

Q3 FY'16 Result Update

Discussion

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Schedule

21st January 2016 - 10:30 Hours IST

Speakers

Mr. Sanjeev Jain, Director Finance- Gati Limited
Mr. Bala Aghoramurthy, President and Whole-Time Director, Gati Kintetsu Express Private Limited
Mr. Dhruv Agarwal, Executive Vice President, Gati Kintetsu Express Private Limited
Mr. VSN Raju, Company Secretary, Chief Investor Relations and Compliance Officer, Gati Limited
Mr. Peter Jayakumar, Deputy CFO, Gati Kintetsu Express Private Limited

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Q3 FY'16 Result Update

Consolidated income INR 420 Cr, up 3% over Q2 FY'16

Our Ecommerce logistics revenue crossed INR 50Cr mark in the quarter registering 28% YoY. The peak festival period witnessed a 60% spike in volumes which was managed seamlessly through excellent joint operations planning with our eCom customers.

EFC business also registered a healthy 150% revenue growth YoY in this quarter.

Our core business registered a healthy volume growth of 9% YoY.

EBIDTA Margin improved by 80 Basis Point QoQ..

PBT Increase 42% QoQ

Air India Arbitration we have crossed one more milestone where Air India has deposited 22Cr in the court in line with high court judgement. Company is in the process to withdraw this amount after providing adequate security.

The first cold chain warehouse of Gati Kausar has progressed to Go Live in Q4

Q3 FY'16 Consolidated Performance



PARTICULARS	Qtr End		Dec'14	QoQ	YoY
	Dec'15	Sep'15			
TOTAL INCOME	4,205	4,077	4,280	3%	-2%
EBIDTA	365	320	364	14%	0%
PBT	158	111	165	42%	-4%
DEBT LEVEL	4,694	4,719	4,466	-1%	5%

Q3 FY'16 Entity wise Performance



INR In Mn.						LST QTR			
Particulars	GATI	GKEPL	KAUSAR	GIETL	OTHERS	Total	Total	DIFF	%
Total Income	1,227	2,874	112	92	91	4,205	4,077	127	3%
EBIDTA	99	263	9	0	-5	365	320	45	14%
%	8%	9%	8%	0%	-6%	9%	8%	1%	
PBT	10	170	-16	0	-6	158	111	46	42%
%	1%	6%	-14%	0%	-6%	4%	3%	1%	
PAT	8	124	-16	0	-6	111	83	28	34%
%	1%	4%	-14%	0%	-6%	3%	2%	1%	

THANK YOU