For Immediate Release

Note: *Gati Ltd has changed its financial cycle which now stands between April and March (from earlier July to June). The revenues mentioned in the release are reflective of 9 months starting 1st July 2013 and not a complete 12 month cycle.*

Gati Ltd's Q3FY'14 Consolidated Net Profit up 83% to Rs 13.8 crore

Consolidated Quarterly Turnover up 20% to Rs 386.5 crore

Consolidated Financial Highlights of Q3FY'14 vs. Q3FY'13 (YoY)

- Consolidated Turnover at Rs 386.5 crore vs. Rs 321.7 crore, up 20%
- EBITDA at Rs 32.2 crore vs. Rs. 22.6 crore, up 43%
- PAT at Rs 13.8 crore vs. Rs 7.5 crore, up 83%

Consolidated Financial Highlights of FY'14 (ended 31st March 2014)

- Consolidated Turnover at Rs 1,127.1 crore vs. 963.2 crore, up 17%
- EBITDA at Rs 94.7 crore vs. 74.7 crore, up 27%
- PAT at Rs 28.3 crore vs. 10.10 crore, up 181%

- Board has recommended a dividend of 35% (Rs 0.70 per share)

Hyderabad, May 06, 2014: GATI Ltd. (NSE: GATI, BSE: 532345) India's leader in Express Distribution and Supply Chain Solutions, declared its quarterly and annual financial results for the year ended 31st March 2014.

In Q3FY'14, the Company's consolidated net profit stood at Rs 13.8 crore as against Rs 7.5 crore in the corresponding quarter previous year. The total consolidated turnover stood at Rs 386.5 crore for Q3FY'14 compared to Rs 321.7 crore in the same period of last fiscal. In FY'14, the consolidated turnover of the company (9 months) stood at Rs. 1, 127.1 crore and net profit was Rs 28.3 crore.

Segmental Highlights:

1. **Gati Kintetsu Express Private Ltd - Express Distribution and Supply Chain Solutions**
   a. For the Quarter ended March 31st 2014, GATI-KWE revenues were up 23% at Rs 272.2 crore from Rs 220.6 crore in the corresponding quarter of last year
   b. EBIDTA rose to Rs 31.4 crore in Q3FY'14 from Rs 18.9 crore in Q3FY'13, up by 67%
   c. EBIDTA margins stood at 12% in Q3FY'14 compared to 9% in Q3FY'13
   d. The JV synergy has contributed revenue of Rs 11 crore during the quarter. The synergy has also helped acquire six new clients in the apparel, imaging, IT and pharmaceutical space.

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e. Expanded its range of value-added services and extended the customer base across core end-to-end supply chain solutions.

2. Gati Kausar (Cold Chain Solutions)

a. Gati Kausar clocked a turnover of Rs 11.2 crore compared to Rs 11.6 crore in the same period last year.
b. 'Farm-to-fork' strategy: Focus on fortifying capabilities for providing integrated cold-chain solutions to the agri-food, pharmaceuticals and retail sectors

3. Gati e-commerce

a. E-commerce has witnessed remarkable growth with the advent of e-commerce companies in retail and increase in internet penetration in Tier II and Tier III cities
b. Launched 'e-Pack', a product focused on packaging solution for the e-Commerce industry along with e-fulfillment centres in Delhi, Hyderabad and Chennai.
c. Client wins: Two new players in the e-tailing business
d. Focus will be on enhancing last mile delivery and starting operations at e-fulfilment and e-Pack centres across top 8 cities in India.

Commenting on the company's quarterly performance, **Mr. Mahendra Agarwal, Founder & CEO,** Gati Limited said, *"Gati has continued to be resilient to the economic slowdown due to high operational efficiency, specialised service offerings, aggressive stance on new business development and time-definite delivery services. Our foray in the e-commerce segment and innovation by offering value-added services has opened up opportunities that are we are harnessing to realise to full potential."*

"Going forward, we are upbeat on the performance of EDSC and e-commerce businesses with the opening up of the market to new players and a pick-up in trade", he added.

About Gati Ltd:

Gati Limited (www.gati.com) is pioneer and leader in Express Distribution and Supply Chain Solutions in India delivers 5.2 million packages per month. Having started as a cargo management company in 1989, Gati has grown into an organization with more than 4,000 business partners and a network reach of 653 out of total 657districts in India. Gati has over 4500 vehicles on the road excluding their fleet of refrigerated vehicles, container shipping vessels and world class warehousing facilities across India. Furthermore, Gati has a strong market presence in the Asia Pacific region and SAARC countries. Gati has offices in India, Singapore, Hong Kong, China, Nepal and Thailand.

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