Gati Ltd's Q3FY13 Consolidated YoY Total Income rises 23 per cent to Rs. 317 Crore

Consolidated Financial Highlights of Q3FY13 v/s Q3FY12

- Consolidated total income at Rs. 317 Cr v/s Rs. 257 Cr
- EBIDTA at Rs. 21 Cr v/s Rs. 22 Cr
- PAT at Rs. 7.5 Cr v/s Rs. (-3.5) Cr

Consolidated Financial Highlights of 9MFY13 v/s 9MFY12

- Consolidated total income at Rs. 957 Cr v/s Rs. 904 Cr
- EBIDTA at Rs. 71 Cr v/s Rs. 82 Cr
- PAT at Rs. 10 Cr v/s Rs. 2 Cr

Hyderabad, May 9th, 2013: Gati Ltd, India's pioneer and leader in Express Distribution and Supply Chain Solutions, announced its consolidated financial performance for the third quarter ended 31st March, 2013.

The company's consolidated revenue rose to 23 per cent to Rs. 317 Cr as against Rs. 257 Cr for the quarter ended March 2012. The EBIDTA was down to Rs 21 Cr for Q3FY13 compared to Rs 22 Cr in Q3FY12. EBIDTA margin for the quarter stood at 6 per cent as against 8 per cent reported in Q3FY12.

The company's consolidated revenue rose to 6 per cent to Rs. 957 Cr for the nine months ended March 2013 as against Rs. 904 Cr in the previous nine months ended March 2012. The EBIDTA was down at Rs 71 Cr for the nine months ended March 2013 compared to Rs 82 Cr in the previous nine months of last fiscal. EBIDTA margin for the nine months stood at 7.5 per cent as against 9 per cent reported in nine months ended March 2012.

Business Highlights (Q3FY13):

Gati Kintetsu Express Private Ltd (GATI-KWE):

a. GATI-KWE revenues were down 2 per cent to Rs 220 Cr from Rs.225 Cr for the previous quarter ended Dec 2012.
b. EBIDTA decreased to Rs.18.8 Cr in Q3 FY 13 from Rs.23 Cr in Q2 FY13.
c. EBITDA margins stood at 9 per cent in Q3FY13 compared to 10 per cent in Q2FY 13
d. For the nine months period ended 31st March, 2013, GATI-KWE revenues stood at Rs 656 Cr.
e. EBIDTA is at Rs. 64 Cr for nine months.

GATI LIMITED Secunderabad

f. JV synergy – The synergies business with our JV partners has progressed well and in this quarter generated net revenue around Rs 1 Cr

g. Added an additional warehousing space of 250,000 sqft in Chennai for 3PL operations. The company anticipates good revenues from the supply chain product in the next quarter.

h. The company is now a TAPA Member and seeks to achieve certification for its key locations

i. Working closely under the guidance of the JV Partners Kintetsu World Express, the company has increased its focus on quality improvement through the implementation of various operations related quality programs and initiatives towards enhancing the service quality.

j. Company has partnered with IBM India to optimize its network operations and improve profitability and further enhance its application of technology to improve productivity.

Gati Kausar (Cold Chain Solutions)

a. Gati Kausar grew by 3 per cent over the last Quarter and 13 per cent over the last year same quarter.

b. In the last quarter 50 refrigerated vehicles have been brought on road taking the total fleet size to 205. The reefer fleet is exclusively built–to-suit the food chain business, and provides customized designs for mix-load and round-the-clock services as per the customer requirements. The vehicles are also being upgraded with GPS/VTS facility

Gati E-commerce

Gati E-commerce has evolved over the last quarter. The service is growing rapidly and we are catering to a large pool of top notch large online retailers, Home Shopping Channels and multinational brands. Along with ramping up in infrastructure, and capacity the team has established a strong delivery network to cater to the tier 2 and tier 3 cities .

Gati Ship

Gati Ship has recently signed an MoU with International Shipping and Logistics FZE, Dubai a wholly owned subsidiary of TM International Logistics Limited (A Tata Steel, subsidiary) and will be launching a joint container service operating from Gujarat to Kerela. The service is slated to start by the end of May , 2013.

Amalgamation of wholly owned subsidiaries

Gati has moved a step further in its exercise to bring into its fold a few of its wholly-owned subsidiaries as approved by Hon'ble AP High Court. The amalgamation is expected to enable Gati to bring in better financial capabilities and result in an enhanced shareholder value. The company will also have in its fold diversified businesses, which would enable it to manage risks in a better way

GATI LIMITED Secbad

Divestment in Gati Ship Ltd.

During the current quarter Gati divested a minority stake of 40% in Gati Ship to a strategic partner who will help drive profitability.

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, and Thailand.

GATI LIMITED
Secbad