For immediate release

Gati Ltd's FY12 Net Profit at Rs. 415 MN

Hyderabad, August 10th, 2012: Gati Ltd, pioneer and leader in Express Distribution and Supply Chain Solutions, declared its annual consolidated financial results for the year ended 30th June, 2012.

In FY12, the Company's Net Profit stood at Rs 415 million (including exceptional items) as against Rs. 141 million last year. The consolidated total income stood at Rs. 12891 million (including exceptional items) for the year ended June 30, 2012 compared to Rs. 12113 million in FY11.

The Board of Directors of the Company declared a final dividend of Re. 0.50 per share (25%), taking the total dividend to Rs. 1.10 per share (55%) for the financial year ended 30th June 2012.

Segmental highlights:

1) Express Distribution and Supply Chain (EDSC)
    a. In the year ended 30th June, 2012, Gati Ltd. successfully completed a 70:30 JV with USD 3.5 billion Japanese MNC, Kintetsu World Express (KWE) to form 'Gati Kintetsu Express Pvt Ltd.' for its Express Distribution and Supply Chain business.
    b. KWE has invested Rs.2677 million in the JV, which has significantly reduced the debt burden and interest cost for GATI
    c. The JV will provide access to global customers with key focus on automotive, pharmaceutical, engineering and manufacturing sectors.
    d. Going forward, GATI Ltd. expects a growth of over 20% in this business through synergies and improve profitability through cost efficiencies.
2) GATI International
    a. During FY12, the Company entered into core-carrier partnerships with key airlines for cost efficiencies.
    b. Built user specific Value Added Services capabilities and CHA opportunities.

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c. Strengthened its worldwide distribution network for wide reach through Log net alliance.
d. Caters to growing trade markets of automotive, pharmaceuticals, telecom and electronics sectors.
e. Going forward, there will be increased focus on
    i. Trade lanes between China-India, Hong Kong-India, Singapore-India & Germany-India.
    ii. Business on the India-SAARC region.
    iii. Ocean Freight Product development for Africa.

3) Gati Kausar
    a. This segment comprises pan India distribution service for temperature controlled frozen foods and chilled products.
    b. During the period under review, GATI Kausar increased its Reefer fleet size from 140 to 162 this year.
    c. Going forward,
        i. The Company expects to expand its Reefer fleet size to 350 by the year 2015.
        ii. The Company is setting up cold storage units and plans to develop customized cold storage units to cater to temperature sensitive products
        iii. GATI Kausar's business strategy will focus on primarily y organized retail including food chains, pharmaceuticals, dairy products, agro products and FMCG.
        iv. The revenue has grown by 33% this year over last year.

4) Gati e-commerce
    a. This business provides integrated e-commerce solutions and has
        i. Largest network for a wide spread reach.
        ii. Strong supply chain expertise and infrastructure providing complete backend support.
    b. The Company's E-commerce business focuses on B2C and C2C segments.
    c. Currently we are Catering to some of the top notch large online retailers, home Shopping channels and providing franchisee solution to multinational brands.

5) Gati Ships
    a. This segment will focus on the bilateral trade business between India and Myanmar.
    b. Will strengthen the business by entering into a strategic business partnership.



Commenting on the company's results, **Mr. Mahendra Agarwal, Founder & CEO,** Gati Limited said, "The year gone by has been extremely eventful for us. In FY12, we entered into a partnership with Japanese logistics major, KWE. We are positive that this JV will enhance our competencies and enable us achieve international standards in logistics by serving customers across the globe. Going forward, we will strive to achieve greater milestones by focusing on the overall development across our businesses".

About Gati Limited:

Gati Limited (www.gati.com) is pioneer and leader in Express Distribution and Supply Chain Solutions in India. Having started as a cargo management company in 1989, Gati has grown into an organization with more than 3500 employees and an annual turnover of Rs. 12094 million (249 million USD) covering 622 out of total 626 districts in India. Gati has over 4000 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 Indonesia and Thailand.

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