

MANDALA CAPITAL BUYS CONTROLLING STAKE IN INDIA COLD CHAIN PLAYER GATI KAUSAR

Cold chain industry poised for accelerated growth in wake of pandemic

SINGAPORE – 16th July, 2021 -- Mandala Capital (“Mandala”), a leading private equity firm focused on sustainable and scalable investments across the food value chain, announced today that it has acquired a controlling stake in Gati Kausar India Ltd (“Gati Kausar”) after carving out the cold chain business from Gati Ltd (“Gati”). The transaction was envisaged as an amalgamation of Mandala’s business transformation strategy & focus on the cold chain sector along with Gati’s ongoing strategy of exiting non-core businesses.

Uday Garg, Managing Partner at Mandala Capital, said “Gati Kausar is an established, 35-year-old brand with a trusted name in the cold chain industry. We believe that under our complete ownership, the Company will be able to fully leverage our technical expertise and financial resources to realise its potential over the next few years. ”

Reports show that the Indian cold chain industry had a c.18% CAGR over the last 5 years and has the potential for increased and continued growth with 80-85% of the industry still controlled by unorganised players. The pandemic has further accelerated growth rates with the sector playing an increasingly vital role in the broader food value chain, starting from local procurement to last mile delivery. Demand from producers, processors, QSRs and retailers for efficient, cost-effective, and reliable supply chains remains high; likewise, the end consumer increasingly expects products to be delivered in a timely and safe manner.

“Increasing customer expectations can only be met through technology-enabled solutions and automation in the cold supply chain. We are working closely with various consultants and our sector specialists to bring best-in-class technologies to Gati Kausar that will increase efficiency and provide innovative solutions to customers,” added Garg.

Rakesh Pachauri, recently appointed COO at Gati Kausar, said “For us, customer satisfaction is of utmost priority and we are excited at the prospect of delivering more value to our customers in this new phase under Mandala Capital’s ownership. We are looking to invest in new vehicles, warehouses, and technology to enhance the customer experience and provide enhanced service levels. We also aim to expand the Gati Kausar family in various areas. With the support of our customers, employees, and shareholders, we believe Gati Kausar can create significant value for all stakeholders.”

CJ Shaju, CFO at Gati Kausar, said “The company has been generating operating profits for the past 3 years despite a difficult market environment and restrained capital resources. With access to a larger capital base post-Mandala’s takeover, we expect more growth and increasing profitability in the years ahead.”

About Mandala Capital

Mandala Capital is a leading private equity firm focused on long term and sustainable investments across the food value chain in India and South East Asia. It provides complete financial and operational support to transform businesses, create operational value and help companies achieve sustained leadership in their sectors. Mandala’s current portfolio includes companies across the food value chain, including seeds, biotechnology, sugar, bio chemicals, irrigation, food processing, agri-financing, logistics and cold chain, dairy, beverages, and fresh produce. Founded in 2008, Mandala’s investor base includes some of the world’s leading endowments, pension funds, and private families.

For more information about Mandala Capital, please visit <https://mandala-capital.com/>.

About Gati Kausar

Gati Kausar provides temperature-controlled transport service across verticals comprising healthcare, meat, biopharma, dairy products, organised retail, and quick-service restaurants. It has an expansive cold storage warehousing network across the country and has clocked zero missed-deliveries on a pan-India, Nepal, and Bhutan basis. With an extensive fleet of 200 refrigerated vehicles, Gati Kausar can transport cargo at temperatures as low as -25 deg C. The company operates a 5500-pallet state-of-the-art warehouse at Dharuhera in Haryana, a 300-pallet warehouse in Delhi for city distribution and a 3500-pallet leased warehouse in Mumbai. With 35 years of industry experience, Gati Kausar is known as the best company to handle cold chain products, including the most delicate ones, such as ice creams & pharmaceuticals.