

# Ritco Logistics Limited

Date: 22th April, 2023

To  
The Manager  
Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, Plot No. C-1, G Block,  
Bandra- Kurla Complex, Bandra (East)  
Mumbai-400051  
**NSE SYMBOL: RITCO**

To  
The General Manager  
Department of Corporate Services  
Bombay Stock Exchange Limited  
1st Floor, New Trading Ring, Rotunda  
Building, Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai-400001  
**BSE Scrip Code: 542383**

**Subject: Outcome of Analyst/investors meet**

**Dear Sir/ Ma'am,**

In terms of Regulation 30, and Schedule III, Part A and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read along with the corresponding circulars and notifications issued thereunder, the exchanges are hereby informed that Ritco Logistics Limited (the "Company") had investor meetings on April 21, 2023 and April 22, 2023.

Investor presentation dated April 21, 2023 in this regard is attached herewith and Information which is already available in public domain was discussed and no unpublished price sensitive information pertaining to the Company was shared with the Institutional Investors.

This is for your information and records.

Thank you,  
Yours faithfully,

**For and on the behalf of Ritco Logistics Limited**

**Manmohan  
Pal Singh  
Chadha**

Digitally signed by Manmohan Pal Singh Chadha  
DN: cn=, st=Haryana,  
2.5.4.020=4cc09ca8833f6973a70daad44a35b5c8efffab0  
7dedab72c51e8e69eef2bbd4, postalCode=122001,  
street=A-28,GRAND MANSIONS,ROSE WOOD  
CITY,Gurgaon,Gurgaon,Farakhnagar,Gurgaon,Gurgaon,  
Haryana-122001,  
pseudonym=c34e3aa95c4591112fabd6df31e92,  
serialNumber=ad9145276b588f97d6dd1e7333207a9cb  
2cc9d472237d99457e4531fd90f6, title=8096,  
o=Personal, cn=Manmohan Pal Singh Chadha  
Date: 2023.04.22 17:35:03 +05'30'

**Man Mohan Pal Singh Chadha  
Chairman and Whole-Time Director  
DIN: 01763805  
Add: A-28, Rosewood City, Sector-49  
Gurgaon, Haryana-122002**

**Place: Gurugram**



Corp. & Admin. Office : "RITCO HOUSE" 336, Phase-II, Udyog Vihar, Gurugram - 122016, Haryana  
Ph. : 0124-4702300/301 E-mail : ho@ritcologistics.com CIN No. : L60221DL2001PLC112167  
Regd. Office : 508, 5<sup>th</sup> Floor, Jyoti Shikhar Tower, District Centre, Janakpuri, New Delhi-110058 Ph.: 011-25522158

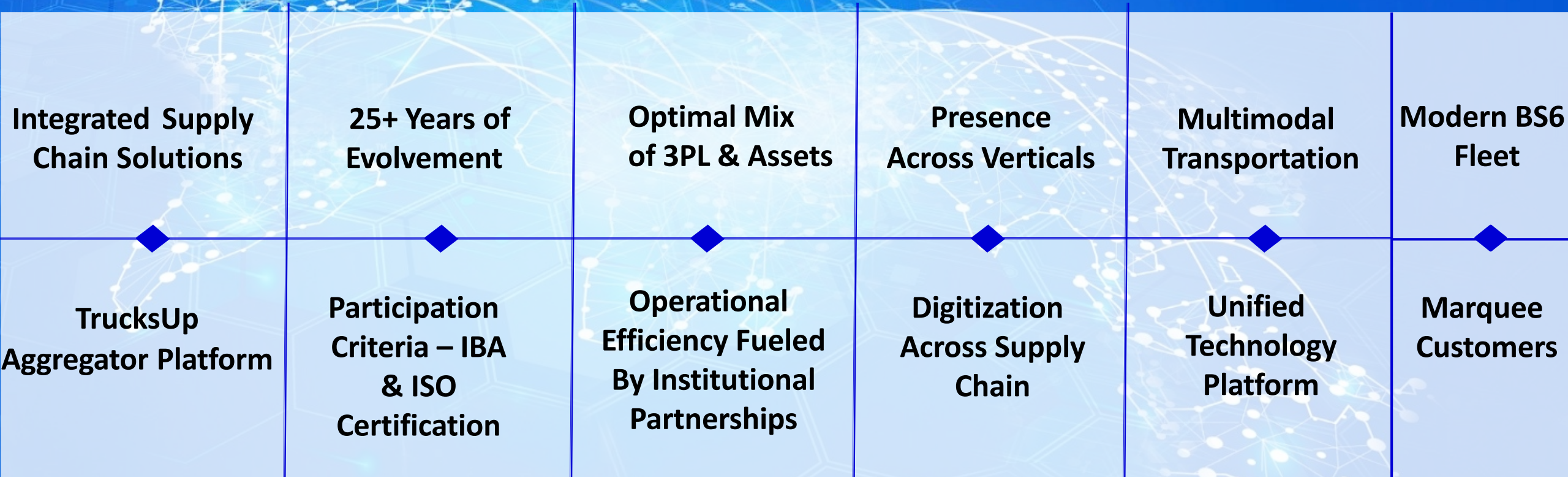
www.ritcologistics.com



Investor Presentation - 21<sup>st</sup> April 2023



# Ritco Logistics - At A Glance



**1.1 Lakhs+**  
Vehicles On  
Aggregator Platform

**221**  
Owned Vehicles

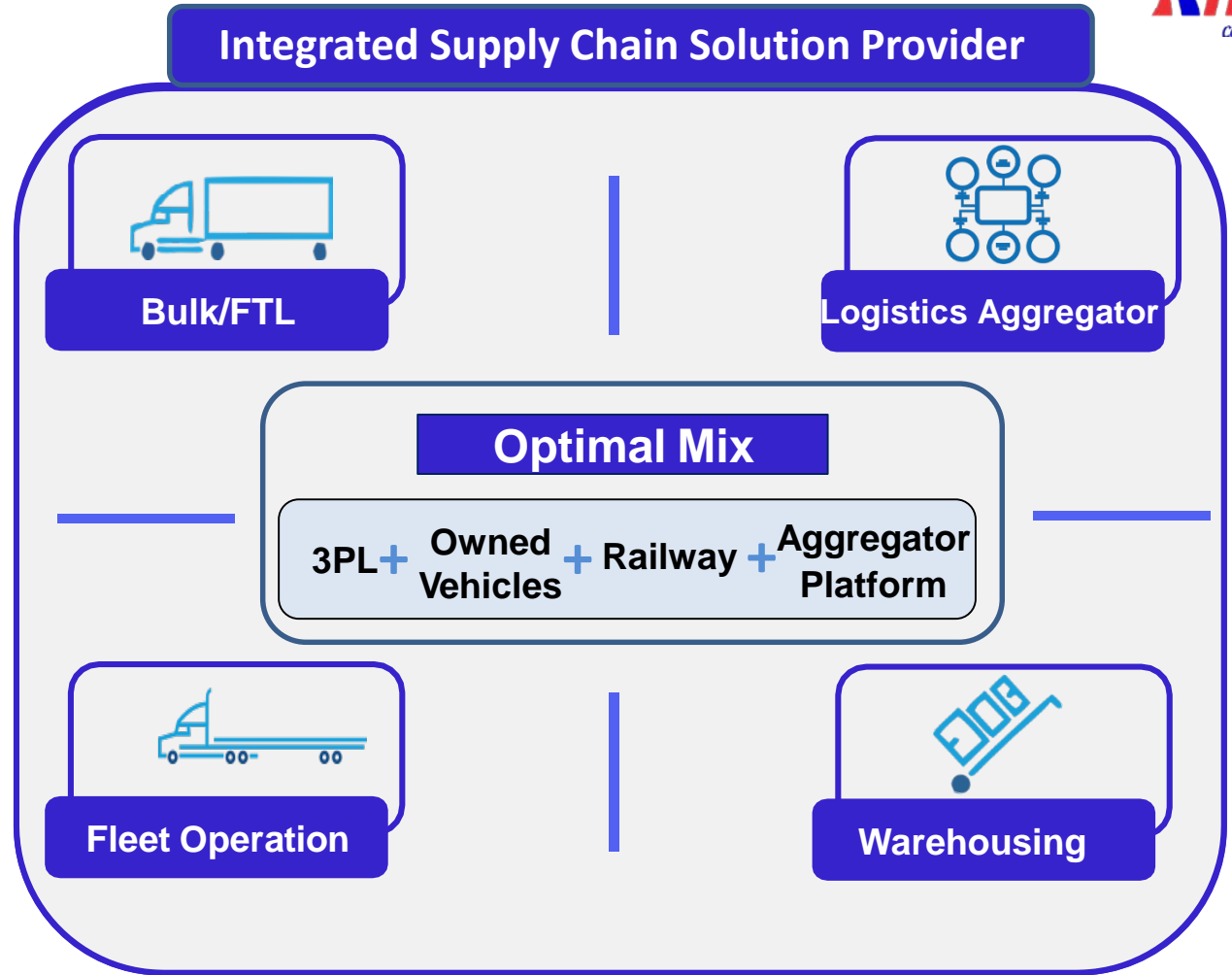
**4.3 Lakhs sq.ft.**  
Warehouse

**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

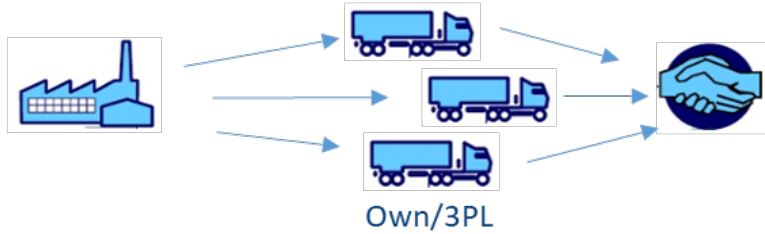
Minerals

# Optimal Mix – Reaping the Benefit

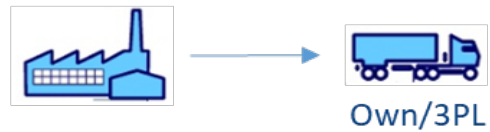
Particulars	3PL (Spot Hiring Basis)	Pure Owned Fleet	RITCO + Aggregator Platform + Owned fleet
<b>Revenue Generation</b>			
Scalability	Limited to vehicle availability	Limited to own fleet	Very High
Cost Benefit	Limited because of spot freight	Cost is Fixed	Maximum benefit
Dedicated Fleet (to-and-fro)	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
<b>Operational Flexibility</b>			
Enhanced safety measures	Limited	Yes	Yes
Pressure of Installments	NIL	High	Moderate
Price determination for new routes	Inaccurate	Accurate	Accurate
<b>Taxes &amp; Duties</b>			
Benefit of GST Input	No	Yes	Yes
<b>Overall View</b>	<b>Scalability, however minimal margins</b>	<b>Fixed cost, Scalability limitation</b>	<b>Sustainable Scalability and Margins backed by operational efficiency</b>

# Contract Logistics

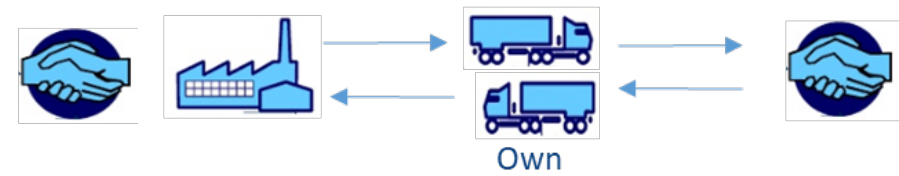
## Bulk Load Transportation



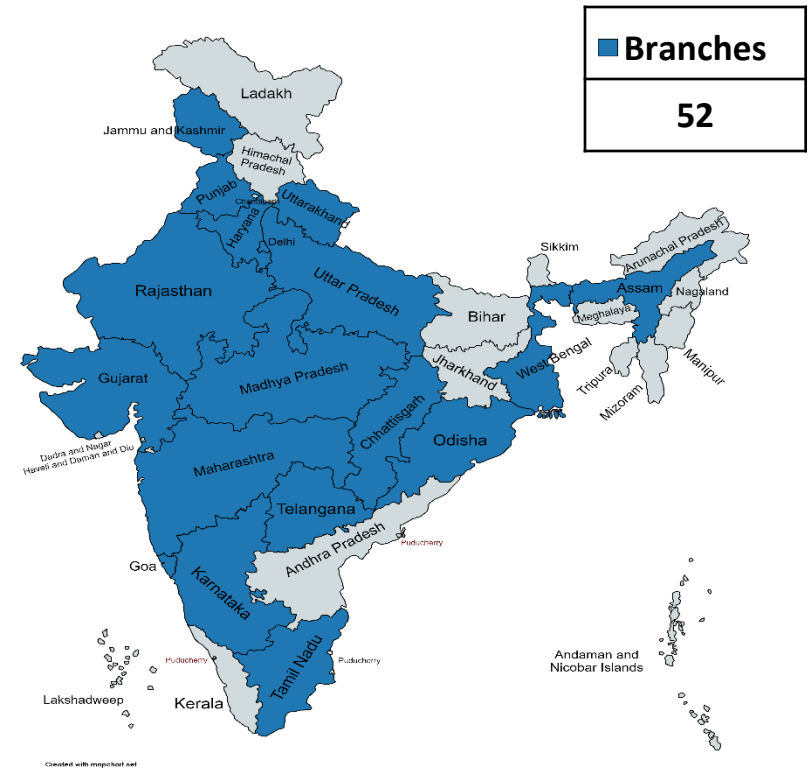
## Full Truck Load (FTL)



## Dedicated



## Existing Branches in India



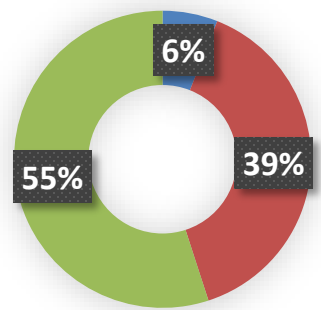
- Personalized Logistics Solutions
- Comprehensive Integrated Services
- Long-Term Contracts
- Pan India Branches
- IBA approval & ISO certificate
- GPS Tracking & Comprehensive SOPs
- In-house Aggregator Platform

**Long Term Contracts – Ensuring Customer Stickiness & Sustainable Revenue Growth**

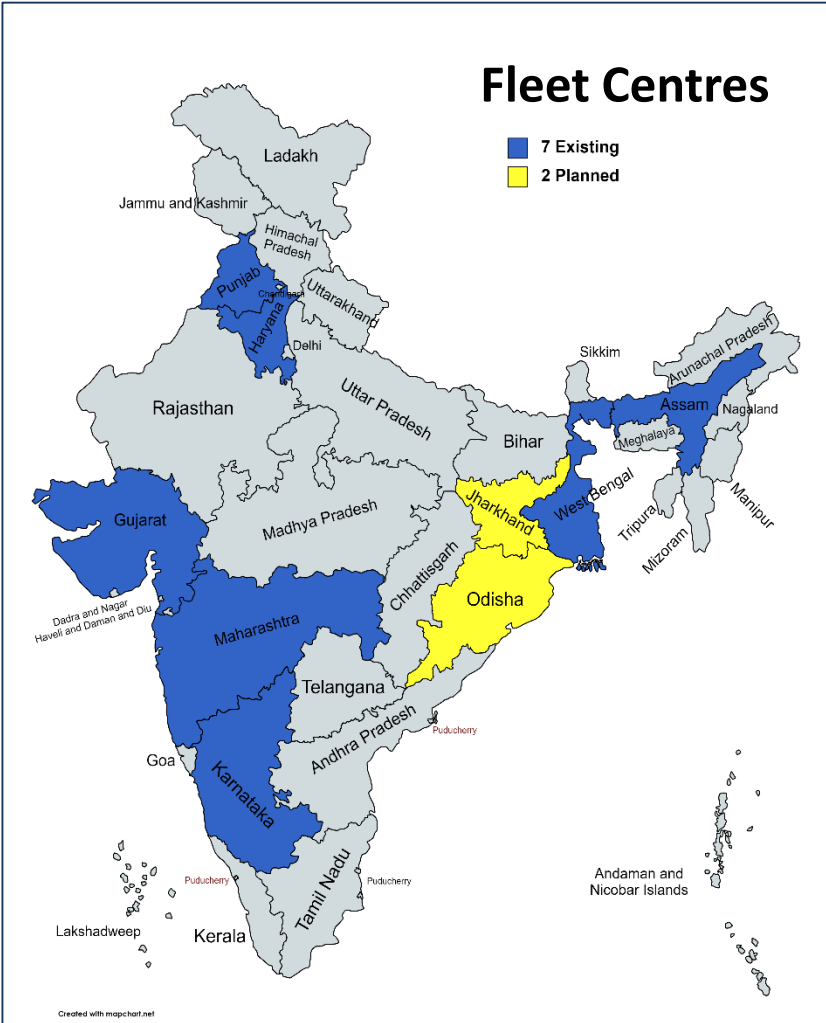
# Fleet Management

- 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



- Small Fleet (< 18 Ton)
- Medium Fleet (18-25 Ton)
- Large Fleet (>25 Ton)



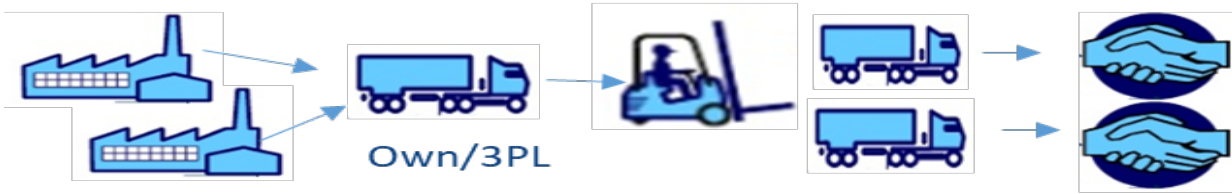
## Institute of Road Safety & Management



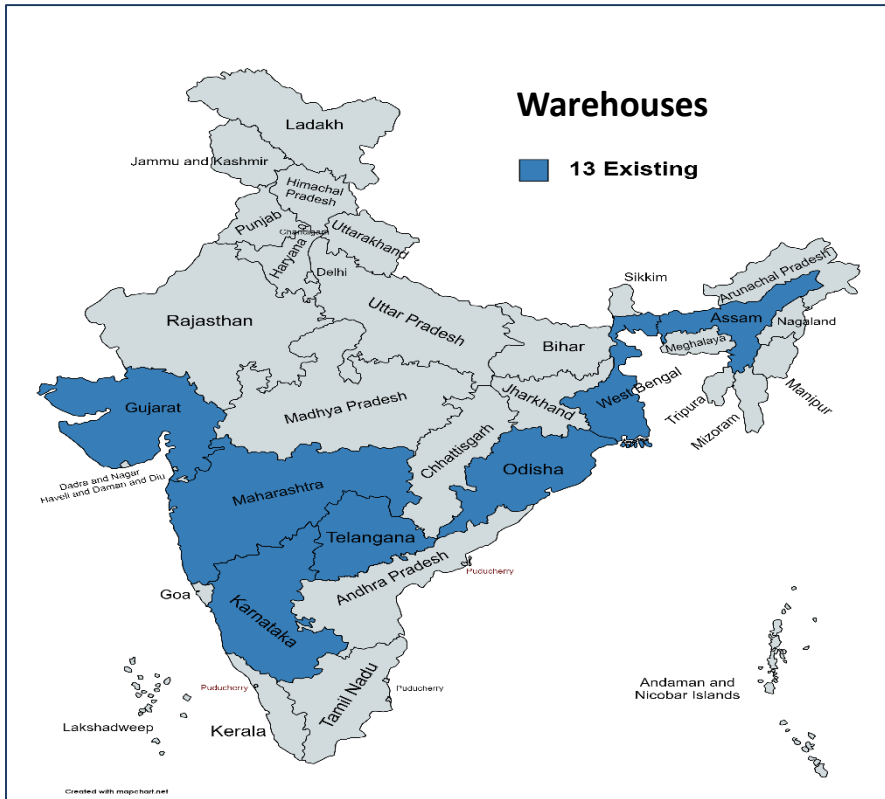
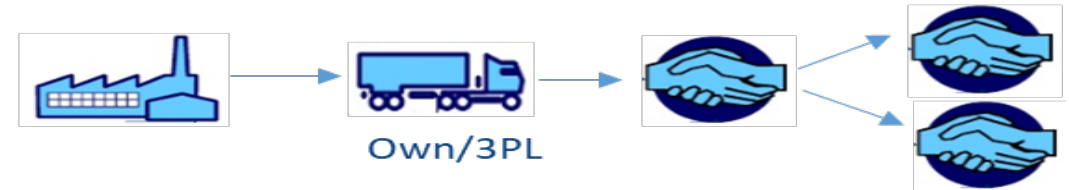
- Comprehensive driver safety training
- Journey risk management program
- Post-accidental surveys and implementation of preventive countermeasures

# Warehousing & Distribution

## Less than Truck Load



## Secondary Distribution



**4.3 Lakh sq.ft.  
Warehouse**

### Warehousing Clients

ONGC  
एन आर पी एल  
MRPL

Reliance  
RETAIL

MITSUI & CO.

HALDIA  
PETROCHEMICALS LTD

Jio Mart

emami\*



# 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**



**Reliance**  
Industries Limited  
**23+ Yr**




**HALDIA**  
PETROCHEMICALS LTD  
**19+ Yr**



**IndianOil**  
**15+ Yr**



**GAIL**  
**14+ Yr**




**ONGC**  
एम आर पी एल  
**MRPL**  
**9+ Yr**



**Nestle**  
**6+ Yr**



**Dalmia**  
BHARAT CEMENT  
**5+ Yr**



**apollo**  
TYRES  
**5+ Yr**

# Ritco - Financial Summary



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

# Aggregator Platform- TrucksUp



Get Return Load On Single Click

Track Your Vehicles

Find Trucks At Best Price

Check Your Trip Details

Find Loads On Single Click

**TRUCKS UP**

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

Google Play **Install Now**

trucksup.com

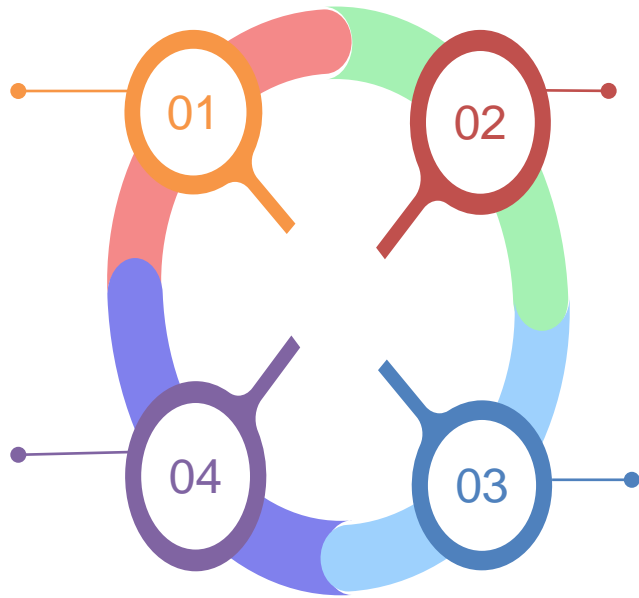


**TRUCKS UP**

*Make Trucking Easy*

# Infographics

7k+  
Downloads



1.1L+  
Vehicles  
associated

50k+  
Drivers  
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**

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



**DRIVERS**

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



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# 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

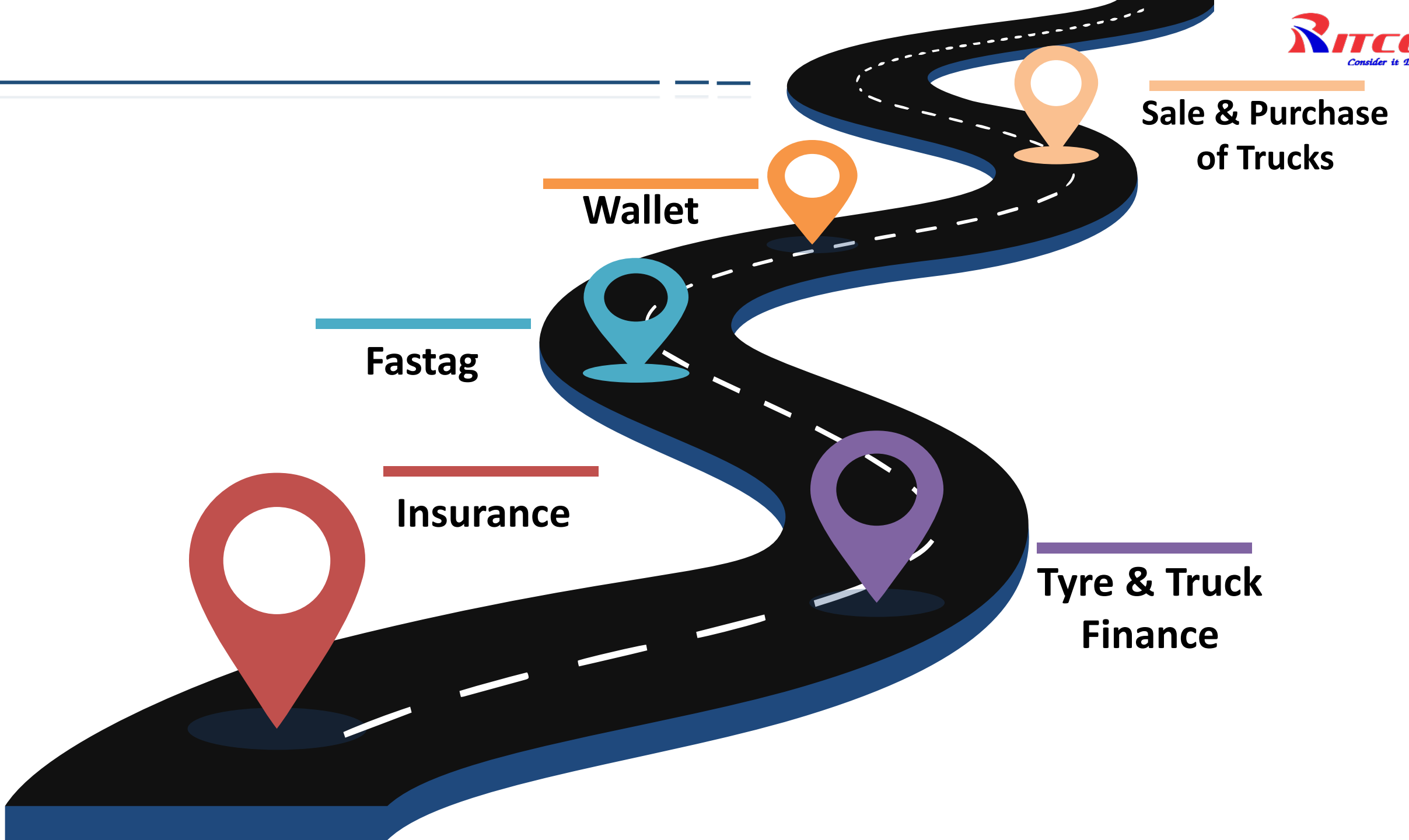
We provide the live location of your truck

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 & Whole Time Director



**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**