November 20, 2018

Gati Ltd (GATLIM)

₹ 83

Revenue growth continues amid muted margin

- Revenues for Q2FY19 grew 15% YoY to ₹ 465.7 crore (I-direct estimate: ₹ 446.4 crore). Express distribution and supply chain (EDSC) grew 11% to ₹ 369.5 crore. The growth was further accelerated by 29% and 54% YoY growth in fuel and other sales, respectively
- EBITDA margins stayed flattish at 4.8%, as higher operating cost to sales ratio (up 240 bps to 77.5%) was negated by fall in employee cost (down 120 bps YoY to 10.1%) & other expenses to sales ratio (down 110 bps YoY to 7.7%). Hence, EBITDA grew 16% YoY to ₹ 22.4 crore
- However, PAT de-grew 87% to ₹ 2.6 crore mainly due to the presence of an exceptional income of ₹ 23.7 crore in Q2FY18 (on account of exchange gain on conversion of FCCB)

Express segment delivers high single digit growth in H1FY19

Standalone revenues grew 17% YoY, post experiencing muted numbers for five to six consecutive quarters and saw growth of 9% to ₹ 244 crore in H1FY19. Consolidated revenues saw growth of 11% to ₹ 923 crore in H1. Also, the express delivery segment (~82% of consolidated revenues) has seen growth of 8% in H1FY19. Continued revenue growth in express division remains critical for growth in consolidated revenues. On the EBIT margin front, express distribution and logistics (89% of EBIT) showed 308 bps YoY contraction to 4.3% and fuel sales (9% of sales) showed 21 bps expansion to 2.7%. As per the management, strong growth due to festive sales is expected to aid margins in Q3FY19. Though H1FY19 EBITDA margin has been muted at 4.8%, we expect the same to improve in H2FY19 and expect a margin of 5.3% for FY19.

E-commerce vertical revenue growth turns positive

The management is making efforts to revive the e-commerce segment (~10% of consolidated revenues). We believe the same will grow in single digits in the near term. On the consolidated front, Gati KWE has been selected as a preferred logistics partner for Ikea's first store in Hyderabad. It strengthens our belief that given Gati's pan-India reach (5402 direct pin codes, 14587 remote pin codes) and last mile delivery (5000+ vehicles), it would continue to remain the logistics partner across e-tailing players, further providing growth impetus to the business.

Induction of new partner key for re-rating stock

The management has been on the lookout for a strategic/financial partner since Q4FY18. As per media sources, it is in advanced talks with a domestic player. A strategic buyer could supplement Gati with newer growth opportunities whereas a financial buyer would aid in improving the company's balance sheet. However, key risks in case of financial buyer, if the company engages in parting with its higher yield assets, along with valuations, the overall management vision/guidance would become critical to remain invested in the stock. Overall, the GST regime is expected to be a significant factor for growth, profitability for logistics companies. Businesses across industries in India are expected to make their storage/transportation decisions on the basis of logistical efficiencies instead of their tax efficiency, which is likely to result in significant business opportunities for large, integrated logistics solutions providers like Gati. Post resolution of the foreign currency convertible bonds (FCCB) issue, Gati would now be able to bring in a strategic investor and raise funds for expansion and/or de-merge its business into separate entities. Given these strategic decisions, we have a **HOLD** recommendation on the stock with a target price of ₹ 90 (at P/E multiple of 29x FY20E).

Rating matrix

Rating	:	Hold
Target	:	₹ 90
Target Period	:	12 months
Potential Upside	:	9%

What's changed?

Target	Changed from ₹ 115 to ₹ 90
EPS FY19E	Changed from ₹ 2.2 to ₹ 1.6
EPS FY20E	Changed from ₹ 3.8 to ₹ 3.1
Rating	Changed from Buy to Hold

Quarterly performance

₹ Crore	Q1FY19	Q1FY18	YoY (%)	Q4FY18	QoQ (%)
Revenue	455.7	426.7	6.8	454.6	0.3
EBITDA	21.8	18.2	20.1	15.5	41.2
EBITDA (%)	4.8	4.3	53 bps	3.4	139 bps
PAT	5.6	18.3	NA	(4.8)	NA

Key financials

₹ Crore	FY17	FY18	FY19E	FY20E
Net Sales	1,691	1,736	1,991	2,301
EBITDA	96	77	106	145
Net Profit	10.7	34.2	17.4	33.8
EPS (₹)	1.2	3.2	1.6	3.1

Valuation summary

	FY17	FY18	FY19E	FY20E
P/E (x)	68.6	26.2	51.4	26.6
Target P/E (x)	95.0	21.6	71.6	37.0
EV/EBITDA (x)	10.3	15.3	11.9	8.6
P / BV (x)	1.1	1.2	1.2	1.2
RONW (%)	1.6	5.0	2.4	4.5
ROCE (%)	7.6	6.0	8.0	10.9

Stock data

Particular	Amount
Market Capitalization (₹ Crore)	1,079.7
Total Debt (FY17) (₹ Crore)	493.0
Cash (FY17) (₹ Crore)	62.8
EV (₹ Crore)	1,509.9
52 week H/L	154\73
Equity Capital (₹ Crore)*	21.7
Face Value (₹)	2.0

** Adjusted for conversion of FCCB's*

Peer Comparison

	1M	3M	6M	1Y
Blue Dart Expres	0.3	7.5	-20.5	-8.5
Gati Ltd	10.7	-8.3	-13.6	-8.5
Vrl Logistics	-10.6	-22.5	-25.5	-1.7
Transport Corp	16.8	22.8	13.8	18.9

Research Analyst

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Variance analysis

₹ Crore	Q2FY19	Q2FY19E	Q2FY18	YoY (%)	Q1FY19	QoQ (%)	Comments
Revenue	467.5	446.4	406.0	15.2	455.7	2.6	Express distribution and supply chain segment grew 11% YoY to ₹ 370 crore
Cost of Sales	95.4	84.8	70.5	35.3	87.1	9.5	
Operating Expenses	266.7	258.9	234.4	13.8	258.4	3.2	
Employee Benefit Expenses	47.1	47.8	46.0	2.4	47.0	0.1	
Other Expenditure	35.9	37.9	35.8	0.4	41.3	-13.1	
Total Expense	445.1	429.5	386.6	15.1	433.9	2.6	
EBITDA	22.4	17.0	19.4	15.6	21.8	2.5	
EBITDA Margin (%)	4.8	3.8	4.8	2 bps	4.8	-1 bps	Margins beat estimates on the back of lower operating expense to sales ratio (57.1% vs. 58% estimated)
Depreciation	7.6	7.4	7.3	3.6	7.3	4.4	
Interest	11.1	11.2	10.9	2.1	11.1	0.2	
Other Income	1.2	3.8	4.7	-74.9	4.8	-75.8	
PBT	4.9	2.2	5.8	NA	8.3	-41.6	
Total Tax	2.2	0.5	8.8	-74.4	2.7	-17.0	
Extra-ordinary gain/(loss)	0.0	0.0	23.7	NA	0.0	NA	
Adj PAT (excl. Minority Int)	2.6	1.6	20.8	-87.4	5.1	-48.6	

Source: Company, ICICI Direct Research

Change in estimates

			FY19E			FY20E			
(₹ Crore)	FY17	FY18E	Old	New	% Change	Old	New	% Change	
Revenue	1,691.0	1,735.8	1,979.5	1,990.9	0.6	2,248.3	2,301.1	2.3	
EBITDA	95.8	77.1	104.9	105.5	0.6	141.6	145.0	2.4	
EBITDA Margin (%)	5.7	4.4	5.3	5.3	0 bps	6.3	6.3	0 bps	Margins expected to stay in 5-6% range
PAT	10.7	34.2	24.3	17.4	-28.2	40.9	33.8	-17.4	Lower operational performance further impacted by higher interest expense
EPS (₹)	1.2	3.2	2.2	1.6	-28.2	3.8	3.1	-17.4	

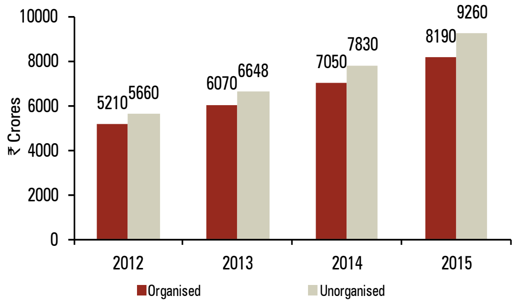
Source: Company, ICICI Direct Research

Company Analysis

GST to trigger unorganised to organised shift in express industry…

For FY15, more than 50% of the ₹ 17500 crore express market is comprised by the unorganised market, which makes it favourable for organised and recognised players like Gati, to increase its penetration in the same. The industry is highly fragmented with ~2500 players but very few integrated players. In the organised segment, the postal department, together with large players, constitutes the organised portion of the market. While the Indian postal department holds a lion's share in the document segment, other organised players distinctively command a significant market share in the non-document market. Major domestic players in the organised segment like Gati, BlueDart, DTDC, First Flight, coupled with global majors like DHL, FedEx, TNT and UPS constitute the organised express industry in India.

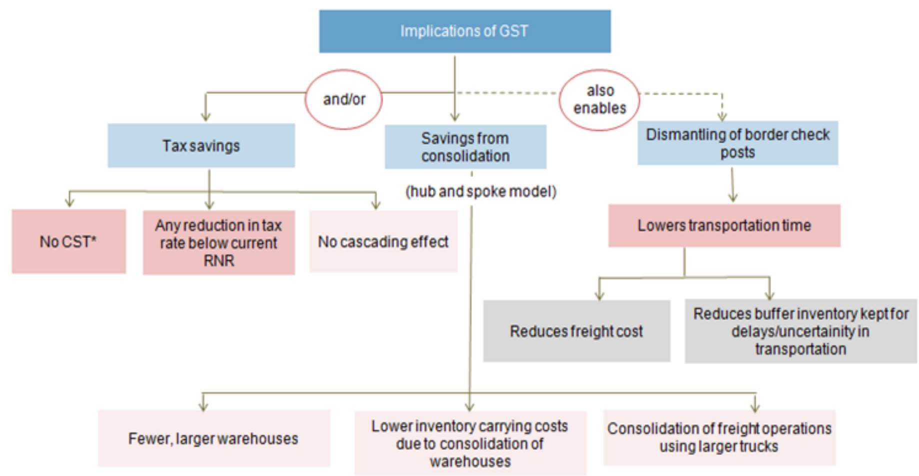
Exhibit 1: Unorganised market forms major portion



Source: CII survey, ICICI Direct Research

The recently introduced GST reform will lead to a simplified tax structure with a majority of taxes pooled under one uniform rate, thereby bringing more efficient tax administration and reduction in tax seepages. Due to multiple taxation, firms had resorted to setting up multiple warehouses in different states. This was adding up to firm's costs as they were unable to take advantage of economies of scale from using larger but fewer warehouses. Implementation of GST will overhaul and compress the entire transportation set-up. It is estimated that under the GST system, tax will be levied on stock transfers and full credit will be given on inter-state transactions. The outcome of the same will enable manufacturers to plan the warehousing and decisions on the basis of operational and logistics efficiency. The current supply chain arrangements would be realigned making certain proximity to manufacturing locale or consumption markets, resulting in a diverse hub and spoke models.

Exhibit 2: GST to favour organised logistics players like Gati…



Source: Crisil Research, ICICI Direct Research

Gati with its widespread reach and warehousing capabilities is well positioned to seize these opportunities. Implementation of GST will lead to consolidation of widely spread warehouses. In contrast, free movement of goods and services would necessitate tightened logistics networks. Gati provides integrated and seamless transportation and routing of goods through its reach of ~19000 pin codes and warehousing capacity of 3 million square feet (msf). The pan India coverage makes the company the preferred logistics partners of majority players.

FCCB issue resolved – Decline in debt, broadening equity base, dilution of 7.3% in promoter holdings...

Gati had raised $22.18 million on December 12, 2011 by issuing zero coupon unsecured foreign currency convertible bonds (FCCB) (FV: $1000) redeemed by December 13, 2016. The issue in prejudice has been resolved. Two-third of these FCCBs have been converted into equity shares while the remaining one-third has been repaid. Post this, the equity base increased to 10.8 crore shares of face value ₹ 2/- resulting in equity capital of ₹ 21.6 crore vs. earlier 8.8 crore shares (FV: ₹ 2/-) resulting an equity capital of ₹ 17.6 crore. The remaining portion was paid by cash. Outstanding debt, to the extent of FCCB (₹ 145 crore), was reduced leading overall outstanding debt to reduce from ₹ 493 crore to ₹ 390 crore.

The resolution of this issue would now enable Gati to bring in a strategic investor in its key businesses. Moreover, it can also de-merge its growing business into separate units enabling the management to adopt a focused approach. We believe that any development in this direction would re-rate the stock.

Gati – Preferred logistics partner due to market leadership

Gati continues to maintain its market leadership in the express distribution industry. The express distribution market is currently valued at ₹ 17,50,000 crore, which can be further broadly distributed to documents and non-documents segments. Gati remains the market leader in the non documents market with ~19% market share. It creates a moat around its business model by providing one-stop solutions for all logistic requirements from warehousing, freight forwarding, supply chain solutions, temperature controlled solutions, B2C couriers and fulfilment centres. Having coverage of over 21000 pin codes and 653 districts, the company claims a reach of 99.3% of the Indian geography. Express distribution derives ~79% of revenues from surface movement. For the sector per se, the former parent's (TCI) association with a majority of auto OEMs resulted in majority of revenues for the company. However, over a period of time, with higher market penetration, this dependence was de-risked followed by a diversified current customer profile.

Gati caters to logistics requirements for eight of the top 10 auto companies (Ford, Tata, Hero, Suzuki, etc), top seven of electronic companies (Samsung, Canon, Ricoh, etc), five of the top seven pharmaceutical companies (Cipla, Novartis, Torrent, etc) and three of the top five FMCG companies (HUL, Dabur, Godrej, etc). Through surface logistics, the company also carries out transportation of temperature controlled products. With the company catering to the needs of diversified industries, the company's growth rate can be associated with the performance of these industries, which further extrapolates to the GDP growth rate. Gati derives 75% of its business from institutional clients and the remaining 25% from the retail segment. It provides a credit period of ~60 days to institution clients. These agreements include "diesel surcharge" clause. The clause benchmarks "diesel price hike index" wherein billing is adjusted with a variation in the same. Thus, customers pay the additional cost calculated by the specified "diesel price hike index". As the majority of the business flows from institutions with whom Gati has formal agreements, it provides enhanced revenue visibility and lower tonnage volatility.

Exhibit 3: Multi modal & multi-service offerings of Gati

Source: Industry, ICICI Direct Research

A widespread network managed by multi-modal capabilities, leadership in surface and incremental revenues from ramp up of volumes in the GST-era would resume growth in its KWE revenues.

Valuation

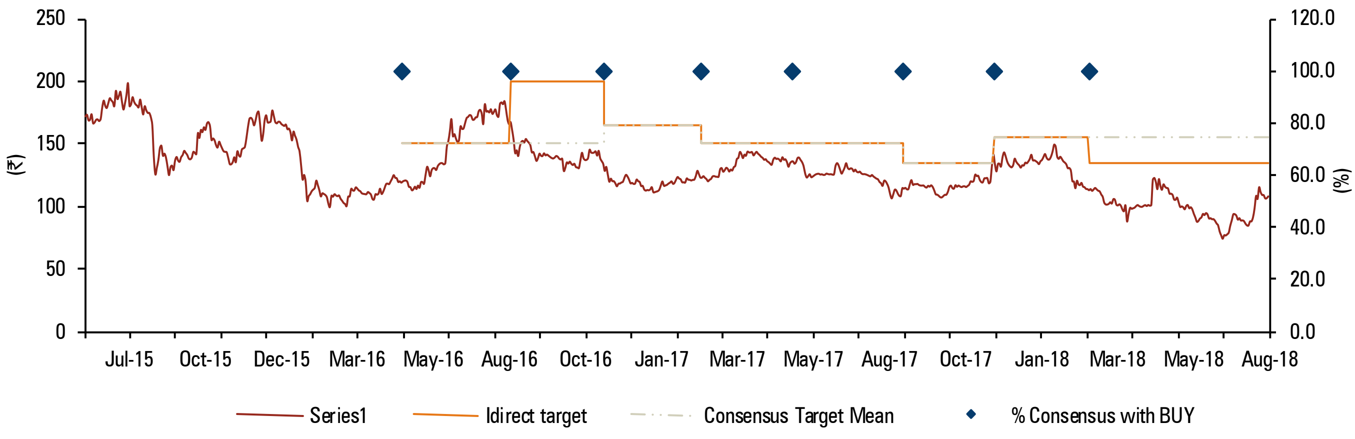
The management has been on the lookout for a strategic/financial partner since Q4FY18. As per media sources, it is in advanced talks with a domestic player. A strategic buyer could supplement the company with newer growth opportunities whereas a financial buyer would aid in improving the company's balance sheet. However, a key risk is that in case of a financial buyer, if the company engages in parting with its higher yield assets, along with the valuations, the overall management vision/guidance, deal structure would become critical to remain invested in the stock. Overall, the GST regime is expected to be a significant factor for growth and profitability for logistics companies. Businesses across industries in India are expected to make their storage/transportation decisions on the basis of logistical efficiencies instead of their tax efficiency, which is likely to result in significant business opportunities for large, integrated logistics solutions providers like Gati. Post the resolution of the foreign currency convertible bonds (FCCB) issue, Gati would now be able to bring in a strategic investor and raise funds for expansion and/or de-merge its business into separate entities. Given these strategic decisions we have a **HOLD** recommendation on the stock with a target price of ₹ 90 (at P/E multiple of 29x FY20E).

Exhibit 4: Valuation ratios

	Sales (₹ cr)	Sales Growth (%)	EPS (₹)	EPS Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
FY17	1691.0	1.0	1.2	-71.2	68.6	10.3	1.6	7.6
FY18	1735.8	2.6	3.2	160.5	26.2	15.3	5.0	6.0
FY19E	1990.9	14.7	1.6	-49.0	51.4	11.9	2.4	8.0
FY20E	2301.1	15.6	3.1	93.6	26.6	8.6	4.5	10.9

Source: Company, ICICI Direct Research

Recommendation history vs. consensus estimate



Source: Bloomberg, Company, ICICI Direct Research

Key events

Date	Event
Dec-11	Issues FCCBs for proceeds amount of $22.18 million
Feb-12	Kintetsu World Express (KWE) acquires Gati's EDSC Business
Feb-12	Sells partial stake in Gati Ship to Bernhard Schulte GmbH & Co KG
May-13	Sells complete stake in Gati Ship to Riba Constructions Pvt Ltd
Sep-13	Starts reporting e-commerce revenues with ₹ 4 crore quarterly run rate
Oct-14	Sale of minority stake in Gati Kausar to Mandala Capital; stock hits 52-week high
Dec-14	E-commerce revenues grow 79% QoQ to ₹42 crore
Jul-15	Repots Q1FY16 results with 5% growth in revenues & E-commerce revenues at ₹ 45 crore
Oct-15	Reports Q2FY16 results lower than estimates. Standalone grows 16% YoY
Jan-16	Reports Q3FY16 results with 1% de-growth in revenues, E-commerce revenues at ₹ 53 crore. Margins at 8.1%
Apr-16	Reports Q4FY16 results higher than estimates. FY16 revenue grows 1%; Standalone grows 12% YoY
Jun-16	Reports Q1FY17 results. Revenue grow 2%; standalone grows 9%. E-commerce grows 29%
Nov-16	Reports Q2FY17 results. Revenues grow 5%. E-com revenues grow 3% YoY. Announced strategic investments in Browntape with investments to the extent of ₹ 18.5 crore
May-17	Reports Q4FY17 results. Revenues de-grow 3% YoY. E-com revenues de-grow 21% YoY. Browntape revenues to start contributing from Q1FY18

Source: Company, ICICI Direct Research

Top 10 Shareholders

Rank	Name	Latest Filing Date	% O/S	Position (m)	Change (m)
1	Goldman Sachs Asset Management (India) Private Ltd.	31-Mar-18	0.08	9.1	0.0
2	Bay Capital Partners, Ltd.	30-Jun-18	0.07	7.9	-1.9
3	Neera & Childrens Trust	30-Jun-18	0.05	5.6	0.0
4	New Horizon Managers Limited	30-Jun-18	0.05	5.0	0.0
5	TCI Finance Ltd	30-Jun-18	0.04	4.7	0.0
6	Kintetsu World Express Inc	30-Jun-18	0.04	4.3	0.0
7	Agarwal (Manish)	27-Sep-17	0.04	4.0	4.0
8	Agarwal (Mahendra Kumar) HUF	30-Jun-18	0.03	3.7	-0.3
9	Agarwal (Mahendra Kumar)	30-Jun-18	0.03	3.2	0.0
10	Mahendra Investment Advisors Pvt. Ltd.	30-Jun-18	0.03	3.1	0.0

Source: Reuters, ICICI Direct Research

Shareholding Pattern

(in %)	Sep-17	Dec-17	Mar-18	Jun-18
Promoter	29.8	26.2	24.9	24.4
Public	70.2	73.8	75.1	75.6

Recent Activity

Buys			Sells		
Investor name	Value	Shares	Investor name	Value	Shares
Alagh (Sunil Kumar)	0.22	0.12	Agarwal (Mahendra Kumar) HUF	-0.32	-0.29
			Parikh (Amal Niranjan)	-0.27	-0.20
			Jubilee Commercial & Trading Pvt. Ltd.	-0.11	-0.10
			Dhruv Agarwal Benefit Trust	-0.08	-0.07

Source: Reuters, ICICI Direct Research

Financial summary

Profit and loss statement				₹ Crore
(Year-end March)	FY17	FY18	FY19E	FY20E
Total operating Income	1,691.0	1,735.8	1,990.9	2,301.1
Growth (%)	1.4	2.6	14.7	15.6
Cost of Sales	264.6	304.9	350.4	405.0
Employee Costs	184.2	191.2	219.0	253.1
Operating Expenses	983.4	1,006.5	1,134.8	1,288.6
Op. Expenditure	162.9	156.0	181.2	209.4
EBITDA	95.8	77.1	105.5	145.0
Growth (%)	(26.8)	(19.5)	36.9	37.4
Depreciation	29.8	30.0	32.5	33.8
EBIT	66.0	47.1	73.1	111.2
Interest	50.0	47.0	51.9	56.1
Other Income	10.4	77.9	8.6	9.2
PBT	26.4	78.0	29.7	64.3
Growth (%)	(59.2)	195.1	(62.0)	116.8
Tax	9.4	15.3	8.9	19.3
Reported PAT	17.0	62.7	20.8	45.0
Exceptional Items	-	(23.6)	-	-
Minority Interest	(6.4)	(4.9)	(3.3)	(11.3)
Adjusted PAT	10.7	34.2	17.4	33.8
Growth (%)	(71.0)	220.6	(49.0)	93.6
EPS	1.2	3.2	1.6	3.1

Source: Company, ICICI Direct Research

Cash flow statement				₹ Crore
(Year-end March)	FY17	FY18	FY19E	FY20E
Profit after Tax	17.0	39.1	20.8	45.0
Less: Dividend Paid	11.6	10.0	5.9	5.9
Add: Depreciation	29.8	30.0	32.5	33.8
Add: Others	-	-	-	-
Cash Profit	35.2	59.1	47.4	72.9
Increase/(Decrease) in CL	(54.8)	(92.9)	(1.5)	26.2
(Increase)/Decrease in CA	70.9	(34.9)	(81.3)	(52.6)
CF from Operating Activities	56.6	(63.6)	(32.9)	41.1
(Add) / Dec in Fixed Assets	(50.7)	(29.0)	(37.9)	(30.0)
Goodwill	-	-	-	-
(Inc)/Dec in Investments	41.0	(0.0)	(1.7)	(1.8)
CF from Investing Activities	(9.7)	(29.0)	(39.6)	(31.8)
Inc/(Dec) in Loan Funds	25.7	3.3	50.0	30.0
Inc/(Dec) in Sh. Cap. & Res.	0.1	4.0	-	-
Others	(47.3)	64.1	(3.6)	(3.5)
CF from financing activities	(21.5)	71.3	46.4	26.5
Change in cash Eq.	25.3	(21.3)	(26.1)	35.8
Op. Cash and cash Eq.	38.1	63.4	42.2	16.1
Cl. Cash and cash Eq.	63.4	42.2	16.1	51.9

Source: Company, ICICI Direct Research

Balance sheet				₹ Crore
(Year-end March)	FY17	FY18	FY19E	FY20E
Source of Funds				
Equity Capital	17.6	21.6	21.6	21.6
Reserves & Surplus	621.2	706.8	718.4	746.3
Shareholder's Fund	638.9	728.4	740.0	768.0
Total Loan Funds	317.8	321.1	371.1	401.1
Deferred Tax Liability	0.0	0.0	0.0	0.0
Minority Interest	114.5	114.0	116.3	118.6
Source of Funds	1,071.2	1,163.6	1,227.4	1,287.7
Application of Funds				
Gross Block	695.9	728.1	758.1	788.1
Less: Acc. Depreciation	133.5	160.4	192.8	226.6
Net Block	562.4	567.8	565.3	561.6
Capital WIP	8.5	2.1	10.0	10.0
Total Fixed Assets	570.9	569.9	575.3	571.6
Goodwill	425.8	425.8	425.8	425.8
Investments	34.3	34.3	36.0	37.8
Inventories	6.6	9.0	5.5	6.3
Debtors	214.3	243.2	327.3	378.3
Cash	63.4	42.2	16.1	51.9
Loan & Advance, Other CA	72.9	76.5	77.2	78.0
Total Current assets	357.2	370.8	426.1	514.4
Creditors	76.2	124.0	105.6	122.1
Other Current Liabilities	303.5	160.6	176.7	185.5
Provisions	6.0	8.2	9.0	9.9
Deferred Tax Assets	68.7	55.5	55.5	55.5
Total CL and Provisions	385.7	292.8	291.3	317.5
Net Working Capital	(28.5)	78.0	134.8	197.0
Miscellaneous expense	-	-	-	-
Application of Funds	1,071.2	1,163.6	1,227.4	1,287.7

Source: Company, ICICI Direct Research

Key ratios				
(Year-end March)	FY17	FY18	FY19E	FY20E
Per share data (₹)				
Book Value	72.5	67.3	68.4	71.0
EPS	1.2	3.2	1.6	3.1
Cash EPS	4.6	5.9	4.6	6.2
DPS	1.0	0.7	0.5	0.5
Profitability & Operating Ratios				
EBITDA Margin (%)	5.7	4.4	5.3	6.3
PAT Margin (%)	0.6	2.0	0.9	1.5
Fixed Asset Turnover (x)	1.6	1.5	1.6	1.8
Inventory Turnover (Days)	1.3	1.6	1.0	1.0
Debtor (Days)	49.5	55.0	60.0	60.0
Current Liabilities (Days)	116.4	105.0	110.0	110.0
Return Ratios (%)				
RoE	1.6	5.0	2.4	4.5
RoCE	7.6	6.0	8.0	10.9
RoIC	7.0	10.4	6.5	8.7
Valuation Ratios (x)				
P/E	68.6	26.2	51.4	26.6
Price to Book Value	1.1	1.2	1.2	1.2
EV/EBITDA	10.3	15.3	11.9	8.6
EV/Sales	0.6	0.7	0.6	0.5
Leverage & Solvency Ratios				
Debt to equity (x)	0.5	0.4	0.5	0.5
Interest Coverage (x)	2.5	2.3	2.7	3.2
Debt to EBITDA (x)	3.3	4.2	3.5	2.8
Current Ratio	0.9	1.3	1.5	1.6
Quick ratio	0.9	1.2	1.4	1.6

Source: Company, ICICI Direct Research

ICICI Direct coverage universe (Logistics)

	CMP			M Cap	EPS (₹)				P/E (x)				EV/EBITDA (x)				RoCE (%)			
Sector / Company	(₹)	TP(₹)	Rating	(₹ Cr)	FY17	FY18	FY19E	FY20E	FY17	FY18	FY19E	FY20E	FY17	FY18	FY19E	FY20E	FY17	FY18	FY19E	FY20E
Container Corporation	674	780	BUY	32,875	22.0	22.0	24.5	29.8	28.9	28.9	25.9	21.3	8.6	6.9	5.8	4.6	9.8	11.4	12.5	13.5
Transport Corp. of India	277	360	BUY	2,127	10.7	16.1	22.0	27.3	25.2	16.8	12.3	9.9	14.4	11.0	8.4	7.0	10.7	13.4	15.1	15.8
BlueDart	3,160	2,950	Hold	7,498	58.9	60.9	34.2	64.4	47.3	45.7	81.5	43.2	19.5	18.6	24.4	16.9	32.2	29.3	17.9	28.2
Gati Ltd.	83	90	Hold	897	1.2	3.2	1.6	3.1	68.6	26.2	51.4	26.6	10.3	15.3	11.9	8.6	7.6	6.0	8.0	10.9
Gujarat Pipavav	97	110	Hold	4,701	5.8	4.6	4.9	5.5	17.3	22.1	20.7	18.4	10.8	11.9	11.2	10.5	14.0	12.1	12.3	13.0
TCI Express	615	780	BUY	2,356	9.8	15.2	19.5	24.4	65.9	42.3	33.1	26.4	40.3	27.6	20.8	16.6	31.9	38.3	38.3	36.4

Source: Company, ICICI Direct Research

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