

For Immediate Release

Gati's profit after tax rises 86.5% over previous quarter

- **Launches GatiFulfillment Services & expands Cold Chain infrastructure**
- **Crosses ₹ 1,700 crore annual revenues for Full year FY16-17**

Hyderabad, May 06, 2017: GATI Ltd. (NSE: GATI, BSE: 532345) India's leader in Express Distribution and Supply Chain Solutions, declared its financial results for the fourth quarter and Fiscal year ended 31st March 2017.

In Q4 FY16-17, the company registered consolidated revenue of ₹418.4 crore, down 3.4 % over Q4 FY15-16. The consolidated net profit after minority interest dropped by 40% to ₹9.3crore in Q4 FY16-17 over last year, but grew 86% sequentially from ₹5crore in Q3FY16-17.

Gati consolidated full year revenue for FY16-17 stands at ₹ 1704.1 crore, up 1.3% over the previous year. The consolidated net profit after minority interest dropped by 19.9% to ₹29.5crore in FY16-17 from previous year. The full year growth was chiefly affected by e-Commerce growth stagnation and lingering effects of demonetization in select industry verticals

Other Segmental Highlights:

- For Full Year 2016-17, the total income for Gati Standalone, increased by 5.7% to ₹ 526.3crore, from ₹ 498crore in FY15-16. EBITDA in Standalone improved 6.6% to ₹ 59.7crore in FY16-17, from ₹ 56crore in FY15-16
- For Full Year 2016-17, the total income for GatiKintetsu Express Private Ltd (GKEPL), the Express Distribution and Supply Chain Solutions joint venture is ₹1,111.7crore, a decline of 2.6% to from ₹1,141.6crore in FY15-16. EBITDA in GKEPL stands at ₹ 79.7 crore in FY16-17, a decline by 16% from ₹95.3crore in FY15-16.
- GIETL subsidiary grew 66.5%, signaling traction of our unique end-to-end supply chain solution that delivers significant value addition to our customers.

Commenting on the results for the fourth quarter, Gati's Founder and CEO. **Mr. Mahendra Agarwal**, stated, "The post festive slowdown in ecommerce industry and the slow tapering down of the after effect of demonetization on both B2B and B2C segments had a material impact on the company's performance. We expect a substantial momentum built up in FY17-18 in the GST context further aided by our recent portfolio enhancement including GatiFulfilment Services and end-to-end Supply Chain Solutions."

About Gati Ltd:

Gati Limited (www.gati.com) is a pioneer and leader in Express Distribution and Supply Chain Solutions in India and delivers over 6 mn packages a month. Gati started in 1989 as a cargo management company and expanded to serving complex business solutions in Air & Surface Distribution, e-Commerce logistics, Warehousing, eFulfilment, Freight Forwarding and Cold Chain. Gati has now 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 4,700 fleet including refrigerated vehicles and world class warehousing facilities across India. 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.