

FY'15 Annual Result Update



Discussion

FY '15 Annual Earnings Call

Schedule

29th April 2015 - 10:30 Hours IST

Speakers

Mr. Sanjeev Kumar 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. Peter Jayakumar, Deputy CFO, Gati Kintetsu Express Private Limited

Mr. VSN Raju, Chief Compliance Officer and Company Secretary, Gati Limited

Hosted by

Motilal Oswal

FY'15 Highlights at a Glance



Total Income grew by 14% coupled with Margin improvement by 100 basis point

Annualised EBITDA Growth 29% and PAT growth 59%

eConnect Revenue grew by 164% [12M ended Mar'15 - 127.4 Cr Vs 12M ended Mar'14 - 48.3 Cr]

Credit Rating improvement in Joint Venture company to "A" and in the listed entity to "A-"

Successful consummation of PE Investment in Gati Kausar for cold chain expansion

Complete exit from Coastal Shipping

Celebrated 25 Years of Existence

Highest ever dividend 70%

Issue of commercial Paper for interest cost optimisation

Establishment of 5 fulfilment Centres with 1.8 Lakh SFT space

Aggressive capex to strategically build future capabilities

FY'15 Performance



Rs. In Crores

Below is the Consolidated P&L of the Gati Group compared to previous year and guidance issued

Particulars	YoY Performance			Performance Vs Guidance		
	Mar 15#	Mar 14*	YoY	Guidance	Mar 15 #	YoY
Total Income	1663	1454	14%	1757	1663	95%
EBITDA	154	119	30%	168	154	92%
PBT	79	47	68%	98	79	81%
PAT	57	36	59%			

* For the purpose of comparison, Mar'14 performance represents the 12 Months period from April to March '14
 # March 2015 represents the performance for the period from April 2014 to March 2015

FY'15 Entity Wise Performance



Rs. In Crores

	Gati*	GKEPL	Kausar	GIETL	Others\$	Total#	PY
Total Income	455	1142	46	47	40	1663	1453
EBITDA	52.7	116	2.5	1.8	-1.4	153.8	118.7
%	11.6%	10.2%	5.4%	3.8%	-3.5%	9.2%	8.2%
PBT	28.7	74.3	-4.8	1.61	-3.6	78.7	46.9
%	6.3%	6.5%	-10%	3.4%	-9%	4.7%	3.2%
PY Income	339	1023	49	33	53	1453	NA
YoY	34%	12%	-5%	42%	-25%	14%	NA
Debt Level Mar '15	278	155	38	2	0	472	480

* Gati Standalone performance includes dividend received from GKEPL of Rs.17.5 Crores

\$ Includes Asia Pacific Entities, Gati Ship and other subsidiaries

Gati Consolidated performance is net of inter-company transaction



Thank you