

Ritco Logistics Limited

508, 5thFloor, Jyoti Shikhar Tower, District Center, Janakpuri, New Delhi.

Ritco Logistics Delivers a Stellar Performance in Q4 FY25.

Performance Highlights for Standalone: Q4FY25 vs Q4FY24

- Total Income of Rs. 344.31 Crores, growth of 36.70 % y-o-y
- EBITDA of Rs. 27.66 Crores, growth of 36.26 % y-o-y
- EBITDA growth in absolute terms.
- PAT of Rs. 13.45 Crores, growth of 47.14 % y-o-y
- PAT margin at 3.91 %

Performance Highlights for Consolidated: Q4FY25 vs Q4FY24

- Total Income of Rs. 345.41 Crores
- EBITDA of Rs. 25.67 Crores
- PAT of Rs. 11.50 Crores
- PAT margin at 3.33 %

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

In Q4 FY 2024-25, Ritco Logistics Ltd., a pioneer in India's logistics and supply chain landscape, further cemented its industry leadership through transformative innovations and strategic milestones that are redefining sectoral standards. With an unwavering focus on operational excellence, sustainability, and customer-centric solutions, Ritco continues to raise the bar. Underscoring its growing reputation as a trusted logistics partner, the company secured high-value contracts — including a landmark ₹45 Cr deal with NTPC and a significant engagement with two of the country's leading steel manufacturing giants.

During this period, Ritco Logistics Ltd. continued its stellar performance across all business verticals, consistently outperforming aggressive growth projections. Demonstrating its expanding capabilities in integrated logistics, the company secured major 3PL and warehousing contracts from marquee clients including Jio Mart, MRPL, and Reliance Retail. Anchored by strong core values and powered by a resilient, future-ready workforce, Ritco stands as a benchmark of excellence in a dynamic global environment — delivering innovative, tailor-made logistics solutions that drive success for businesses across diverse sectors.

In this quarter, Ritco Logistics Ltd.'s Multimodal Division took a significant leap forward by deepening its collaboration with Indian Railways, initiating rail-based logistics operations from two key locations for two prominent corporate clients. This strategic move marks a pivotal step in Ritco's ambitious roadmap to establish a strong footprint in India's rapidly evolving multimodal logistics landscape, further reinforcing its vision to offer integrated, future-ready transport solutions.

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



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solidified its status as an undisputed leader in the industry.

FY 2024–25 marked a year of exceptional growth and performance for Ritco Logistics Ltd., reaffirming its position as a leading force in India's logistics and supply chain industry. With robust expansion across all business verticals — including Full Truck Load, 3PL, Warehousing, and Multimodal logistics — the company delivered outstanding financial and operational results. Strategic partnerships, technological advancements, and a relentless focus on customer-centricity drove significant value creation. Ritco's strong growth trajectory, backed by a future-ready vision and execution excellence, has set a new benchmark for performance and innovation in the Indian logistics sector.

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. **27.66** crores, a growth of **36.26%** y-o-y with margins of %. We expect margins to improve in the coming quarters with an increase in utilization levels. Profit after Tax stood at Rs. **13.45** crores, a growth of **47.14%** 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.



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About Ritco Logistics:

With Q4 revenues of Rs. 344.31 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.

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.

A leader in logistics technology, TrucksUp Solutions Private Limited is committed to developing innovative solutions that improve connection and optimize productivity in the sector. TrucksUp Solutions Private Limited is dedicated to transforming the logistics industry and achieving unheard-of advancements, with a focus on cutting-edge innovation and a customer-centric strategy.

The TrucksUp platform optimizes real-time load matching between shippers and carriers with sophisticated AI-driven algorithms, guaranteeing timely and effective load assignments. By analysing factors like carrier availability and route optimization, which reduces delays and increases efficiency, the AI automatically matches loads with the optimal carriers.



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Furthermore, automated updates and real-time tracking give shippers total visibility into their goods, improving dependability and security. The platform simplifies logistics administration with its easy-to-use interface, allowing users to manage business operations with no manual involvement.

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.

TrucksUp integrates with secure government APIs for real-time verification and monitoring. Safety 360, a comprehensive feature, incorporates verify vehicle, bank verification, and PNA verification. Driving Licenses, and vehicle tracking to ensure that only authorized and monitored trucks with 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. continues to chart an inspiring growth journey, driven by visionary leadership and a bold commitment to shaping the future of logistics in India. With strategic investments in expanding its talent pool, modernizing fleet assets, and accelerating digital transformation, Ritco is building a resilient, agile, and tech-enabled ecosystem. Positioned at the forefront of industry evolution, the company is geared to harness the next wave of innovation, setting the stage for disruptive breakthroughs and next-gen logistics solutions. As Ritco solidifies its leadership in the sector, it looks ahead with confidence — ready to surpass new milestones, raise industry standards, and seize unprecedented opportunities in the dynamic global supply chain arena.

For more information, please contact:

Man Mohan Pal Singh Chadha
Chairman
0124- 4702300
mschadha@ritcologistics.com

Sanjeev Kumar Elwadhi
CEO & Managing Director
0124- 4702300
sanjeevkumar@ritcologistics.com

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
