

For Immediate Release

Gati's profit after tax rises 34% over previous quarter.

E-Commerce drives Gati's third quarter, with 28% volume growth during peak season

Consolidated Financial Highlights of Q3 FY'16

- **Consolidated Revenue of Rs 420.4 crore in Q3 FY'16, up by 3.1% over Q2 FY'16**
- **EBITDA at Rs 36.5 crore in Q3 FY'16, up by 14% over Q2 FY'16**
- **EBITDA margin improved 80 bps over Q2 FY'16**
- **PAT at Rs 11.1 crore in Q3 FY'16, up 34% over Q2 FY'16**

Hyderabad, January 20, 2016: GATI Ltd. (NSE: GATI, BSE: 532345) India's leader in Express Distribution and Supply Chain Solutions, declared its financial results for the third quarter ended 31st December 2015.

In Q3 FY'16, the company registered a consolidated revenue of Rs 420.4 crore, up 3.1 % over Q2 FY'16.

The consolidated net profit rose by 34% to Rs 11.1 crore in Q3 FY'16, from Rs 8.3 crore in Q2FY'16.

The company now handles over 280,000 packages everyday across 672 districts in India.

Segmental Highlights:

1. Gati Kintetsu Express Private Ltd - Express Distribution and Supply Chain Solutions

- In Q3FY'16, the total income for GATI-KWE rose by 2.3% to Rs 287.3 crore, from Rs 280.8 crore in Q2FY'16
- EBITDA grew by 22% to Rs 26.3 crore in Q3FY'16, from Rs 21.4 crore in Q2FY'16. This represents 150 bps QoQ improvement in margin
- The EFC business registered 150% YoY revenue growth

2. Gati e-commerce Logistics (E-connect)

- Gati's E-connect division clocks a revenue growth of 20% QoQ at Rs 53.8 crore, with extended reach covering 17,000 pin codes
- The peak festival period witnessed a 28% spike in volume QoQ.

Commenting on the company's quarterly performance, **Mr. Mahendra Agarwal, Founder & CEO** said, "Our Q3 FY16 operating performance was sequentially improved compared to Q2 FY16, as forecasted, and we expect such improvement to continue into the coming quarters. We shall stay committed to our strategy of driving volume growth with disciplined cost focus and provide customized end-to-end solutions. "

About Gati Ltd:

Gati Limited (www.gati.com) is a pioneer and leader in Express Distribution and Supply Chain Solutions in India delivers over 280,000 packages everyday. Having started as a cargo management company in 1989, Gati has grown into an organization with more than 5,000 business partners and a network reach of 672 out of total 676 districts in India. Gati has over 4,500 vehicles on the road excluding their fleet of refrigerated vehicles, and world class warehousing facilities across India. Furthermore, Gati has a strong market presence in the Asia Pacific region and South Asian countries. Gati has offices in India, Singapore, Hong Kong, China, Nepal and Thailand.