



GATEWAY DISTRI PARKS LTD.



January 19, 2021

BSE Limited Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 Scrip Code: 532622	National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Trading Symbol: GDL
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Dear Sir / Madam,

Sub: Press release

Please find attached the Press release dated 19 January 2021.

Kindly take the information on record.

Thanking You,

Yours faithfully,

FOR GATEWAY DISTRI PARKS LIMITED

VEENA NAIR

COMPANY SECRETARY

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Press Release

For Immediate Release

Gateway Distriparks Q3FY21 Consolidated EBITDA up YoY 28.72% and 22.07% QoQ to 85.06 crores, PAT up 99.02% YoY and 665.72% QoQ to Rs 32.62 crore

Mumbai/Delhi, January 19th, 2021: Gateway Distriparks Limited (GDL) a leading integrated inter-modal logistics facilitator in India today announced its unaudited financial results for the quarter and nine-months ended December 31st, 2020.

Consolidated Financials for Q3FY2020-21:

Particulars (Rs. Crs)	Q3FY21	Q3FY20	YoY Growth	Q3FY21	Q2FY21	QoQ Growth
Total Income	316.29	304.48	3.88%	316.29	266.96	18.5%
EBIDTA	85.06	66.08	28.72%	85.06	69.68	22.07%
EBIDTA Margin	26.9%	21.70%		26.9%	26.1%	
PAT	32.62	16.39	99.02%	32.62	4.26	665.72%
PAT Margin	10.3%	5.4%		10.3%	1.6%	

Key Operational Highlights year-on-year:

Particulars	Throughput (TEUs)			Revenues (Rs. Crs)			EBITDA/ TEU (Rs./TEU)		
	Q3FY21	Q3FY20	QoQ%	Q3FY21	Q3FY20	QoQ%	Q3FY21	Q3FY20	QoQ%
Rail Business	67,042	61,634	8.8%	227.25	209.54	8.5%	9,009	7,188	25.3%
CFS Business	84,060	94,337	-10.9%	86.55	89.39	-3.1%	2,880	2,109	36.6%

Key Operational Highlights quarter-on-quarter:

Particulars	Throughput (TEUs)			Revenues (Rs. Crs)			EBITDA/ TEU (Rs./TEU)		
	Q3FY21	Q2FY21	QoQ%	Q3FY21	Q2FY21	QoQ%	Q3FY21	Q2FY21	QoQ%
Rail Business	67,042	56,135	19.4%	227.25	175.47	29.5%	9,009	7,649	17.8%
CFS Business	84,060	78,280	7.4%	86.55	87.05	-0.6%	2,880	3,376	-14.7%

Other Highlights:

- **Net Debt** as on December 31, 2020 stands at Rs. 494 Crores against Rs. 681 Crores as on March 31, 2020
- **Gateway Rail Freight Limited Q3 FY21 financial performance:**
 - **Revenues** were Rs. 227.25 Crores vs Rs .209.54crore Q3FY20
 - **EBITDA** was Rs. 60.4 Crores and **EBITDA margin** stood at 26.6 %
 - **PAT** was Rs. 36.05 Crores vs Rs. 19.25 crore Q3FY20
 - **PAT Margin** stands at 15.9%
- **CFS business Q3 FY21 financial performance:**
 - **Revenues** were Rs. 86.55 Crores vs Rs 89.39 crore Q3FY20
 - **EBITDA** was Rs. 24.21 Crores with an **EBITDA margin** of 28%
 - **Net Loss** was Rs. 1.94 Crores vs Profit Rs1.48 crore Q3FY20
- **Snowman Logistics Q3 FY21 financial performance:**
 - **Revenues** were Rs. 60.18 Crores vs Rs. 58.76 crore Q3FY20
 - **EBITDA** was Rs. 16.50 Crores and **EBITDA margin** stood at 27.4%
 - **Net Profit** was Rs. 1.54 Crores vs loss Rs 3.38 crore Q3FY20
- **Board of Directors** at their meeting held on 29th December 2020 approved the payment of **Second Interim Dividend of Rs. 2 (Rupees Two only) per equity share** of face value Rs. 10/- each, for FY21

Commenting on the performance, Mr. Prem Kishan Dass Gupta, Chairman & Managing Director, commented,

“H1FY21 was impacted by COVID-19-linked disruptions, which had weighed on volumes particularly in Q1FY21. The revival in the EXIM trade has been much faster than anticipated. In Q3FY21, the company witnessed a sharp recovery in its overall volumes for both our CFS and Rail Container business. The improvement in volumes has been seen sequentially every month since the beginning of October 2020. In the month of December 2020, the company recorded the highest ever monthly throughput of 25,676 TEUs in Rail Container business. And in the same month, the CFS business also witnessed close to peak business with 30,085 TEUs.

306 km long Rewari-Madar section of the WDFC (Western Dedicated Freight Corridor) was inaugurated in the first week of January 2021, providing a quantum boost to the freight and logistics of the entire Northern India region. The Rewari-Madar section of the WDFC is situated in the states of Haryana (about 79 kilometres) and Rajasthan (around 227 kilometres). Our intermodal hub at Garhi Harsaru, Gurugram in

NCR, is now connected to the Corridor. We became one of the first Intermodal operators to run our train on the newly inaugurated section of the WDFC. The transit time of our trains will reduce significantly, allow higher double stacking of containers and help to provide an even more reliable service to our customers through our North India ICDs at Garhi Harsaru, Faridabad, and Ludhiana.

We expect that the 335-km long Madar-Palanpur section of WDFC is likely to be commissioned by end of Q1 FY22. This will connect the key Gujarat ports of Mundra and Pipavav resulting in increased market share gains for Container Train Operators as against road transporters. This shall benefit us due to our multimodal capabilities to cater our customers who are increasingly demanding integrated logistics solutions.

With most lead industry indicators pointing to a strong demand revival, we anticipate continuous month-on-month momentum in growth of volumes for foreseeable future. Our core servicing sectors such as auto, white goods, steel, agro-products and other industries are witnessing a healthy traction in their businesses. A robust Balance Sheet combined with our strategically located infrastructure alongside the WDFC will help us to capitalize on the future growth opportunities.”

About Gateway Distriparks Limited (GDL)

Gateway Distriparks Limited is an integrated inter-modal logistics service provider. It operates four container freight stations located at Navi Mumbai, Chennai, and Krishnapatnam and two container freight stations at Kochi and Visakhapatnam, through its subsidiaries, Gateway Distriparks (Kerala) Limited and Gateway East India Private Limited, respectively. As of December 31, 2020, we also own a fleet of 193 trailers for transportation between maritime ports and the CFSs. In addition, our subsidiary, Gateway Rail Freight Limited (“GRFL”), provides container rail transportation service between the maritime ports at Nhava Sheva, Mundra, and Pipavav and the four inland container depots owned and operated by it at Gurugram, Ludhiana, Faridabad, and Viramgam, and additionally operates a domestic terminal at Navi Mumbai. As of December 31, 2020, GRFL operates a fleet of 31 trainsets along with 338 trailers which facilitate last-mile pick-up and delivery of cargo.

For more information please visit www.gateway-distriparks.com

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