

# Ritco Logistics (P) Ltd.

Date: 07/11/2019

To  
General Manager  
Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai- 400001

Subject: Monthly Business Update

BSE Scrip Code: 542383

Sir/ Madam,

With reference to the above mentioned subject, kindly find the Monthly business update as enclosed herewith as an Annexure I

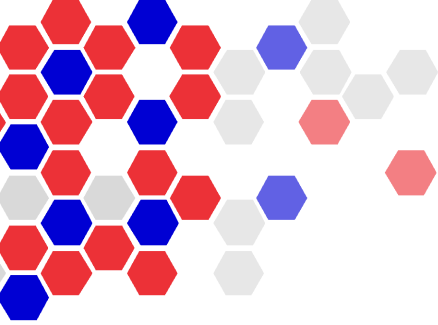
We request you to kindly take the same on record.

Thanking you,  
Yours Sincerely,

For Ritco Logistics Limited

Man Mohan Pal Chadha Singh  
Director  
DIN: 01763805  
Address: A-28 Rose Wood City, Sector-49 Gurgaon 122001



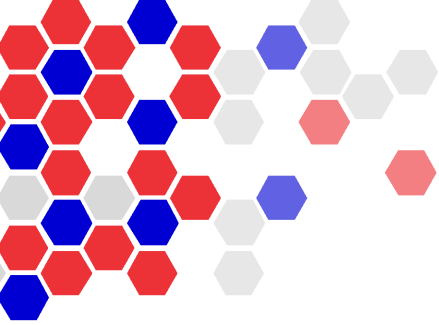


# MONTHLY BUSINESS UPDATE (Annexure I)



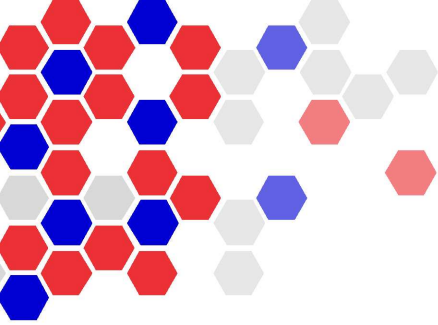
- HUL rewarded new business of 'Tea Logistics' from Kolkata to PAN India (movement of raw & finished tea in bulk). - Oct 19
- Pidilite, Berger Paints & GSK tied up with RITCO for its logistics service at PAN India. – Oct 19
- Recently entered in one more 'Liquor business' of 'SIMBA' for carrying loads of finished and empty bottles. – Oct 19
- RITCO organized 'Talent Hunt Competition' on Diwali Eve to promote the employees for their hidden talent & for good interaction between all employees, so that the whole organization works as a team or family. – Oct 19
- Successfully launched 'Work Deadline' software for betterment of working environment and highly user friendly with compatibility in Mobile phones, based on MVC & SQL, which will help organization in monitoring of 'Work Management'. – Oct 19
- 'Sarathi Milan' – On special occasion of Diwali, our Fleet Head personally visited each Fleet Centers & meet with Sarthees (In RITCO Truck Drivers called as Sarathi) for long relation binding. – Oct 19





# MONTHLY BUSINESS UPDATE (Annexure I)





# MONTHLY BUSINESS UPDATE (Annexure I)



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## Business Overview

We are an integrated supply chain solution company, providing land based logistics, warehouse and other value added services in India. We offer a broad, integrated freight transportation service under bulk load, dedicated load (to-and- fro), full truck load (FTL) and less than truck load (LTL) utilizing company-owned fleets or through independent third party operator; and other ancillary services such as warehouse and value added services. We also offer technology enabled logistic and other distribution solution designed primarily for the corporate customer.

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## At the moment

We operate a technology enabled fleet of more than 350 fleets and approximately 1400 fleets provided by independent third party operators, out of total fleets approximately 70% fleets are on roads daily on an average basis. All of our fleets have been equipped with electronic log since 2012 with real time tracking facilities. As per the current financial year, we have transported over 8 lakhs tons of shipment throughout PAN India.

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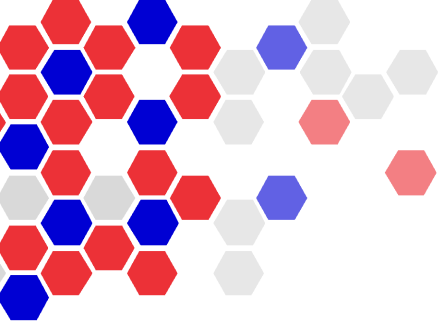
## Competitive Advantage

We believe that our competitive advantage is our “3PL” business model along with an optimal mix of necessary assets for our operation such as fleets and warehouses. This operational flexibility created by our asset-light “3PL” business model, coupled with our necessary asset, enhances our ability to satisfy multiple supply chain needs of our customers. In addition to the supply chain solution, a small portion of our revenue includes fleet rental service, wherein we provide our fleet on a rental basis to the small retain customers.

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## Operational Efficiency

We have implemented a comprehensive business program to improve operational efficiency. We have employed two programs in which we have outsourced our maintenance activities to OEMs. First, under the Tyre maintenance program, we have entered into an agreement with JK Tyre & Industries and second, under vehicle maintenance program, we have availed AMC from Ashok Leyland Ltd. Further, as part of transformation into digitization, we have implemented cash-less system across logistic services by adapting route expense cards, fuel cards and toll tag cards. Thus enabling our system to focus more on our core business activities. Finally, in association with the Institute of Road Safety and Fleet Management, we regularly conduct training & road safety awareness program for our drivers to ensure the overall safety measures adapted by our drivers.



# MONTHLY BUSINESS UPDATE (Annexure I)



Reach  
**300+**  
Destinations

Space-Approx.  
**150,000** Sq Feet

Dedicated Fleet  
**1200** Vehicles

Owned  
Vehicles  
**355**

**7** Warehouses  
**7** Fleet Centers

Fleet Availability and Route  
Optimization through Analytics

Mapped Route and Analytics to  
reduce no. of accidents

Operational Efficiency Supported  
by institutional partnerships with  
Ashok Leyland & JK Tyres

Young Fleets leading to  
Operational Efficiency <3 year  
old-325