

Ritco Logistics Limited

Date: 07/19/2022

To,
The Department of Corporate Services
BSE Limited
Phirozee Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai - 400 001

To,
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

Dear Sir/ Madam,

Sub: Intimation of Schedule of Analysts Meet

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, it is hereby intimated that the Company is meeting with analyst and group of investors at Gurgaon corporate office on 07/21/2022 and 07/22/2022.

Investor Presentation dated 07/19/2022 in this regard has already been submitted to the exchanges and also available at the website of the Company at www.ritcologistics.com. No unpublished price sensitive information shall be discussed during the meeting.

The schedule of the meetings is subject to change due to exigencies on the part of the analysts or the Company which may kindly be noted.

Thanking you,

Yours faithfully,

For RITCO LOGISTICS LTD.

For Ritco Logistics


Company Secretary

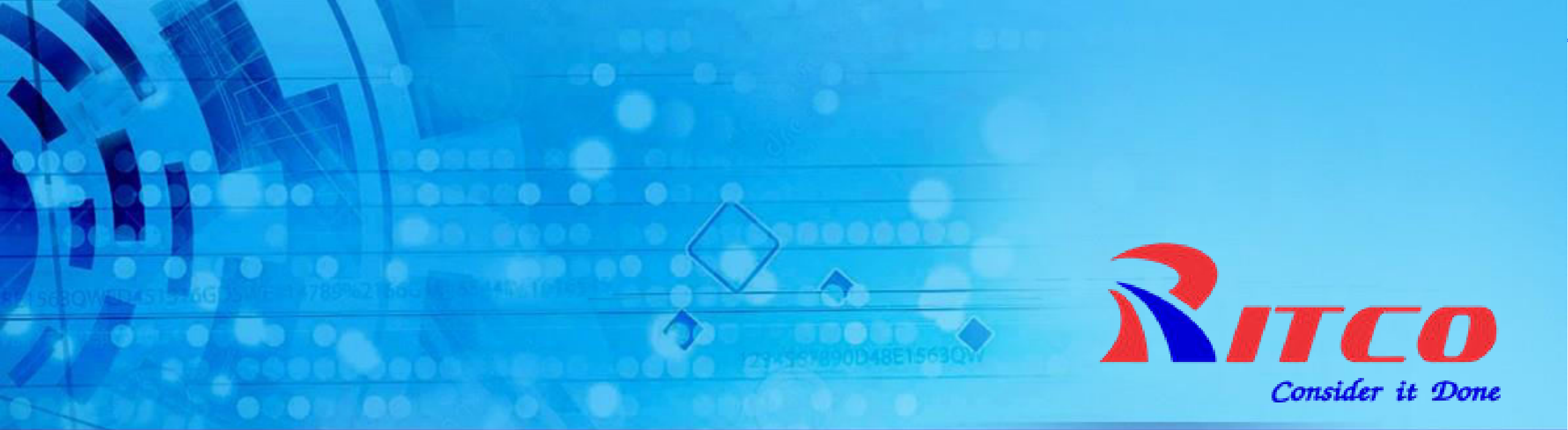
Name: Gitika Arora

Designation: Company Secretary & Compliance Officer



Corp. & Admin. Office : "RITCO HOUSE" 336, Phase-II, Udyog Vihar, Gurugram - 122 016, Haryana
Ph. : 0124-4702300/301 E-mail : ho@ritcologistics.com CIN No. : L60221DL2001PLC112167
Regd. Office : 508, 5th Floor, Jyoti Shikhar Tower, District Centre, Janakpuri, New Delhi-110058 Ph.: 011-25522158

www.ritcologistic.com



Consider it Done



Ritco Logistics - At A Glance

**Integrated
Supply Chain
Solutions**

Young Fleets

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

**Participation
Criteria - Entry
Barrier**

**Optimal Mix
Of 3PL &
Assets**

**Operational Efficiency
Fueled By
Institutional
Partnerships**

**Presence
Across
Verticals**

**Digitization Across
Supply Chain**

**Marquee
Customers**

**Unified
Technology
Platforms**

100,000+

Vehicles On
Aggregator Platform

161

Owned Vehicles

375000 sq. ft.
Warehouse

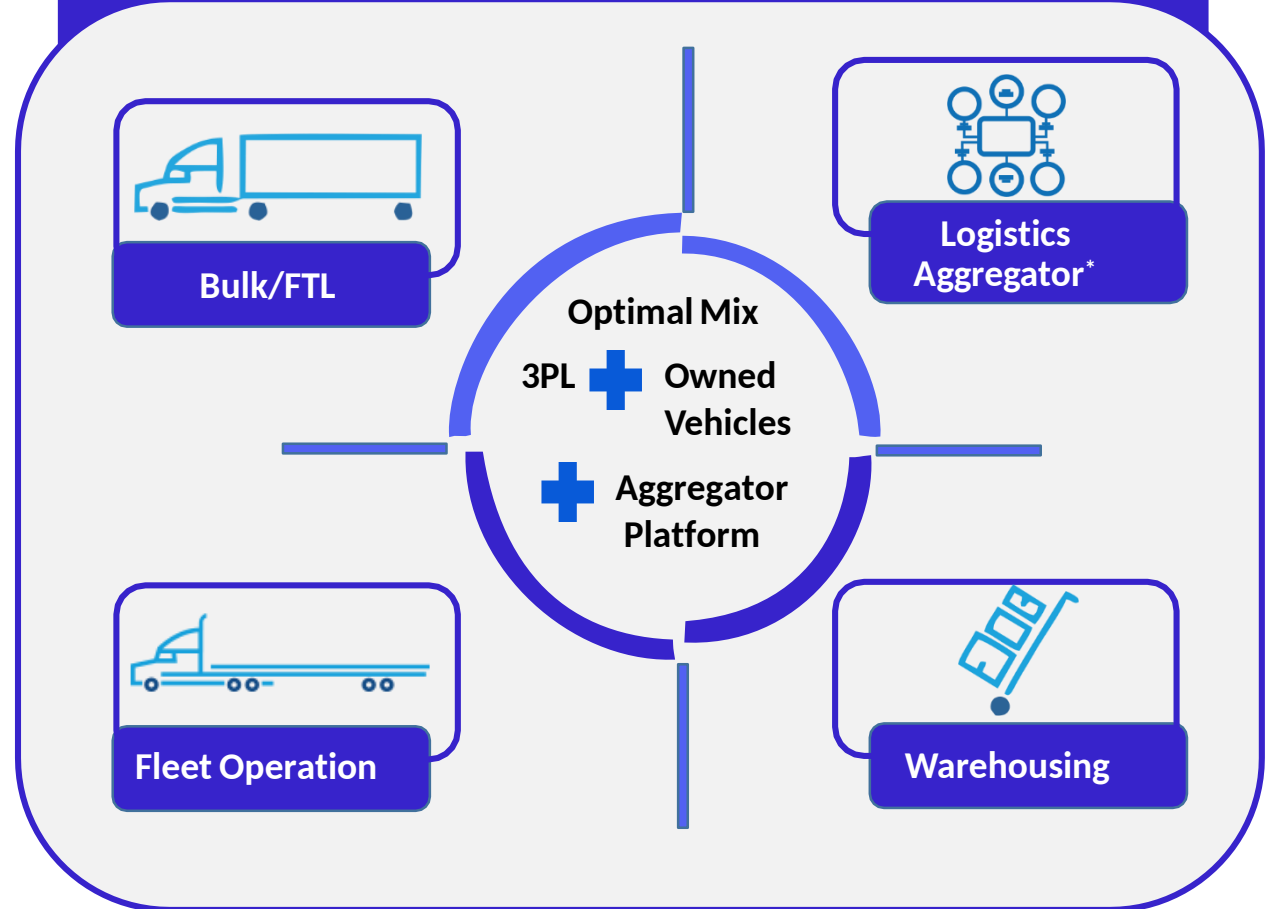
8
Warehouse

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 Evolvement 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 Platform + Owned fleet |
|--|---|------------------------------|--|
| <u>Revenue Generation</u> | | | |
| 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 |
| Own Trucks Requirement (To Participate in Govt tender) | No | Yes | Yes |
| Protection against Freight Volatilisation | 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

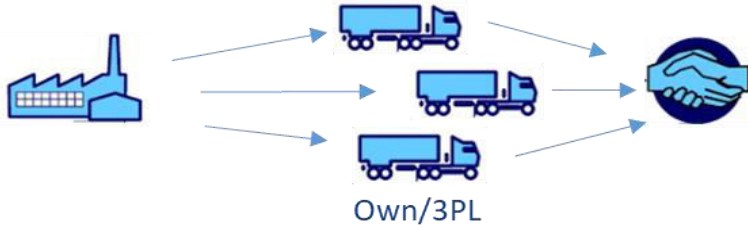
| Broad Segment | B2B | FTL | Fleet Opns | Express | Warehousing | Aggregator Platform | Freight Forwarding |
|------------------------|------------|------------|------------|-----------|-------------|---------------------|--------------------|
| Blue Dart | Yes | No | No | Yes | Yes | No | Yes |
| All 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



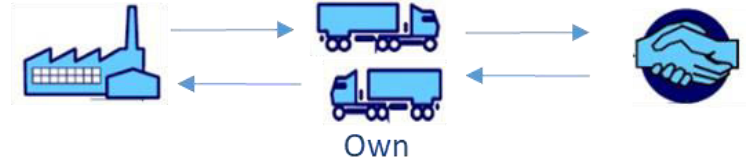
Fleet Management

Full Truck Load (FTL)



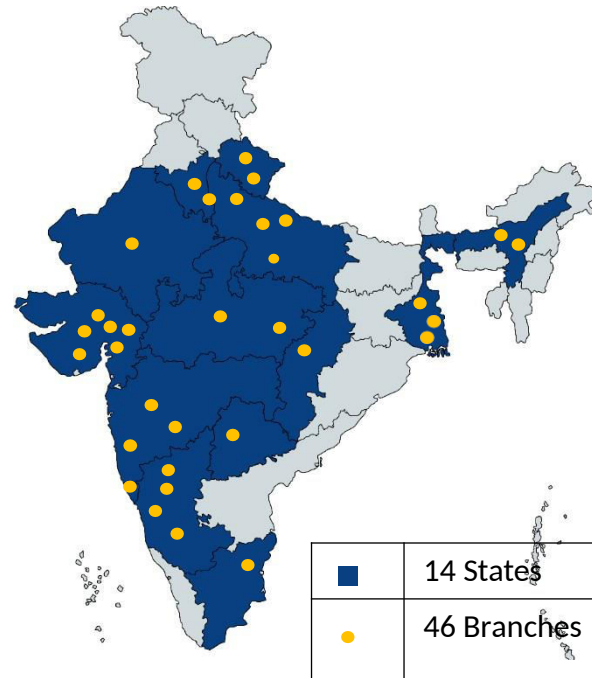
Warehousing & Distribution

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 + Network
- ✓ Confirmation on WC loan
- ✓ Ability to deposit earnest money & guarantee
- ✓ IBA approval & ISO certificate
- ✓ Carrier Act registration
- ✓ Ability to take material transit insurance

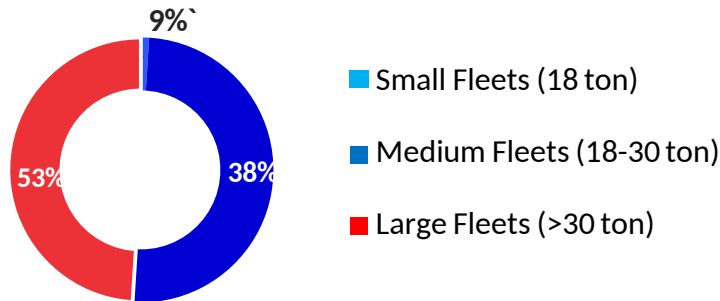
Long Term Contracts – Ensuring Customer Stickiness & Sustainable Revenue Growth

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 peak Agriculture season

161 owned trucks



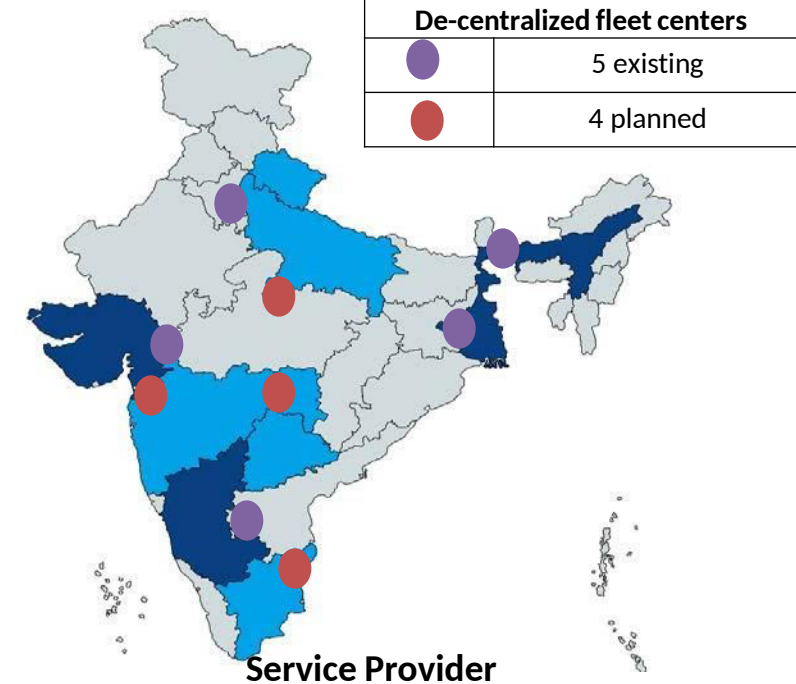
Fleet Management

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



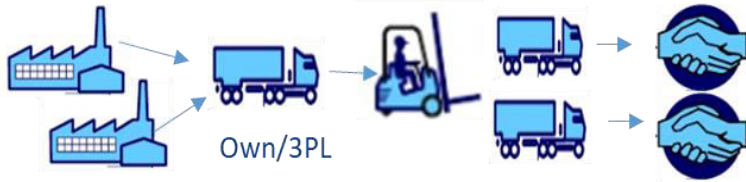
Tyre Management

Expansion will provide competitive advantage over peers

Business Verticals (3 of 3)

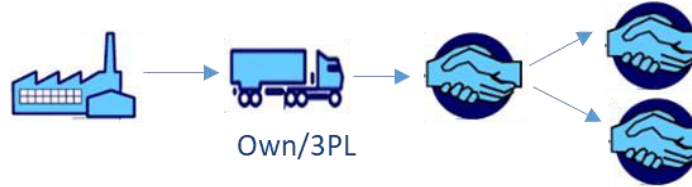
Contract Logistics

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 |

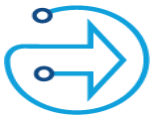
*The six fundamental w/h process comprise receiving ,put away ,storage,picking,packing,& shipping . Optimizing these six processes
Will allow you to streamline your w/h operation , reduce cost , & errors , and achieve a higher perfect order rate.*



Existing W/H

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

- Time - definite, Primary Secondary Freight-Service, Inter -State and Intra -state
- Catering to smaller orders
- Allowing to achieve optimum utilization rate
- ~2.75 lakhs Sq. ft. of warehouses
- “Multi “user warehouses” ensures higher efficiency
- Helping customers by providing warehousing, lower inventory, transport smaller & frequent shipments
- Value - added services , includes , packing , kitting , sorting & labelling.



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



Reliance
Industries Limited

23+ Yr




HALDIA
PETROCHEMICALS LTD

17+ Yr




MCI

17+ Yr




IndianOil

12+ Yr



GAIL

12+ Yr



ONGC
MRPL


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

|  BCPL Eligibility Criteria | |
|--|---------------------------------------|
| 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 |

|  GAIL Eligibility Criteria | |
|--|---------------------------------------|
| 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)

Operational Efficiency fueled by Institutional Partnerships

Digitization across Supply Chain

Ritco unified Technology Platforms

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)

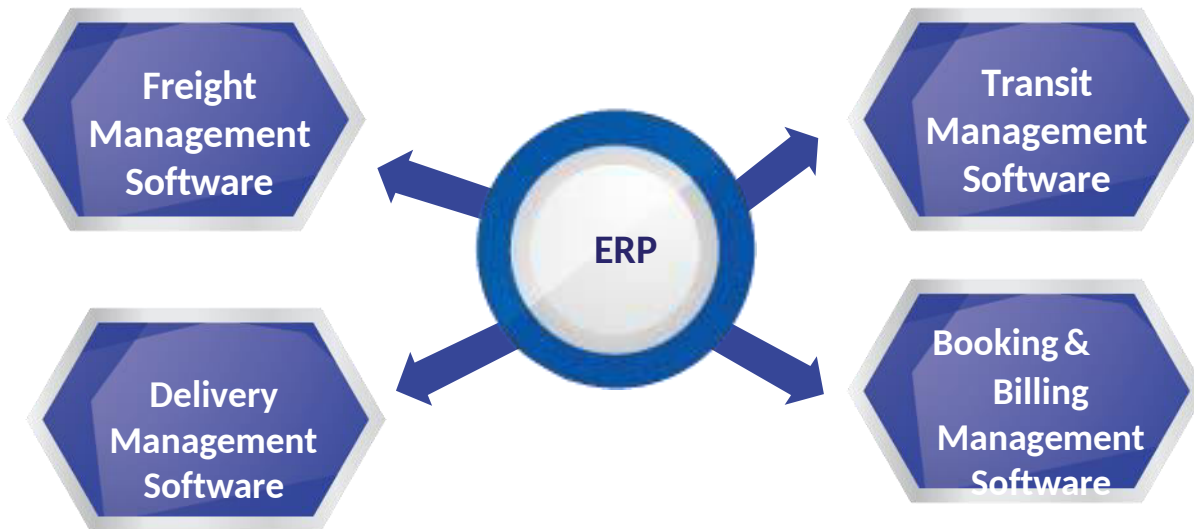
Operational Efficiency fueled by Institutional Partnerships

Digitization across Supply Chain

Ritco unified Technology Platforms



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



HITACHI



i2k2 Networks

Technology Partner



IceWarp



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

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

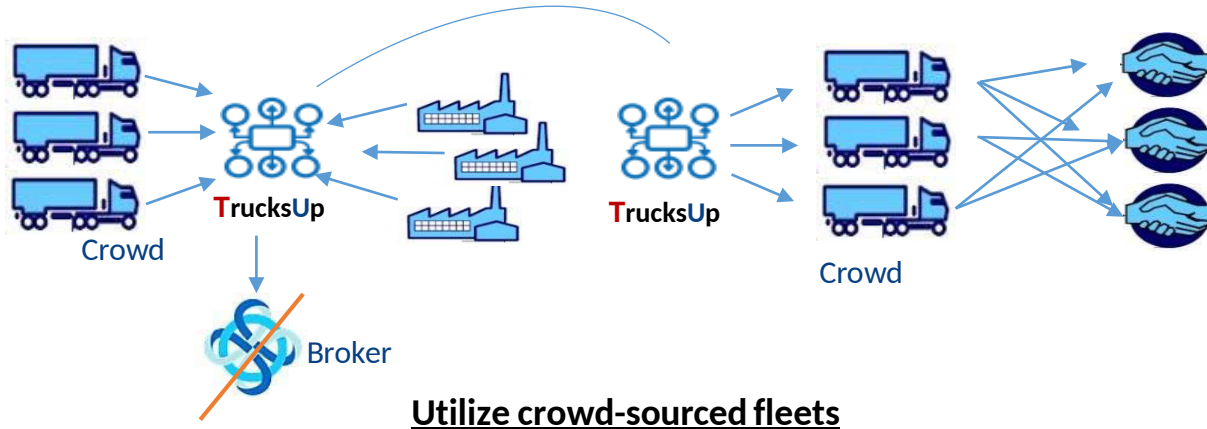


(TrucksUp is our aggregator Platform)

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 |
|--|---------------|---------------|
| 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



Ritco Logistics Limited

Corporate Office : Ritco House, 336,
Phase - II, Udyog Vihar, Gurugram,
Haryana, 122006

Tel. No. : +91-0124- 4702300

E-Mail : cs@ritcologistics.com

Website : www.ritcologistics.com