



February 08, 2023

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. Tel: 022 - 2272 1233 / 34 Fax: 022 - 2272 2131 / 1072/ 2037 / 2061 / 41 Scrip Code: 532345 ISIN No.: INE152B01027 Re.: Gati Limited	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 Tel: 022 - 2659 8235 / 36 / 452 Fax: 022 - 2659 8237/ 38 Symbol: GATI ISIN No.: INE152B01027 Re.: Gati Limited
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Dear Sir/Ma'am,

Sub: Press Release in connection with the Unaudited Financial Results for the quarter ended December 31, 2022

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, we are enclosing herewith a copy of Press Release in connection with the Unaudited Financial Results of the Company for the quarter ended December 31, 2022.

Kindly take the above on your record.

Thanking you,

Yours faithfully,
For **Gati Limited**

T.S. Maharani
Company Secretary & Compliance Officer
M. No.: F8069

Encl.: As above

MEDIA RELEASE

Express Business 9M FY23 EBITDA grew by 89% over 9M FY22

Tonnage growth of 20% over 9MFY22

Hyderabad, Telangana: 08th February 2023: Gati Limited (GATI) one of India's leading premier Express Distribution and Supply Chain Management company, has reported its unaudited financial results for the quarter ended December 31, 2022.

Financial Highlights for Express Business – Q3FY23 & 9MFY23

Particulars (in ₹ Crs)	Q3FY23	Q3FY22	Y-o-Y	9MFY23	9MFY22	Y-o-Y
Revenue	379	353	7.3%	1,114	923	20.7%
EBITDA	20	16	28.5%	60	32	88.7%
Profit Before Tax (PBT)	0.5	5	-90.0%	12	-1	LP

LP: Loss to Profit

For Q3FY23, Fuel stations revenue grew by 7% Y-o-Y, for 9MFY23 the growth stood at 13% Y-o-Y

Commenting on the results Mr. Pirojshaw (Phil) Sarkari, Chief Executive Officer of Gati Limited said:

“The company has recorded highest ever quarterly revenue for Q3 FY23 which stands at ₹379 Crores. This performance reflects companies’ focus on customer delight and Operational efficiency. Express business revenues for 9MFY23 stood at ₹1,114 Crores registering a growth of 20.7% as compared to last year. The gross margin expansion remains on track. This growth is on the backdrop of infrastructure amplification, digitisation and sales acceleration initiatives upon which the company has embarked. In the next phase of infrastructure development, we’ll be setting up four surface transshipment hubs in Bengaluru, Hyderabad, Indore and Kolkata.”

Despite tough economic scenario the company has been able to maintain its performance. Logistics sector is poised for exciting times ahead given its pivotal role in sustaining the GDP growth. The government too, recognises this and has increased its focus capital expenditure for development of rail and road infrastructure.

The push to the multi-modal connectivity and supply chain development with increased focus on technology and digital enhancement will have multifaceted impacts on the industry. The Urban Investment Development Fund will enhance connectivity and provide faster transportation in tier-2 and tier-3 cities. Government incentives along with improved consumer sentiments will lead the nation on the path of sustainable growth.

Gati aims to enhance customer experience and operational excellence on front-end digitisation that include CRM system for managing customer relationships, sales acceleration with cluster-based approach, data science and digital payments.

Hub modernisation and enhanced automation will lead to better efficiency which will translate to higher volumes. Gati has launched strategically located state-of-the-art and tech-enabled surface



transshipment centre (STC) in Nagpur recently, with this now we have four operational hubs in Mumbai, Farukhnagar and Guwahati. Keeping an eye on improving the cost, company has launched over 20 EV's for first mile and last delivery.

About Gati Limited (BSE: 532345 NSE:GATI)

Founded in 1989, Gati is one of India's premier Express Distribution companies. With a strong presence across Asia, including a nationwide network that covers 99% of the country's districts, Gati's unparalleled reach creates the unique advantage of covering every part of India. Gati's integrated and IT-backed multi-modal network allows it to offer end-to-end supply chain solutions specific to varied business requirements. The strategic collaboration with Allcargo enables Gati to leverage the strengths of Allcargo's global network operating in more than 180 countries and enhance its products and services portfolio. Key business verticals of Gati include Express Distribution, Air Freight, E-commerce, First and Last Mile Logistics, etc. Gati also offers exclusive B2C services like Laabh, Bike Express, Student Express, and others. Its services and solutions have been designed to be flexible and scalable to meet the needs of different businesses across various industry sectors. Gati has always adhered to the highest corporate governance standards and continues to direct efforts towards enhancing its people, technology as well as business processes and operations on a regular basis.

For further information, contact:

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