November 04, 2025

| BSE Limited | National Stock Exchange of India Limited |
|---|---|
| Phiroze Jeejeebjoy Towers | Exchange Plaza, C-1, Block G, |
| Dalal Street | Bandra Kurla Complex, Bandra (East) |
| Mumbai 400 001 | Mumbai – 400 051 |
| **Scrip Code: 543489** | **Trading Symbol: GATEWAY** |

**Subject: Investors Presentation**

Dear Sir / Madam,

Pursuant to the provisions of Regulation 30 and other applicable provisions, if any of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investors Presentation on the un-audited Financial Results of the Company for the quarter ended September 30, 2025.

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**

DIVYANG JAIN Digitally signed by DIVYANG JAIN Date: 2025.11.04 14:54:51 +05'30'

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

**Encl. as above**

# Gateway Distriparks Limited

**Investor Presentation**

*for the quarter ended*

**30th September 2025**

# India's Leading Multimodal Logistics Company

GATEWAY DISTRIPARKS

Services across the value chain of multimodal logistics

Network of 11 Container Terminals

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

Large fleet of trains and trailers

Best in industry infrastructure and equipment enabling tech-assisted efficient operations

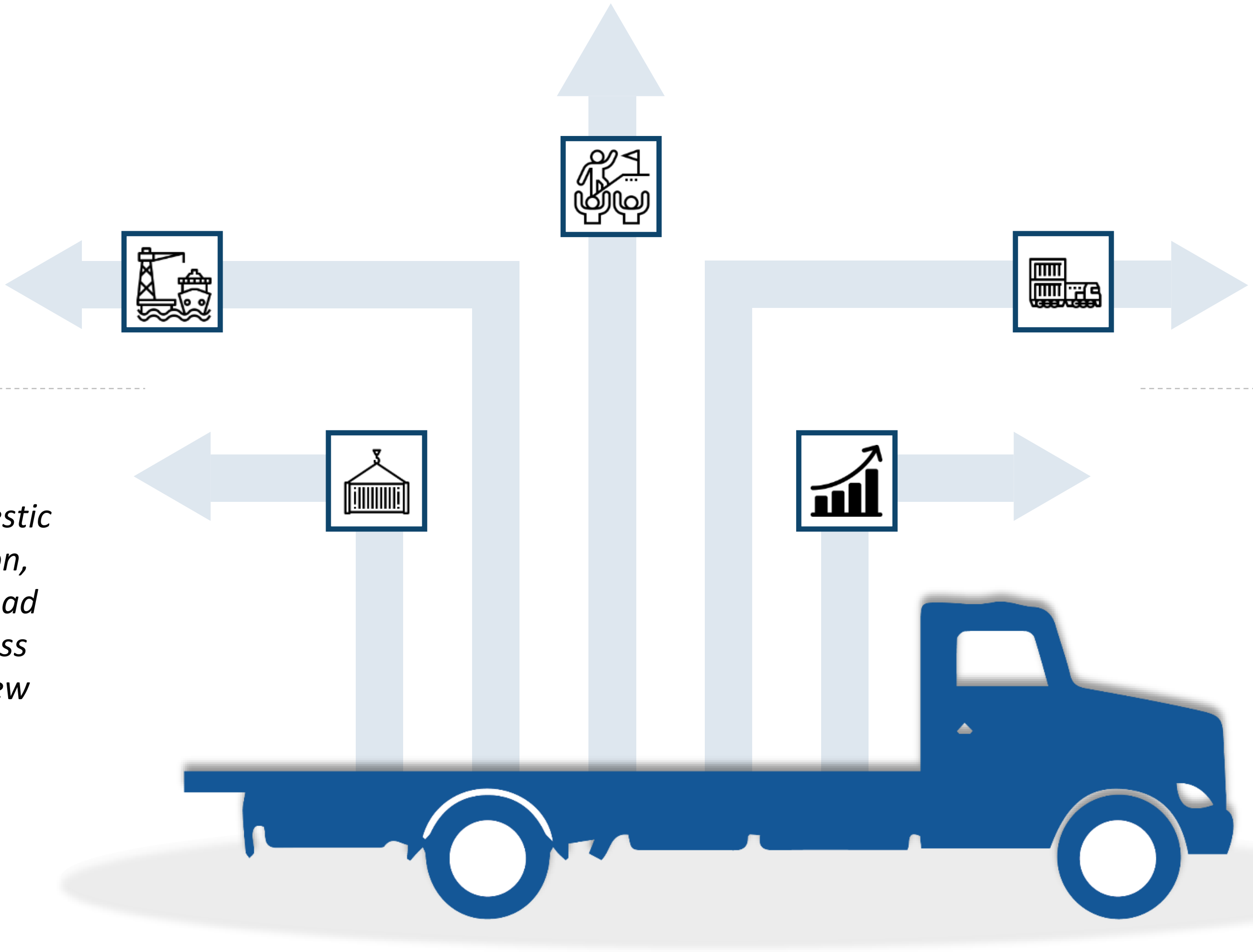
Aligned with Western Dedicated Freight Corridor

# Rail linked Inland Container Depots (ICD)

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

*Company offers **rail transportation** services for EXIM containers between its **ICDs** and **the key ports of JNPT, Mundra, Pipavav and Kandla** and Domestic services across India*

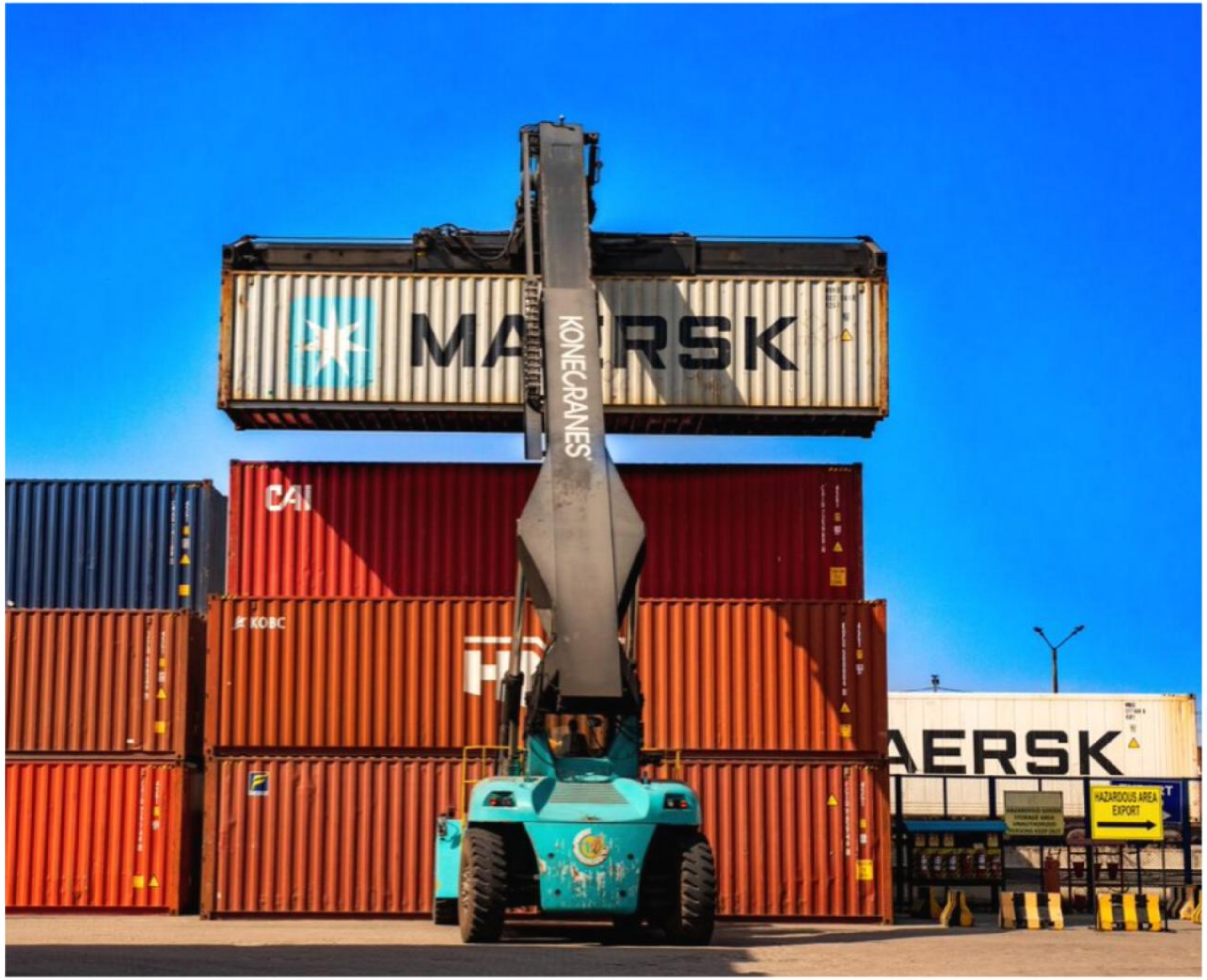
*Aligned with **Western Dedicated Freight Corridor** enabling faster and heavier trains*



*ICDs catering to EXIM and Domestic business are located at Gurgaon, Faridabad, Ludhiana, Ahmedabad and Kashipur. Domestic business being handled out of MMLP New Ankleshwar*

*Ready land bank available to do 4 times the current volume with minimal – **providing scalability for long-term growth***

# Container Freight Stations (CFS)




Company operates **five CFSs** which caters to Nhava Sheva, Chennai, Visakhapatnam, Kochi and Krishnapatnam

**Offer various services** like container yards, container handling, transportation, storage, bonded & general warehousing, empty handling & storage, and other VAS

The important sources of revenue in the CFS business include handling & transport, terminal services, warehousing, cargo consolidation, first/last mile delivery and other VAS

# Service Offering

## Rail Transportation

- Operating 34 rakes - 21 owned and 13 on long term lease
- License to operate on Pan-India Railways Network
- Regular services between JNPT, Mundra, Pipavav, Kandla and hinterland ICDs in North India
- Dedicated Block Train services
- Reefer rail transportation 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 560+ trailers to carry both 20 & 40 feet containers
- CNG enabled vehicles for reaching emission restricted zones

# Strategically Located Facilities


*Additional 20 acres of Land available for future expansion*

| ICD Terminals | Land (Acres) | Design Capacity (TEU's) | Installed Capacity (TEU's) |
|---|---|---|---|
| **Gurgaon, HR** | 90 | 5,00,000 | 3,00,000 |
| **Ludhiana, PB** | 60 | 3,00,000 | 2,00,000 |
| **Faridabad, HR** | 65 | 3,00,000 | 1,50,000 |
| **Ahmedabad, GJ** | 40 | 2,00,000 | 1,20,000 |
| **Kashipur, UK** | 41 | 1,50,000 | 60,000 |

**Rail-ICDs located in the North-West region of the country, which contributes to majority of container traffic on west coast**

| CFS Terminals | Land (Acres) | Installed Capacity (TEU's) |
|---|---|---|
| **Nhava Sheva, Mumbai, MH** | 35 | 2,40,000 |
| **Chennai, TN** | 19 | 1,50,000 |
| **Krishnapatnam, AP** | 35 | - |
| **Kochi, KL** | 7 + 21 | 50,000 |
| **Visakhapatnam, AP** | 25 | 85,000 |

**CFS business located in areas that are prominent hubs for EXIM traffic and account for major part of container movement**

# Strategic Partnership: Exclusive 15-Year Container Train Operations at MMLP Ankleshwar

- **Gateway Distriparks Limited (GDL)** has entered a **15-year exclusive agreement** with the **Sawariya Group of Industries** to exclusively operate container train services at the **120-acre Multi-Modal Logistics Park (MMLP) New Ankleshwar, Gujarat**.
- The partnership significantly **strengthens GDL's Western India footprint** through an **asset-light expansion model**, leveraging direct connectivity to the **Western Dedicated Freight Corridor (DFC).**

## MMLP Highlights:

- Developed by **Sawariya Group** (20+ years' logistics expertise), the facility near **Surat** serves key industrial hubs—**Ankleshwar GIDC, Panoli, Bharuch, Jhagadia, Dahej, and Hazira**.
- It offers **~200,000 TEU annual capacity**, **~850,000 sq. ft. warehousing** (expandable), **double-stack capability**, and handles **EXIM & domestic containers, bulk cargo, and multimodal services**.

## Key Partnership Terms:

- **GDL** is the **exclusive container train operator** for all rail volumes, managing **rail operations**, while **Sawariya** oversees terminal and warehousing.
- **Domestic services** have commenced in October; the **ICD for EXIM cargo** will be operational by **early FY27**.

## Strategic Impact

**Asset-light, capex-free expansion** in high-volume corridors.

**Stronger presence along the Western & North-West industrial belt,** complementing ICDs in **NCR, Ludhiana, Uttarakhand & Ahmedabad** for domestic operations**.**

**Faster, greener, cost-efficient operations** aligned with GDL's sustainability focus.

# Strong Asset Base

**Trains**

**Trailers**

**Reach Stackers**

**Forklifts**


**Hydra Cranes**

## Key Metrics

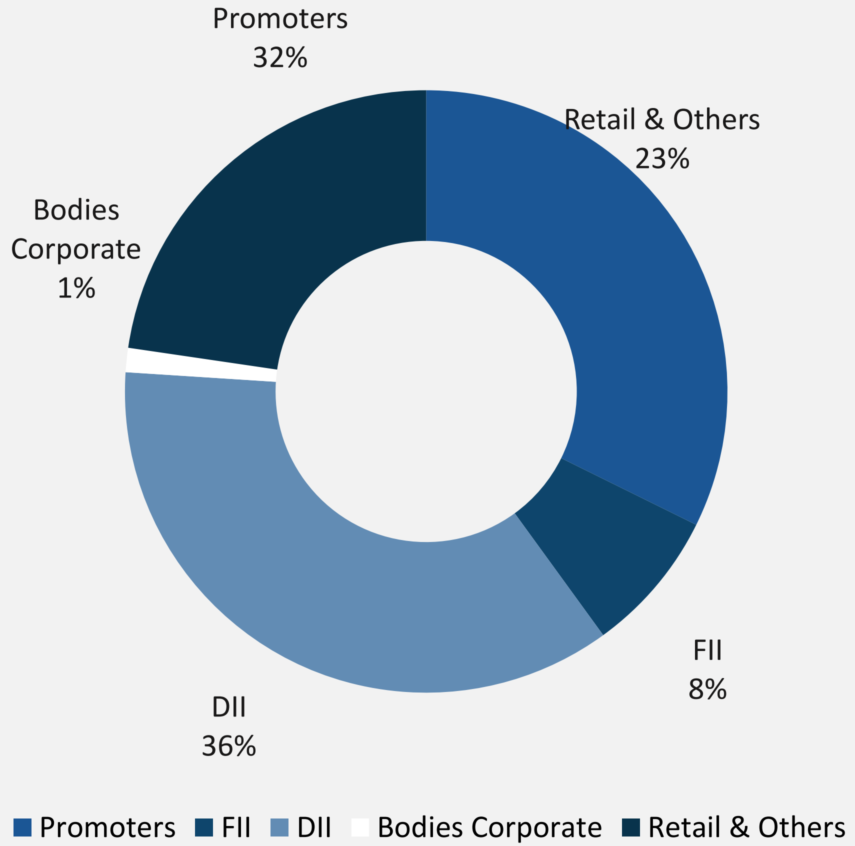
- **ICD Capacity** – 830,000 TEUs p.a.
- **CFS Capacity** – 525,000 TEUs p.a.
- **Total Warehouse Capacity** – ~1,62,000 sq. mt.

## Equipment Bank

- **Train Sets** – 34 (21 owned, 13 leased)
- **Tractor Trailers –** 560+
- **Reach Stackers –** 45
- **Hydra Cranes –** 20
- **Forklifts** - 68

# Shareholding Information

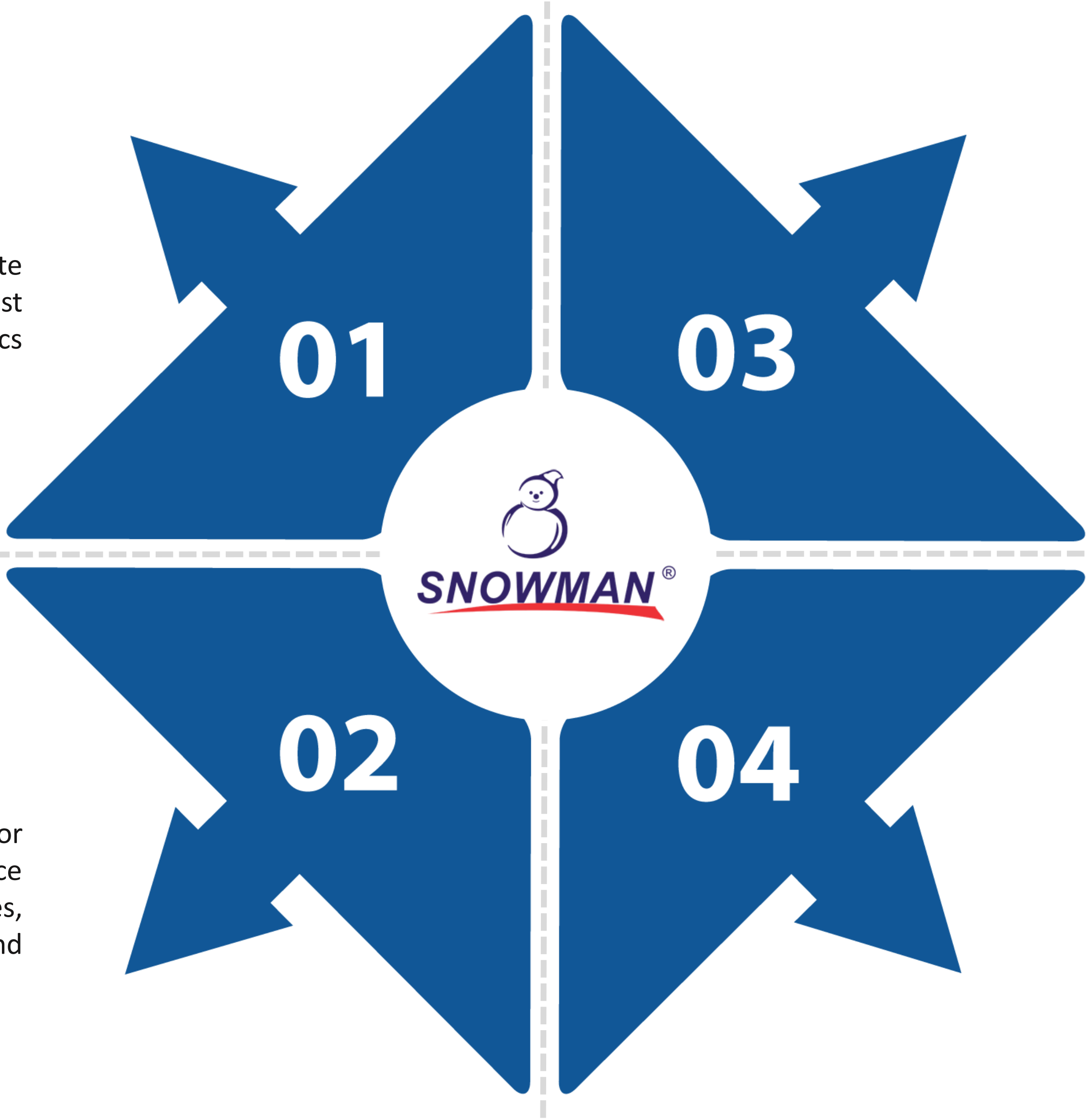
## Shareholding Pattern September 2025




1. HDFC Mutual Fund
2. Mirae Asset Mutual Fund
3. ICICI Prudential Mutual Fund
4. SBI Mutual Fund
5. Franklin Mutual Fund
6. Vanguard Group
7. Eastspring Investments India Equity Fund
8. Life Insurance Corporation Of India
9. Dimensional Fund
10. VEC Fund
11. Bandhan Mutual Fund
12. General Corporation Of India

# Snowman Logistics Limited – A subsidiary company

Snowman Logistics Limited, an associate company of GDL (50.01% stake), is the largest integrated temperature-controlled logistics service provider in India.




Snowman has a nationwide network of temperature controlled warehouses, and a large fleet of refrigerated vehicles. It also operates dedicated warehouses for large e-commerce companies.

Snowman provides chain management for pharma, vaccines, e-commerce, quick service restaurants, seafood, poultry, dairy, batteries, industrial products, and it continues to expand in new locations.

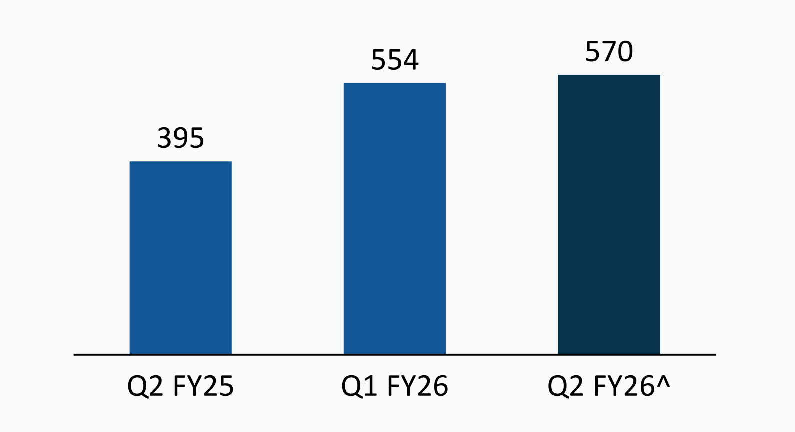
More information available on Snowman's website

GATEWAY DISTRIPARKS

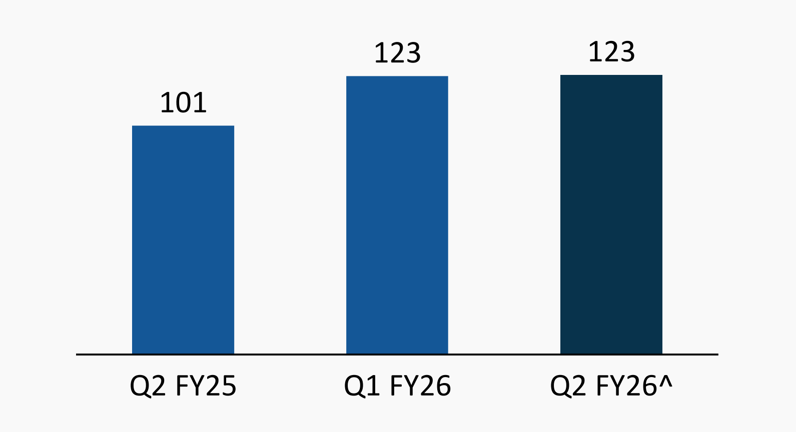
# Financial Performance

# Consolidated Financials – Q2 FY26

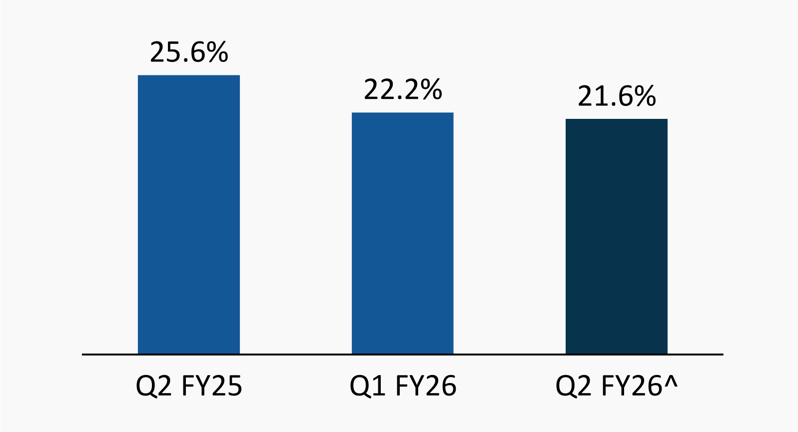
## Total Income* (Rs. Crs)



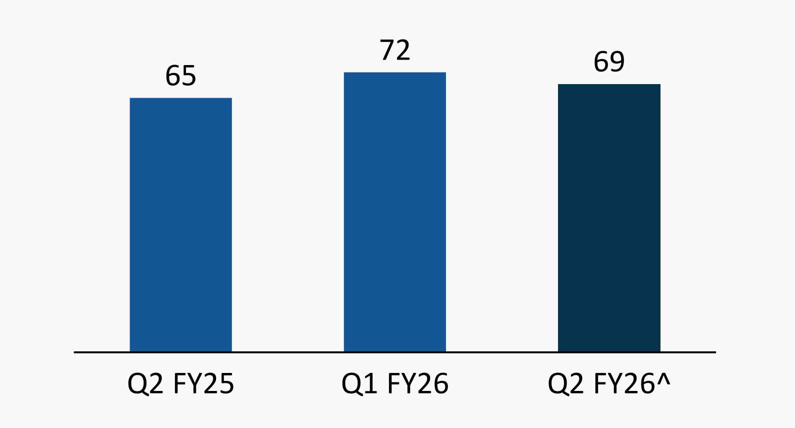

## EBITDA* (Rs. Crs)



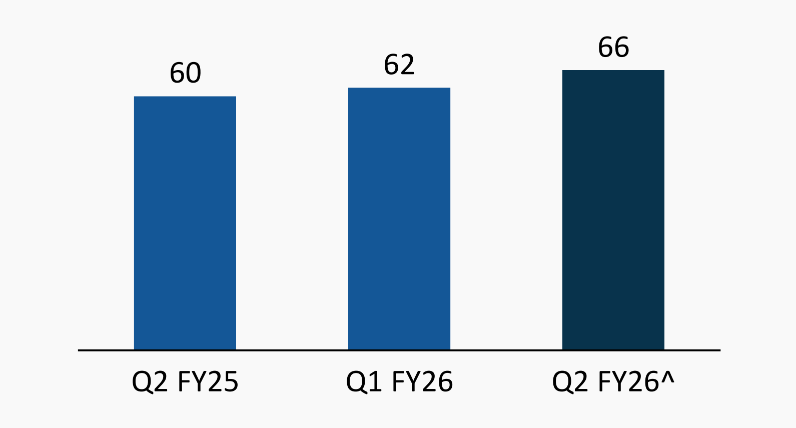

## EBITDA Margin* (%)



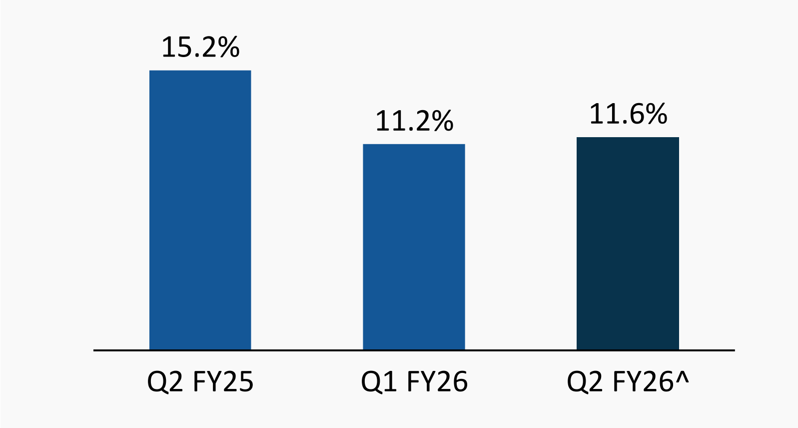

## PBT (Rs. Crs)




## PAT (Rs. Crs)




## PAT Margin (%)

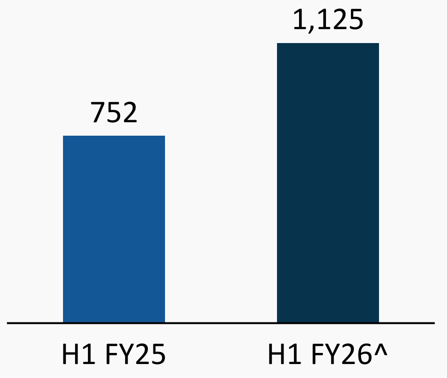



*Includes Other Income

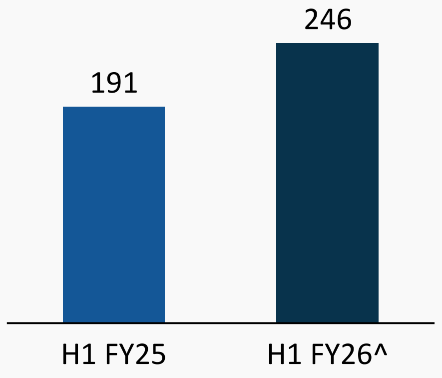
^*Q2FY26 Financials include Total Revenue of INR 156.2 crores, EBIDTA of INR 20.6 crores, Net Loss of INR 4.2 crores due to consolidation of accounts after Snowman Logistics went from being an Associate Company to a Subsidiary from December, 24 2024.*

# Consolidated Financials – H1 FY26

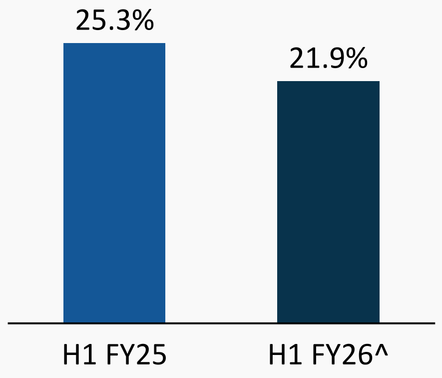
## Total Income (Rs. Crs)



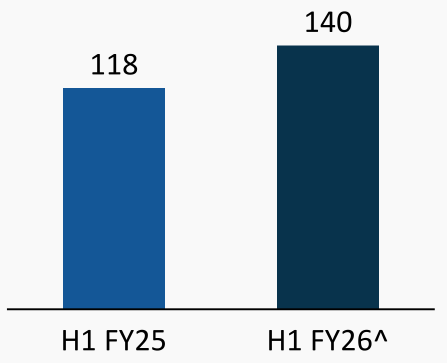

## EBITDA* (Rs. Crs)



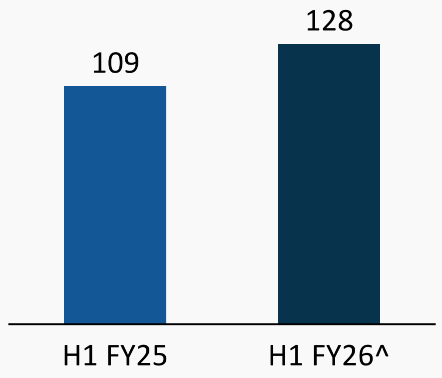

## EBITDA Margin* (%)



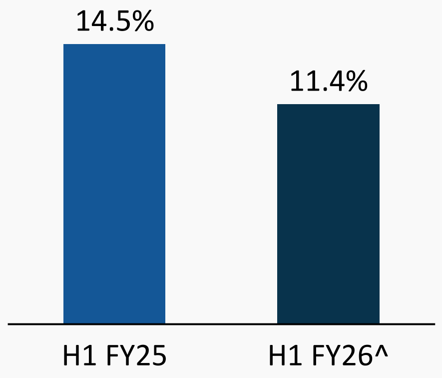

## PBT (Rs. Crs)




## PAT (Rs. Crs)




## PAT Margin (%)




Includes Other Income

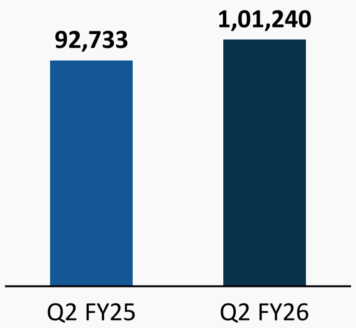
*^H1FY26 Financials include Total Revenue of INR 319.7 crores, EBIDTA of INR 45.6 crores, Net Loss of INR 1.7 crores due to consolidation of accounts after Snowman Logistics went from being an Associate Company to a Subsidiary from December, 24 2024.*

# Segment highlights

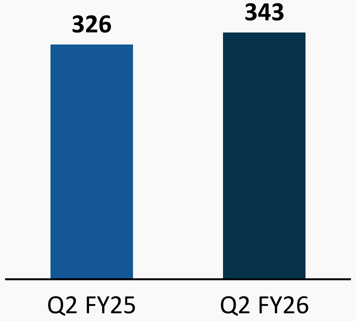
## Rail

### Quarter 2

**Throughput (TEUs)**

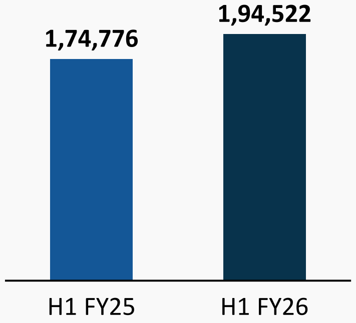



**Revenues (Rs. Crs)**

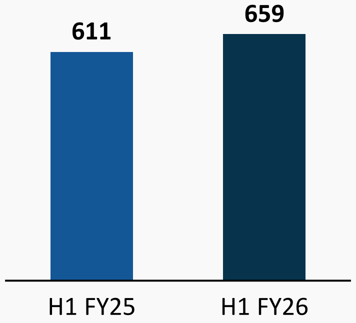



### Half Yearly

**Throughput (TEUs)**



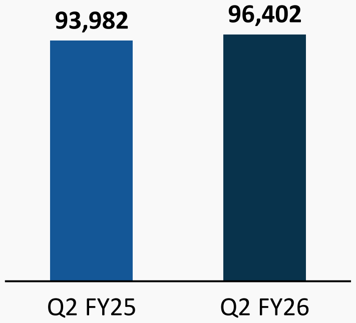

**Revenues (Rs. Crs)**



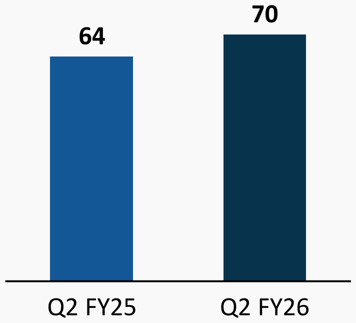

## CFS

### Quarter 2

**Throughput (TEUs)**

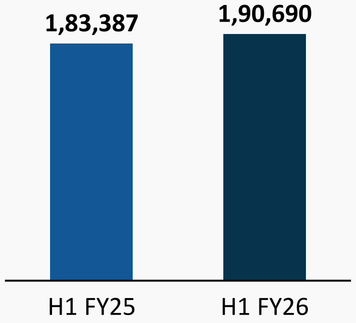



**Revenues (Rs. Crs)**

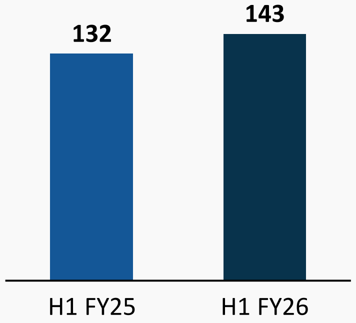



### Half Yearly

**Throughput (TEUs)**




**Revenues (Rs. Crs)**



# Quarterly Profit & Loss Statement

| Particulars (Rs. Crs) | Q2 FY26^ | Q2 FY25 | Y-o-Y | Q1 FY26 | Q-o-Q |
|---|---|---|---|---|---|
| **Revenue from Operations** | **567.3** | **390.0** | **45%** | **550.4** | **3%** |
| Other Income | 3.1 | 4.6 | | 3.7 | |
| **Total Income** | **570.4** | **394.6** | **45%** | **554.1** | **3%** |
| Operating Expenses | 370.0 | 250.1 | **48%** | 357.4 | **4%** |
| Employee Expenses | 33.8 | 19.8 | | 31.6 | |
| Other Expenses | 43.1 | 23.6 | | 42.2 | |
| **EBITDA** | **123.4** | **101.1** | **22%** | **123.0** | **0%** |
| **EBITDA Margin (%)** | **21.64%** | **25.6%** | **-399 bps** | **22.20%** | **-56 bps** |
| Depreciation | 38.9 | 25.6 | | 36.6 | |
| **EBIT** | **84.5** | **75.5** | **12%** | **86.4** | **-2%** |
| Finance Cost | 15.9 | 10.6 | | 14.7 | |
| Share of Profit/ (Loss) from Associate or JV | 0.0 | 0.3 | | 0.0 | |
| **Profit before Tax before Exceptional Items** | **68.7** | **65.2** | **5%** | **71.7** | **-4%** |
| **Profit before Tax Margin (%)** | **12.04%** | **16.51%** | **-447 bps** | **12.94%** | **-90 bps** |
| Exceptional Items | 0.0 | 0.0 | | | |
| **Profit before Tax** | **68.7** | **65.2** | **5%** | **71.7** | **-4%** |
| **Profit before Tax Margin (%)** | **12.04%** | **16.51%** | **-447 bps** | **12.94%** | **-90 bps** |
| Tax | 2.4 | 5.0 | | 9.6 | |
| **Profit After Tax** | **66.3** | **60.1** | **10%** | **62.2** | **7%** |
| **PAT Margin (%)** | **11.62%** | **15.24%** | **-362 bps** | **11.22%** | **41 bps** |
| EPS (in Rs.) | **1.34** | **1.20** | | **1.20** | |

Note: ^*Q2FY26 Financials include Total Revenue of INR 156.2 crores, EBIDTA of INR 20.6 crores, Net Loss of INR 4.2 crores due to consolidation of accounts after Snowman Logistics went from being an Associate Company to a Subsidiary from December, 24 2024.*

# H1FY26 Profit & Loss Statement

| Particulars (Rs. Crs) | H1 FY26^ | H1 FY25 | Y-o-Y |
|---|---|---|---|
| **Revenue from Operations** | **1,117.8** | **743.1** | **50%** |
| Other Income | 6.8 | 9.1 | |
| **Total Income** | **1,124.5** | **752.2** | **49%** |
| Operating Expenses | 727.4 | 473.9 | **54%** |
| Employee Expenses | 65.4 | 39.6 | |
| Other Expenses | 85.3 | 48.2 | |
| **EBITDA** | **246.4** | **190.5** | **29%** |
| **EBITDA Margin (%)** | **21.92%** | **25.3%** | **-341 bps** |
| Depreciation | 75.5 | 51.7 | |
| **EBIT** | **170.9** | **138.9** | **23%** |
| Finance Cost | 30.6 | 22.1 | |
| Share of Profit/ (Loss) from Associate or JV | 0.0 | 1.0 | |
| **Profit before Tax before Exceptional Items** | **140.4** | **117.8** | **19%** |
| **Profit before Tax Margin (%)** | **12.48%** | **15.66%** | **-317 bps** |
| Exceptional Items | 0.0 | 0.0 | |
| **Profit before Tax** | **140.4** | **117.8** | **19%** |
| **Profit before Tax Margin (%)** | **12.48%** | **15.66%** | **-317 bps** |
| Tax | 11.9 | 8.6 | |
| **Profit After Tax** | **128.5** | **109.2** | **18%** |
| **PAT Margin (%)** | **11.42%** | **14.52%** | **-310 bps** |
| EPS (in Rs.) | **2.54** | **2.17** | |

Note: ^*H1FY26 Financials include Total Revenue of INR 319.7 crores, EBIDTA of INR 45.6 crores, Net Loss of INR 1.7 crores due to consolidation of accounts after Snowman Logistics went from being an Associate Company to a Subsidiary from December, 24 2024.*

# Balance Sheet

| ASSETS (Rs. Crs) | 30-Sep-25 | 31-Mar-25 |
|---|---|---|
| **NON-CURRENT ASSETS** | **3,029.9** | **2,995.47** |
| Property, Plant and Equipment | 1,830.9 | 1,791.2 |
| Capital Work In-Progress | 10.5 | 62.5 |
| Right to use assets | 315.4 | 305.7 |
| Intangible Assets | 511.5 | 513.1 |
| Financial Assets | | |
| Other | 64.5 | 46.7 |
| Deferred Tax Assets (net) | 243.4 | 228.8 |
| Income tax assets (net) | 19.9 | 20.2 |
| Non-Current Assets | 33.8 | 27.3 |
| **CURRENT ASSETS** | **487.1** | **431.2** |
| Inventories | 13.9 | 15.0 |
| Contract Assets | 6.1 | 6.0 |
| Financial Assets | | |
| Investments | 136.1 | 79.0 |
| Trade receivables | 287.5 | 273.8 |
| Cash and cash equivalents | 5.8 | 13.6 |
| Bank balances other than Cash | 2.4 | 2.4 |
| Other Financial Assets | 1.2 | 1.0 |
| Other Current Assets | 34.1 | 40.4 |
| Asset classified as held for sale | 12.8 | 30.3 |
| **TOTAL ASSETS** | **3,529.7** | **3,456.9** |

| EQUITY AND LIABILITIES (Rs. Crs) | 30-Sep-25 | 31-Mar-25 |
|---|---|---|
| **EQUITY** | **2,519.0** | **2,453.2** |
| Equity Share capital | 499.6 | 499.6 |
| Other equity | 1,768.5 | 1,703.9 |
| Non-Controlling Interests | 250.9 | 249.7 |
| **NON-CURRENT LIABILITIES** | **600.6** | **609.8** |
| Financial Liabilities | | |
| Borrowings | 241.3 | 264.7 |
| Lease Liability | 325.9 | 313.3 |
| Provisions | 13.5 | 12.3 |
| Deferred tax liabilities (Net) | 19.9 | 19.4 |
| **CURRENT LIABILITIES** | **410.1** | **394.0** |
| Contract Liabilities | 11.5 | 10.8 |
| Financial Liabilities | | |
| Borrowings | 111.5 | 105.9 |
| Trade Payables | 191.1 | 170.9 |
| Lease Liability | 37.7 | 36.3 |
| Other Financial Liabilities | 30.9 | 45.4 |
| Other Current Liabilities | 17.0 | 16.4 |
| Provisions | 6.3 | 5.8 |
| Income Tax Liability (net) | 4.1 | 2.5 |
| **TOTAL EQUITY & LIABILITIES** | **3,529.7** | **3,456.9** |

# Safe Harbor

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

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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.

# Thank You

For further information, please contact

**Company :**


**Gateway Distriparks Limited**
CIN - L60231MH2005PLC344764

www.gatewaydistriparks.com


SGA Strategic Growth Advisors

**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