



Coverage Spanning the whole of India

About AllcargoGATI

The AllcargoGATI Story

1994

- (Allcargo) started as a cargo handling operator at Mumbai Port

1995

- Entered LCL Consolidation - agent of ECU Line

2003

- Entered into Container Freight Station (CFS) operations at JNPT port

2006

- Complete acquisition of ECU Line

2010

- Acquired two Hong Kong-based entities

2013

- Acquired Econocaribe in USA0000

2014

- Acquired majority stake in FCL Marine Agencies, Rotterdam

2020

- Allcargo acquired 46.86% stake through a combination of open offer, preferential allotment, direct purchase from Gati promoters, and market acquisitions
- Divestment in non-core businesses (cold chain, international cargo etc.) to put an eagle eye focus on core express distribution business.

2019

- Launched one of India's largest Logistics Parks, in Jhajjar And Farukh Nagar, Bhiwandi, Bangalore, Nagpur and other

2018

- Foray into logistics and industrial parks
- Launch of Allcargo Greens, an organization-wide sustainability programme

2016

- Made a strong entry into contract logistics business
- ECU Line rebranded as ECU Worldwide
- Consolidated global presence under ECU Worldwide

2021

- Joint Venture with Nordicon, the leading ocean freight consolidator in the Nordic region June 2021
- Allcargo infused Rs. 80 crores through equity shares and warrants, increasing shareholding to 50.2% upon warrant conversion which happened after 18 months
- Allcargo Gati invested in Salesforce CRM and acquired 700+ licenses to equip ground sales team with analytics and streamline business development processes
- Launched 'GENIE' : Gati's chatbot on its website & whatsapp to cater to customers at all times

2022

- Joint Venture with Fair Trade GmbH, one of Germany's leading ocean freight service providers
- Launch of Transformation Office to bring in focus on technological solutions to emerging & age-old logistical challenges
- Plan for GEMS 2.0 (Gati Enterprise Management System 2.0) drafted to ensure technological advancements within the organization

2023

- Strategic demerger to create - Allcargo Terminals Limited and Transindia Real Estate Limited
- Allcargo Logistics bought out 30% stake held by KWE in GESPL by investing Rs 406 Crs
- Rebranded Gati to AllcargoGATI showcasing combined competencies of the parent (Allcargo) & Gati
- 1st logistics company in India to onboard 100+ electric vehicles in their first & last mile fleet

2024

- Celebrating 30 years of excellence.
- Restructuring of sales teams to simplify the hierarchy and ensure high amount of customer catering
- Launch of Telematics tool to give real-time cargo visibility to customers
- Completed 500+ alternate fuel vehicles in its first & last mile operations

India's Leading Express Distribution and Supply Chain Solutions Partner



Presence across
entire supply chain



Best-in-class IT



Wide network
with robust operational
capabilities



Experience
across sectors

End-to-End solutions With the unrivalled strengths of the world LCL leader by its side

- Over 30 years of experience
- End-to-end solutions tailored to meet every logistics need
- A truly global presence with over 300 offices in more than 180 countries
- Trusted by some of the world's leading organisations
- The latest technological support at every level

ECU360
SHIP WITH A CLICK



The Pillars of AllcargoGATI

Shashi Kiran Shetty

Chairman

A visionary industry veteran leading the group to success in 180 countries and a coverage spanning the whole of India. Mr. Shetty believes in embracing change, adopting digital technology and fostering collaboration with all stakeholders. He is a philanthropist and an avid golfer.

Strong leadership team

Team of motivated pedigreed professionals leading the transformation journey



Ketan Kulkarni
CEO & MD



Deepak Pareek
Chief Financial Officer

27+ years (Finance)



Uday R. Sharma
Chief Commercial Officer

25+ years (Sales & Marketing)



Sandeep Kulkarni
Chief Operating Officer

22+ years (Operations, Strategy, Navy)



Sanjay Khiyani
Chief Information Officer

25+ years (IT Solutions)



Sesha Srikanth Narayanam
Vice President - HR

20+ years of Experience (HR Transformation and Change Management))



Sushil Rathi
Director-Supply Chain (ASCPL)

40+ years (Supply Chain Management)



Amit Kamat
Head - Centre of Excellence

30+ years (Logistics Operations)



Sanjay Joshi
VP - Operations (ASCPL)

24+ years (Manufacturing Operations)



Irfan Mulla
VP - Business Development (ASCPL)

17+ years (Account Management)



An Unparalleled Reach across India

Our pan-India presence gives us the unparalleled ability to connect your business to every corner of the country. With AllcargoGATI, your business can have India covered.

- **Coverage** spanning the **whole of India**
- Over **700 districts** served
- Over **19,000 PIN codes** reached
- Over **600 offices** across India

Our Strength – Our Group & Company

Allcargo Group Operates Across The Logistics Value Chain Via Its Group Companies

International Supply Chain

Express Logistics

Consultative Logistics

CFS/ICD⁽³⁾

Infrastructure

- Asset light global play
- LCL⁽¹⁾ consolidation, FCL⁽²⁾ and Air Freight

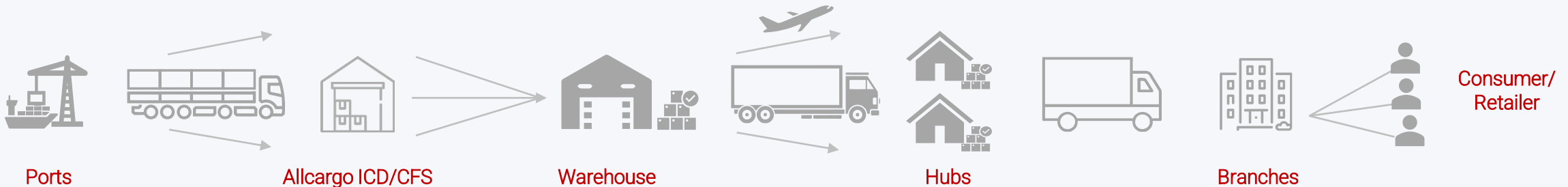
- Solutions for time bound, door to door, high value, critical shipments
- India coverage

- India footprint
- Clients across sectors like chemicals, pharma, auto, E-commerce etc.

- India player
- CFS and ICD across the country

- Focus on warehousing & commercial Real Estate
- Logistics parks providing customized sector specific Grade A warehousing

Opportunities within the group across the logistics value chain



With solutions designed for your profits



NVOCC

Boost your trade across the globe
with our LCL/FCL solutions



Express Distribution

With 9000+ Trucks, 600+ Offices,
33 Air Centres, 12 Rail Centers,
we deliver to 99% of India



Neutral Air Freight

Smooth and reliable
end-to-end movement of your cargo



Container Freight Stations (CFS)

India's widest CFS network



Logistics Parks

State-of-the-art logistics parks
designed for your growth

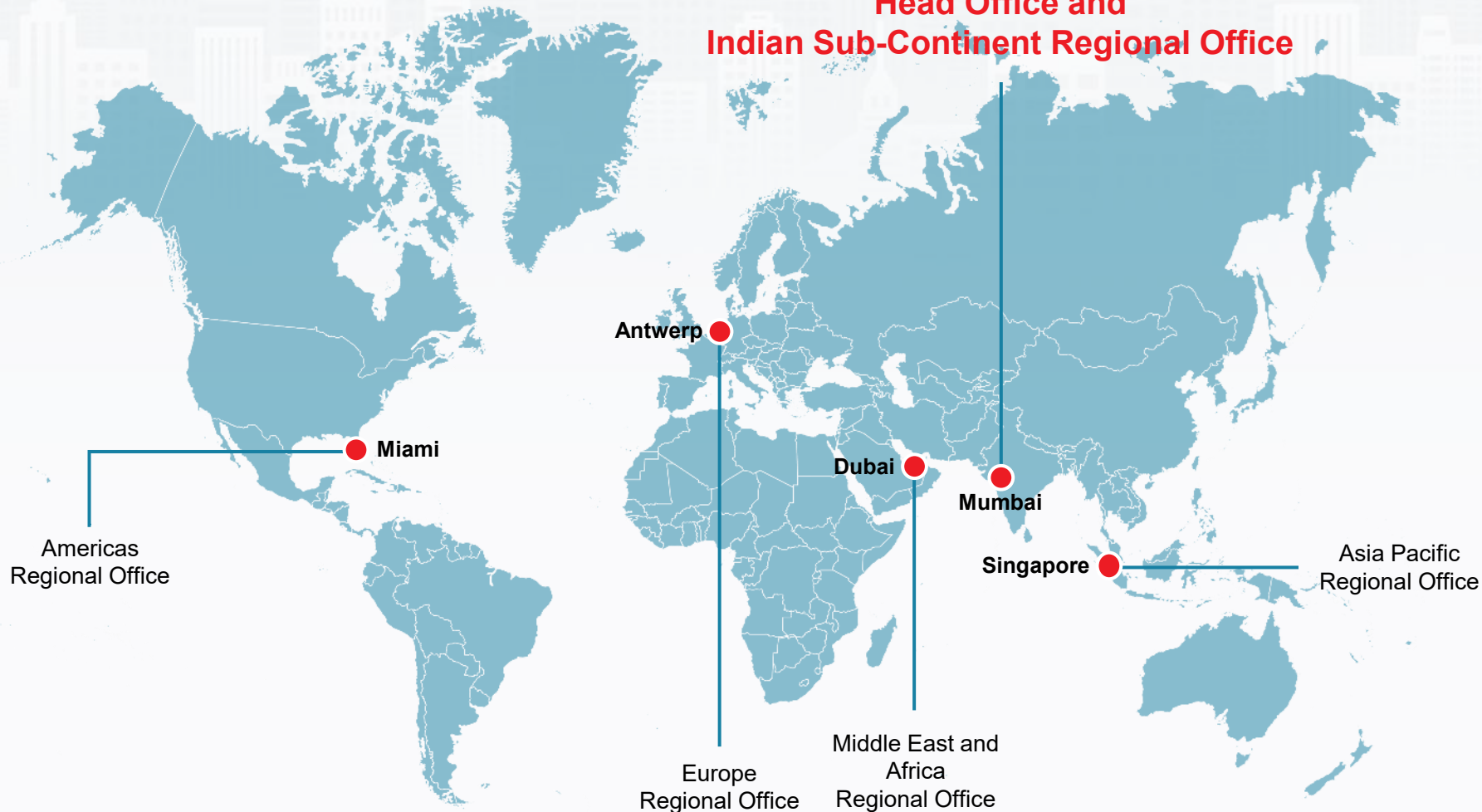


Contract Logistics and Chemical Warehousing

Over 69 Grade A warehouses Pan-
India

An unmatched global power at your service

Head Office and Indian Sub-Continent Regional Office



Over **300 offices** in more
than **180 countries**

Over **2400**
trade lane connections

Over **5 million sq.ft.**
of warehousing space across
69 locations in India

Cranes ranging from
35 MT to 750 MT

Over **10,000** experts
at your service globally



Our Services

Express Distribution

- Complete range of Express Distribution services that give you the freedom of choice
- Multi-modal delivery to across the country
- Move time-sensitive parcels, freight or special cargo

Express Plus
Faster delivery

Express
Cost-effective
surface cargo
movement

Premium Plus
Delivery within
12 hours or before
noon the next day

Premium
Delivery within
**24 hours, 48
hours and more
than 48 hours**

The AllcargoGATI Express Distribution Advantage



Customised
end-to-end logistics
solutions



Unparalleled
reach that covers
all of India



State-of-the-art
tracking services



Quick and trusted
claim process



Over 5,000 trucks
and rail services



Over 600
offices



Reverse logistics
expertise



Guaranteed
on-time deliveries



AllcargoGATI Air

- Convenience of a nationwide reach, backed by last-mile deliveries to your destination
- Customized solutions for requirements across industries
- Strategic alliance with some of India's leading airlines to offer more than 1500 departures a day

The AllcargoGATI Air Advantage



Smooth connectivity with no cooling period



Customized solutions for your requirements



Unmatched convenience – multiple cut-offs, late pickups, next day deliveries



Tie-ups with India's leading commercial airlines



Temperature-controlled movements



Supply Chain Management Solutions

- Seamless management of your supply chain
- Services to add value at every stop
- Strong infrastructure with support that offers

Shop floor
automation

World-class
material
handling

Racking and
conveyor belts

Tech-enabled
Warehousing
solutions

The AllcargoGATI Supply Chain Advantage



Best-in-class Warehouse
Management System



Integrated Warehousing
and Distribution



Option of order and
inventory-based models



Inventory and purchase
order management



Customised solutions for
multiple industries



E-Commerce Logistics

- India's first integrated e-Commerce logistics solutions provider
- Expertise in last-mile deliveries
- Services to cover all your needs – whether you serve individuals or enterprises
- Coverage spanning the whole of India

The AllcargoGATI e-Commerce Logistics Advantage



Value-added service like COD, Card Payments and more



Return to origin and Return to vendor services



Order consolidation and one-ship services



API-enabled - Real-time tracking and update



Fulfillment centers - Shared and dedicated



Coverage spanning the whole of India



24x7 support



And special services for special needs

- **Premium Flexilite**
Air shipments for cargo up to 5kg
- **Laabh**
Surface deliveries for cargo up to 20kg
- **Surface Lite**
Surface deliveries of cargo up to 3kg
- **Student Express**
Special services with special discounts for students
- **Bike Express**
Geared to move your bike for your convenience



**The unmatched
advantage of AllcargoGATI**

Our Numbers Our Strength

Robust and deeply penetrated national network built over three decades

99% Pincodes covered

520 Branches

86 Hubs¹

21 Logistics Parks

8 Air transshipment centers

60+ Supply chain warehouses

9,000+ Deployed trucks

12 Mn + Distribution + warehousing space (sq. ft.)

Network Highlights



High barriers to entry



Fast Transit Time



Deepest reach in terms of direct pincodes



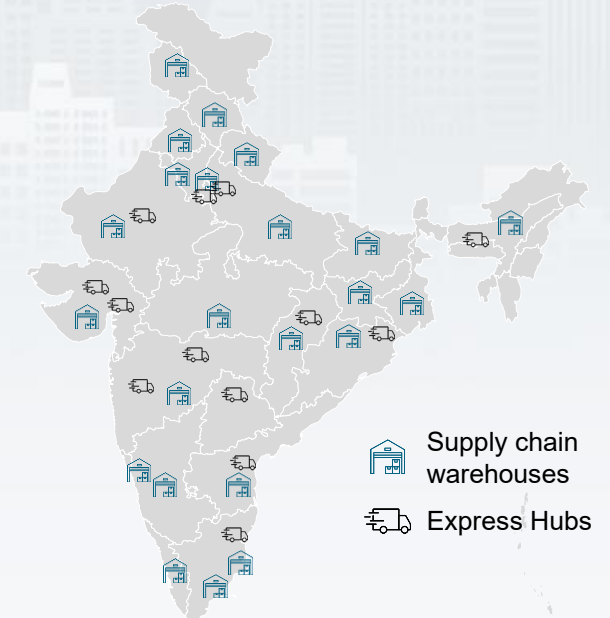
Great Channel Penetration



Hub consolidation and modernization



Automation & Technology



Impact of hub consolidation

Consolidation in NCR (Farukhnagar)

>4  **<3**

Vehicle loading time (hours)

5.7t  **>8t**

Productivity per head

And special services for special needs

AllcargoGATI's end-to-end supply chain solutions are built with over 30 years of experience and the expertise of a dedicated team of professionals spread across the country.

Our dedicated team across India is comprised of

- **Over 3,100 associates**
- **24x 7 customer care team**



End-to-end Services
- Multi-modal services
across road and air



Experience
across
industries



Over 500 Pick-up
Points and Deliveries
to over 19,800
pin-codes



Network of over
600 offices,
including 31
large hubs



**Driven by
Technology**

Technology & Communication

Workflow Based Operation Modules

- Load, Delivery, and Pick-up planning modules that help us plan ahead
- Metric Monitoring dashboards available at all operating units to keep track of network, stock and monitor service levels
- Real-Time Monitoring and Control of Remote Locations

Mobile Applications and Tablets

- Ensures faster pick-up times through remote pick-up delegation to concerned area associate
- Data integrity is ensured as all applications are linked with central data servers
- Docket entry and printing at the customer's site enabling faster pick-up
- Delivery information captured along with POD image

Gati Genie

- Gati Genie assists our customers with all the information they want about their cargo, all they have to do is send 'Hi' as a WhatsApp text and let Genie assist them with anything they need.

AllcargoGATI's digital payment

- Customer convenience and efficiency are what matters to us at Gati. This is why our new modes of digital payment give you the comfort of paying for your cargo movement, the way you want.

Technology & Communication

IT Network

- All Gati Distribution Centers are networked via GEMS (Gati Enterprise Management System) Real-time ERP

Advanced Tracking Systems (Vehicle & Packages)

- Centralized Network Monitoring cell and 24/7 real-time Vehicle Tracking System
- App Based, online, SMS and E-mail Tracking options for customer
- IVR Based shipment tracking System

Bar Code Scanners

- Ensures periodical stock-taking at all distribution centres
- Faster scanning of POD and Quick identification of missing shipments

Online Customer Portal

- Single window platform to keep track of all shipments and transactions
- Real-time updates of your shipment
- View & Download Invoices and monitor service levels & track of payments and outstanding bills



**At your
service 24X7**

Customer service that promises excellence

AllcargoGATI's end-to-end supply chain solutions are built with a dedicated customer support team committed to ensuring a seamless AllcargoGATI experience, every time.



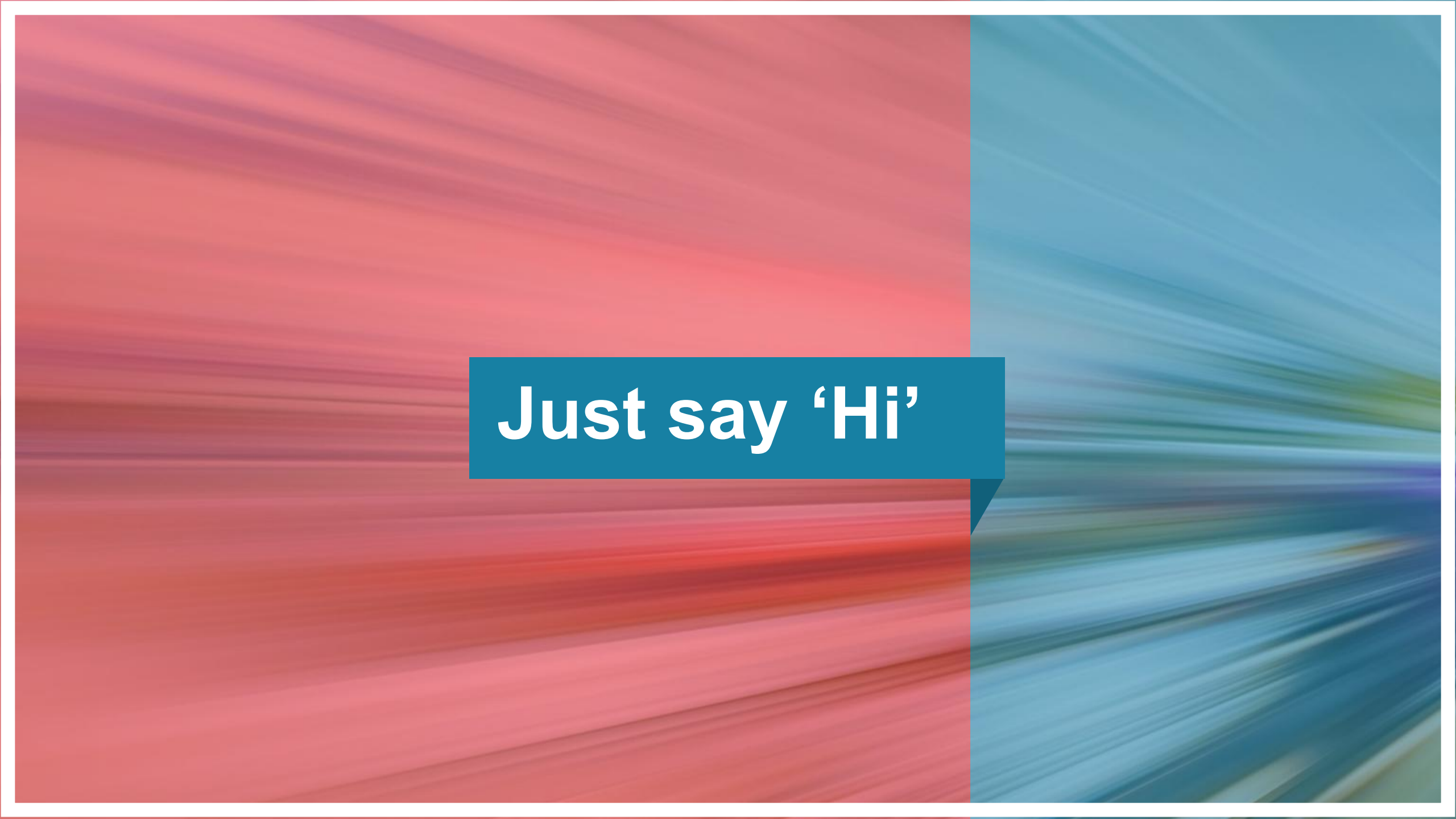
Dedicated team of
customer service
executives



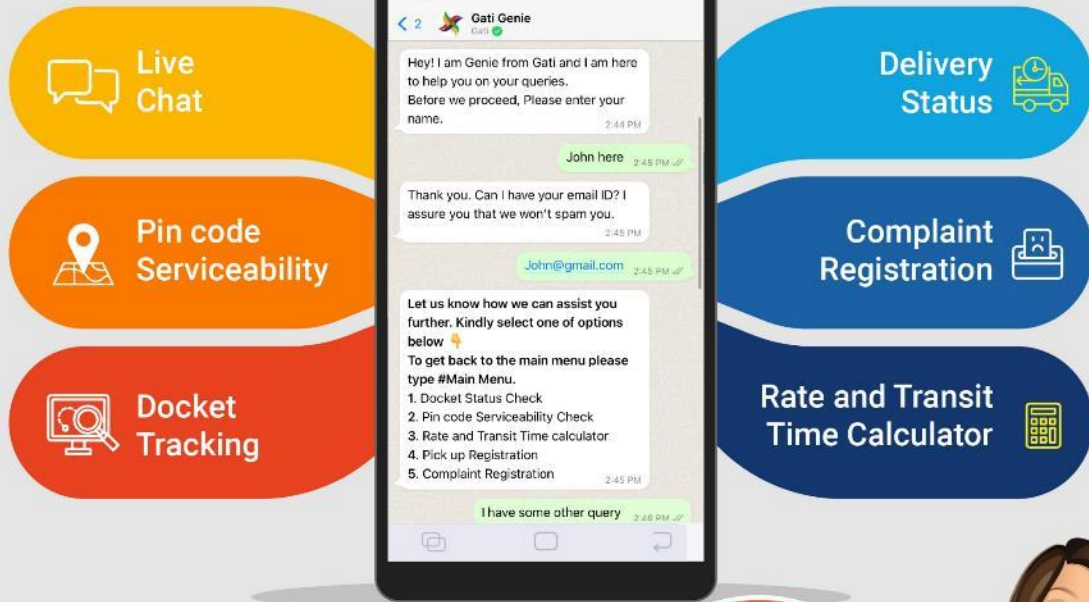
24x7 support



Guaranteed
grievance
resolution



Just say 'Hi'



**ONE ANSWER
TO ALL YOUR QUERIES!**

**JUST
ASK
GENIE**



Introducing **Gati Genie**

Gati Genie gives you the ability to get cost estimates, transit times, tracking updates, and complaint directly on your mobile phone.

All you need to do is send '**Hi**' to **74000 12000** and let Genie assist you with anything you need.

Send 'Hi' as a WhatsApp text to  **74000 12000**, and let Genie assist you with anything you need.



Awards and Accolades



Our Accolades and Certifications

**Company
of the year**
World Leadership
Congress & Awards

**Overall Excellence
in Logistics &
Supply Chain**
CII SCALE Awards

**5S Excellence Award
Supply Chain
excellence**
Best 3PL Services

**Most Inspiring
Entrepreneur**
NITIE

CIO Power List
Centre of
Recognition &
Excellence

**Customer
Centric
Bossiness
Part**

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
Transporter**
Honda

Best CSR Project
PSRI



**Customers
across industries**

Trusted by some of India's best

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



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