



Safe Harbor Statement

The presentation contains certain forward looking statements concerning future business prospects and business profitability of Gati and its affiliates, which are subject to number of risks and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties regarding fluctuation in earnings, our ability to manage growth, competition(both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost overruns on contracts, our ability to manage our international operations, government policies in action with respect to investments, fiscal deficits, regulations, etc., interests and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcements in case of these forward looking statements becoming materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company

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Genesis of Gati Limited

Brief description and key milestones in the history of the Company

- Established by Mr. Mahendra Agarwal, Gati pioneered express distribution concept with the introduction of door-to-door delivery of time sensitive commercial packages in 1989. It now delivers over 6 million packages every month through one of the largest pan-India express network.
- It is an integrated logistics player with the following offerings:
 - Express Distribution – surface, air and rail
 - Supply Chain Solutions
 - e-Commerce Logistics and E - Fulfillment Services
 - Cold Chain Solutions (with the acquisition of Kausar India in FY 2007)
 - Freight Forwarding and CHA
- Restructured Express Distribution & Supply Chain vertical by transferring a substantial part of it to a strategic JV with KWE, a leading Japanese logistics player, in FY'12. KWE has invested for 30% stake in this JV

Key Milestones

- Introduction of customer convenient centers
- Launch of Mechatronic Warehouses
- Introduction of own Customized ERP GEMS

- Venture into e-Commerce Logistics and establishment of e-Fulfillment centers
- Joint Venture with KWE Japan
- Project Udaan: Business transformation exercise with IBM
- Expansion of Cold Chain Vertical through warehouses

1989-95

1996-00

2001-06

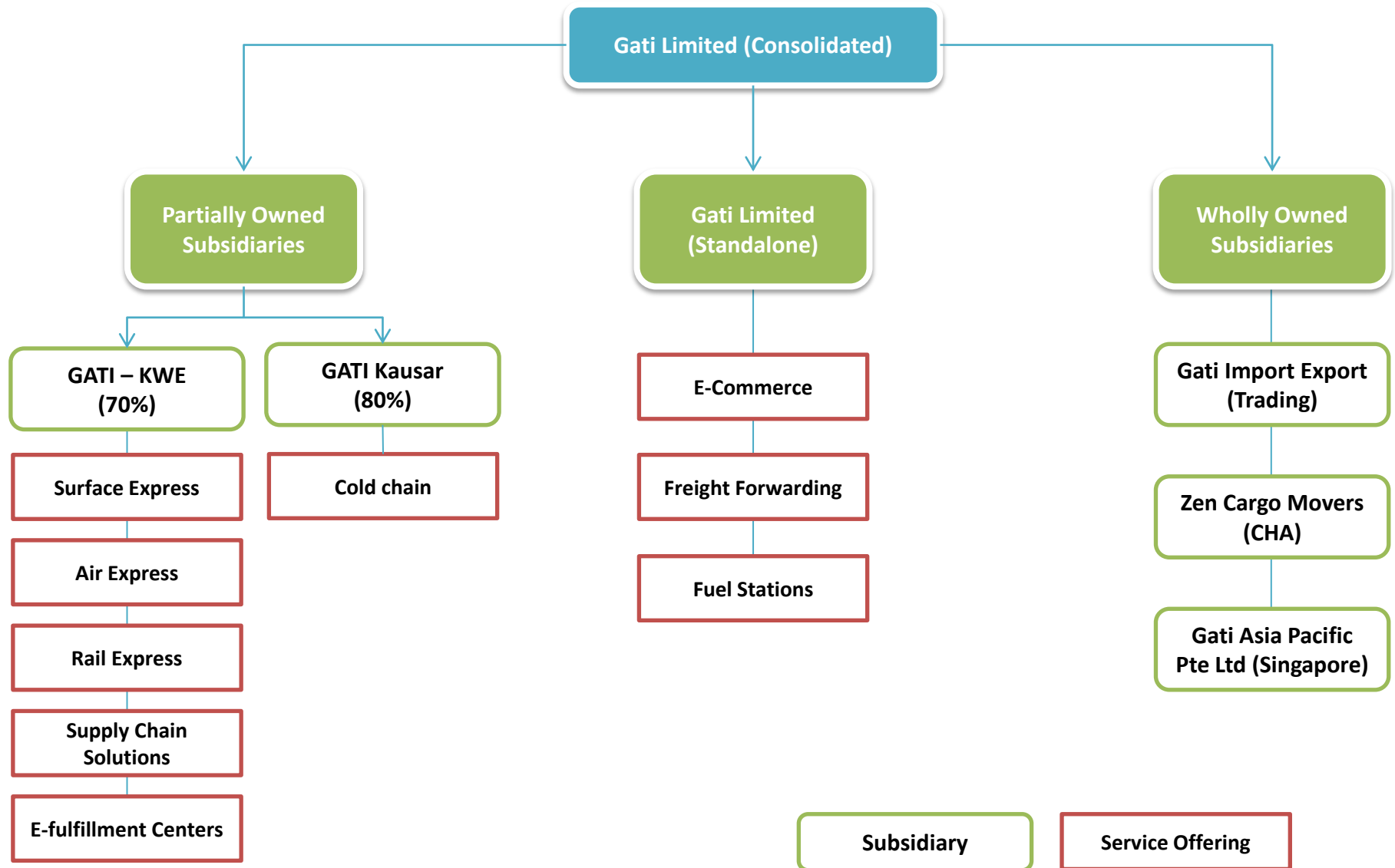
2007-16

- Introduction of door-to-door service & COD
- Expansion to SAARC
- Received ISO Certification

- Launch of India - centric distribution solutions and foray into Singapore
- Gati Millennium Express: First cargo train of Gati
- Venture into Cold Chain Logistics

Group Structure

Gati, emerging as an end-to-end logistics solutions provider through its subsidiaries



Distinguished Board of Directors

Unparalleled experience and long term commitment to business has helped in delivering quality growth

Mr. K. L. Chugh, Chairman & Independent Director



- Mechanical Engineer from Delhi University
- Ex-Chairman of ITC Group and has been awarded Chairman Emeritus – ITC and Ex-member of RBI central board

Mr. Mahendra Agarwal, Founder & CEO



- Engineering Degree, Bangalore University and a MBA from Austin, USA
- Board member of SCLG India, Singapore Indian Chamber of Commerce & Industry

Dr. P. Sudhakar Reddy, Independent Director



- MRCP from Edinburgh, U.K.
- Known cardiologist, humanitarian, social activist
- Founder of the Medicity Hospital in Hyderabad

Mr. Sunil Kumar Alagh, Independent Director



- Graduate in Economics and MBA from IIM, Calcutta
- Ex-Managing Director and CEO of Britannia Industries Ltd
- 25 years of working experience in supply chain & logistics Industry

Ms. Sheela Bhide, Independent Director



- Doctorate in International Trade and holds a Master's Degree in Economics
- Joined IAS in 1973 and has held various posts in Government Institutions during her 36 year long career

Mr. Yoshinobu Mitsuhashi, Non-Executive Director



- Graduated from Keio University, Faculty of Law, and Department of Political Science
- Managing Director of Kintetsu Integrated Air Services Sdn Bhd

Mr. N. Srinivasan, Independent Director



- Chartered Accountant
- Ex-Senior Partner of Fraser & Ross
- 60 years of experience in finance industry

Mr. P. N. Shukla, Independent Director



- MSc Physics & LLB from Allahabad University and graduated in Business Management from Perth University, Australia
- Ex-Executive Director in Indian Railways

Mr. Sanjeev Kumar Jain, Director –Finance



- Chartered Accountant
- Experience of over 25 years in key financial positions
- Previously worked in Tata Communication Ltd. And as CFO AFL-FedEx Express Ltd.

GATI's Network at a Glance

Wide and deep network supported by robust infrastructure and IT solutions

**4,500+
Young Work
Force**



**3,100+ Gati
Business
Associates**



**540 Offices
including 16
large hubs**



**600+ Truck
Partners**



**24X7 Call
Centre**



**5,000+ Fleet
Size**



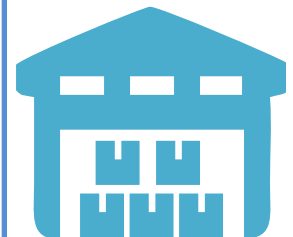
**1,400+ eCom
Fleet Size**



**180+ Reefer
Trucks**

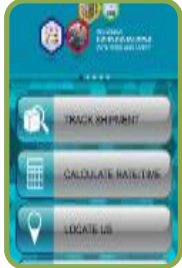


**2.5 Mn+ 3PL/
WH Capacity
including 2 e-
fulfillment
centers**



GATI's At a Glance

IT solutions that are tailor made for high control as well as ease for customers



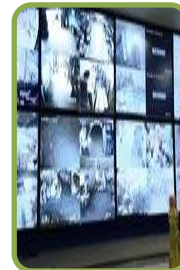
- User friendly Mobile Application with real time docket tracking facility
- Option to check price and request pickup on tap of an icon



- Real time data updates through mobile tablets
- Ensures reduction of time lag in updating package details



- GEMS: In house ERP developed through 200 man-years experience
- Capability to gear up as per business volumes



- Real time tracking and monitoring of warehouses through OCC (Operations Control Centre)
- Ensures safety of customers' packages



- Real time temperature logs and tracking of reefer trucks
- Ensures optimum temperature during carriage of temperature sensitive goods



- Vehicular Tracking System: Real time tracking of cargo vehicles' movement
- Ensures on time delivery of packages to customers

Key Segments| Express packages

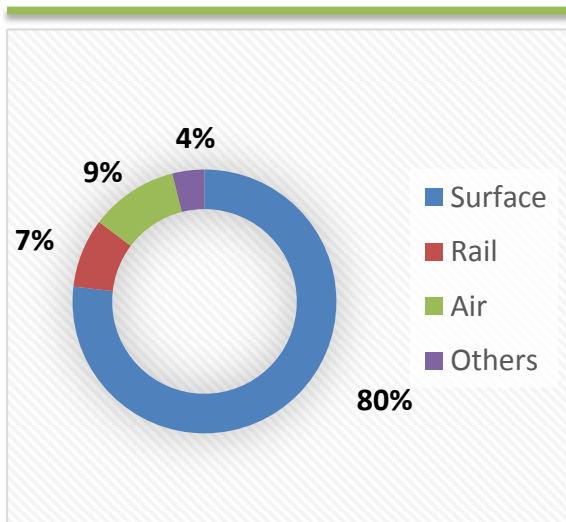
Allowing singular focus for its largest business, express distribution

JV with Kintetsu World Express (KWE), a Japanese logistics player continues to yield benefits

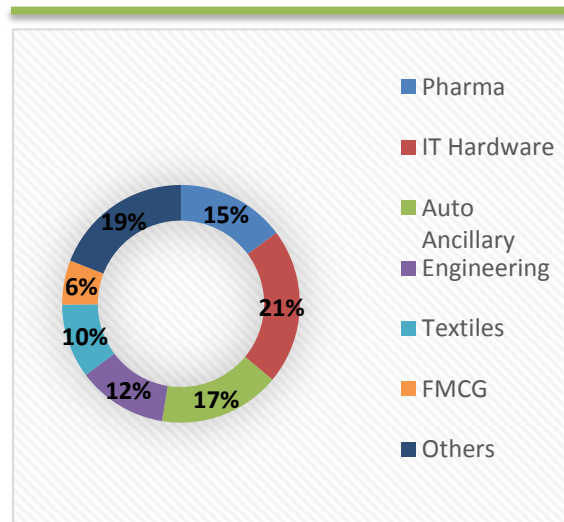
- Provides premium air cargo, express surface cargo, rail transport solutions, supply chain & warehousing solutions through a pan-India presence and with close to 69% contribution in the total revenue, this is one of the key focus verticals for the Company
- Direct relationships with airlines for moving air packages to augment our delivery capabilities
- First to introduce parcel train movement in India

Revenue Break-up (FY2016) – Well spread across the country with dominance in surface transport

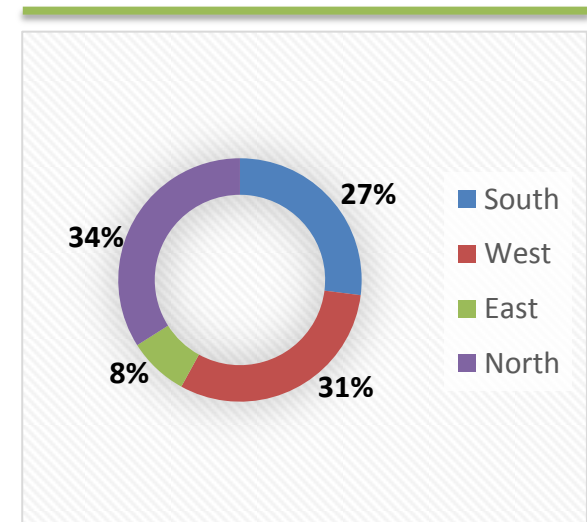
Mode of Transport



Industry – wise



Geography



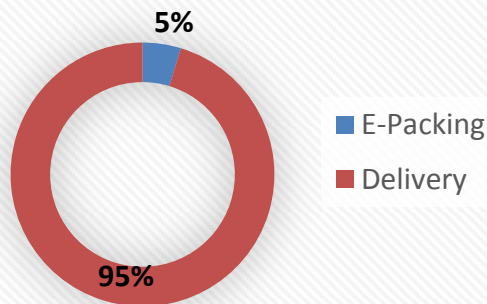
Key Segments| e-Commerce logistics

Integrated end to end logistics solution provider to online retailers

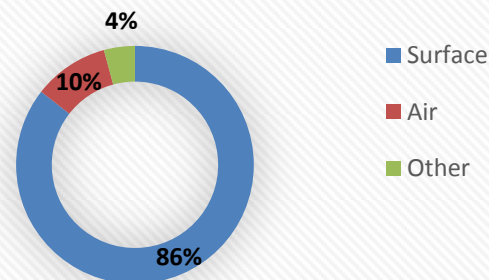
- E-Commerce logistics is the most important vertical with high growth potential. Registered a turnover of 2070Mn in FY16
- Deep penetration into eCommerce ecosystem with value added services , innovation and customized solutions
- Serves over 17000 Pincodes
- Leader in delivering white goods and furniture

Revenue Break-up (FY2016) – Well spread across the country

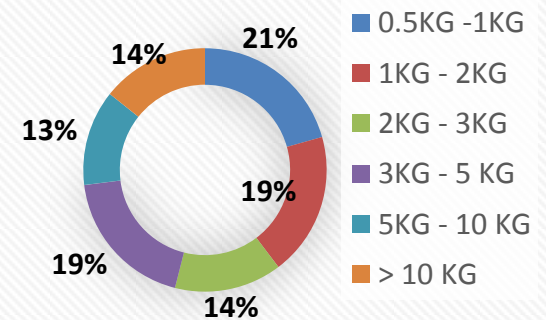
Key Verticals



Mode



Weight Segmentation



Annual Performance FY16

Snapshot of the Consolidated Profit and Loss Account (INR Crores)

	GATI	GKEPL	KAUSAR	OTHERS \$	Total #	PY
Total Income	498	1,142	49	71	1,682	1,663
EBIDTA	56	95	5	-2	146	154
%	11.3%	8.3%	9.5%	-2.9%	8.7%	9.3%
PBT	22	57	-4	-2	65	79
%	4.5%	5.0%	-8.1%	-3.4%	3.9%	4.7%
PY Income	455	1,142	46	85	1,663	NA
YoY	9.5%	0%	7.1%	-16.1%	1.1%	NA
YoY	291	141	69	0	502	473

\$ Includes Asia Pacific Entities, GIETL and other Subsidiaries

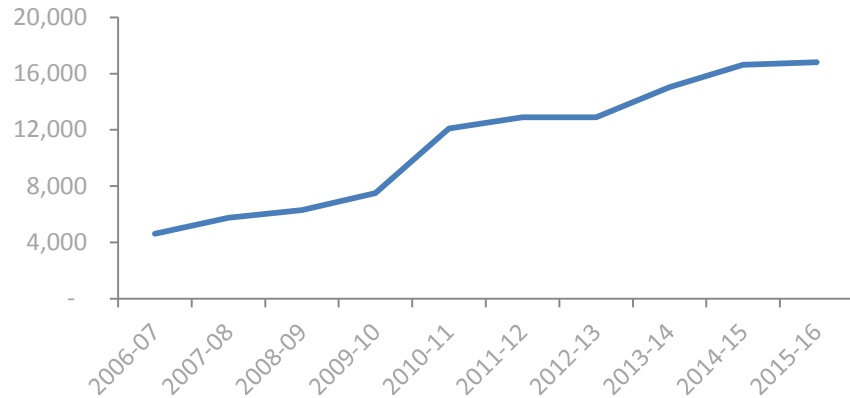
Gati Consolidated performance is net of inter company transaction.

Key Metrics of last 10 years

10 year consolidated performance in charts

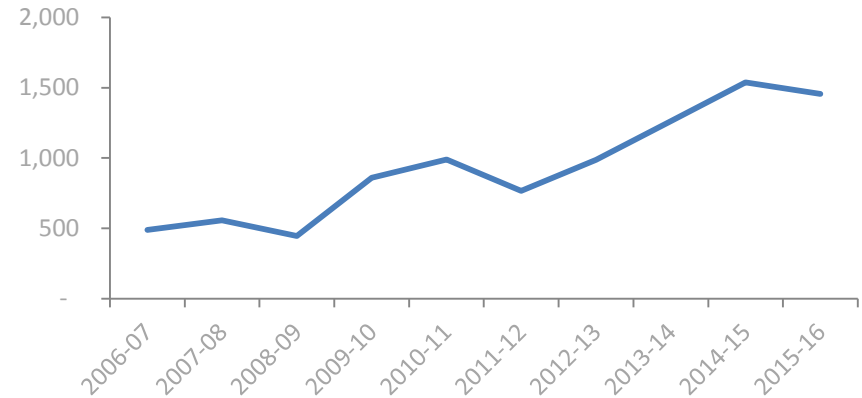
Total Income*

Figures in INR million



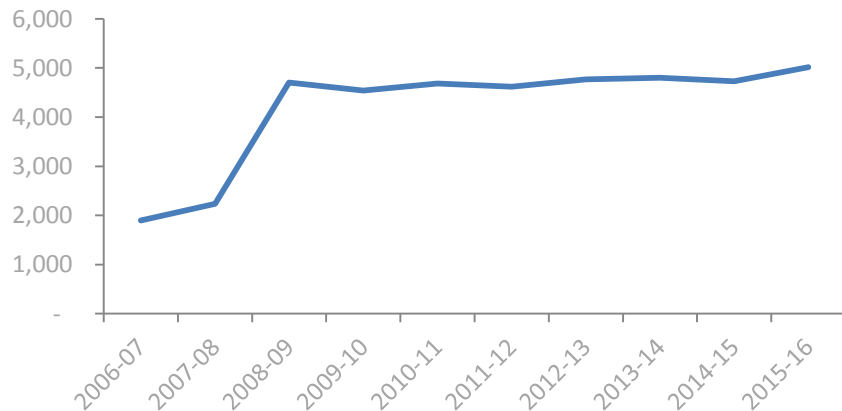
EBIDTA*

Figures in INR million



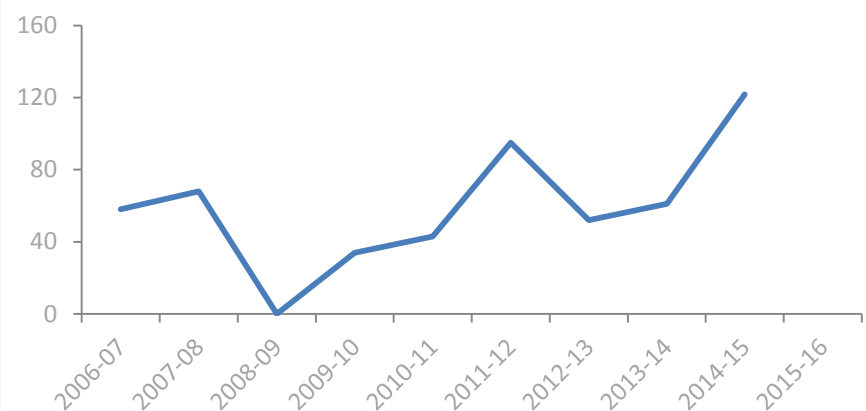
DEBT*

Figures in INR million



Dividend Paid*

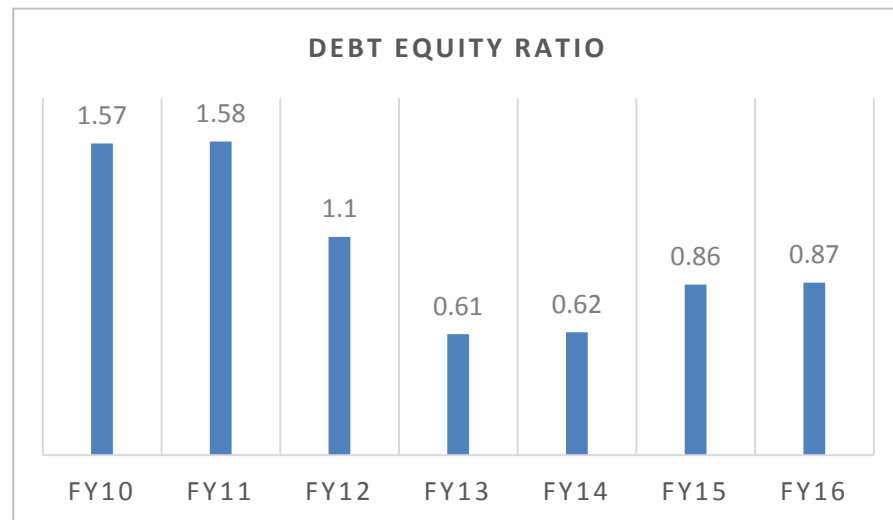
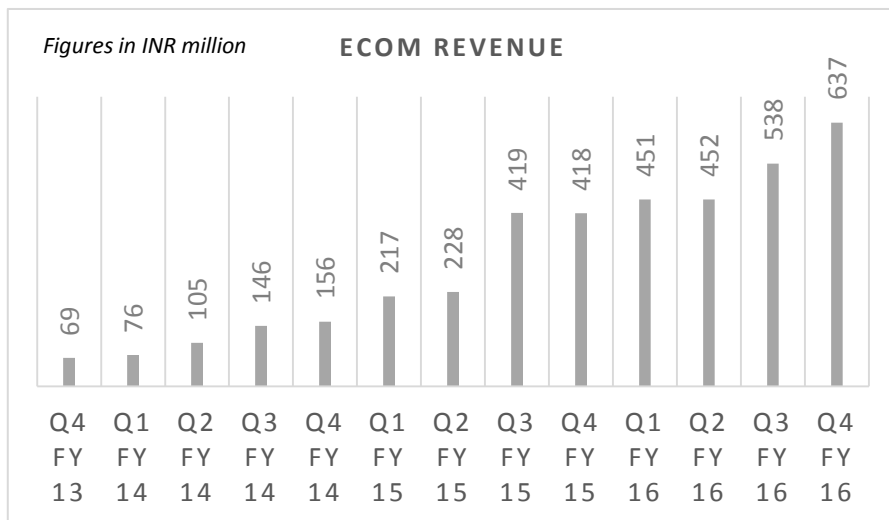
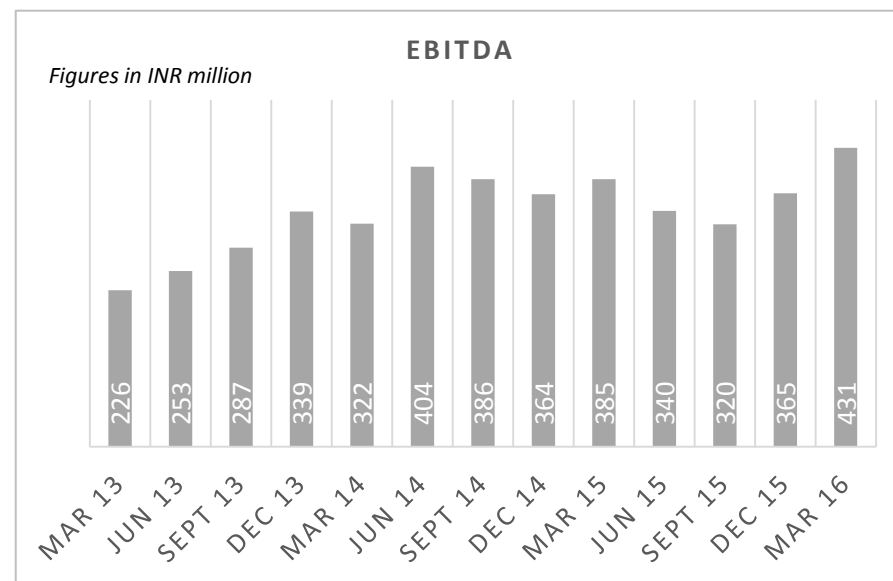
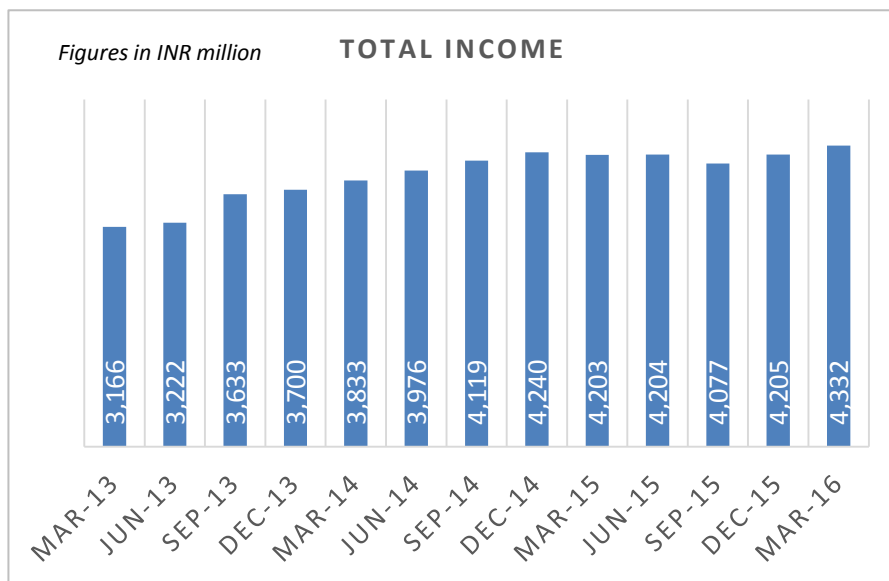
Figures in INR million



**FY14 numbers have been extrapolated for 12 months since the Company changed its accounting period*

Demonstrated Operating Track Record & Growth

Strong Consolidated Financial Track Record



Way Forward

Gearing up for the transforming logistics

E-Com Capability expansion

Expansion of Fulfilment and VAS services for e-com industry

Industry Specific logistics and supply chain Solutions

GST embedded for various Industry Verticals

Innovating integrated solutions to optimise supply chain cost

Cold chain warehousing capabilities development for end to end solutions



THANK YOU

