

VRL Logistics

BSE SENSEX
80,544

S&P CNX
24,574

Conference Call Details



Date: 7th Aug 2025

Time: 10:30 AM IST

Dial-in details:

[Link](#)

Financials & Valuations (INR b)

Y/E MARCH	2025	2026E	2027E
Sales	31.6	32.6	35.8
EBITDA	5.7	6.6	7.0
Adj. PAT	1.8	2.4	2.6
EBITDA Margin (%)	18.1	20.2	19.6
Adj. EPS (INR)	20.9	27.2	29.7
EPS Gr. (%)	106.5	30.1	9.0
BV/Sh. (INR)	124.0	136.2	148.9

Ratios

Net D:E	0.4	0.2	0.1
RoE (%)	18.0	20.9	20.8
RoCE (%)	17.4	18.9	20.0
Payout (%)	71.7	55.1	57.3

Valuations

P/E (x)	26.8	20.6	18.9
P/BV (x)	4.5	4.1	3.8
EV/EBITDA(x)	9.2	7.9	7.1
Div. Yield (%)	2.7	2.7	3.0
FCF Yield (%)	1.8	6.9	7.9

CMP: INR563

Buy

In-line performance

Earnings snapshot – 1QFY26

- VRL's revenue grew 2% YoY to ~INR7.4b (-8% QoQ), in line with our estimate.
- Volume dipped 13% YoY to 0.93m tonnes, while realization grew by 17% YoY to INR 7,852/tonne, driven by a price hike undertaken. Volume drop was mainly due to contract restructuring and the voluntary exit of certain low-margin contracts.
- EBITDA margins stood at 20.4% (+840bp YoY and -270bp QoQ) against our estimate of 21.3%. EBITDA margin continued to be robust despite volume pressure, driven by cost rationalization efforts. EBITDA grew 74% YoY to INR 1.5b in 1Q FY26 (in-line).
- Fuel costs were ~28.7% of total income in 1QFY25, which decreased to 25.4% in 1QFY26. Lorry charges dropped to 3.9% from ~7.4% of total income over the same period.
- Strong operating performance saw APAT increase to INR 500m in 1Q FY26 v/s INR 134m in 1Q FY25 (in-line).
- The Board approved a company-wide salary revision for the employees w.e.f. Aug'25. The said revision would hurt the overall profitability margin and is expected to be to the tune of ~2-3% of the revenue.

Quarterly performance

Y/E March (INR m)	FY25				FY26		FY25		FY26E		FY26		INR m
	1Q	2Q	3Q	4Q	1Q		FY25		FY26E		FY26		Var. vs Est
Net Sales	7,272	7,995	8,252	8,090	7,443		31,609		32,558		7,385		1
YoY Change (%)	7.9	12.7	12.0	5.3	2.4		9.4		3.0		1.6		
EBITDA	869	1,331	1,664	1,866	1,516		5,730		6,583		1,573		(4)
Margins (%)	11.9	16.6	20.2	23.1	20.4		18.1		20.2		21.3		
YoY Change (%)	-14.7	44.9	76.3	77.1	74.5		45.6		14.9		81.0		
Depreciation	615	638	646	638	647		2,536		2,810		700		
Interest	226	224	241	258	262		948		888		225		
Other Income	148	25	57	25	65		255		300		70		
PBT before EO expense	176	493	835	996	672		2,500		3,185		718		
Extra-Ord expense	0	0	0	0	0		0		0		0		
PBT	176	493	835	996	672		2,500		3,185		718		
Tax	42	135	240	253	172		670		805		181		
Rate (%)	23.6	27.3	28.8	25.4	25.6		26.8		25.3		25.2		
Reported PAT	134	358	594	743	500		1,829		2,380		537		
Adj PAT	134	358	594	743	500		1,829		2,380		537		(7)
YoY Change (%)	-60.4	84.4	333.9	244.6	272.4		106.5		30.1		299.6		
Margins (%)	1.8	4.5	7.2	9.2	6.7		5.8		7.3		7.3		