

For Immediate Release

Gati Ltd's Q4 FY '16 Consolidated Net Profit rises 37.1%

Board of directors recommend a final dividend of 50%

Consolidated Financial Highlights of Q4 FY'16

- **Consolidated Revenue of Rs 433.3 crore in Q4 FY'16, up by 3.1 % over Q4 FY'15**
- **EBITDA at Rs 43.1 crore in Q4 FY'16, up by 11.8% over Q4 FY'15**
- **EBITDA margin improved 140 bps over Q3 FY'16**
- **PAT at Rs 15.5 crore in Q4 FY'16, up 37.1% over Q4 FY'15**

Hyderabad, April 27, 2016: GATI Ltd. (NSE: GATI, BSE: 532345) India's leader in Express Distribution and Supply Chain Solutions, declared its financial results for the fourth quarter ended 31st March, 2016.

Gati recorded consolidated revenues of Rs. 433.3 crore in Q4 FY'16. This represents a 3.1% YoY growth against Rs 420 crore in Q4 FY'15.

Gati's strategy to broaden its e-commerce customer base and expand presence across product weight segments helped deliver a healthy 18% QoQ growth in a post festive season quarter. Gati enhanced its capabilities to cater to small parcel segment and also intensified its business development efforts to engage with small and medium e-commerce players, which has yielded positive results.

Gati Kausar, the cold chain solutions subsidiary, turned the corner by registering a positive PAT margin of 4.5%

In the matter of Air India case, an interim amount of INR 22.5 Crores has been made over to the company as per Delhi High Court Order.

In another significant development, the company has regained the West-East round-trip Parcel Train tender which will help it re-establish its full business potential in this flagship trade lane.

The growth in topline coupled, with network re-alignment and control on operating costs, resulted in improved EBITDA margins in Q4 FY'16

Other Financial Highlights:

- In Q4FY'16, the total income for GKEPL rose moderately by 1.4% to Rs 287.6 crore and the EBITDA margin improved by 50 basis points over Q4'15 to Rs. 27.1 crore.
- Gati's Supply Chain Management segment showed significant positive momentum with new customer acquisitions and a healthy pipeline for the coming financial year.
- Gati's E-connect division sustained its growth story by clocking a Q4 FY'16 revenue of Rs 64

crore which is a growth of 52% YoY. On a full year basis, the E-connect business registered a topline of Rs 207.8 crores, up 60% over FY'15 and the e-fulfillment center business grew by 153% over FY'15 clocking a revenue of INR 25 Crores in FY'16.

- Gati Consolidated full year revenue for FY'16 stands at Rs 1,681.8 crores, up 1.1% over the previous year. While the PAT improved sequentially over the last two quarters, the full year consolidated PAT for FY'16 is Rs 49.2 crores versus Rs 56.6 crores in FY'15

Commenting on the company's quarterly performance, **Mr. Mahendra Agarwal, Founder & CEO** said, "Our Q4 performance has shown continued improvement over previous quarters which gives us tremendous confidence as we enter the next financial year. We shall continue to drive volume growth in our various businesses through competitive product innovations and portfolio expansion"

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.