



May 31, 2024

<b>BSE Limited</b> Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 <b>Scrip Code: 543489</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 <b>Trading Symbol: GATEWAY</b>
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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 Audited Financial Results of the Company for the quarter and year ended March 31, 2024.

The same is also available on the website of the Company i.e. [www.gatewaydistriparks.com](http://www.gatewaydistriparks.com)

Kindly take the information on record.

Thanking You,  
Yours faithfully,

**For Gateway Distriparks Limited**

**Divyang Jain**  
**Company Secretary &**  
**Compliance Officer**

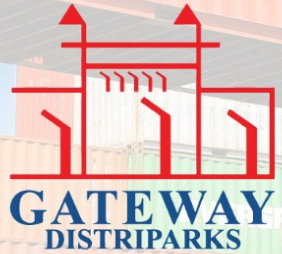
**Encl. as above**

**GATEWAY DISTRIPARKS LIMITED**

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

**Corporate Office:** 4<sup>th</sup> Floor, Prius Platinum, Saket District Centre, New Delhi – 110017, India

**T:** +91 11 4055 4400 **F:** +91 11 4055 4413 **W:** [www.gatewaydistriparks.com](http://www.gatewaydistriparks.com) **CIN:** L60231MH2005PLC344764



# Gateway Distriparks Limited

Investor Presentation  
*for the quarter and year ended*  
**31<sup>st</sup> March 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)



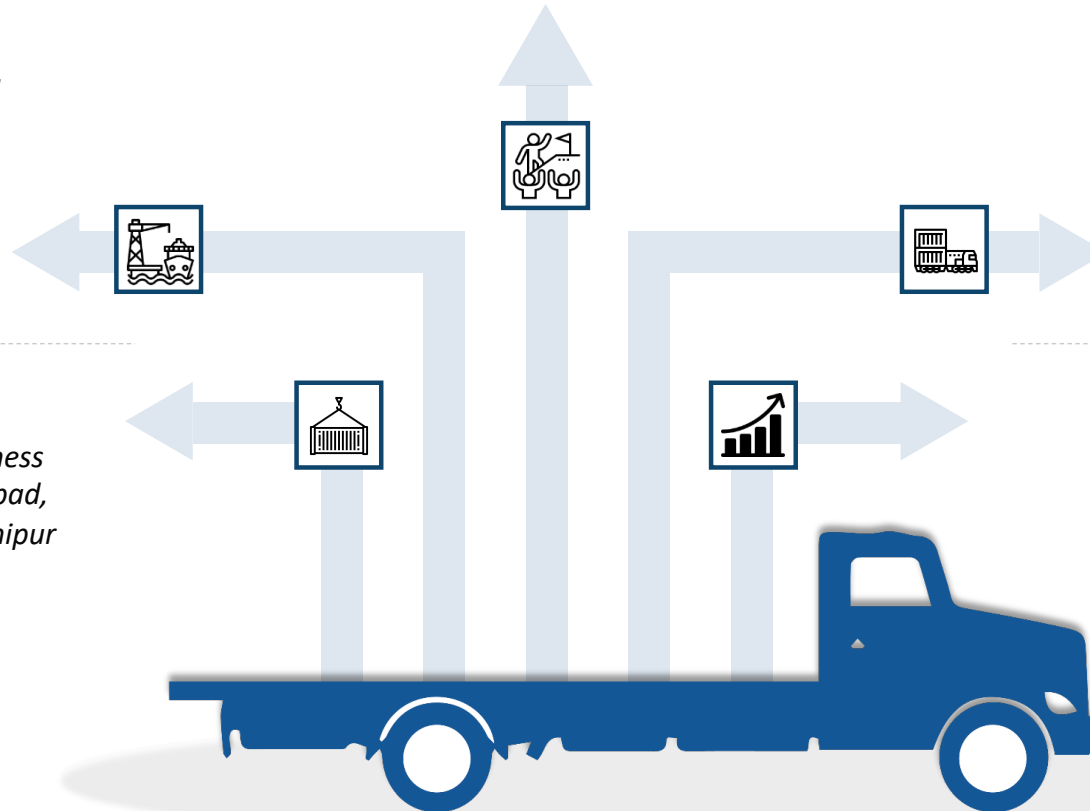
*A strong **early mover advantage** in creating a network of ICDs, catering to northern markets and offering **hub and spoke** model of operations*

*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***

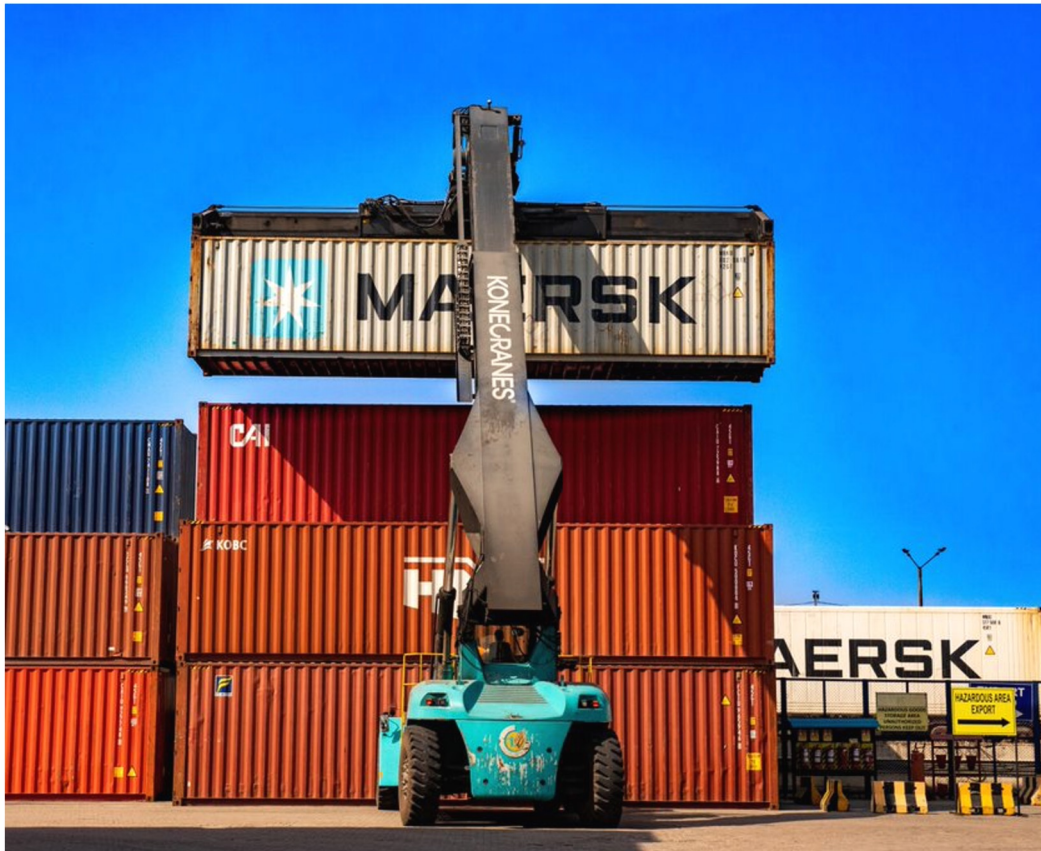
*Aligned with **Western Dedicated Freight Corridor** due to improved transit times and modal shift from road to rail*

*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/fro 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



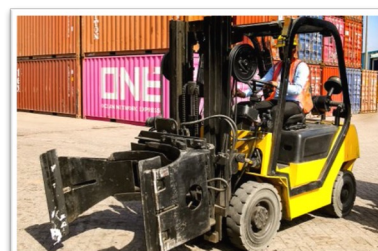
Trailers



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** – 31 (21 owned, 10 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



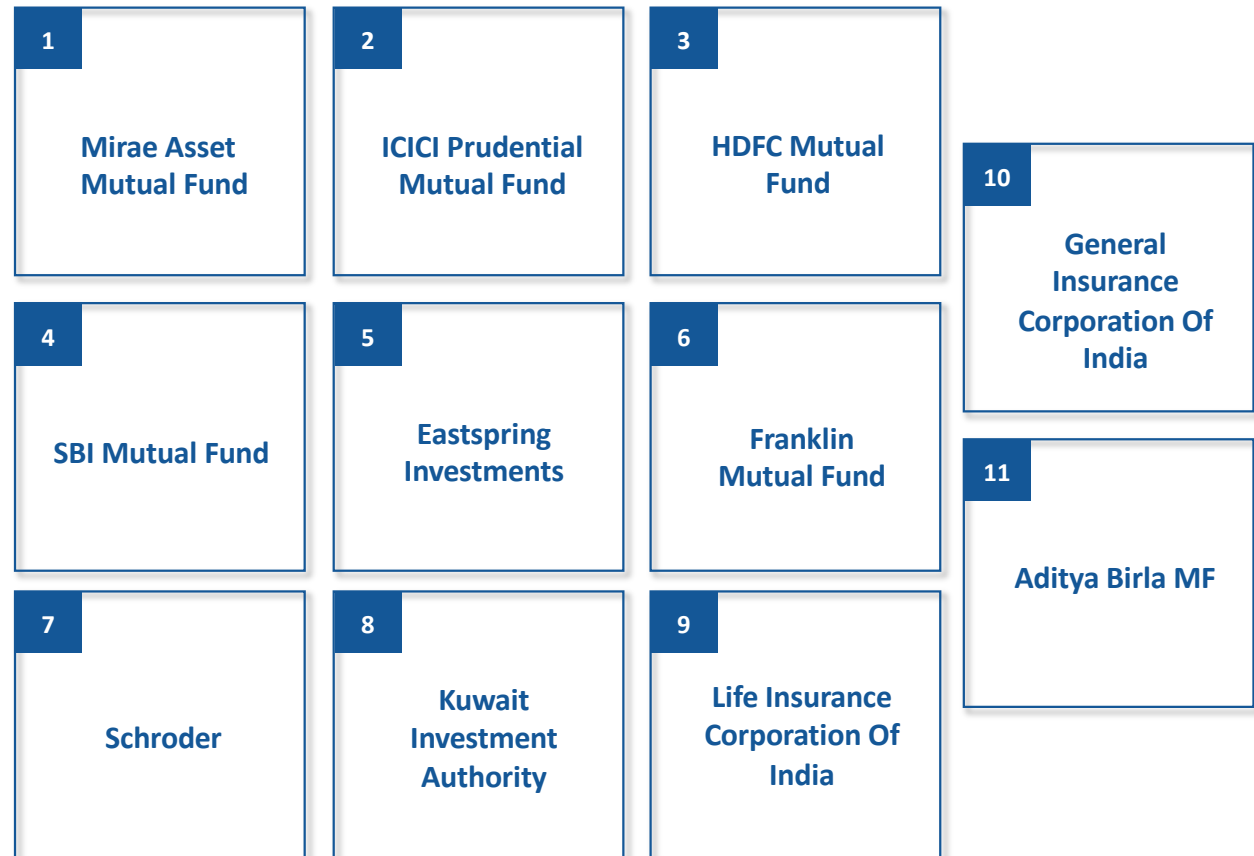
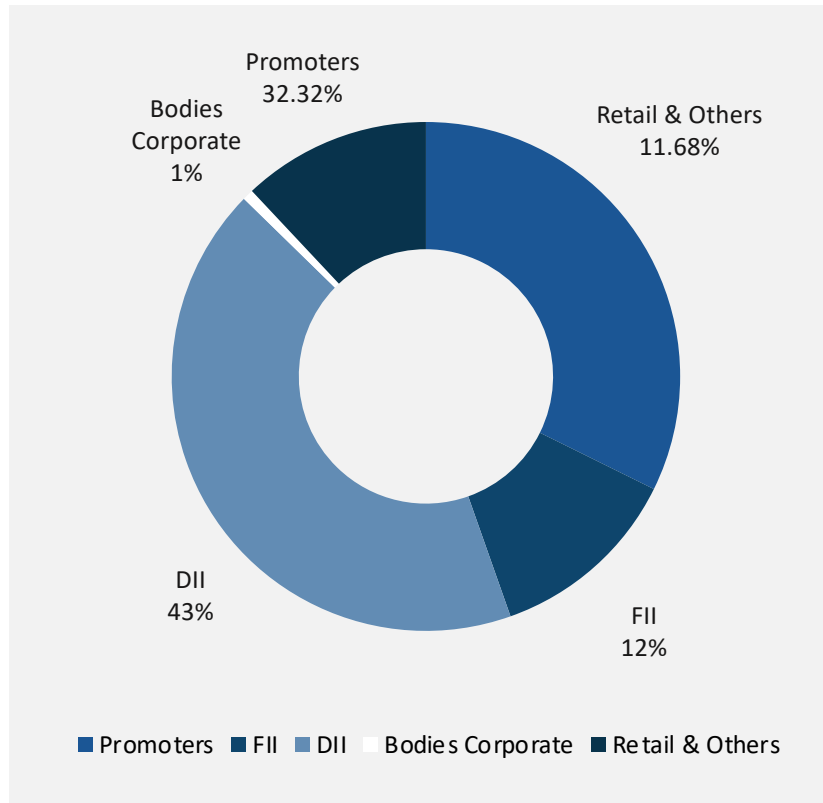
## Strategically Located Asset Base

- › 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 March 2024



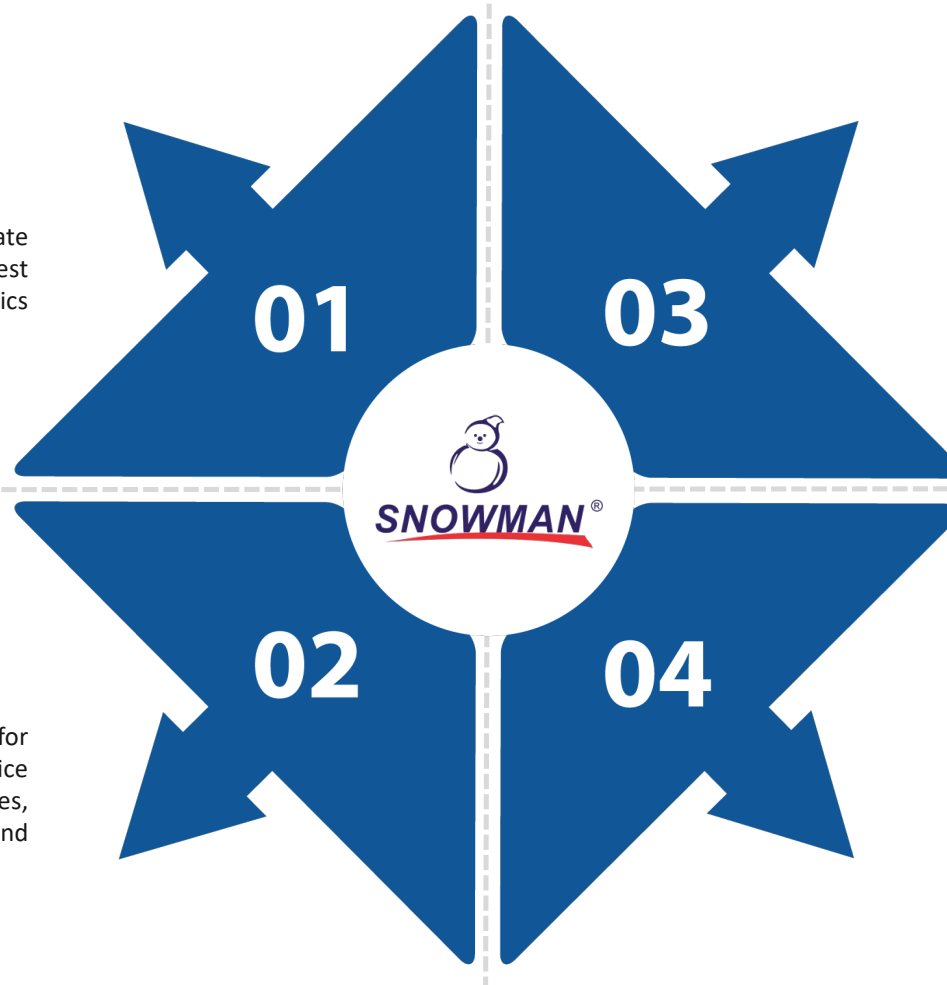
# Snowman Logistics Limited - An associate company



Snowman Logistics Limited, an associate company of GDL (45.24% 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](#)



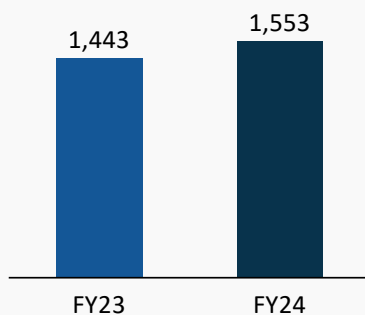
## Financial Performance



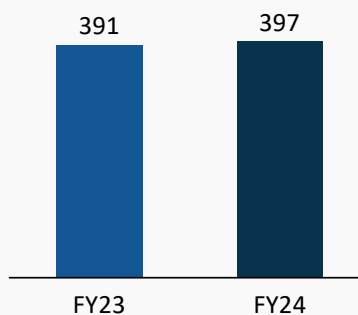
# Consolidated Annual Financials – FY24



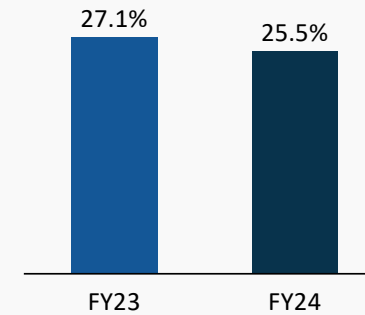
### Total Income (Rs. Crs)



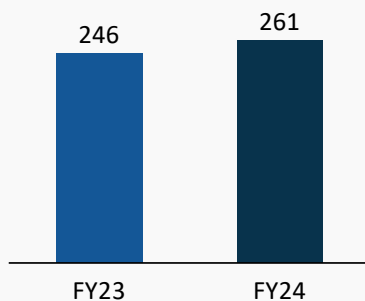
### EBITDA\* (Rs. Crs)



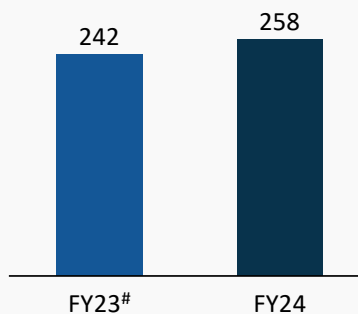
### EBITDA Margin\* (%)



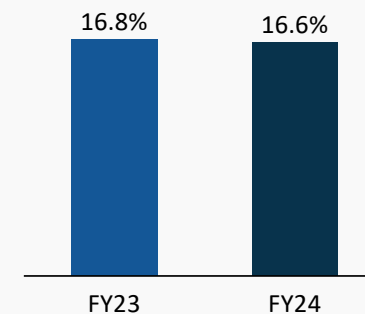
### PBT (Rs. Crs)



### PAT (Rs. Crs)



### PAT Margin (%)

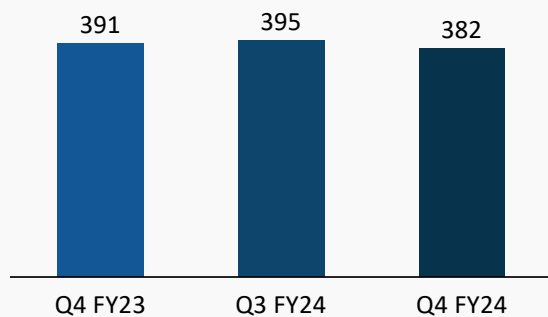


\* Includes Other Income

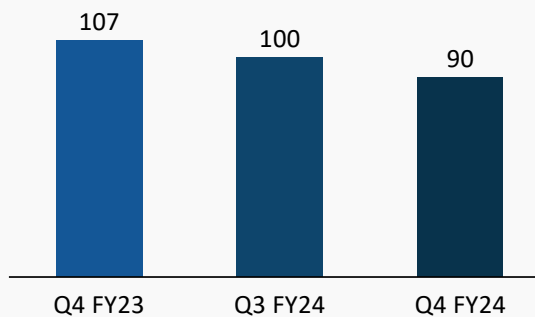
# Consolidated Quarterly Financials – Q4 FY24



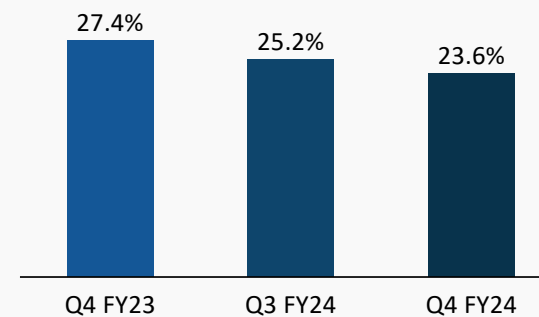
### Total Income\* (Rs. Crs)



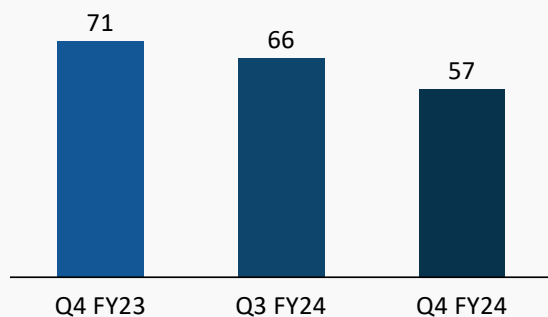
### EBITDA\* (Rs. Crs)



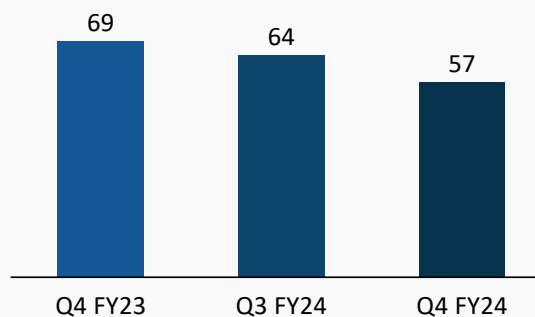
### EBITDA Margin\* (%)



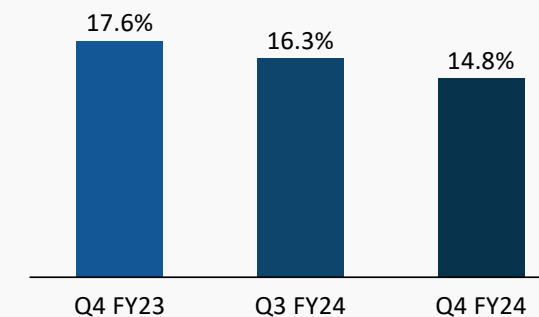
### PBT (Rs. Crs)



### PAT (Rs. Crs)



### PAT Margin (%)



\* Includes Other Income

# Segment highlights

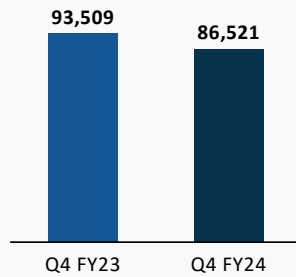


## Rail

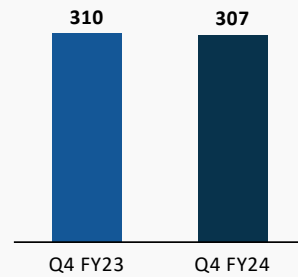
## CFS

Quarter 4

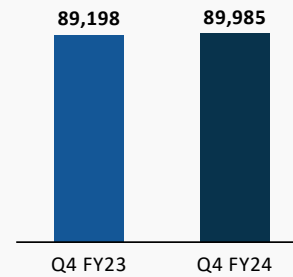
Throughput (TEUs)



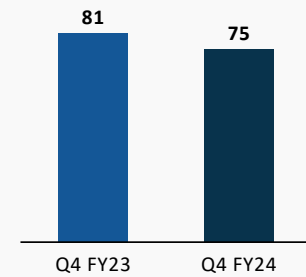
Revenues (Rs. Crs)



Throughput (TEUs)

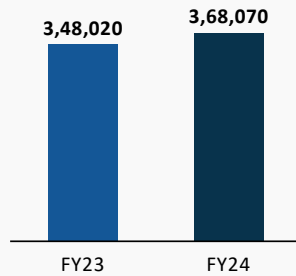


Revenues (Rs. Crs)

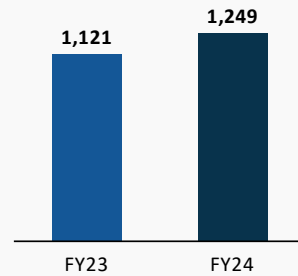


Fiscal Year

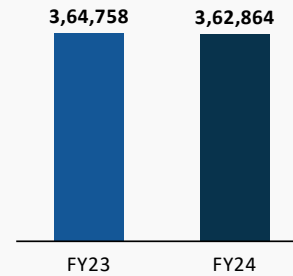
Throughput (TEUs)



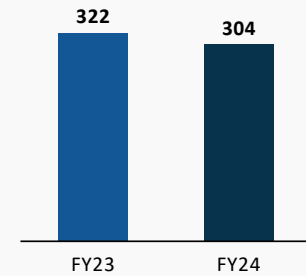
Revenues (Rs. Crs)



Throughput (TEUs)



Revenues (Rs. Crs)



# Quarterly Profit & Loss Statement



Particulars (Rs. Crs)	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q
<b>Revenue from Operations</b>	<b>375.0</b>	<b>377.0</b>	<b>-1%</b>	<b>392.9</b>	<b>-5%</b>
Other Income	7.1	13.9		1.9	
<b>Total Income</b>	<b>382.0</b>	<b>390.8</b>	<b>-2%</b>	<b>394.9</b>	<b>-3%</b>
Operating Expenses	239.3	239.9	0%	250.3	-4%
Employee Expenses	19.0	16.5		18.5	
Other Expenses	33.4	27.2		26.4	
<b>EBITDA</b>	<b>90.3</b>	<b>107.2</b>	<b>-16%</b>	<b>99.7</b>	<b>-9%</b>
<b>EBITDA Margin (%)</b>	<b>23.6%</b>	<b>27.4%</b>	<b>-380 bps</b>	<b>25.2%</b>	<b>-161 bps</b>
Depreciation	23.3	25.9		23.7	
<b>EBIT</b>	<b>67.0</b>	<b>81.3</b>	<b>-18%</b>	<b>76.0</b>	<b>-12%</b>
Finance Cost	11.6	11.7		11.7	
Share of Profit/ (Loss) from Associate or JV	1.1	1.6		1.7	
<b>Profit before Tax</b>	<b>56.6</b>	<b>71.2</b>	<b>-21%</b>	<b>66.0</b>	<b>-14%</b>
<b>Profit before Tax Margin (%)</b>	<b>14.8%</b>	<b>18.2%</b>	<b>-342 bps</b>	<b>16.7%</b>	<b>-192 bps</b>
Tax	0.0	2.6		1.7	
<b>Profit After Tax</b>	<b>56.5</b>	<b>68.6</b>	<b>-18%</b>	<b>64.3</b>	<b>-12%</b>
<b>PAT Margin (%)</b>	<b>14.8%</b>	<b>17.6%</b>	<b>-277 bps</b>	<b>0.2</b>	<b>-151 bps</b>
EPS (in Rs.)	<b>1.10</b>	<b>1.37</b>		<b>1.26</b>	



# Profit & Loss Statement



Particulars (Rs. Crs)	FY24	FY23	Y-o-Y
Revenue from Operations	<b>1,536.1</b>	<b>1,420.9</b>	<b>8%</b>
Other Income	17.1	22.1	
<b>Total Income</b>	<b>1,553.2</b>	<b>1,443.0</b>	<b>8%</b>
Operating Expenses	967.0	885.4	9%
Employee Expenses	75.0	66.4	
Other Expenses	114.5	100.7	
<b>EBITDA</b>	<b>396.7</b>	<b>390.5</b>	<b>2%</b>
EBITDA Margin (%)	<b>25.5%</b>	<b>27.1%</b>	<b>-152 bps</b>
Depreciation	94.9	103.9	
<b>EBIT</b>	<b>301.8</b>	<b>286.6</b>	<b>5%</b>
Finance Cost	46.1	45.3	
Share of Profit/ (Loss) from Associate or JV	5.6	5.0	
<b>Profit before Tax</b>	<b>261.3</b>	<b>246.3</b>	<b>6%</b>
Profit before Tax Margin (%)	<b>16.8%</b>	<b>17.1%</b>	<b>-24 bps</b>
Tax	3.0	4.4	
<b>Profit After Tax</b>	<b>258.3</b>	<b>241.9</b>	<b>7%</b>
PAT Margin (%)	<b>16.6%</b>	<b>16.8%</b>	<b>-14 bps</b>
<b>EPS (in Rs.)</b>	<b>5.12</b>	<b>4.80</b>	

# Balance Sheet



ASSETS (Rs. Cr)	31-Mar-24	31-Mar-23	EQUITY AND LIABILITIES (Rs. Cr)	31-Mar-24	31-Mar-23
<b>NON-CURRENT ASSETS</b>	<b>2,398.2</b>	<b>2,260.5</b>	<b>EQUITY</b>	<b>1946.7</b>	<b>1,788.5</b>
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	<b>NON-CURRENT LIABILITIES</b>	<b>401.3</b>	<b>388.7</b>
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
<b>CURRENT ASSETS</b>	<b>225.7</b>	<b>243.3</b>	<b>CURRENT LIABILITIES</b>	<b>306.1</b>	<b>326.6</b>
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
<b>TOTAL ASSETS</b>	<b>2,654.2</b>	<b>2,503.8</b>	Provisions	4.0	-
			Income Tax Liability (net)	-	1.6
			<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,654.2</b>	<b>2,503.8</b>

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Gateway Distriparks Limited, and/or its group companies including Gateway Distriparks (Kerala) Ltd, Snowman Logistics Limited and Kashipur Infrastructure And Freight Terminal Private Limited** (collectively the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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# Thank You

For further information,  
please contact

**Company :**

**Gateway Distriparks Limited**  
CIN - L60231MH2005PLC344764

[www.gatewaydistriparks.com](http://www.gatewaydistriparks.com)

**SGA** Strategic Growth Advisors

**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**  
CIN - U74140MH2010PTC204285

Mr. Jigar Kavaiya / Mr. Parin Narichania  
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