
Ritco Logistics Limited

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Ritco Logistics Delivers a Stellar Performance in Q3 FY25.

Performance Highlights for Standalone: Q3FY25 vs Q3FY24

- Total Income of Rs. 312.93 Crores, growth of 30.97 % y-o-y
- EBITDA of Rs. 25.05 Crores, growth of 25.78 % y-o-y
- EBITDA growth in absolute terms.
- PAT of Rs. 13.03 Crores, growth of 45.16 % y-o-y
- PAT margin at 4.16 %

Performance Highlights for Consolidated: Q3FY25 vs Q3FY24

- Total Income of Rs. 312.96 Crores
- EBITDA of Rs. 22.73 Crores
- PAT of Rs. 10.16 Crores
- PAT margin at 3.25%

Commenting on the performance, Mr. Manmohan Pal Singh Chadha, Chairman, said:

In Q3 FY 2024-25, Ritco Logistics Ltd., a trailblazer in logistics and supply chain solutions, reinforced its industry leadership with groundbreaking innovations that are reshaping the sector. Driven by an unwavering commitment to operational excellence, environmental responsibility, and superior customer service, Ritco continues to set new benchmarks. Further proving its capabilities, the company has secured prestigious new contracts, including ₹120 Cr from a leading polymer customer and over ₹110 Cr from a prominent fertilizers & chemical company, solidifying its position as a trusted partner in the industry.

Amid a stable macroeconomic environment, Ritco Logistics Ltd. continues to deliver exceptional performance across all business sectors, consistently surpassing even the most ambitious forecasts. The company has achieved remarkable growth in the steel and cement industries, setting new efficiency benchmarks while maintaining a balanced and optimistic outlook despite industry-wide inflation. Even in the face of rising competition and high freight costs, Ritco remains steadfast in its vision to build a dominant empire of integrated multimodal logistics solutions. With a strong value-driven foundation and a resilient workforce, Ritco Logistics stands as a beacon of excellence in an evolving global landscape, offering cutting-edge, customized logistics solutions that empower businesses of all sizes and industries.

By embracing advanced technology and fostering a wide network of strategic partnerships, Ritco has not only set new standards but redefined the essence of reliability and timely delivery. Ritco's unwavering dedication to innovation and excellence has solidified its status as an undisputed leader in the industry.



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Driven by an unwavering commitment to innovation, Ritco Logistics Ltd. has made significant investments in state-of-the-art infrastructure, advanced fleet management systems, and a team of industry-leading experts. Harnessing the power of data analytics and artificial intelligence, Ritco optimizes routes, minimizes fuel consumption, and actively reduces its carbon footprint, setting new benchmarks in environmental responsibility. Strengthening its position in bulk logistics, Ritco has expanded its focus on food grain and FMCG transportation, leveraging both road and multimodal solutions through a strategic alliance with Indian Railways and CONCOR. Additionally, through its collaboration with technology partner 'Trucks Up,' the company continues to enhance operational efficiency and effectively manage freight costs, reinforcing its leadership in the logistics sector.

Ritco Logistics Ltd. has built strong alliances across the global supply chain, ensuring seamless integration and expansive reach. As the industry evolves, Ritco stays ahead by anticipating shifting demands and delivering exceptional service. Emerging as one of India's fastest-growing integrated logistics companies, Ritco is strategically investing in infrastructure, particularly for bulk movement sectors like steel, cement, coal, minerals, and solar. Backed by a strong growth outlook, the company has deployed high-capacity trailers to enhance efficiency and cost-effectiveness for reputed clients, reinforcing its commitment to long-term, controlled operations and industry leadership.

Our EBITDA for the quarter stood at Rs. 25.05 crores, a growth of 25.78% y-o-y with margins of 4.16%. We expect margins to improve in the coming quarters with an increase in utilization levels. Profit after Tax stood at Rs. 13.03 crores, a growth of 45.16% y-o-y.

At Ritco Logistics Ltd., our dedicated team is driven by an unwavering commitment to designing customized logistics solutions that go beyond conventional support—they serve as a catalyst for business growth and success. We strive to exceed expectations by delivering exceptional service, anchored in continuous innovation and operational excellence. Our clients trust us for logistics solutions that set new industry benchmarks, ensuring seamless, efficient, and scalable operations. In a relatively short span, Ritco has emerged as a leader in transporting steel, cement, and other vital metals and minerals, showcasing our strategic focus and ability to thrive in competitive markets.

Looking ahead, we are poised for even greater achievements, leveraging advanced technology and infrastructure-driven logistics to enhance efficiency, reliability, and sustainability. Our strategic expansion into multimodal logistics, along with key industry partnerships, reinforces our long-term vision. With a strong performance outlook for the coming quarters, we remain confident in achieving our targets by year-end. As a trusted logistics partner, Ritco Logistics Ltd. is committed to driving sustainable growth and empowering businesses to navigate today's complex supply chain landscape with confidence," said Sanjeev Kumar Elwadhi, CEO & Managing Director of Ritco Logistics Ltd.

About Ritco Logistics:

With Q3 revenues of Rs. 312.93 Crores, Ritco is India's one of the leading integrated supply chain and logistics solutions provider. Ritco group with expertise developed over two decades has an extensive network of branches, 4.5 lac sq.ft. of warehousing space and a strong team of trained employees. With its customer-centric approach, world-class resources, state-of-the-art technology and professional management, the group follows strong corporate governance and is committed to value creation for its stakeholders and the society.



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Ritco Contract Logistics:

India's leading surface transport entity. This division is fully equipped to provide total transport solutions for cargo of any dimension or product segment. It transports cargo on FTL (Full truck load)/Needs base load / Over Dimensional cargo. Ritco is one of the few technologies enabled and system oriented logistics companies which believe in customer delight and providing cost effective integrated logistics services. We strategically expended our share in few steel companies towards South and East from North and West and South from East considering the expansion of our business in Southern part of the India

Ritco Supply Chain Solutions:

Ritco Supply Chain Solutions is a single window enabler of integrated supply chain solutions right from conceptualization and designing the logistics network to actual implementation. The core service offerings are Supply Chain Consultancy, Inbound Logistics, Warehousing / Distribution Centre Management & Outbound Logistics, In Plant Operations and Yard Management.

Ritco Multi-Modal Solutions:

An end-to-end multimodal logistics solutions provider, in joint support with Private Train operator and Concor. This segment synergizes the strengths, infrastructure and capabilities of Ritco with rail infrastructure of Private Train operator & Concor. It establishes a cost-effective integrated rail-road service.

Ritco Fleet Management:

A strength of own fleet of different size and capacity, support to perform in competitive markets with better rates and superior performance for win-win solutions. Ritco strives hard to provide value added services to its clients by providing customized vehicles to give specific solutions which provides sustainability, cost efficiency and highly profitable for the company

Ritco's Digitalization:

Ritco's acquisition of Logro Sourcing Private Limited, including its wholly-owned subsidiary TrucksUp Solutions Private Limited, signifies a strategic move in the transportation and logistics industry. TrucksUp Solutions is a company that offers an app-based online truck booking platform with a focus on providing various services to vehicle owners who own 1-10 vehicles and contribute to maximum on-road fleet in our country. Over time, we expect this to change the dynamics of the trucking business by increasing their profits thru better asset utilization and reduced costs. We may also share some of our improved margins with the truck operators while providing them best service levels.

TrucksUp Solutions Private Limited is a trailblazer in logistics technology, dedicated to crafting groundbreaking solutions that elevate connectivity and streamline efficiency in the industry. With a strong emphasis on state-of-the-art innovation and a customer-centric approach, TrucksUp Solutions Private Limited is committed to revolutionizing the logistics sector and driving unparalleled progress.

Using advanced AI-driven algorithms, the TrucksUp platform maximizes real-time load matching between carriers and shippers, ensuring prompt and efficient load assignments. The AI automatically connects loads with the best carriers by evaluating variables including carrier availability, and route optimization, which minimizes delays and maximizes efficiency.



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Additionally, real-time tracking and automated updates provide shippers with complete visibility into their shipments, enhancing security and reliability. With its intuitive and user-friendly interface, the platform streamlines logistics management, enabling users to handle their operations effortlessly with minimal manual intervention.

The TrucksUp platform uses robust data safety protocols to protect trucks and optimize logistical processes. Utilizing real-time tracking, reduces the risk of theft and unlawful route deviations by giving truck owners and shippers comprehensive access to the precise location and condition of every vehicle.

The platform integrated with secure government APIs for vehicle and driver verification to ensure authenticity and compliance. It verifies Registration Certificates (RCs) and Driving Licenses (DLs) in real time, ensuring that only authorized trucks and licensed drivers are in operation. By combining AI-powered security protocols with transparent, data-driven insights, TrucksUp enhances fleet safety, regulatory compliance, and trust among stakeholders. Additionally, this intelligent, secure logistics ecosystem aligns with the industry's shift toward sustainable and tech-driven transportation solutions.

By harnessing TrucksUp's state-of-the-art technology and innovative services, Ritco can fortify its market presence and maintain a competitive edge in the ever-evolving logistics landscape.

Ritco Logistics Ltd. remains steadfast in its commitment to continuous growth, making strategic investments in expanding its workforce, enhancing running assets, and advancing technological infrastructure. With an eye on the future, the company is poised to embrace the next wave of industry advancements, driving transformative innovations that will redefine logistics. As Ritco strengthens its leadership position, it remains optimistic about achieving new milestones, setting higher benchmarks, and unlocking greater opportunities in the evolving global supply chain landscape.

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Safe Harbour:

This release contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Ritco Logistics’ future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency, exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Ritco Logistics undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.
