



02nd August, 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
--	--

Sub: Investor Presentation

Please find attached the Investor Presentation for the quarter ended 30th June, 2023.

Kindly take the information on record.

Thanking You,

Yours faithfully,

For GATEWAY DISTRI PARKS LIMITED

(formerly known as Gateway Rail Freight Limited)

Sandeep Kumar Shaw

Chief Financial Officer

Encl: a/a

GATEWAY DISTRI PARKS 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

Q1 - 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)



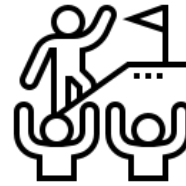
ICDs catering to the EXIM business are located at Gurgaon, Faridabad, Ludhiana and Ahmedabad

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



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

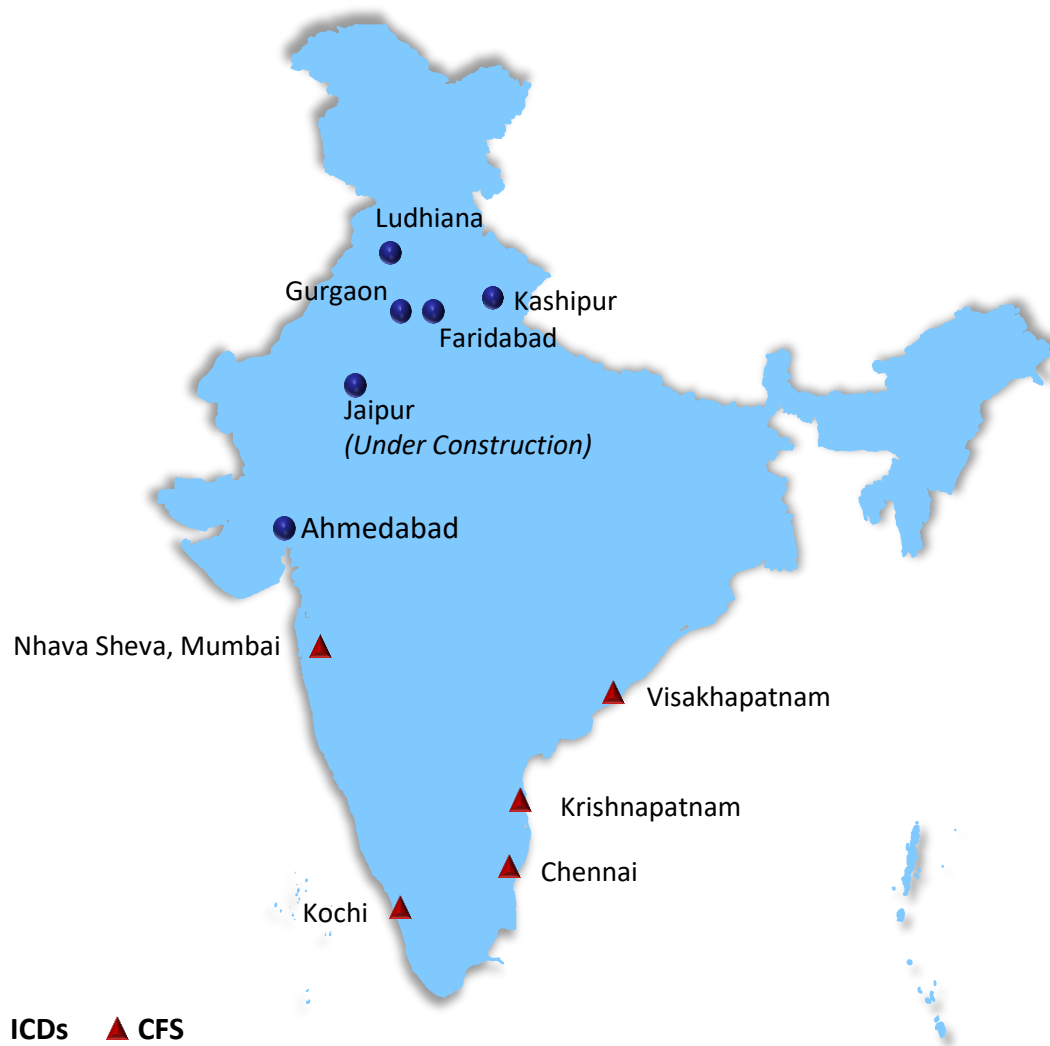


Road Transportation

- 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
- 19 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 0.76 (on TTM basis)



Dedicated Freight Corridor

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



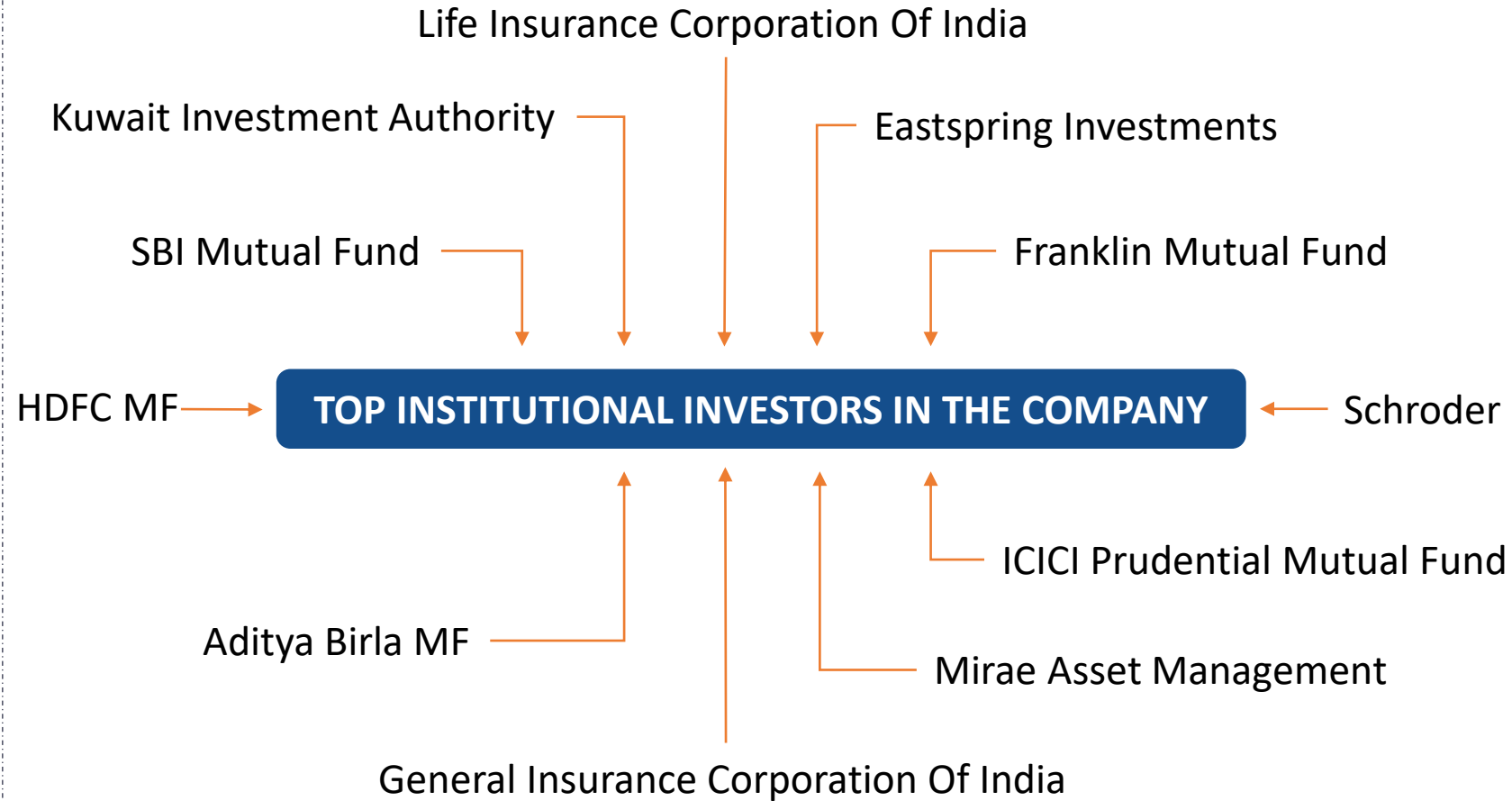
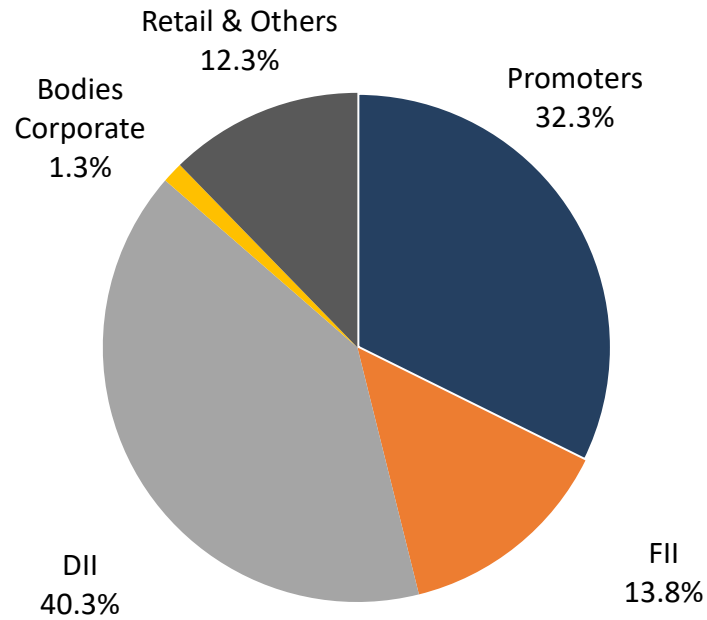
Strategically Located Asset Base

- › 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 June 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 Q1FY24, the company acquired additional stake of 1.50%, post which the company's stake in the company has increased to 41.75%.

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](#)

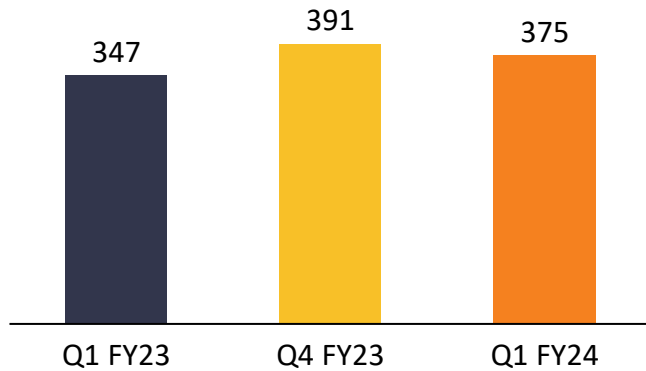




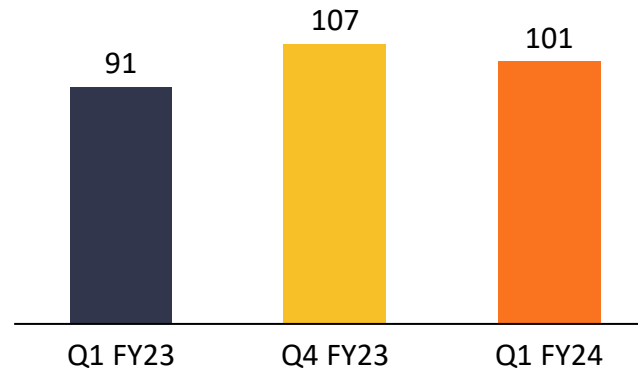
Financial Performance

Financial highlights – Quarter

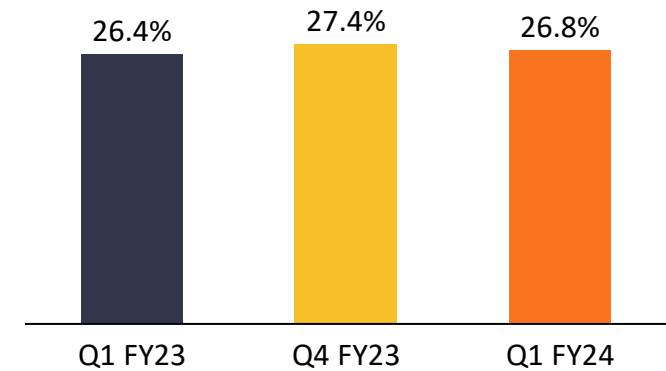
Total Income* (Rs. Crs)



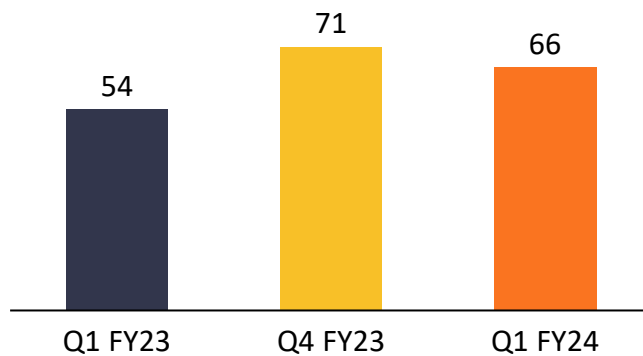
EBITDA* (Rs. Crs)



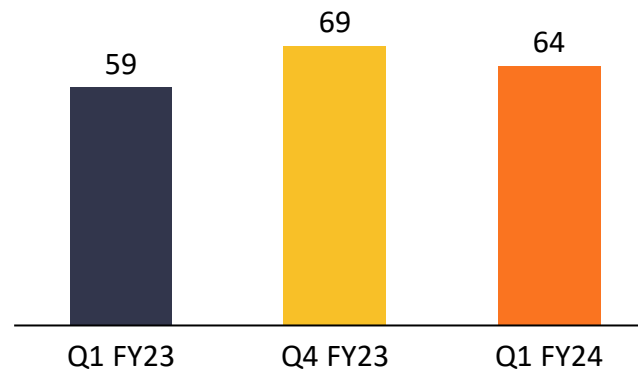
EBITDA Margin* (%)



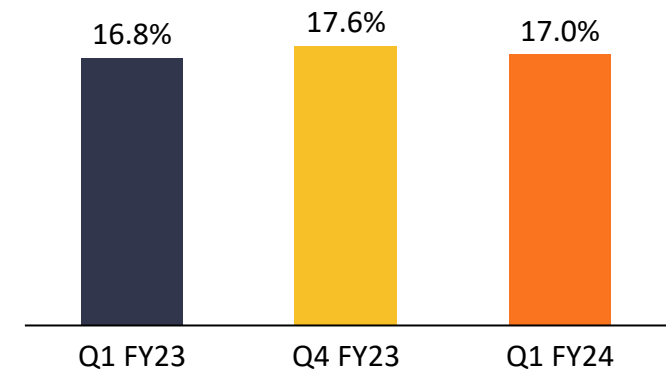
PBT (Rs. Crs)



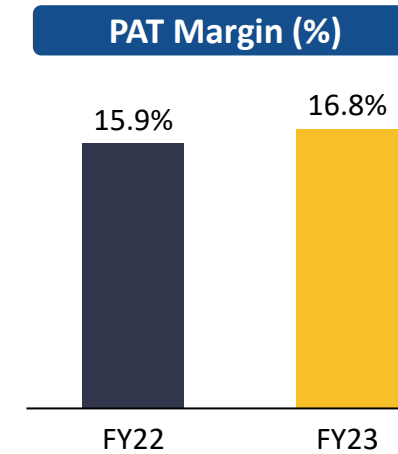
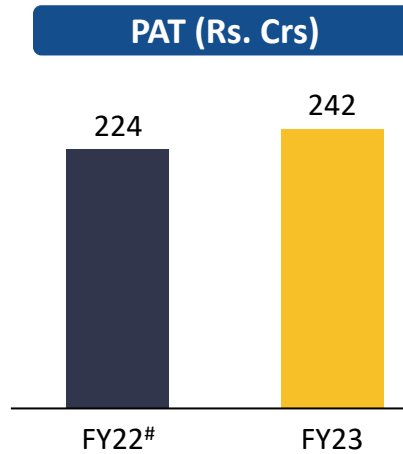
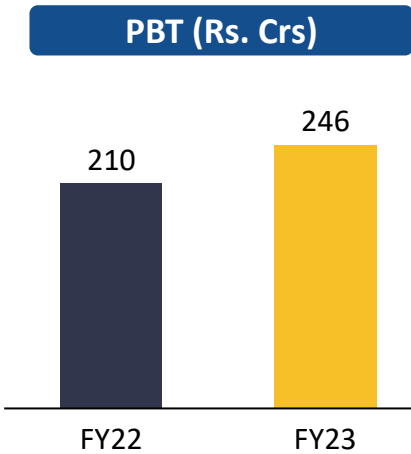
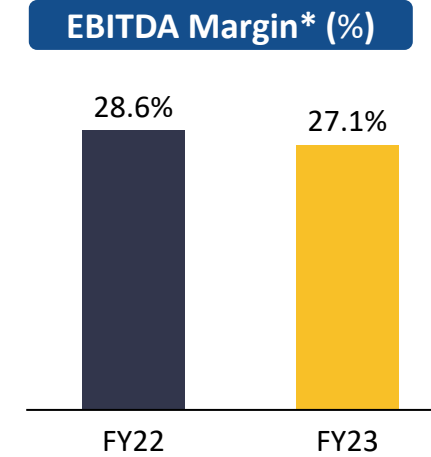
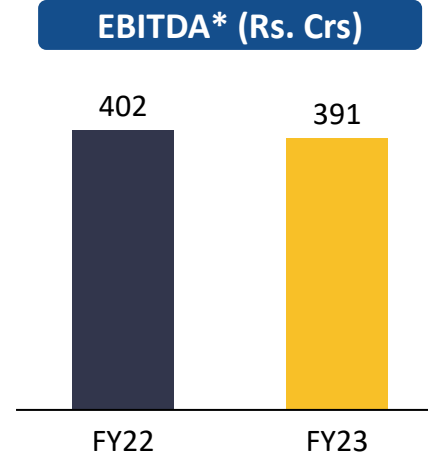
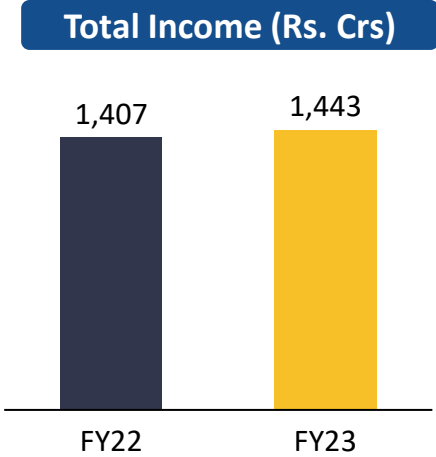
PAT (Rs. Crs)



PAT Margin (%)



Financial highlights – FY23



Note: The O&M deal at Punjab Conware CFS in Nhava Sheva lapsed after 10 months in FY22. Punjab Conware FY22 revenue was Rs. 87.52 crores & EBITDA was Rs. 15.84 crores. After paying license fees of Rs. 16.44 crores to Punjab State Warehousing Corporation, it was a loss-making facility for the company. For a like-to-like comparison, excluding Punjab Conware, the Company's total CFS throughput climbed by 6.91%, revenue grew by 10.5%, and EBITDA grew by 1.2%.

Segment highlights

Rail

Q1 FY24

Throughput (TEUs)

85,686

89,939

Q1 FY23

Q1 FY24

Revenues (Rs. Crs)

267

298

Q1 FY23

Q1 FY24

FY23

Throughput (TEUs)

3,33,270

3,48,020

FY22

FY23

Revenues (Rs. Crs)

1,061

1,121

FY22

FY23

CFS*

Throughput (TEUs)

92,973

89,958

Q1 FY23

Q1 FY24

Revenues (Rs. Crs)

80

76

Q1 FY23

Q1 FY24

Throughput (TEUs)

4,17,606

3,64,758

FY22

FY23

Revenues (Rs. Crs)

346

322

FY22

FY23

*Note: The O&M deal at Punjab Conware CFS in Nhava Sheva lapsed after 10 months in FY22. Punjab Conware FY22 revenue was Rs. 87.52 crores & EBTIDA was Rs. 15.84 crores. After paying license fees of Rs. 16.44 crores to Punjab State Warehousing Corporation, it was a loss-making facility for the company. For a like-to-like comparison, excluding Punjab Conware, the Company's total CFS throughput climbed by 6.91%, revenue grew by 10.5%, and EBITDA grew by 1.2% in FY23.

Quarterly Profit & Loss Statement

Particulars (Rs. Crs)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q
Revenue from Operations	369.7	343.8	8%	377.0	-2%
Other Income	5.2	3.5		13.9	
Total Income	374.9	347.2	8%	390.8	-4%
Operating Expenses	229.0	214.1		239.9	
Employee Expenses	18.6	16.8		16.5	
Other Expenses	26.7	25.5		27.2	
EBITDA*	100.6	90.9	10.7%	107.2	-6%
EBITDA Margin (%)*	26.8%	26.2%	66 bps	27.4%	-61 bps
Depreciation	24.9	25.5		25.9	
EBIT	75.7	65.4	16%	81.3	-7%
Finance Cost	11.3	11.8		11.7	
Share of Profit/ (Loss) from Associate or JV	1.3	0.8		1.6	
Profit before Tax	65.7	54.3	20.8%	71.2	-8%
Profit before Tax Margin (%)	17.5%	15.6%	187 bps	18.2%	-71 bps
Tax	1.9	-4.12		2.6	
Profit After Tax	63.7	58.5	9.0%	68.6	-7%
PAT Margin (%)	17.0%	16.8%	17 bps	17.6%	-56 bps
EPS (in Rs.)	1.28	1.17		1.37	

FY23 Profit & Loss Statement

Particulars (Rs. Crs)	FY23	FY22	Y-o-Y
Revenue from Operations	1,420.9	1,373.7	3%
Other Income	22.1	33.2	
Total Income	1,443.0	1,406.8	3%
Operating Expenses	885.4	843.3	
Employee Expenses	66.4	65.8	
Other Expenses	100.7	96.0	
EBITDA*	390.5	401.7	-3%
EBITDA Margin (%)*	27.1%	28.6%	-149 bps
Depreciation	103.9	127.7	
EBIT	286.6	274.0	5%
Finance Cost	45.3	64.7	
Share of Profit/ (Loss) from Associate or JV	5.0	0.8	
Profit before Tax	246.3	210.1	17%
Profit before Tax Margin (%)	17.1%	14.9%	213 bps
Tax	4.4	-13.7	
Profit After Tax	241.9	223.8[#]	8%
PAT Margin (%)	16.8%	15.9%	85 bps
EPS (in Rs.)	4.84	4.48	

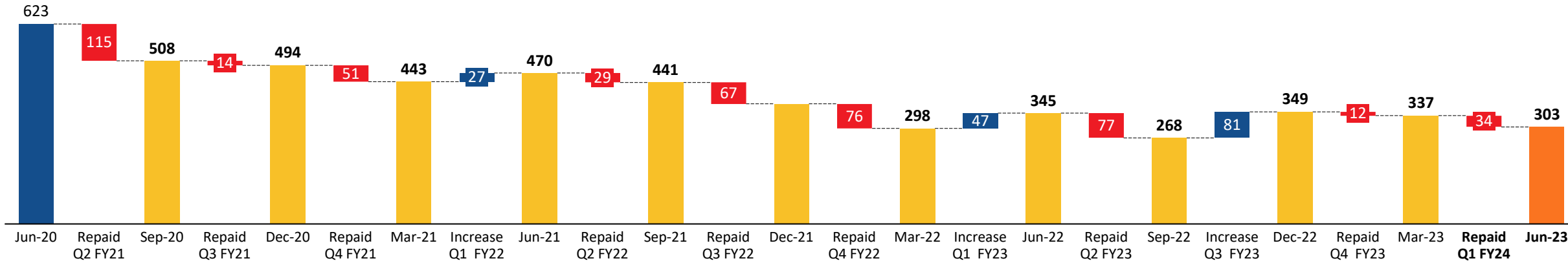
Balance Sheet

ASSETS (Rs. Crs)	31-Mar-23	31-Mar-22
NON-CURRENT ASSETS	2,260.5	2,105.3
Property, Plant and Equipment	1,430.7	1,346.7
Capital Work In-Progress	14.8	10.1
Right to use assets	102.9	124.6
Intangible Assets	363.0	318.5
Equity Investment in associate	141.0	141.1
Financial Assets		
Investments	0.0	0.0
Others	35.0	25.1
Deferred Tax Assets (net)	122.4	83.4
Income tax assets (net)	23.9	29.9
Non-Current Assets	26.8	25.9
CURRENT ASSETS	243.3	329.2
Contract Assets	4.2	4.4
Financial Assets		
Investments	0.0	0.0
Trade receivables	137.0	118.5
Cash and cash equivalents	73.1	189.7
Bank balances other than Cash	2.9	0.7
Other Financial Assets	16.7	3.7
Other Current Assets	9.5	12.3
TOTAL ASSETS	2,503.8	2,434.6

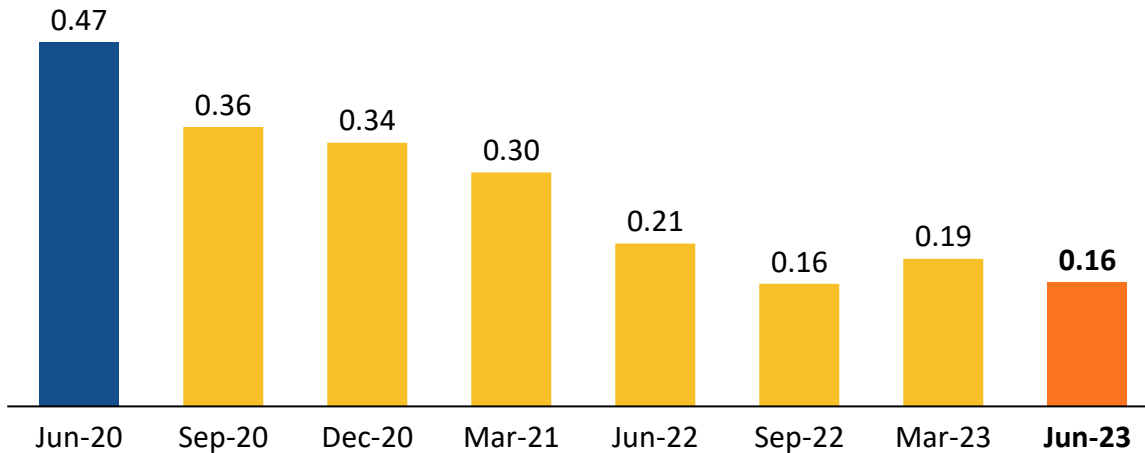
EQUITY AND LIABILITIES (Rs. Crs)	31-Mar-23	31-Mar-22
EQUITY	1,788.5	1,646.6
Equity Share capital	499.6	499.6
Other equity	1,277.0	1,137.1
Non-Controlling Interests	11.9	9.8
NON-CURRENT LIABILITIES	388.7	453.3
Financial Liabilities		
Borrowings	291.4	338.9
Lease Liability	82.0	98.0
Provisions	1.3	1.3
Employee Benefit Obligation	5.5	6.6
Government Grants (EPCG)	1.0	1.4
Deferred tax liabilities (Net)	7.4	7.0
CURRENT LIABILITIES	326.6	334.8
Contract Liabilities	10.1	8.2
Financial Liabilities		
Borrowings	141.6	164.2
Trade Payables	105.3	94.2
Lease Liability	15.2	18.4
Other Financial Liabilities	5.6	3.6
Employee Benefit Obligation	32.1	26.9
Government Grants (EPCG)	0.5	1.0
Other Current Liabilities	14.6	15.7
Income Tax Liability (net)	1.6	2.6
TOTAL EQUITY & LIABILITIES	2,503.8	2434.6

Deleveraging Balance Sheet

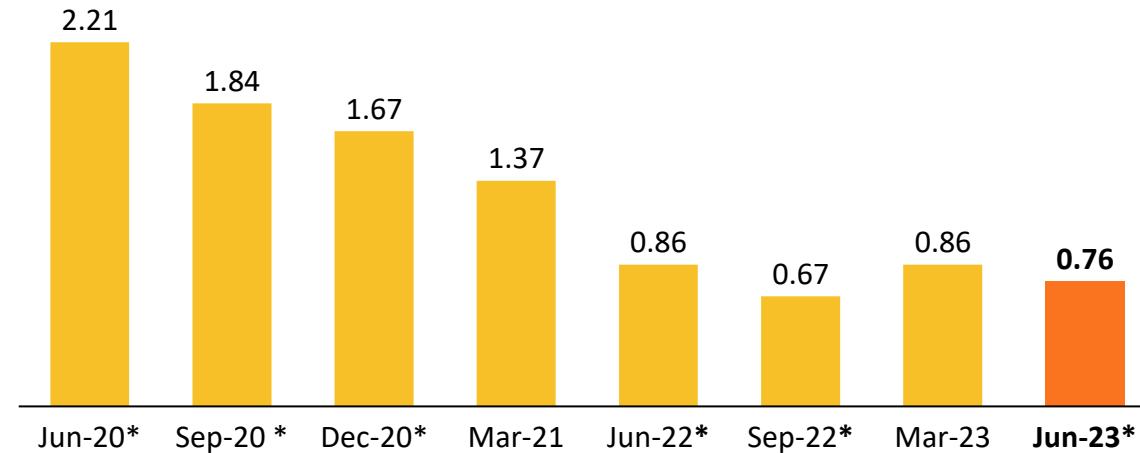
Net Debt Movement (Rs. Crs)



Net Debt: Equity (X)



Net Debt: EBITDA (X)

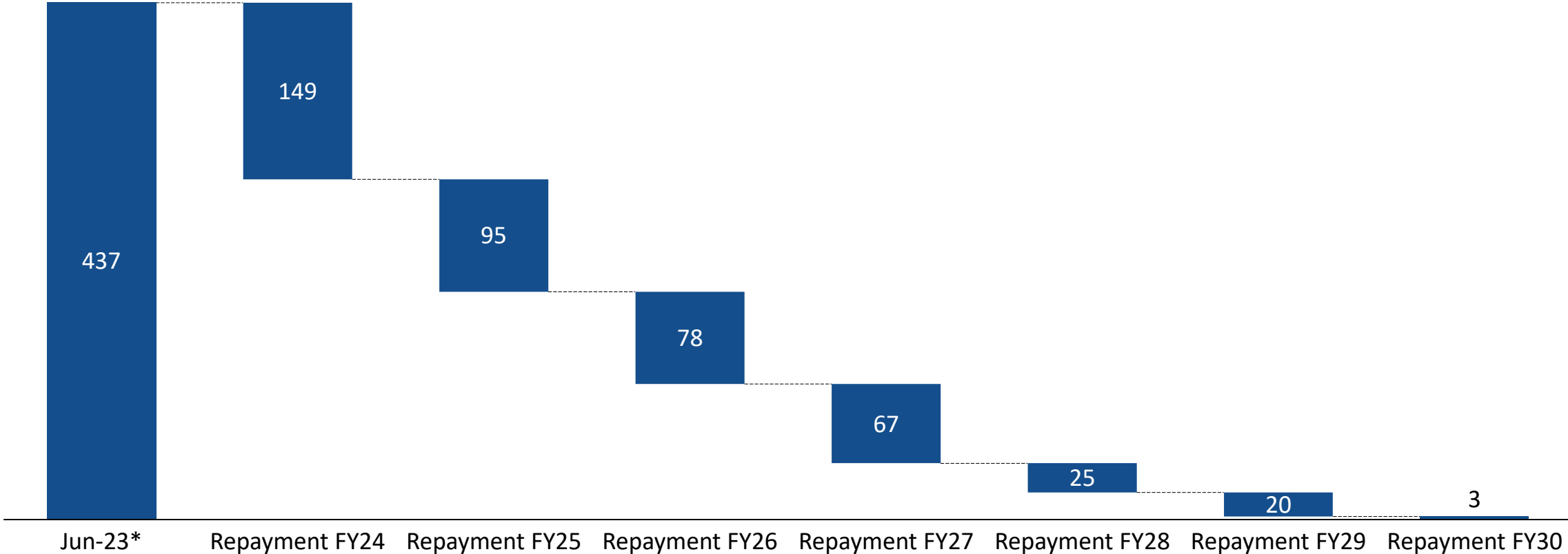


* - EBITDA calculated on TTM basis

Gross Debt Payment Schedule



Rs. Crs



* - Excluding Cash Credit and Others

For further information, please contact



SGA Strategic Growth Advisors

Company :

Gateway Distriparks Limited
CIN - L60231MH2005PLC344764

Mr. Sandeep Kumar Shaw, CFO
sandeep.shaw@gatewaydistriparks.com

www.gatewaydistriparks.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

Mr. Jigar Kavaiya / Mr. Parin Narichania
jigar.kavaiya@sgapl.net / parin.n@sgapl.net
+91 9920602034 / +91 9930025733

www.sgapl.net

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.

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.