



Investor Presentation - 21st April 2023



Ritco Logistics - At A Glance



Integrated Supply Chain Solutions	25+ Years of Evolvment	Optimal Mix of 3PL & Assets	Presence Across Verticals	Multimodal Transportation	Modern BS6 Fleet
TrucksUp Aggregator Platform	Participation Criteria – IBA & ISO Certification	Operational Efficiency Fueled By Institutional Partnerships	Digitization Across Supply Chain	Unified Technology Platform	Marquee Customers

1.1 Lakhs+
Vehicles On
Aggregator Platform

221
Owned Vehicles

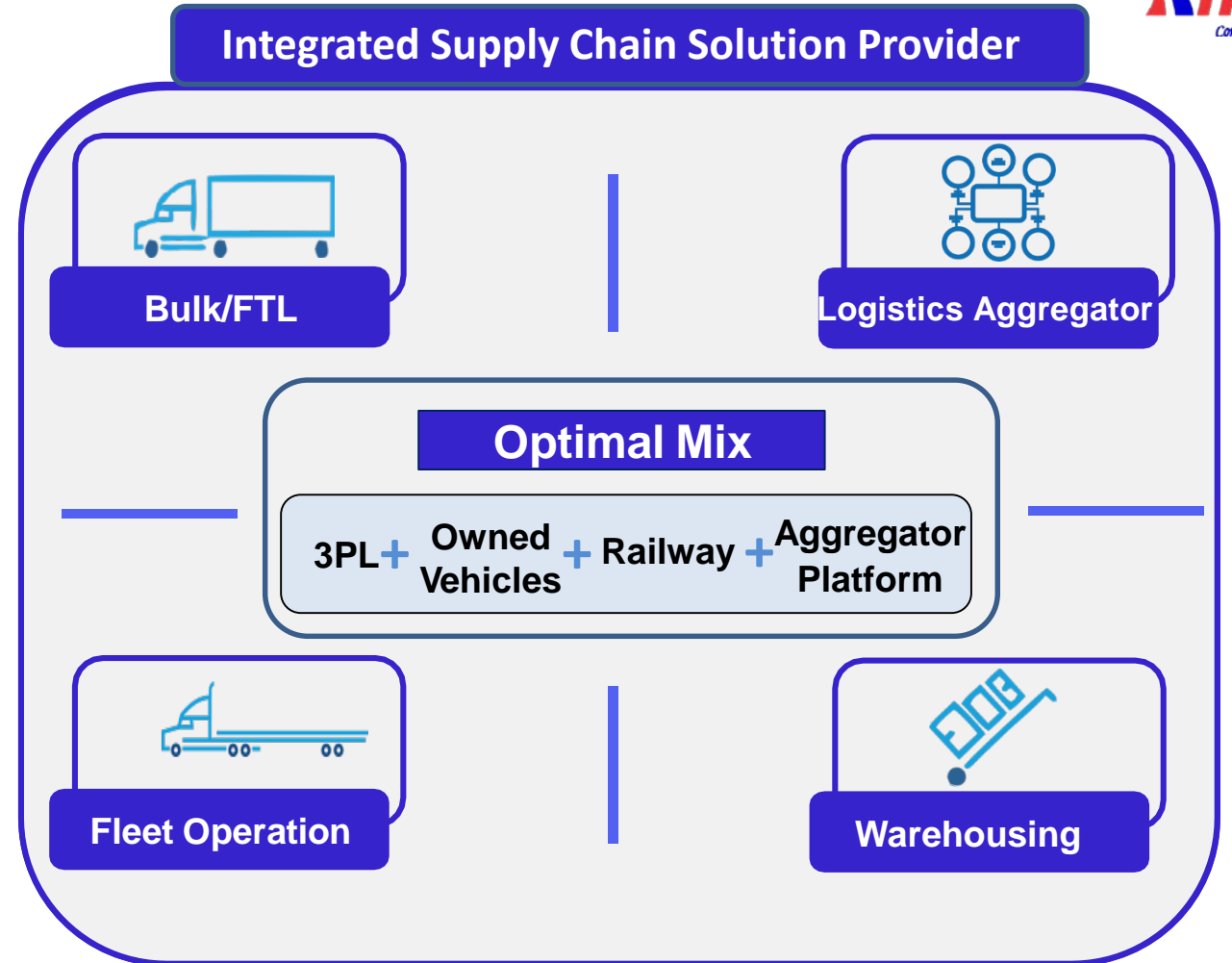
4.3 Lakhs sq.ft.
Warehouse

13
Warehouse

15.5 Lakhs tpa
Freight Handled Last Year

850+
Employees

52
Branches



Industries Served

Petrochem

Capital Goods

Tyre

Solar

Iron & Steel

FMCG

Pharma

Cement

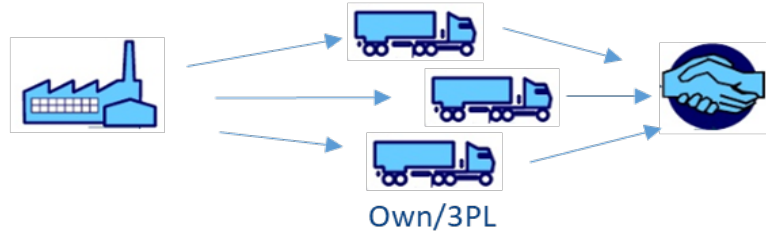
Minerals

Optimal Mix – Reaping the Benefit

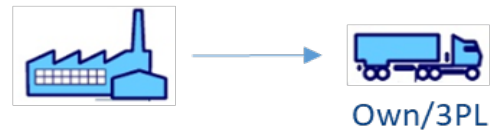
Particulars	3PL (Spot Hiring Basis)	Pure Owned Fleet	RITCO + Aggregator Platform + Owned fleet
Revenue Generation			
Scalability	Limited to vehicle availibilty	Limited to own fleet	Very High
Cost Benefit	Limited because of spot freight	Cost is Fixed	Maximum benefit
Dedicated Fleet (to-and-fro)	No	Yes	Yes
Customized vehicles	Limited	Yes	Yes
Fulfills owned fleet requirements in Govt tender	No	Yes	Yes
Protection against Inflated Freight	No	Yes	Yes
Operational Flexibility			
Enhanced safety measures	Limited	Yes	Yes
Pressure of Installments	NIL	High	Moderate
Price determination for new routes	Inaccurate	Accurate	Accurate
Taxes & Duties			
Benefit of GST Input	No	Yes	Yes
Overall View	Scalability, however minimal margins	Fixed cost, Scalability limitation	Sustainable Scalability and Margins backed by operational efficiency

Contract Logistics

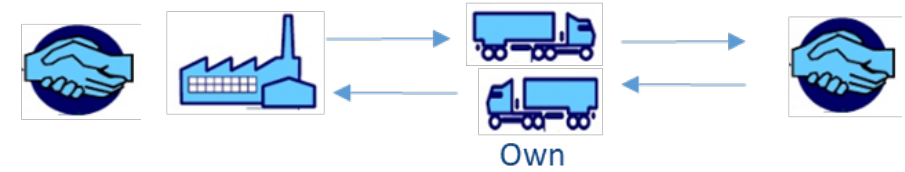
Bulk Load Transportation



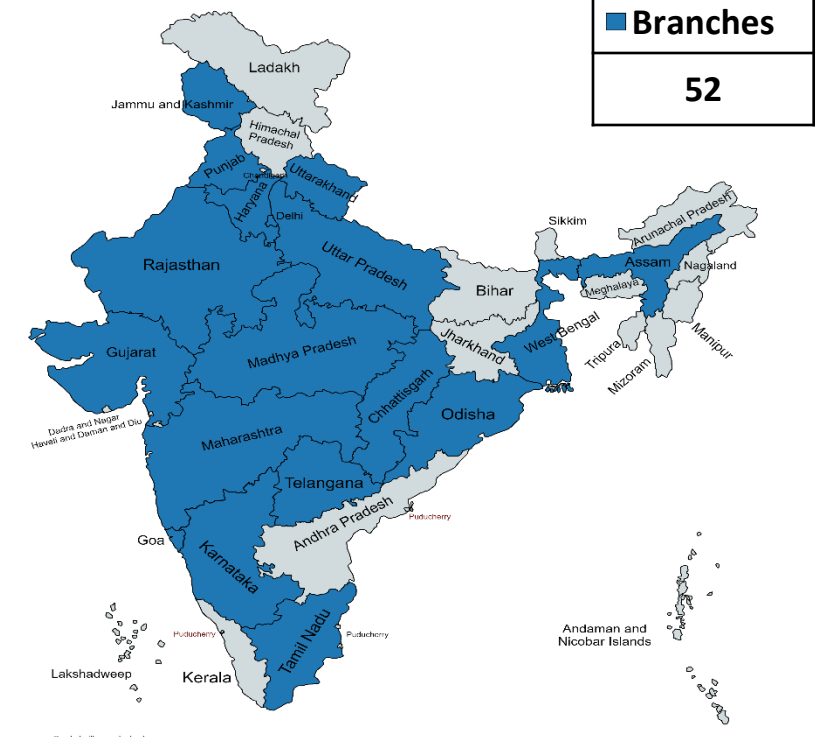
Full Truck Load (FTL)



Dedicated



Existing Branches in India



Personalized Logistics Solutions

Comprehensive Integrated Services

Long-Term Contracts

Pan India Branches

IBA approval & ISO certificate

GPS Tracking & Comprehensive SOPs

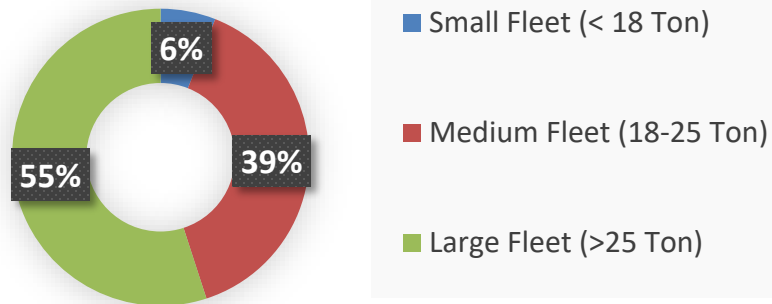
In-house Aggregator Platform

Long Term Contracts – Ensuring Customer Stickiness & Sustainable Revenue Growth

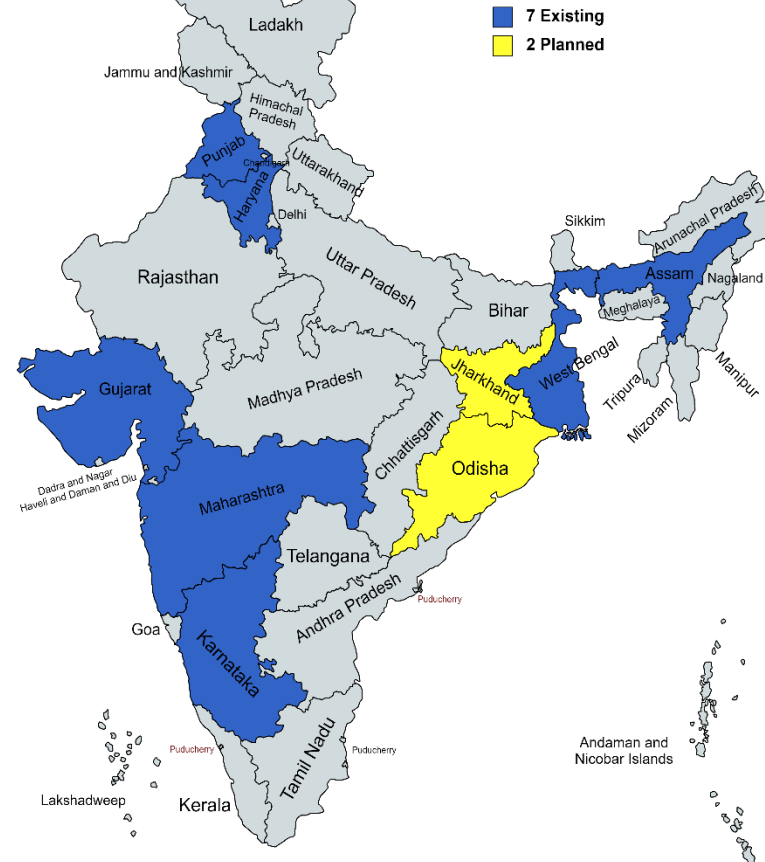
Fleet Management

- On-time pickup & delivery
- Customizable fleet for dedicated routes
- Optimal mix of medium trucks, large trucks & trailers
- AI enabled demand forecasting for fleet

221 Owned Fleet



Fleet Centres



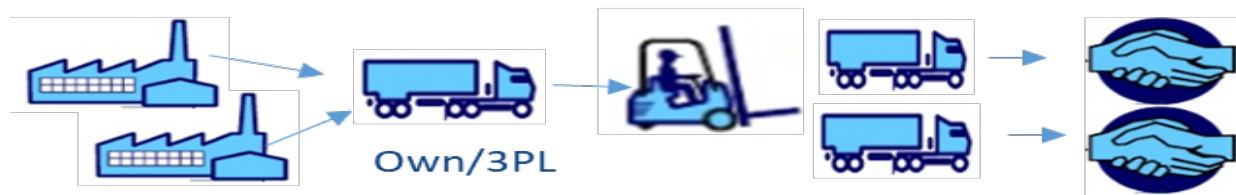
Institute of Road Safety & Management



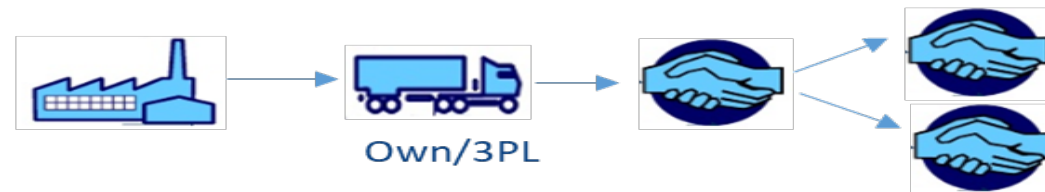
- Comprehensive driver safety training
- Journey risk management program
- Post-accidental surveys and implementation of preventive countermeasures

Warehousing & Distribution

Less than Truck Load

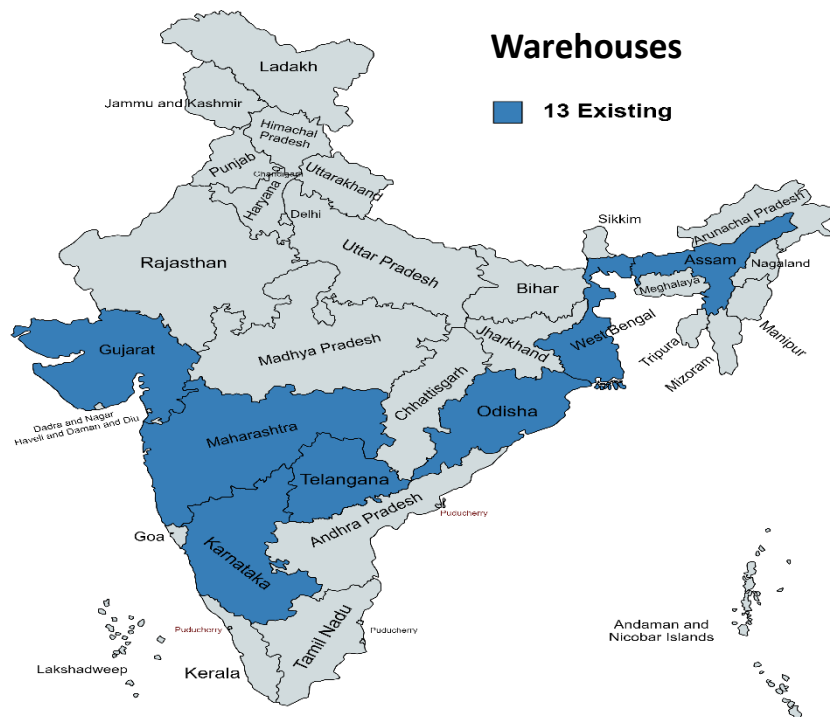


Secondary Distribution



Warehouses

■ 13 Existing



**4.3 Lakh sq.ft.
Warehouse**

Warehousing Clients



Expanding Customer Base

Operational Efficiency fueled by Institutional Partnerships

Tyre Maintenance



Outsource Tyre Management

- **Tyre on Lease:** JK Tyre's role in outsourced tyre management
- **Comprehensive Tyre Management:** Procurement of new & retreaded tyres, fitment, repair and wheel alignment
- **Benefits to Company:** Improved tyre care, corrective actions, better fuel efficiency and reduced accident risk

Vehicle AMC



Outsource Vehicle Maintenance

- **Role of Ashok Leyland:** Offering discounted vehicle maintenance services for optimal fleet management
- **Comprehensive Maintenance Services:** Ensuring downtime TAT, optimum vehicle maintenance and 7 years of service for each vehicle
- **Benefits to Company:** Access to all Ashok Leyland workshops Pan India & dedicated workshops at fleet centers

Route Expense Card



- **Outsource cash management** - Zero balance card in name of driver
- **Role of Happay** - Support electronic trip expenses & expense covers food cost
- **Benefits to Company-** Eliminating cash requirement & management

Fuel Card



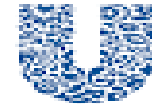
- Card updated on Cost Per Kilometre basis
- Discount Benefits

Toll Tag Card



- Automatic deduction of toll charges

Our Marquee Clientele



Long
Standing
Customer
Associations



23+ Yr



19+ Yr



15+ Yr



14+ Yr



9+ Yr



6+ Yr



5+ Yr



5+ Yr

Ritco - Financial Summary



PARTICULARS (IN INR CRORES)	FY 2019-20	FY 2020-21	FY 2021-22	FY 2022-23 (01.04.2022 to 31.12.2022)
TURNOVER	490.5	472.0	593.3	554.7
EBIDTA AMOUNT	36.8	29.6	40.8	38.3
EBIDTA %	7.5%	6.3%	6.9%	6.9%
PBT AMOUNT	11.3	8.3	22.2	24.4
PAT AMOUNT	8.8	6.3	16.4	18.5
PAT %	1.8%	1.3%	2.8%	3.3%

Aggregator Platform- TrucksUp



TRUCKSUP

TrucksUp : Make Trucking Easy
Transport & Logistics
We Move Everything Fast

Get Return Load On Single Click

Track Your Vehicles

Find Trucks At Best Price

Check Your Trip Details

Find Loads On Single Click

Google Play **Install Now**

TrucksUP

TrucksUP

trucksup.com

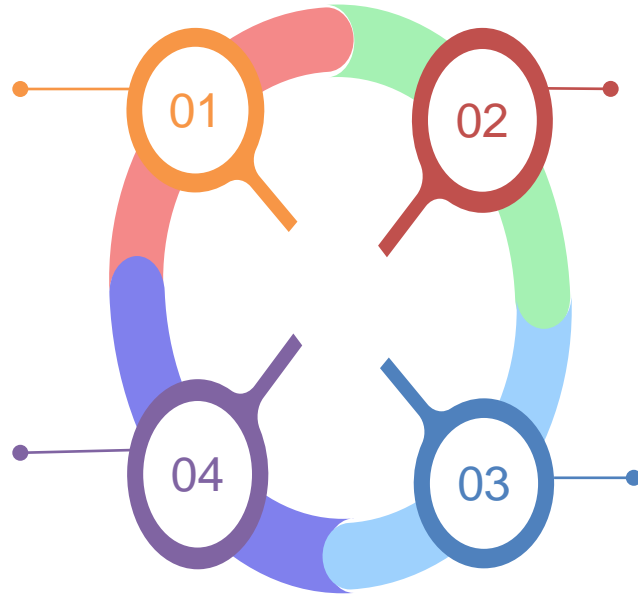
TRUCKSUP

Make Trucking Easy

Infographics

7k+
Downloads

50k+
Drivers
associated



1.1L+
Vehicles
associated

7k+
Brokers
associated

अब LOGISTICS बना आसान
All things logistics and beyond. All in one app.



DRIVERS

Drivers Management - Logistics Handling - Own Accounting - Load Searching - Easy-to-find Reverse Load - Smart Loans - Insurance - FASTag - Broker Ratings

जब INSURANCE है साथ, TOH KYA BAAT.
All things logistics and beyond. All in one app.



DRIVERS

Drivers Management - Logistics Handling - Own Accounting - Load Searching - Easy-to-find Reverse Load - Smart Loans - Insurance - FASTag - Broker Ratings

टैंक JAB BHARE TOH वॉलेट भी ।
All things logistics and beyond. All in one app.



DRIVERS

Drivers Management - Logistics Handling - Own Accounting - Load Searching - Easy-to-find Reverse Load - Smart Loans - Insurance - FASTag - Broker Ratings

अब FASTag लें झट से ।
All things logistics and beyond. All in one app.



DRIVERS

Drivers Management - Logistics Handling - Own Accounting - Load Searching - Easy-to-find Reverse Load - Smart Loans - Insurance - FASTag - Broker Ratings

One App for all trucking needs

Problems Faced by Saarthis & Fleet Owners

Problems

Load Finding

Verified Load

Authentication

Vehicle Live Tracking

Route Management

Roadside Assistance

Value Added Services

Support

Solutions

Pan India Load, Reverse Load & New Routes leading to high asset utilization

We are connecting with MSMEs

Driver's: 100% Digitally and personally verified & Vehicle: 100% verified

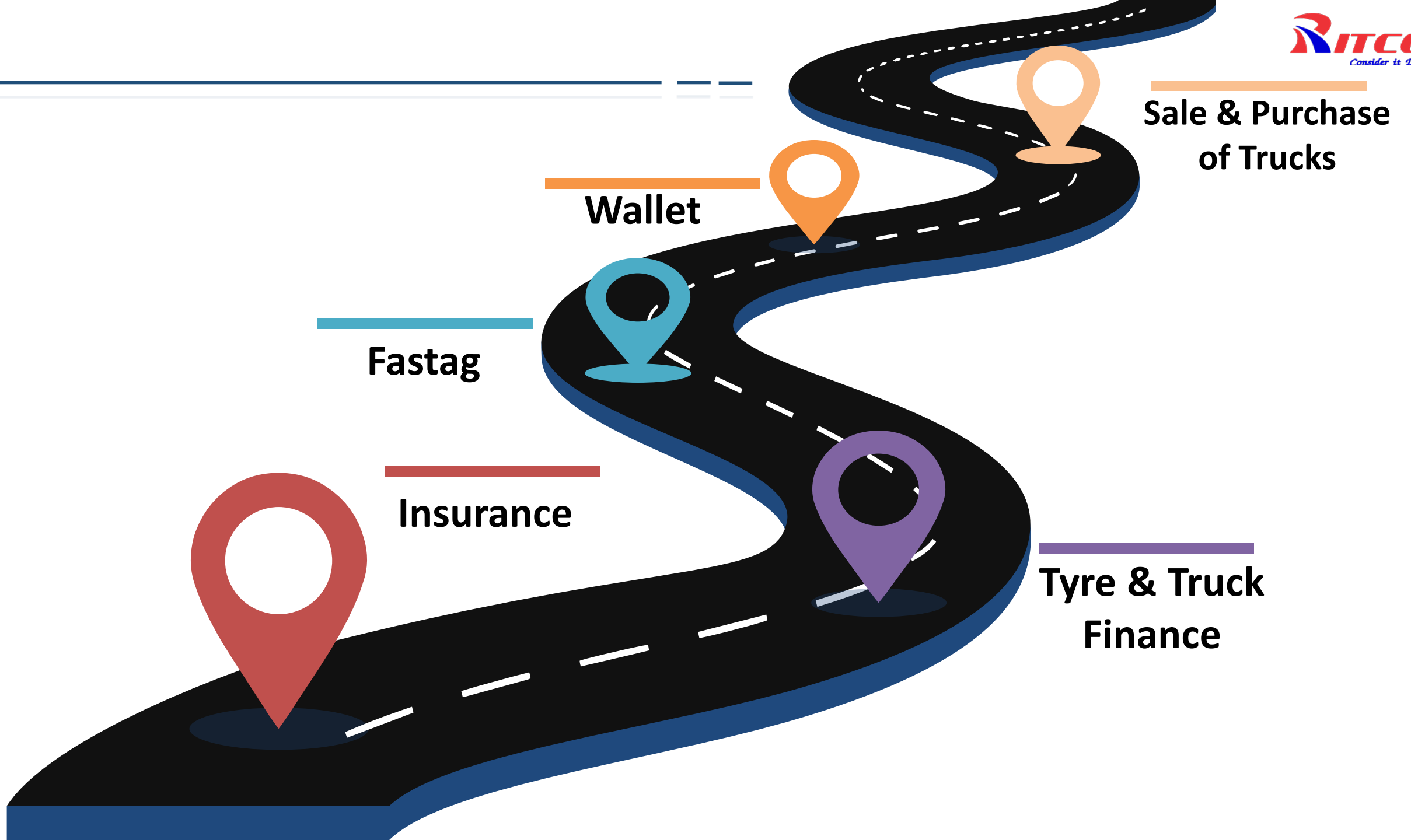
We provide the live location of your truck

Strategic planning of routes for the delivery

We provide Fastag and Insurance

Vehicle finance, Tyre finance, Khatabook, Cashback/Offer

24*7 support help desk



Our Team



Manmohan P.S. Chadha
Chairman



Sanjeev K. Elwadhi
CEO & Managing Director



Balvinder Singh Banga
Chief Technology Officer



Gautam Mukherjee
Chief Financial Officer



Rajesh M Mudaliar
Chief Business Officer



Rajesh Maurya
Head Warehousing



Hariom Sharma
Head Operation



Ajay Kumar
Head Rail Division



Geetika Arora
Company Secretary & Compliance Officer



Thank You