*For immediate release*

# Gati Ltd's FY13 Net Profit at Rs. 17 Crore

## Total Income rises 7.5* per cent to Rs. 1290 Crore

Highlights of Q4FY13 v/s Q4FY12

- Consolidated total income Rs. 329 crore v/s Rs. 296 Cr*
- EBIDTA at Rs.25.3 Cr v/s Rs. 9.2 Cr*
- PBT at Rs.8 Cr v/s Rs.(13.5) Cr*

Highlights of FY13 v/s FY12

- Consolidated total income Rs.1290 Cr v/s Rs. 1200 Cr*
- EBIDTA at Rs. 100 Cr v/s Rs. 91Cr*
- PBT at Rs. 32 Cr v/s Rs.(8 Cr)*

* Excluding non-recurring item

Hyderabad, July 31st, 2013: Gati Ltd, pioneer and leader in Express Distribution and Supply Chain Solutions, declared its annual consolidated financial results for the year ended 30th June, 2013.

In FY13, the Company's Net Profit stood at Rs 17 Cr as against loss of Rs. 13 Cr (excluding non-recurring item) last year. The consolidated total income stood at Rs. 1290 Cr for the year ended June 30, 2013 compared to Rs. 1200 Cr in FY12 (excluding non-recurring item).

The Board of Directors of the Company recommended a dividend of 30 per cent for the financial year ended 30th June 2013 (25% final dividend and 30% onetime special dividend in the previous financial year 2011-12), subject to approval of Shareholders.

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## Segmental Highlights:

1. Gati Kintetsu Express Private Ltd - Express Distribution and Supply Chain Solutions
   a. For the Quarter ended 30th June 2013, GATI-KWE revenues were up by 9 per cent to Rs.240 Cr. from Rs.221 Cr. of the previous quarter.
   b. EBITA increased to Rs.24 Cr in Q4FY13 from Rs.19 Cr. in Q3 FY13
   c. EBITA margins stood at 9.9 per cent in Q4FY13 compared to 8.6 per cent in Q3FY13.
   d. For the year ended 30th June 2013, GATI-KWE revenues stood at Rs.896 Cr. showing a year on year growth of 11 per cent .
   e. EBIDTA stood at Rs. 88 Cr for the year ended 30th June 2013
   f. GATI-KWE has added 150 vehicles to the existing company owned fleet taking the total fleet count to 351, in addition to the 4000 vehicles of our business partners and vendors
   g. JV Synergy - the synergies business with our JV partner has further progressed and in this quarter generated a net revenue of around Rs. 3 Crore
   h. The rigorous Quality Drive initiative taken up in the last quarter has progressed well and we have seen improvements in the service levels by 8 per cent over the previous year.
   i. All our major hubs today are now centrally monitored through CCTV coverage 24x7, helping reduce damages and loss of goods during loading and unloading.
   j. We have introduced Tablet PCs for our Business Partners automating the pickup process in real time thus improving the turnaround time of a pickup request.
   k. The Road Express business has shown a growth of 10 per cent on gross revenue as against industry growth of 9 per cent, maintaining its market leadership position of 28 per cent in the Road Express segment.

2. Gati Kausar (Cold Chain Solutions)
    a. Gati Kausar registered a growth of 14 per cent YoY and the business revenues stood at Rs. 45.85 Cr.
    b. In the last quarter Gati Kausar introduced customized chilled vehicles in Delhi for a dairy product customer. It is also providing secondary distribution for in-city operations and customized solutions for customers who require real time temperature control, multi temperature facility vehicles with humidity control, door censors and moveable partitions.
    c. GPS was implemented in all secondary vehicles and 50 per cent in private vehicles
    d. Gati Kausar has extended its presence at Kanpur, Kolkata, Nagpur, Mumbai and Guwahati
    e. For the year 65 new refrigerated vehicles have been brought on road taking the total fleet size to 213.
3. Gati e-commerce

    - Gati e-commerce has been growing almost two fold and today has established its own network to manage its operations across the country.
    - A dedicated fleet of 100 vehicles and 200 bikes deliver over 8000 plus shipments per day.
    - It is the first service provider in the country that caters to 6700 direct pin codes with a payment option of *'Cash On Deliver'* and *'Prepaid basis'*. The E-commerce delivery network is spread across another 14000 remote locations which include the tier 2 and tier 3 cities .
    - Gati E-commerce has set up one of its kind packaging centers at Delhi, Bangalore, Pune and Mumbai for the White goods segment.
    - The online web portal Gati Connect , has delivered over 1300 dozens of Ratnagiri Mangoes to people across the country during this season .

Commenting on the company's financial results, Mr. Mahendra Agarwal, Founder & CEO, Gati Limited said, *"Though the year had its share of challenges and the economy slowed down we have made considerable progress and our flagship Express Distribution business has seen growth and effectively optimized costs despite the rising cost of fuel. Our unique E-commerce service offering and the cold chain solutions business continued to show steep growth and we are confident that these divisions will grow to become a leader in the sector."*

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## About Gati Limited:

Pioneering Express Distribution services in India, since 1989, Gati has transformed the logistic industry in India with many a path breaking revolutionary initiatives that paved the way to an organized logistic industry. With an annual turnover of Rs 1286 Crore (21 Crore USD), Gati today offers an integrated Express Distribution and customized Supply Chain Solutions to customers across diverse industry verticals.

Gati's advantage of seamless connectivity across air, road, ocean and rail has resulted in a plethora of offerings to the customers, unmatched in the industry. Gati operates a fleet of 4000 vehicles on road, 2 marine vessels and over 7000 plus business partners across India. A market leader in India, Gati has a strong market presence in the Asia Pacific region and SAARC countries. Today, Gati has offices in China, Singapore, Hong Kong, Thailand, Nepal and has plans to foray into other markets

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