Gati Ltd's Q1 FY14 Consolidated YoY Total Income rises 22 percent and QoQ income rises 12 percent to Rs. 367 Crore

Consolidated Financial Highlights of Q1FY14 v/s Q1FY13

- Consolidated total income at Rs. 366.9 Cr v/s Rs. 302.0 Cr
- EBIDTA at Rs. 28.7 Cr v/s Rs. 20.7 Cr
- PBT at Rs. 10.0 Cr v/s Rs. (-1.11) Cr

Consolidated Financial Highlights of QoQ'14 (Q1 CY vs Q4PY)

- Consolidated total income at Rs. 366.9 Cr v/s Rs. 328.8 Cr
- EBIDTA at Rs. 28.7 Cr v/s Rs. 25.3 Cr
- PBT at Rs. 10.0 Cr v/s Rs. 7.0 Cr

Hyderabad, November 6th, 2013: Gati Ltd, India's pioneer and leader in Express Distribution and Supply Chain Solutions, announced its consolidated financial performance for the first quarter ended 30th September, 2013.

The company's Consolidated YoY revenue for the quarter ended September, 2013 was up 22 per cent to Rs. 366.9 Cr as against Rs. 302.0 Cr. The EBIDTA was up 38 percent to Rs.28.7 Cr compared to Rs 20.7 Cr.

For the Quarter ended September 2013, the QoQ consolidated revenue was up 12 per cent to Rs. 366.9 Cr as against Rs. 328.8 Cr. The EBIDTA for the first Quarter was up 13 percent to Rs. 28.7 Cr as compared to Rs 25.3 Cr in the last quarter.

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Business Highlights (Q1FY14):

Gati Kintetsu Express Private Ltd (GATI-KWE):

a. For the Quarter ended September 2013, GATI-KWE revenues stood at Rs.250.7 Cr. showing year on year growth of 20 per cent .
b. For the Quarter ended September, 2013, GATI-KWE revenues were up by 4.5 per cent to Rs. 250.7 Cr. from Rs. 239.8Cr. of the previous quarter.
c. EBIDTA margins remained flat at 9 per cent in Q1FY14 when compared to Q4 FY13.
d. EBIDTA increased to Rs. 23.4 Cr in Q1 FY14 from Rs. 22.3 Cr. in Q1 FY13
e. JV Synergy - the synergies business with our JV partner has further progressed and generated a revenue of Rs. 3 Cr in Quarter One . The synergy has also helped acquire 10 new business accounts in Q1FY14. Going forward the JV synergy is expected to grow over 20 percent and improve profitability through cost efficiencies
f. 192 new customers were added to the existing business in Quarter One

Gati Kausar (Cold Chain Solutions)

a. Gati Kausar revenue declined marginally by 3 per cent over the last Quarter and increased 29 per cent over the last year same quarter.
b. The total number of reefer fleet has been increased to 215. The division plans to have a fleet of 300 reefer vehicles by June 2014 and LTL (less than load) capabilities to create a hub and spoke cold chain distribution model .
c. Gati Kausar is also entering the cold storage business and is in the process of setting up a chain of cold storage units across major metros. It plans to develop customized cold storage units to cater to temperature sensitive products and as a business strategy it will focus primarily on organized retail including food chains, pharmaceuticals, dairy products , agro products and FMCG
d. To strengthen and grow the business rapidly , Gati Kausar is looking for a Strategic Partne

Gati E-commerce

a. E-Commerce revenue grew 155% from Rs. 4.5 Cr to 10.5 Cr YoY during current quarter.
b. Established its own delivery network spread across 14000 remote locations that cater to the Tier 2 and Tier 3 cities
c. Set up Pick and Pack Centers at Delhi, Bangalore, Pune and Mumbai
d. Today has a dedicated fleet of 200 vehicles and 300 bikes that deliver over 10000 plus packages per day

e. First service provider in the country to cater to 6700 direct pincodes with a payment option of 'Cash on Delivery' and 'Prepaid' basis
f. 'Same Day Delivery' service introduced for 6 major metros .

About Gati Limited:

Gati Limited (www.gati.com) is pioneer and leader in Express Distribution and Supply Chain Solutions in India delivers 5.2 Mn 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 an annual turnover of Rs. 12895 million (249 million USD) covering 653 out of total 657 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.

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