



# Ritco Logistics - At A Glance

**Integrated  
Supply Chain  
Solutions**

**20+ Year's Of  
Continuous  
Evolution**

**Optimal Mix  
Of 3PL &  
Assets**

**Presence  
Across  
Verticals**

**Marquee  
Customers**

**Young Fleets**

**Participation  
Criteria - Entry  
Barrier**

**Operational Efficiency  
Fueled By  
Institutional  
Partnerships**

**Digitization Across  
Supply Chain**

**Unified  
Technology  
Platforms**

100,000+

Vehicles On  
Aggregator Platform

161

Owned Vehicles

375000 sq. ft.  
Warehouse

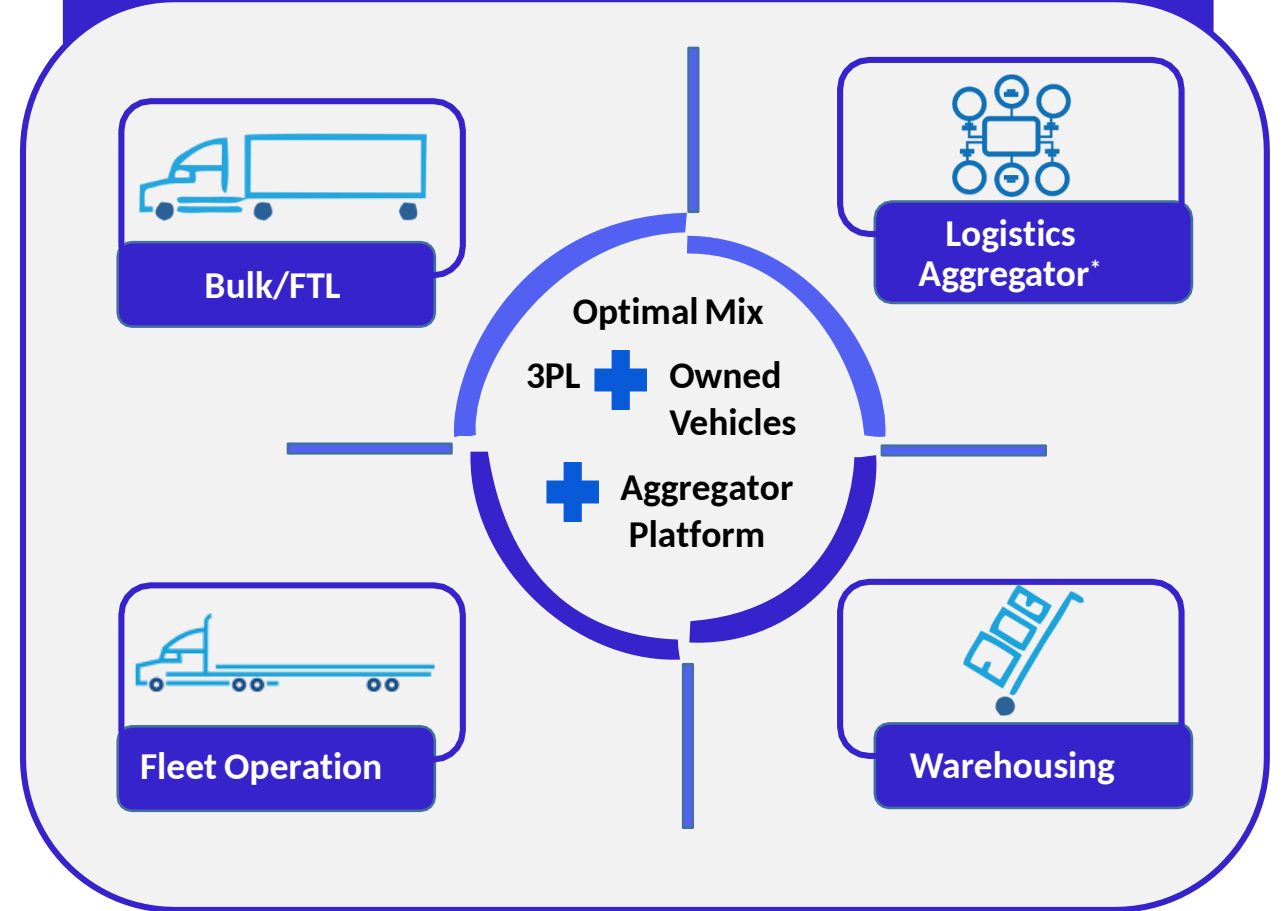
8  
Warehouse

15,50,000+ tpa  
Quantity Handled Last Year

750+  
Employees

300+/46  
Destination/Branches

## Integrated Supply Chain Solution Provider



### Sector Served

Petrochem

Electronic

Tyre

Metal

Garments

FMCG

Automobile

Cement

Minerals



# Our Journey – Continuous Evolvment to Lead the Segment

From Conventional Contract Logistics to Integrated Supply Chain Solutions Provider

- 100,000 + Vehicles added on Aggregator Platform
  - Tie up with WhatsApp Messenger for auto communication with Venders Pan India.
  - Ritco goes digital – Paperless
  - Migrated from BSE SME Platform to Main Board of BSE/NSE.
  - Result of new team in warehousing started, bagged many buss., approx.2 lac sqft
  - Digital payment started with bank integration .
  - System Security enhanced by introducing OTP Login
  - Production of Mobile App started
  - Ritco moving from MIS to BI & AI system
  - Aggregator Truck Platform Created
  - Got Listed in BSE SME Platform.
- 
- Tie up with IRSFM ( Institute of Road Safety & Management )
  - Moved into FMCG segment
- 
- Forayed into new segment of LTL services
  - Real-time tracking systems introduced
  - Moved into Textile segment
- 
- Servicing 150 locations
  - Acquired large petrochemical customers
- 
- Incorporation of RITCO .
  - Offering contract logistics-3PL

Diversification  
+  
Young Fleets

2021 &  
2022

2019 &  
2020

2017 &  
2018

2013 &  
2014

2005

1996



# Our Team



**Manmohan P.S. Chadha**  
Chairman



**Sanjeev K. Elwadhi**  
Managing Director



**Dhananjay Prasad**  
Chief Executive Officer



**Balvinder Singh Banga**  
Chief Technology Officer



**Gautam Mukherjee**  
Chief Financial Officer



**Rajesh Maurya**  
Head Warehousing



**Rejesh Mudaliar**  
Business Head



**Ajay Kumar**  
Head Railway Operation



**Aditya Verma**  
Independent Director



**Vikram Suri**  
Independent Director



**Ranu Jain**  
Independent Director



**Gitika Arora**  
Company Secretary & Compliance Officer

# Optimal Mix – Reaping the Benefit

Particulars	3PL ( Spot Hiring Basis )	Pure Owned Fleet	RITCO Aggregator Plateform + Owned fleet
<u>Revenue Generation</u>			
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
Own Trucks Requirement (To Participate in Govt tender)	No	Yes	Yes
Protection against Freight Volatisation	No	Yes	Yes
<u>Operational Flexibility</u>			
Journey Risk Management/Better Controls/Training/New Route Development	Limited	Yes	Yes
Pressure of EMI/Running of Vehicles/Accident Risk/Driver Management	NIL	High	Nil
Develop Rates on New routes	No	Yes	Yes
<u>Taxes &amp; Duties</u>			
Benefit of GST Input	No	Yes	Yes
<u>Overall View</u>			
	Scalability, however compressed margins	Fixed cost, Scale limitation	Sustainable Scale and Margins backed by operational efficiency

# Business Segments – Presence across Wide Verticals

Broad Segment	B2B	FTL	Fleet Opns	Express	Warehousing	Aggregator Platform	Freight Forwarding
Blue Dart	Yes	No	No	Yes	Yes	No	Yes
All Cargo Log	Yes	Yes	No	No	No	No	Yes
Mahindra Log	Yes	Yes	No	No	Yes	No	No
Gateway District Park	Yes	Yes	No	No	Yes	No	Yes
Transport Corporation	Yes	Yes	Yes	Yes	Yes	No	Yes
VRL Logistics	Yes	Yes	Yes	Yes	Yes	No	No
Gati	Yes	Yes	No	Yes	Yes	No	No
<b>Ritco Logistics</b>	<b>Yes</b>	<b>Yes</b>	<b>Yes</b>	<b>No</b>	<b>Yes</b>	<b>Yes</b>	<b>No</b>
Sical Logistics	Yes	Yes	No	No	Yes	No	No
Accuracy Shipping	Yes	Yes	Yes	No	Yes	No	Yes
<b>AVG Logistics</b>	Yes	Yes	Yes	No	No	No	No
Tiger Logistics	Yes	No	No	No	No	No	Yes
CJ Darcel	Yes	Yes	Yes	No	No	No	No

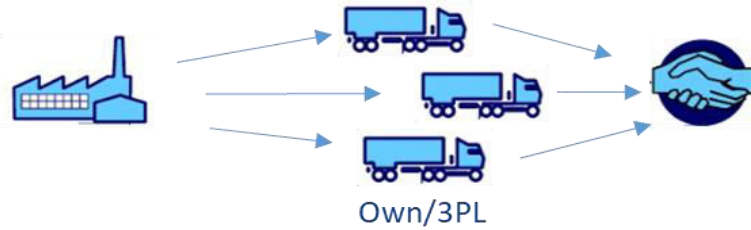
*Ritco Is Strategically Positioned With Optimal Mix & Wide Presence Across Verticals*



# Business Verticals (1 of 3)

## Contract Logistics

### Bulk Load Transportation



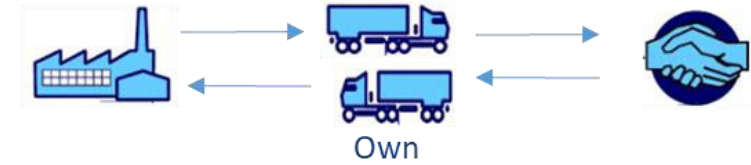
## Fleet Management

### Full Truck Load (FTL)



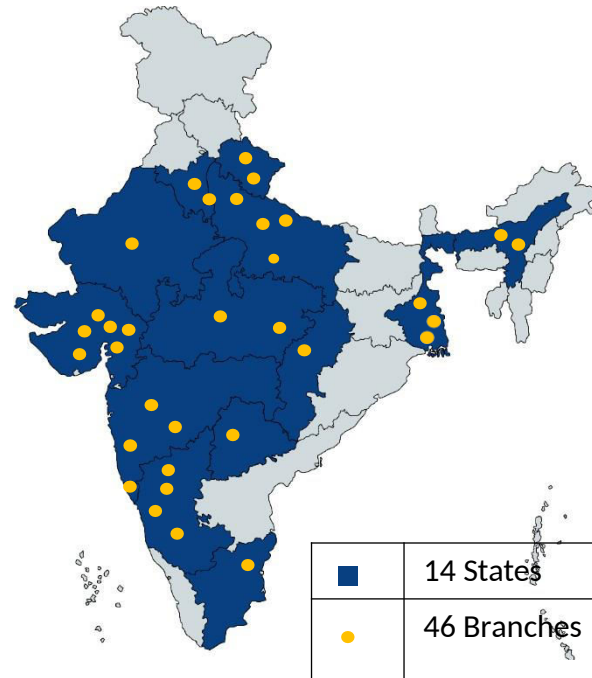
## Warehousing & Distribution

### Dedicated



- **Customized solutions** tailored to customers
- PAN India, full filling orders of **B2B customers**
- **Integrated services** include logistics planning, control, and execution
- Long contract tenure with a historical **renewal rate of 100%**
- **Pass through fuel costs** clauses in contract
- Meeting **strict pre-qualification** criteria for large govt. contracts
- De-centralized Fleet Centers improves utilization of resources

### Nation wide Reach



### Our Qualifications to Bid for Contract

- ☒ Highest single work order handled
- ☒ Minimum vehicle fleet size + Networth
- ☒ Confirmation on WC loan
- ☒ Ability to deposit earnest money & guarantee
- ☒ IBA approval & ISO certificate
- ☒ Carrier Act registration
- ☒ Ability to take material transit insurance

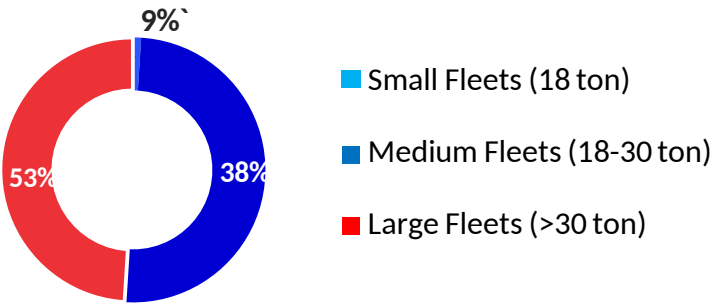
*Long Term Contracts – Ensuring Customer Stickiness & Sustainable Revenue Growth*

# Business Verticals (2 of 3)

## Contract Logistics

- Supports **On-time pickup** and delivery
- **Various fleets** suiting the client’s requirement
- **Optimal Mix** of Medium and Large fleets
- Offers unutilized vehicle on **short-term rentals**
- Offer fleets on rent during **peak agriculture demand**
- **Artificial intelligence** identifies demand & routes fleets automatically during peek Agriculture season

### 161 owned trucks



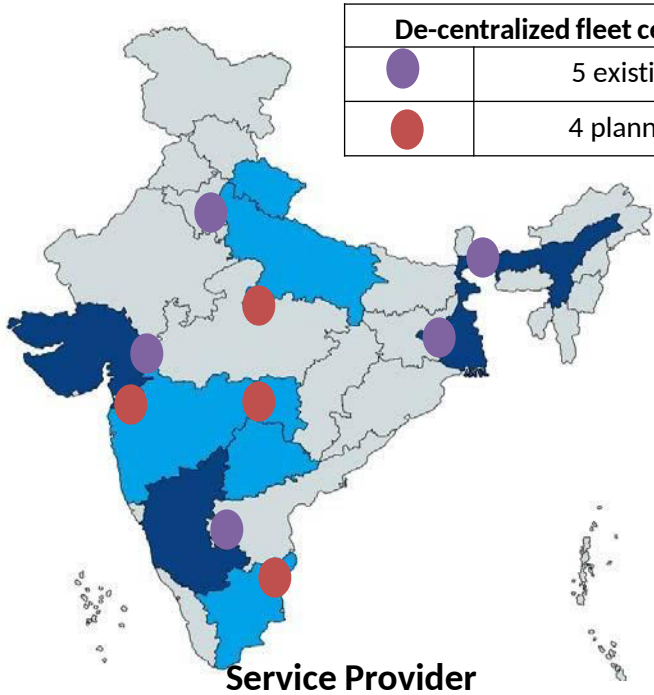
## Fleet Management

### Institute of Road Safety & Management



- Driver Training
- Journey Risk Management
- Post Accident survey and accident counter measure
- Sarthi Award
- Medical Camp

## Warehousing & Distribution



PAN – India AMC



Tyre Management

Expansion will provide competitive advantage over peers

# Business Verticals (3 of 3)

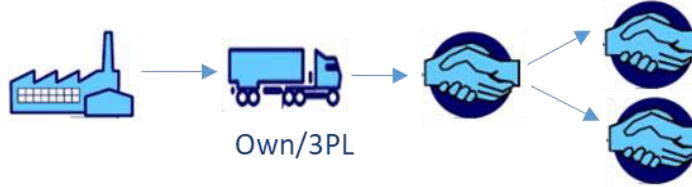
## Contract Logistics

### Less than Truck Load



## Fleet Management

### Secondary Distribution



## Warehousing & Distribution

- W/H & 3PL
- Storage
- Packing & Repacking
- Sorting & Repacking
- Inventory control
- Primary & Secondary movement

Warehouse	
8	existing

*The six fundamental w/h process comprise receiving ,put away ,storage,picking,packing,& shipping . Optimizing these six processes*

*Will allow you to streamline your w/h operation , reduce cost , & errors , and achieve a higher perfect order rate.*



### Existing W/H

- Taratalla
- Dibrugarh
- Dankuni
- Dadri
- Bhadrak
- Khurda
- Bhiwandi
- Surat



Improve efficiency



Save money



Measure emissions

Wide Range of Offerings –Expanding Customer Base



# Customer Development – Select Marquee Customers



## Sector Served

Petrochem

FMCG

Garments

Minerals

Electronic

Metal

Automobile

Cement

Tyre

**Client Relationship = Client Confidence**



23+ Yr



17+ Yr



17+ Yr



12+ Yr



12+ Yr




7+ Yr




7+ Yr

# Participation Criteria in Gov./Semi Gov./Blue Chip & Undertaking ...

Only few logistics company in India can participate in all cluster due high eligible criteria

<div>  <div>BCPL</div> </div> <div>Eligibility Criteria</div>	
Work Order	Single Work Order > INR ~38Cr
Earnest Money Deposit	INR ~2Cr
Working Capital	INR ~8Cr
Performance Guarantee	Contract Value X 7.5%
Experience	Petrochemical delivery network of 5yr
Minimum Own Trucks	~50

<div>  <div>GAIL</div> </div> <div>Eligibility Criteria</div>	
Work Order	Single Work Order > INR ~112Cr
Earnest Money Deposit	INR ~5Cr
Working Capital	INR ~22Cr
Bank Guarantee	Contract Value X 7.5%
Experience	Petrochemical delivery network of 5yr
Minimum Own Trucks	~100

These tenders have very **high eligibility criteria** and Only of few Logistics Company are eligible to participate

**Experience must** in petrochemical industry delivery network

Capacity to take **transit insurance**

## Petrochemical



# Efficient Cashless Supply Chain backed by Strong IT Systems

Operational Efficiency fueled by  
Institutional Partnerships



Ritco unified Technology  
Platforms



Digitization across  
Supply Chain





# Efficient Cashless Supply Chain backed by Strong IT Systems (1 of 5)

Operational Efficiency fueled by Institutional Partnerships

Digitization across Supply Chain

Ritco unified Technology Platforms

## Tyre Maintenance



### Outsource Tyre Management

Tyre on Lease

#### Role of JK Tyres

Procurement of new & retreaded tyre, fitment and repair, wheel alignment

#### Cost to Company

At competitive Cost Per Kilometre of INR 0.14 + GST

#### Benefit to Company

Best tyre care and maintenance practices  
Corrective actions for abnormal wear Better  
Fuel efficiency  
Reduced accident risk

## Vehicle AMC



### Outsource Vehicle Maintenance

Discounted Vehicle Offering Role Of

#### Ashok Leyland

Maintenance of each vehicle for 8.5 years  
Ensure downtime, optimum vehicle maintenance and downtime liability

#### Cost to Company

At competitive Cost Per Kilometre of INR 0.35 for 1<sup>st</sup> Year

#### Benefit to Company

Access to all Ashok Leyland workshop PAN India (+)  
Dedicated Ashok Leyland workshops at our fleet centers

# Efficient Cashless Supply Chain backed by Strong IT Systems (2 of 5)

Operational Efficiency fueled by Institutional Partnerships

Digitization across Supply Chain

Ritco unified Technology Paltforms

## Route Expense Card



### Outsource Cash Management

Zero balance card in name of driver Role of

### Happay

Support electronic trip expenses Expense covers food cost

### Cost to Company

Money calculated by artificial intelligence base on Cost Per Kilometre

Benefit to Company Eliminating cash requirement

## Fuel Card



Card updated by artificial intelligence basis on Cost Per Kilometre

Discount Benefits

## Toll Tag Card



Automatic deduction of toll charges

Minimizes cash requirement & offers hassle free highways trip

# Efficient Cashless Supply Chain backed by Strong IT Systems (3 of 5)

Operational Efficiency fueled by Institutional Partnerships

Digitization across Supply Chain

Ritco unified Technology Platforms

FT\* GPS

Portable Trackers

Proprietary Tracking

Driver app

3<sup>rd</sup> Party GPS

Plans delivery route in advance based on the orders to timely delivery of the products

Freight Management Software

Transit Management Software

ERP

Delivery Management Software

Booking & Billing Management Software



Advance Tracking Infrastructure for fleets



During Trip  
Stoppage Analysis

Post Trip  
Trip Analysis

Location History      Transport Performance



Trained security & vigilance officer  
Regular road safety training session

Hub, Dispatch, fleet centers equipped with CCTV



HITACHI



i2k2 Networks

Technology Partner

Google



WebXpress

IceWarp

Integrated Artificial Intelligent platform - Productivity Improvements, User Experience and Customer Excellence



# Efficient Cashless Supply Chain backed by Strong IT Systems (4 of 5)

Operational Efficiency fueled by Institutional Partnerships

Digitization across Supply Chain

Ritco unified Technology Platforms

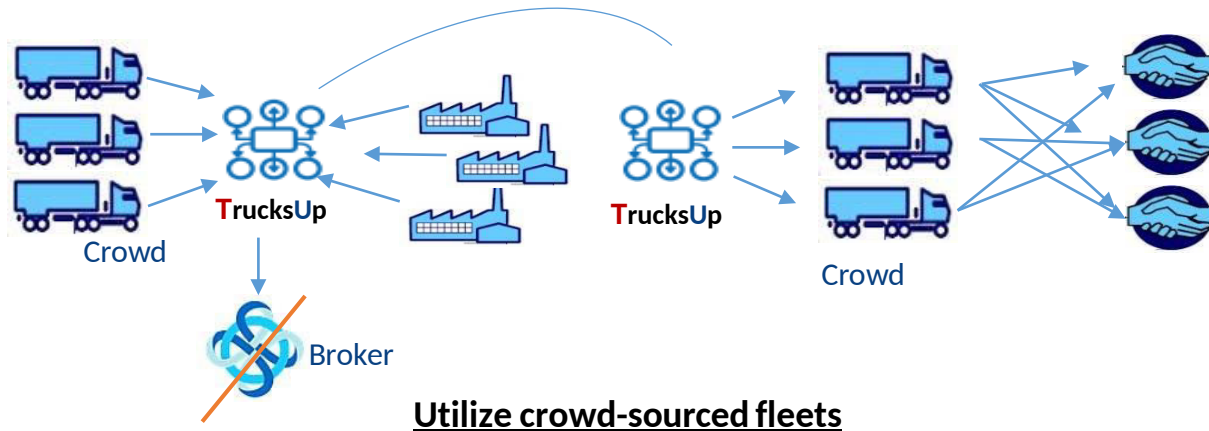


**(TrucksUp is our aggregator Platform)**

100,000 vehicles  
On this platform

By FY end  
will have  
1,50,000  
On Board

## Logistics Aggregator



### Offerings

- Exchanges (Latest Technology) and marketplace (Match the demand to supply)
- End-to-end supply chain network (Link Manufacturer to Last Mile)
- Vehicles finance assistance (Driver to Entrepreneur)

### Latest Technology

- On route assistance & route optimisation
- Operation & accounting details
- Online vehicle tracking
- Cash less fleet operation

### Marketplace

- Increasing the asset utilization & truck running distance

### Vehicles finance assistance

- Arrangement of chassis from OEM at best price
- Arrangement & facilitation of funds from Banks/NBFC at cheaper rate
- Arrangement of the cheapest Insurance
- Arrangement with Body Builders across country
- OEM will provide AMC for maintenance

### Cost Benefit to Customer

- By removing the middle man "Broker" huge money will be saved , which will be shared among Us/Vehicle Owner and Customers.

**Aggregator Based Expansion With Mixture Of Vendor Development + Technology + Execution**

## CONSOLIDATED INCOME STATEMENT

Particulars (INR Lacs)	FY 22	FY 21	FY 20
Total Income	59,670	47,645	49,441
Expenses	57,450	46,816	48,314
EBIDTA (Including Other Income)	4,420	3,400	4,070
EBIDTA Margin	7.41	7.14	8.23
Exceptional Items	-	-	-
Depreciation & Amortization	869	1,181	1,624
Finance Cost	1,331	1,391	1,319
PBT	2,220	829	1,127
Taxes	592	206	244
PAT	1,628	623	883
PAT Margin	2.73	1.31	1.79
EPS	2.54	3.61	6.00

## CONSOLIDATED BALANCE SHEET

Particulars (INR Lac)	31.03.2021	31.03.2020
<b>ASSETS</b>		
<b>I. NON CURRENT ASSETS</b>		
(i) Tangible Assets	3,277	4,165
(ii) Intangible Assets	-	-
(iii) Capital Work-in-Progress	83	82
(iv) Intangible Assets under Development	-	-
(v) Long Term Loans & Advances	302	296
Total Non-Currents Assets	3,662	4,542
<b>II CURRENT ASSETS</b>		
(i) Current investments	114	102
(ii) Inventories	-	-
(iii) Trade Receivables	17,100	14,823
(iv) Cash and Cash Equivalent	2,793	3,178
(v) Short Term Loans and Advances	742	1,174
(vi) Other Current Assets	758	436
Total Current Assets	21,507	19,713
<b>TOTAL ASSETS (I+II)</b>	<b>25,169</b>	<b>24,255</b>

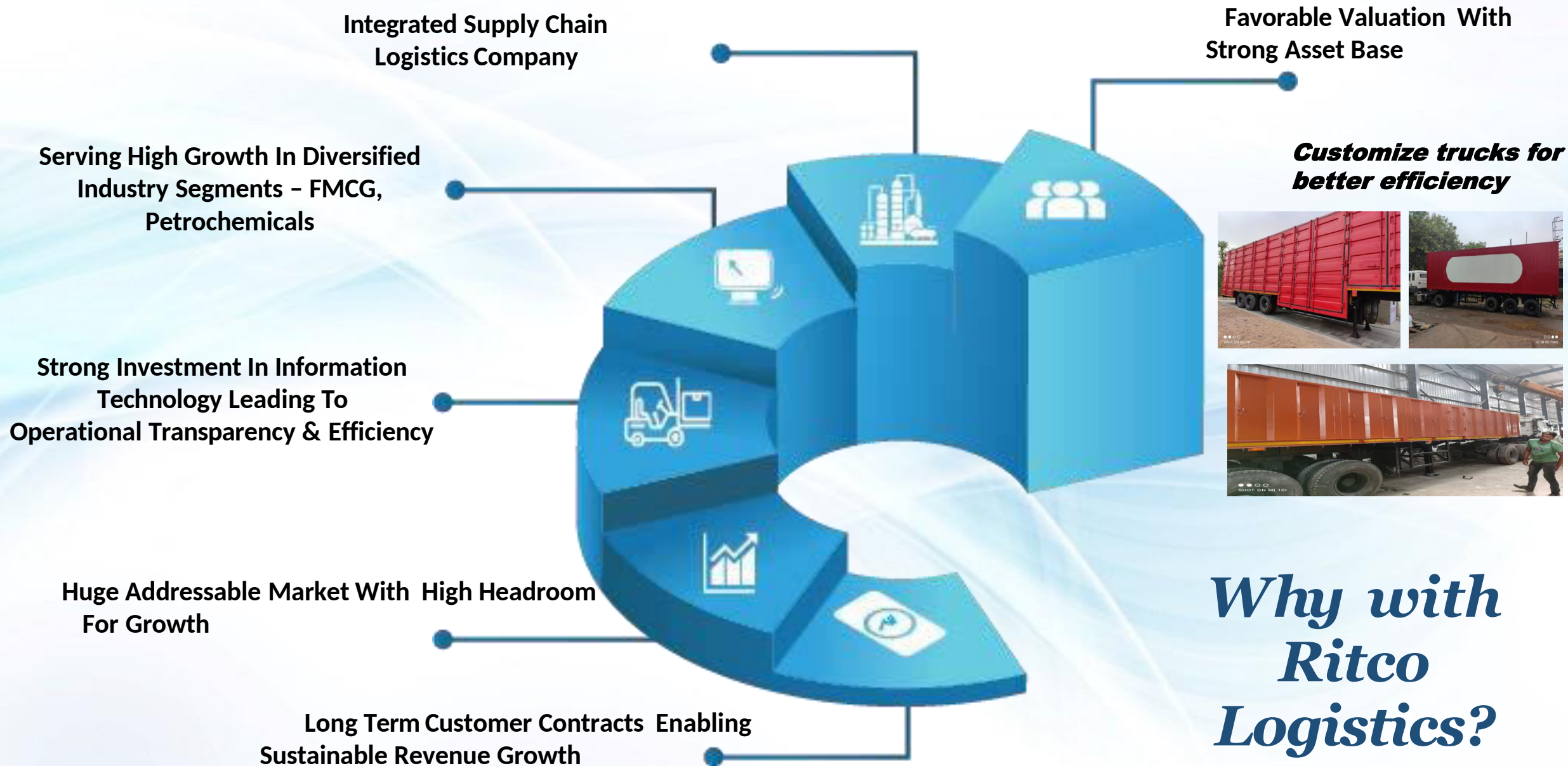
Particulars (INR Lac)	31.03.2021	31.03.2020
<b>EQUITY AND LIABILITIES</b>		
Equity Share Capital	2,448	2,448
Other Equity	8,308	7,685
Total Equity	10,755	10,132
<b>B. LIABILITIES</b>		
<b>I) Non Current Liabilities</b>		
a) Long Term Borrowings	2,527	4,232
b) Deferred Tax Liabilities (Net)	28	60
c) Other Long Term Liabilities	23	37
b) Long-term Provisions	82	70
Total Non Current Liabilities	2,660	4,400
<b>II) Current Liabilities</b>		
a) Short-Term Borrowings	9,689	8,283
b) Trade Payable	255	173
c) Other Current Liabilities	1,468	903
d) Short-Term Provisions	341	363
Total Current Liabilities	11,754	9,722
<b>TOTAL EQUITY AND LIABILITIES (A+B)</b>	<b>25,169</b>	<b>24,255</b>

# CASH FLOW STATEMENT

(Amount in Lacs)

Particulars	31st March 2021	31st March 2020
<b><u>CASH FLOW FROM OPERATING ACTIVITIES</u></b>		
Net Profit Before Tax	829	1,127
Adjustments for:		
Interest in FDR	-145	-143
Interest from other	-	-14
Depreciation	1,181	1,624
Interest & Finance Charges	1,352	1,281
Loos/(Profit) on sale of Fixed Assets	10	-3
Issued Expenses Adjusted against share premium	-	-
<b>Operating Profit before working Capital Change</b>	<b>3,227</b>	<b>3,872</b>
Adjustments for:		
<b>Increase/(Decrease) in Current Liabilities</b>		
Trade Payable	82	-121
Other Current Liabilities	565	-524
Short Term Provision	-22	243
<b>Decrease/(Increase) in Current Assets</b>		
Trade Receivable	-2,277	-3,366
Inventory	-	-
Other Current Assets	-322	-185
loans and advances	432	-710
<b>Cash generated from operations</b>	<b>1,685</b>	<b>-791</b>
<b>Appropriation Of Profit</b>		
Net income tax Paid or Payable	-238	-325
<b>Net Cash flow from Operating activities:(A)</b>	<b>1,446</b>	<b>-1,115</b>
<b><u>CASH FLOW FROM INVESTING ACTIVITIES</u></b>		
Intrest On FD	145	143
Interest Recived from Other	-	14
Purchase of Fixed Assets	-455	3
(Increase)/Decrease in Long Term Advances	-6	-169
Investment in FDR	-268	12
Sale of Assets	150	-155
Sale of Investment	-	5
(Increase)/Decrease in Current Investments	-12	-
(Increase)/Decrease in Long Term Provision Gratuity	12	-25
<b>Net Cash used in Investing activities: (B)</b>	<b>-433</b>	<b>-173</b>
<b><u>CASH FLOW FROM FINANCING ACTIVITIES</u></b>		
Interest Paid	-1,352	-1,281
Increase/( Decrease) in Long term Borrowings	-1,705	-825
Increase/( Decrease) in Short term Borrowings	1,392	3,751
Issue of Share Capital	-	-
<b>Net Cash Flow from financing activities: ( C )</b>	<b>-1,666</b>	<b>1,645</b>
<b>Net increase in cash &amp; Cash Equivalents : A+B+C</b>	<b>-653</b>	<b>357</b>
<b>Opening Cash and Cash equivalents</b>	<b>1,352</b>	<b>996</b>
<b>Closing Cash and Cash equivalents</b>	<b>699</b>	<b>1,352</b>
<b>Cash and Cash Equivalent Includes</b>		
Cash In Hand	3	16
Cheque in Hand	-	-
Balance with Bank	696	1,336
<b>Closing Cash and Cash equivalents</b>	<b>699</b>	<b>1,352</b>

# Ritco - Strong Value Proposition





*Thank You*



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