



Largest fleet owner of  
Commercial vehicles in India  
in the Private Sector

**SETTING NEW STANDARDS IN PERFORMANCE**



**VRL LOGISTICS LIMITED**

## OUR VISION

To become the premier company that cuts across various business segments and emerges as the torchbearer of each segment that the Group ventures into.

**Hubballi**



## OUR MISSION

To provide the highest quality service to our customers by continuously improving upon cost efficiency and maintaining delivery deadlines. To encourage our workforce to continuously strive for quality and excellence in everything they do. To promote team work and create a work environment that encourages talent and brings out the best in our employees.

### Head Office



## QUALITY POLICY

We are committed to provide quality logistics services consistently at reasonable price and to continually improve the same to achieve customers delight on a sustained basis.

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## COMPANY INFORMATION

### BOARD OF DIRECTORS

**Dr. Vijay Sankeshwar**  
Chairman & Managing Director

**Anand Sankeshwar**  
Managing Director

**Darius Pandole**  
Nominee Director

**J.S. Korlahalli**  
Independent Director

**Dr. Prabhakar Kore**  
Independent Director

**Sudhir Ghat**  
Director

**C. Karunakara Shetty**  
Independent Director

### CORPORATE OFFICE

Giriraj Annexe, Circuit House Road  
Hubballi – 580 029  
Karnataka  
Phone: 0836-2237511  
Fax: 0836-2256612  
E-mail: headoffice@vrllogistics.com

### CHIEF FINANCIAL OFFICER

Sunil Nalavadi

### COMPANY SECRETARY

Aniruddha Phadnavis

### VICE PRESIDENT (ACCOUNTS)

Raghavendra B. Malgi

### STATUTORY AUDITORS

M/s H.K. Veerabhadrappa & Co.  
Chartered Accountants  
Hubballi

M/s Walker Chandiok & Co. LLP  
Chartered Accountants  
Mumbai

### COST AUDITOR

Sanjay Tikare & Associates  
Cost Accountants, Dharwad

### LEGAL ADVISOR

R.B. Gadagkar

### BANKERS

The Shamrao Vithal Co-operative Bank Ltd  
Saraswat Co-operative Bank Ltd  
HDFC Bank Ltd  
ICICI Bank Ltd  
IDBI Bank Ltd  
Kotak Mahindra Bank Ltd  
NKGSB Co-operative Bank Ltd  
State Bank of Mysore  
Syndicate Bank  
Union Bank of India  
Axis Bank  
ING Vysya Bank

### BOARD COMMITTEES

#### AUDIT COMMITTEE

Sudhir Ghat – Chairman  
J.S. Korlahalli  
C. Karunakara Shetty  
Darius Pandole

#### FINANCE COMMITTEE

Dr. Vijay Sankeshwar – Chairman  
Anand Sankeshwar  
J.S. Korlahalli

#### REMUNERATION COMMITTEE

J.S. Korlahalli – Chairman  
C. Karunakar Shetty  
Sudhir Ghat  
Darius Pandole

#### FIXED DEPOSIT COMMITTEE

Dr. Vijay Sankeshwar – Chairman  
Anand Sankeshwar  
C. Karunakar Shetty  
Darius Pandole

#### SHAREHOLDERS AND INVESTORS GRIEVANCE COMMITTEE

Sudhir Ghat – Chairman  
C. Karunakara Shetty  
J.S. Korlahalli  
Darius Pandole

#### IPO COMMITTEE

Dr. Vijay Sankeshwar  
Anand Sankeshwar  
J.S. Korlahalli  
Darius Pandole

#### SELECTION COMMITTEE

Sudhir Ghat – Chairman  
J.S. Korlahalli  
Subhash R. Hosamani  
Darius Pandole

#### CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Dr. Prabhakar Kore – Chairman  
Anand Sankeshwar  
C. Karunakar Shetty

#### REGISTERED OFFICE

18th KM, NH 4  
Bangalore Road, Varur  
Hubballi – 581 207  
Karnataka  
Phone: 0836-2237613  
Fax: 0836-2237614  
E-mail: varurho@vrllogistics.com  
Website: www.vrllogistics.com

## PROMOTERS



**Dr. Vijay Sankeshwar**  
Chairman & Managing Director



**Mr. Anand Sankeshwar**  
Managing Director

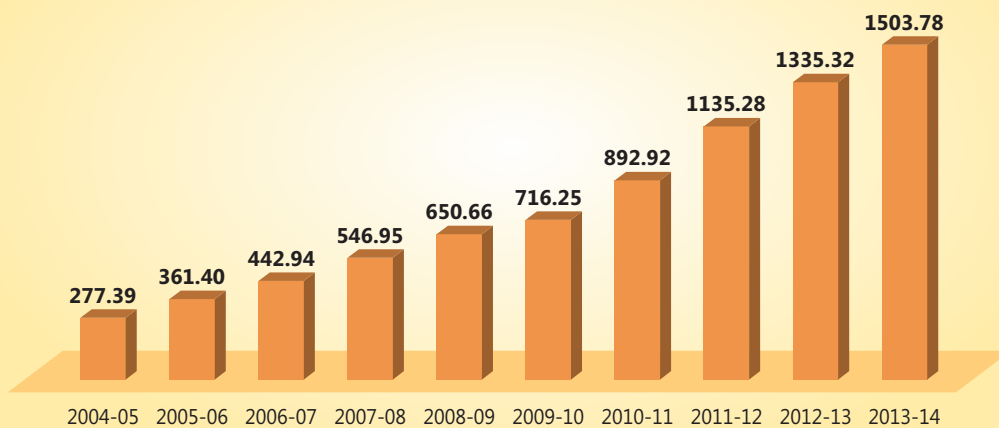


**The leadership**  
Providing Proactive Solutions

## KEY PERFORMANCE INDICATORS

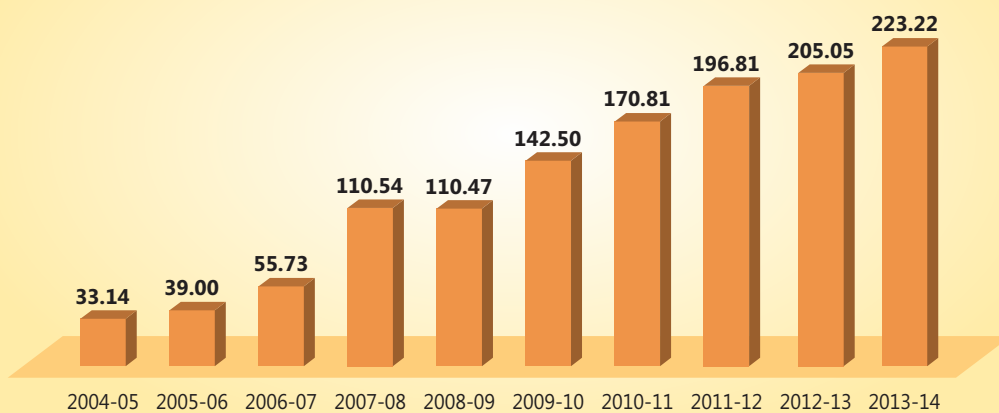
### TURNOVER

(Rs. in Crores)



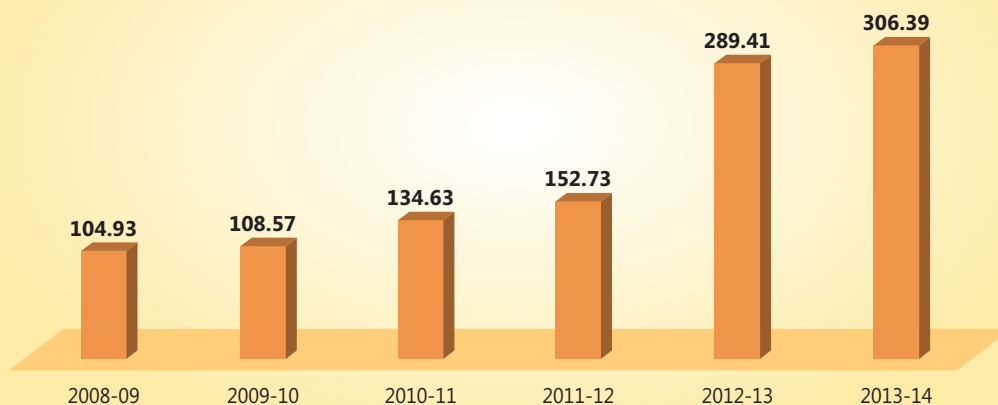
### EBIDTA

(Rs. in Crores)



## NETWORTH

(Rs. in Crores)



## FINANCIAL HIGHLIGHTS 2013-14

(Rs. in lakhs)

Particulars	Amount
Total Income	150377.85
EBIDTA	22322.38
PBT	7676.78
Net Profit	5701.24



GENERAL  
PARCEL



VRL  
PRIORITY



PASSENGER  
SERVICE



COURIER  
SERVICES



CAR CARRIER  
SERVICES



AVIATION



WIND ENERGY

## OUR BOARD OF DIRECTORS

**Drawing on expertise**



**Dr. Vijay Sankeshwar**  
Chairman &  
Managing Director



**Mr. Anand Sankeshwar**  
Managing Director



**Mr. Darius Pandole**  
Nominee Director



**Mr. Sudhir Ghatge**  
Director



**Mr. J.S. Korlahalli**  
Independent Director



**Dr. Prabhakar Kore**  
Independent Director



**Mr. C. Karunakara Shetty**  
Independent Director

### **Dr. VIJAY SANKESHWAR**

Chairman & Managing Director and Promoter of the Company, he is actively involved in the day-to-day affairs of the Company, as a Whole Time Director. He holds a Bachelor's Degree in commerce from Karnatak University, Dharwad. He was a former Member of Parliament and was elected from the Dharwad (North) constituency in the 11th, 12th and 13th Lok Sabha elections and he was also a nominated member of the Legislature of the State of Karnataka. He was a member of Central Government committees, such as, the Committee of Finance between 1996 and 1997, the Consultative Committee, Ministry of Surface Transport between 1996 and 2000 and the Committee of Transport and Tourism between 1998 and 2000. He has over three decades of experience in the Logistics industry. He has received various awards including the 'Udyog Ratna' in 1994 by the Institute of Economic Studies, New Delhi, Aaryabhat Award in 2002, Sir M. Visvesvaraya Memorial Award in 2007 and the Transport Samrat in 2008. He was recently selected as the 'Transport Personality of the year' during the India Road Transportation Awards 2012 (IRTA). He was conferred with Honorary Doctorate by the Karnatak University Dharwad for his achievement in Industry. He has received various awards during the current year among them are Purushottam Award conferred by the Ramachandrapur Math, Shimoga, Chanakya Award conferred by the Public Relations Council of India are noteworthy.

**Mr. ANAND SANKESHWAR**

Managing Director and Promoter, he supervises our marketing and finance operations. He is actively involved in the day-to-day affairs of the Company, as a Whole Time Director. He holds a Bachelor's Degree in commerce from Karnatak University, Dharwad. He has 19 years of experience in the transport industry. He has been awarded the 'Youth Icon' award in 2004 by Annual Business Communicators of India and 'Marketing Professional of the Year' in the year 2005 by the Indira Group of Companies. He was also awarded the Best 2nd Generation Entrepreneur by TiE Global, USA in 2010. He was honoured as an 'Inspirational leader of New India' at a recently concluded event during the year 2013 at Las Vegas, USA.

**Mr. DARIUS PANDOLE**

Mr. Darius Pandole is a Non-Executive Director of the Company. He has been a partner at a New Silk Route Advisors Pvt. Ltd since its inception in February 2006 and manages the firm's private equity investment operations. He has outstanding academic background. He has obtained degree in Arts (Economics) from Harvard and a MBA from the University of Chicago. In 1997, he joined the investment team at Ind Ocean Fund (established by Chase Capital Partners and Soros Fund Management), amongst the first private equity funds to be established in India. In February 1999, he co funded and served as the Managing Director of Ind Asia Fund Advisors Pvt. Ltd. He joined IDFC PE Ltd, In February 2003, and was the Executive Director, and later Chief Operating Officer of this asset management Company that managed the India Development fund, an infrastructure focused private equity fund. He was also the Indian Junior national squash champion and has represented the country at various squash tournaments.

**Mr. SUDHIR GHATE**

A Non-Executive Independent Director of the Company, he holds a Bachelor's Degree in commerce from Mysore University and is a fellow member of the Institute of Chartered Accountants of India. He was a partner at Ganesh and Sudhir, Chartered Accountants, Mangalore between 1982 and 1994. He is the Chairman of Magnum Intergrafiks Private Limited, a national advertising design and communication company accredited with the Indian News Paper Society, a member of Audit Bureau of Circulation and Advertising Agency Association of India. He was a member of National Council of Textiles Design, New Delhi between 2002 and 2004 and he is a member of the National Executive Committee of the Advertising Agency Association of India since 2004.

**Mr. J.S. KORLAHALLI**

A Non-Executive Independent Director of the Company, he is the president of Shri Krishna Shikshana Samsthe, Gadag. He is a member on the advisory committee of the Manorama Institute of Management Studies, Gadag, and is also a Managing Committee member of Adarsh Shikshana Samiti, Gadag. He has a post graduate degree in commerce from Karnatak University and is an outstanding academician. As an academician he has held several positions of honour such as Member of the Senate and Academic Council, Karnatak University and Member of the Board of Studies in Commerce and Management Studies, Karnatak University. He has over 45 years of experience in the academia.

**Dr. PRABHAKAR KORE**

A Non-Executive Independent Director of the Company, he is a member of the Parliament, the Chancellor of Karnataka Lingayat Education University and the Chairman of Karnataka Lingayat Education Society. He is a commerce graduate from Karnatak University and is involved in various activities such as Education, Agriculture, Co-operative endeavor, community building and politics. He is a currently a Member of the Parliament from Belgaum, Karnataka. He is the recipient of several awards and recognitions such as "Life time achievement award for Education, Service and Commitment to Society by Veerashaiva Society of North America", "Suvarna Karnataka Rajyothsava Award" for outstanding contribution in the field of education by the Government of Karnataka and an Honorary Doctorate from the Karnatak University. He has over four decades of experience in the industry.

**Mr. C. KARUNAKARA SHETTY**

A Non-Executive Independent Director of the Company, he holds a post graduation degree in commerce from Karnatak University, Dharwad and is also a Certified Associate member of Indian Institute of Banking (CAIIB). He worked with Vijaya Bank between 1974 and 1998. He has over 20 years of experience in the banking industry. Currently, he is the Managing Director of Bhagavathi Chits Private Limited, which is also a member of Bangalore Stock Exchange.