For Immediate Release

- **Gati Kausar, the Cold Chain subsidiary of Gati Ltd., raises Rs. 150crore**

- **Gati Ltd. H1FY'15 Consolidated Net Profit rises by 112% at Rs. 27.54 crore. Consolidated Half Yearly Income at Rs. 815 crore, up 18%**

Editor's Synopsis

Consolidated Financial Highlights of H1FY'15 v/s H1FY'14

- Consolidated income Rs 815 crore v/s Rs 693 crore, up 18%
- EBITDA at Rs 78.92 crore v/s Rs 54.01 crore, up 46%
- PAT at Rs 27.54 crore v/s Rs 12.97 crore, up 112%

Consolidated Financial Highlights of Q2FY'15 v/s Q2FY'14

- Consolidated income Rs 414.91 crore v/s Rs 366.93 crore, up 13%
- EBITDA at Rs 38.57 crore v/s Rs 28.67 crore, up 34%
- PAT at Rs 12.49 crore v/s Rs 5.76 crore, up 117%

Hyderabad, October 29, 2014: Gati Ltd. (NSE: GATI, BSE: 532345) India's leader in Express Distribution and Supply Chain Solutions, declared its financial results for the second quarter ended 30th September 2014. Gati's half-yearly consolidated total income grew 18%, to Rs. 815 crore, while consolidated net profit for the same period was up 112% to Rs. 27.54 crore. Excluding the exceptional provision of Rs 2.96 crore, the consolidated net profit for the period stands at Rs 30.50 crore.

In Q2FY'15, the Company's consolidated net profit rose by 117% at Rs 12.49 crore as against Rs 5.76 crore in the corresponding quarter previous year. The company now delivers over 6 million packages per month across 667 districts in India.

The key highlight for the company this quarter is Gati Kausar India Ltd., the cold chain arm, raising Rs. 150 crore from funds managed by Mandala Capital Ltd.. Out of the 150 crore, INR 30 crore has been invested in the form of Equity shares and Compulsory Convertible Preferential shares (CCPS) and the remaining INR 120 crore shall be invested in the form of Non-Convertible Bonds (NCB).

Mandala Capital Ltd. manages private equity funds that invest in companies focused on the agribusiness sector within the Indian subcontinent.

The funds raised by Gati Kausar will be utilised primarily for building a network of cold warehouses across the country over the next three years thus enabling the company to offer integrated cold chain

logistics and supply chain management, as well as value added services. GatiKausar already transports refrigerated goods across verticals such as healthcare, meat & poultry, bio-pharma, frozen & fresh produce, dairy products, organised retail and quick service restaurants. With an existing fleet size of approximately 200 vehicles, GatiKausar intends to build synergies for its clients by offering both reefer storage and transportation under one roof.

Commenting on the PE Investment, **Mr. Mahendra Agarwal, Founder& CEO** said**,** *"The investment in Gati Kausar will give us the impetus to position ourselves as the end-to-end solution provider for the cold chain industry. We are confident that with the expansion in the cold warehouses across the country in the next 3 years, we will emerge leaders in this sector too."*

Highlights:

1. Gati Ltd. now delivers over 6 million packages per month, up from 5.75 million packagesin the previous quarter, across 667 districts in India.

2. Gati Kintetsu Express Private Ltd - Express Distribution and Supply Chain Solutions

- For the quarter ended Sept 30th 2014, the total income for GATI-KWE rose by 17% at Rs 292.34 crore from Rs 250.65 crore in the corresponding quarter of last year
- EBIDTA rose to Rs 33.58 crore in Q2FY'15 from Rs 23.43 crore in the corresponding quarter of last year, up by 43%
- EBIDTA margins stood at 12% in Q2FY'15 compared to 9% in the corresponding quarter of last year
- **JV Synergy** - the synergies business with our JV partner has further progressed and generated revenue of Rs. 8 crore in H1FY'15. The synergy has also helped acquire 22 new business accounts during the quarter. Going forward the JV synergy is expected to grow further.
- Gati KWE has further expanded its capacity through a centralized network system and stronger relationships with vendors. Majority of the operating units are under CCTV surveillance for maintaining quality, safety and security

3. GatiKausar (Cold Chain Solutions)

- In Q2FY'15, Gati Kausar registered a total income of Rs 9.41 crore

About Gati Ltd:

GatiLimited (www.gati.com) a pioneer and leader in Express Distribution and Supply Chain Solutions in India delivers over 6 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 667 out of total 671 districts 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.