

May 15, 2025

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. Tel: 022 - 2272 1233 / 34 Fax: 022 - 2272 2131 / 1072/ 2037 / 2061 / 41	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Tel: 022 - 2659 8235 / 36 / 452 Fax: 022 - 2659 8237/ 38
Scrip Code: 532345 ISIN No.: INE152B01027 Re.: Allcargo Gati Limited	Symbol : ACLGATI ISIN No.: INE152B01027 Re.: Allcargo Gati Limited

Dear Sir/Madam,

Subject: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 (the “Listing Regulations”), we are enclosing herewith a copy of Investor Presentation on Audited Standalone and Consolidated Financial Results of the Company for the fourth quarter and financial year ended on March 31, 2025.

The aforesaid Investor Presentation will also be uploaded on the website of the Company i.e. www.allcargogati.com.

Kindly take the above on your record.

Thanking you,

Yours faithfully,
For **Allcargo Gati Limited**
(Formerly known as “Gati Limited”)

Piyush Khandelwal
Company Secretary & Compliance Officer
Membership No.: A65318

Encl.: As above

ALLCARGO GATI

(Formerly Gati Limited)

One of India's Leading Express Logistics Company

Investor Presentation
May 2025



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All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Deeply Penetrated Network

Pan India
600+
offices across India

99%
of districts covered in
India

99%
GOI approved Pin-codes
coverage

Wide Reach & Supporting Infrastructure



3.85 Mn+ sq. ft.
Distribution Centers across
multiple Locations

Area
Coverage



31 Hubs[^]

Total
Hubs[^]

[^] 10 Air Transit Hubs



520
Customer convenience
centers

India
Access

Customer Engagement across sectors



**Auto
Companies**



**Pharma
Companies**



**Retail/Textile
Companies**



**E-Commerce
Companies**

GESCPL* HIGHLIGHTS – Q4FY25

Revenue (Exc. Other Income)

₹ 385 Crs

9%

YoY

-2%

QoQ

Gross Profit (Exc. Other Income)

₹ 89 Crs

-5%

YoY

-10%

QoQ

EBITDA (Exc. Other Income)

₹ 12 Crs

-17%

YoY

-44%

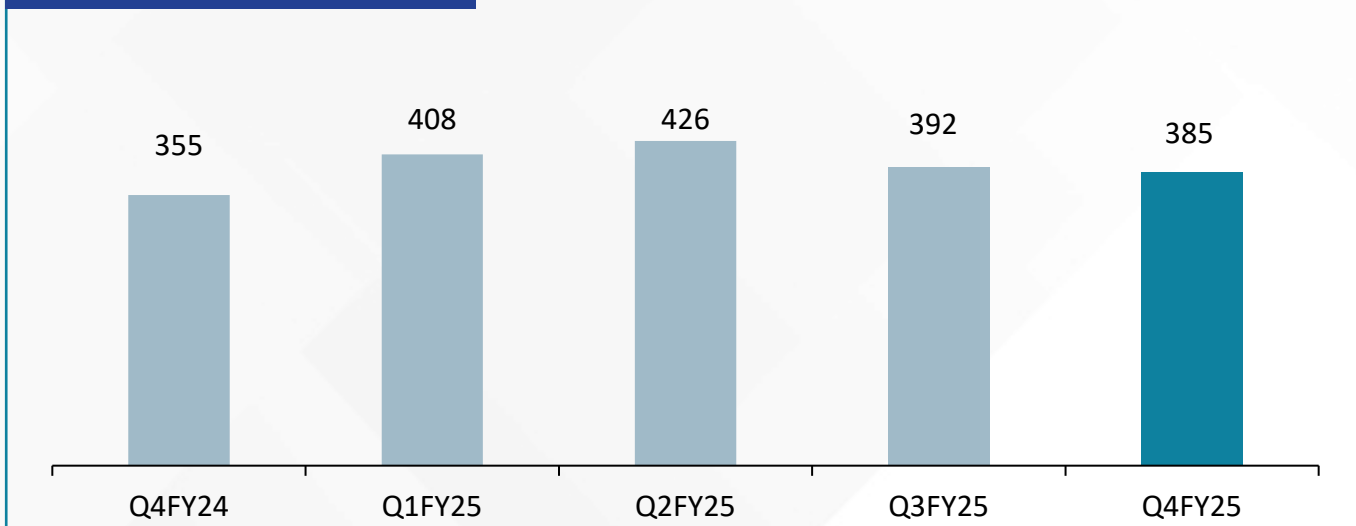
QoQ

Key Notes:

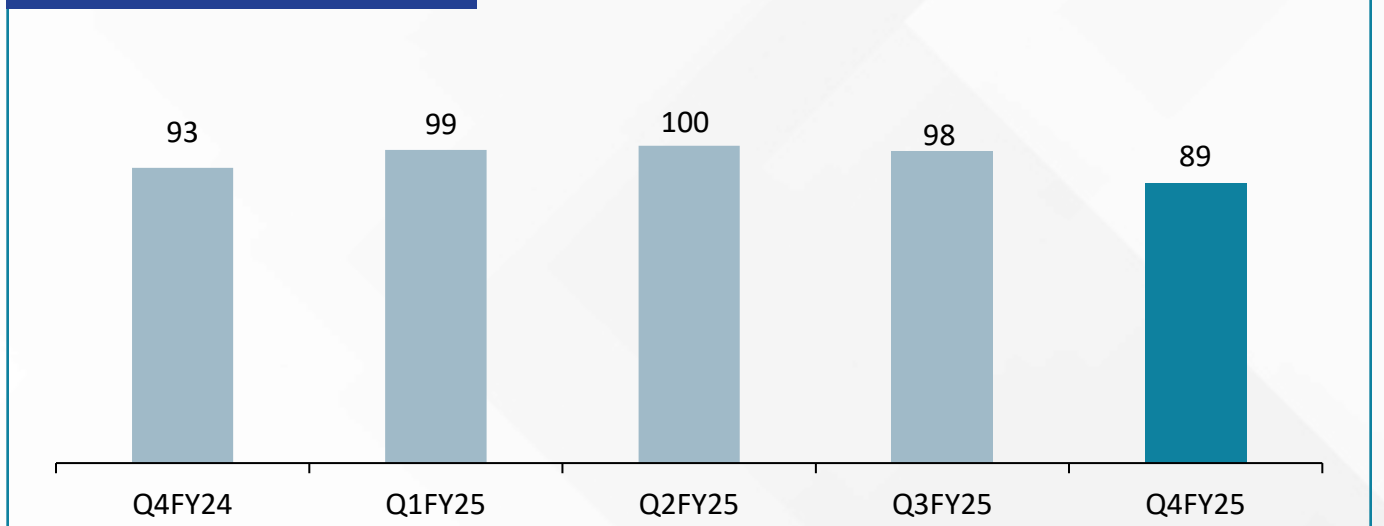
- ✓ **Revenue:** Revenue for the quarter stood at Rs.385 crores up 9% as compared to same period last year and -2% as compared to previous quarter.
- ✓ **Gross Contribution:** Gross contribution stood at Rs. 89 crores, a degrowth of -5% as compared to same period last year.
- ✓ **EBITDA:** For the full year ended 2025, EBITDA was up 34% as compared to same period last year. For the quarter it was down by -17% as compared to same period last year.
- ✓ **Net Cash:** As on 31st March 2025, Allcargo Gati has a net cash of Rs. 109 crores.

KEY CONSOLIDATED HIGHLIGHTS – Q4FY25

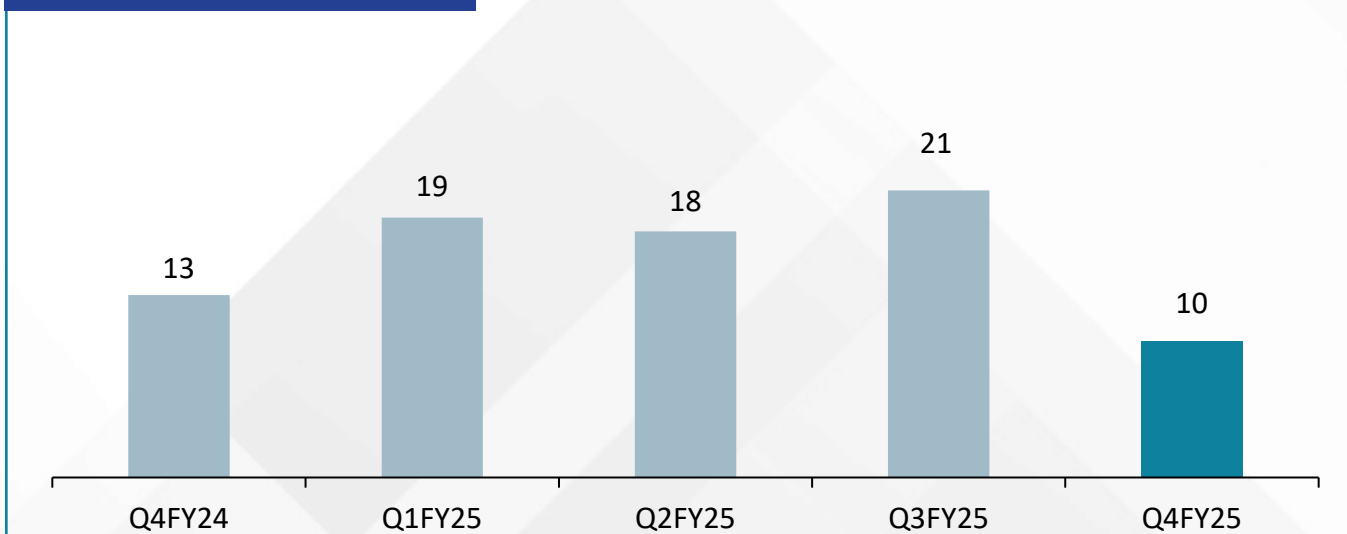
Revenue (₹ crore)



Gross Profit (₹ crore)

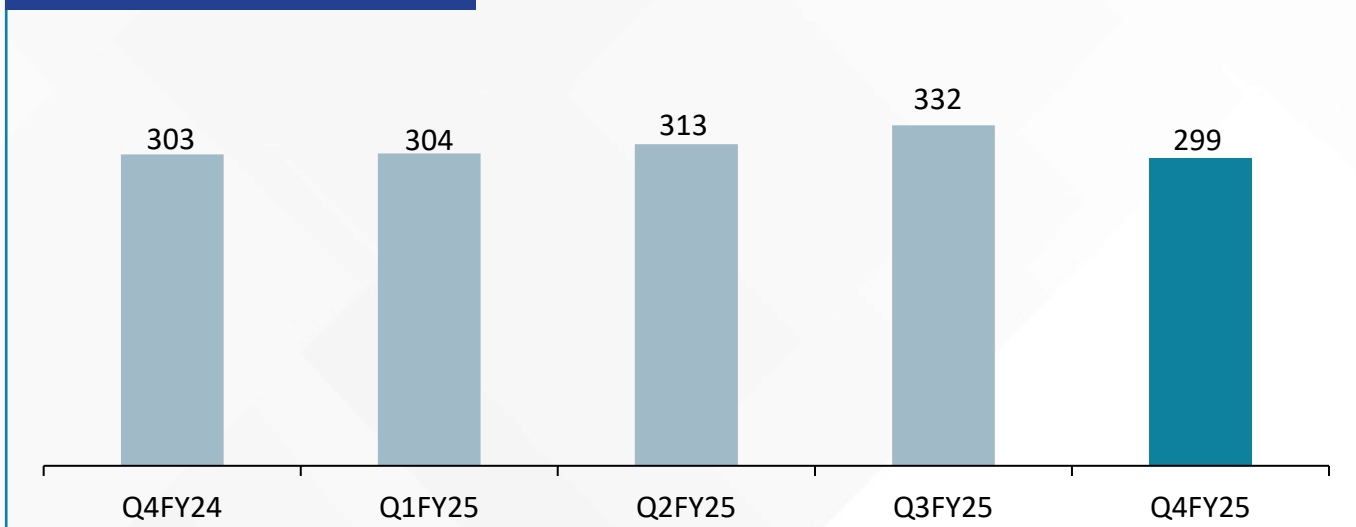


EBITDA (₹ crore)

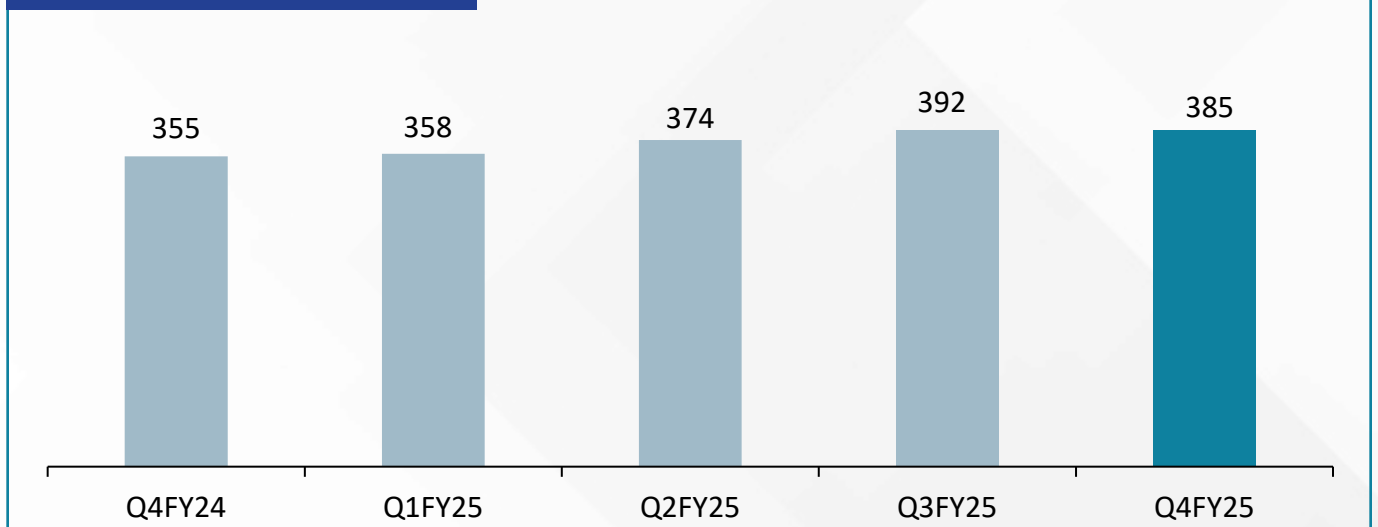


GESCPL (ex-GKEPL) PERFORMANCE HIGHLIGHTS – Q4FY25*

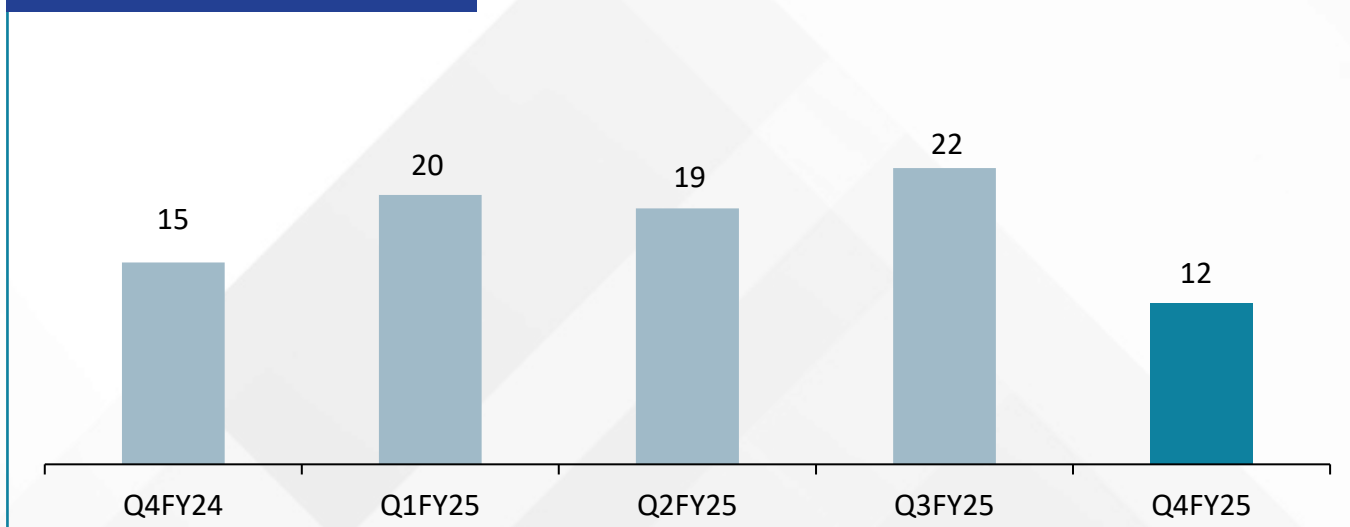
Volumes ('000 MT)



Revenue (₹ crore)

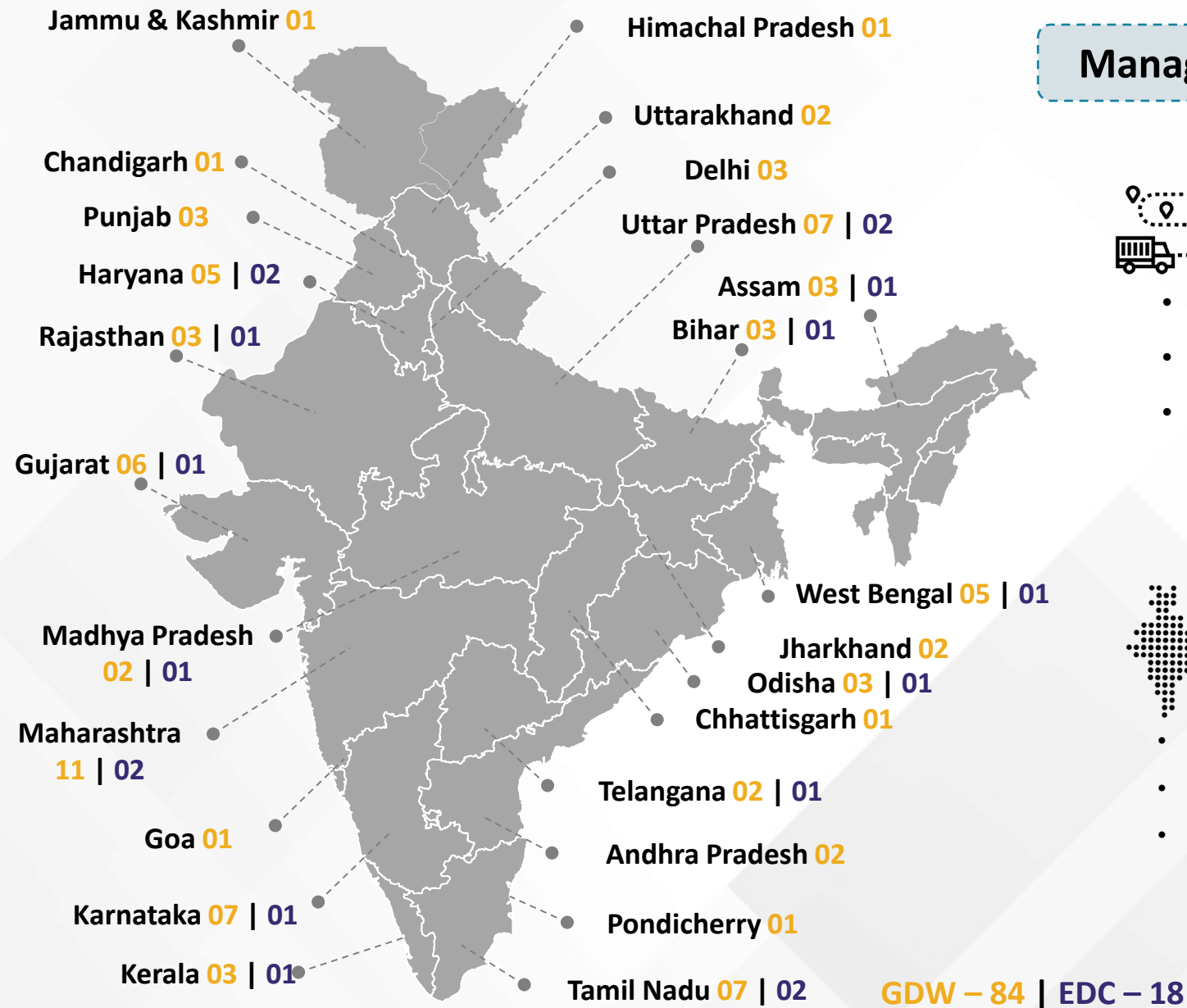


EBIDTA (₹ crore)



* Gati KWE (GKEPL) has been renamed to Gati Express and Supply Chain Pvt. Ltd. (GESCPL) – the entity houses our core express business

UNIQUE INTEGRATED NETWORK



Managing one of the Industry's widest integrated supply chain network



Line Haul

- 18 Express distribution centers
- 21 Surface Transshipment Hubs
- 84 Gati Distribution Warehouses



First-Last mile

- 142 Own customer convenient center
- 377 Franchisee convenient center
- 99% Pin codes serviced



Widest Reach

- Improved serviceability through ESS*
- Asset light approach to service additional locations
- Cluster based approach with MSME at focus



Strong Partners

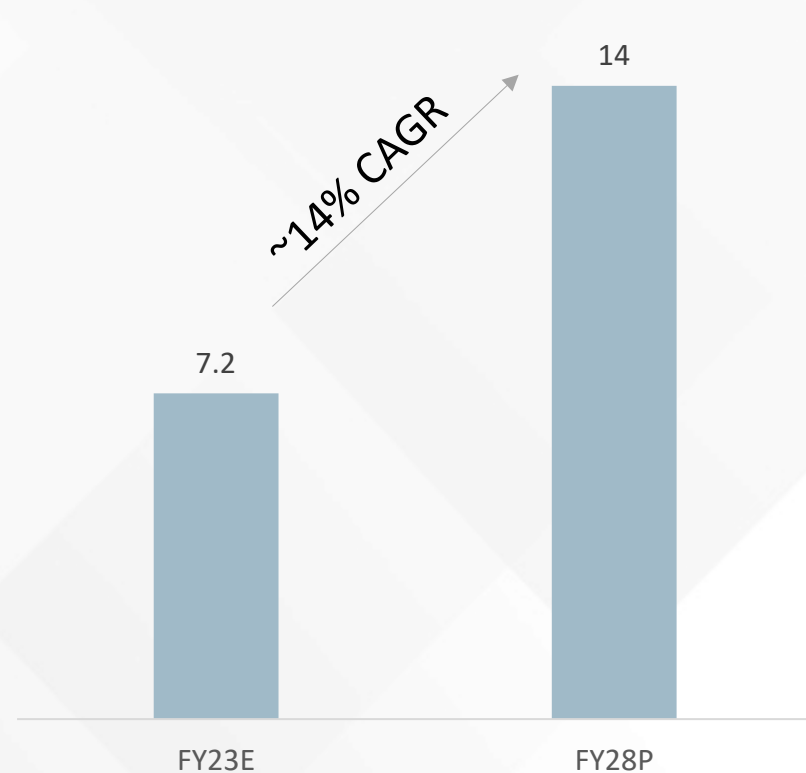
- Vendor network of 5000+ trucks
- GA's* further enhancing capacities
- Franchisee based approach

* ESS: extra service locations, CCCO's/F's: customer convenient centres – own/franchisee, GA: Gati Associate

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

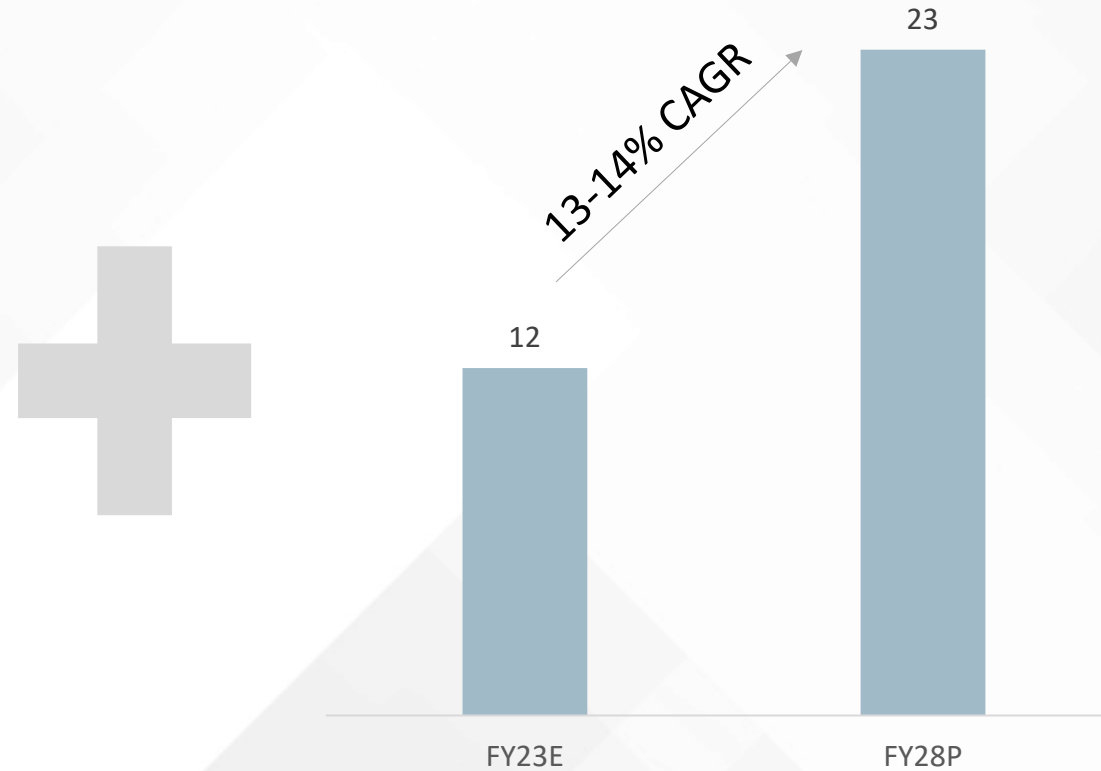
INDUSTRY WITH LIMITLESS OPPORTUNITIES

Express Logistics Market in India (\$ Bn)



- Organised player constitutes 71% of total B2B Express market
- In B2B Surface Express, Top 10-12 players gained 2% market share in last 3 years

Supply Chain Solutions Market in India (\$ Bn)



- Auto & E-commerce together constitute more than 50% of the warehousing market
- E-commerce, Organised Retail, and Pharmaceutical are likely to expand the fastest.

Growth Drivers

Make in India / PLI scheme

To boost logistics spend (especially Express)

Growth in E-commerce Sector

Sector to grow at 18% CAGR from 2023-28

Regulatory changes

GST & Eway bill leading to improved transit time

Increasing customer expectation

leading to increased industrial client expectation

Growth of SME / MSME sector

leading to better growth of organized Exp. mkt

Technology adoption

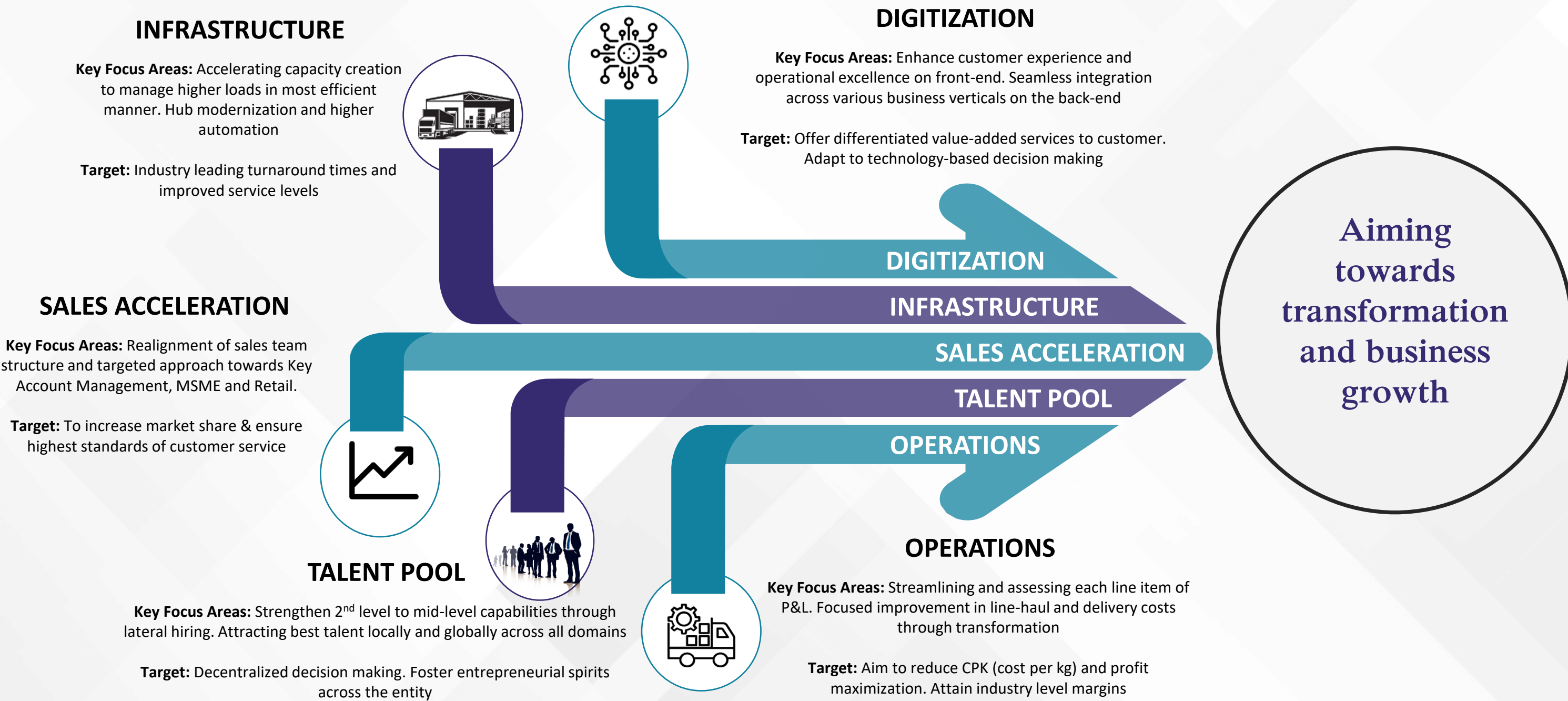
Service users prefer partners having better UI

Govt. focus (NLP / GCT / ULIP / LEEP)

To push mobilisation of organised logistics

Logistics Infrastructure growth

Bharatmala / DFC to improve transit time



NEW TECHNOLOGY TO IMPROVE OPERATIONAL EFFICIENCY

Pick Up & Delivery

- *Integration & Data Capture from E-waybill site*
- *Re-direction reduction – accurate & auto docket creation*
- *Increased delivery efficiency – Advance and delivery route planning*
- *Advance/Auto run-sheet generation*

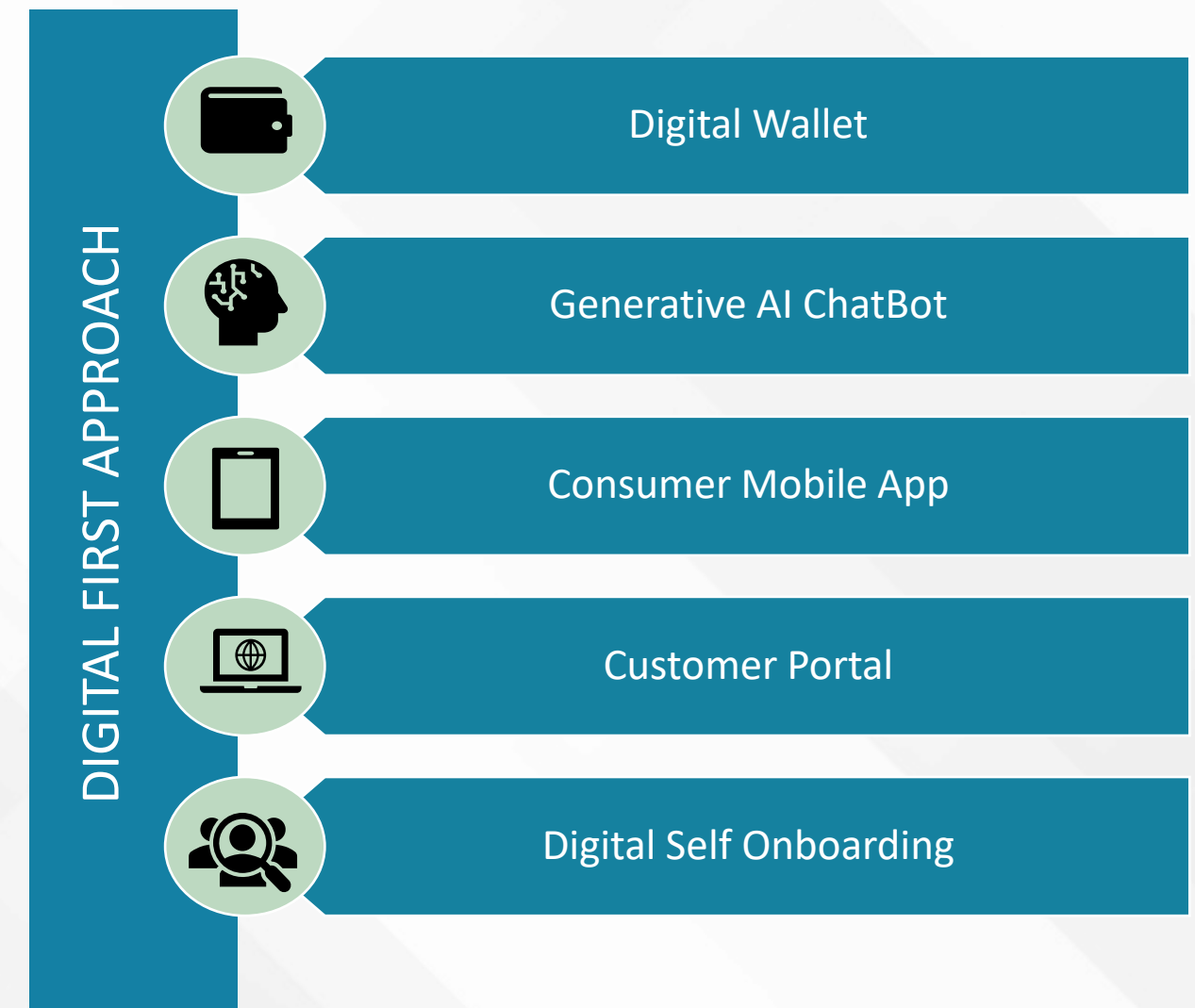
Pricing

- *Lane wise recommendation of pricing based on last 3 months cost*
- *Industry specific items pricing*
- *Faster retail customer onboarding*

Mid Mile

- *Network and Route planning*
- *Increased capacity utilization and reduction in DEPS – 3D truck loading plan*
- *Reduction in loading and unloading time via Proactive manpower and resource planning per vehicle, load planning, cross docking*

DIGITAL INTERFACE TO OPTIMIZE CUSTOMER EXPERIENCE



Sales Acceleration

1

Implemented new sales structure and customer outreach strategy.

2

Focus on improving sales mix by increasing share of MSME and Retail customers

3

Introduction of inside sales team and digital wallet for Retail & MSME customers

4

Redesigned incentive policy, digital on-boarding and faster activation for MSME customers

5

Marketing drive and use of data science for lead generation

INFRASTRUCTURE AMPLIFICATION



“Future Ready”
Grade A hubs providing economies of scale



“Improved Turnaround”
Cross Docking facilitating in improved turnaround time

COMPLETED HUBS	STATUS
Farukh Nagar	✓
Nagpur	✓
Mumbai	✓
Indore	✓
Bhiwandi	✓
Bangalore	✓
Vijaywada	✓

UPCOMING HUBS (Phase II)	Timeline
Hyderabad	Q2FY26
Lucknow	Q2FY26
Guwahati*	Q2FY26
Patna	Q2FY26
Raipur	Q2FY26
Ahmedabad	Q4FY26



“Gati Nivas”
Quality of life for workers and drivers



“Automation”
Ensuring faster loading & unloading

Quality Management System

- CRM enabling quality of spend
- Focus on reducing cost per kg (CPK)
- Customer acquisition and retention

Build Pick-up & Delivery capacity

- Pick Up & Delivery Automation
- Differentiated solution for high-density locations
- Improve/monitor franchisee performance

01

Transshipment Centers & Hub

- Hub Modernization & Automation
- Flex Capacity & Peak Planning
- Scalability, Throughput, Cost, Cooling

02

Linehaul Centralization & Digitization

- Centralization: Control & Managing Costs
- Network Control Tower
- Digital Decision Support

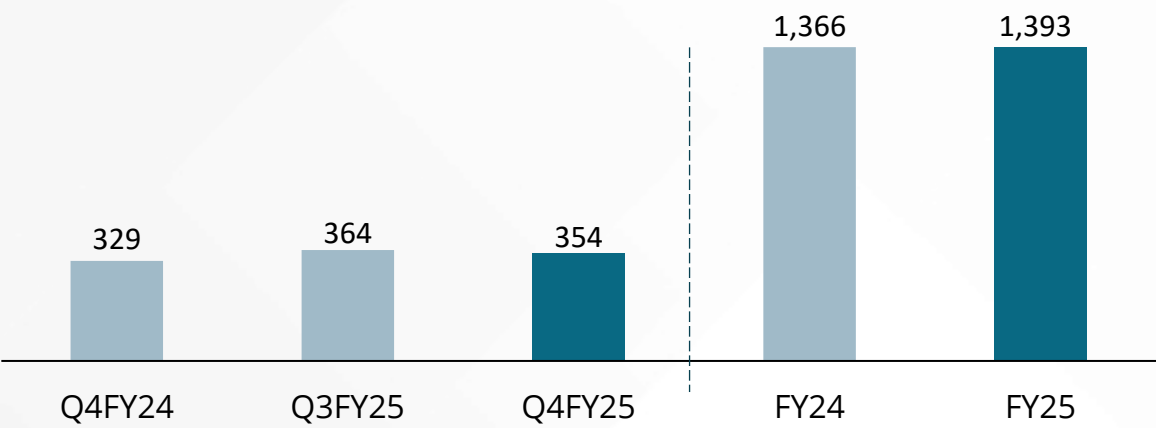
03

04

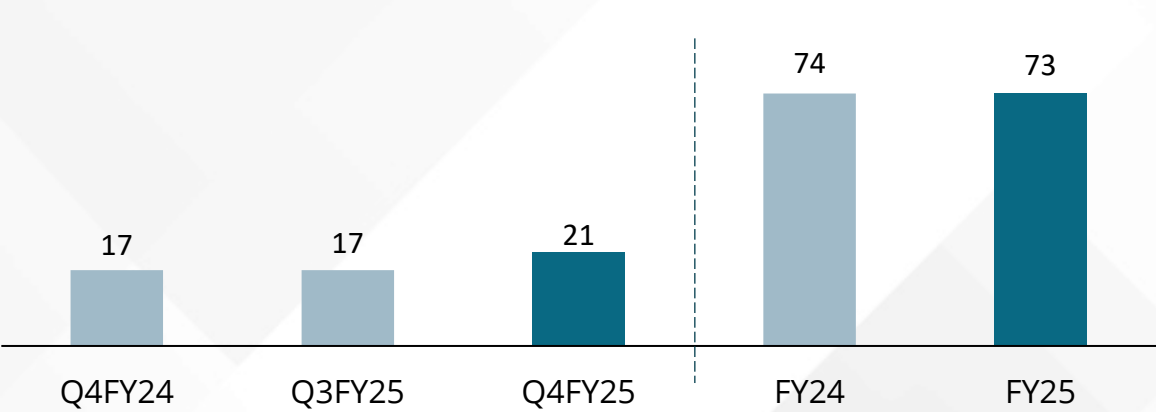
Continuous Improvement with key operations enablers across the value chain

KEY SEGMENT HIGHLIGHTS – Q4FY25

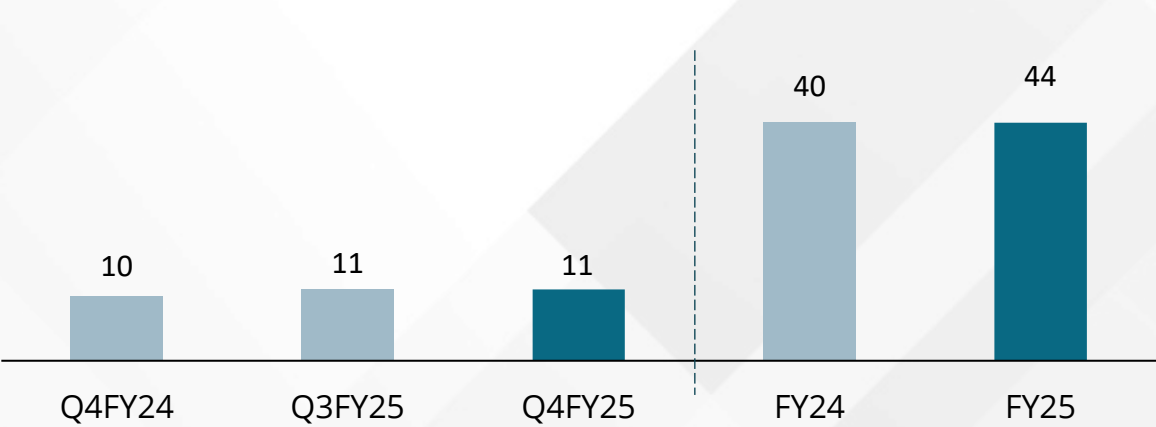
Surface Express



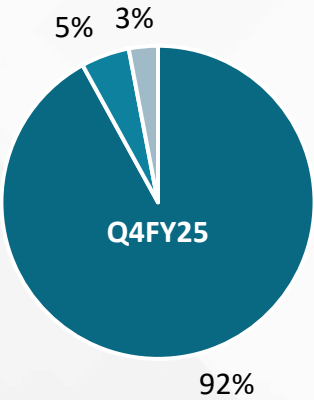
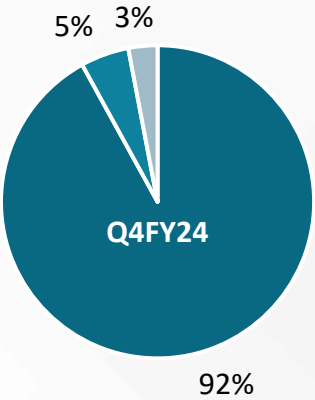
Air Express



SCM Revenue

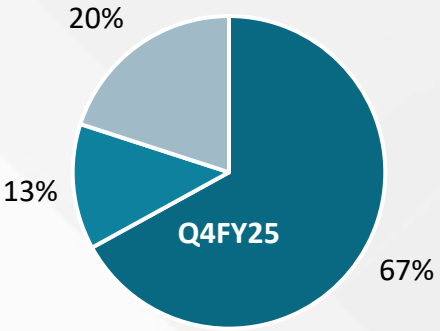
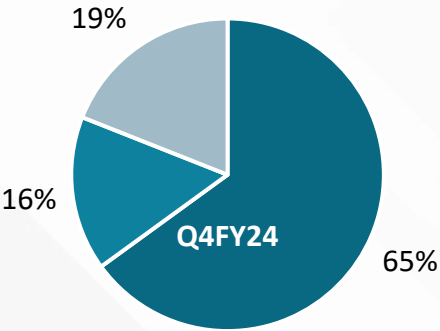


Business Mix (%)

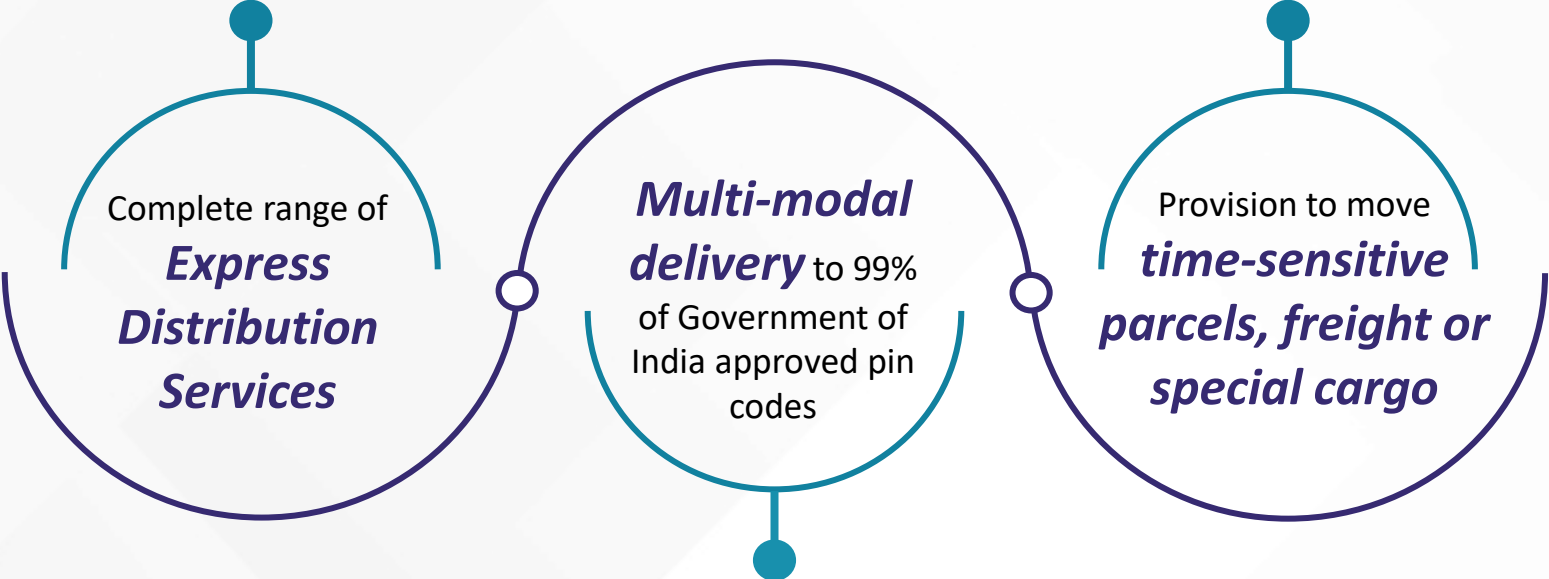


Surface Air SCM

Client Mix (%)



KEA MSME Retail



Customised
end-to-end logistics Solutions

Unparalleled reach to over **99%** of India's districts

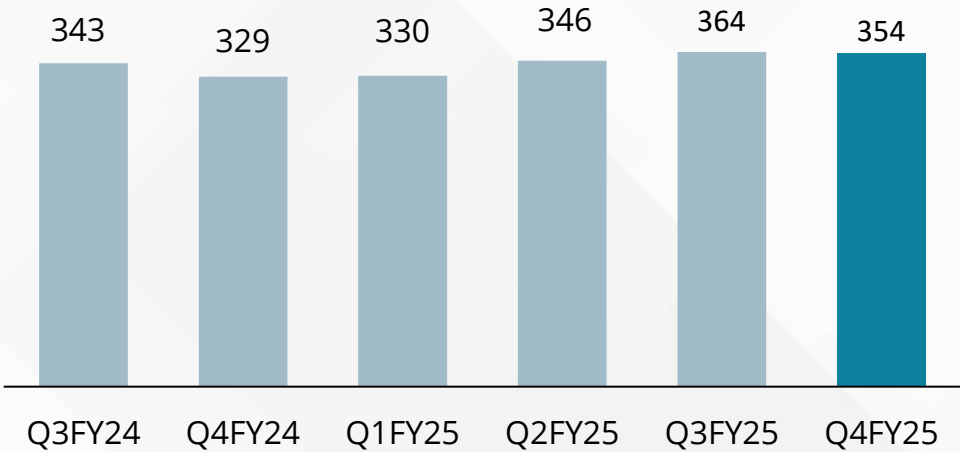
State-of-the-art **Tracking** services

Reverse
Logistics Expertise

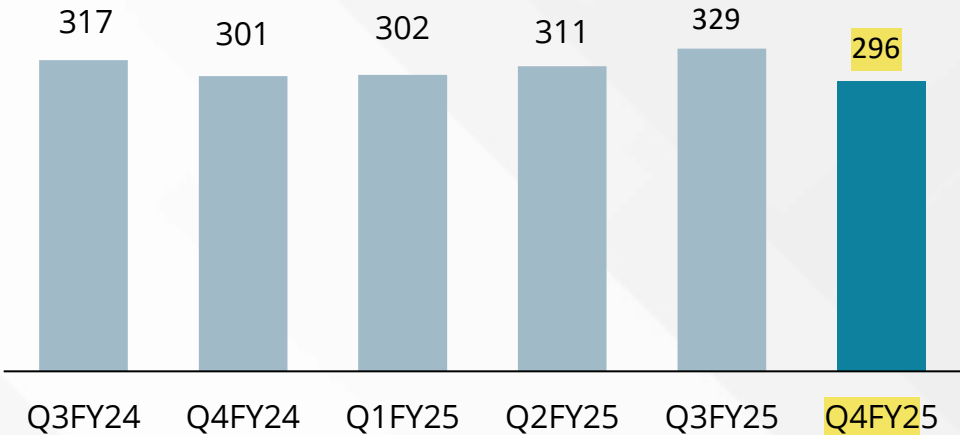
Guaranteed
On-time deliveries

Quick & Trusted
claim process

Revenue (₹ crore)



Tonnage handled (KT)





Direct connectivity
to India's major commercial airports

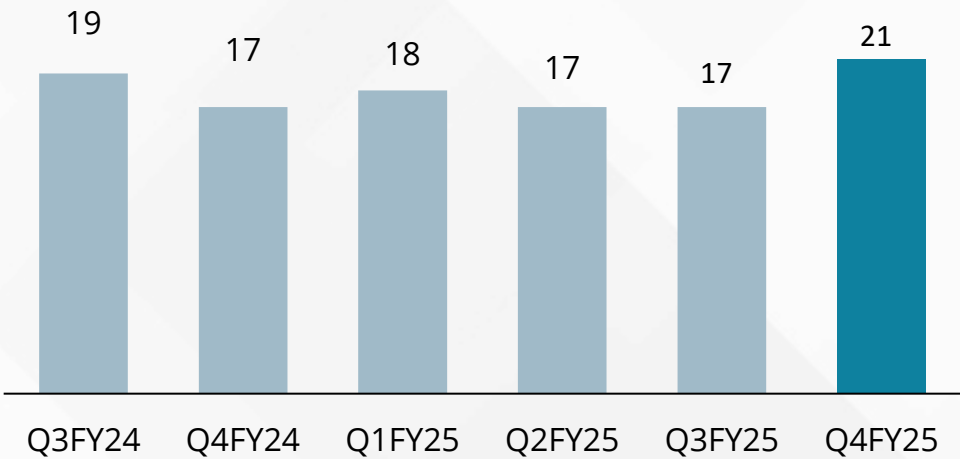
Customized
solutions for customer's requirement

Unmatched **Convenience**
multiple cut-offs, late pickups.
Next Day delivery

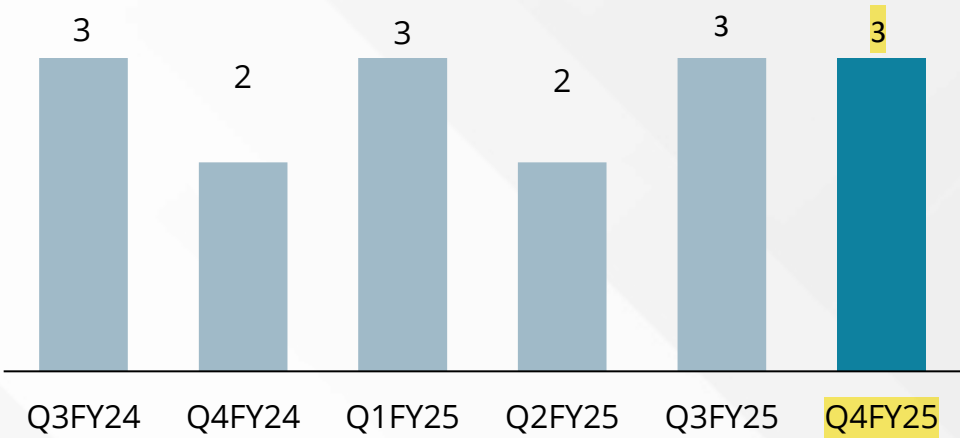
Trained Staff
for Dangerous Goods

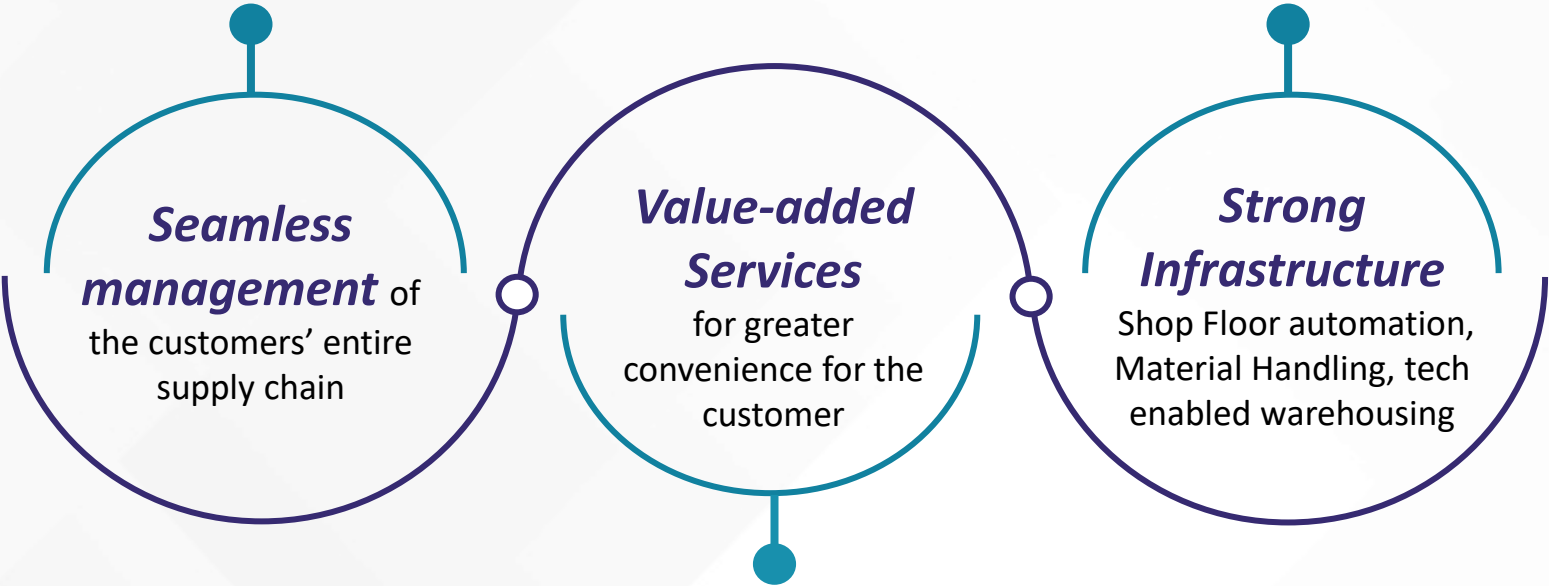
Tie-up with India's Leading commercial airline

Revenue (₹ crore)



Tonnage handled (KT)





Best-in-class **Warehouse Management** System

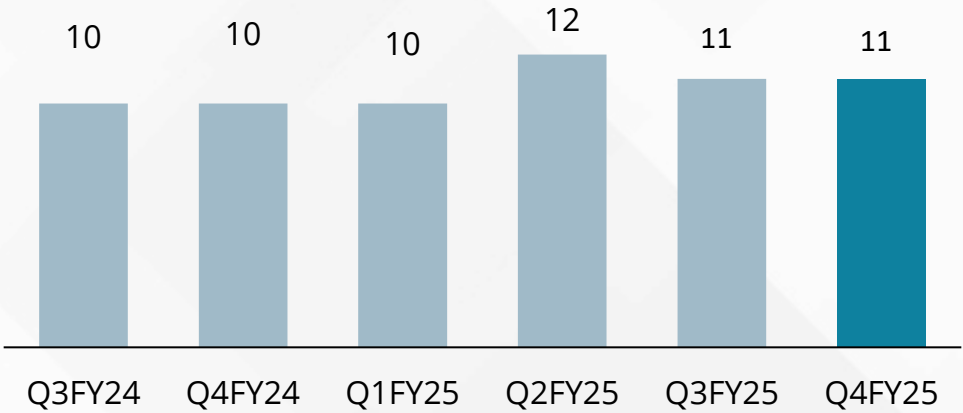
Integrated Warehousing and Distribution

Option of **order and inventory**-based models

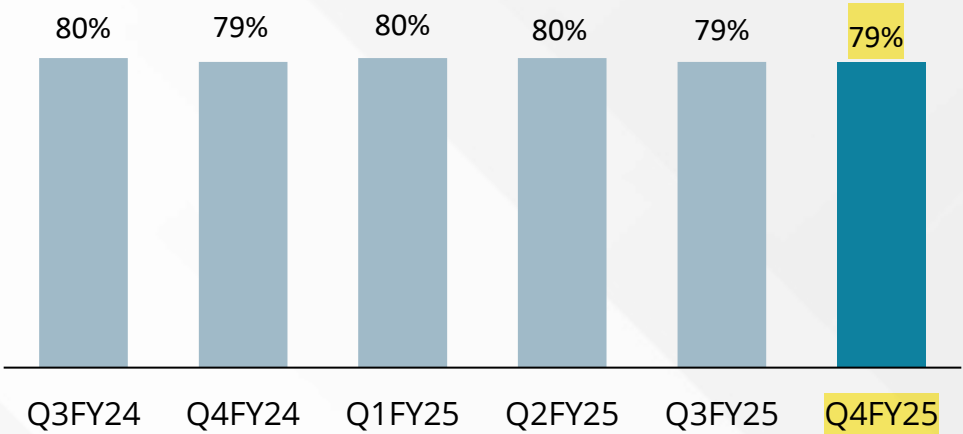
Inventory & Purchase order management

Customized solutions for multiple industries

Revenue (₹ crore)



Utilization (%)



BOARD OF DIRECTORS

Allcargo Gati Limited



Mr. Shashi Kiran Shetty

Chairman & Managing Director

A pioneer in logistics industry and a visionary, first generation entrepreneur. He is the founder of Allcargo and led its global expansion. Besides several awards for his contributions to the industry, he has also been conferred with highest civilian honor as 'Distinction of Commander of the Order of Leopold II' by H.M. King Philippe of Belgium.



Mr. Kaiwan Kalyaniwalla

Non-Executive Non- Independent Director

A senior counsel with sharp focus on governance. He is a Solicitor and Advocate of the Bombay High Court & Senior Partner in a prestigious law firm. He is on the investment committee of a SEBI registered real estate fund and NBFC and serves on other reputed boards.



Mr. Nilesh Vikamsey

Non-Executive Independent Director

Senior member of the Institute of Chartered Accountants of India (ICAI) since 1985 and holds a diploma in Information System Audit (DISA) of the ICAI. He is senior partner at KKC & Associates LLP (Formerly - Khimji Kunverji & Co LLP) - an 85-year-old Chartered Accountants firm.



Ms. Vinita Dang Mohoni

Non-Executive Independent Director

She is a senior management professional with over 30 years of marketing, advisory and strategic consulting experience. She has specific expertise in the consumer products and services industry and has been a strategy consultant to various organisations..



Mr. Dinesh Kumar Lal

Non-Executive Independent Director

A veteran with over four decades of experience in the shipping industry. During his career he has been associated with A P Moller-Maersk, Gujarat Pipavav Port, JNPT amongst others. He played a pivotal role in creating a mutually beneficial ground between companies and government bodies.



Mr. Hetal Madhukant Gandhi

Non-Executive Independent Director

He is a certified member of the Institute of Chartered Accounts of India. He has been a Private Equity Investor for over 2 decades. He co-founded the India Advisory firm for Tano Capital that invested in high growth companies in their early stages.



Mr. Ravi Jakhar

Non-Executive Non-Independent Director

A thought leader with a unique blend of entrepreneurial, management and advisory experience across diverse sectors including logistics, electronics, deep tech, sports and organic food. He earned his B. Tech from IIT BHU and attended a course on entrepreneurship at Harvard Business School.

Gati Express & Supply Chain Private Limited (GESCPL)



Mr. Shashi Kiran Shetty

Chairman



Mr. Ketan Kulkarni

Managing Director & CEO



Mr. Dinesh Kumar Lal

Non-Executive Independent Director



Ms. Vinita Dang Mohoni

Non-Executive Independent Director



Mr. Nilesh Vikamsey

Non-Executive Independent Director



Mr. Ketan Kulkarni

Managing Director & CEO- GESCL

Over three decades of leadership experience across sectors including logistics, consumer durables, FMCG and Beverages. His tenure as the Chief Commercial Officer at Blue Dart Express (DHL Group) spanned over 17 years, during which he led sustainable and strategic growth initiatives



Mr. Deepak Pareek

Chief Financial Officer

CA by profession with over two decades of experience in leading Pre transaction preparedness (PE Investments as well as IPO) and has led Investment banking operations across sectors and geography. He has held CXO responsibilities with IL&FS group.



Mr. Mayank Dwivedi

National Head – Sales & Marketing

Sales and marketing professional (BE (E & C) , PGDBA (Marketing) from K J Somaiya Mumbai) having 19 + yrs of proven track record of working at senior sales profiles across express delivery organizations like TNT , SPOTON , DELHIVERY , TRACKON.



Mr. Avinash Singh

National Head - Operations

10+ years of experience across P&L Management, Supply Chain Management and Cost Optimization. Prior to Allcargo Gati he was at Reliance Group(Head Logistics, Netmeds) where he honed his skills in managing Operations and Supply and delivering sustainable business outcomes.



Mr. Sanjay Khiyani

Chief Information Officer

25+ years of experience across sectors such as IT and Steel industry. His last tenure was with IBM where he assumed a pivotal role in spearheading strategic projects and program life cycle management.



Mr. Narayanam Sesha Srikanth

Head Human Resources

Rich and diversified experience of 20+ years across companies like Genpact, Infosys, Cognizant where he honed his skills in managing complex HR functions, fostering high performance teams and delivering sustainable business outcomes.

GESCPL PROFIT & LOSS (EXPRESS BUSINESS)

Particulars (₹ crore.)	Q4FY25	Q4FY24	YOY	Q3FY25	QOQ	FY25	FY24	YOY
Revenue from Operations	385	355	9%	392	-2%	1,510	1,479	2%
Direct Overheads	297	262		294		1,126	1,115	
Gross Margin	89	93	-5%	98	-10%	384	364	5%
Gross Margin (%)	23.0%	26.3%	-330 bps	25.1%	-210 bps	25.4%	24.6%	80 bps
Employee Expenses	39	41		43		169	175	
Other Expenses	37	37		34		142	135	
EBITDA	12	15	-17%	22	-44%	72	54	34%
EBITDA Margin (%)	3.2%	4.2%	-100 bps	5.5%	-230 bps	4.8%	3.7%	110 bps
Depreciation	18	20		18		73	68	
EBIT	-6	-5	-22%	3	-271%	-1	-14	96%
Other Income	18	2		0.4		20	4	
Finance Cost	8	8		8		32	32	
Pre-Exceptional PBT	5	-11	141%	-4	214%	-12	-42	NA
Exceptional Items	0	1		0		-0.1	8	
Post Exceptional PBT	5	-10	145%	-4	214%	-12	-35	NA
Tax/(Tax credit)	-4	-2		-1		-8	-7	
Profit After Tax	9	-8	205%	-3	359%	-5	-28	NA

CONSOLIDATED PROFIT & LOSS

Particulars (₹ crore.)	Q4FY25	Q4FY24	YOY	Q3FY25	QOQ	FY25	FY24	YOY
Revenue from Operations	385	355	9%	392	-2%	1,510	1,479	2%
Direct Overheads	297	262		294		1,126	1,115	
Gross Margin	89	93	-5%	98	-10%	384	364	5%
Gross Margin (%)	23.0%	26.3%	-320 bps	25.1%	-160 bps	25.4%	24.6%	80 bps
Employee Expenses	40	42		43		171	176	
Other Expenses	39	38		35		147	138	
EBITDA	10	13	-28%	21	-54%	66	49	34%
EBITDA Margin (%)	2.5%	3.8%	-130 bps	5.3%	-280 bps	4.4%	3.3%	110 bps
Depreciation	18	20		18		73	69	
EBIT	-9	-6	-34%	2	-444%	-7	-19	64%
Other Income	22	4		3		31	11	
Finance Cost	5	8		5		23	30	
Pre-Exceptional PBT	8	-10	180%	0	NA	0	-38	101%
Exceptional Items	4	1		0		3	34	
Post Exceptional PBT	12	-9	227%	0	NA	4	-3	211%
Tax/(Tax credit)	-3	-3		0.1		-6	-7	
Profit After Tax	15	-7	326%	0.1	NA	10	4	181%

Note: Depreciation on RoU assets was 14cr, 16cr & 15cr in Q4FY25, Q4FY24 & Q3FY25 respectively. Interest Expense on lease obligation was 5cr, 8cr & 5cr in Q4FY25, Q4FY24 & Q3FY25

CONSOLIDATED BALANCE SHEET

Assets (₹ crore.)	31-Mar-25	31-Mar-24
Non-current asset	807	833
Property, Plant and Equipment	56	64
Right to Use	189	221
Intangible Assets	3	2
Intangible Assets Under Development	3	4
Goodwill	426	426
Financial Assets		
(i) Other	14	15
Deferred Tax Assets(net)	39	36
Non Current tax assets (net)	76	59
Other non-current assets	2	6
Current assets	566	490
Inventories	0	2
Financial Assets		
(i) Investments	3	0
(ii) Trade receivables	254	244
(iii) Cash and cash equivalents	71	89
(iv) Bank balances other than (iii)	54	87
(v) Loans		
(vi) Other Financial Assets	124	21
Other Current Assets	32	34
Contract Assets		
Assets held for sale	29	13
TOTAL	1,373	1,323

Equity And Liabilities (₹ crore.)	31-Mar-25	31-Mar-24
EQUITY	876	700
Equity Share Capital	29	26
Other Equity	847	674
Non-Current Liabilities	189	215
Financial Liabilities		
(i) Borrowings	0	0
(ii) Lease Liability	168	193
Provisions	21	22
Current liabilities	308	408
Financial Liabilities		
(i) Borrowings	19	144
(ii) Trade Payables	123	88
(iii) Lease Liability	49	49
(iv) Other Financial Liabilities	86	97
Other Current Liabilities	19	19
Provisions	12	11
Current tax liabilities (net)	0	0
TOTAL	1,373	1,323

CONSOLIDATED CASHFLOW STATEMENT

Cash Flow Statement for the period ended (₹ Crores)	FY25	FY24
PBT	5	-1
Adjustments	74	59
Operating profit before working capital changes	80	58
Changes in working capital	-3	8
Cash generated from operations	77	66
Direct taxes paid (net of refund)	2	7
Net Cash from Operating Activities	79	73
Net Cash from Investing Activities	-58	52
Net Cash from Financing Activities	-37	-55
Net Change in cash and cash equivalents	-16	70
Opening Cash Balance	89	19
Closing Cash Balance	73	89

Thank You



CIN: L63011TG1995PLC020121

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investor.services@allcargologistics.com

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