



GATEWAY DISTRI PARKS LTD.



05 June 2020

The Stock Exchange, Mumbai
Phiroze Jeejeebjoy Towers
Dalal Street MUMBAI
Ph: 22727 1233 /34
Fax: 2272 3121 / 2037/ 2041 /2061/ 2039
Email : corp.relations@bseindia.com

National Stock Exchange of India Ltd.
Exchange Plaza
Bandra Kurla Complex
MUMBAI – 51
Ph: 2659 8452 Fax: 2659 8237 / 38

Dear Sir / Madam,

Company No. : 532622 / GDL

**Deb Scrip code: 958703/ 958704/ 958705/ 958706/ 958707/ 958708/ 958709/ 958710/
958711/958712/958713 / 958714 /958715**

Sub: Press release & Presentation

Please find attached the Press release and presentation dated 5 June 2020

Kindly take the information on record.

Thanking You,
Yours faithfully,
For GATEWAY DISTRI PARKS LIMITED

Sd/-
Veena Nair
Company Secretary

Registered Office :

Sector 6, Dronagiri, Taluka Uran, District Raigad, Navi Mumbai - 400 707

Tel. : +91-22-2724 6500 to 12 (Board) • Fax : +91-22-2724 6538 • E-mail: gdlcfs@gateway-distriparks.com • Website : www.gateway-distriparks.com
CIN : L74899MH1994PLC164024



Press Release

For Immediate Release

FY20 Consolidated performance

- Total Income increases by 195.4% from Rs. 443 Crores to Rs. 1,310 Crores YoY
- EBITDA excl. Exceptional items increased by 247.7% from Rs. 95.2 Crores to Rs. 331 Crores;
- EBITDA Margin at 25.3% compared to 21.5% YoY
- PBT before Exceptional item at Rs. 95 Crores
- Paid interim dividend of 45% (Rs. 4.50 per equity share) for FY 2019-20 in March 2020
- Prepayment of NCDs worth Rs. 110 Crores (including interest) over last 6 months

Mumbai, June 5th, 2020: Gateway Distriparks Limited (GDL) a leading integrated inter-modal logistics facilitator in India today announced its audited financial results for the quarter and full year ended March 31st, 2020.

Key Consolidated Financial Highlights:

Particulars (Rs. Crs)	Q4FY20	Q4FY19	Y-o-Y	FY20	FY19	Y-o-Y
Total Income	304.2	124.1	145.0%	1310	443	195.4%
EBITDA*	69.5	26.1	166.1%	331.0	95.2	247.7%
EBITDA Margin (%)	22.8%	21.0%		25.3%	21.5%	
Profit Before Tax* (PBT)	10.2	37.3	-72.6%	95.0	110.7	-14.2%
PBT Margin (%)	3.4%	30.1%		7.3%	25.0%	
Profit After Tax (PAT)	11.1	298.6	-96.3%	109.4	361.3	-69.7%
PAT Margin (%)	3.7%	240.6%		8.4%	81.5%	

*Excluding exceptional items represent gain on fair valuation of existing shares held in GRFL amounting to Rs.280.5 Crores in FY19 and gain on sales of stake in Chandra CFS and Terminal Operators of Rs. 8.1 Crores in FY20.

Key Operational Highlights:

Particulars	Throughput (TEUs)			Revenues (Rs. Crs)			EBITDA/ TEU (Rs./TEU)		
	FY20	FY19	YoY%	FY20	FY19	YoY%	FY20	FY19	YoY%
Rail Business	2,57,030	2,36,810	8.5%	868.6	867.4	0.1%	7,299	8914	-18.1%
CFS Business	3,95,152	4,49,371	-12.1%	423.3	427.2	-0.9%	3,465	1,818	90.6%

Effective April 1, 2019, the company has adopted IND-AS 116 on Leases. The impact of the same in Q4FY20 is as follows:

GDL Consolidated Impact of IND-AS 116 (Rs. Crs)			
Impact on	Ind-AS 116	Ind-AS 17	Increase/(Decrease)
EBITDA	69.5	56.7	12.8
PBT (excluding exceptional income)	10.2	12.6	(2.4)

Other highlights:

- The increase in Total Income and EBITDA is due to the consolidation of results of GRFL with GDL
- **Capex** incurred during FY20 stood at Rs. 49.4 Crores majorly for the rail transportation business
- **Prepaid NCD's worth Rs. 110 Crores**
 - **Rs. 50 Crores (including interest) on January 20, 2020**
 - **Rs. 60 Crores (including interest) on May 21, 2020**
- **Net Debt** as on March 31, 2020 stands at Rs. 681 Crores as against Rs. 747 Crores as on March 31, 2019
- **Gateway Rail Freight Limited FY20 financial performance:**
 - **Revenues** were Rs. 868.6 Crores
 - **EBITDA** was Rs. 187.6 Crores and **EBITDA margin** stood at 21.6%
 - **PAT** was Rs. 91.3 Crores and **PAT Margin** stands at 10.5%
- **CFS business FY20 financial performance:**
 - **Revenues** were Rs. 423.3 Crores
 - **EBITDA** was Rs. 136.9 Crores with an **EBITDA margin** of 32.3%
 - **PAT** was Rs. 23.7 Crores and **PAT Margin** stands at 5.6%
- **Snowman Logistics FY20 financial performance:**
 - **Revenues** were Rs. 240.2 Crores
 - **EBITDA** was Rs. 63.4 Crores and **EBITDA margin** stood at 26.4%
 - **PAT** was Rs. -15.4 Crores
- **Impact of the CoVID-19 pandemic on the business:**
 - The services provided by GDL fall under the essential services category as per the Ministry of Home Affairs (MHA) Notification therefore, all the business locations of the company and its subsidiaries remained operational without any major disruption since the start of lockdown. Company implemented enhanced safety protocols (Providing safety gear, Sanitization of office premises & vehicles, etc.) across sites.

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

“Our financial performance in such challenging times has been satisfactory. Our profitability margins remained intact and we have been able to maintain a healthy financial position thereby meeting our financial obligations in a timely manner. We have prepaid Rs. 110 crores of Non-Convertible Debentures in the last six months which are due in April 2021, thereby reducing our debt and our focus towards further deleveraging our balance sheet continues.

An upsurge in domestic demand and the likelihood of global firms shifting their manufacturing base to India, will also propel growth of our industry in the times to come. Also, Rail as a mode of transport has been resilient during the lockdown period thereby establishing itself as more reliable in comparison to Road. The commissioning of Dedicated Freight Corridor will further improve the attractiveness of the container rail business.

With the CFS and ICD linked Rail business under one roof, we have geared ourselves for future growth backed by our state-of-the-art infrastructure, strategically located facilities and comprehensive service offerings.”

About Gateway Distriparks Limited (GDL)

Gateway Distriparks Limited (GDL) is an integrated inter-modal logistics service provider. It operates 6 Container Freight Stations in Nhava Sheva, Chennai, Vishakhapatnam, Kochi and Krishnapatnam. Gateway Rail Freight Ltd. (GRFL) is India’s largest private intermodal operator providing rail transport service through its 4 Inland Container Depots (ICD) at Gurgaon, Faridabad, Ludhiana, Ahmedabad and a Domestic Container Terminal (DCT) at Navi Mumbai. GDL and GRFL together have a capacity to handle over 2 million TEUs per annum with 31 train sets and, 500+ trailers across its 11 Container Terminals.

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

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the

forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information please contact:

Company	Investor Relations Advisors
<p>Gateway Distriparks Limited CIN - L74899MH1994PLC164024</p> <p>Name: Mr. Sandeep Kumar Shaw Designation – Chief Financial Officer Email id: sandeep.shaw@gateway-distriparks.com</p>	<p>Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285</p> <p>Mr. Pratik R. Shah/ Mr. Jigar Kawaiya</p> <p>Email id: pratik.shah@sgapl.net / jigar.kawaiya@sgapl.net</p> <p>Tel No: +91 97692 60769/ +91 99206 02034</p>

Gateway Distriparks Ltd.

Investor Presentation

June 2020



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Gateway Distriparks Limited** (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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



GatewayRail



Business Overview

India's Leading Integrated Intermodal Logistics Player



Incorporated in 1994, **Gateway Distriparks Limited (GDL)** is a leading integrated intermodal logistics facilitator in India



Gateway Rail Freight Limited, a Subsidiary of GDL, is India's leading private intermodal operator

Strategically located facilities at Gurugram, Ludhiana, Faridabad, Ahmedabad & Navi Mumbai in the **North-Western region of India**, which contributes significant portion of container traffic on the west coast



Snowman Logistics Ltd., an Associate of GDL, is India's leading integrated temperature-controlled logistics service provider

Snowman has state of the art infrastructure at prime locations spread across **15 cities**



GDL & Gateway Rail together have a capacity to handle **over 2 million TEUs per annum** with **31 train sets** and **500+ trailers** across its **11 Container Terminals**



GDL is one of the largest **Private Container Freight Station (CFS) operator** in India

Operates **6 CFS - 2 in Nhava Sheva** and **1 each** in **Chennai, Vishakhapatnam, Kochi and Krishnapatnam**



Well placed to benefit from secular container growth in India with growth in EXIM, seamless flow of goods post GST, growing GDP, infrastructure development, growth in E-commerce

The commissioning of DFC will entirely change the dynamics of the Container Railway Business

Gateway Distripark - CFS



GDL operates 6 Container Freight Stations (CFS) in Nhava Sheva, Chennai, Vishakhapatnam, Kochi and Krishnapatnam



CFS offer transportation, storage, Bonded & General warehousing, empty handling & storage, refer containers and several Value Added Services (VAS)



7,20,000 TEU total capacity at Key ports which serves as Gateway to India



Revenue Stream

- Handling & Transport
- Terminal Services
- Warehousing &
- Others VAS

Gateway Rail – Railway linked ICDs



Gateway Rail Freight Limited (GRFL) is a subsidiary of Gateway Distriparks Limited



India's leading private intermodal operator, provides rail transportation service between its 4 Inland Container Depots (ICD) at Gurgaon, Faridabad, Ludhiana, Ahmedabad and Navi Mumbai terminal for various ports



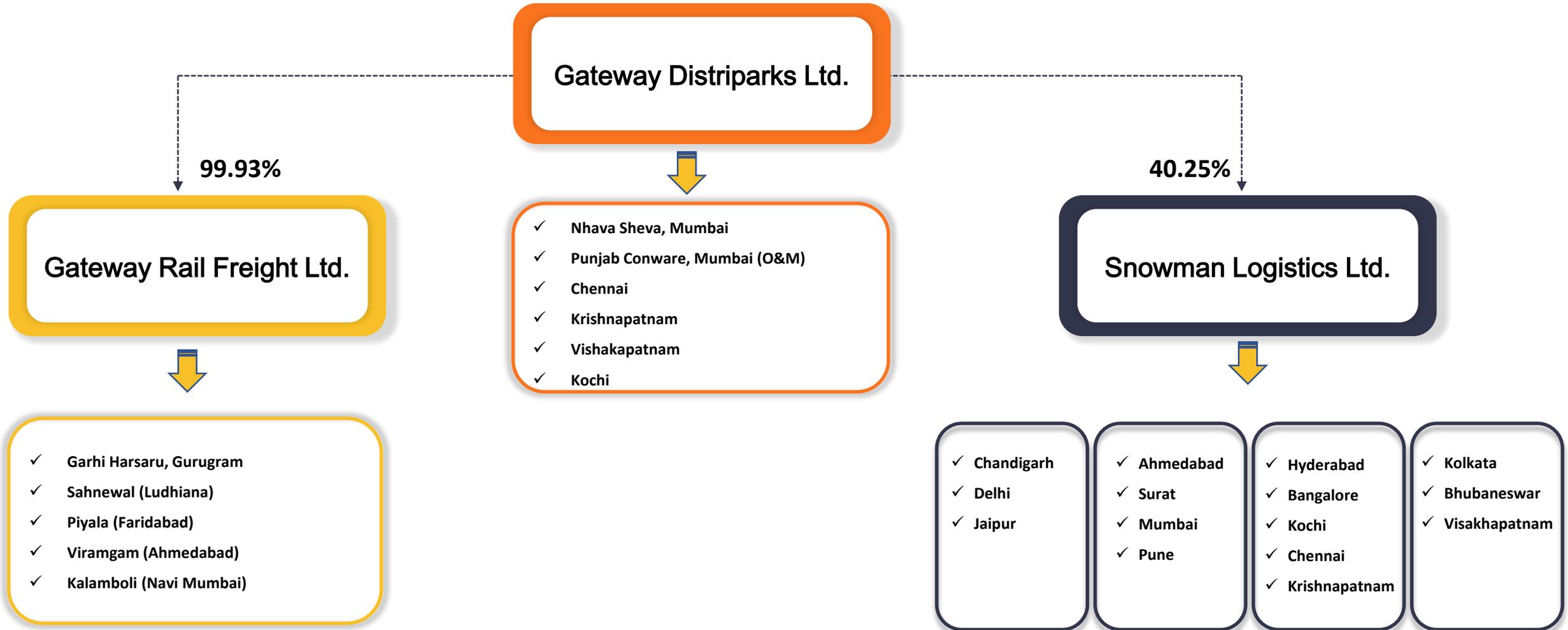
Operates regular container train service from these ICDs/Dry Ports to the maritime ports at Nhava Sheva, Mundra and Pipavav, transporting EXIM as well as domestic containers



Revenue Stream

- Rail Freight
- Terminal Handling & Storage charges
- Road Freight

Business Structure



Business Flow Chart

Export Business



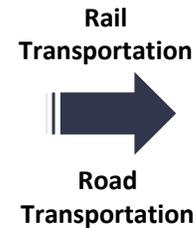
Factory



ICD/CFS



Customs Clearance

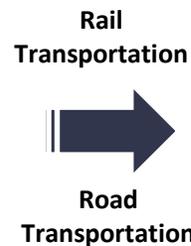


Port

Import Business



Port



ICD/CFS



Customs Clearance



Factory

Need for CFS / ICD:

- Act as concentration points for long distance cargoes and its unitisation
- Provide secure storage facility at warehouses in CFS/ ICD
- Transit facility service
- Customs clearance facility available near the centres of production and consumption
- Availability of handling, storage and value added services at same location Including aggregation of cargo for Less than Container Load (LCL)
- Optimisation in transportation and inventory cost
- Acts as a point of service for shipping line to deal with their trade

Strategically Located Intermodal Terminals



ICD Terminals	Land (Acres)	Designed Capacity (TEU's)	Installed Capacity (TEU's)
Garhi Harsaru, Gurgaon	90	5,00,00	2,50,000
Sahnewal, Ludhiana	60	3,00,000	1,50,000
Piyala, Faridabad	65	3,00,000	1,50,000
Viramgam, Ahmedabad	40	2,00,000	1,00,000
Kalamboli Domestic Terminal, Navi Mumbai	15	1,00,000	50,000

Rail-ICD's 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)
Nava Sheva, Mumbai	62	2,00,000+
Punjab Conware, Mumbai (O&M)	27	1,20,000
Chennai	30	1,50,000
Krishnapatnam	48	50,000
Kochi	6.5	50,000
Visakhapatnam	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

Key Metrics

- **CFS Capacity** – 7,00,000 lacs TEUs p.a.
- **ICD Capacity** – 7,00,000 lacs TEUs p.a.
- **Close & Open Total Warehouse Capacity** – ~1,60,000 sq. mt.
- **Reefer Plug Points** – 500
- **Employee Strength** - ~590

Equipment Bank

- **Train Sets** – 31 (21 owned)
- **Tractor Trailers** – 531
- **Reach Stackers** – 50
- **Hydra Cranes** – 9

Train Sets



Tractor Trailers



Reach Stackers



Forklifts



Hydra Cranes



Chandra CFS & Terminal Operators Deal



GDL sold Chandra CFS & Terminal Operators to **Team Global Logistics**

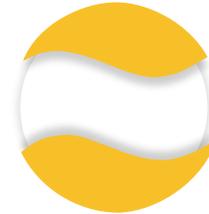


GDL to **continue operating its 1st CFS** in Chennai where it **handled over 87,000 TEUs last year**

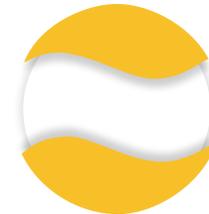


Sale will help **consolidate operations** in Chennai at a single CFS, help improve **cost efficiencies & reduce debt**

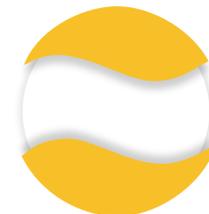
Prepayment of NCDs



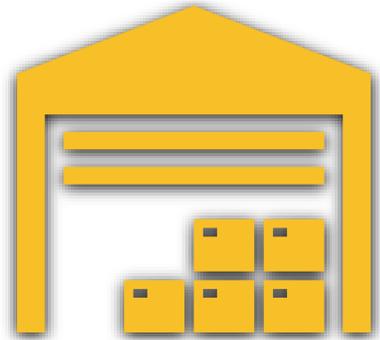
Prepaid Rs. 50 crs NCDs from the sales proceeds of Chandra CFS



Further prepaid Rs. 60 crs in May 2020 from internal accruals



GDL is confident to meet its payment obligations in the future as well



- 01 GDL plans to **invest in Rail linked satellite terminals in the north**
- 02 **Satellite terminals** will enable **aggregation of cargo through through its** flagship terminal **Garhi Harsaru**
- 03 Company plans to **setup 2 terminals in next few years**
- 04 This will entail a **capex of Rs 120 crores over the next two years**



Deleveraging Balance Sheet

Flexibility for Growth



DFC Benefits

Commissioning of Rewari-Palanpur stretch could benefit customers by operation of longer, heavier and faster train services which will improve operational efficiency



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



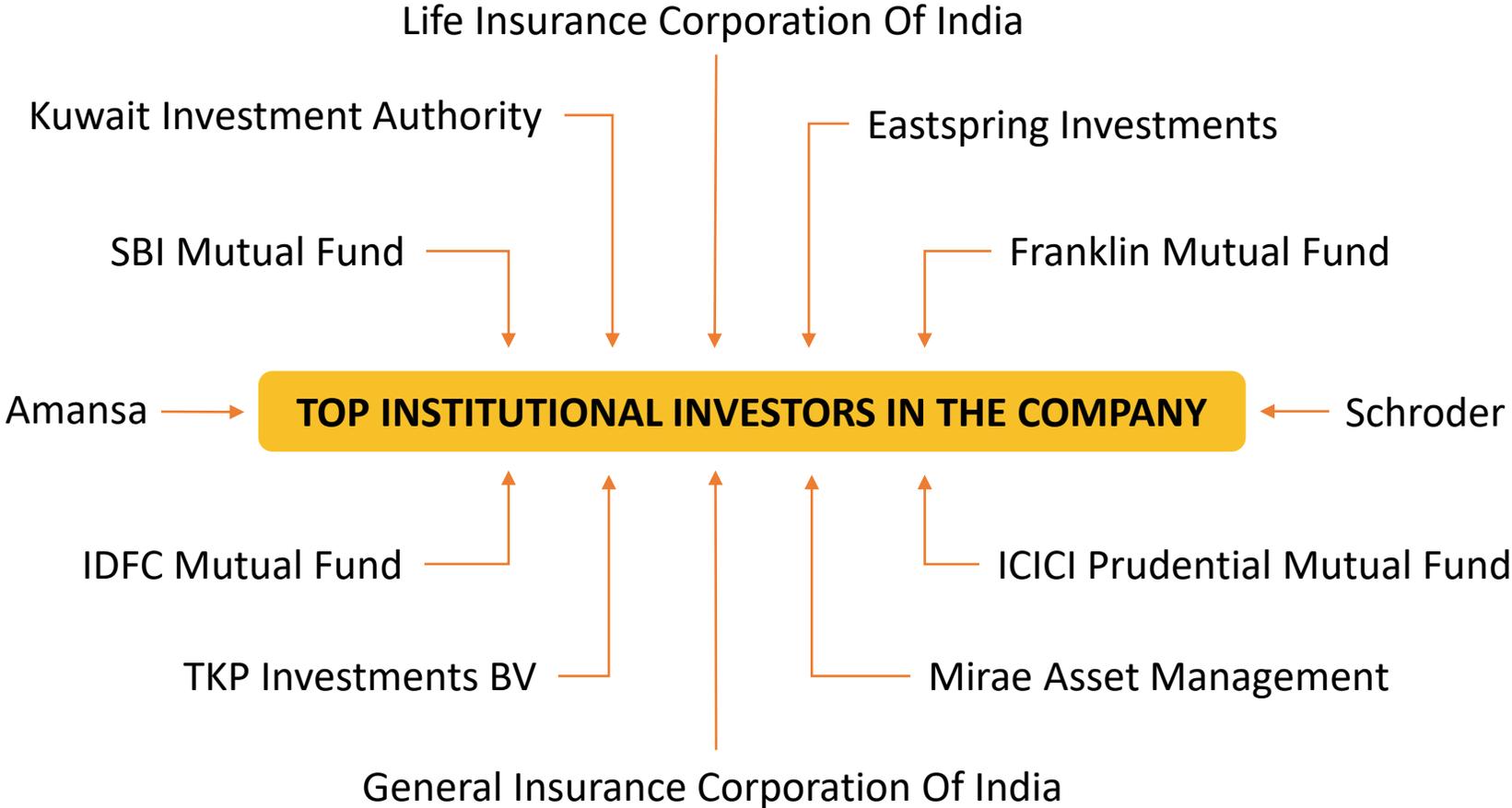
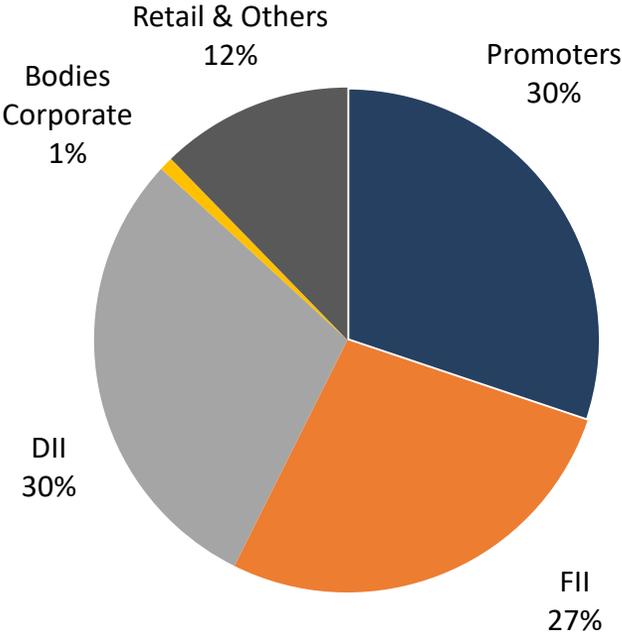
New Capex

- Plans to add 2 satellite terminals in northern region over next few years to improve reach and market share
- Capex plan of ~Rs. 120 crs
 - 2 new locations
 - Balance for maintenance capex

Shareholding Information



**Shareholding Pattern
Mar-2020**



Promoter Group



Mr. Prem Kishan Dass Gupta
Chairman And Managing Director



Mrs. Mamta Gupta
Non-Executive Director



Mr. Ishaan Gupta
Joint Managing Director



Mr. Samvid Gupta
Non-Executive Director

Board of Directors



Mr. Prem Kishan Dass Gupta
Chairman And Managing Director



Mr. Ishaan Gupta
Joint Managing Director



Mrs. Mamta Gupta
Non-Executive Director



Mr. Samvid Gupta
Non-Executive Director



Mr. Bhaskar Avula Reddy
Independent Director



Mr. Shabbir Hassanbhai
Independent Director



Mr. Arun Kumar Gupta
Independent Director



Ms. Shukla Wassan
Independent Director

Management Team



Mr. Ishaan Gupta
Joint Managing Director



Mr. Samvid Gupta
Non-Executive Director



Mr. Sachin Bhanushali
Chief Executive Officer



Mr. Sandeep Kumar Shaw
Chief Financial Officer



Mr. Nandan Chopra
Sr. Vice President F&A
&
Company Secretary GRFL



Mr. Srinivas Reddy
Sr. Vice President
Projects & Services



Rail linked Inland Container Depot (ICD) Business





Rail Transportation

- Operate 31 rakes of which 21 are owned
- License to operate on Pan India Railways Network
- Regular services between JNPT, Mundra, Pipavav and hinterland ICDs in North India
- Dedicated EXIM Train services



Container Freight Services & Inland Container Depot

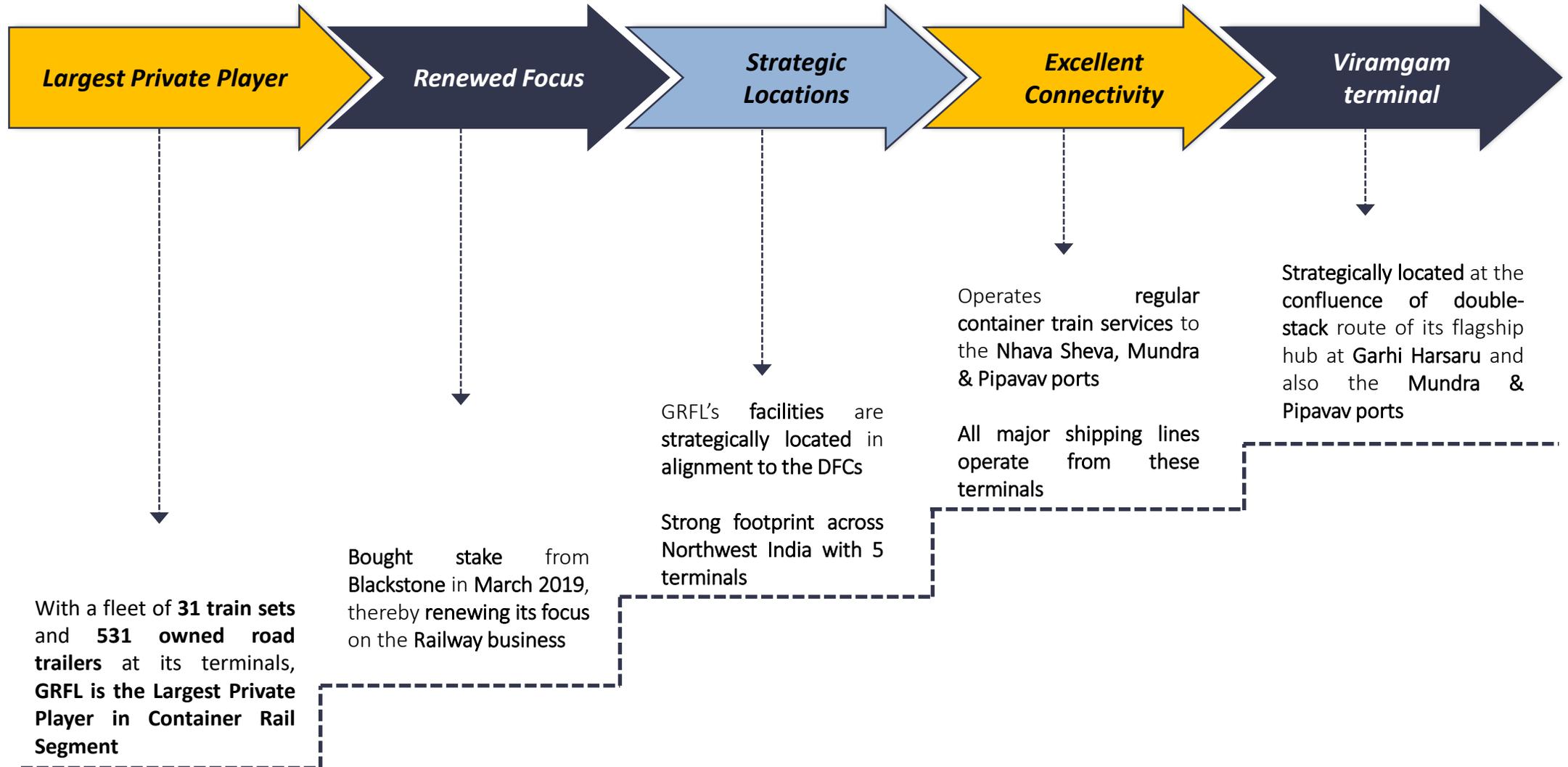
- **Provide all Services of CFS:**
 - for handling containers &
 - for Customs clearance
- **Warehouses:** Bonded and Domestic CT-PAT compliant Warehousing
- **Equipment base:** Reach stackers, Empty Handlers, Hydra Cranes, Forklifts, Intra Transfer Vehicles



Last Mile Transportation

- Owned fleet of over 275 trailers with capacity to carry both 20 & 40 feet containers
- Provide pickup and delivery to/ from the Customer's factory
- **GPS enabled tracking:** containers tracked through GPS thereby providing the customers transparency through Online Portal

Railway Business – At an Inflection Point



Strategically located ICDs

- 1 State-of-the-art **5 intermodal terminals** with superior infrastructure and technology
- 2 Facilities **built on owned land banks** with scope for **further expansion at existing locations**
- 3 All facilities **strategically located on the Indian Railways network** to enable **double stack movement** and are also **close to manufacturing hubs**
- 4 Easy connectivity to **Western Dedicated Freight Corridor** through all facilities



Our Facilities Locations

1. Garhi Harsaru, Gurugram
2. Sahnewal, Ludhiana
3. Piyala, Faridabad
4. Viramgam, Ahmedabad
5. Kalamboli Domestic Terminal

Rail Linked ICD Infrastructure

	Garhi Harsaru, Gurugram	Piyala, Faridabad	Sahnawal, Ludhiana	Viramgam, Ahmedabad	Kalamboli Domestic Terminal, Navi Mumbai
Land (Acres)	90	65	60	40	15
Installed Capacity (TEU's)	2,50,000	1,50,000	1,50,000	1,00,000	50,000
Designed Capacity (TEU's)	5,00,000	3,00,000	3,00,000	2,00,000	1,00,000
Warehousing Capacity (in Sq. mtr.)	21,500	14,370	4,500	2,400	4,500
Bonded Warehouse & Reefer Points	Yes	Yes	Yes	Yes	Yes
Train Services	Daily services to Mundra & Pipavav Thrice a week to Nhava Sheva Regular reefer services to Kalamboli			-	-
Coverage	Industrial hubs in NCR, Haryana and Rajasthan	Industrial hubs of Faridabad, Ballabgarh, Palwal and Noida	Punjab belt, northern Haryana, Himachal Pradesh, Chandigarh and Jammu & Kashmir	Act as a second hub in the Western Region	Offers door-pickup and delivery of containers for export, import and domestic movement
Market Share	~13%		~35%		

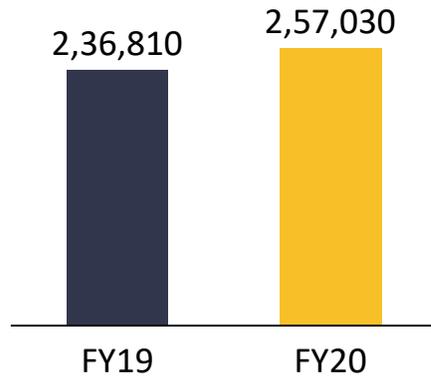
Revenue Streams



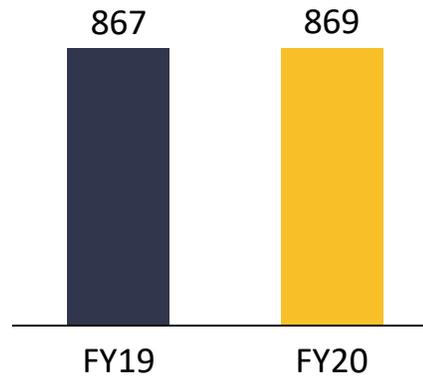
- 1 Rail Freight
- 2 Terminal Handling
- 3 Storage charges
- 4 Road Freight

Key Financial Metrics

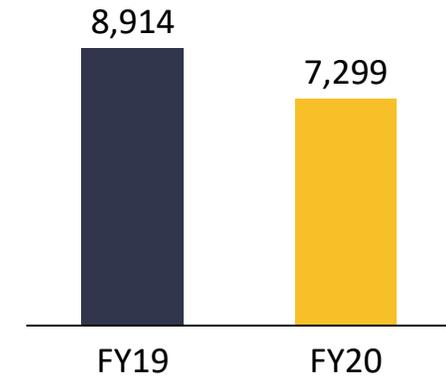
Throughput (TEUs)



Revenues (Rs. Crs)



EBITDA/ TEU (Rs./TEU)



Rail container volumes	Q4 FY20	Q4 FY19	Y-o-Y	FY20	FY19	Y-o-Y	FY18
Throughput (TEUs)	67,636	57,612	17.4%	2,57,030	2,36,810	8.5%	2,29,833
Realization (Per TEU)	32,397	41,436	-21.8%	33,794	36,629	-7.7%	32,917
Revenue (Rs Crs)	219.1	238.7	-8.2%	868.6	867.4	0.1%	756.6
EBITDA (Before SEIS) (Rs Crs)	50.8	66.6	-23.8%	187.6	211.1	-11.1%	133.4
EBITDA (Per TEU)	7,508	11,562	-35.1%	7,299	8,914	-18.1%	5,804
OPM (%)	23.2%	27.9%		21.6%	24.3%		17.6
EBIT (Rs Crs)	30.2	52.5	-42.5%	105.9	146.8	-27.9%	77.5
EBIT Margin	13.8%	22.0%		12.2%	16.9%		10.2%
PAT (Rs Crs) (Pre minority)	27.7	36.5	-24.3%	91.24	110.9	-17.7%	83.0

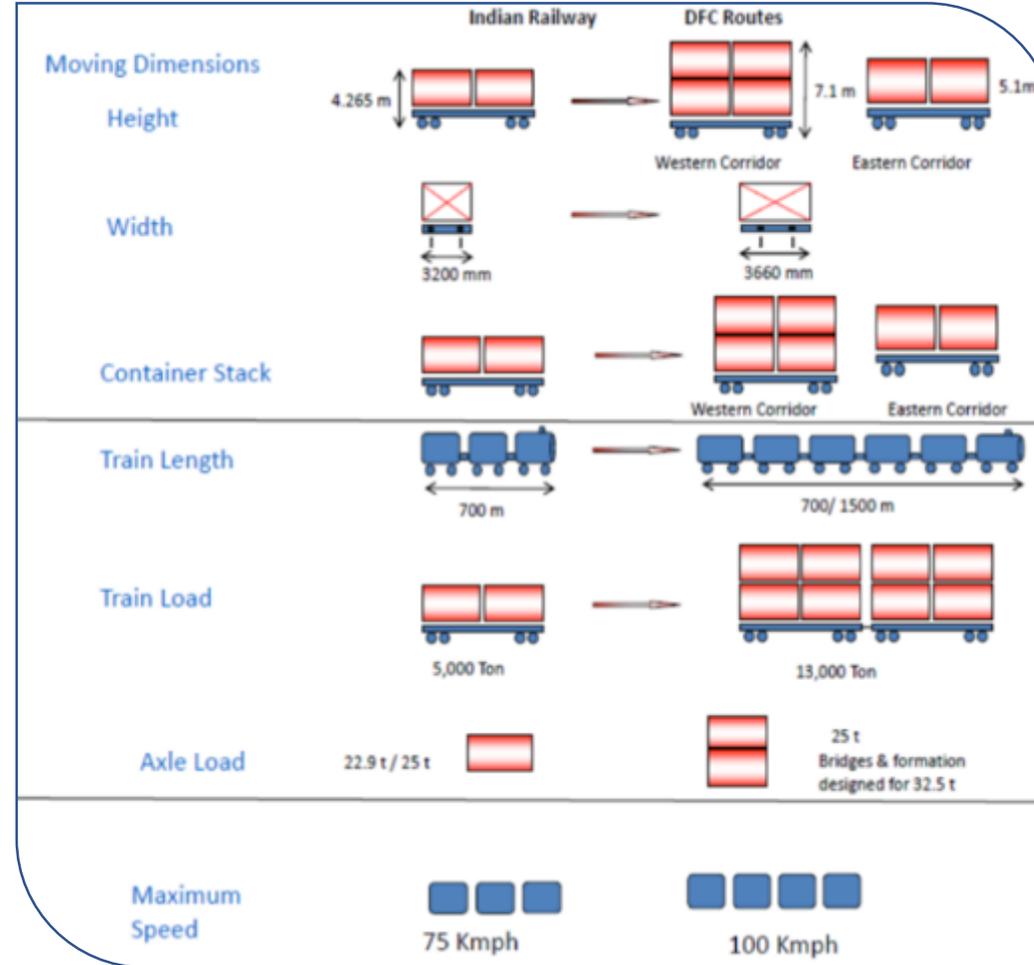
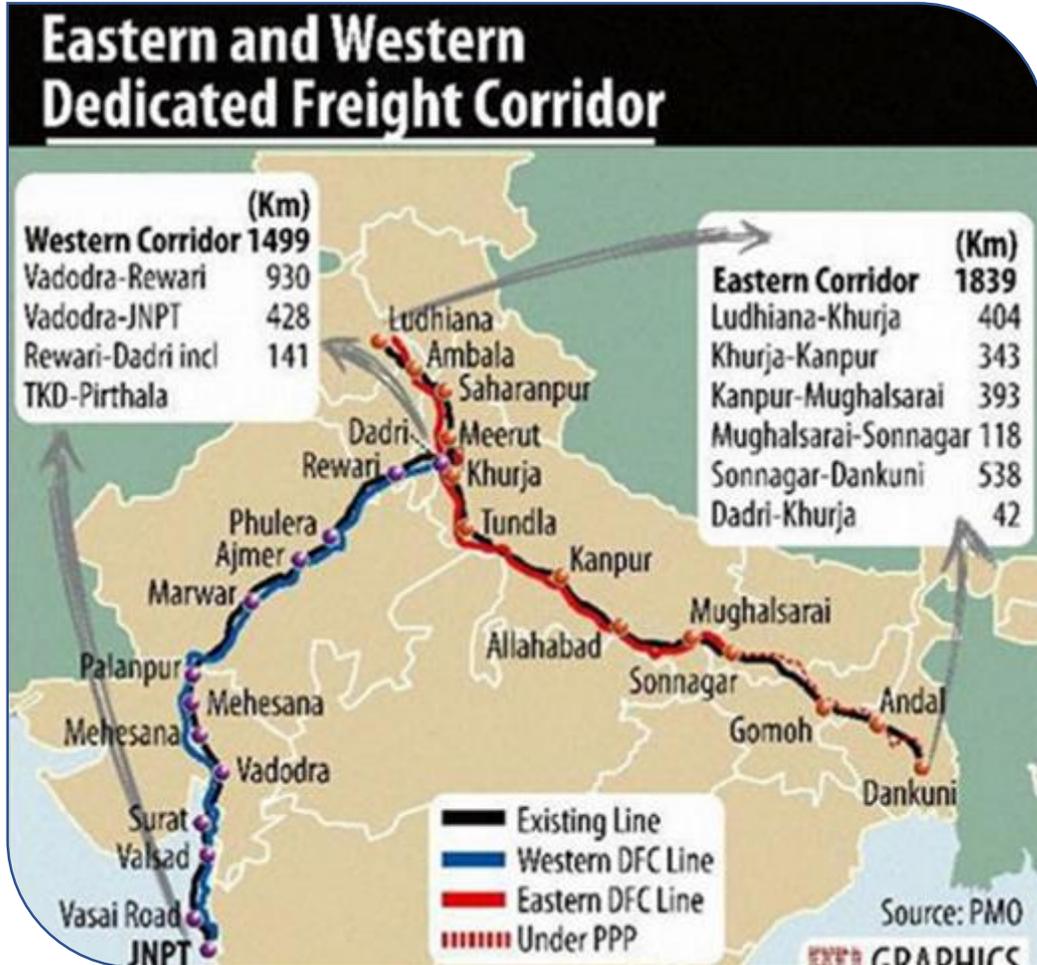


GatewayRail



Dedicated Freight Corridor (DFC)

Western Dedicated Freight Corridors (DFC) – A Game Changer



Operational & Cost efficiencies

Shift from Road transportation to Rail transportation

Transit Assurance

Dedicated Freight Corridors (DFC) – A Game Changer

Game Changer

The commissioning of Dedicated Freight Corridors (DFC) will entirely change the dynamics of the Container Rail Business

Average Speed ↑

DFCs will result in higher asset turnaround due to a two times increase in the average speed

Volumes ↑

Rail freight volumes will increase considerably due to double-stacking of containers

Benefits

Operational efficiency will improve due to the above mentioned factors thereby benefiting the customers

DFC to boost Rail led ICDs



- Rewari- Palanpur route is expected to get commissioned by CY20, which should increase productivity of operators by 10%
- Entire western DFC route should get operational by CY21 or early CY22 leading to improvement in turnaround time and efficiency of operations



Container Freight Station (CFS) Business



GatewayRail





Transportation

- Fleet of over 200 trailers with capacity to carry both 20 & 40 feet containers
- Fast evacuation of containers from port
- Provide pickup & delivery to/ from the port and factory
- GPS enabled tracking of containers, thereby increasing operational efficiency



Container Freight Station

- RFID enabled Bonded, Domestic and empty container yards
- Custom clearance of EXIM containers
- Container maintenance & repair facilities
- **Equipment:** Reach stackers, Empty Handlers, Hydra Cranes, Intra Transfer Vehicles



Warehousing

- 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

Container Freight Station (CFS) – Robust Infrastructure

	Nava Sheva, Mumbai	Punjab Conware, Mumbai (O&M)	Chennai	Vishakhapatnam	Kochi	Krishnapatnam
Area	<ul style="list-style-type: none"> Plot area of ~1,41,700 sqmt; Paved area: 87,000 sqmt; Covered warehouse area: 43,000 sqmt 	<ul style="list-style-type: none"> Paved area 60,000 sqmt 4 covered warehouses: 36,000 sqmt Bonded warehouse: 5,120 sqmt 	<ul style="list-style-type: none"> Paved area: 6,00,000 sqft Covered warehouse area: 70,000 sqft 	<ul style="list-style-type: none"> Paved Area: 60,000 sqmt Open yard for empty container: 4000 sqmt Ultra modern warehouse: 28,000 sqft 	<ul style="list-style-type: none"> Plot Area of ~26,300 sqmt Covered area of 13,500 sqft for export and import cargo 	<ul style="list-style-type: none"> Land area ~93,000 acres Paved area 2,15,600 sqft
Capacities (TEU's)	216,000	1,20,000	1,50,000	70,000	50,000	50,000
Warehousing Capacity (in Sq. mtr.)	~43,000	~41,200	6,500	3,000	1,000	~4,600
Bonded Warehouse & Reefer Points	Yes	Yes	Yes	Bonded Warehouse: No Reefer Points: Yes		Yes

Services Offered



1

Handling

2

Transportation

3

Storage

4

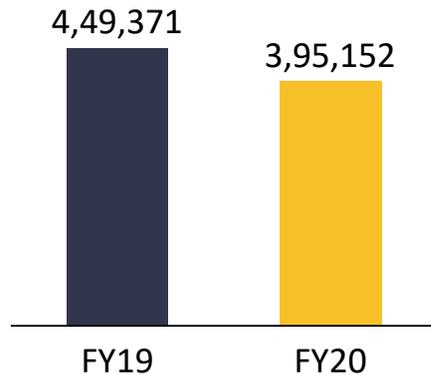
General / Bonded Warehousing

5

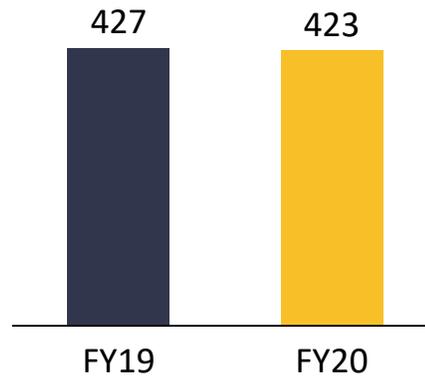
Other Value Added Services

Key Financial Metrics

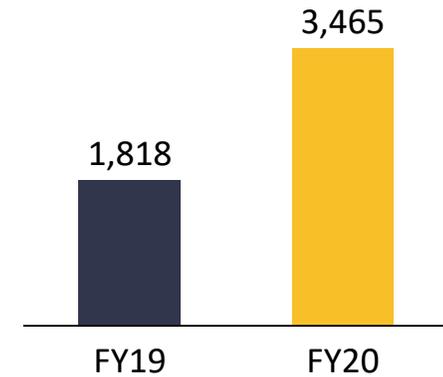
Throughput (TEUs)



Revenues (Rs. Crs)



EBITDA/ TEU (Rs./TEU)



CFS volumes	Q4 FY20	Q4 FY19	Y-o-Y	FY20	FY19	Y-o-Y	FY18
Throughput (TEUs)	87,176	111,299	-21.7%	395,152	449,371	-12.1%	4,00,543
Realization (Per TEU)	9172	10472	-12.4%	10712	9507	12.7%	9,874
Revenue (Rs. Crs)	80.0	116.6	-31.4%	423.3	427.2	-0.9%	395.5
EBITDA (Before SEIS) (Rs. Crs)	14.5	21.3	-31.8%	136.9	81.7	67.6%	84.4
EBITDA (Per TEU)	1,664	1,911	-12.9%	3,465	1,818	90.6%	2,107
OPM (%)	18.1%	18.2%		32.3%	19.1%		21.3
EBIT (Rs Crs)	4.4	13.8	-68.4%	95.1	49.2	93.5%	54.0
EBIT Margin	5.5%	11.8%		22.5%	11.5%		13.6%
PAT (Rs. Crs)	-14.6	4.8	NA	23.7	29.2	-18.8%	42.6



**Snowman
Logistics Ltd.**





Warehousing

- 31 Temperature controlled warehouses across 15 cities with separated chambers to maintain different temperature ranges; battery operated reach trucks used with racking systems
- **Temperature range:** -25°C to +20°C degrees
- ERP based FIFO system
- FSSAI Compliant, EU Certified



Distribution

- Large fleet of owned vehicles for dedicated distribution to/from cold stores
- Coverage of 4,400+ outlets in over 500 towns & cities
- GPS enabled Tracking
- Remote temperature monitoring



Value Added Services

- Blast Freezing upto -40°C
- Retail Inventory Management with Just-In-Time Deliveries
- Shrink Wrapping
- Customised solutions for customers

Widespread Network



104,000+ Pallet Capacity

31 warehouses Spread across 15 Cities

Distribution Across 500+ Towns

Owned Fleet Of 300 Refrigerated Vehicles

Varied category of products handled



PHARMACEUTICAL PRODUCTS

PROCESSED FOOD

FAST FOOD SUPPLY CHAIN

DAIRY PRODUCTS

SEAFOOD

MEAT

POULTRY

FRUITS

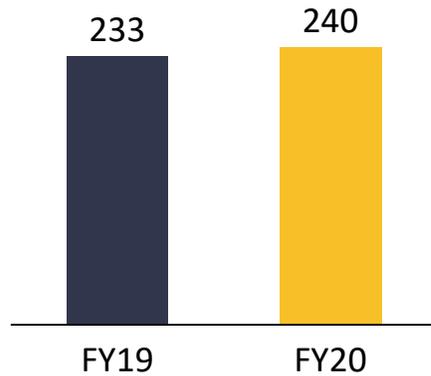
VEGETABLES

PHOTOFILMS/X-RAY

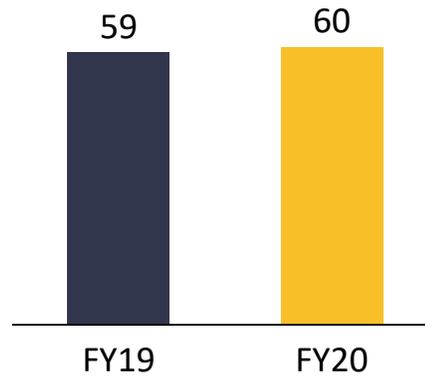
OTHER INDUSTRIAL GOODS

Key Financial Metrics

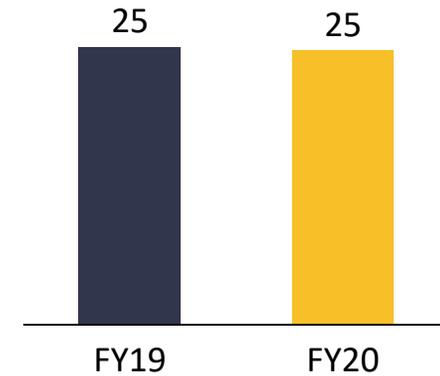
Revenues (Rs. Crs)



EBITDA (Rs. Crs)



EBITDA Margin (%)



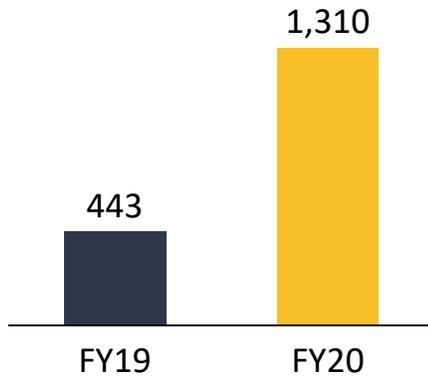
Particulars	Q4 FY20	Q4 FY19	Y-o-Y	FY20	FY19	Y-o-Y
Revenue (Rs. Crs)	61.0	59.8	2.0%	240.2	232.6	3.3%
EBITDA (Rs. Crs)	15.4	16.7	-7.9%	60.2	59.0	2.0%
OPM (%)	25.2%	27.9%		25.1%	25.4%	
EBIT (Rs Crs)	2.5	6.3	-59.9%	10.0	17.9	-44.0%
EBIT Margin	4.1%	10.5%		4.2%	7.7%	
PAT (Rs. Crs)	-1.7	5.4	NA	-15.4	9.8	NA



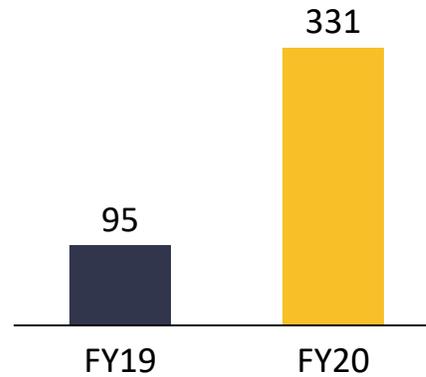
Q4 & FY20 Financial Performance

Consolidated FY20 Financial highlights*

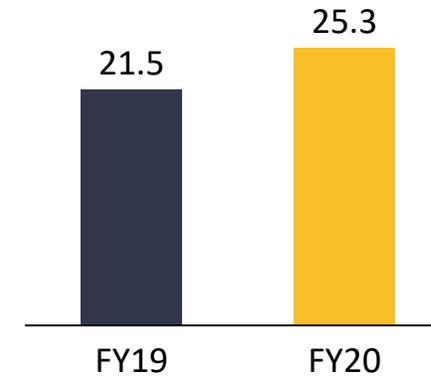
Total Income (Rs. Crs)



EBITDA (Rs. Crs)

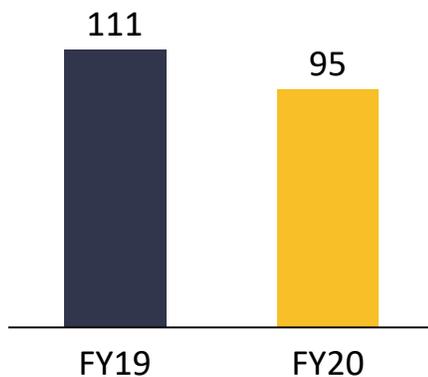


EBITDA Margin (%)

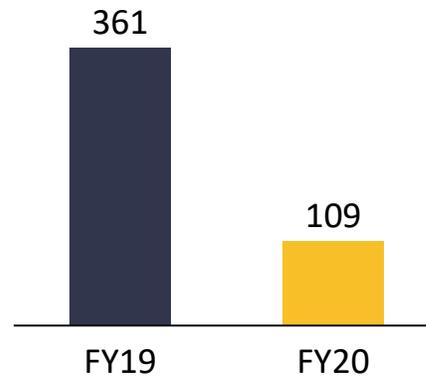


PBT^ (Rs. Crs)

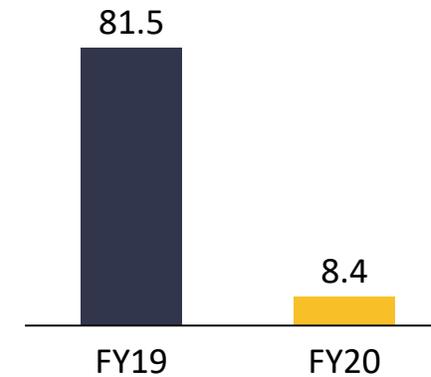
^PBT before Exceptional Items



PAT (Rs. in Crs)



PAT Margin (%)



^ Exceptional items represent gains on fair valuation of existing shares held in GRFL amounting to Rs.280.5 Crores in FY19 and gain on sales of stake in Chandra CFS and Terminal Operators of Rs. 8.1 Crores in FY20

* Financials are not comparable as prior to March 29, 2019, GRFL was considered as Joint Venture and was accounted using the Equity Method, GRFL became subsidiary w.e.f March 29, 2019

Consolidated Profit & Loss Statement*



Particulars (Rs. In Crs)	Q4 FY20	Q4 FY19	Y-o-Y	FY20	FY19	Y-o-Y
Revenue from Operations	299.1	119.9	149.4%	1,292.0	430.6	200.0%
Other Income	5.1	4.2		17.6	12.8	
Total Income	304.2	124.1	145.0%	1,309.6	443.4	195.4%
Cost of Material Consumed (Incl. Construction Expenses)	200.3	68.1		819.8	267.2	
Employee Expenses	12.5	7.4		59.8	23.6	
Other Expenses	21.9	22.5		99.1	57.4	
EBITDA	69.5	26.1	166.1%	331.0	95.2	247.7%
EBITDA Margin (%)	22.8%	21.0%		25.3%	21.5%	
Depreciation	34.4	7.5		133.3	32.6	
EBIT	35.0	18.7	87.9%	197.7	62.6	215.7%
Finance Cost	24.8	3.6		102.6	12.8	
Share of Profit/ (Loss) from Associate or JV	0.0	22.3		0.0	60.9	
Profit before Tax before Exceptional Items	10.2	37.3	-72.6%	95.0	110.7	-14.2%
Profit before Tax Margin (%)	3.4%	30.1%		7.3%	25.0%	
Exceptional Items [^]	0.0	280.5		8.1	280.5	
Profit before Tax	10.2	317.8	-96.8%	103.1	391.2	-73.6%
Profit before Tax Margin (%)	3.4%	256.0%		7.9%	88.2%	
Tax	-0.9	19.2		-6.3	30.0	
Profit After Tax	11.1	298.6	-96.3%	109.4	361.3	-69.7%
PAT Margin (%)	3.7%	240.6%		8.4%	81.5%	
Net profit/(loss) from discontinuing operations	0.0	2.2		-5.5	3.9	
PAT after discontinuing operations	11.1	300.8	-96.3%	103.9	365.2	-71.5%
EPS	1.0	27.7		9.48	33.58	

[^] Exceptional items represent gains on fair valuation of existing shares held in GRFL amounting to Rs.280.5 Crores in FY19 and gain on sales of stake in Chandra CFS and Terminal Operators of Rs. 8.1 Crores in FY20

* Financials are not comparable as prior to March 29, 2019, GRFL was considered as Joint Venture and was accounted using the Equity Method, GRFL became subsidiary w.e.f March 29, 2019

Consolidated Balance Sheet

ASSETS (Rs. Crs)	Mar-20	Mar-19
NON-CURRENT ASSETS	2,080.1	2,093.5
Property, Plant and Equipment	1,432.5	1,495.7
Capital Work In-Progress	5.4	1.6
Right to use assets	203.8	-
Intangible Assets	323.6	345.9
Equity Investment in subsidiaries	-	146.5
Financial Assets		
Investments	-	-
Others	31.8	14
Deferred Tax Assets (net)	32.0	19.8
Income tax assets (net)	24.9	15.3
Non-Current Assets	26.1	54.7
CURRENT ASSETS	356.5	233.0
Contract Assets	8.2	5.4
Financial Assets		
Investments	59.7	39.8
Trade receivables	129.8	127.4
Cash and cash equivalents	6.5	29.3
Bank balances other than Cash	2.1	0.7
Other Financial Assets	1.3	16.6
Other Current Assets	8.0	13.9
Asset classified as held for sale	141.0	-
TOTAL ASSETS	2,436.6	2,326.5

EQUITY AND LIABILITIES (Rs. Crs)	Mar-20	Mar-19
EQUITY	1,327.3	1,331.6
Equity Share capital	108.7	108.7
Other equity	1,208.0	1,213.1
Non-Controlling Interests	10.6	9.8
NON-CURRENT LIABILITIES	820.0	777.3
Financial Liabilities		
Borrowings	647.7	741.6
Lease Liability	152.4	-
Provisions	1.3	1.6
Employee Benefit Obligation	11.1	10.3
Government Grants (EPCG)	3.6	5.0
Deferred tax liabilities (Net)	3.8	18.9
CURRENT LIABILITIES	289.2	217.6
Contract Liabilities	8.0	12.2
Financial Liabilities		
Borrowings	50.7	26.2
Trade Payables	91.5	74.4
Lease Liability	34.0	-
Other Financial Liabilities	67.8	69.3
Employee Benefit Obligation	16.1	20.1
Government Grants (EPCG)	1.3	1.3
Other Current Liabilities	19.8	11.3
Income Tax Liability (net)	-	2.7
TOTAL EQUITY & LIABILITIES	2,436.5	2,326.5

IndAS 116 Reconciliation

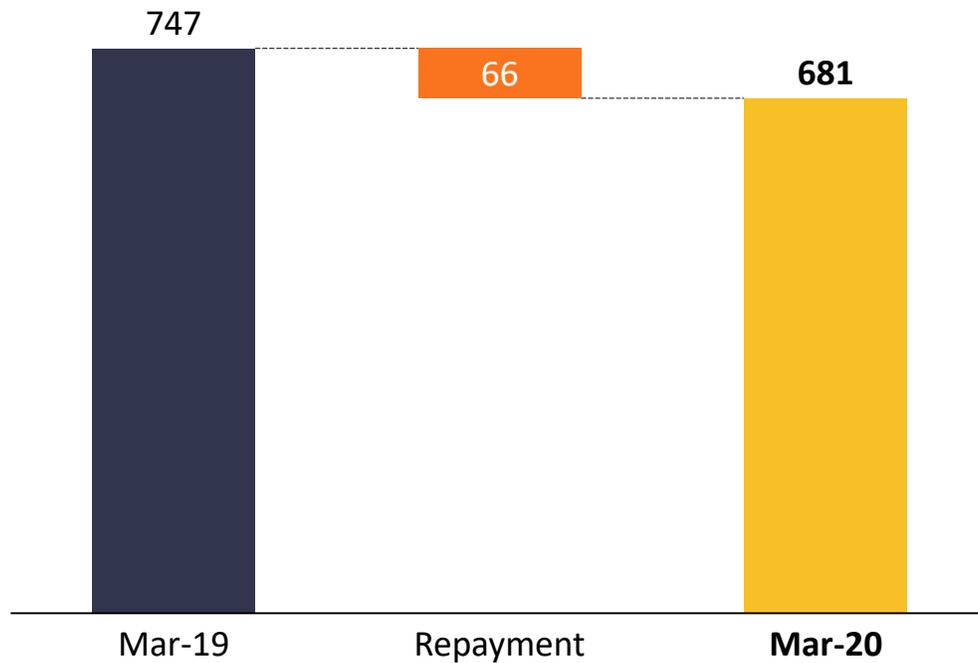
Particulars (Rs. Crs)	Q4 FY20 (Comparable basis)	Changes due to IndAS 116 Increase / (Decrease)	Q4 FY20 (Reported)	FY20 (Comparable basis)	Changes due to IndAS 116 Increase / (Decrease)	FY20 (Reported)
Adjustment to Increase / (Decrease) in profit before tax						
Operating Expenses	209.2	-8.9	200.3	853.6	-33.8	819.8
Finance Costs	20.3	4.5	24.8	85.7	16.9	102.6
Other Expenses	25.8	-3.9	21.9	112.9	-13.9	99.1
Depreciation and Amortization Expenses	23.8	10.6	34.4	93.4	39.9	133.3
Profit / (Loss) before Tax	12.6	-2.4	10.2	104.2	-9.1	95.0

Cash Flow Statement

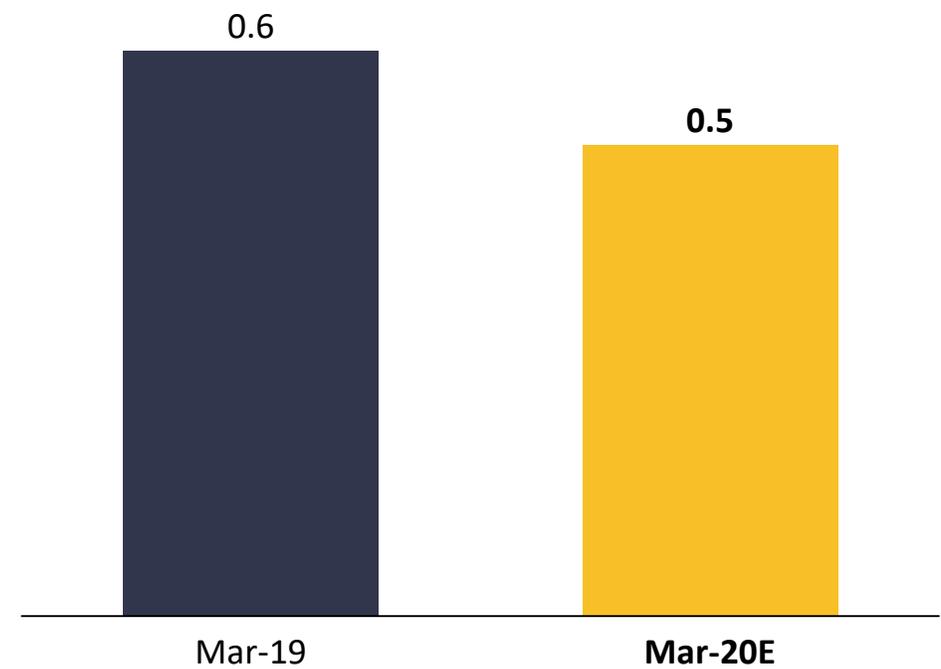
Cash Flow Statement (Rs. Crs)	FY20	FY19
Cash generated from operations	335.9	132.4
Direct taxes paid (net of refund)	-33.3	-11.2
Net Cash from Operating Activities	302.6	121.2
Net Cash from Investing Activities	-18.5	-562.8
Net Cash from Financing Activities	-336.3	450.3
Net Change in cash and cash equivalents	-52.2	8.8
Opening Cash Balance	7.9	-0.8
Closing Cash Balance	-44.2	7.9

Deleveraging Balance Sheet

Net Debt Movement (Rs. Crs)



Net Debt: Equity (X)



Group Balance Sheet



Particulars	CFS		Rail Transportation		Snowman Logistics	
	Mar-20	Mar-19	Mar-20	Mar-19	Mar-20	Mar-19
Equity & Liabilities (Rs. Crs)						
Equity Share capital	108.7	108.7	201.5	201.5	167.1	167.1
Reserves & Surplus (CFS: net of Rs.702.41 cr in GRFL)	516.2	555.5	205.1	170.0	252.6	268.0
Lease Liability (Ind AS116)	59.9	-	126.6	-	138.8	-
CCPS	-	-	295.8	295.8	-	-
Debt	597.5	668.8	165.8	162.9	61.8	93.1
Deferred Tax	-17.8	-8.8	-10.4	7.9	-44.8	-53.3
Total	1,264.5	1,324.2	984.4	838.1	575.5	474.9

Particulars	CFS		Rail Transportation		Snowman Logistics	
	Mar-20	Mar-19	Mar-20	Mar-19	Mar-20	Mar-19
ASSETS (Rs. Crs)						
Fixed Asset (Net)	237.9	300.1	777.5	791.1	366.7	413.5
Goodwill & Fair value increase of GRFL fixed assets on becoming subsidiary (Net of depreciation)	746.1	752.0	-	-	-	-
Lease Assets (Ind AS116)	83.1	-	120.7	-	132.7	-
Free Fixed Deposits / Liquid Funds / Cash	18.3	56.9	64.2	28.0	1.7	2.3
Investment in Associate	141.0	146.5	-	-	-	-
Other Assets (Net)	38.0	68.7	22.0	19.1	74.3	59.1
Total	1,264.5	1,324.2	984.4	838.1	575.5	474.9



Historical Financials

Consolidated Profit & Loss Statement*

Particulars (Rs. Crs)	FY20	FY19	FY18
Revenue from Operations	1,292.0	430.6	395.5
Other Income	17.6	12.8	13.8
Total Income	1,309.6	443.4	409.3
Operating Expenses	819.8	267.2	245.2
Employee Expenses	59.8	23.6	20.3
Other Expenses	99.1	57.4	45.7
EBITDA	331.0	95.2	98.1
EBITDA Margin (%)	25.3%	21.5%	24.0%
Depreciation	133.3	32.6	30.4
EBIT	197.7	62.6	67.7
Finance Cost	102.6	12.8	10.8
Share of Profit/ (Loss) from Associate or JV	0.0	64.9	40.2
Exceptional Items	8.1	280.5	0.0
Profit before Tax	103.1	395.2	97.1
Profit before Tax Margin (%)	7.9%	89.1%	23.7%
Tax	-6.3	30.0	13.9
Profit After Tax	109.4	365.2	83.2
PAT Margin (%)	8.4%	82.4%	20.3%
EPS	9.48	33.58	7.61

* Financials are not comparable as prior to March 29, 2019, GRFL was considered as Joint Venture and was accounted using the Equity Method, GRFL became subsidiary w.e.f March 29, 2019

Consolidated Balance Sheet*



ASSETS (Rs. Crs)	Mar-20	Mar-19	Mar-18
NON-CURRENT ASSETS	2,080.1	2,093.5	984.2
Property, Plant and Equipment	1,432.5	1,495.7	298.3
Capital Work In-Progress	5.4	1.6	0.5
Right to use assets	203.8	-	-
Intangible Assets	323.6	345.9	24.5
Equity Investment in subsidiaries	-	146.5	566
Financial Assets			
Investments	-	-	-
Others	31.8	14	7.1
Deferred Tax Assets (net)	32.0	19.8	23.9
Income tax assets (net)	24.9	15.3	8.4
Non-Current Assets	26.1	54.7	55.5
CURRENT ASSETS	356.5	233.0	238.2
Contract Assets	8.2	5.4	-
Financial Assets			
Investments	59.7	39.8	163.6
Trade receivables	129.8	127.4	53.7
Cash and cash equivalents	6.5	29.3	8.8
Bank balances other than Cash	2.1	0.7	0.6
Other Financial Assets	1.3	16.6	4.7
Other Current Assets	8.0	13.9	6.8
Asset classified as held for sale	141.0	-	-
TOTAL ASSETS	2,436.6	2,326.5	1,222.2

EQUITY AND LIABILITIES (Rs. Crs)	Mar-20	Mar-19	Mar-18
EQUITY	1,327.3	1,331.6	1,018.1
Equity Share capital	108.7	108.7	108.7
Other equity	1,208.0	1,213.1	900.5
Non-Controlling Interests	10.6	9.8	8.9
NON-CURRENT LIABILITIES	820.0	777.3	115.6
Financial Liabilities			
Borrowings	647.7	741.6	103.9
Lease Liability	152.4	-	-
Provisions	1.3	1.6	1.6
Employee Benefit Obligation	11.1	10.3	3.1
Government Grants (EPCG)	3.6	5.0	1.9
Deferred tax liabilities (Net)	3.8	18.9	5.1
CURRENT LIABILITIES	289.2	217.6	88.5
Contract Liabilities	8.0	12.2	
Financial Liabilities			
Borrowings	50.7	26.2	9.6
Trade Payables	91.5	74.4	28.6
Lease Liability	34.0	-	-
Other Financial Liabilities	67.8	69.3	38.5
Employee Benefit Obligation	16.1	20.1	5.6
Government Grants (EPCG)	1.3	1.3	0.5
Other Current Liabilities	19.8	11.3	5.7
Income Tax Liability (net)	-	2.7	-
TOTAL EQUITY & LIABILITIES	2,436.5	2,326.5	1,222.2

* Financials are not comparable as prior to March 29, 2019, GRFL was considered as Joint Venture and was accounted using the Equity Method, GRFL became subsidiary w.e.f March 29, 2019

For further information, please contact



SGA Strategic Growth Advisors

Company :

Gateway Distriparks Limited
CIN - L74899MH1994PLC164024

Mr. Sandeep Kumar Shaw
sandeep.shaw@gateway-distriparks.com

www.gateway-distriparks.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

Mr. Pratik R. Shah/ Mr. Jigar Kavaiya
pratik.shah@sgapl.net / jigar.kavaiya@sgapl.net
+91 9769260769/ +91 9920602034

www.sgapl.net