



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

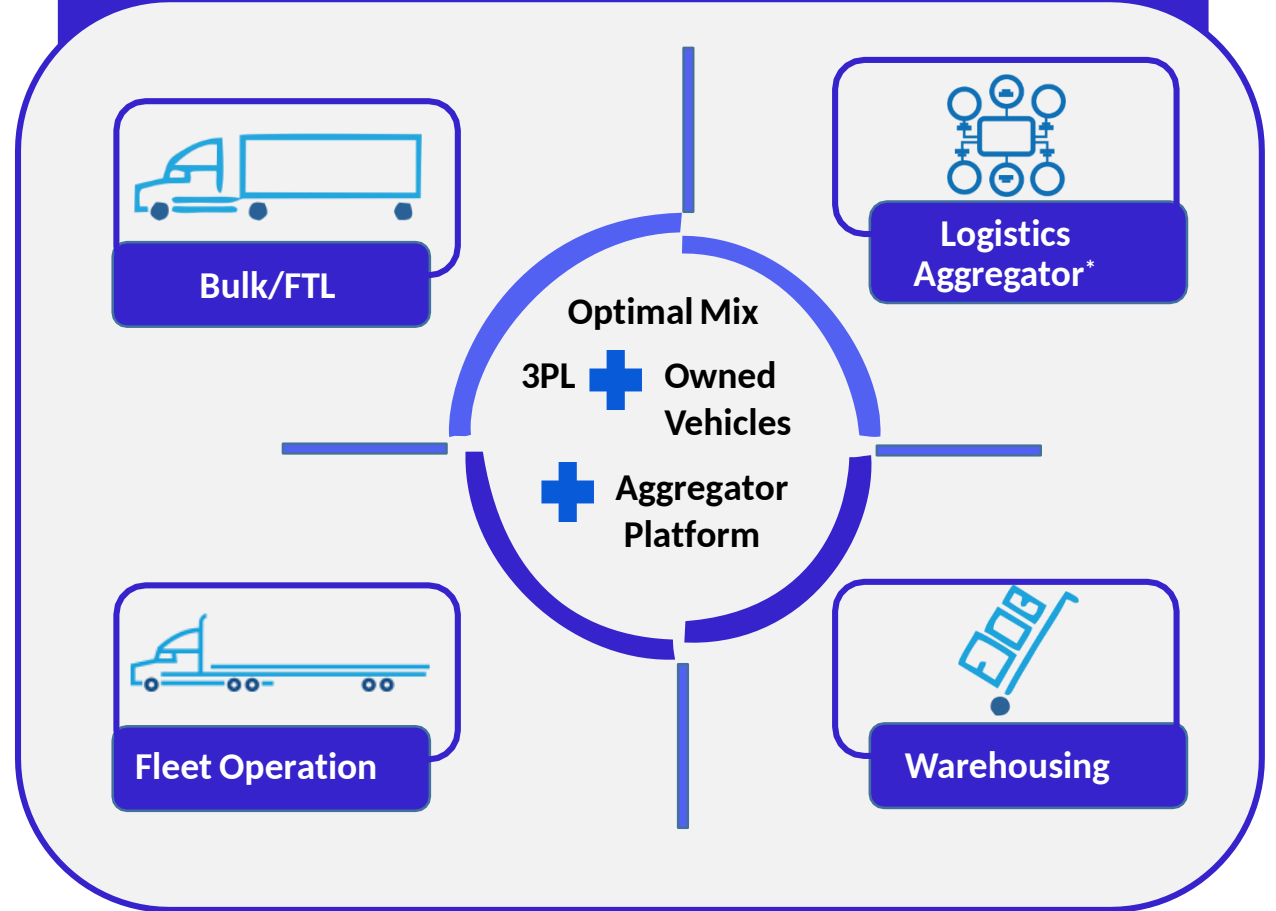
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Warehouse

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 & 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

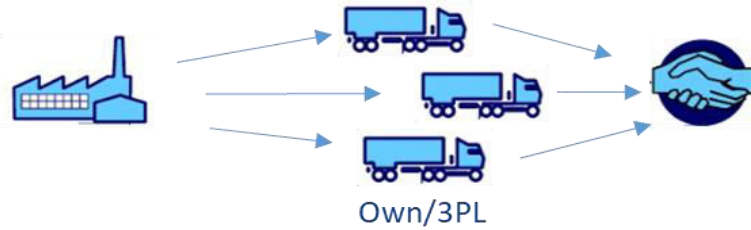
Broad Segment	B2B	FTL	Fleet Opns	Express	Warehousing	Aggregator Platform	Freight Forwarding
Blue Dart	Yes	No	No	Yes	Yes	No	Yes
All Cargo Log	Yes	Yes	No	No	No	No	Yes
Mahindra Log	Yes	Yes	No	No	Yes	No	No
Gateway District Park	Yes	Yes	No	No	Yes	No	Yes
Transport Corporation	Yes	Yes	Yes	Yes	Yes	No	Yes
VRL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



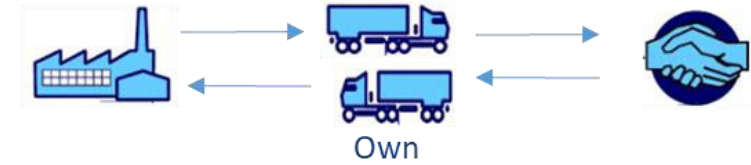
Fleet Management

Full Truck Load (FTL)



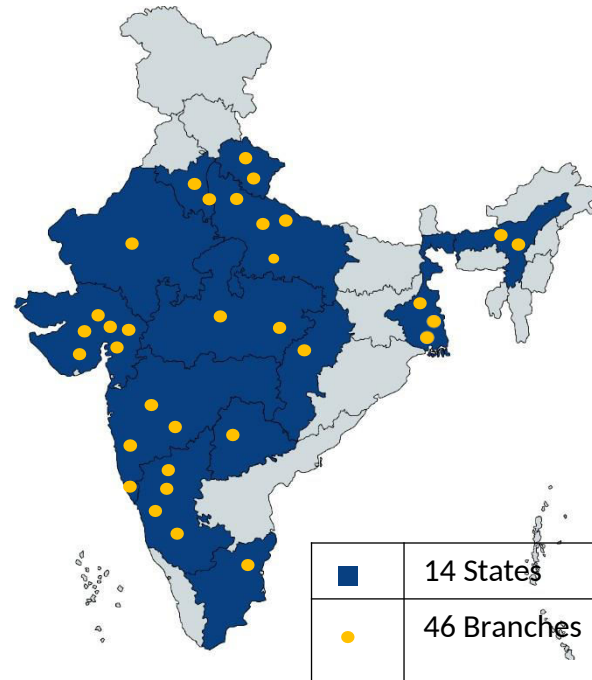
Warehousing & Distribution

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

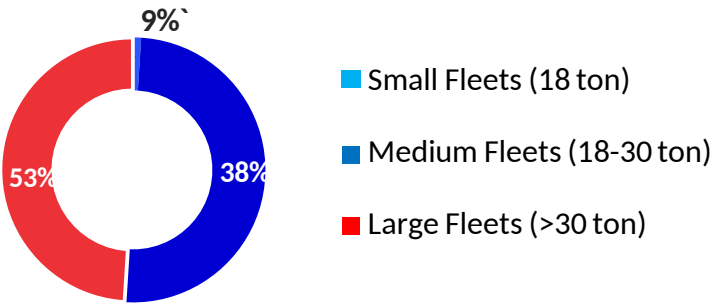
Long Term Contracts – Ensuring Customer Stickiness & Sustainable Revenue Growth

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



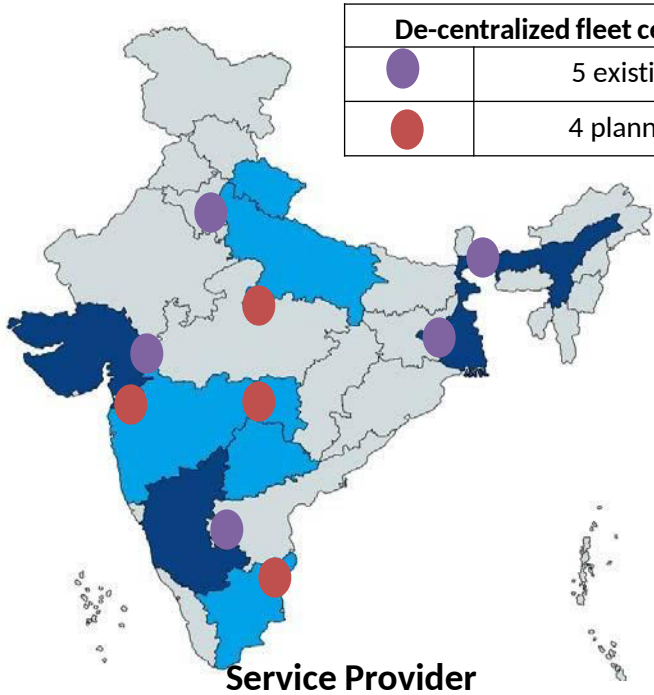
Fleet Management

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)

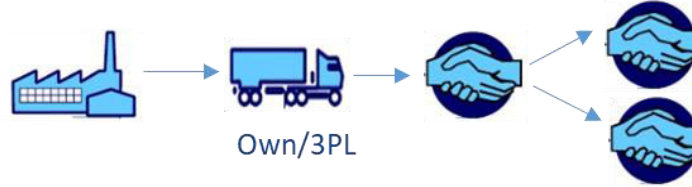
Contract Logistics

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

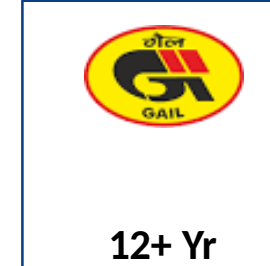
Metal

Automobile

Cement


Tyre


Client Relationship = Client Confidence



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> <div>BCPL</div> <div>Eligibility Criteria</div> </div> </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> <div>GAIL</div> <div>Eligibility Criteria</div> </div> </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

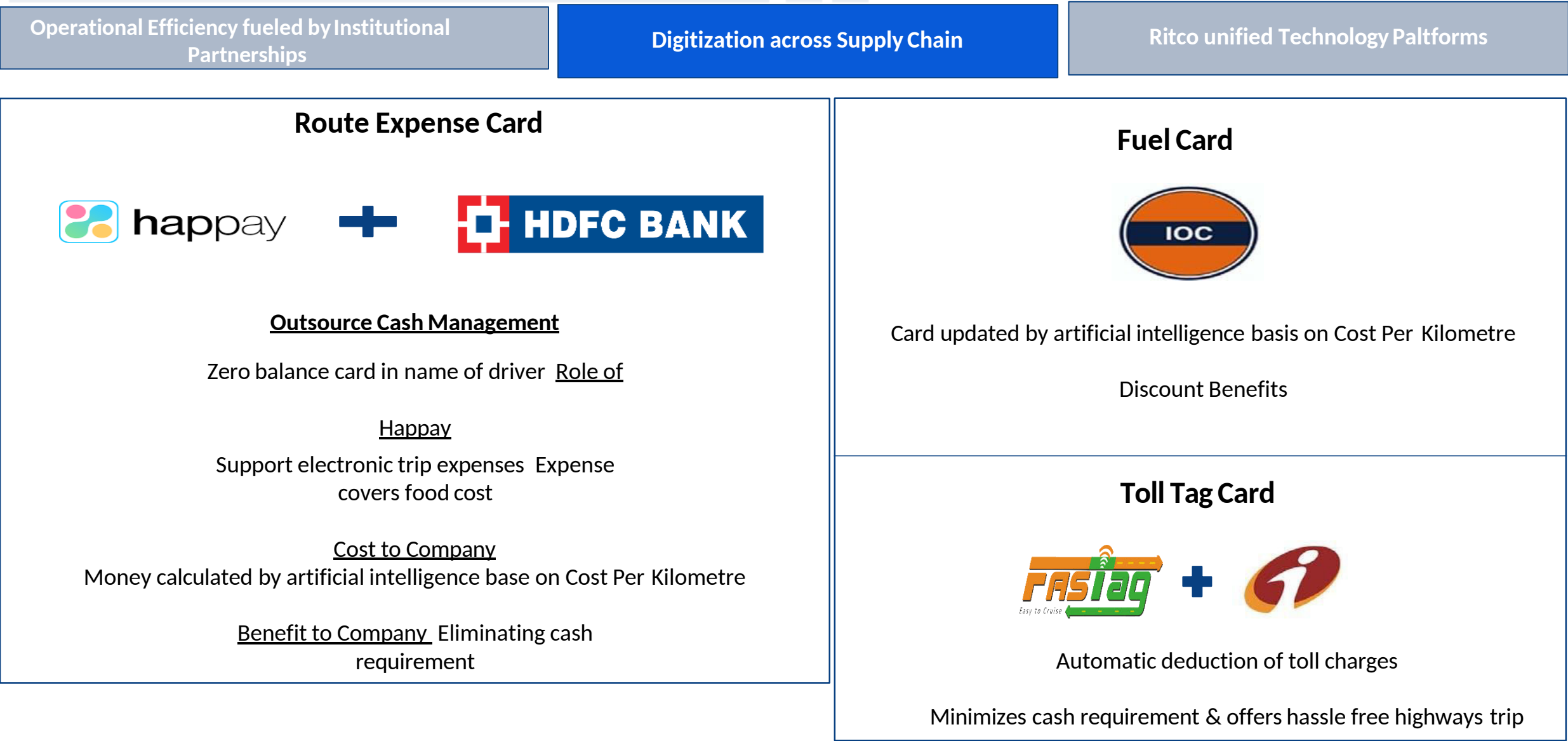
Cost to Company

At competitive Cost Per Kilometre of INR 0.35 for 1st 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)



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

3rd 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

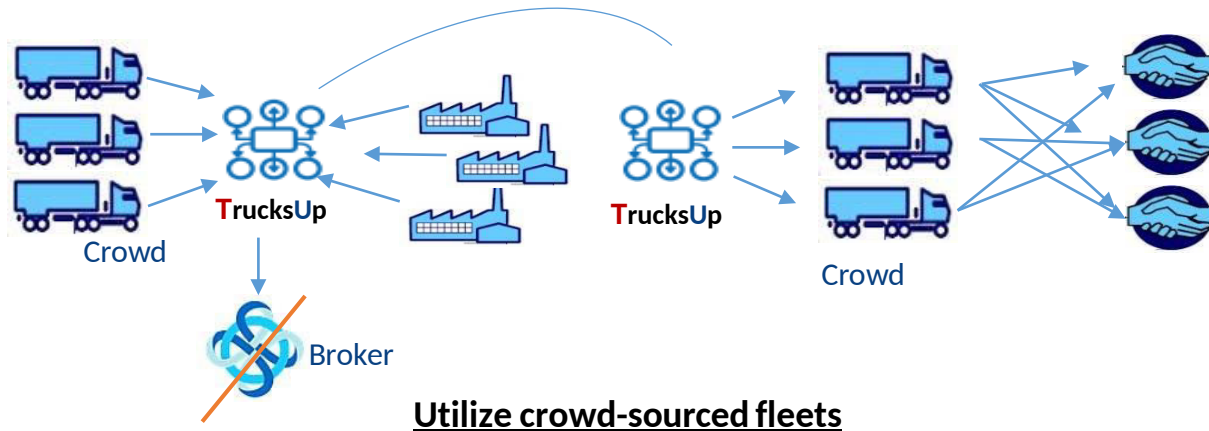
TRUCKSUP

(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
ASSETS		
I. NON CURRENT ASSETS		
(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
II CURRENT ASSETS		
(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
TOTAL ASSETS (I+II)	25,169	24,255

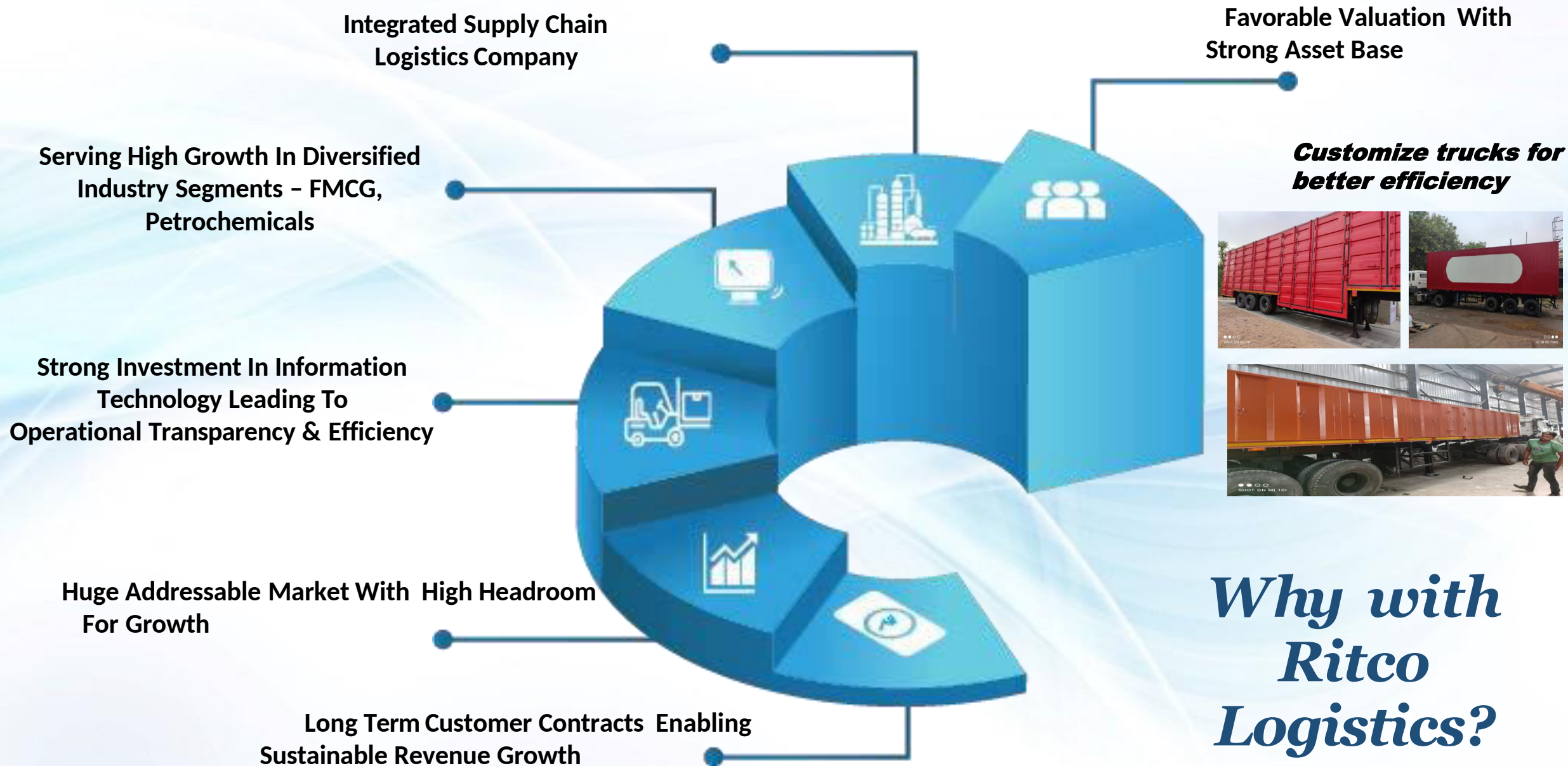
Particulars (INR Lac)	31.03.2021	31.03.2020
EQUITY AND LIABILITIES		
Equity Share Capital	2,448	2,448
Other Equity	8,308	7,685
Total Equity	10,755	10,132
B. LIABILITIES		
I) Non Current Liabilities		
a) Long Term Borrowings	2,527	4,232
b) Deferred Tax Liabilities (Net)	28	60
c) Other Long Term Liabilities	23	37
b) Long-term Provisions	82	70
Total Non Current Liabilities	2,660	4,400
II) Current Liabilities		
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
TOTAL EQUITY AND LIABILITIES (A+B)	25,169	24,255

CASH FLOW STATEMENT

(Amount in Lacs)

Particulars	31st March 2021	31st March 2020
<u>CASH FLOW FROM OPERATING ACTIVITIES</u>		
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	-	-
Operating Profit before working Capital Change	3,227	3,872
Adjustments for:		
Increase/(Decrease) in Current Liabilities		
Trade Payable	82	-121
Other Current Liabilities	565	-524
Short Term Provision	-22	243
Decrease/(Increase) in Current Assets		
Trade Receivable	-2,277	-3,366
Inventory	-	-
Other Current Assets	-322	-185
loans and advances	432	-710
Cash generated from operations	1,685	-791
Appropriation Of Profit		
Net income tax Paid or Payable	-238	-325
Net Cash flow from Operating activities:(A)	1,446	-1,115
<u>CASH FLOW FROM INVESTING ACTIVITIES</u>		
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
Net Cash used in Investing activities: (B)	-433	-173
<u>CASH FLOW FROM FINANCING ACTIVITIES</u>		
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	-	-
Net Cash Flow from financing activities: (C)	-1,666	1,645
Net increase in cash & Cash Equivalents : A+B+C	-653	357
Opening Cash and Cash equivalents	1,352	996
Closing Cash and Cash equivalents	699	1,352
Cash and Cash Equivalent Includes		
Cash In Hand	3	16
Cheque in Hand	-	-
Balance with Bank	696	1,336
Closing Cash and Cash equivalents	699	1,352

Ritco - Strong Value Proposition



Thank You



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