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BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. Tel: 022 - 2272 1233 / 34 Fax: 022 - 2272 1919 Email: corp.relations@bseindia.com corp.comm@bseindia.com **Scrip Code: 532345**	**National Stock Exchange of India Ltd.** Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Tel: 022 - 2659 8100/ 14 Fax: 022 - 26598120 Email: cmlist@nse.co.in **Symbol : GATI**

Dear Sir/Madam,

Sub: - Press Release

With reference to the above cited subject, please find the enclosed press release titled "Gati Consolidated Revenue from operations reaches INR 4,581 mn in Q1 FY20".

This is for your information and records please.

Thanking you.

Yours faithfully,
For **Gati Limited**

GATI LIMITED HYDERABAD

T. S. Maharani
Company Secretary and Compliance officer
Membership no: FCS 8069

Gati Consolidated Revenue from operations reaches INR 4,581 mn in Q1 FY20.

Hyderabad, August 2nd, 2019: GATI Ltd. (NSE: GATI, BSE: 532345) India's leader in Express Distribution and Supply Chain Solutions, published its financial results for the first quarter ending 31st July 2019.

The company's consolidated revenue from operations stood at INR 4,581 mn in Q1FY20 compared to INR 4,557 mn in same period last year. The consolidated PBT for the period was INR 48 mn against INR 83 mn in corresponding period last year.

The company's flagship Express Distribution entity, Gati-Kintetsu Express Private Limited (GKEPL) recorded quarterly revenue of INR 3,006 mn and a PBT of INR 86 mn in Q1FY20 up by 16% against INR 74 mn in Q1FY19. The EBIDTA also improved to INR 185 mn, up by 14% over INR 162 mn in Q1FY19. Under difficult market conditions, the B2B Credit Surface Express business grew YoY and Supply Chain Management (Warehousing) business grew more than 50% with nearly 1.5 lac square feet of additional warehousing business. Management took a key decision to close the loss making Rail business under GKEPL to improve profitability.

Gati Standalone registered total revenue from operations of INR 1,183 mn in Q1FY20 compared to INR 1,221 in Q1FY19. The PBT was a negative INR 17 mn compared to a positive INR 74 mn in Q1FY19 due to the planned capacity building expenses and additional investment in manpower needed to meet the upcoming festival season requirements. These efforts combined with our performance and service levels will help us gain customer wallet share.

Gati Kausar recorded a 2nd continuous positive EBIDTA in this quarter at INR 25 mn, up 67% from INR 15 mn in Q4 FY19. This has been made possible due to improved utilization of refrigerated trucks and cold store pallet space. Additionally, Gati Kausar has set a key target of reducing the losses at PBT level by 50% on an annual basis.

Gati has been strengthening its capabilities across the organization to steadily build towards its 2022 vision of delivering 1 million packages a day and becoming an end-to-end logistics powerhouse. In Q1 Gati disrupted the Consumer to Consumer logistics business by setting up India's first Airport Kiosk for Excess Baggage Services for airline passengers at Chennai Airport and is in the process of launching similar services in Mumbai and other airports.

Gati had pioneered technological advancements in the logistics industry including complete shop floor automation and robust digitalization. The company today is undergoing a complete digital transformation yet again to set new benchmarks and drive further innovations in the express distribution sector.

Commenting on the company's quarterly performance, **Mr. Mahendra Agarwal, Founder & CEO** said**,** "The Q1 GDP Growth has reportedly slowed to a 5 Year low. Some of our key customer verticals namely Automobile & Ancillaries, Healthcare & Pharma, Electronics, Heavy Engineering, Ecommerce & Telecom amongst others demonstrated a sluggish growth and even a de-growth in Q1 FY20 resulting in a direct impact on the Revenue of the Gati. Going forward we have a clear focus for gaining customer wallet share by demonstrating superior service and our strong end-to-end logistics capabilities."

About Gati Ltd:

Gati Limited (www.gati.com) is a pioneer and leader in Express Distribution and Supply Chain Solutions in India and delivers over 6 mn packages a month. Gati started in 1989 as a cargo management company and expanded to serving complex business solutions in Air & Surface Distribution, e-Commerce logistics, Warehousing, M-VATS, Freight Forwarding and Cold Chain. Gati has now grown into an organization with more than 5,000 business partners and a network reach 700 plus districts covering 99% of India. Gati has a 5000 plus fleet including refrigerated vehicles and world class warehousing facilities across India. Gati has a strong market presence in the Asia Pacific region and South Asian countries.

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