



August 08, 2024

BSE Limited Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 Scrip Code: 543489	National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Trading Symbol: GATEWAY
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Subject: Investors Presentation

Dear Sir / Madam,

Pursuant to the provisions of Regulation 30 and other applicable provisions, if any of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investors Presentation on the Un-audited Financial Results of the Company for the quarter ended on June 30, 2024.

The same is also available on the website of the Company i.e. www.gatewaydistriparks.com

Kindly take the information on record.

Thanking You,
Yours faithfully,

For Gateway Distriparks Limited

Divyang Jain
Company Secretary &
Compliance Officer

Encl. as above

GATEWAY DISTRIPARKS LIMITED

CIN: L60231MH2005PLC344764

Registered Office: Sector 6, Dronagiri, Taluka Uran, District Raigarh, Navi Mumbai, Maharashtra 400707, India

Corporate Office: 4th Floor, Prius Platinum, Saket District Centre, New Delhi – 110017, India

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Gateway Distriparks Limited

Investor Presentation
for the quarter ended
30th June 2024



India's Leading Multimodal Logistics Company



Services across
the value chain
of multimodal
logistics



Strategically located
to serve all the
major industrial &
manufacturing
zones of India



Best in industry
infrastructure and
equipment enabling
tech-assisted efficient
operations



Network of 10
Container
Terminals



Large fleet of trains
and trailers



Aligned with Western
Dedicated Freight
Corridor

Rail linked Inland Container Depots (ICD)



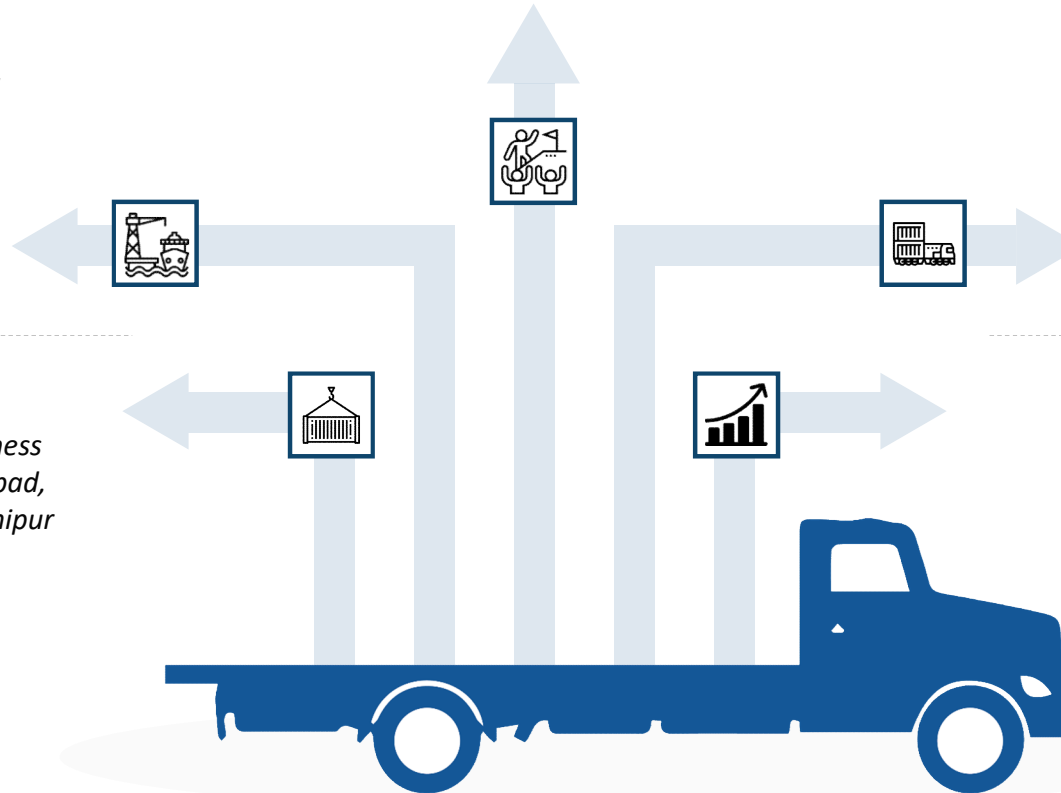
*A strong **early mover advantage** in creating a **network of ICDs**, catering to northern markets and offering **hub and spoke** model of operations*

*Company offers **rail transportation** services for EXIM containers between its ICDs and the key ports of **JNPT, Mundra and Pipavav** with a license to operate on the **pan-India Railways network***

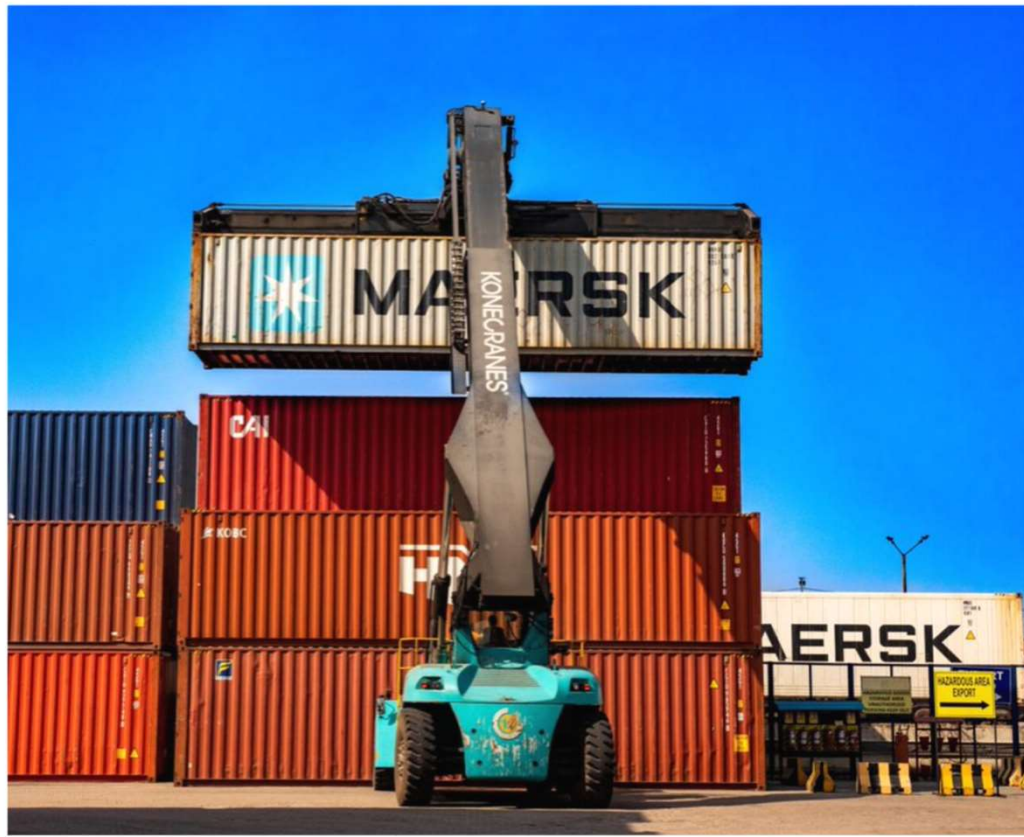
*Aligned with **Western Dedicated Freight Corridor** due to improved transit times and modal shift from road to rail*

ICDs catering to the EXIM business are located at Gurgaon, Faridabad, Ludhiana, Ahmedabad and Kashipur

*Adequate land bank available to double the installed capacity with very low capex – **providing scalability for long-term growth***



Container Freight Stations (CFS)



Company operates **five CFSs** which caters to Nhava Sheva, Chennai, Visakhapatnam, Kochi and Krishnapatnam



Offer various services like container yards, container handling, transportation, storage, bonded & general warehousing, empty handling & storage, and other VAS



The important sources of revenue in the CFS business include handling & transport, terminal services, warehousing, cargo consolidation, first/last mile delivery and other VAS

Service Offering



Rail Transportation



ICD & CFS



Warehousing



Road Transportation



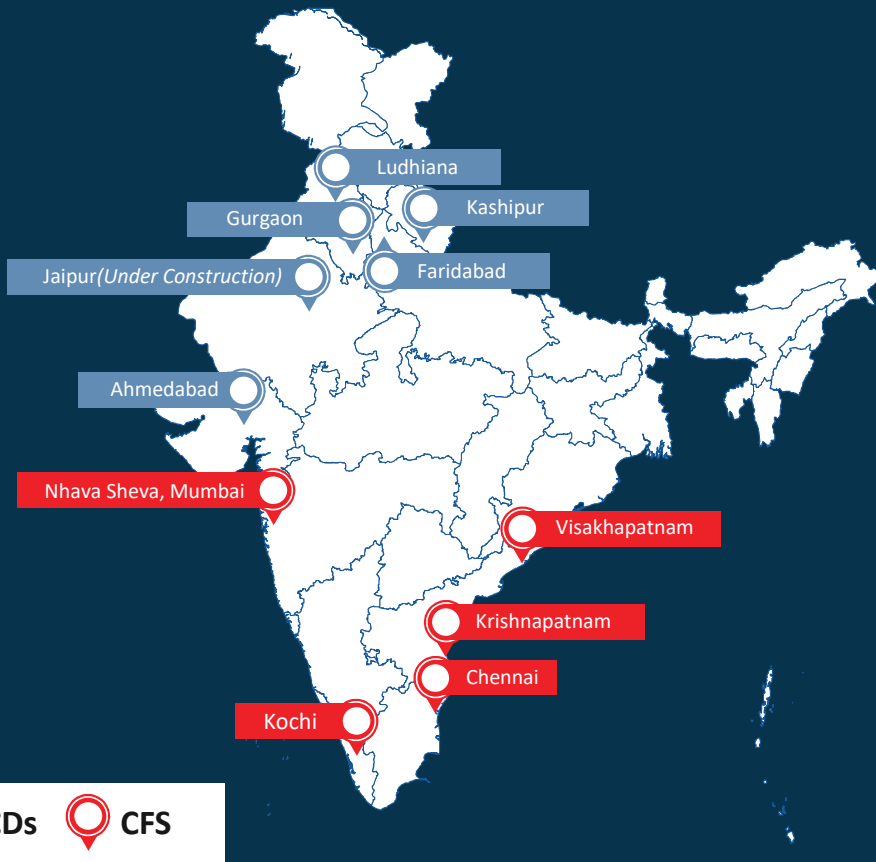
- Operating 34 rakes - 21 owned and 13 on long term lease
- License to operate on Pan-India Railways Network
- Regular services between JNPT, Mundra, Pipavav and hinterland ICDs in North India
- Dedicated Block Train services
- Reefer rail transportation services

- Pick up & Drop of containers to/from the port by Rail & Road
- Container yards for handling of containers for both Customs Clearance as well as DPD containers
- Cargo consolidation services
- Container maintenance & repair facilities
- Value added services

- Available at both ICD & CFS
- General, Bonded and Domestic CT-PAT Compliant warehousing
- Racking facilities available with adequate forklift equipment
- Inventory Management
- Customized solutions like Variable Pressure Clamp Forklifts, Garment on Hangar, Palletizing /unitizing and Shrink Wrapping

- First & Last Mile connectivity by road for end to end multimodal services
- GPS enabled tracking & route planning
- Fleet of over 515+ trailers to carry both 20 & 40 feet containers
- CNG enabled vehicles for reaching emission restricted zones

Strategically Located Facilities



 ICDs
  CFS

* - JV with Chakiat Group (GDL 60%, Chakiat 40%) - Additional 20 acres of Land available for future expansion

ICD Terminals	Land (Acres)	Design Capacity (TEU's)	Installed Capacity (TEU's)
Gurgaon, HR	90	5,00,000	2,50,000
Ludhiana, PB	60	3,00,000	1,50,000
Faridabad, HR	65	3,00,000	1,50,000
Ahmedabad, GJ	40	2,00,000	1,00,000
Kashipur, UK	41	1,50,000	60,000
Jaipur, RJ	Planned Capacity – 1,25,000		

Rail-ICDs located in the North-West region of the country, which contributes to majority of container traffic on west coast

CFS Terminals	Land (Acres)	Installed Capacity (TEU's)
Nhava Sheva, Mumbai, MH	35	2,16,000
Chennai, TN	30	1,50,000
Krishnapatnam, AP	43	50,000
Kochi, KL (Joint Venture)*	6.5 + 21	50,000
Visakhapatnam, AP	25	70,000

CFS business located in areas that are prominent hubs for EXIM traffic and account for major part of container movement

Strong Asset Base

Trains



Trailers



Reach Stackers



Forklifts



Hydra Cranes



Key Metrics

- **ICD Capacity** – 710,000 TEUs p.a.
- **CFS Capacity** – 536,000 TEUs p.a.
- **Total Warehouse Capacity** – ~1,62,000 sq. mt.

Equipment Bank

- **Train Sets** – 34 (21 owned, 13 leased)
- **Tractor Trailers** – 525+
- **Reach Stackers** – 45
- **Hydra Cranes** – 20
- **Forklifts** - 68



Healthy Balance Sheet

- › Stronger asset base, with large cash reserves



Dedicated Freight Corridor

- › As more segments of the DFC are commissioned, the transit times reduce further
- › Hub & Spoke operations



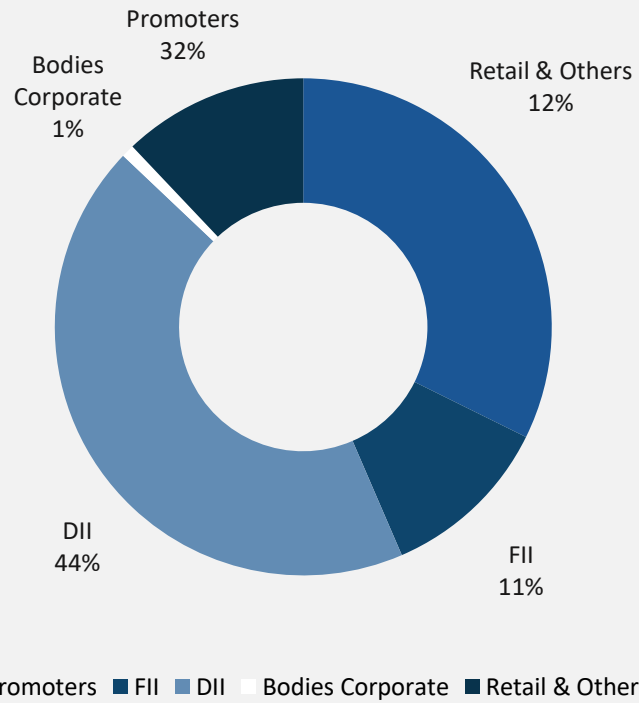
Strategically Located Asset Base

- › Company's long-term strategy for Rail business involves organic & inorganic growth
- › Help increase containerization of cargo in India
- › Improving Capacity Utilization

Shareholding Information



Shareholding Pattern June 2024



1
HDFC Mutual Fund

2
Mirae Asset Mutual Fund

3
ICICI Prudential Mutual Fund

10
Schroder

4
SBI Mutual Fund

5
Franklin Mutual Fund

6
Vanguard Group

11
Dimensional Fund

7
Aditya Birla MF

8
Kuwait Investment Authority

9
Life Insurance Corporation Of India

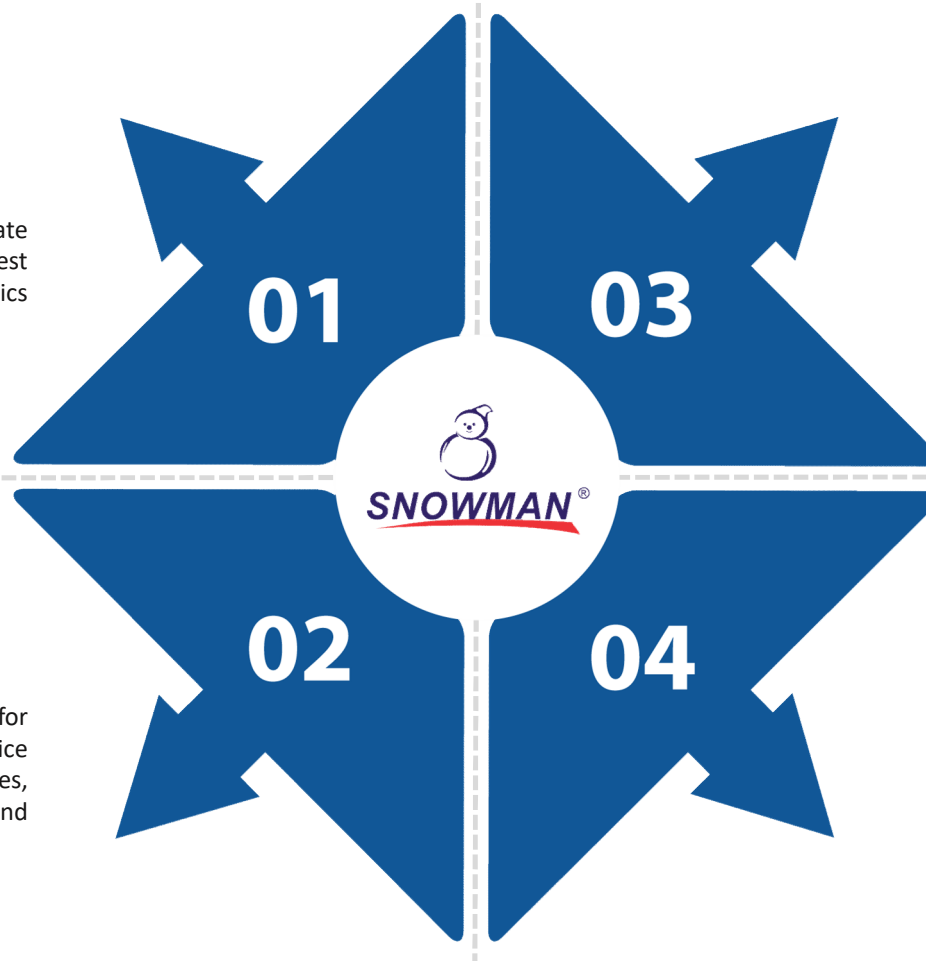
Snowman Logistics Limited - An associate company



Snowman Logistics Limited, an associate company of GDL (46.43% stake), is the largest integrated temperature-controlled logistics service provider in India.



Snowman has a nationwide network of temperature controlled warehouses, and a large fleet of refrigerated vehicles. It also operates dedicated warehouses for large e-commerce companies.



Snowman provides chain management for pharma, vaccines, e-commerce, quick service restaurants, seafood, poultry, dairy, batteries, industrial products, and it continues to expand in new locations.



[More information available on Snowman's website](#)

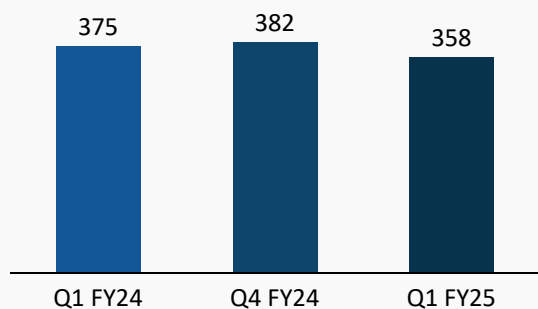


Financial Performance

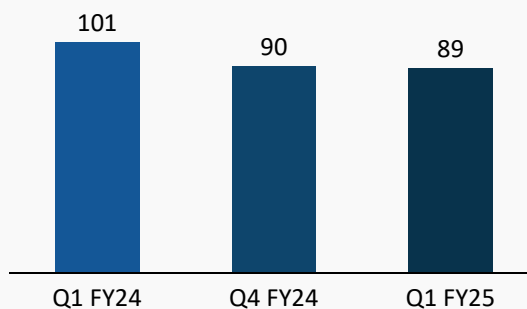
Consolidated Quarterly Financials – Q1 FY25



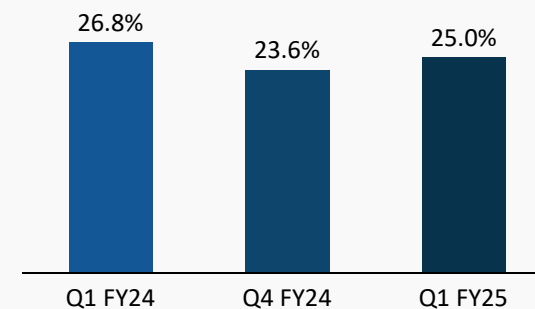
Total Income* (Rs. Crs)



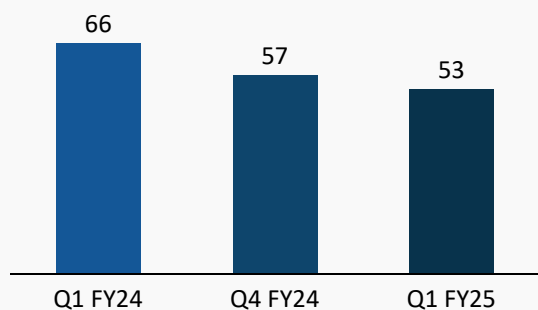
EBITDA* (Rs. Crs)



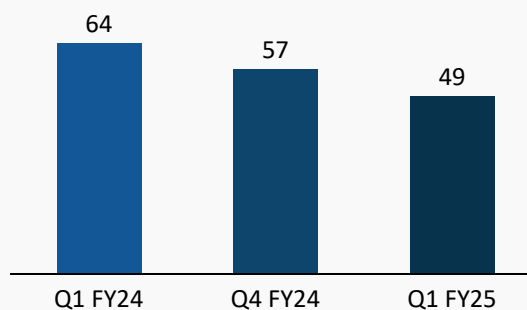
EBITDA Margin* (%)



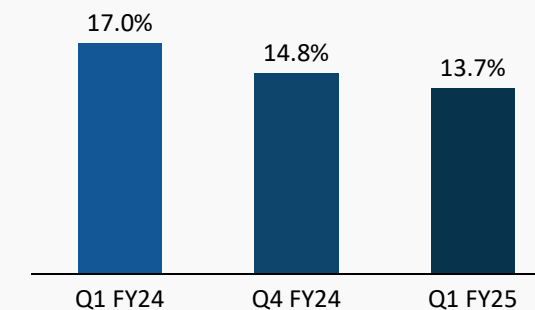
PBT (Rs. Crs)



PAT (Rs. Crs)



PAT Margin (%)

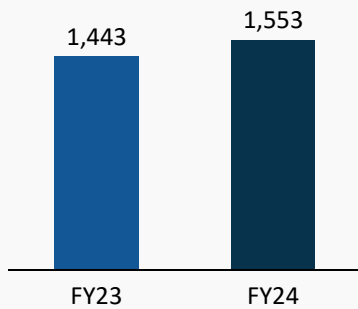


* Includes Other Income

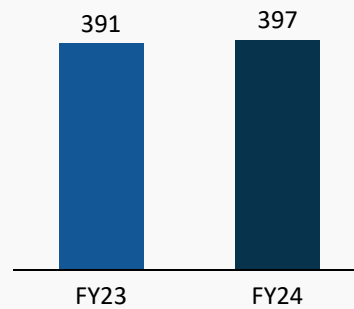
Consolidated Annual Financials – FY24



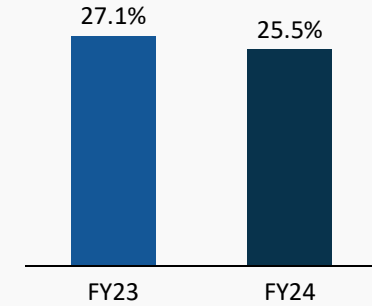
Total Income (Rs. Crs)



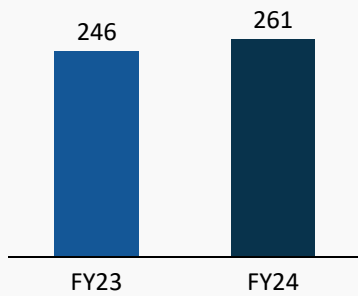
EBITDA* (Rs. Crs)



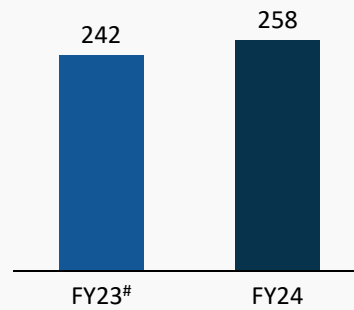
EBITDA Margin* (%)



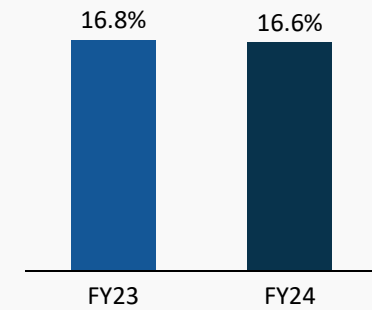
PBT (Rs. Crs)



PAT (Rs. Crs)



PAT Margin (%)



* Includes Other Income

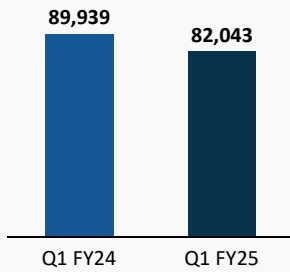
Segment highlights



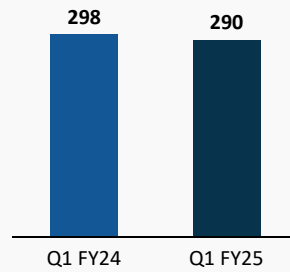
Rail

Quarter 1

Throughput (TEUs)



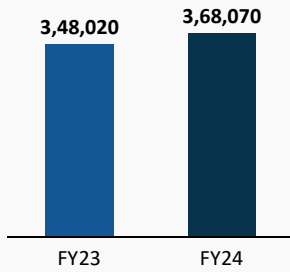
Revenues (Rs. Crs)



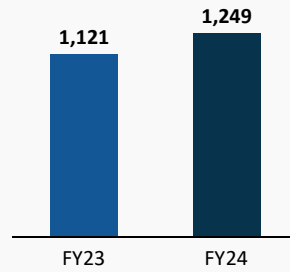
CFS

Fiscal Year

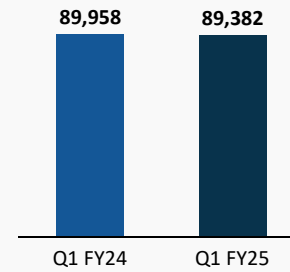
Throughput (TEUs)



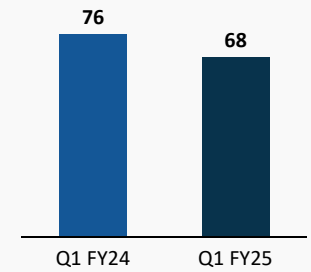
Revenues (Rs. Crs)



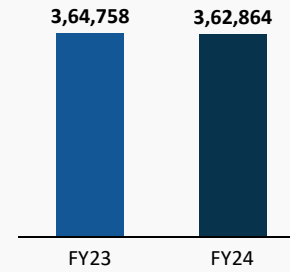
Throughput (TEUs)



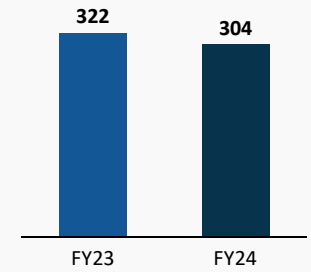
Revenues (Rs. Crs)



Throughput (TEUs)



Revenues (Rs. Crs)



Quarterly Profit & Loss Statement



Particulars (Rs. Crs)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q
Revenue from Operations	353.1	369.7	-4%	375.0	-6%
Other Income	4.5	5.2		7.1	
Total Income	357.6	374.9	-5%	382.0	-6%
Operating Expenses	223.8	229.0	-2%	239.3	-6%
Employee Expenses	19.8	18.6		19.0	
Other Expenses	24.6	26.7		33.4	
EBITDA	89.4	100.6	-11%	90.3	-1%
EBITDA Margin (%)	25.0%	26.8%	-182 bps	23.6%	136 bps
Depreciation	26.1	24.9		23.3	
EBIT	63.4	75.7	-16%	67.1	-6%
Finance Cost	11.5	11.3		11.6	
Share of Profit/ (Loss) from Associate or JV	0.7	1.3		1.1	
Profit before Tax	52.6	65.7	-20%	56.6	-7%
Profit before Tax Margin (%)	14.7%	17.5%	-280 bps	14.8%	-10 bps
Tax	3.5	1.9		0.1	
Profit After Tax	49.1	63.7	-23%	56.5	-13%
PAT Margin (%)	13.7%	17.0%	-328 bps	14.8%	-107 bps
EPS (in Rs.)	0.97	1.26		1.10	

Profit & Loss Statement



Particulars (Rs. Crs)	FY24	FY23	Y-o-Y
Revenue from Operations	1,536.1	1,420.9	8%
Other Income	17.1	22.1	
Total Income	1,553.2	1,443.0	8%
Operating Expenses	967.0	885.4	9%
Employee Expenses	75.0	66.4	
Other Expenses	114.5	100.7	
EBITDA	396.7	390.5	2%
EBITDA Margin (%)	25.5%	27.1%	-152 bps
Depreciation	94.9	103.9	
EBIT	301.8	286.6	5%
Finance Cost	46.1	45.3	
Share of Profit/ (Loss) from Associate or JV	5.6	5.0	
Profit before Tax	261.3	246.3	6%
Profit before Tax Margin (%)	16.8%	17.1%	-24 bps
Tax	3.0	4.4	
Profit After Tax	258.3	241.9	7%
PAT Margin (%)	16.6%	16.8%	-14 bps
EPS (in Rs.)	5.12	4.84	

Balance Sheet



ASSETS (Rs. Crs)	31-Mar-24	31-Mar-23	EQUITY AND LIABILITIES (Rs. Crs)	31-Mar-24	31-Mar-23
NON-CURRENT ASSETS	2,398.2	2,260.5	EQUITY	1946.7	1,788.5
Property, Plant and Equipment	1,378.9	1,430.7	Equity Share capital	499.6	499.6
Capital Work In-Progress	36.5	14.8	Other equity	1433.0	1,277.0
Right to use assets	182.5	102.9	Non-Controlling Interests	14.1	11.9
Intangible Assets	360.3	363.0	NON-CURRENT LIABILITIES	401.3	388.7
Equity Investment in associate	186.1	141.0	Financial Liabilities		
Financial Assets			Borrowings	223.9	291.4
Investments	-	-	Lease Liability	158.7	82.0
Others	33.1	35.0	Provisions	1.3	1.3
Deferred Tax Assets (net)	167.1	122.4	Employee Benefit Obligation	6.5	5.5
Income tax assets (net)	20.9	23.9	Government Grants (EPCG)	0.5	1.0
Non-Current Assets	32.8	26.8	Deferred tax liabilities (Net)	10.4	7.4
CURRENT ASSETS	225.7	243.3	CURRENT LIABILITIES	306.1	326.6
Contract Assets	4.6	4.2	Contract Liabilities	8.5	10.1
Financial Assets			Financial Liabilities		
Investments	18.2	0.0	Borrowings	103.9	141.6
Trade receivables	155.5	137.0	Trade Payables	113.1	105.3
Cash and cash equivalents	10.3	73.1	Lease Liability	23.6	15.2
Bank balances other than Cash	12.0	2.9	Other Financial Liabilities	5.2	5.6
Other Financial Assets	10.1	16.7	Employee Benefit Obligation	33.8	32.1
Other Current Assets	15.1	9.5	Government Grants (EPCG)	0.5	0.5
Asset classified as held for sale	30.3	-	Other Current Liabilities	13.6	14.6
TOTAL ASSETS	2,654.2	2,503.8	Provisions	4.0	-
			Income Tax Liability (net)	-	1.6
			TOTAL EQUITY & LIABILITIES	2,654.2	2,503.8

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Thank You

For further information,
please contact

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CIN - L60231MH2005PLC344764

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