



Business Overview

Repono Limited is an integrated third-party logistics (3PL) provider specializing in the storage, handling, and transportation of oil, petrochemicals, and chemicals. The company offers end-to-end solutions including polymer and bulk chemical warehousing, liquid terminal storage, O&M, and supply chain logistics. Serving both solid (polymers, fertilizers) and liquid (crude, fuels, chemicals) segments, Repono operates in a high-entry-barrier niche.

Following are the core sectors in which Company operates and deals:

- ❖ Solids: Polymers, fertilizers, Boxes, Cartons.
- ❖ Liquid: Petrol, Diesel, ATF, Crude Oil, Chemicals.
- ❖ Machinery: Spare parts.
- ❖ Transportation: First & Last miles.
- ❖ Freight Forwarding: Containers, ODC, Heavy equipment.



Industry Overview

- India's \$250+ billion logistics sector (14.4% of GDP) is evolving rapidly, with chemical and oil logistics emerging as a high-growth, high-margin niche due to stringent safety norms and specialized infrastructure.
- Growth is driven by India's rising role as a global chemicals hub and its position as the third-largest oil consumer.
- The industry is shifting from fragmented players to organized 3PL providers, benefiting end-to-end service operators, though it remains exposed to commodity cycles and regulatory risks.



Revenue Bifurcation

Particulars	% (Share)
Warehouse Rent (Local)	1.88%
Operation & Maintenance Services (Local)	95.43%
Consultancy Services (Export)	2.67%
Others	0.02%



SWOT Analysis

• STRENGTHS:

- Asset-light model enables scalability, lower capital intensity, and strong return ratios.
- Integrated service offerings with strong partnerships and technical expertise support efficient operations.

• WEAKNESS:

- Dependence on third-party providers limits operational control and consistency.
- Margin pressure and limited differentiation in a competitive 3PL landscape.

• OPPORTUNITIES:

- Growth driven by China+1 shift and increasing outsourcing in chemical and oil logistics.
- Scope for technology-led efficiency, service diversification, and strategic partnerships.

• THREATS:

- Intense competition and exposure to commodity cycles impacting demand and pricing.
- Regulatory, supply chain, and cybersecurity risks affecting operations and compliance.



Financial Snapshot

Particulars	2025	2024	2023
Revenue From Operations	51115.46	34005.85	13013.83
EBITDA margin (%)	15.98%	17.77%	7.85%
PAT	5100.37	4182.16	520.47
PAT margin (%)	10.00%	12.30%	4.00%
ROCE (%)	52%	47.93%	15.98%

- Repono Limited operates in a niche and high-entry barrier segment of oil and petrochemical logistics, supported by an integrated service offering and strong industry tailwinds. The company has demonstrated robust financial performance, with healthy revenue growth, stable margins, and exceptionally high return ratios, indicating efficient capital utilization.
- However, the business remains highly concentrated in a single sector and is exposed to regulatory and operational risks inherent to the energy logistics space.