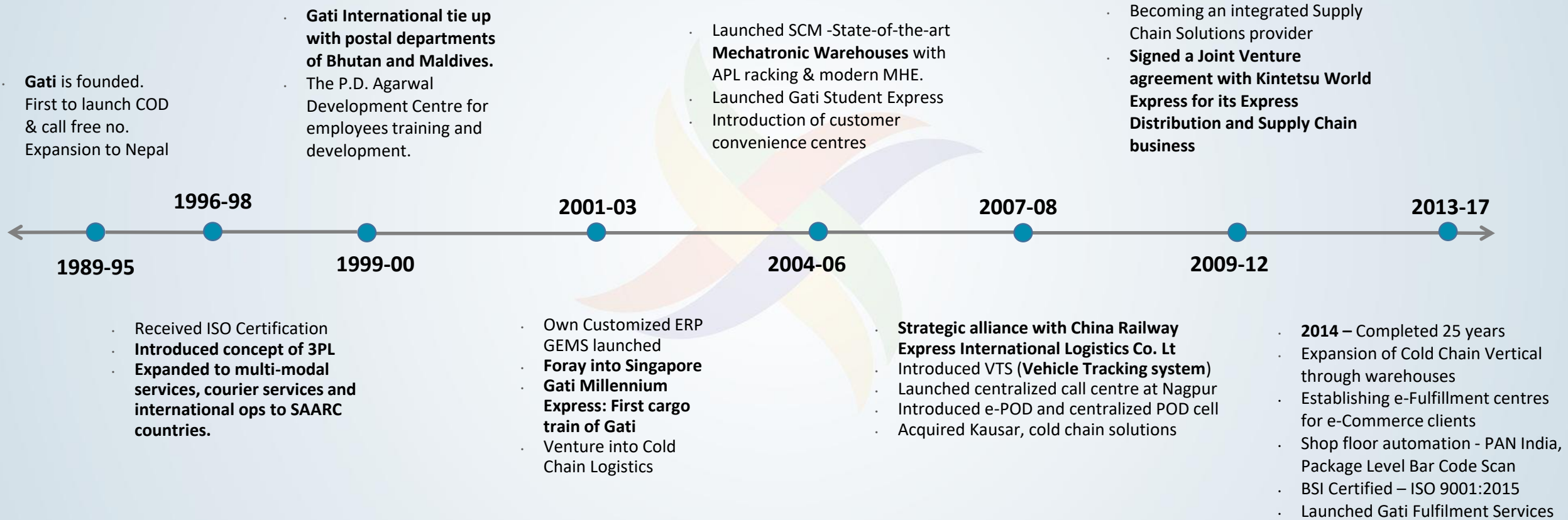




GO FURTHER.  
GROW FURTHER.  
WITH GATI'S  
BUSINESS SOLUTIONS.

# Genesis of Gati Limited

## Brief History And Key Milestones

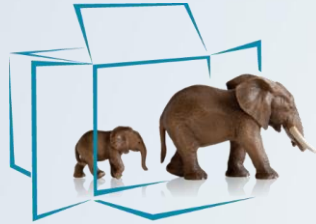


Revenue ~ Rs. 1700 Crore

Delivering 7 Million+ Packages a Month

# End to end Supply Chain Solutions

Leaders in logistics since 1989



**GATI KWE EXPRESS DISTRIBUTION.**  
SURFACE-AIR-RAIL. DELIVERING TO 99% DISTRICTS.



**GATI KWE WAREHOUSING SOLUTIONS.**  
3 MILLION+ SQ. FT. OF TECH-ENABLED WAREHOUSING.



**GATI TRADING SOLUTIONS.**  
INVENTORY MANAGEMENT. IOR. EOR.



**GATI FULFILMENT SERVICES.**  
ECOMMERCE SELLER SOLUTIONS



**GATI E-COMMERCE LOGISTICS.**  
COMPLETE ONLINE LOGISTICS SOLUTIONS



**GATI FREIGHT FORWARDING.**  
EXPORT IMPORT ACROSS APAC & SAARC



**GATI COLD CHAIN.**  
INTEGRATED SOLUTIONS



[Watch Overview of End to End Solutions](#)

# Ahead in Reach



Unmatched network. Robust infrastructure. Cutting edge IT.

5000+  
Young Work  
Force



Deliveries to  
19000+ pin  
codes



540 Offices  
including 18  
large hubs



5000 +  
Trucks on  
Road



24X7 Call  
Centre



33 ST



1200  
eCom Fleet  
Size



180+ Reefer  
Trucks

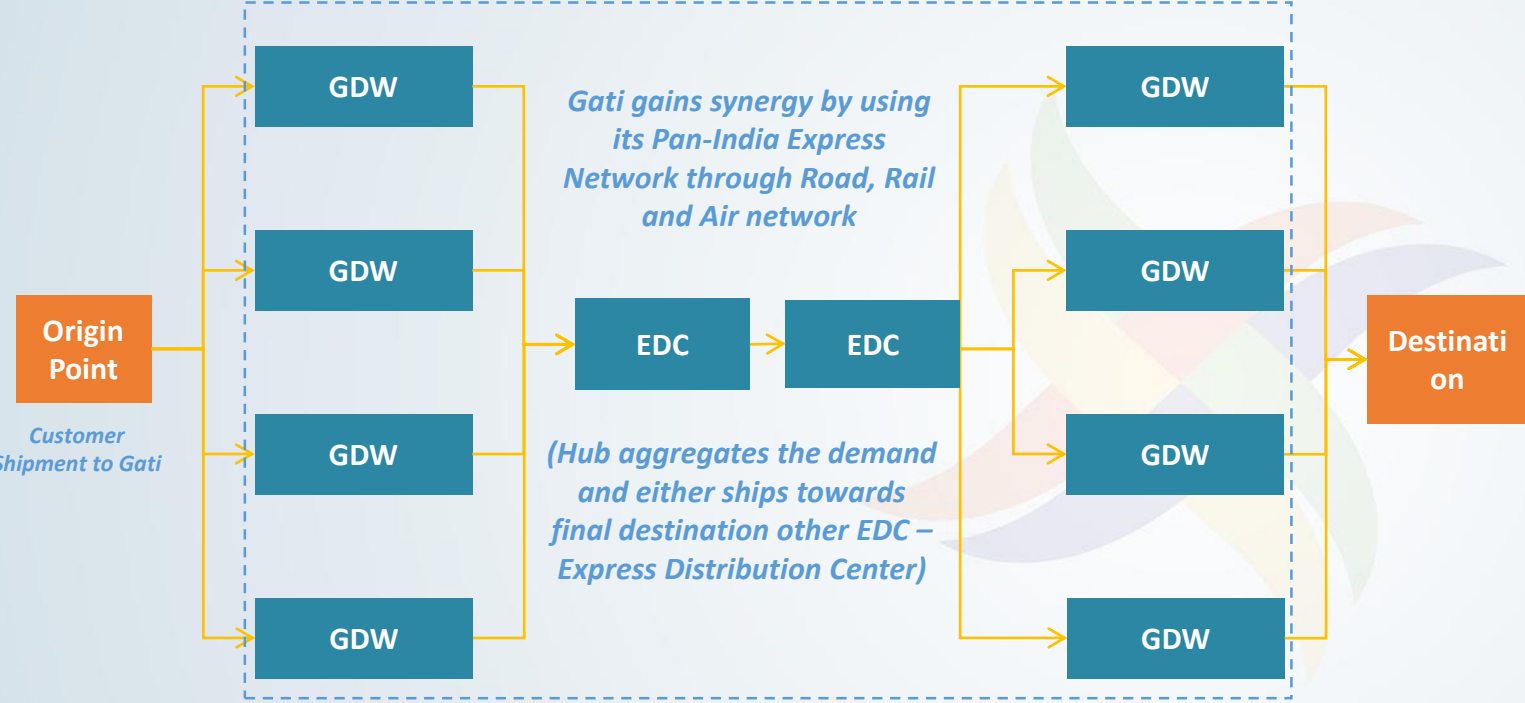


3 Mn+ 3PL/ WH  
Capacity including  
fulfillment centers

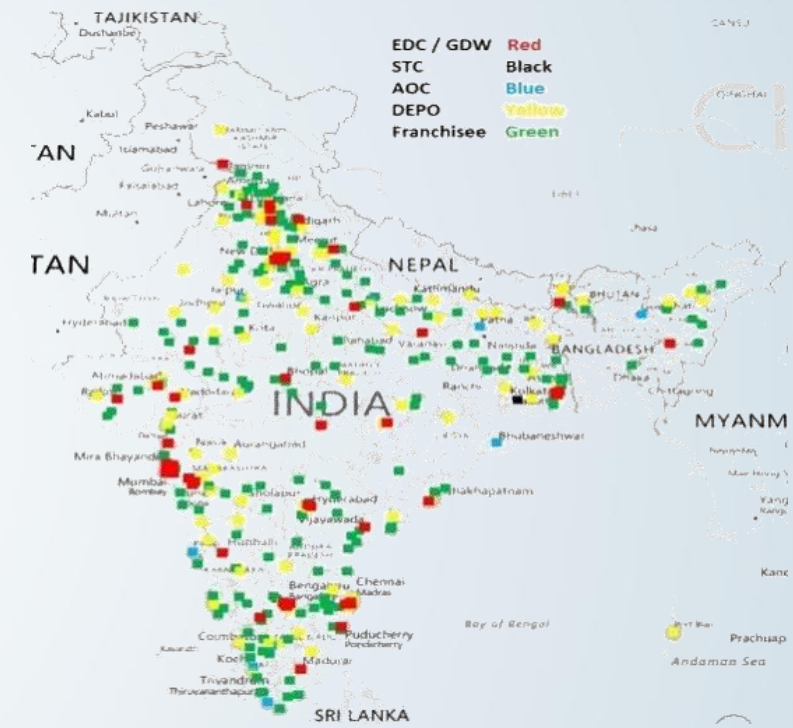


# Ahead in Reach: Hub & Spoke

Unmatched network. Robust infrastructure. Cutting edge IT.



(Various Spokes transfers the shipment to Express Distribution Centers)

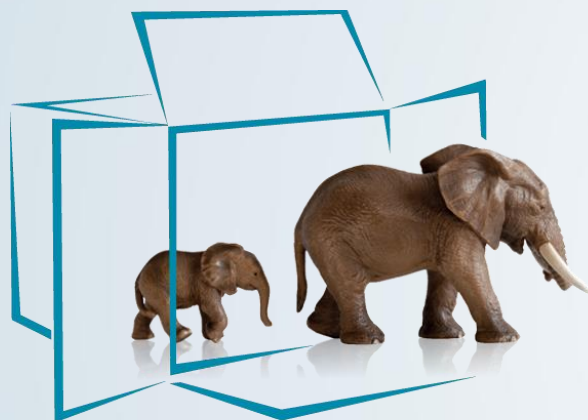


18 Express Distribution Centers  
12 Rail Transit Centers  
33 Air Transit Centers  
99% Reach in India




# Our Business : Express Distribution


Surface. Air. Rail.




*"LARGE OR SMALL, WE DELIVER THEM ALL."*




Customised, end-to-end  
integrated services




Unparalleled reach  
of 99% districts




State-of-the-art  
tracking service



12-hour, or  
next-day delivery



5,000+ trucks,  
and rail services



540+  
operating units



Unlock the  
GST advantage

# Our Business : Express Distribution

Retail Services – Our Special Products



**PREMIUM  
FLEX/LITE**

Up to 5 kgs via air  
@ just `60\* per kg

**LAABH**

Up to 20 kgs  
via surface @ just ` 440\*

**SECURE  
BOX**

Up to 10 kgs  
via air @ just ` 450\*

**DESK TO DESK  
CARGO**

Up to 5 kgs  
via surface @ just ` 220\*

**STUDENT  
EXPRESS**  
HOME ⇌ HOSTEL

**EXCESS  
BAGGAGE**

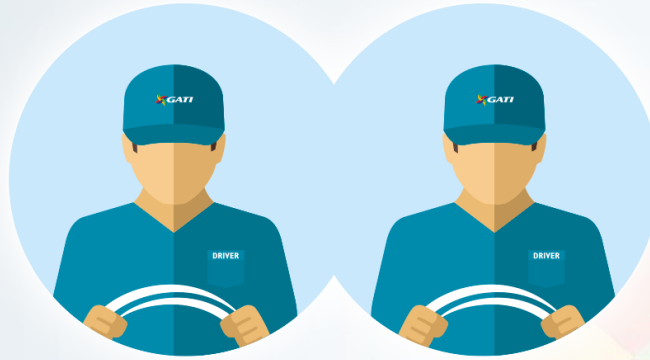
**ART  
EXPRESS**

“CUSTOMIZED SOLUTIONS FOR YOUR NEEDS”

\*Surcharges, GST & other charges as applicable. Next Day Delivery Available across select locations. Conditions apply.

# Our Business : M-VATS

Our newest offering for point to point **bulk** transportation.



***"A DOZEN REASONS TO SWITCH TO  
GATI'S NEW M-VATS SERVICE."***



Point-to-point bulk transportation  
with customised route plan



Single window  
pan-India service



Reliable truck availability  
through vendor network



Double-driver for safer  
and faster deliveries



Fresh fleet with containerised  
trucks and one-time lock seal



Real-time vehicle tracking  
through control centres



24x7  
customer care



Zero transhipment,  
zero damage



ISO 9001:2015  
certification



Fixed pricing even  
during peak season



Maximise with 18%  
input tax credit



End-to-end  
supply chain solutions



# Our Business : Warehousing Solutions

Driving productivity & cost effectiveness



Value-added services



3.3 Mn+ WH capacity and fulfilment centres



100+ large format hubs across India



Customised solutions for multiple industries



Cost-effective, dedicated, and shared space



Best-in-class Warehouse Management System



Integrated warehousing and distribution



GST Integrated Warehousing

***“3 MILLION+ SQ. FT. OF  
TECH-ENABLED WAREHOUSING,  
TO KEEP YOUR BUSINESS GROWING”***





[Watch Warehousing Solutions Overview](#)


# Our Business : Fulfilment Services

End to End Solution for Online/Ecommerce Sellers





  
End-to-end management of  
online selling operations


  
Unparalleled reach to  
19,000 pin codes

 **browntape**  
sell everywhere  
Multi-channel software  
and managed services

  
No minimum order,  
no fixed cost

  
Automated payment  
reconciliation

  
Packaging, returns,  
and refurbishments

  
Catalogue creation and upload  
across 23+ marketplaces

  
GST Integrated  
Seller Solution.

*“THE SIMPLEST WAY TO TAKE  
YOUR OFFLINE BUSINESS ONLINE.”*

Watch Fulfilment Services Overview



[\(English\)](#)



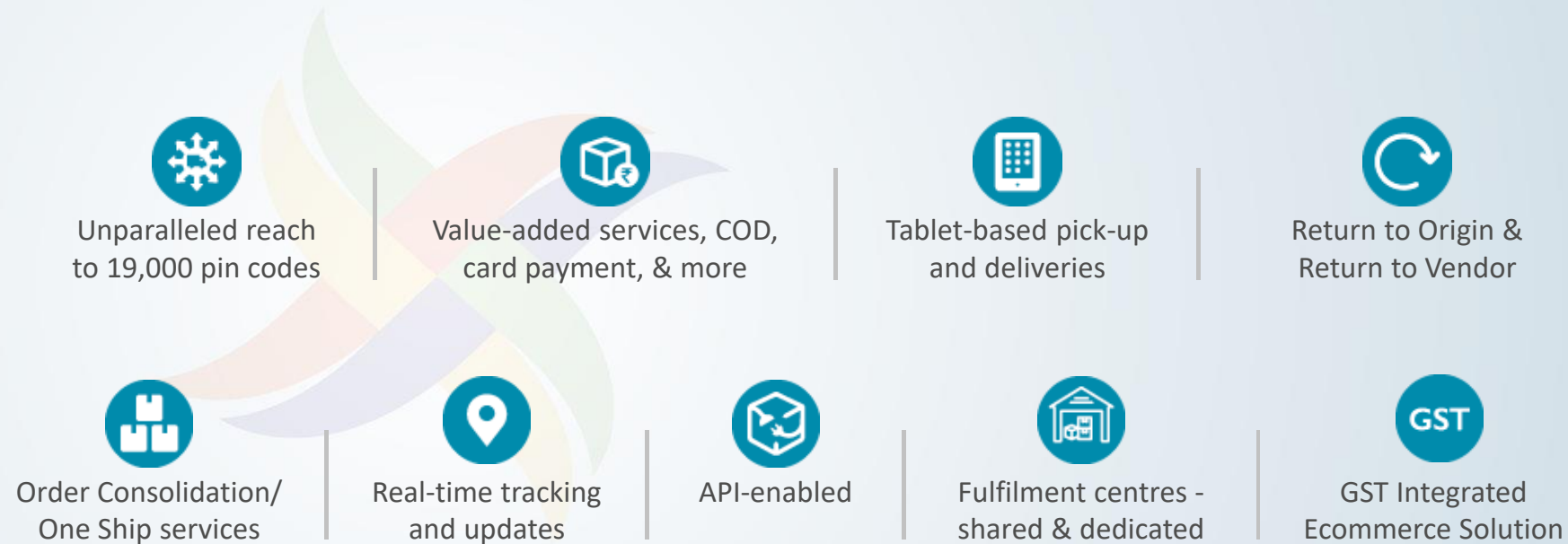
[\(Hindi\)](#)

# Our Business : E-commerce Logistics

Complete logistics solution for marketplaces & online business



***“YOUR UNLIMITED ONLINE POTENTIAL  
MEETS OUR UNLIMITED REACH”***



# Our Business : Freight Forwarding

Leaders in International shipments across SAARC & APAC

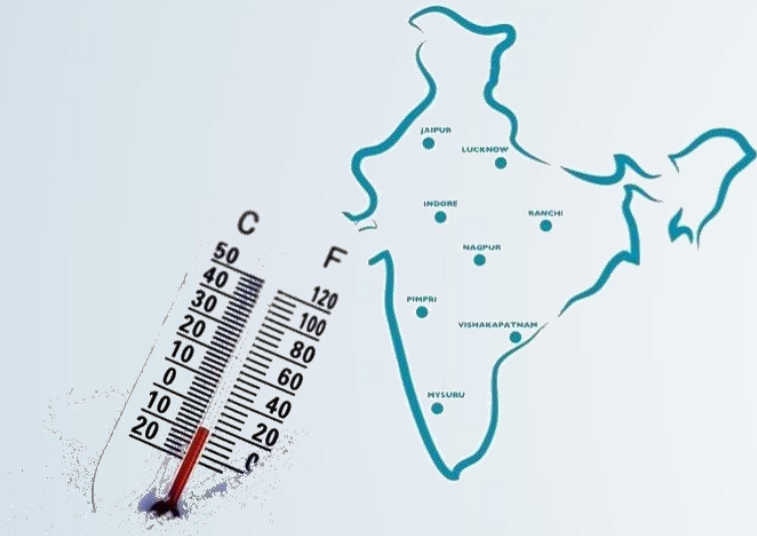


***"THE EASIEST WAY FOR YOUR SHIPMENTS TO TRAVEL ABROAD."***



# Our Business : Cold Chain Solutions

Quality driven expansion of your cold chain business



***"THE TEMPERATURE YOU WANT  
IS THE TEMPERATURE YOU GET."***



Market-integrated auto  
inventory replenishment



From warehouse to  
location, pan India in 24 Hrs



ISO 22000 Standards, stringent  
temperature adherence, real time  
temperature monitoring & alerts



No minimum order,  
zero missed deliveries



Isolated pharma zones & restaurant  
inventory management



GST Compliant &  
effectiveness



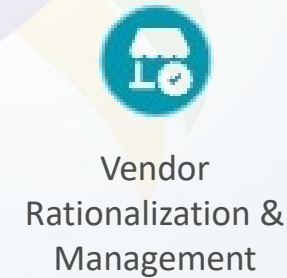
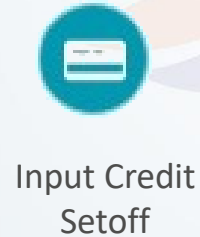
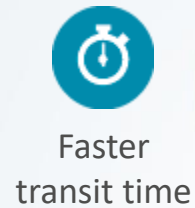
# Our Business : Unlock the GST Advantage



Increasing supply chain effectiveness in Post GST Era



*"GST DRIVEN CUSTOMISED SOLUTIONS  
FOR ALL YOUR SUPPLY CHAIN NEEDS."*





# Case Studies

## Real Problems. Real Solutions.



**GATI FULFILMENT SERVICES.**  
ECOMMERCE SELLER SOLUTIONS



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EXPORT IMPORT ACROSS APAC & SAARC



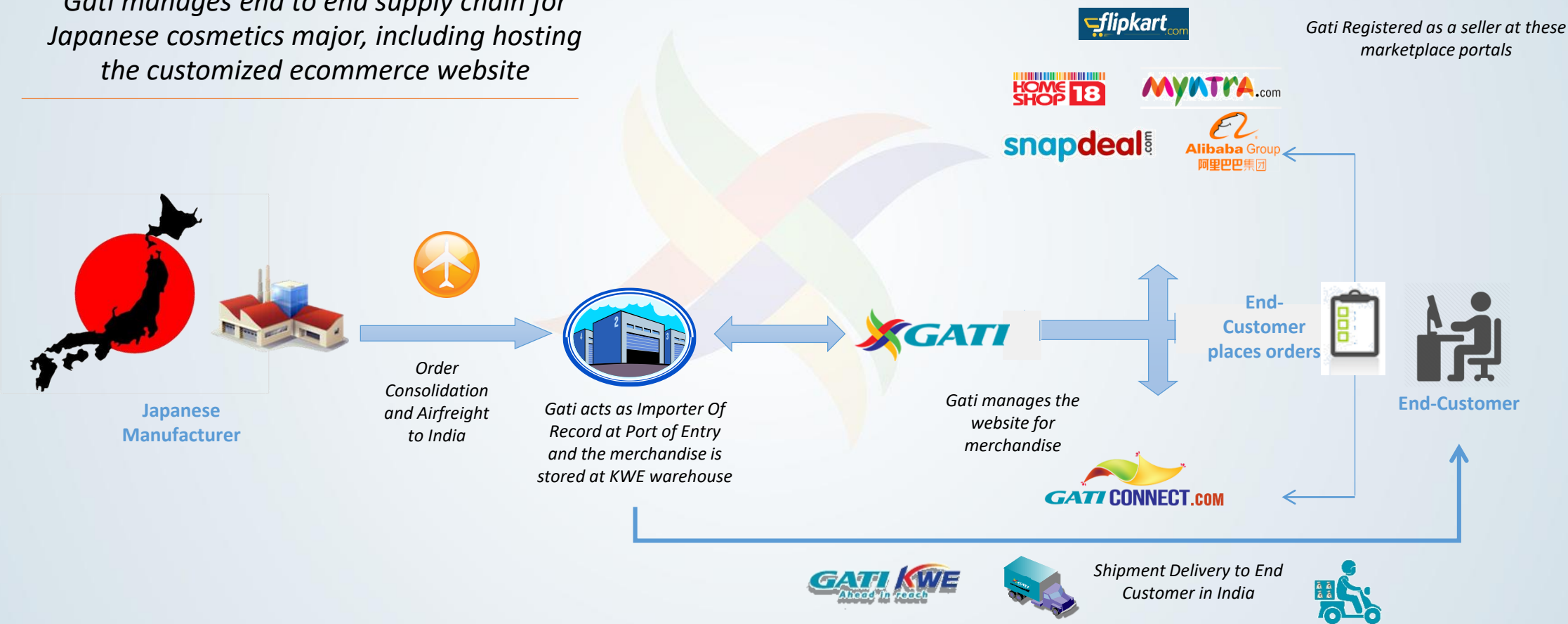
**GATI TRADING SOLUTIONS.**  
INVENTORY MANAGEMENT. IOR. EOR.

# Case Study: Japanese cosmetic products

## Cross Border Ecommerce Solution



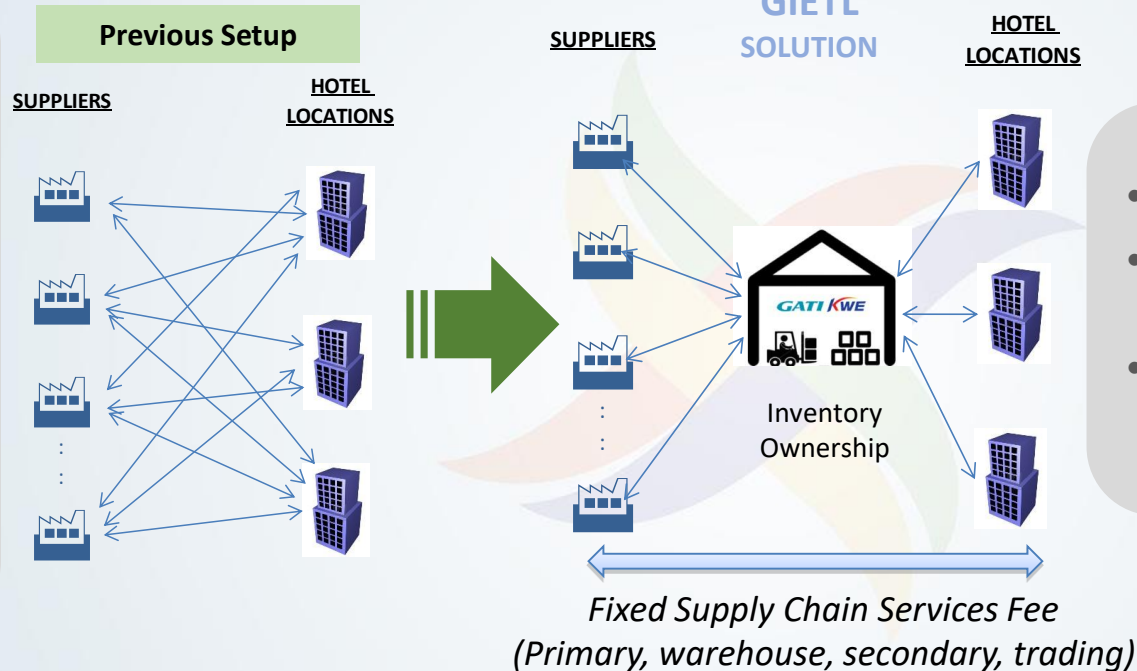
*Gati manages end to end supply chain for Japanese cosmetics major, including hosting the customized ecommerce website*



# Case Study : Tailor-made Distribution

## Centralized Distribution Case Study

- Decentralized supplies ordering system
- High transaction costs for suppliers and hotels
- Uncertain delivery lead times
- Excess inventory holding at Hotel stores



ELSC 2014 SCM  
Innovation of the  
Year Winner

- Improved service levels
- Reduction in Inventory within the supply chain
- Reduction in overall logistics costs

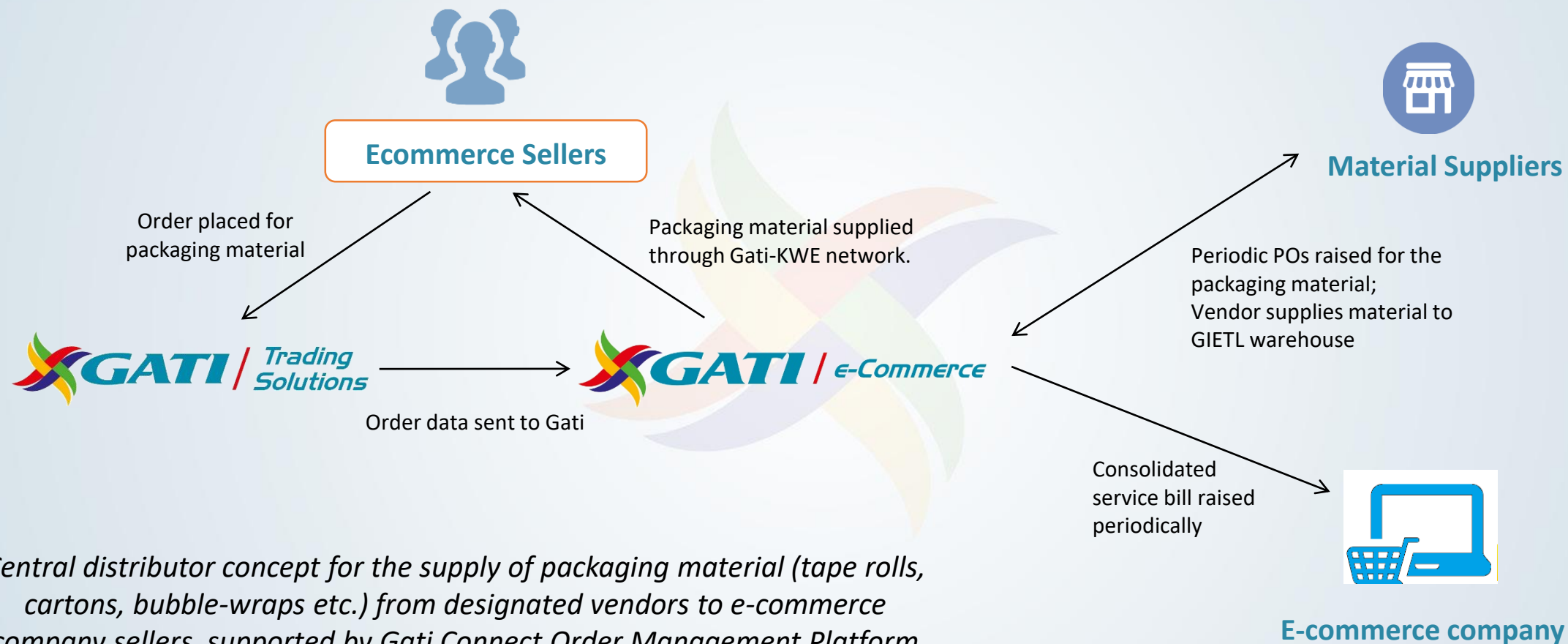
**Benefits:** Stabilization of delivery patterns drive behavioral change within the procurement process at individual hotels

**Need:** Supply chain framework to build and improve efficiency in the domestic hospitality industry procurement process. Current engagement with one of the largest hotel chains comprising of close to 100 hotels in 40 locations across India

# Case Study : e-Commerce Packaging Supply



## Central Distribution of Packaging Material





# Corporate Social Responsibility

Economically, Socially and Environmentally responsible



## Our **SOCIAL** Responsibility

### Gati Muskaan Key Social Impacts



7972 Students



17 Govt Schools



25 Orphanages



100 Livelihoods



J&K Floods Relief

## Our **ENVIRONMENTAL** Responsibility

### Ecological Preservation



Tree Plantation



Wildlife Adoption



GPS tracking of Gati Fleet enables saving fuel by better managing time and route

IGBC LEED Green Certified (Gold) Corporate Office

19.5 tonnes of waste paper recycled



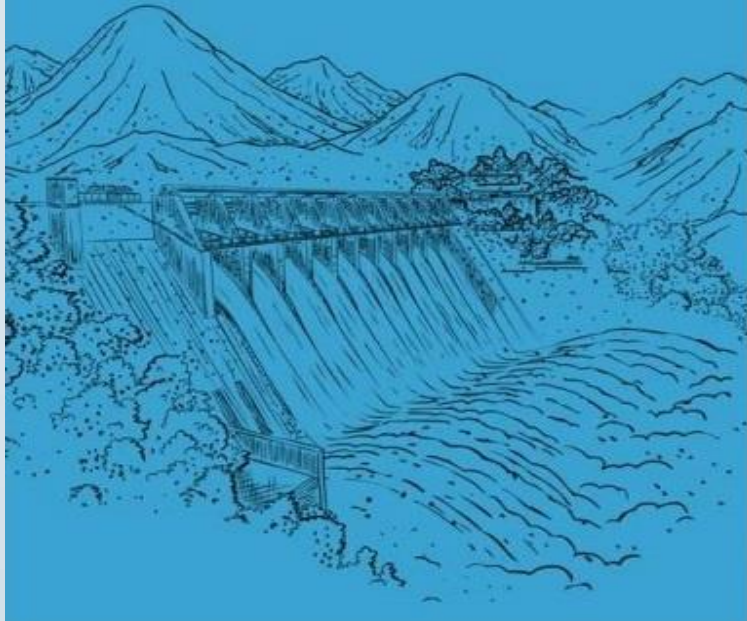
# Driven by Values Since 1989

Attitude. Action. Behaviour



## Our Behaviour Sensitive Streamlining

Our strength lies in organised teamwork, and generating a smooth flow of cost-efficient and exceptional output, thereby fortifying our leadership status.



## Our Attitude Elegant Customisation

Perfecting each stroke, to craft a customised masterpiece, going beyond customer expectations.



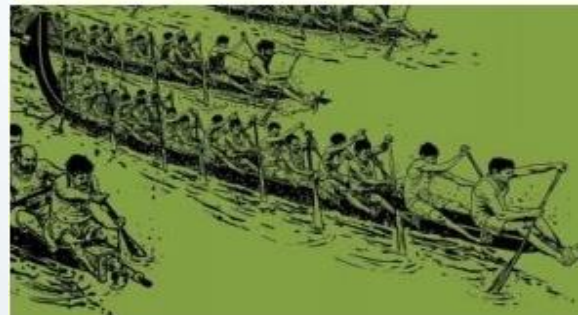
## Our Action Domino Discipline

Creating a flawless chain of actions that form an elegant technique of achieving customer satisfaction.



## Our Delivery Promise Ahead in Reach

Always staying ahead of the game, through our reach, determination and performance.



# Awards and Recognitions

Cutting Edge Business solutions & Quality Certified



## 5S Excellence Award Supply Chain Excellence Best 3PL Services

*Confederation on Indian Industry Awards*

## Most Inspiring Entrepreneur

*NITIE*

## CIO Power List

*Centre of Recognition & Excellence*

## Power Brand

*Planman Media*

## Continuous Improvement

*Asia Manufacturing Supply Chain Summit*

## Road Transportation

*Indian Chamber of Commerce*

## Company of the Year Innovator of the Year Best Road Service

*ELSC Awards*

## Best CSR Project

*PSRI*

COLD CHAIN

## CII Food Safety

*Confederation on Indian Industry Awards*

## FSSAI Certified

## ISO 22000 Standards

## Warehousing Excellence

*ELSC Awards*

## Cold Chain Transporter

*ELSC Awards*

## Cold Storage Infra

*Global Logistics Award (Tata & CNBC)*

# Trusted by Leaders

7 of the top 10 Auto  
companies including



Top 7 electronic  
companies including



5 of the top 7 Pharma  
companies including



3 of the top 5 FMCG  
companies including



All e-commerce  
Platforms including



Major Cold-Chain  
Clientele



Centralized  
Distribution Model





# Thank You

[www.gati.com](http://www.gati.com)

1860-123-4284



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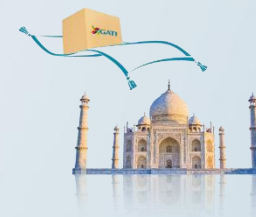
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