



November 06, 2023

BSE Limited Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 Scrip Code: 543489	National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Trading Symbol: GATEWAY
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Sub: Investor 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 attached herewith the Investors Presentation on the Un-audited Financial Results of the Company for the quarter ended September 30, 2023.

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
(formerly known as Gateway Rail Freight Limited)

Divyang Jain
Company Secretary &
Compliance Officer

Encl: as above

GATEWAY DISTRIPARKS LIMITED

(Formerly Gateway Rail Freight Ltd.)

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

Corporate Office: 206-7, Southern Park, Saket District Centre, New Delhi – 110017, India

T: +91 11 4055 4400 **F:** +91 11 4055 4413 **W:** www.gatewaydistriparks.com **CIN:** L60231MH2005PLC344764



**Investor
Presentation**

Q2 - 2023-24



India's Leading Integrated Multimodal Logistics Company



Services across the value chain of multimodal logistics

Network of 10 Container Terminals - 5 ICDs and 5 CFSs

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

Large fleet of train-sets and trailers capable of carrying 20 & 40 ft ISO containers

Large equipment base comprising of Reach Stackers, Empty Handlers, Hydra cranes, Forklifts, Loaders, Conveyors

Reliability in Rail Freight movement, facilitated by the DFC, to drive growth in container movement by rail

Railway linked Inland Container Depots (ICD)



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

Acquisition of ICD Kashipur in December 2022

New ICD under construction at Jaipur



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**



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



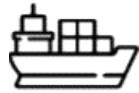
ICD volumes set to **get a major thrust** with commissioning of **Western DFC** due to improved transit times and modal shift from road to rail



Adequate land bank available to double the installed capacity as volumes scale up with 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 transportation, storage, bonded & general warehousing, empty handling & storage, refer containers, 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

- Operating 31 rakes - 21 owned and 10 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 container services



ICD & CFS

- 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



Warehousing

- 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



Road Transportation

- First & Last Mile connectivity by road for end to end multimodal services
- GPS enabled tracking & route planning
- Fleet of over 525 trailers to carry both 20 & 40 feet containers
- 20 CNG enabled vehicles for reaching emission restricted zones



Strategically Located Facilities



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	2,00,000	60,000
Jaipur, RJ	30	Under Construction Planned Capacity – 1,25,000	

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)
Nhava Sheva, Mumbai, MH	35	2,16,000
Chennai, TN	30	1,50,000
Krishnapatnam, AP	48	50,000
Kochi, KL (Joint Venture)*	6.5	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

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

Strong Asset Base

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

Train Sets



Tractor Trailers



Reach Stackers



Forklifts



Hydra Cranes



Healthy Balance Sheet

- › Stronger asset base, with large cash reserves and Net Debt:EBITDA ratio of 0.77 (on TTM basis)



Dedicated Freight Corridor

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



Strategically Located Asset Base

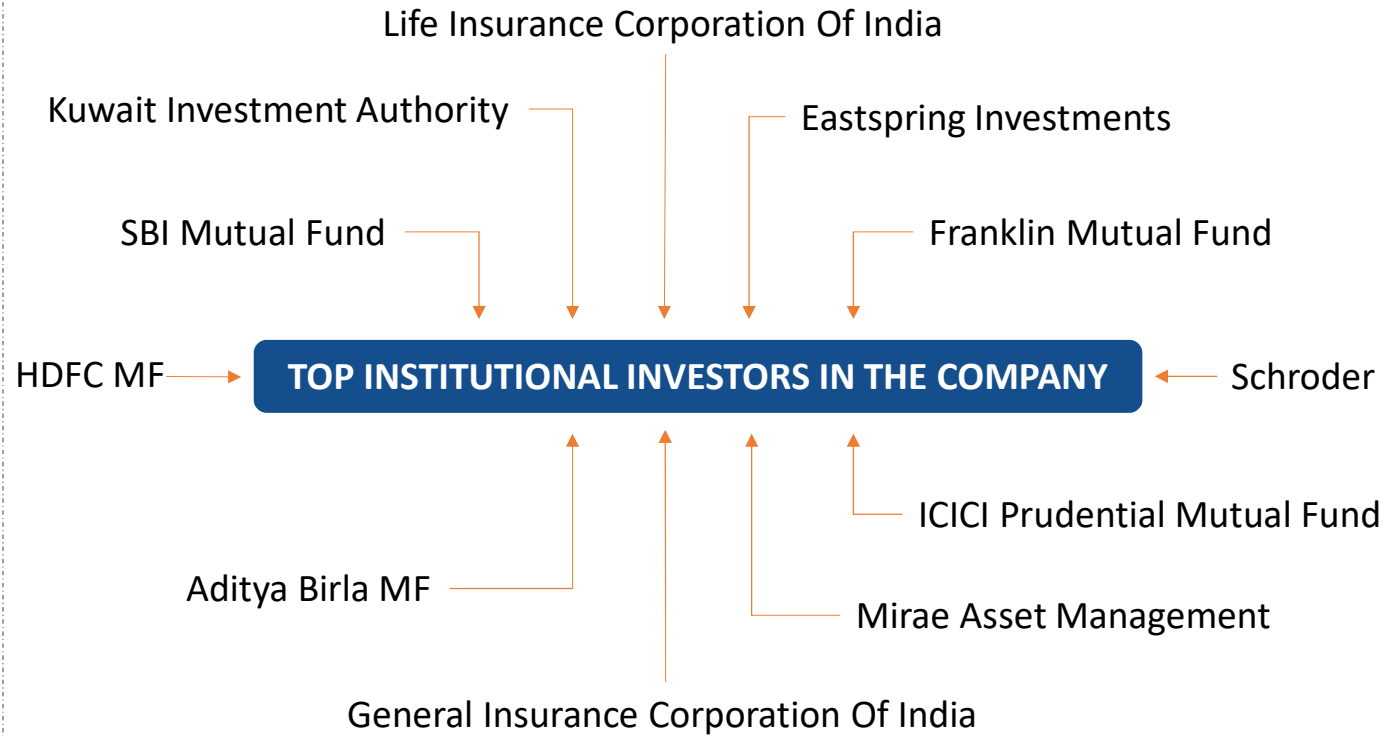
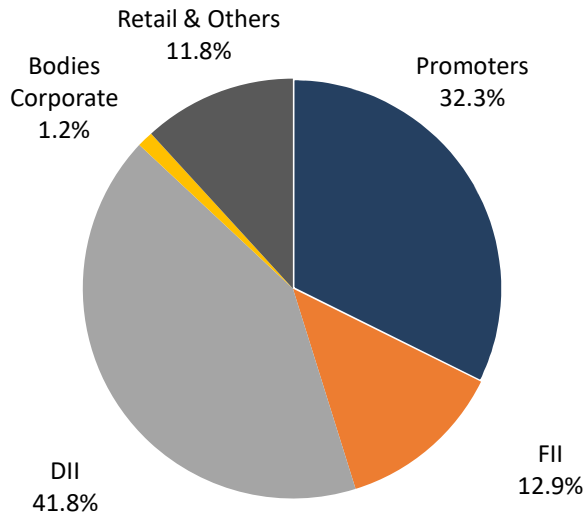
- › Company's long-term strategy for Rail business involves organic & inorganic growth
- › Help increase containerization of cargo in India
- › Improving Capacity Utilization



Shareholding Information



Shareholding Pattern September 2023



Snowman Logistics Limited - An associate company

01

Snowman Logistics Limited, an associate company of GDL, is the largest integrated temperature-controlled logistics service provider in India. During H1FY24, the company acquired additional stake of 2.75%, post which the company's stake in the company has increased to 43.00%.

02

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.

03

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.

04

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



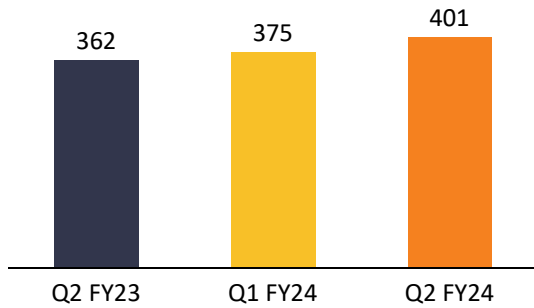


Financial Performance

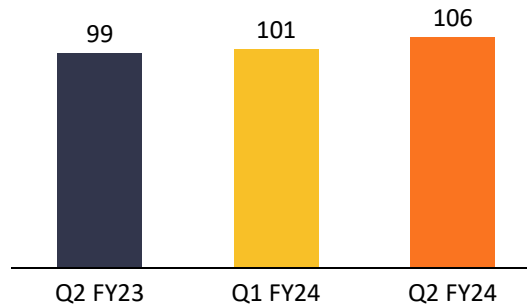
Financial highlights – Quarter



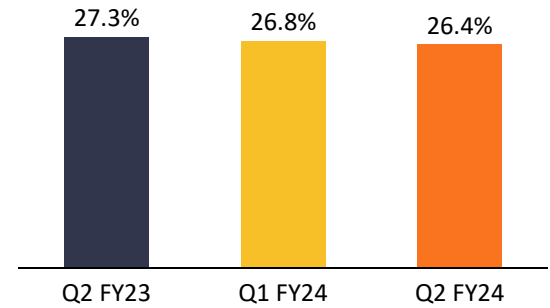
Total Income* (Rs. Crs)



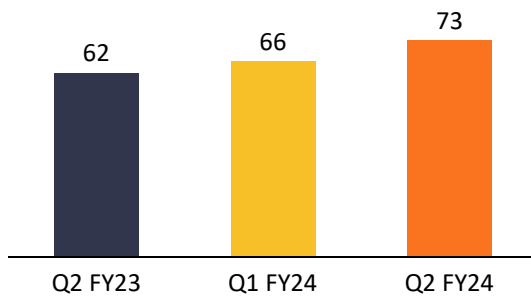
EBITDA* (Rs. Crs)



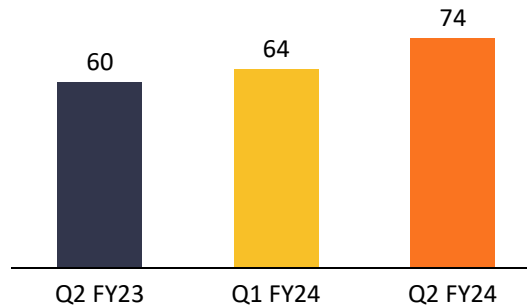
EBITDA Margin* (%)



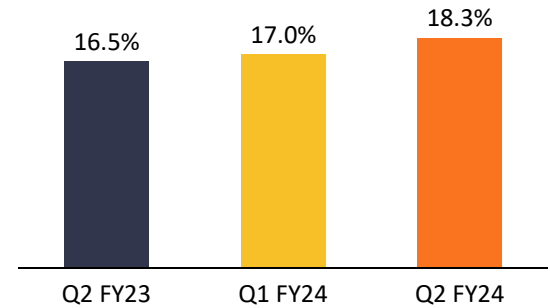
PBT (Rs. Crs)



PAT (Rs. Crs)

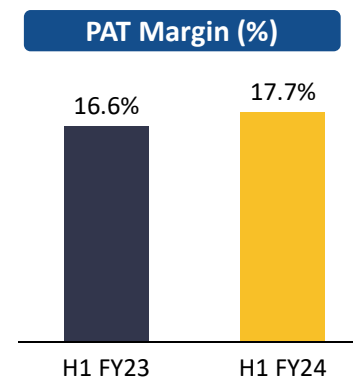
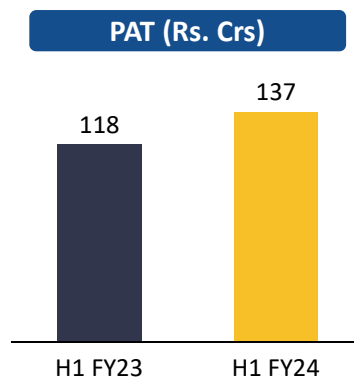
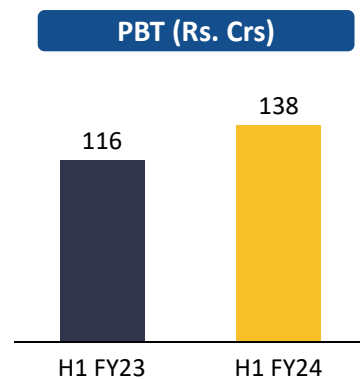
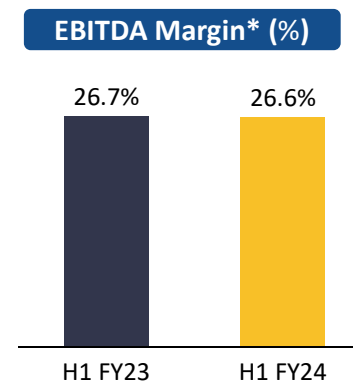
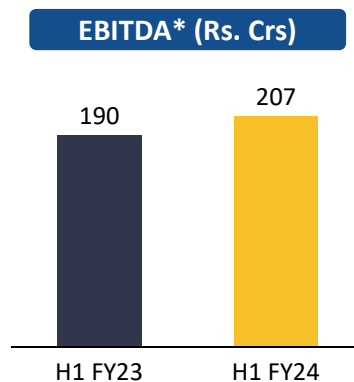
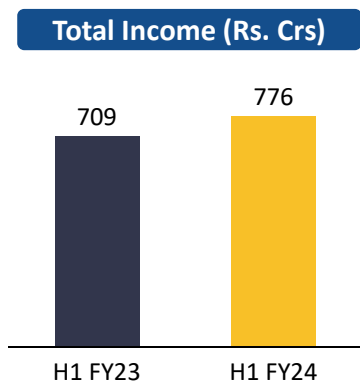


PAT Margin (%)



* Includes Other Income

Financial highlights – H1FY24



* Includes Other Income

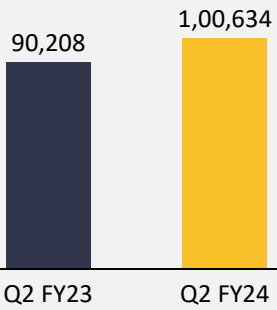
Segment highlights



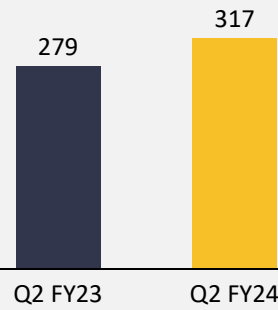
Rail

Q2FY24

Throughput (TEUs)

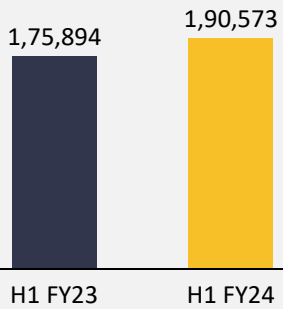


Revenues (Rs. Crs)

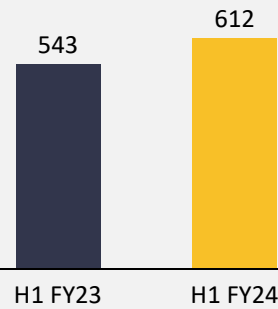


H1FY24

Throughput (TEUs)

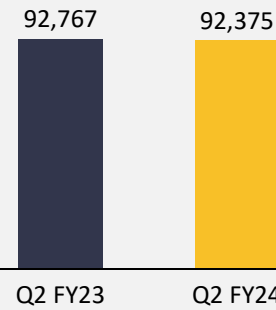


Revenues (Rs. Crs)

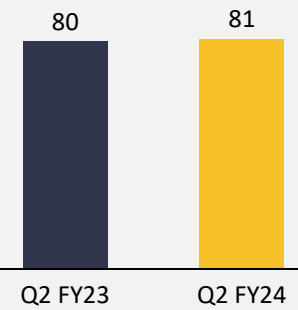


CFS

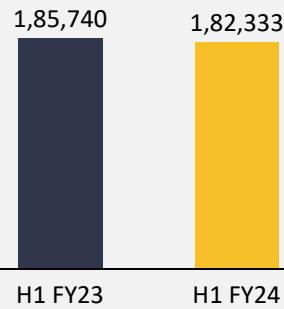
Throughput (TEUs)



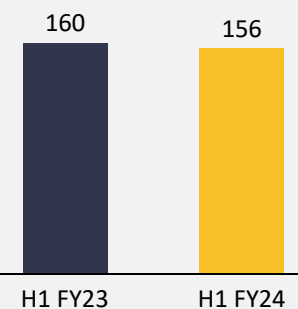
Revenues (Rs. Crs)



Throughput (TEUs)



Revenues (Rs. Crs)



Quarterly Profit & Loss Statement



Particulars (Rs. Crs)	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q
Revenue from Operations	398.5	359.1	11%	369.7	8%
Other Income	2.9	2.8		5.2	
Total Income	401.4	361.9	11%	374.9	7%
Operating Expenses	248.4	224.6		229.0	
Employee Expenses	18.9	15.7		18.6	
Other Expenses	28.0	23.0		26.7	
EBITDA*	106.1	98.7	8%	100.6	6%
EBITDA Margin (%)*	26.4%	27.3%	-83 bps	26.8%	-39 bps
Depreciation	23.1	26.7		24.9	
EBIT	83.0	72.0	15%	75.7	10%
Finance Cost	11.6	11.3		11.3	
Share of Profit/ (Loss) from Associate or JV	1.3	1.1		1.3	
Profit before Tax	72.8	61.8	18%	65.7	11%
Profit before Tax Margin (%)	18.1%	17.1%	105 bps	17.5%	61 bps
Tax	-0.74	2.3		1.9	
Profit After Tax	73.5	59.5	23%	63.7	15%
PAT Margin (%)	18.3%	16.5%	186 bps	17.0%	131 bps
EPS (in Rs.)	1.47	1.19		1.28	

* Includes Other Income

H1FY24 Profit & Loss Statement



Particulars (Rs. Crs)	H1 FY24	H1 FY23	Y-o-Y
Revenue from Operations	768.2	702.9	9%
Other Income	8.1	6.3	
Total Income	776.3	709.1	9%
Operating Expenses	477.4	438.7	
Employee Expenses	37.6	32.4	
Other Expenses	54.7	48.5	
EBITDA*	206.6	189.5	9%
EBITDA Margin (%)*	26.6%	26.7%	-11 bps
Depreciation	48.0	52.2	
EBIT	158.7	137.4	16%
Finance Cost	22.8	23.1	
Share of Profit/ (Loss) from Associate or JV	2.6	1.8	
Profit before Tax	138.4	116.1	19%
Profit before Tax Margin (%)	17.8%	16.4%	145 bps
Tax	1.2	-1.8	
Profit After Tax	137.2	118.0	16%
PAT Margin (%)	17.7%	16.6%	104 bps
EPS (in Rs.)	2.75	2.36	

* Includes Other Income

Balance Sheet



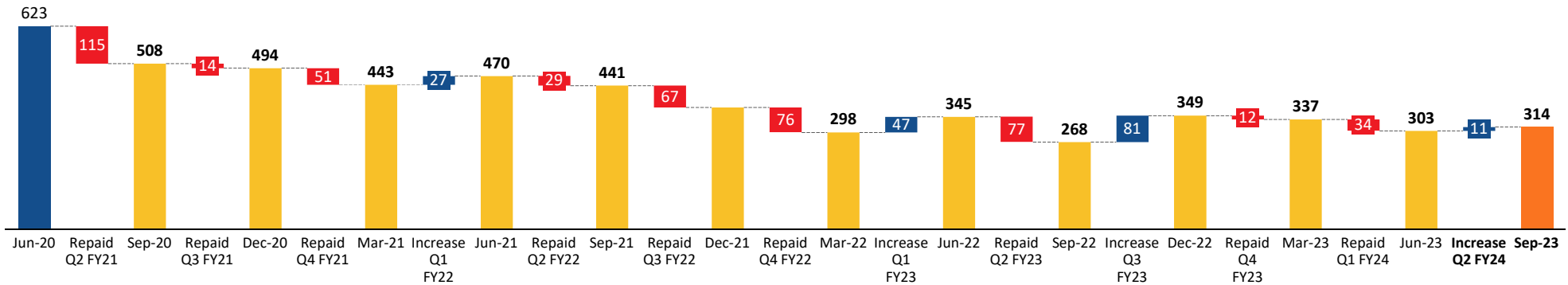
ASSETS (Rs. Crs)	30-Sep-23	31-Mar-23
NON-CURRENT ASSETS	2,322.0	2,260.5
Property, Plant and Equipment	1,405.1	1,430.7
Capital Work In-Progress	16.6	14.8
Right to use assets	147.2	102.9
Intangible Assets	361.7	363.0
Equity Investment in associate	158.5	141.0
Financial Assets		
Investments	0.0	0.0
Others	32.7	35.0
Deferred Tax Assets (net)	145.7	122.4
Income tax assets (net)	19.8	23.9
Non-Current Assets	34.8	26.8
CURRENT ASSETS	227.1	243.3
Contract Assets	6.8	4.2
Financial Assets		
Investments	0.0	0.0
Trade receivables	147.9	137.0
Cash and cash equivalents	31.2	73.1
Bank balances other than Cash	6.1	2.9
Other Financial Assets	21.0	16.7
Other Current Assets	14.1	9.5
TOTAL ASSETS	2,549.1	2,503.8

EQUITY AND LIABILITIES (Rs. Crs)	30-Sep-23	31-Mar-23
EQUITY	1,863.0	1,788.5
Equity Share capital	499.6	499.6
Other equity	1,350.2	1,277.0
Non-Controlling Interests	13.2	11.9
NON-CURRENT LIABILITIES	398.4	388.7
Financial Liabilities		
Borrowings	256.3	291.4
Lease Liability	126.2	82.0
Provisions	1.3	1.3
Employee Benefit Obligation	6.0	5.5
Government Grants (EPCG)	0.7	1.0
Deferred tax liabilities (Net)	7.8	7.4
CURRENT LIABILITIES	287.7	326.6
Contract Liabilities	11.3	10.1
Financial Liabilities		
Borrowings	112.1	141.6
Trade Payables	108.9	105.3
Lease Liability	16.1	15.2
Other Financial Liabilities	5.6	5.6
Employee Benefit Obligation	20.8	32.1
Government Grants (EPCG)	0.5	0.5
Other Current Liabilities	10.7	14.6
Income Tax Liability (net)	1.6	1.6
TOTAL EQUITY & LIABILITIES	2,549.1	2,503.8

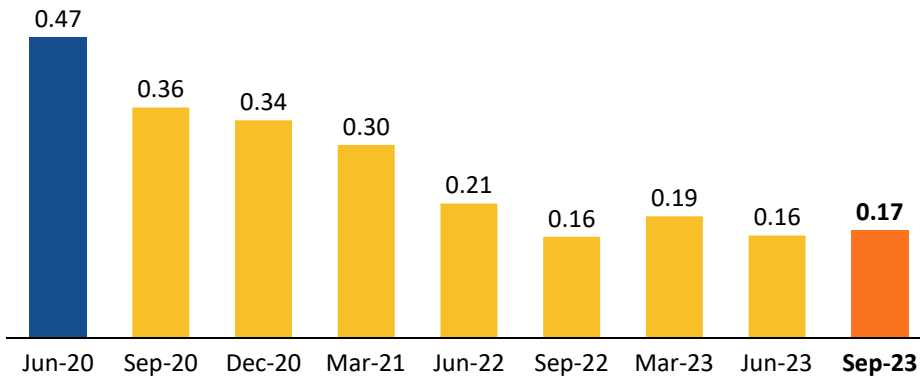
Deleveraging Balance Sheet



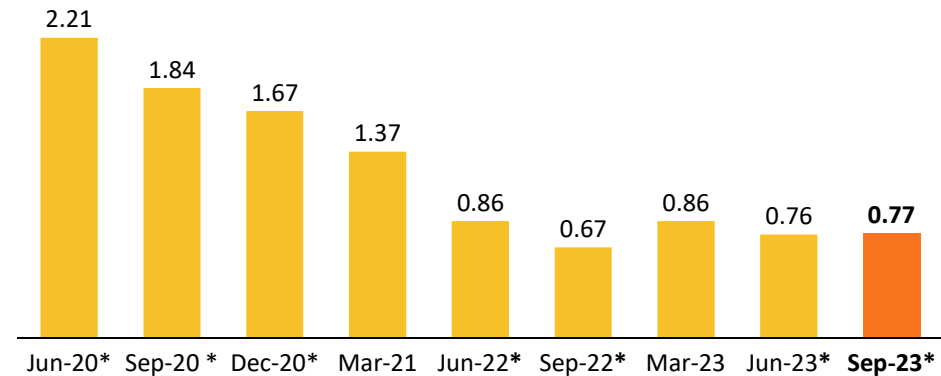
Net Debt Movement (Rs. Crs)



Net Debt: Equity (X)



Net Debt: EBITDA (X)

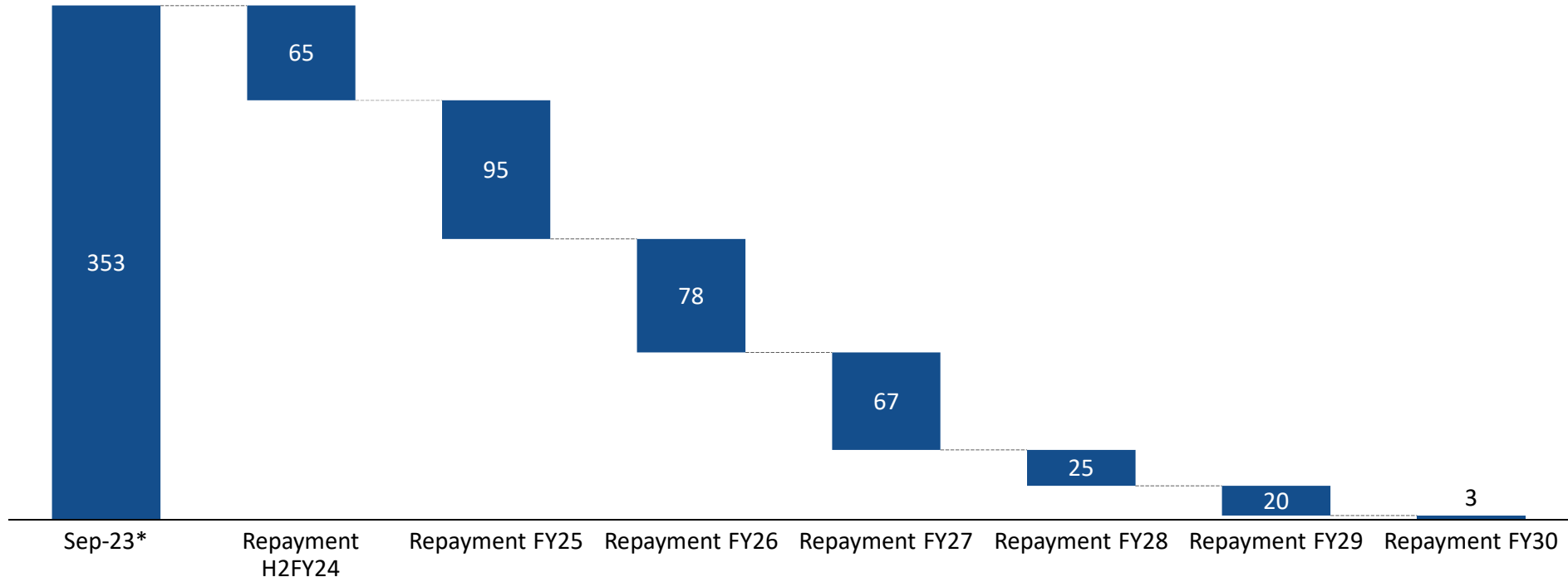


* - EBITDA calculated on TTM basis

Gross Debt Payment Schedule



Rs. Crs



* - Excluding Cash Credit and Others

For further information, please contact



SGA Strategic Growth Advisors

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