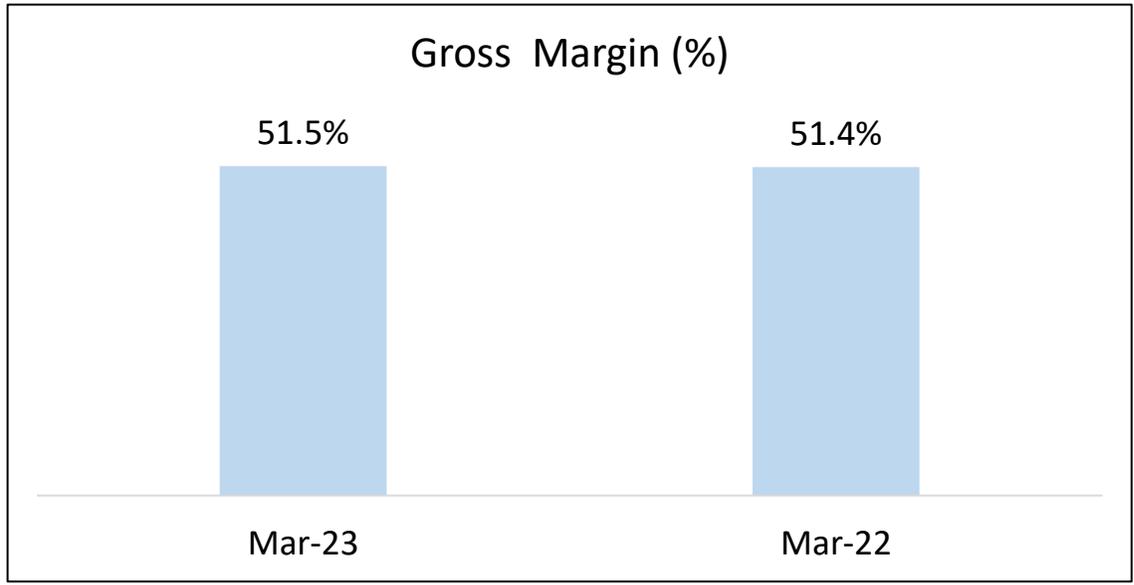
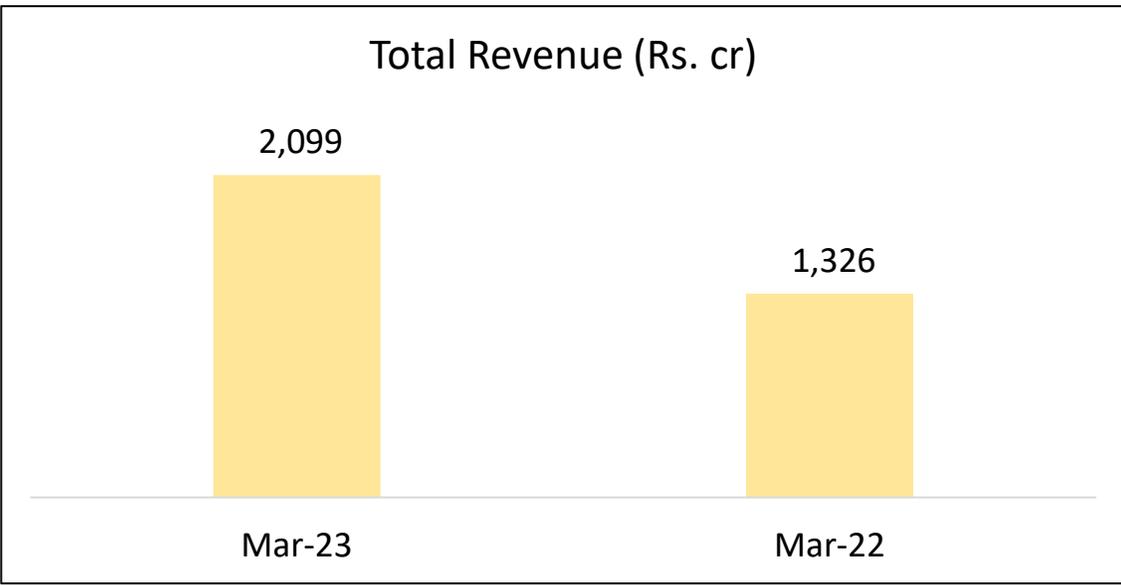
Rs. 2081 Cr. Revenues	51.1%* GP %	15.8% EBITDA %	Rs. 229 Cr. PBT#	Rs. 152Cr. PAT##
+61%	+1.1%	+2.1%	+165%	+128%

Over FY22

Q4 & FY23 Financial Performance - Consolidated

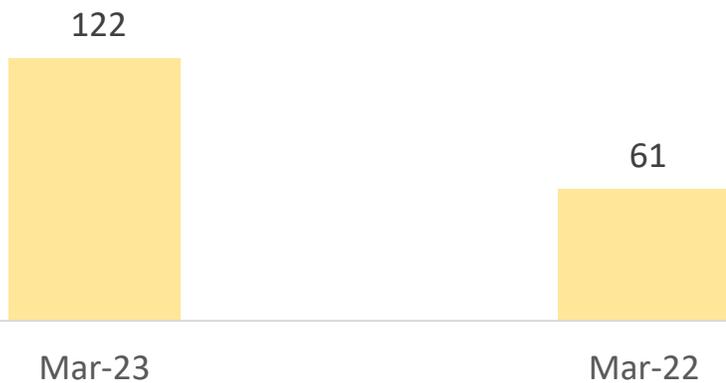
Particulars	Quarter ended			Year ended	
	Mar-23	Dec-22	Mar-22	Mar-23	Mar-22
Revenue from Operations	451	526	356	2082	1290
Other Income	5	2	6	17	36
Total Revenue	455	529	362	2099	1326
COGS	190	266	166	1019	645
Gross Contribution	265	263	195	1081	681
GC Margin (without Other Income)	57.9%	49.4%	53.3%	51.1%	50.0%
Employee Benefits expenses	58	59	56	236	189
Other Expenses	138	128	101	514	311
Total Expenses	196	187	157	750	500
EBIDTA	69	76	38	331	181
EBIDTA Margin	15.1%	14.3%	10.6%	15.8%	13.6%
Depreciation	20	18	17	74	70
EBIT	49	57	21	257	111
Finance Cost	8	7	5	28	25
Profit before Exceptional items	41	51	16	229	86
Exceptional items Expense / (Income)	47	0	0	32	0
Profit before Tax	-6	51	16	197	86
Tax	-2	7	4	44	19
Profit After Tax	-4	44	12	152	67

FY23 Key Financial Metrics - P&L



FY23 Key Financial Metrics - Balance Sheet

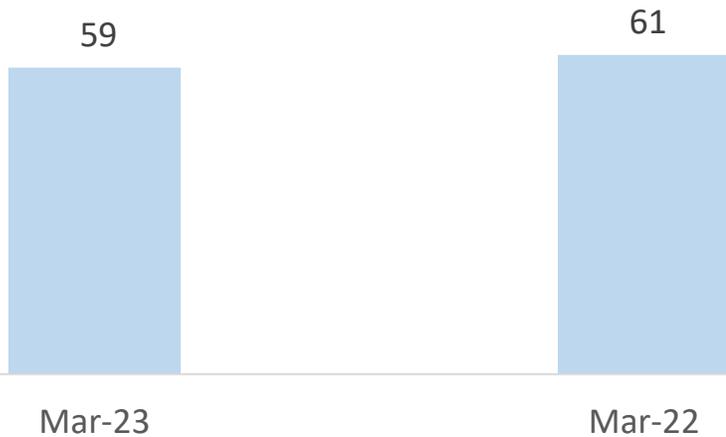
Net Debt (Rs. cr)



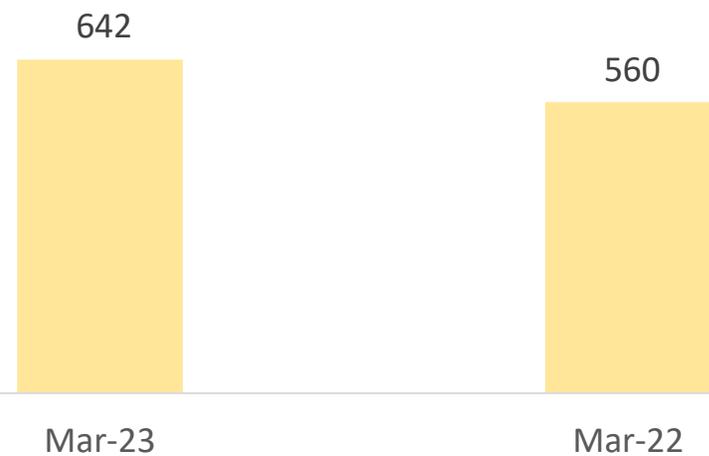
Working Capital (No of Days)



Investments & Cash & Bank (Rs. cr)



Shareholders' Funds (Rs. cr)





Brands, Channels & Categories

Revenue Performance : Channels

Channel-wise revenue Saliency (%)	Q4 FY20	Q4 FY22	Q4 FY23	YoY % Growth	Channel-wise revenue Saliency (%)	FY20	FY22	FY23	YoY % Growth
General trade	26%	22%	22%	28%	General trade	23%	20%	23%	85%
Retail trade	15%	12%	11%	23%	Retail trade	14%	10%	11%	81%
Modern trade	31%	25%	29%	45%	Modern trade	31%	28%	28%	60%
Ecom	4%	11%	11%	32%	Ecom	9%	16%	14%	39%
CSD CPC	15%	20%	16%	1%	CSD CPC	14%	17%	12%	19%
Institutional	5%	7%	6%	16%	Institutional	6%	6%	7%	80%
International	3%	3%	4%	54%	International	3%	3%	4%	173%

GT

GT distribution present in over 1200 towns across India



EBO

Retail store count @ 500 for FY23
Planned exit @ 800 for FY24



MT

Future group loss mitigated within other chains



ECOM

Continued growth trajectory;
Accelerator program planned for FY24



IB

Enhanced extraction from existing high potential markets





Revenue Performance : Brands

Brand-wise revenue Saliency (%)	Q4 FY20	Q4 FY22	Q4 FY23	YoY % Growth	Brand-wise revenue Saliency (%)	FY20	FY22	FY23	YoY % Growth
VIP	27%	23%	23%	23%	VIP	27%	23%	23%	65%
SKYBAGS	36%	33%	33%	26%	SKYBAGS	37%	33%	31%	50%
CARLTON	4%	5%	6%	53%	CARLTON	5%	5%	6%	84%
Premium & Mass Premium	68%	62%	62%	27%	Premium & Mass Premium	69%	61%	60%	58%
ARISTROCRAT+ ALFA	27%	36%	35%	22%	ARISTROCRAT+ ALFA	25%	36%	36%	65%
CAPRESE	5%	2%	4%	90%	CAPRESE	6%	4%	4%	71%

New launches
&
Brand Activations





Revenue Performance : Categories

Category-wise revenue Saliency (%)	Q4 FY20	Q4 FY22	Q4 FY23	YoY % Growth
UPRIGHTS				
HARD LUGGAGE - UPRIGHT	36%	49%	49%	26%
SOFT LUGGAGE - UPRIGHT	29%	29%	25%	9%
DUFFEL BAGS	10%	9%	7%	0%
BACKPACKS	20%	10%	15%	98%
LADIES HAND BANGS	5%	2%	4%	89%

Category-wise revenue Saliency (%)	FY20	FY22	FY23	YoY % Growth
UPRIGHTS				
HARD LUGGAGE - UPRIGHT	32%	46%	49%	69%
SOFT LUGGAGE - UPRIGHT	33%	30%	26%	41%
DUFFEL BAGS	10%	9%	8%	33%
BACKPACKS	18%	10%	13%	115%
LADIES HAND BANGS	6%	4%	4%	71%

New launches
&
Brand Activations



A person wearing blue jeans and white sneakers is pulling a tan rolling suitcase through a glass door. The person's hand is on the handle of the suitcase. The background is a blurred indoor space with other people and green arrows pointing right. An orange banner is overlaid on the left side of the image.

Q1 Sneak Preview

Skybags

Starting The
Year With
Our Game
Face On !



**KEEP
TRENDING**

INDIA'S FIRST GAMING TRAVEL-GEAR

**Introducing India's First
Gaming Travel Gear !
Keeping up with the
trends of young India !**

Skybags

Stand Out With Our Clutter
Breaking Designs!

Keep
TRENDING

With A Differentiated Shape
& Pop Colors Of The Season
– You Are Sure To Make
Heads Turn !





MARVEL © **BLACK PANTHER**
THE MOST DANGEROUS MAN ALIVE



**Assemble In
Style With
Launch Of Our
Official Marvel
Luggage
Collection !**



Skybags X **MARVEL**

 **ASSEMBLE IN STYLE**

Youthful & striking designs !

**The Red bag represents the iconic
'Marvel Red'**

**"Wakanda Forever" is inspired by
the beloved character Black Panther**

**Perfect range for all Marvel
enthusiasts!**

VIP

Hop on the trend @ <https://youtu.be/7vKwR7QasEg>

Skybags
keep
trending

Launching the Class of
'23 Backpack Collection



 **CARLTON**
THE NEW FACE OF BUSINESS



**Make an Impression With
This Piece Of Perfection !**

**Sophisticated & stylish
design available in two bold
colors !**

VIP

VIP FLY
FOR FREE ✈️

GET ASSURED
RETURN FLIGHT
TICKETS TO ANY
DESTINATION
IN INDIA

— SHOP WORTH ₹ 6999 —



Hurry! Offer valid from 15th April to 15th May*

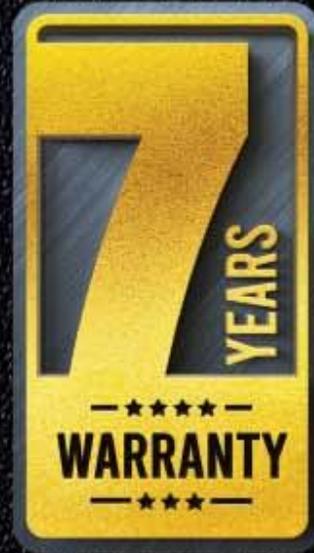
Also Available On   



*Terms & Conditions apply

**Take off on your next adventure for
free with VIP !**

Explore With Confidence !



NOTHING CAN MATCH ITS TOUGHNESS

NOT 3, NOT 5, BUT 7 YEARS WARRANTY

<https://youtu.be/RRC8BmsjKPQ>

Introducing A Bag Full Of Magic !

Sleek and stylish Disney inspired Caprese bags designed to add a touch of magic to everyday lives of women !

https://youtu.be/NEutf_y03kU



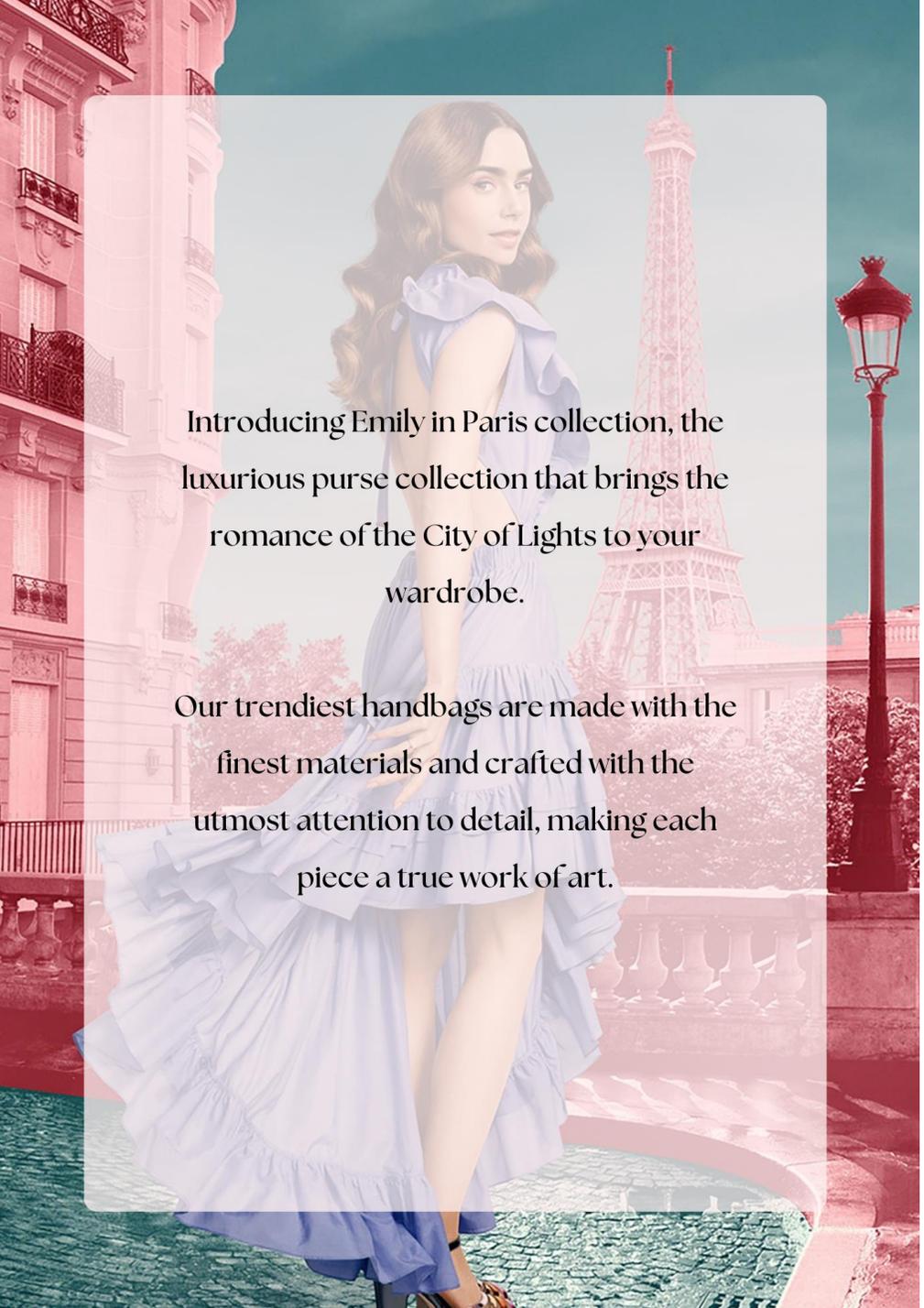
 CAPRESE

SPRING SUMMER
COLLECTION /23

Now Available in Stores

**ELEVATE YOUR GAME
WITH CHIC CAPRESE
HANDBAGS**





Introducing Emily in Paris collection, the luxurious purse collection that brings the romance of the City of Lights to your wardrobe.

Our trendiest handbags are made with the finest materials and crafted with the utmost attention to detail, making each piece a true work of art.



EMILY
IN PARIS

x CAPRESE



For Further Information Contact:

VIP Industries Limited

Ms. Neetu Kashiramka – Executive Director
& Chief Financial Officer

Email: neetu.kashiramka@vipbags.com

Adfactors PR Pvt. Ltd.

Snighter Albuquerque/ Rushabh Shah

Email: snighter.a@adfactorspr.com/
rushabh.shah@adfactorspr.com

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88-C, Old Prabhadevi
Road, Mumbai – 400025

Thank you