

Q1 FY'16 Result Update



Discussion

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Schedule

31st July 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. VSN Raju, Company Secretary, Chief Investor Relations and Compliance Officer, Gati Limited

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

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Q1 FY'16 Highlights at a Glance



At the outset an important highlight during the quarter relates to the dispute between Air India and Gati. the Hon'ble High Court of Delhi has pronounced the order in favour of Gati and upheld the award of Arbitral Tribunal. Under this award, Gati is entitled to receive around Rs. 26 Cr from Air India.

20% growth QoQ in eFc business

100% plus growth YoY in eCom business

Opened 13 consolidation centres for first mile pickup in eCom

eCom network mix of 1500 bikers, drivers and eCom agents

Gati has launched GATI –APP which allows customers host of features on their hand phone.

Added 1 more warehouse under TAPA certification.

Increased mix of Commercial paper from Rs 30 Cr to Rs 80 Cr which constitutes more than 50% of our Working Capital requirements. This is financed at 9% rate of interest. GKEPL rating upgraded further from "A" to "A+"

Debt maintained at the level of last quarter and less than Rs. 500 Cr.

Q1 FY'16 Consolidated Performance



Particulars	Rs. In Mn		
	Jun15	Mar 15	Jun 14
Total Income	4204	4203	3995
EBITDA	340	385	404
PBT	137	182	231
PAT	99	150	151
Debt Level	4703	4727	4234

Q1 FY'16 Entity Wise Performance



Rs. In Mn

	Gati	GKEPL	Kausar	GIETL	Others	Total	LST QTR
Total Income	1200	2858	137	73	95	4204	4203
EBITDA	120	200	19	-1.4	3	340	385
%	10%	7%	14%	-2%	3%	8%	9%
PBT	43	102	-9	-2	2	137	182
%	4%	4%	-7%	-3%	2%	3%	4%
PAT	33	74	-9	-2	2	99	150
%	3%	3%	-7%	-3%	2%	2%	4%

Thank you