



24<sup>th</sup> January, 2023

<b>BSE Limited</b> Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 <b>Scrip Code: 543489</b>	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 <b>Trading Symbol: GATEWAY</b>
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**Sub: Investor Presentation**

Please find attached the Investor Presentation for the quarter ended 31<sup>st</sup> December, 2022.

Kindly take the information on record.

Thanking You,

Yours faithfully,

**For GATEWAY DISTRI PARKS LIMITED (formerly known as Gateway Rail Freight Limited)**

**ANUJ KALIA**

**COMPANY SECRETARY**

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

Q3- 2022-23



# India's Leading Integrated Multimodal Logistics Company

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**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 during the quarter**

**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



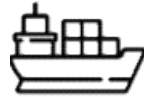
ICD volumes set to get a major thrust with commissioning of Western DFC due to improved transit times and modal shift from road to rail



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 500 trailers to carry both 20 & 40 feet containers
- 15 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	1,50,000	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

## Acquisition of ICD Kashipur

Acquired Kashipur Infra and Freight Terminal Private Ltd (KIFTPL) for consideration of Rs. 144 crore. Another 7.54 acres of land, which is strategic to the ICD, has been acquired for Rs. 9 crore

KIFTPL owns a rail connected Inland Container Depot (ICD) in Kashipur, Uttarakhand. The total 41-acre facility has three rail sidings and 17,000 square feet of warehousing space. Our container train operations has commenced from this ICD

Currently, Kashipur ICD handles volumes of about 3,000 TEUs per month. This will be gradually scaled up to about 6,000 TEUs per month in short to medium term – because a big industrial zone in Uttarakhand has not been tapped

Unlike before, ICD is now operating its own trains and all services are being provided including first mile and last mile connectivity

Even with current volume of 3,000 TEUs per month, we anticipate to cross annual revenue of Rs. 100 crore, viz-a-viz Rs. 27.5 crore last year



## Construction of ICD Jaipur

The company completed the purchase of land in Dhanakya, near Jaipur, in September 2022, and has commenced the construction of a new rail-linked Inland Container Depot (ICD).

The company has spent Rs. 27 crores on land acquisition and will undertake further capex of Rs. 50 crores on initial development of ICD

The ICD is planned for a 30-acre site close to Dhanakya Railway Station; it will feature two rail sidings and an annual capacity of more than 125,000 TEUs

The company will also build an integrated warehouse complex and offer first and last mile road delivery to provide end-to-end multimodal services to the industrial areas of the Jaipur market, including Jaipur, Bindayaka, Dausa, Kolana, Sitapura, and Hirawala

***With these additions, GDL will have 11 container terminals - 6 ICDs and 5 CFSS***

# 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 0.88 (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

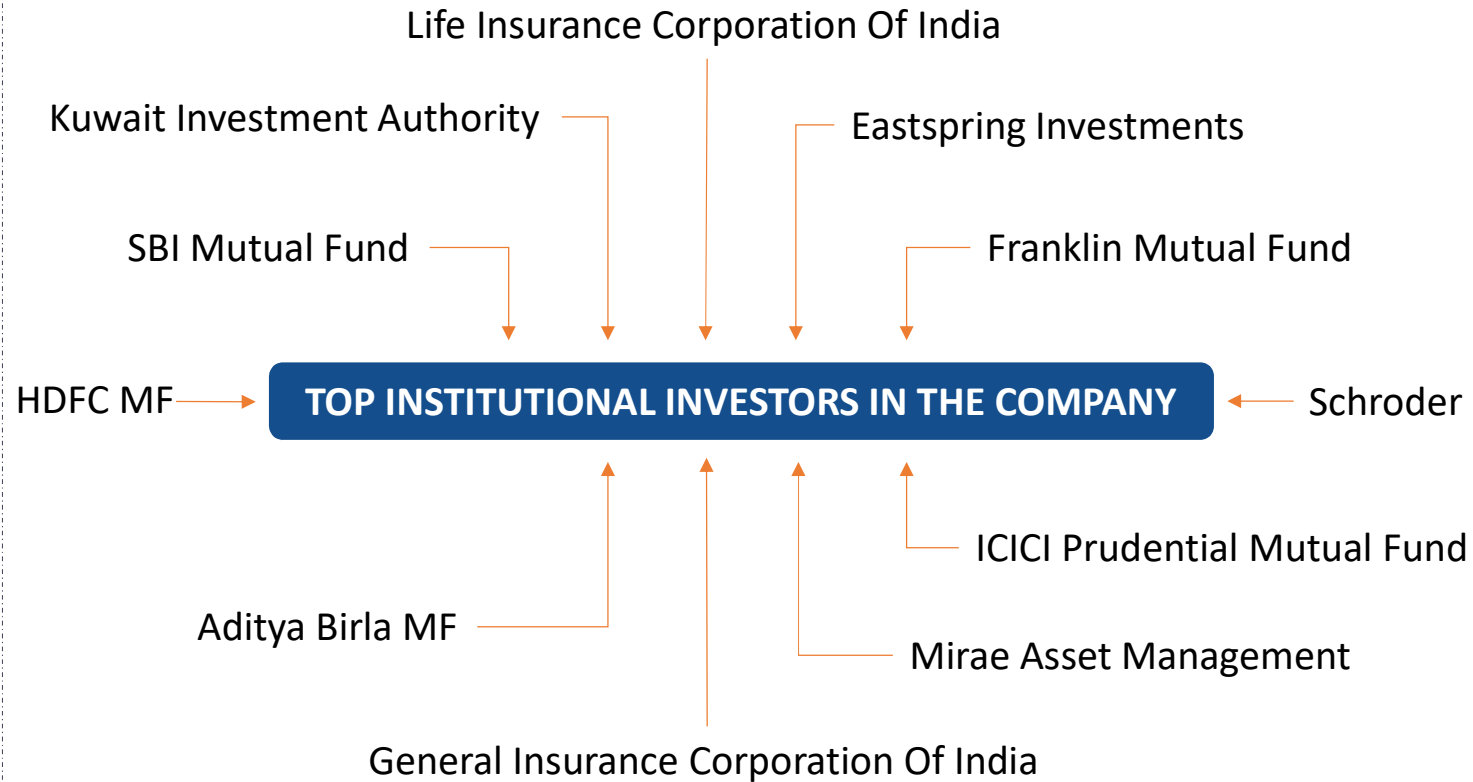
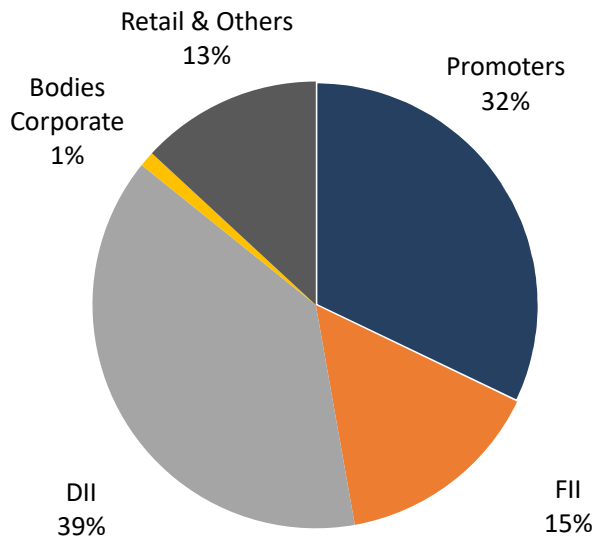
- › Company's long-term strategy for Rail business involves organic & inorganic growth
- › Help increase containerization of cargo in India
- › Improving Capacity Utilization



# Shareholding Information



**Shareholding Pattern  
December 2022**



# Snowman Logistics Limited - An associate company

01

Snowman Logistics Limited, an associate company of GDL (40.25% stake), is the largest integrated temperature-controlled logistics service provider in India.

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](#)



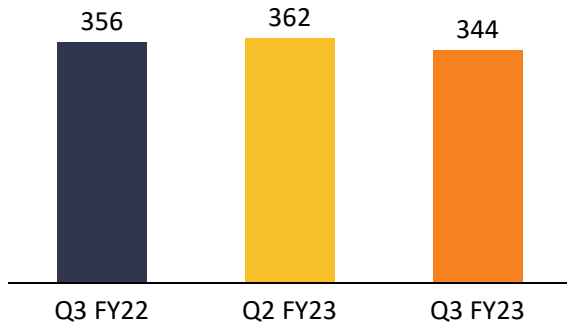


## Financial Performance

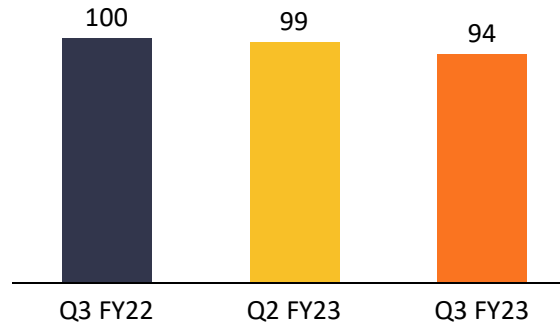
# Financial highlights - Quarter



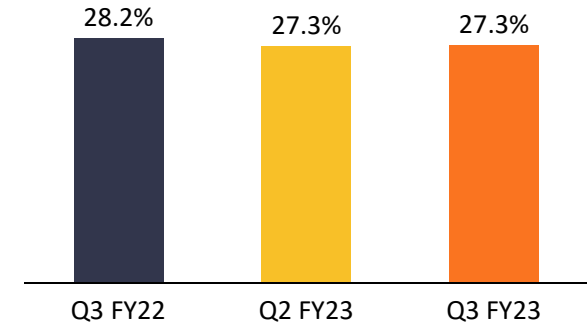
Total Income\* (Rs. Crs)



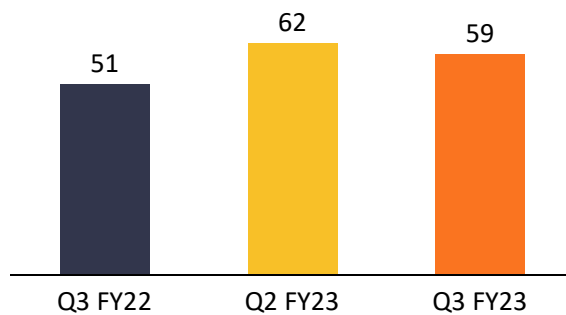
EBITDA\* (Rs. Crs)



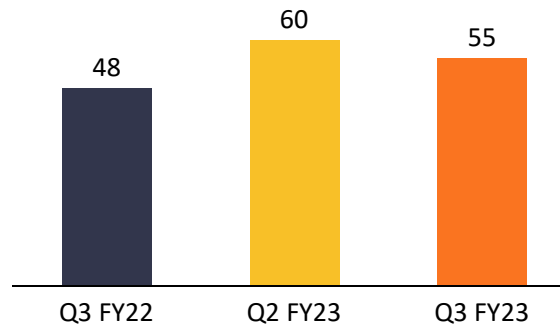
EBITDA Margin\* (%)



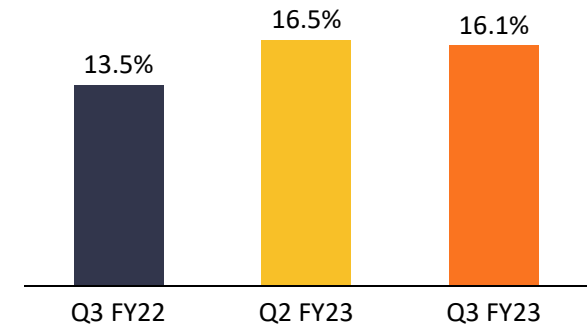
PBT (Rs. Crs)



PAT (Rs. Crs)

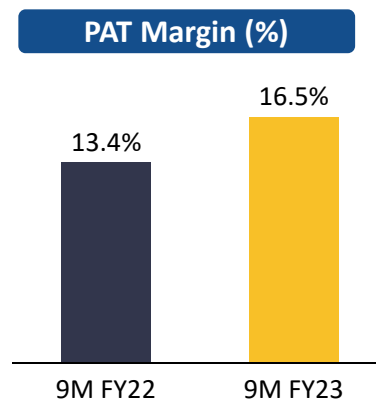
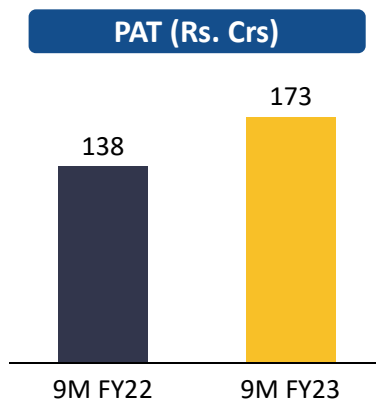
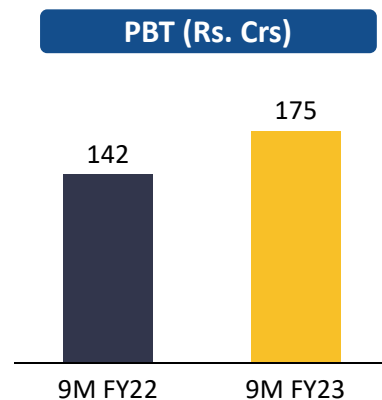
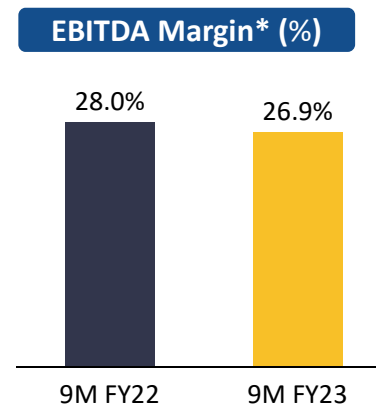
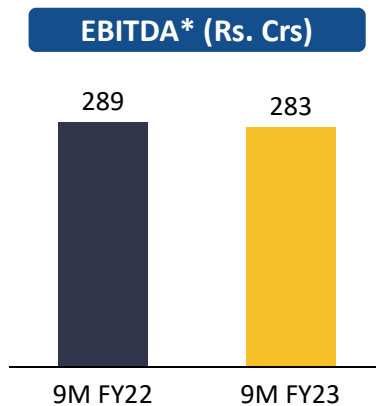
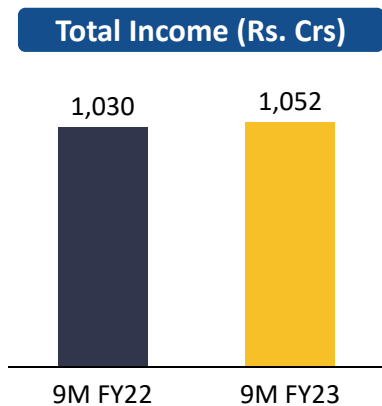


PAT Margin (%)



\* Includes Other Income

# Financial highlights – 9M



\* Includes Other Income



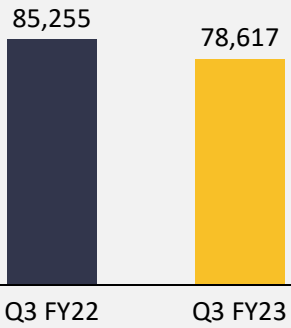
# Segment highlights



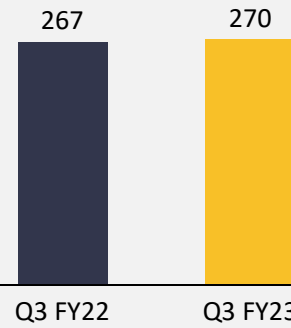
## Rail

Quarter 3

### Throughput (TEUs)

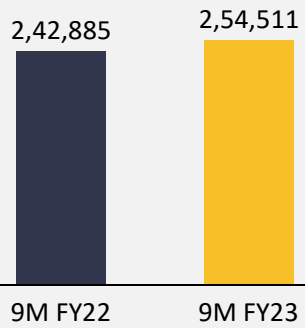


### Revenues (Rs. Crs)

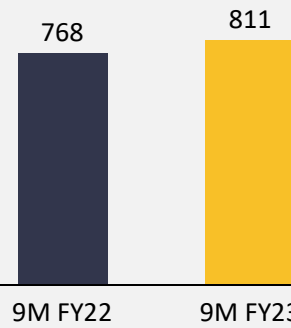


9M

### Throughput (TEUs)

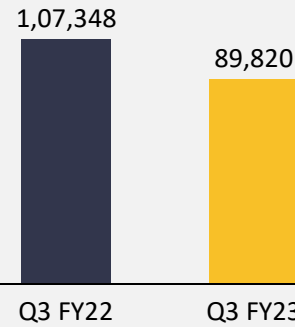


### Revenues (Rs. Crs)

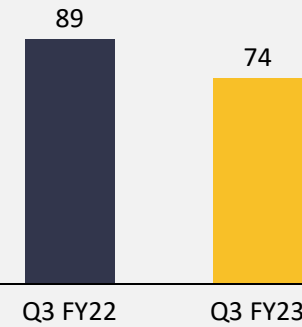


## CFS

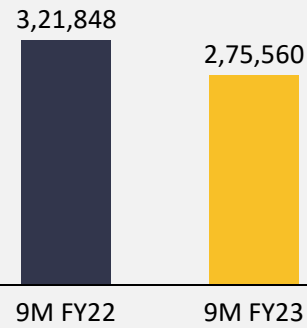
### Throughput (TEUs)



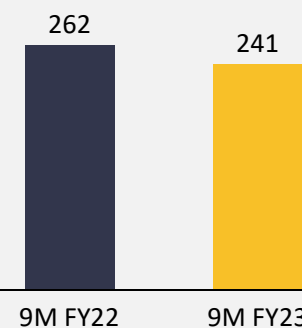
### Revenues (Rs. Crs)



### Throughput (TEUs)



### Revenues (Rs. Crs)



# Quarterly Profit & Loss Statement



Particulars (Rs. Crs)	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q
<b>Revenue from Operations</b>	<b>341.1</b>	<b>349.3</b>	<b>-2%</b>	<b>359.1</b>	<b>-5%</b>
Other Income	2.9	6.8		2.8	
<b>Total Income</b>	<b>344.0</b>	<b>356.0</b>	<b>-3%</b>	<b>361.9</b>	<b>-5%</b>
Operating Expenses	206.8	216.2		224.6	
Employee Expenses	17.5	15.2		15.7	
Other Expenses	25.9	24.4		23.0	
<b>EBITDA</b>	<b>93.8</b>	<b>100.2</b>	<b>-6%</b>	<b>98.7</b>	<b>-5%</b>
<b>EBITDA Margin (%)</b>	<b>27.3%</b>	<b>28.2%</b>	<b>-88 bps</b>	<b>27.3%</b>	<b>1 bps</b>
Depreciation	25.9	33.4		26.7	
<b>EBIT</b>	<b>67.9</b>	<b>66.8</b>	<b>2%</b>	<b>72.0</b>	<b>-5%</b>
Finance Cost	10.5	16.1		11.3	
Share of Profit/ (Loss) from Associate or JV	1.5	0.4		1.1	
<b>Profit before Tax</b>	<b>58.9</b>	<b>51.1</b>	<b>15%</b>	<b>61.8</b>	<b>-5%</b>
<b>Profit before Tax Margin (%)</b>	<b>17.1%</b>	<b>14.3%</b>	<b>279 bps</b>	<b>17.1%</b>	<b>5 bps</b>
Tax	3.6	3.1		2.3	
<b>Profit After Tax</b>	<b>55.3</b>	<b>47.9</b>	<b>15%</b>	<b>59.5</b>	<b>-7%</b>
<b>PAT Margin (%)</b>	<b>16.1%</b>	<b>13.5%</b>	<b>262 bps</b>	<b>16.5%</b>	<b>-37 bps</b>
<b>EPS (in Rs.)</b>	<b>1.11</b>	<b>0.96</b>		<b>1.19</b>	

# Profit & Loss Statement



Particulars (Rs. Crs)	9M FY23	9M FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>1,044.0</b>	<b>1,014.6</b>	<b>3%</b>
Other Income	8.2	15.2	
<b>Total Income</b>	<b>1,052.2</b>	<b>1,029.8</b>	<b>2%</b>
Operating Expenses	645.4	625.0	
Employee Expenses	49.9	46.0	
Other Expenses	73.5	69.9	
<b>EBITDA</b>	<b>283.3</b>	<b>288.8</b>	<b>-2%</b>
<b>EBITDA Margin (%)</b>	<b>26.9%</b>	<b>28.0%</b>	<b>-112 bps</b>
Depreciation	78.0	98.8	
<b>EBIT</b>	<b>205.3</b>	<b>190.0</b>	<b>8%</b>
Finance Cost	33.6	48.5	
Share of Profit/ (Loss) from Associate or JV	3.3	0.8	
<b>Profit before Tax</b>	<b>175.1</b>	<b>142.4</b>	<b>23%</b>
<b>Profit before Tax Margin (%)</b>	<b>16.6%</b>	<b>13.8%</b>	<b>281</b>
Tax	1.8	3.9	
<b>Profit After Tax</b>	<b>173.3</b>	<b>138.4</b>	<b>25%</b>
<b>PAT Margin (%)</b>	<b>16.5%</b>	<b>13.4%</b>	<b>303</b>
<b>EPS (in Rs.)</b>	<b>3.47</b>	<b>2.78</b>	

# Balance Sheet



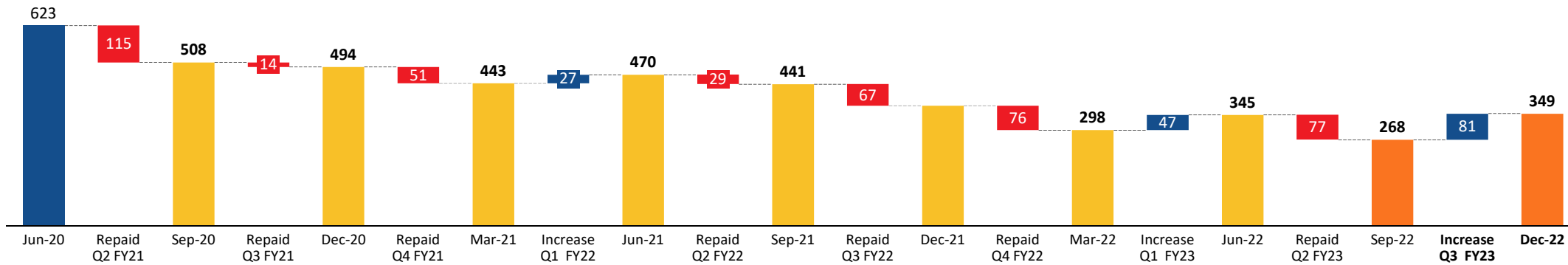
ASSETS (Rs. Crs)	30-Sep-22	31-Mar-22
<b>NON-CURRENT ASSETS</b>	<b>2,116.7</b>	<b>2,105.3</b>
Property, Plant and Equipment	1,344.5	1,346.7
Capital Work In-Progress	8.6	10.1
Right to use assets	118.2	124.6
Intangible Assets	317.2	318.5
Equity Investment in associate	137.9	141.1
<b>Financial Assets</b>		
Investments	0.0	0.0
Others	17.0	25.1
Deferred Tax Assets (net)	104.6	83.4
Income tax assets (net)	29.9	29.9
Non-Current Assets	38.9	25.9
<b>CURRENT ASSETS</b>	<b>286.2</b>	<b>329.2</b>
Contract Assets	3.9	4.4
<b>Financial Assets</b>		
Investments	58.3	0.0
Trade receivables	119.6	118.5
Cash and cash equivalents	89.9	189.7
Bank balances other than Cash	0.6	0.7
Other Financial Assets	1.1	3.7
Other Current Assets	12.8	12.3
<b>Asset classified as held for sale</b>	<b>0.0</b>	<b>0.0</b>
<b>TOTAL ASSETS</b>	<b>2,403.0</b>	<b>2,434.6</b>

EQUITY AND LIABILITIES (Rs. Crs)	30-Sep-22	31-Mar-22
<b>EQUITY</b>	<b>1,701.9</b>	<b>1,646.6</b>
Equity Share capital	499.6	499.6
Other equity	1,191.1	1,137.1
Non-Controlling Interests	11.1	9.8
<b>NON-CURRENT LIABILITIES</b>	<b>392.8</b>	<b>456.2</b>
<b>Financial Liabilities</b>		
Borrowings	284.6	338.9
Lease Liability	91.7	98.0
Provisions	1.3	1.3
Employee Benefit Obligation	8.4	9.6
Government Grants (EPCG)	0.8	1.4
Deferred tax liabilities (Net)	5.9	7.0
<b>CURRENT LIABILITIES</b>	<b>308.3</b>	<b>331.8</b>
Contract Liabilities	9.1	8.2
<b>Financial Liabilities</b>		
Borrowings	139.7	164.2
Trade Payables	105.3	94.2
Lease Liability	19.0	18.4
Other Financial Liabilities	1.9	3.6
Employee Benefit Obligation	17.8	23.9
Government Grants (EPCG)	10.9	1.0
Other Current Liabilities	1.0	15.7
Income Tax Liability (net)	3.5	2.6
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,403.0</b>	<b>2,434.6</b>

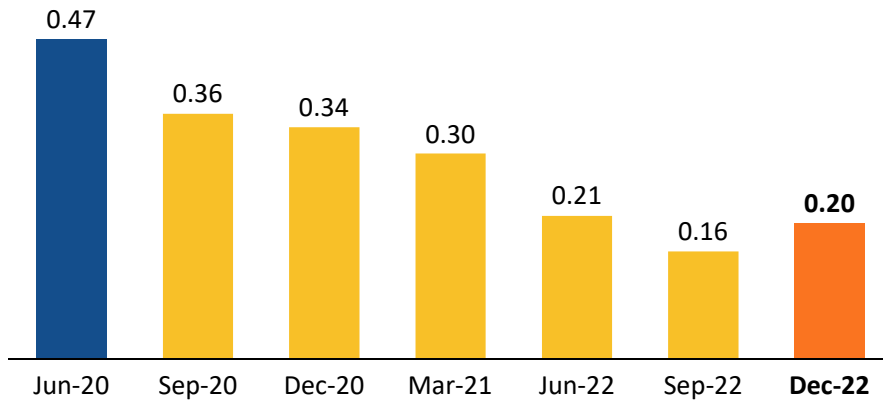
# Deleveraging Balance Sheet



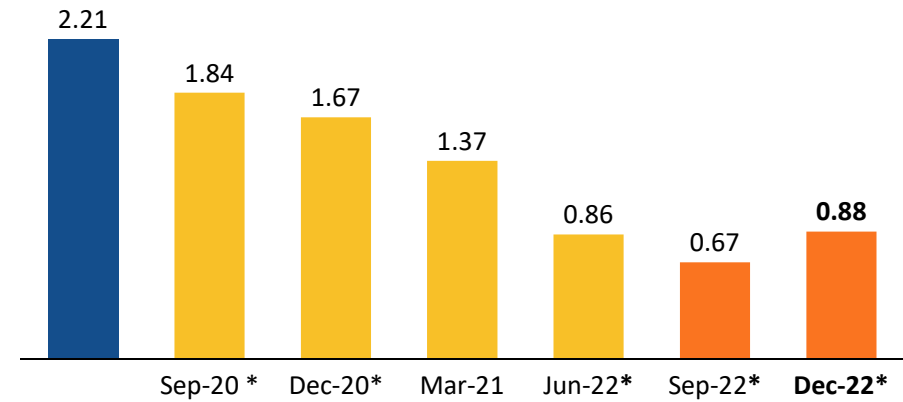
## Net Debt Movement (Rs. Crs)



## Net Debt: Equity (X)

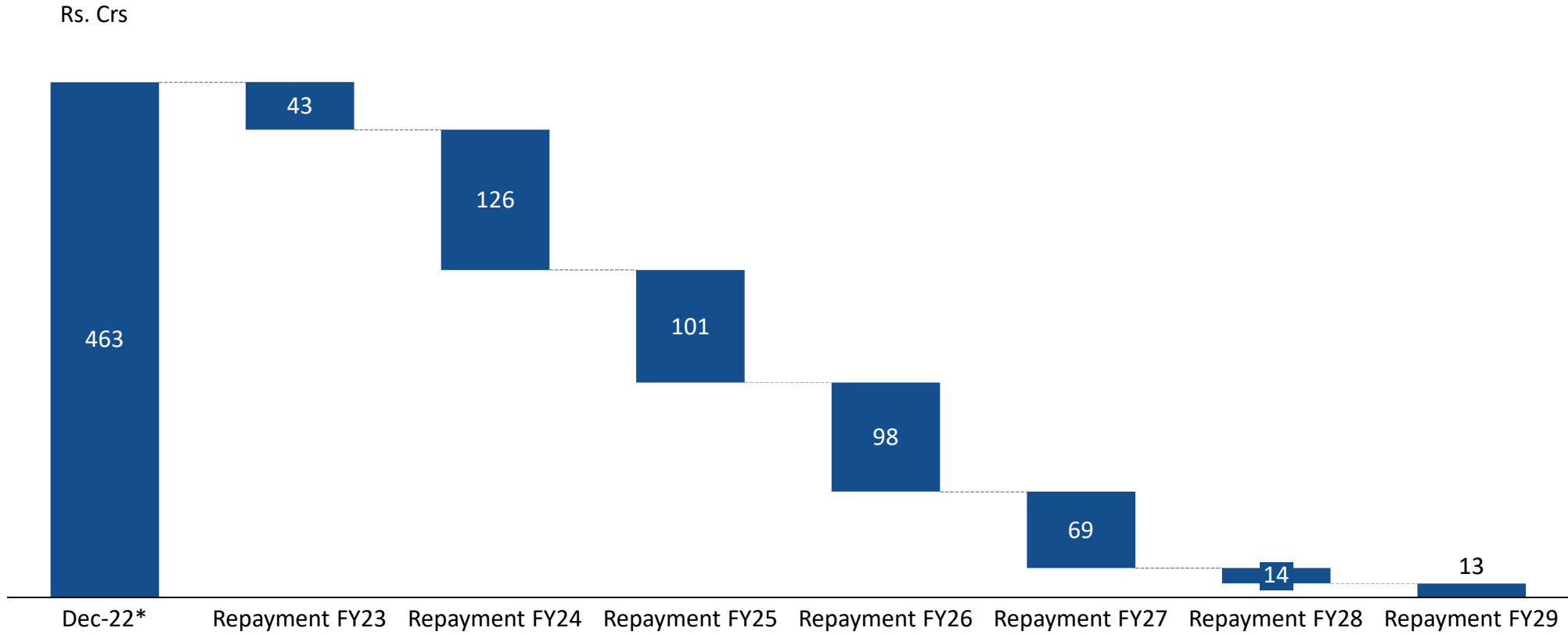


## Net Debt: EBITDA (X)



\* - EBITDA calculated on TTM basis

# Gross Debt Payment Schedule



\* - 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](mailto:sandeep.shaw@gatewaydistriparks.com)

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

**Investor Relations Advisors :**

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

Mr. Jigar Kavaiya / Mr. Parin Narichania  
[jigar.kavaiya@sgapl.net](mailto:jigar.kavaiya@sgapl.net) / [parin.n@sgapl.net](mailto:parin.n@sgapl.net)  
+91 9920602034 / +91 9930025733

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# Safe Harbor

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