

**Ritco Logistics Limited**

508, 5<sup>th</sup> Floor, Jyoti Shikhar Tower, District Center, Janakpuri, New Delhi.

**Ritco Logistics completed the Q1 FY25 on a Strong Note**

**Performance Highlights for Standalone: Q1FY25 vs Q1FY24**

- Total Income of Rs 252.23 Crores, growth of 21.35% y-o-y
- EBITDA of Rs. 20.50 Crores, growth of 19.66% y-o-y
- EBITDA growth in absolute terms.
- PAT of Rs. 9.26 Crores, growth of 24.54 % y-o-y
- PAT margin at 3.67 %

**Performance Highlights for Consolidated: Q1FY25 vs Q1FY24**

- Total Income of Rs. 252.23 Crores
- EBITDA of Rs. 19.88 Crores
- PAT of Rs. 8.64 Crores
- PAT margin at 3.43%

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

During the first quarter of the financial year 2024-25, Ritco Logistics Limited, a pioneering leader in logistics and supply chain solutions, is excited to announce its latest groundbreaking innovations poised to transform the industry landscape. With a steadfast commitment to unmatched efficiency, environmental stewardship, and customer satisfaction, the company remains at the forefront of developing solutions that exceed modern expectations.

Amid a stable macroeconomic environment, Ritco Logistics Ltd. has consistently achieved outstanding performance across all business segments, with results surpassing even the highest projections. The company has particularly excelled in the steel and cement sectors, showcasing robust growth and exceptional efficiency. While recognizing the industry-wide challenges presented by inflation, Ritco maintains a balanced and optimistic outlook, prepared to continue leading the industry with innovation and excellence.

Amidst increased competition and high freight rates, Ritco Logistics Ltd. remains unwavering in its pursuit of visionary goals to build an integrated multimodal logistics solutions empire. The cornerstone of the company's success lies in its steadfast value system and the indomitable spirit of its people. In the ever-evolving global landscape, Ritco Logistics Ltd. has emerged as a beacon of excellence, offering an unparalleled array of bespoke logistics services meticulously designed to cater to businesses of all sizes and across every industry.

By leveraging cutting-edge technology and fostering an extensive network of strategic partnerships, the company has not only



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set the industry standard but redefined the very essence of reliability and timely delivery. Ritco's relentless commitment to innovation and excellence has cemented its position as an undisputed industry leader.

With an insatiable appetite for innovation, Ritco Logistics Ltd. has made substantial investments in state-of-the-art infrastructure, advanced fleet management systems, and a team of unrivaled expertise. By leveraging the power of data analytics and artificial intelligence, the company optimizes routes, minimizes fuel consumption, and reduces its carbon footprint, setting a shining example of environmental responsibility. Additionally, with the support of its technology partner, Trucks Up, Ritco has been able to effectively control freight costs through enhanced operational capabilities.

Ritco Logistics Ltd. has forged unbreakable alliances with key players in the global supply chain, enabling seamless integration and unparalleled reach across continents. As the world continues to evolve, Ritco remains at the cutting edge, anticipating and embracing the ever-changing demands of the industry, ensuring that its clients receive unmatched service and unwavering support in navigating the complexities of modern logistics. With Ritco as their partner, businesses can rest assured that they are in the hands of a visionary leader, poised to redefine the very fabric of the logistics industry.

Ritco is emerging as a fast-growing integrated logistics company in India, strategically focusing on infrastructure development, particularly for bulk movement sectors such as steel, cement, coal, minerals, and solar. On the back of a strong growth outlook, Ritco has invested in high-capacity trailers for the movement of steel, coal, and cement for reputed customers. The objective is to provide cost-effective, long-term services while increasing efficiency through controlled operations, supported by long-term contracts.

Our EBITDA for the quarter stood at Rs 20.50 crores, a growth of 19.66 % y-o-y with margins of 3.67%. We expect margins to improve in the coming quarters with an increase in utilization levels. Profit after Tax stood at Rs. 9.26 crores, a growth of 24.54 % y-o-y.

"At Ritco Logistics Ltd, our passionate and dedicated team is relentlessly driven by an unwavering commitment to meticulously crafting bespoke logistics solutions that seamlessly align with our clients' unique needs. We firmly believe that logistics is not merely a support function, but a critical catalyst for business growth and success. Our overarching objective is to consistently surpass expectations, going above and beyond the conventional standards of the industry. We achieve this by delivering services of unparalleled quality, underpinned by a culture of continuous innovation and improvement. Our clients can rely on us to provide a level of logistical excellence that is unmatched in the market.

In a short span of time, Ritco has become a brand leader in the transportation of steel, cement, and other metals and minerals. This achievement underscores our strategic focus and our ability to adapt and excel in highly competitive markets.

We are excited about the future as we continue to invest in state-of-the-art infrastructure and cutting-edge technology to further enhance our capabilities. Our strategic focus on infrastructure-based logistics solutions enables us to offer our clients even greater efficiency, reliability, and scalability. We are also committed to sustainable growth, ensuring that our expansion is not only economically viable but also environmentally responsible. At Ritco Logistics Ltd., we are not just a logistics provider, but a true partner in our clients' success, helping them navigate the complexities of the modern business landscape with ease and confidence," said Mr. Sanjeev Kumar Elwadh, CEO & Managing Director of Ritco Logistics Ltd.

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### **About Ritco Logistics:**

With Q1 revenues of Rs. 252.23 Cr, 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, 3.5 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.

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TrucksUp Solutions Private Limited is a pioneer in logistics technology, dedicated to creating innovative solutions that enhance connectivity and efficiency in the logistics industry. With a focus on cutting-edge technology and customer-centric service, TrucksUp Solutions Private Limited is committed to driving positive change in the logistics sector.

To ensure that loads are assigned promptly and effectively, the TrucksUp platform matches shippers and carriers in real-time using advanced algorithms. Shippers have complete visibility into their shipments because of real-time tracking and updates, which improves security and gives them peace of mind. With its user-friendly interface, the platform makes it simple for users to explore and handle their logistics requirements without having a lot of training. TrucksUp's platform is designed with efficiency and sustainability in mind. By optimizing load assignments and reducing empty miles, the platform helps to lower carbon emissions and promote greener logistics practices. This commitment to sustainability aligns with the growing demand for environmentally responsible business solutions.

By leveraging TrucksUp's advanced technology and services, Ritco can strengthen its position in the market and remain competitive in the evolving industry landscape.

**Ritco Logistics Ltd. upholds its commitment to continuous enhancement through strategic investments in the expansion of its workforce, running assets and technological infrastructure. Anticipating the forthcoming era of pioneering advancements, the company envisions the development of groundbreaking innovations in the near future, solidifying its position as a leader in the industry.**

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For more information please contact:

**Man Mohan Pal Singh Chadha**  
Chairman  
0124- 4702300  
[mschadha@ritcologistics.com](mailto:mschadha@ritcologistics.com)

**Sanjeev Kumar Elwadhi**  
CEO & Managing Director  
0124- 4702300  
[sanjeevkumar@ritcologistics.com](mailto: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.

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