Evolution of the Industry
An Indian Perspective

Pre 1990s
- Very few cold stores mainly located in UP, Punjab & West Bengal
- Focus on meats, fruits & vegetables (mainly potatoes)
- No controlled atmosphere
- Crushed ice + salt combination for transport
- ~2600 stores with capacity of 5402K tonnes

Post 1990
- Precooling of fruits and vegetables
- Controlled atmosphere storage
- Introduction of Distributing Centres
- Govt. initiatives and incentives
- ~4750 stores with capacity of 19552K tonnes

21st Century and forward
- Gap of demand & supply continue. 315 mn tonnes produce vs around 30 mn tonnes storage
- Quality issues persist
- Dominance of temperature controlled vehicles
- Expansion into processed food and horticulture
- Modern & automated MHEs
- >6500 stores with capacity of > 26000K tonnes
Cold Chain – Current Scenario

Failure to deliver end-to-end solutions

- Low Volume Orders
- Demand Fluctuation
- New Market Expansion
- Handling large no of vendors
- Multiple taxation management
- Fragmented Systems
- Real time temperature control & transparency
- Eliminating quality loss across supply chain

Business Challenges

Process Challenges

Distribution Challenges

Technology Challenges

Warehouse Challenges

Quality Challenges

CHALLENGES

- Focus on creating capacity; not distribution network
- No end to end solution
- Reverse Logistics
- Back-haul capacity utilisation
- Technology Obsolescence
- Insufficient Analytics & reporting
- High Inventory in the system
- Supply chain network not optimized
- New Market Expansion

Gati Limited
Gati Kausar’s Key Milestones
Delivering your products fresh, since decades

1996
Pioneered Cold Chain
Started operation of temperature controlled vehicles

2000
Unmatched Reliability
Set up of state of the art repair and maintenance centre

2004
Network Expansion
Temperature controlled high quality Fleet enhanced to 200+

2013
Trust & Commitment
PE Investment of INR150 Cr

2015
World Standard Technology
Set up of state of the art temperature controlled warehouse - NREDC

2016
End to End Solutions
Innovatively designed Hub and Spokes across Pan India
Beyond End to end solutions

Your One Stop Partner for Cold Chain
Beyond End to End Solutions

Your One Stop Partner for Cold Chain

- Integrated order management
- Real Time - Integrated Temperature visibility
- Unmatched Distribution
  - GST Ready
- Customer
  - No Min Order
- Vehicle tracking visibility
  - Zero Missed Deliveries
    - 24 hr. from Indent

Dashboards
Temperature Alerts
Gati Kausar’s Capabilities

Utilizing State Of The Art Technology in Logistics

Temperature & Quality Management
- ISO 22000 standards - Highest level of food safety
- Highly skilled workforce with focus on Safety & Quality
- Demarcation of damaged | detreated | expired goods – FEFO

Supply Chain Innovation
- Network built & designed for end to end solutions
- No minimum order quantity
- Single box or warehouse full. We deliver all

Real Time Temp Monitoring

No Min Order

GST Ready
Gati Kausar’s Capabilities

Utilizing State Of The Art Technology in Logistics
Gati Kausar’s Capabilities

Utilizing State Of The Art Technology in Logistics

**Technology Driven**
- Full traceability & visibility - barcode enabled
- Best in class software
- Mechanized Handling & Storage
- Automated Alerts

**Unmatched Distribution**
- Trained & equipped drivers for quality monitoring, repairs & escalation
- Pan India in-house & vendor network for En-route breakdown/accident
- Customized reefer trucks | Best in class security & sealing

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Complete Tracking
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Auto-replenish

24 Hrs & Zero Missed Deliveries
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Pan India
Gati Kausar’s Capabilities

Utilizing State Of The Art Technology in Logistics
Quality Recognized

11th Food Safety and Quality Summit
Food Safety, Quality and Regulatory Xchange
6-7 December

CII Food Safety
FSSAI Certified
ISO 22000 Standards
Industry Leaders Trust Us.

FMCG
- Nestle
- Dabur
- Amul
- Mother Dairy
- Hindustan Unilever Limited
- Mondelez International
- McCain

Food Service
- Starbucks Coffee
- Domino’s Pizza
- Devyani International Limited
- Cafe Coffee Day
- Food Retail
- Bharti Walmart India
- Adani Wilmar
- Reliance Fresh

Pharma
- GlaxoSmithKline
- Ranbaxy
- Dr. Reddy’s
- Cipla
- Zydus Cadila
- INTAS
Thank You

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