



3<sup>rd</sup> February, 2021

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal St, Kala Ghoda, Fort, Mumbai - 400001  Code No. 507880, 959848 and 959982	<b>National Stock Exchange of India Ltd.</b> 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**

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# Investors Update Q3 FY21 February 2021

**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

Rs. in Crores

Particulars	Quarter ended			Nine months ended		Year ended
	Dec-20	Sep-20	Dec-19	Dec-20	Dec-19	Mar-20
<b>Income from Operations</b>	<b>243</b>	<b>108</b>	<b>432</b>	<b>408</b>	<b>1,414</b>	<b>1,731</b>
Material Consumed	143	63	202	229	674	806
Employee Cost	31	30	56	99	169	210
Others Expenses	51	32	104	116	303	408
<b>EBIDTA</b>	<b>18</b>	<b>-17</b>	<b>70</b>	<b>-36</b>	<b>268</b>	<b>307</b>
<b>EBIDTA Margin</b>	<b>8%</b>	<b>-16%</b>	<b>16%</b>	<b>-9%</b>	<b>19%</b>	<b>18%</b>
Depreciation	18	19	22	60	64	87
Finance Cost	8	8	6	22	18	23
<b>PBT before exceptional items</b>	<b>-8</b>	<b>-44</b>	<b>42</b>	<b>-119</b>	<b>186</b>	<b>197</b>
Exceptional (Exp.)/Income	-	-	-	-	48	48
<b>Profit before Tax</b>	<b>-8</b>	<b>-44</b>	<b>42</b>	<b>-119</b>	<b>138</b>	<b>148</b>
Tax	-1	-8	8	-25	36	37
<b>Profit After Tax</b>	<b>-7</b>	<b>-35</b>	<b>34</b>	<b>-94</b>	<b>102</b>	<b>112</b>



## Financial Highlights

- Q3 revenue impacted due to COVID-19. Revenue at 56% of last year December quarter at 243 Cr
- Gross Margin is 41% mainly due to higher discounts and high mix of India produced goods sale rather than Bangladesh production
- Overall Expense is down by 49% as compared to last year Q3 (Rs.81 Cr vs. Rs.160 Cr in last year Q3). Employee cost lower by 46% & Other expenses by 51%.

# Other Expenses

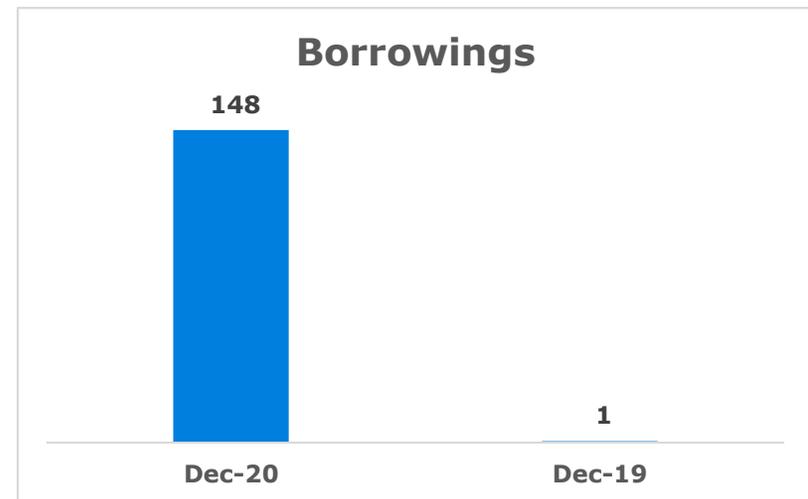
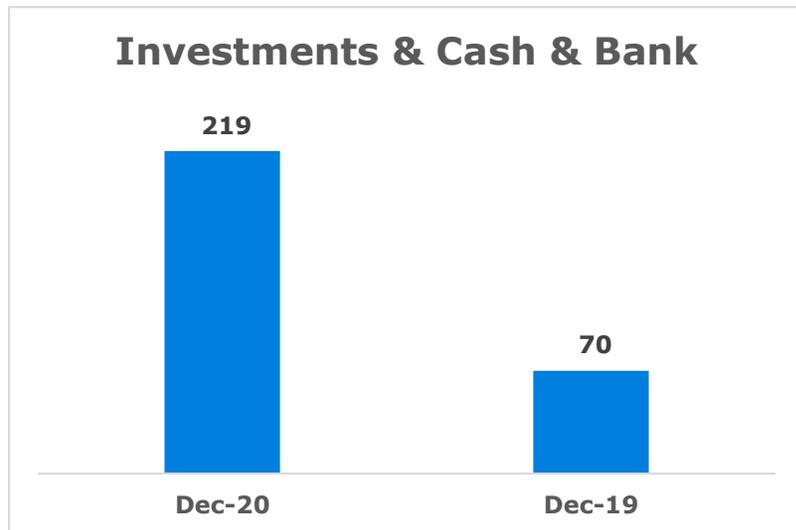
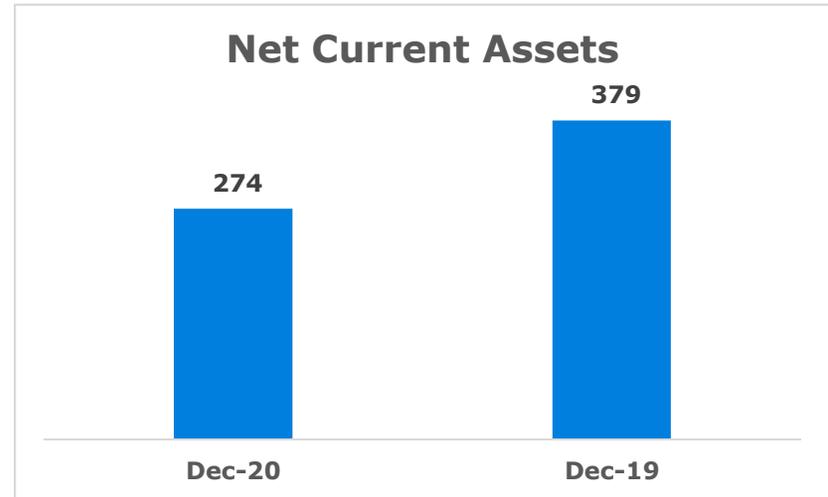
Rs. in Crores

Particulars	For the Quarter ended			Nine months ended		Year ended
	Dec-20	Sep-20	Dec-19	Dec-20	Dec-19	Mar-20
Job Work Charges	2.6	0.8	5.9	3.7	16.1	23.5
Electricity, Power & Fuel Expenses	2.8	1.9	5.5	6.0	15.8	21.0
Rent	2.3	2.2	0.5	5.4	3.8	4.2
Repairs	2.9	2.3	3.0	7.2	8.2	11.6
Insurance	1.3	0.9	1.0	3.2	3.5	5.3
Rates and taxes	0.7	0.4	1.4	1.4	3.1	4.3
Travelling expenses	1.3	0.6	5.6	2.1	17.0	22.1
Payment to auditors	0.1	0.1	0.1	0.4	0.4	0.5
CSR Expenditure	0.3	-	0.9	0.3	0.9	3.3
Professional fees	1.0	1.5	1.9	3.5	3.8	5.5
Communication expenses	0.4	0.5	1.0	1.4	2.9	3.9
Advertisement and publicity expenses	7.4	4.1	25.9	14.5	77.0	91.6
Freight, handling and octroi	15.5	8.1	25.5	27.3	77.2	100.7
Provisions	-	-	-0.0	8.6	-0.2	8.8
Human resource procurement	6.7	5.5	16.1	19.8	45.5	62.0
Miscellaneous Expenses	5.1	3.3	9.6	10.9	28.3	39.3
<b>Total</b>	<b>50.6</b>	<b>32.2</b>	<b>103.9</b>	<b>115.8</b>	<b>303.2</b>	<b>407.7</b>

Reduction in expenses is achieved by reduction in Rent, Store Closure, rationalization in manpower cost and eliminate all discretionary spends

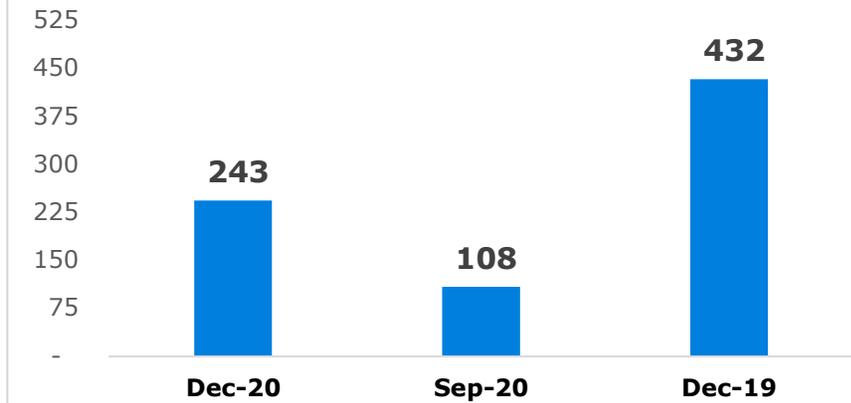


# Key Financial Metrics

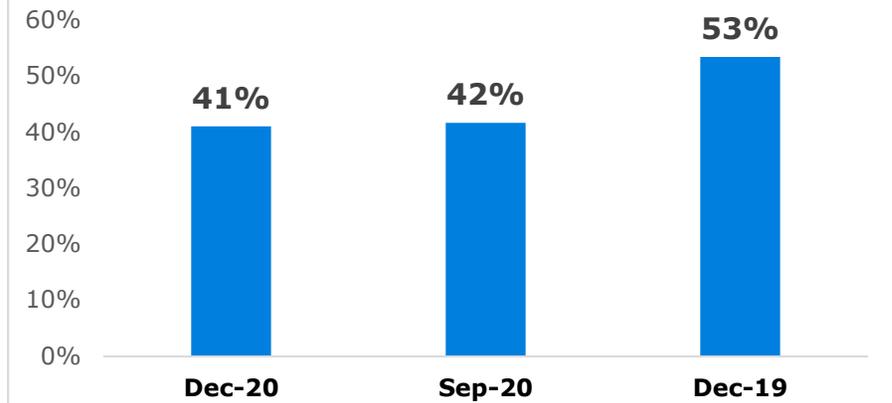


# Key Financial Metrics – Q3

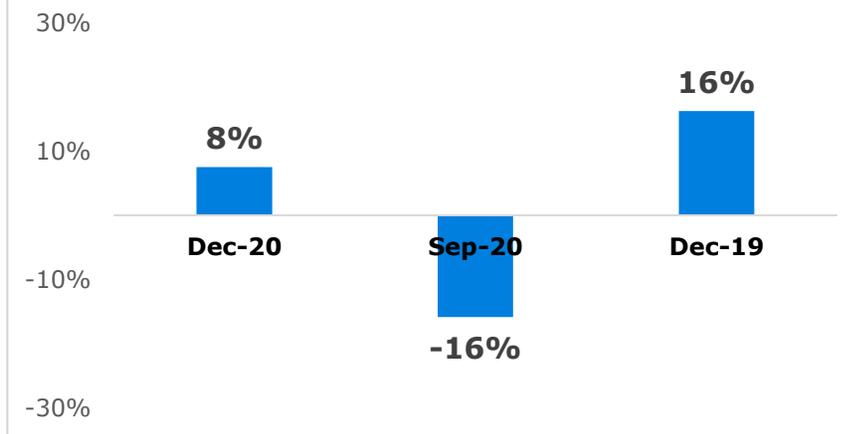
## Revenue



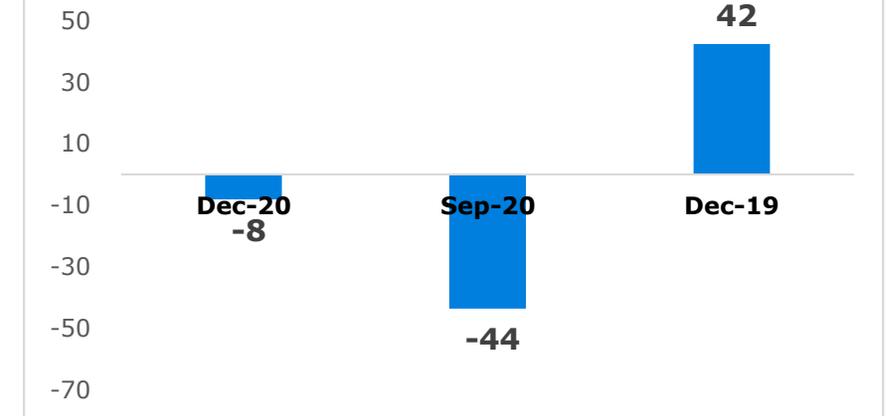
## Gross Margin



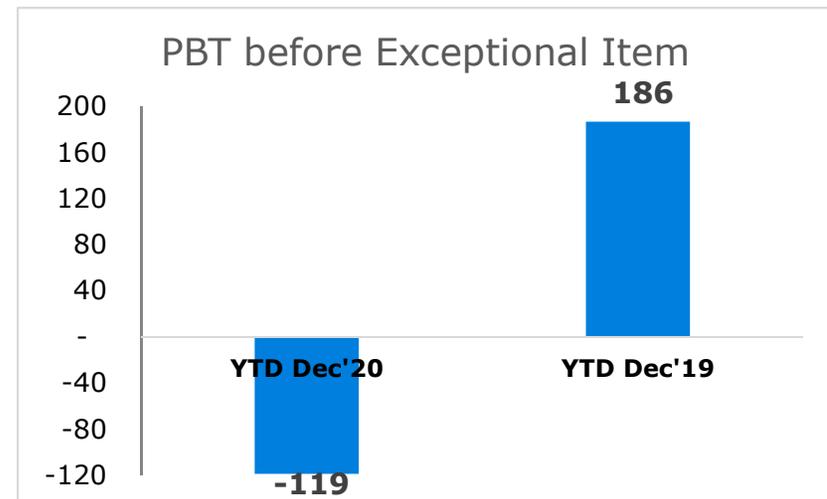
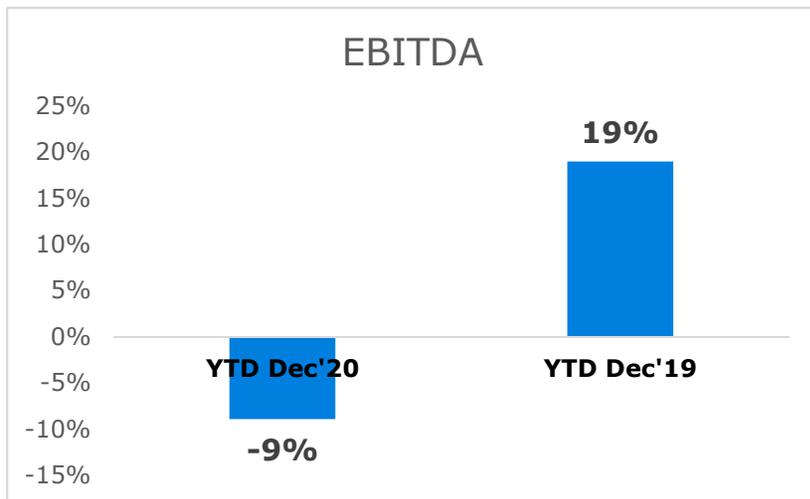
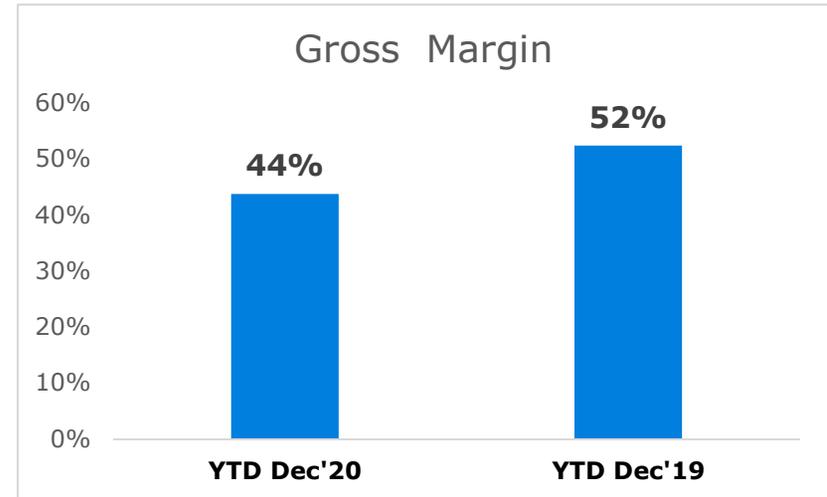
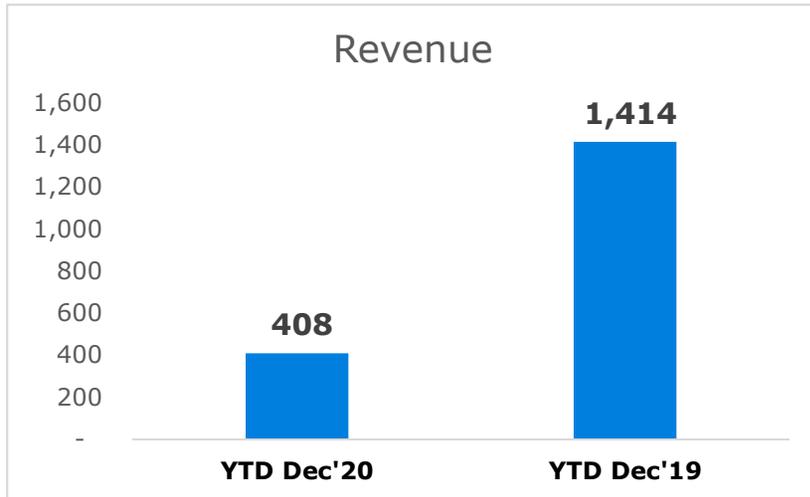
## EBITDA



## PBT before Exceptional Item



# Key Financial Metrics – YTD Dec



# Standalone Cash Flow

Rs. in Crores

Particulars	Actual Q1 FY21	Actual Q2 FY21	Actual Q3 FY21
Collections	117	143	304
<b>Total Inflows</b>	<b>117</b>	<b>143</b>	<b>304</b>
<b>Payments</b>			
Employee Payments	49	38	33
Chinese Vendors	5	11	34
Indian Vendors	17	20	52
Bangladesh Companies	33	19	42
Other Expenses	20	57	86
<b>Total Outflows</b>	<b>124</b>	<b>145</b>	<b>246</b>
<b>Surplus / (Deficit) - 1</b>	<b>-6</b>	<b>-3</b>	<b>58</b>
Opening balance -2	41	150	204
Additional Borrowings - 3	116	57	-55
<b>Closing balance (1 + 2 + 3)</b>	<b>150</b>	<b>204</b>	<b>207</b>
<b>Total Borrowings</b>	<b>148</b>	<b>205</b>	<b>150</b>



## 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**