



November 11, 2024

<b>BSE Limited</b> Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 <b>Scrp Code: 543489</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 <b>Trading Symbol: GATEWAY</b>
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**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 on September 30, 2024.

The same is also available on the website of the Company i.e. [www.gatewaydistriparks.com](http://www.gatewaydistriparks.com)

Kindly take the information on record.

Thanking You,  
Yours faithfully,

**For Gateway Distriparks Limited**

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

**Encl. as above**

**GATEWAY DISTRIPARKS LIMITED**

**CIN:** L60231MH2005PLC344764

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

**Corporate Office:** 4<sup>th</sup> Floor, Prius Platinum, Saket District Centre, New Delhi – 110017, India

**T:** +91 11 4055 4400 **F:** +91 11 4055 4413 **E:** investors@gatewaydistriparks.com **W:** [www.gatewaydistriparks.com](http://www.gatewaydistriparks.com)



# Gateway Distriparks Limited

Investor Presentation  
*for the quarter ended*  
**30<sup>th</sup> September 2024**



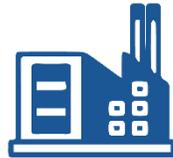
# India's Leading Multimodal Logistics Company

Services across  
the value chain  
of multimodal  
logistics



Network of 10  
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)

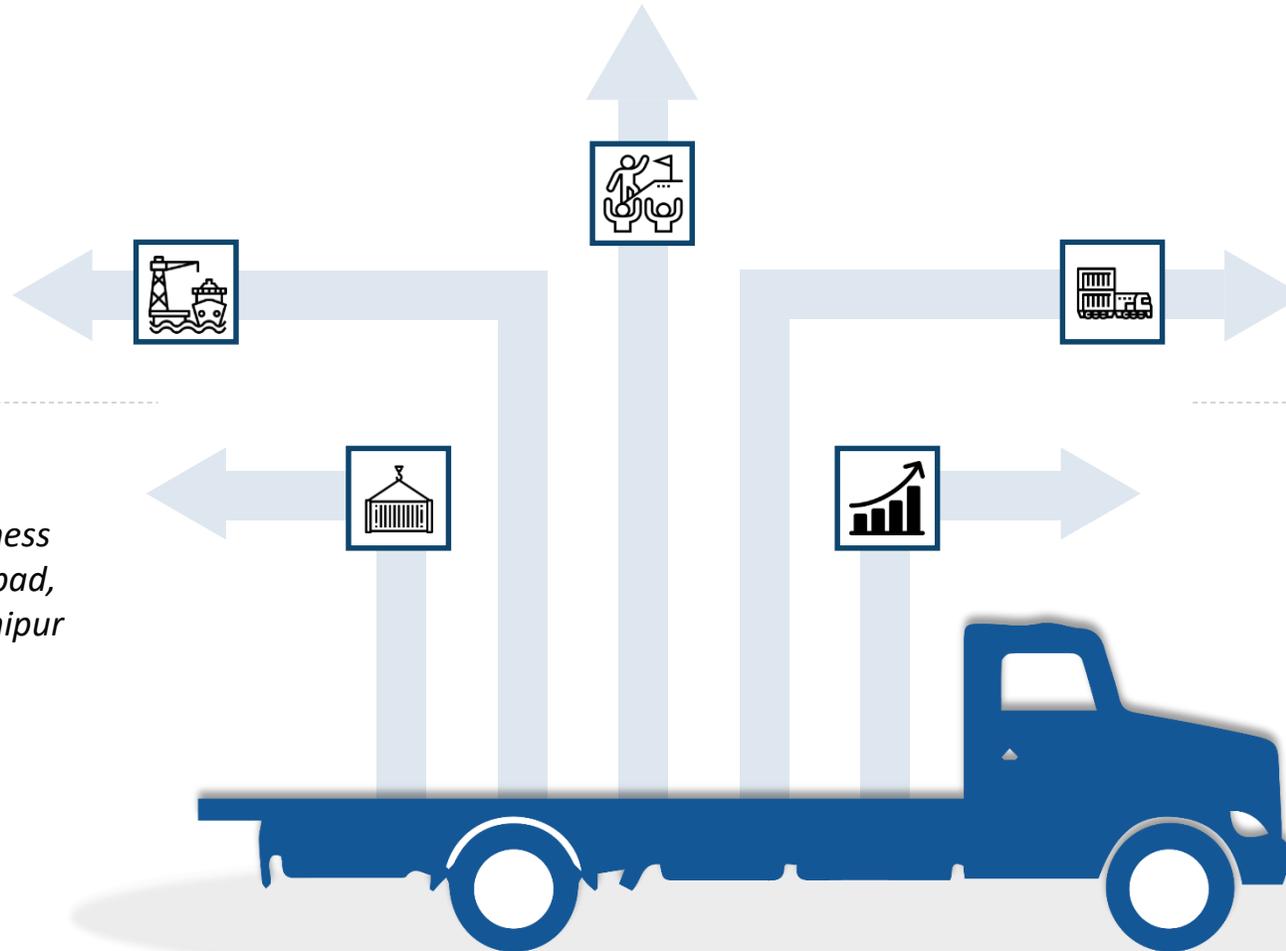
*A strong **early mover advantage** in creating a network of ICDs, catering to northern markets and offering **hub and spoke** model of operations*

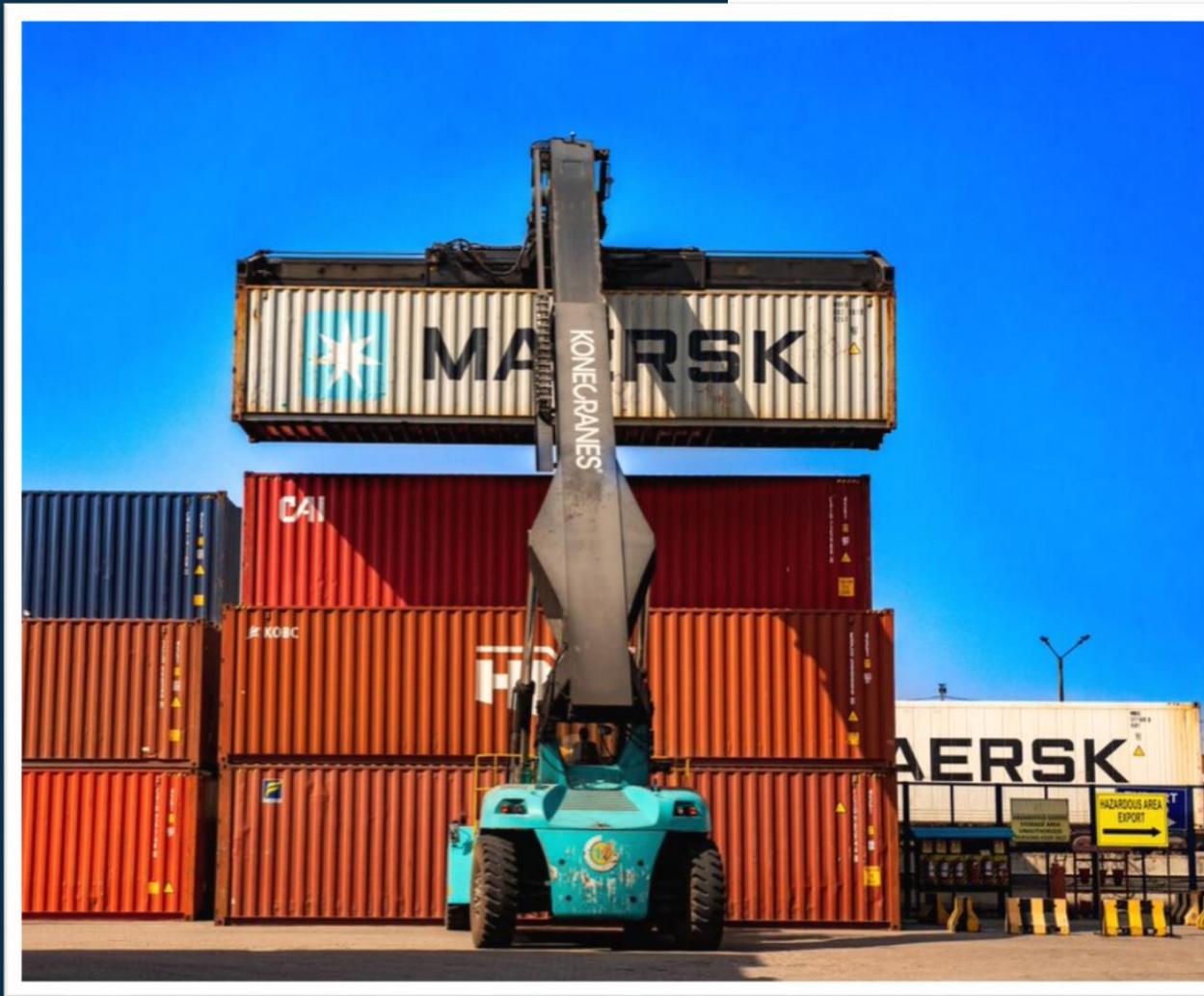
*Company offers **rail transportation** services for EXIM containers between its ICDs and the key ports of **JNPT, Mundra and Pipavav** with a license to operate on the **pan-India Railways network***

*Aligned with **Western Dedicated Freight Corridor** due to improved transit times and modal shift from road to rail*

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

*Adequate land bank available to double the installed capacity with very low capex – **providing scalability for long-term growth***





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

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

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

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## Rail Transportation



## ICD & CFS



## Warehousing



## Road Transportation



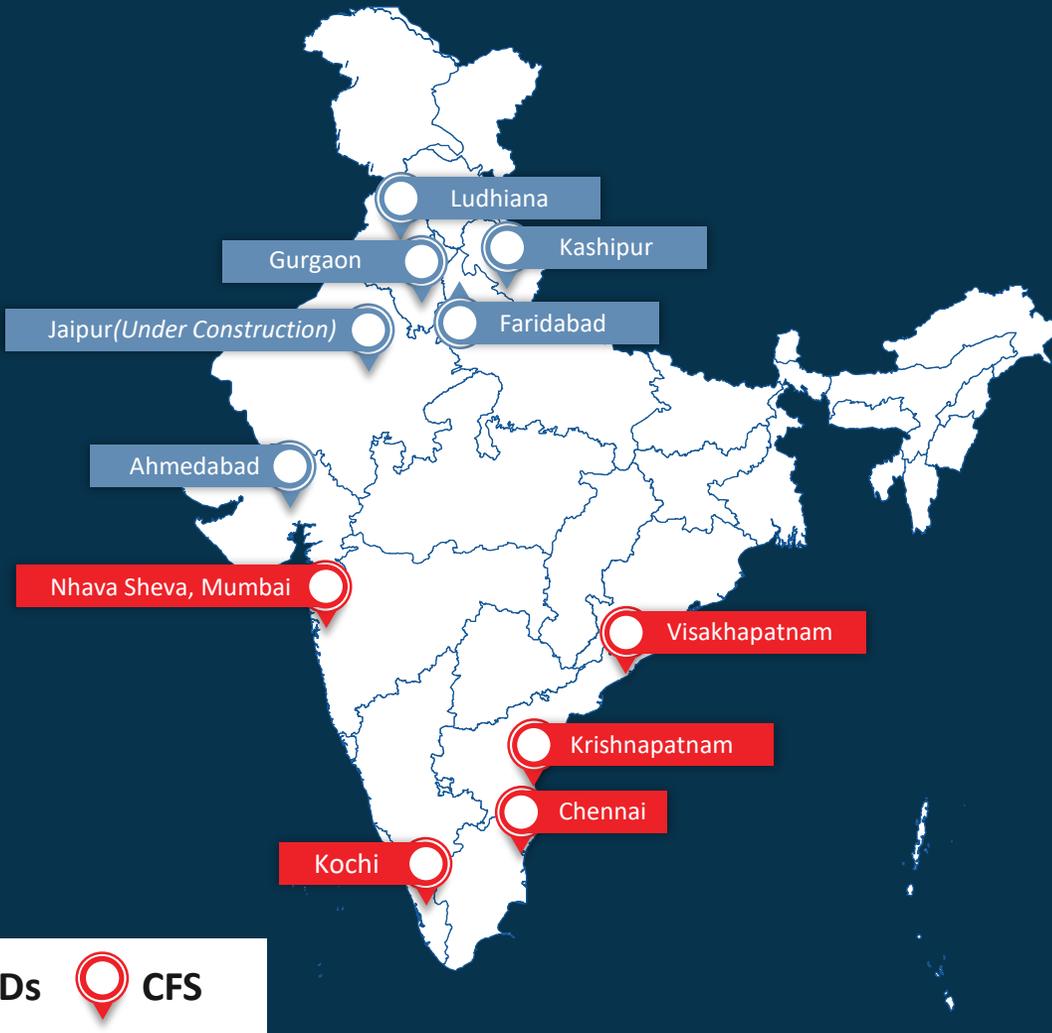
- Operating 34 rakes - 21 owned and 13 on long term lease
- License to operate on Pan-India Railways Network
- Regular services between JNPT, Mundra, Pipavav and hinterland ICDs in North India
- Dedicated Block Train services
- Reefer rail transportation services

- Pick up & Drop of containers to/from 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

- 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

- 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



ICDs
 CFS

\* - JV with Chakiat Group (GDL 60%, Chakiat 40%) - 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
Jaipur, RJ	Planned Capacity – 1,25,000		

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 (Joint Venture)*	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

# 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



## Healthy Balance Sheet

- › Stronger asset base, with large cash reserves



## Dedicated Freight Corridor

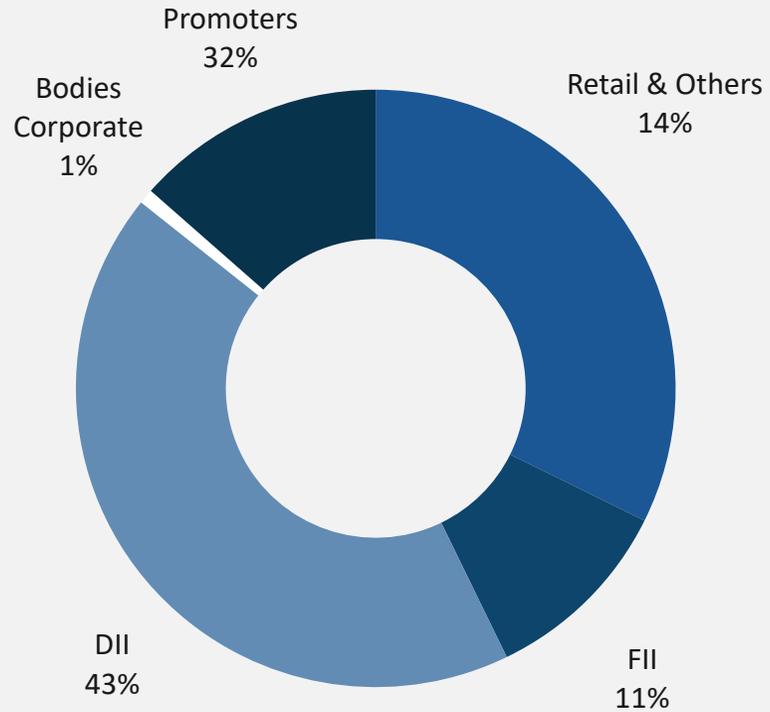
- › As more segments of the DFC are commissioned, the transit times reduce further
- › Hub & Spoke operations



## 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 Pattern September 2024



■ Promoters ■ FII ■ DII ■ Bodies Corporate ■ Retail & Others

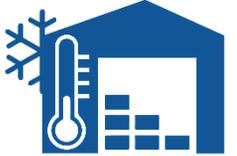
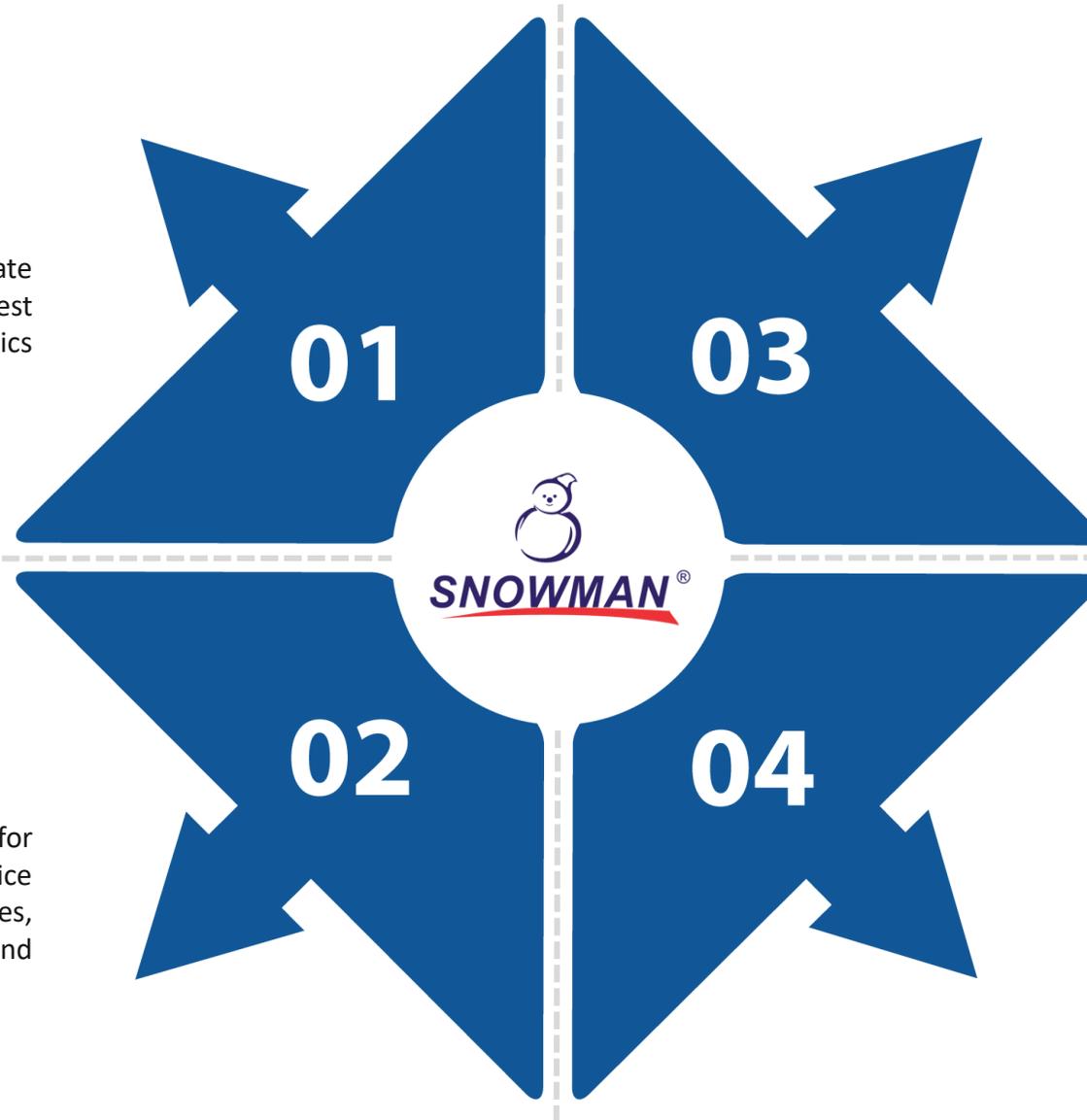
1	HDFC Mutual Fund	2	Mirae Asset Mutual Fund	3	ICICI Prudential Mutual Fund	10	Schroder
4	SBI Mutual Fund	5	Franklin Mutual Fund	6	Vanguard Group	11	Dimensional Fund
7	Aditya Birla MF	8	Eastspring Investments India Equity Fund	9	Life Insurance Corporation Of India	12	Bandhan Mutual Fund



Snowman Logistics Limited, an associate company of GDL (47.61% stake), is the largest integrated temperature-controlled logistics service provider in India.



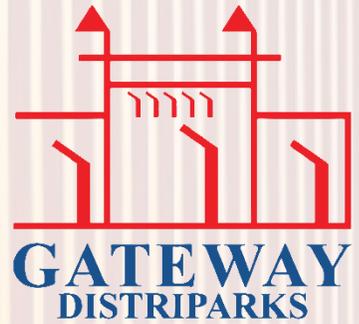
Snowman provides chain management for pharma, vaccines, e-commerce, quick service restaurants, seafood, poultry, dairy, batteries, industrial products, and it continues to expand in new locations.



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.



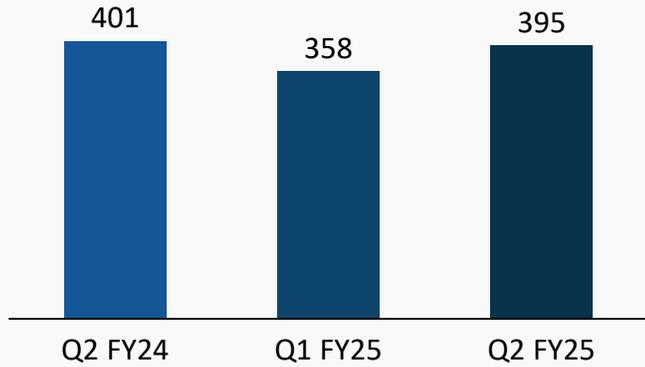
[More information available on Snowman's website](#)



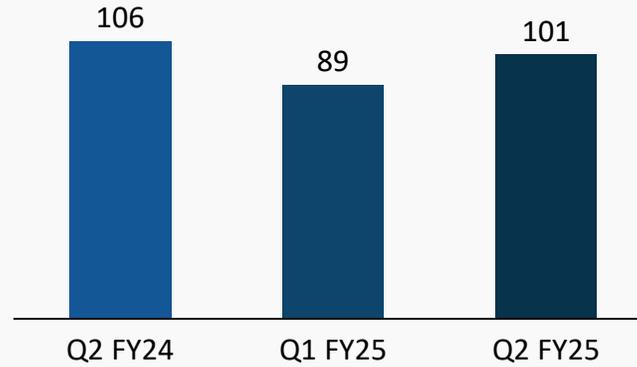
## Financial Performance

# Consolidated Financials – Q2 FY25

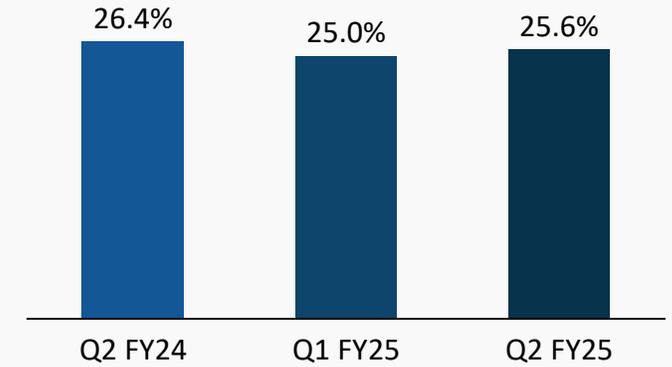
### Total Income\* (Rs. Crs)



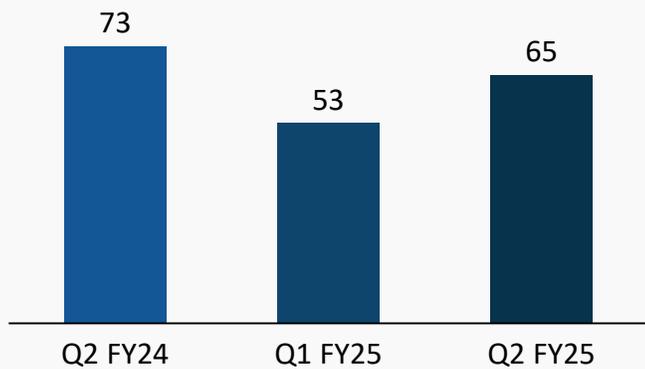
### EBITDA\* (Rs. Crs)



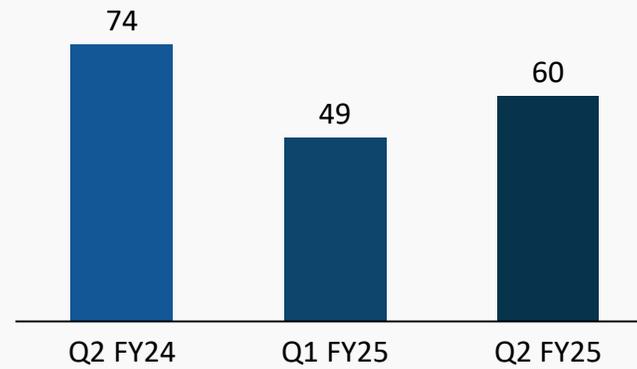
### EBITDA Margin\* (%)



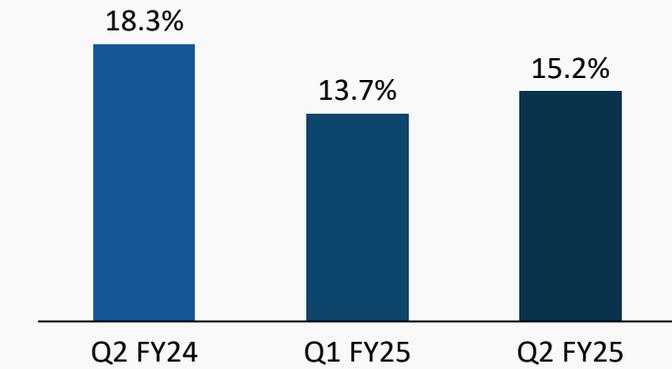
### PBT (Rs. Crs)



### PAT (Rs. Crs)



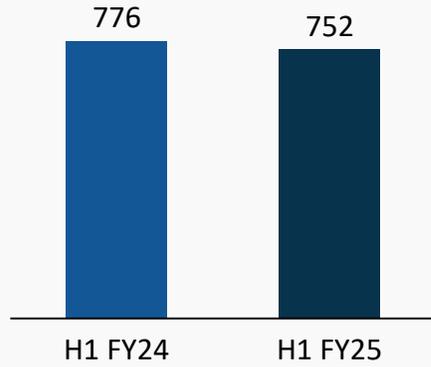
### PAT Margin (%)



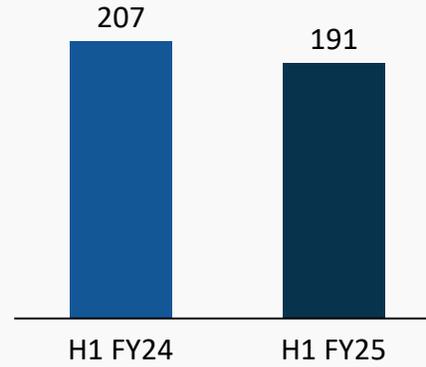
\* Includes Other Income

# Consolidated Financials – H1 FY25

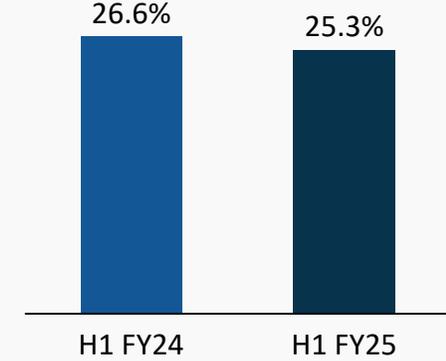
### Total Income (Rs. Crs)



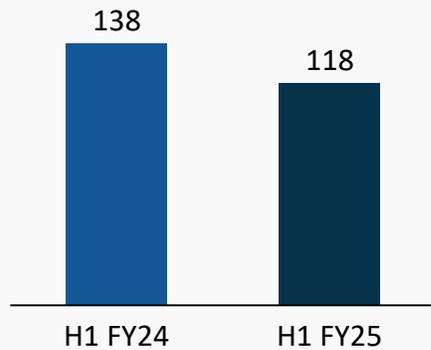
### EBITDA\* (Rs. Crs)



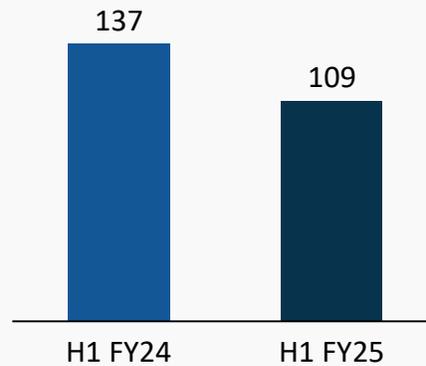
### EBITDA Margin\* (%)



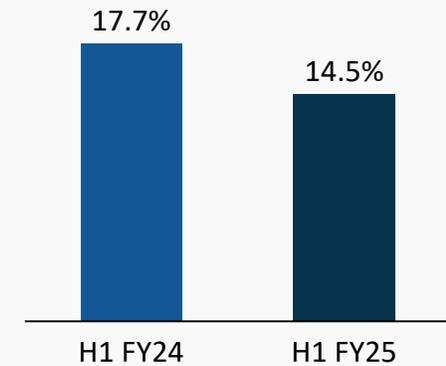
### PBT (Rs. Crs)



### PAT (Rs. Crs)



### PAT Margin (%)



\* Includes Other Income

## Rail

## CFS

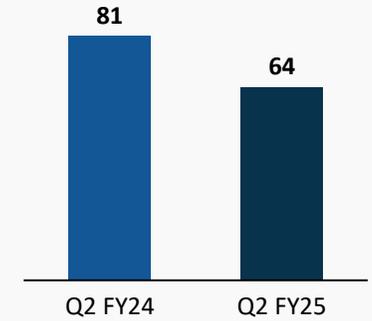
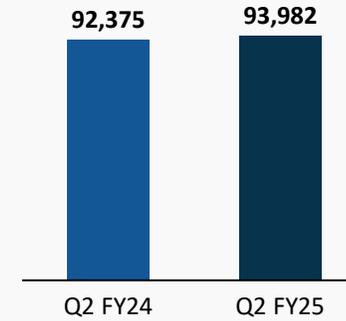
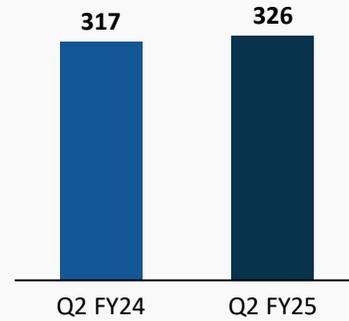
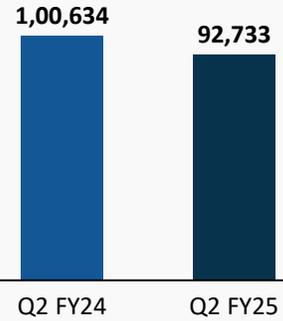
Quarter 2

Throughput (TEUs)

Revenues (Rs. Crs)

Throughput (TEUs)

Revenues (Rs. Crs)



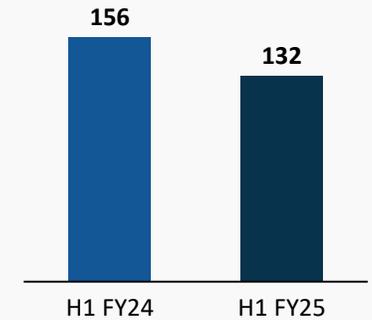
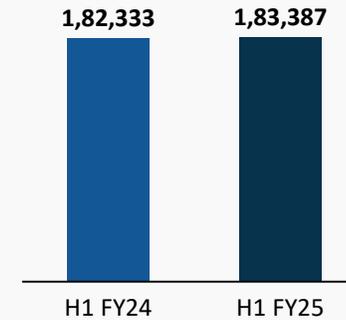
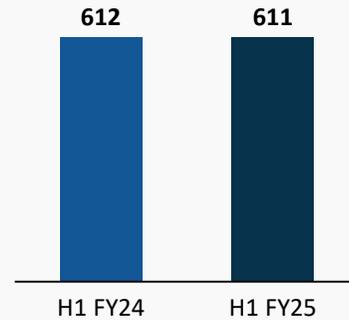
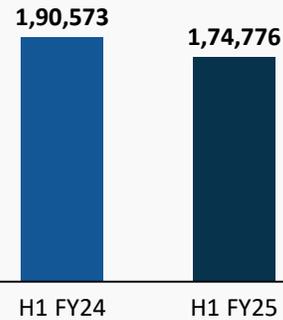
Half Yearly

Throughput (TEUs)

Revenues (Rs. Crs)

Throughput (TEUs)

Revenues (Rs. Crs)



# Quarterly Profit & Loss Statement



Particulars (Rs. Crs)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q
<b>Revenue from Operations</b>	<b>390.0</b>	<b>398.5</b>	<b>-2%</b>	<b>353.1</b>	<b>10%</b>
Other Income	4.6	2.9		4.5	
<b>Total Income</b>	<b>394.6</b>	<b>401.4</b>	<b>-2%</b>	<b>357.6</b>	<b>10%</b>
Operating Expenses	250.1	248.4	1%	223.8	12%
Employee Expenses	19.8	18.9		19.8	
Other Expenses	23.6	28.0		24.6	
<b>EBITDA</b>	<b>101.1</b>	<b>106.1</b>	<b>-5%</b>	<b>89.4</b>	<b>13%</b>
<b>EBITDA Margin (%)</b>	<b>25.6%</b>	<b>26.4%</b>	<b>-81 bps</b>	<b>25.0%</b>	<b>62 bps</b>
Depreciation	25.6	23.1		26.1	
<b>EBIT</b>	<b>75.5</b>	<b>83.0</b>	<b>-9%</b>	<b>63.4</b>	<b>19%</b>
Finance Cost	10.6	11.6		11.5	
Share of Profit/ (Loss) from Associate or JV	0.3	1.3		0.7	
<b>Profit before Tax</b>	<b>65.2</b>	<b>72.8</b>	<b>-10%</b>	<b>52.6</b>	<b>24%</b>
<b>Profit before Tax Margin (%)</b>	<b>16.5%</b>	<b>18.1%</b>	<b>-162 bps</b>	<b>14.7%</b>	<b>180 bps</b>
Tax	5.0	-0.7		3.5	
<b>Profit After Tax</b>	<b>60.1</b>	<b>73.5</b>	<b>-18%</b>	<b>49.1</b>	<b>23%</b>
<b>PAT Margin (%)</b>	<b>15.2%</b>	<b>18.3%</b>	<b>-307 bps</b>	<b>13.7%</b>	<b>152 bps</b>
EPS (in Rs.)	<b>1.20</b>	<b>1.46</b>		<b>0.97</b>	

# H1FY25 Profit & Loss Statement



Particulars (Rs. Crs)	H1 FY25	H1 FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>743.1</b>	<b>768.2</b>	<b>-3%</b>
Other Income	9.1	8.1	
<b>Total Income</b>	<b>752.2</b>	<b>776.3</b>	<b>-3%</b>
Operating Expenses	473.9	477.4	-1%
Employee Expenses	39.6	37.6	
Other Expenses	48.2	54.7	
<b>EBITDA</b>	<b>190.5</b>	<b>206.6</b>	<b>-8%</b>
<b>EBITDA Margin (%)</b>	<b>25.3%</b>	<b>26.6%</b>	<b>-129 bps</b>
Depreciation	51.7	48.0	
<b>EBIT</b>	<b>138.9</b>	<b>158.7</b>	<b>-12%</b>
Finance Cost	22.1	22.8	
Share of Profit/ (Loss) from Associate or JV	1.0	2.6	
<b>Profit before Tax</b>	<b>117.8</b>	<b>138.4</b>	<b>-15%</b>
<b>Profit before Tax Margin (%)</b>	<b>15.7%</b>	<b>17.8%</b>	<b>-217 bps</b>
Tax	8.6	1.2	
<b>Profit After Tax</b>	<b>109.2</b>	<b>137.2</b>	<b>-20%</b>
<b>PAT Margin (%)</b>	<b>14.5%</b>	<b>17.7%</b>	<b>-315 bps</b>
EPS (in Rs.)	<b>2.17</b>	<b>2.72</b>	

# Balance Sheet



ASSETS (Rs. Crs)	30-Sep-24	31-Mar-24
<b>NON-CURRENT ASSETS</b>	<b>2,413.8</b>	<b>2,398.2</b>
Property, Plant and Equipment	1,381.8	1,378.9
Capital Work In-Progress	12.3	36.5
Right to use assets	182.8	182.5
Intangible Assets	359.9	360.3
Equity Investment in associate	209.7	186.1
Financial Assets		
Investments	-	-
Other	35.3	33.1
Deferred Tax Assets (net)	181.0	167.1
Income tax assets (net)	18.8	20.9
Non-Current Assets	32.0	32.8
<b>CURRENT ASSETS</b>	<b>269.3</b>	<b>256.0</b>
Contract Assets	5.8	4.6
Financial Assets		
Investments	28.6	18.2
Trade receivables	173.5	155.5
Cash and cash equivalents	2.5	10.3
Bank balances other than Cash	11.9	12.0
Other Financial Assets	0.2	10.1
Other Current Assets	16.5	15.1
Asset classified as held for sale	30.3	30.3
<b>TOTAL ASSETS</b>	<b>2,683.1</b>	<b>2,654.2</b>

EQUITY AND LIABILITIES (Rs. Crs)	30-Sep-24	31-Mar-24
<b>EQUITY</b>	<b>1,993.5</b>	<b>1946.7</b>
Equity Share capital	499.6	499.6
Other equity	1,479.1	1433.0
Non-Controlling Interests	14.8	14.1
<b>NON-CURRENT LIABILITIES</b>	<b>382.9</b>	<b>401.3</b>
Financial Liabilities		
Borrowings	204.0	223.9
Lease Liability	160.1	158.7
Provisions	1.3	1.3
Employee Benefit Obligation	6.7	6.5
Government Grants (EPCG)	-	0.5
Deferred tax liabilities (Net)	10.7	10.4
<b>CURRENT LIABILITIES</b>	<b>306.7</b>	<b>306.1</b>
Contract Liabilities	10.8	8.5
Financial Liabilities		
Borrowings	90.9	103.9
Trade Payables	116.9	113.1
Lease Liability	25.1	23.6
Other Financial Liabilities	4.1	5.2
Employee Benefit Obligation	21.5	33.8
Government Grants (EPCG)	2.3	0.5
Other Current Liabilities	30.1	13.6
Provisions	4.0	4.0
Income Tax Liability (net)	1.0	-
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,683.1</b>	<b>2,654.2</b>

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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# Thank You

For further information,  
please contact

**Company :**

**Gateway Distriparks Limited**  
CIN - L60231MH2005PLC344764

[www.gatewaydistriparks.com](http://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](mailto:jigar.kavaiya@sgapl.net) / [parin.n@sgapl.net](mailto:parin.n@sgapl.net)  
+91 9920602034 / +91 9930025733

[www.sgapl.net](http://www.sgapl.net)