

**For Immediate Release**

## **Gati Q3 Income up by 21% to Rs.2288 mn**

**Hyderabad, Andhra Pradesh, April 30, 2011:** Gati Ltd, India's leader in Express Distribution and Supply Chain Solutions today announced its third quarter and nine months ended results as on 31<sup>st</sup> March 2011 at its Board Meeting held in Hyderabad.

The company posted a total income of Rs 2288 mn in the third quarter as compared to a total income of Rs.1894 mn for the corresponding quarter of the previous year, thereby registering a growth of 21% in revenue. EBITDA grew by 23% at Rs. 250 mn as compared to Rs. 203 mn in the corresponding quarter of the previous year.

The Consolidated revenues registered a significant growth of 32.3% from Rs.6929 mn to Rs.9164 mn for the nine months ended 31<sup>st</sup> March 2011 over the corresponding period last year.

### **Divisional Performance**

Express Distribution & Supply Chain Division has shown a robust growth in revenue of 23% to Rs.2025 mn compared to a revenue Rs.1643 mn and a 34% growth in EBITDA to Rs. 213 mn as compared to Rs. 159 mn for the corresponding quarter in the previous year. The impressive growth in EBITDA is as result of operational efficiency arising out of several measures including route rationalization and better vendor management.

The performance for the nine months ended 31<sup>st</sup> Mar'11 too recorded an impressive growth of 26% from Rs.4764 mn to Rs. 6015 mn.

The Coast-to-Coast (shipping) division has registered a revenue growth of 5.4% to Rs 264 mn for the third quarter as compared to Rs. 251 mn in the corresponding quarter in the previous year. However EBITDA has decreased marginally because of increase in operational costs.

**Business highlights:**

- Strengthened the e-commerce service offerings
- Setting up of temperature controlled warehouses in the main metros of Delhi, Bangalore and Mumbai
- Launched a new parcel train service from Erode – Chennai – Kalyan – Vapi and back from Vapi –Kalyan- Chennai to Erode. Today we operate 29 millennium parcel cargo express trains across the country every month

Mr. Mahendra Agarwal, Founder and CEO, Gati Limited said, **“Gati has not only been an industry leader for over 2 decades now but has pioneered express distribution services in India. We continuously rise up the value chain by bringing to market products and services that are tailored to the needs of the customer. We are focusing on total logistic solutions to customers and have strengthened our service offering in Supply Chain Solutions, Cold Chain Solutions and Express Distribution”.**

He further added, **“We are expecting to close the financial year 2011 with consolidated revenue of Rs. 13000 mn.”**

**About Gati Limited:**

Gati Limited was the pioneer and is now the leader in Express Distribution and Supply Chain Solutions in India. Having started as a cargo management company in 1989, Gati has grown into an organization with more than 3500 employees and a consolidated annual turnover of Rs 7447mn covering 622 out of 626 districts in India. Gati has over 4000 vehicles on the road not including their fleet of refrigerated vehicles, container shipping vessels and world class warehousing facilities across India. Furthermore Gati has a strong market presence in the Asia Pacific region and SAARC countries. Today, Gati has offices in Singapore, China, Malaysia,



Thailand , Hong Kong, Bangkok, Kuala Lumpur, Mauritius and Dubai apart from SAARC countries that concentrate on India- centric distribution solutions.