



May 27, 2025

BSE Limited Phiroze Jeejeebjoy Towers Dalal Street Mumbai 400 001 Scrip Code: 543489	National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Trading Symbol: GATEWAY
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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 Audited Financial Results of the Company for the quarter and year ended March 31, 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
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: 4th Floor, Prius Platinum, Saket District Centre, New Delhi – 110017, India

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Gateway Distriparks Limited

Investor Presentation
for the quarter ended
31st March 2025



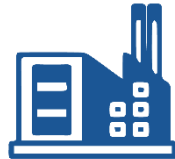
India's Leading Multimodal Logistics Company

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)

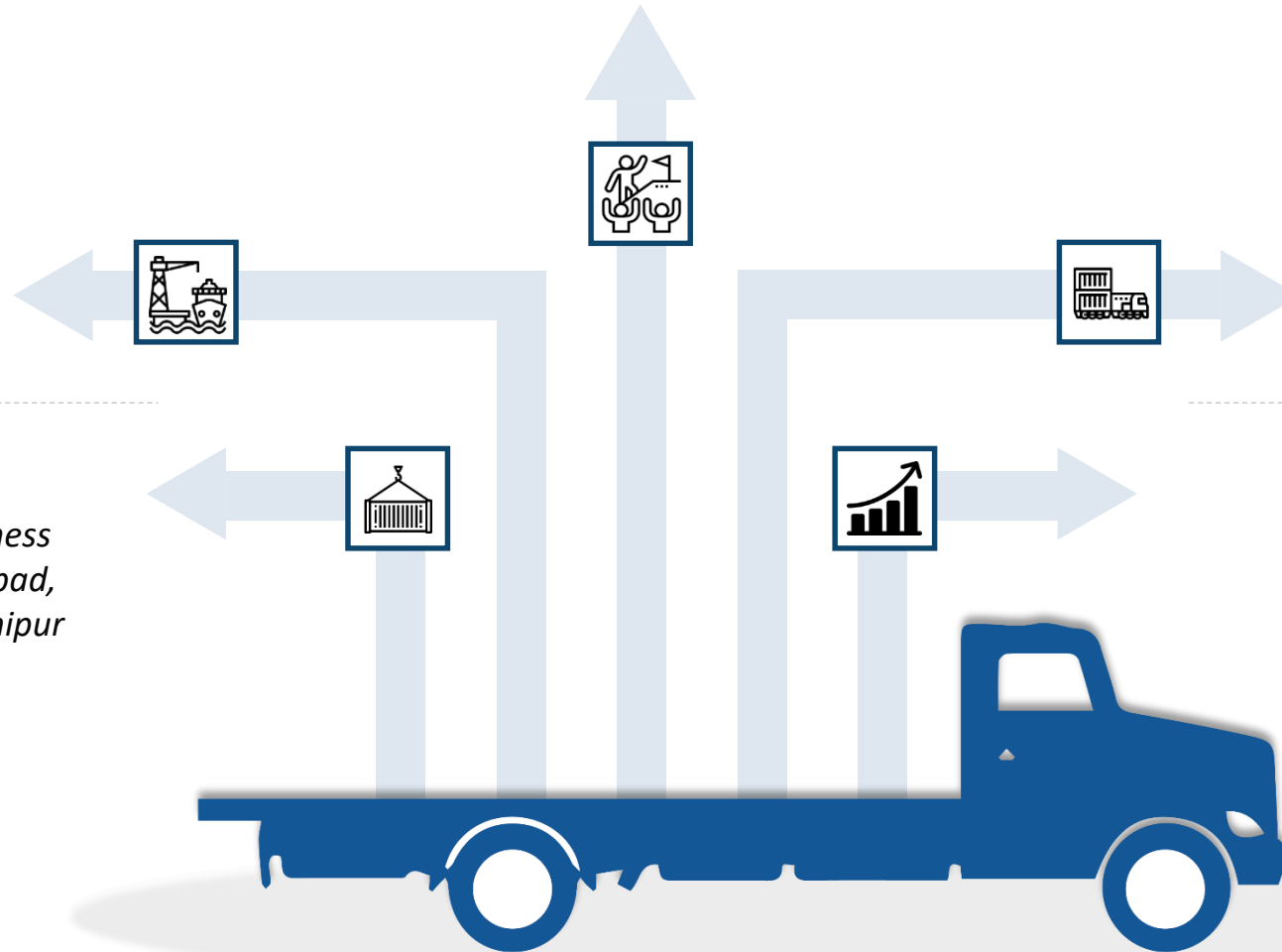
A strong **early mover advantage** in **creating a network of ICDs**, catering to northern markets and offering **hub and spoke** model of operations

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

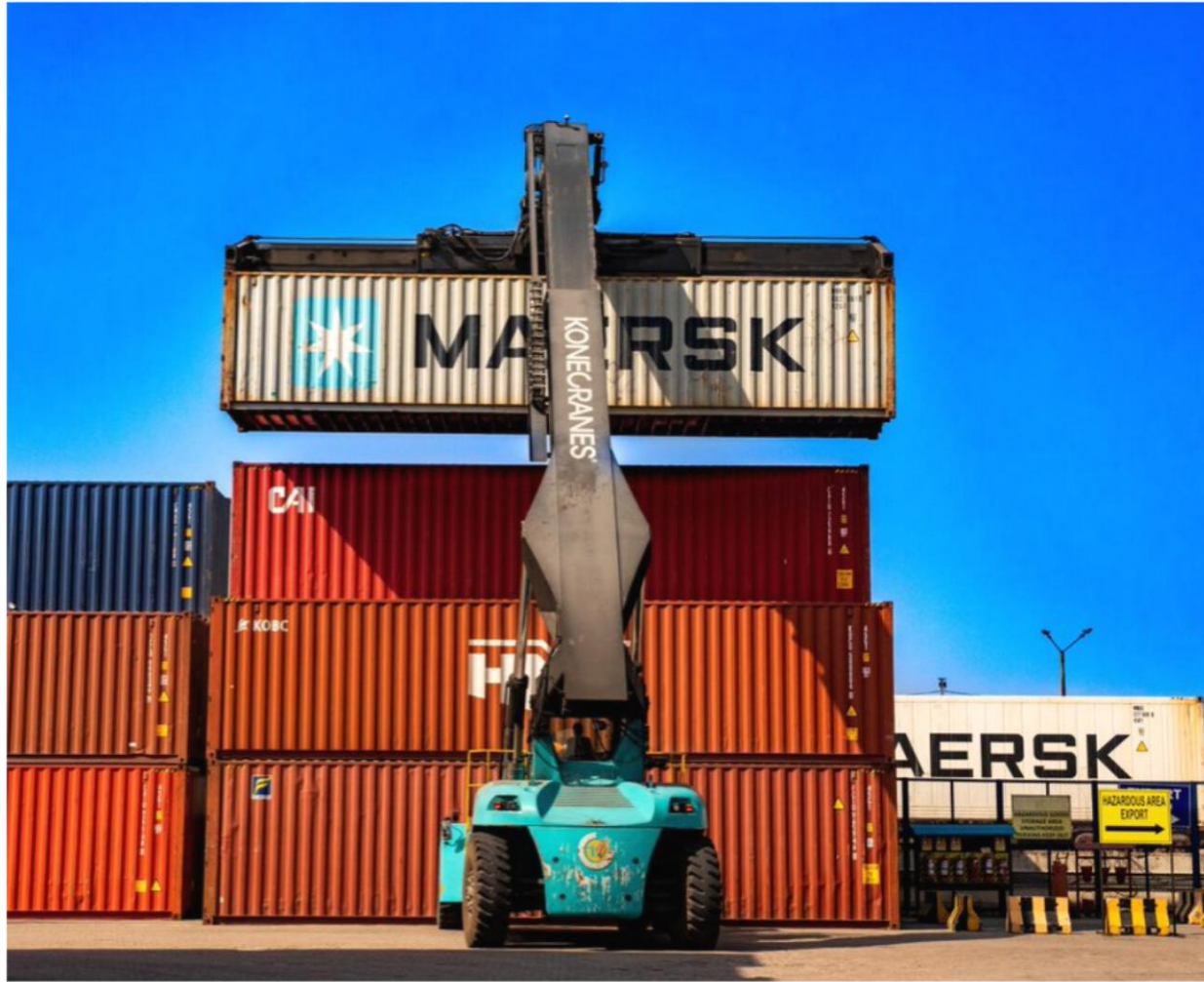
Aligned with **Western Dedicated Freight Corridor** due to improved transit times and modal shift from road to rail

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**



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



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, Kandla 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



* - 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

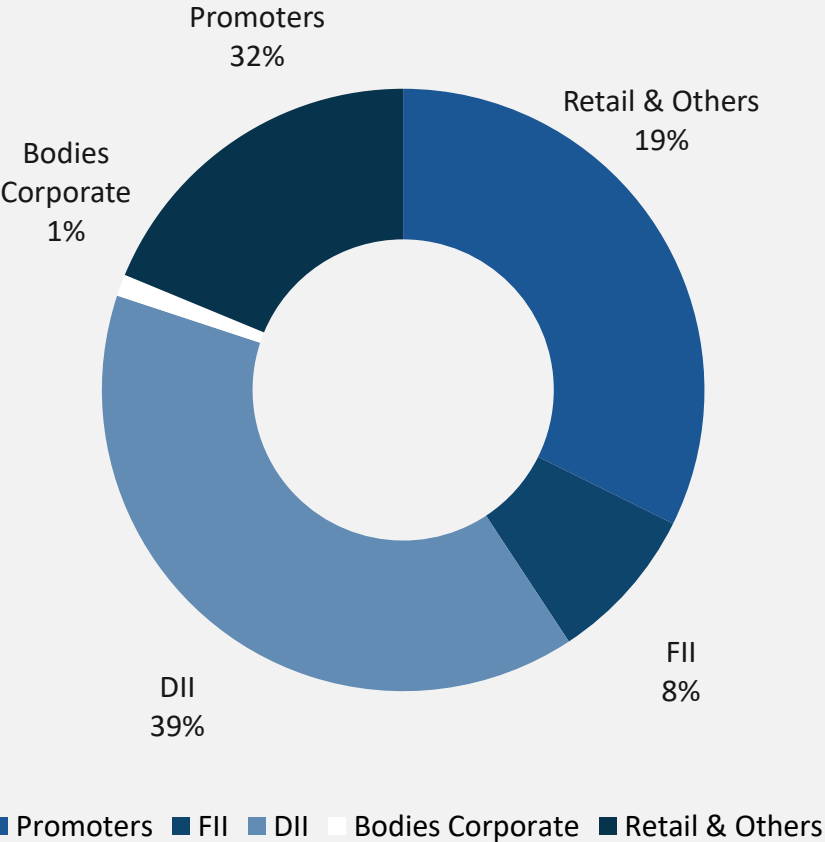
- › As more segments of the DFC are commissioned, the transit times reduce further
- › Hub & Spoke operations



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 March 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

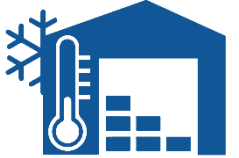
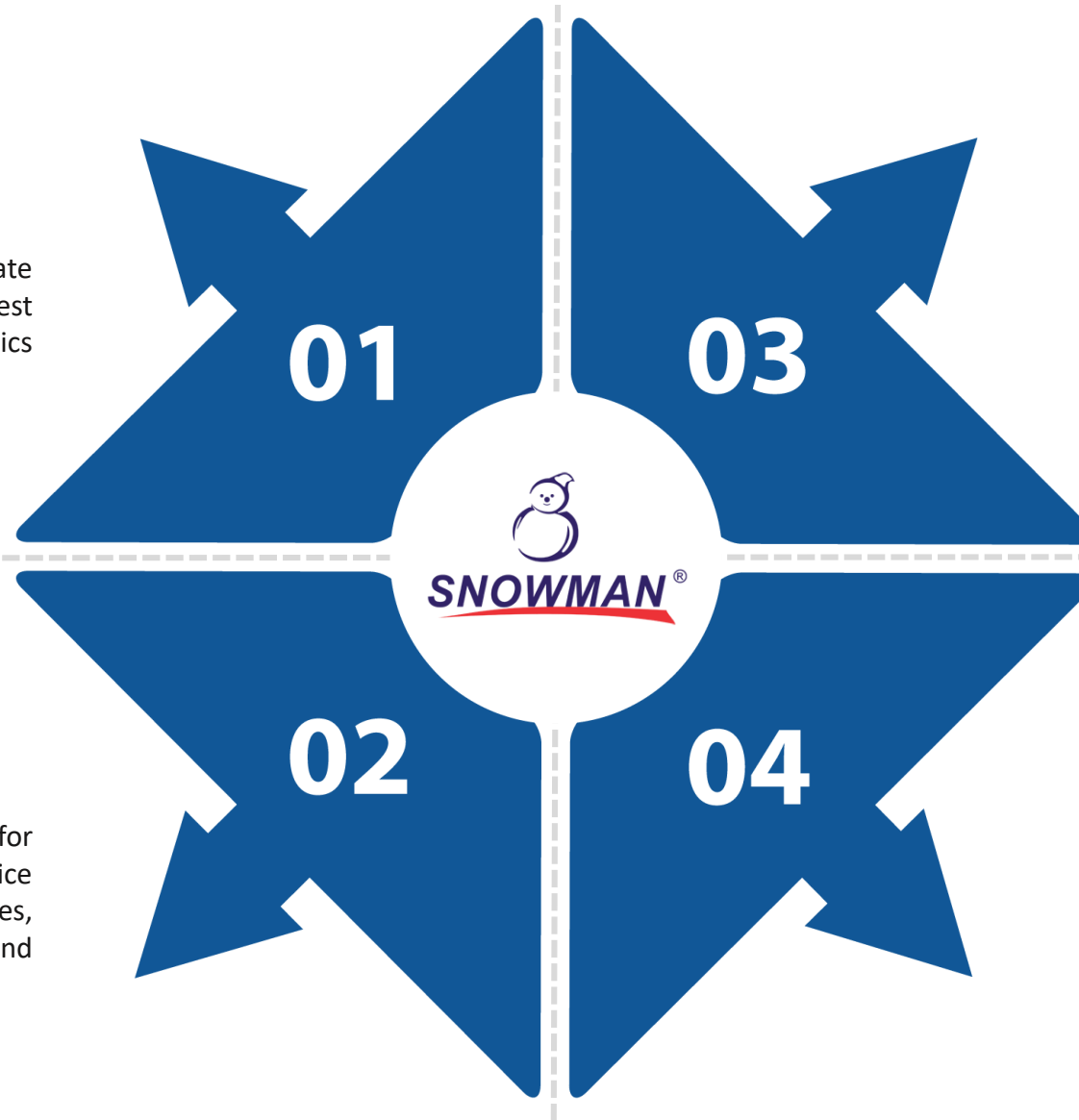
Snowman Logistics Limited – A subsidiary company



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



Snowman 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.



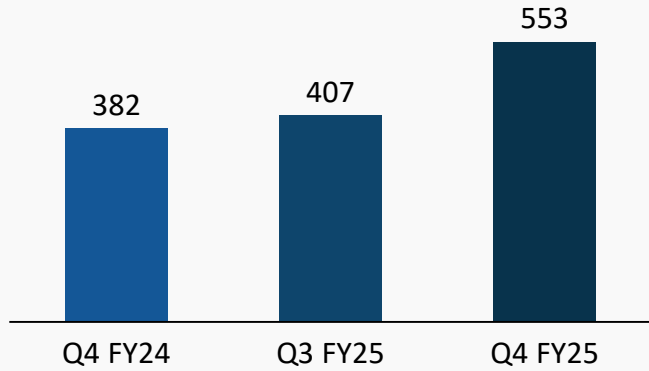
[More information available on Snowman's website](#)



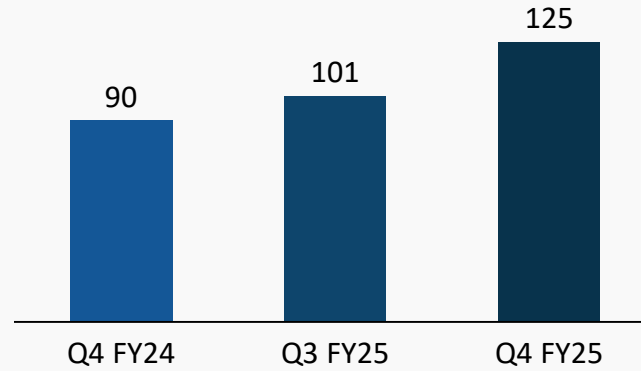
Financial Performance

Consolidated Financials – Q4 FY25

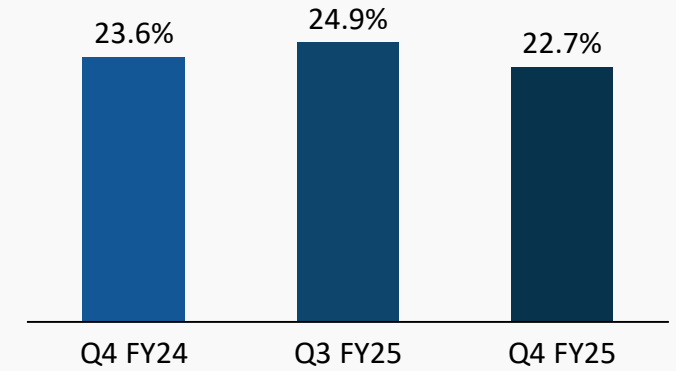
Total Income* (Rs. Crs)



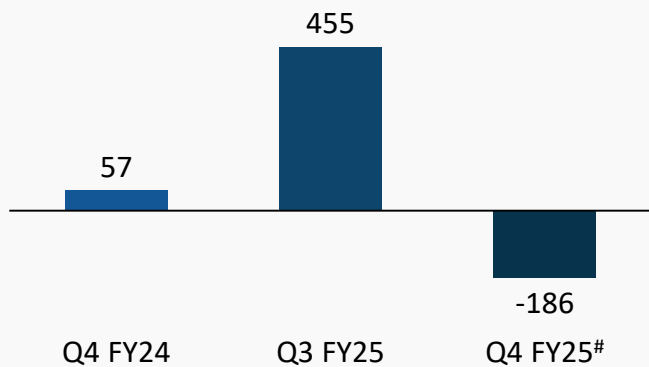
EBITDA* (Rs. Crs)



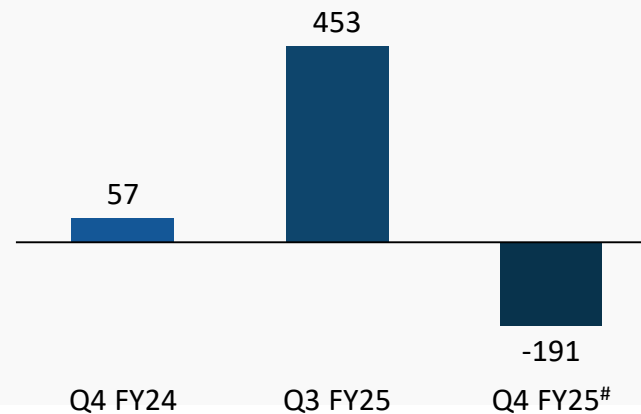
EBITDA Margin* (%)



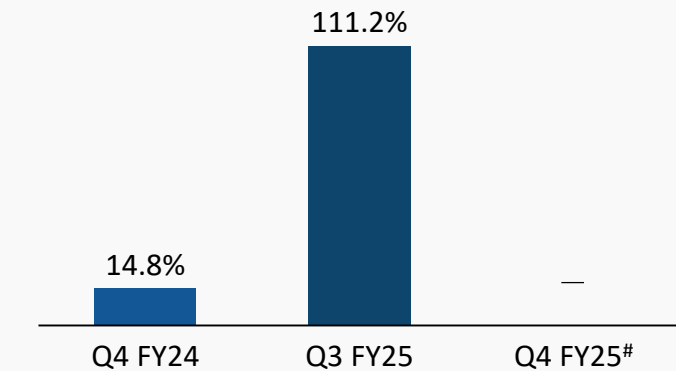
PBT (Rs. Crs)



PAT (Rs. Crs)



PAT Margin (%)



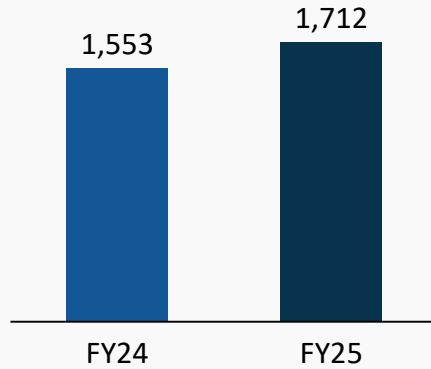
Notes:

* Includes Other Income

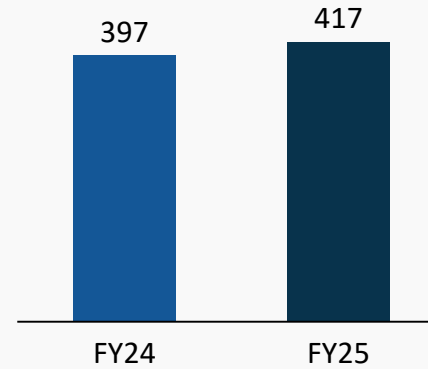
#PBT and PAT includes Exceptional Items of Rs. -258.8 crore. The fair value of assets acquired and liabilities assumed have been determined on a provisional basis and accounted for in accordance with Ind AS 103 - Business Combinations. Also, the Company has remeasured its previously held stake in its erstwhile Associate, Snowman at its acquisition-date fair value as per Ind AS 103 and fair valuation loss of Rs. 258.8 crore has been recognized as an exceptional item

Consolidated Financials – FY25

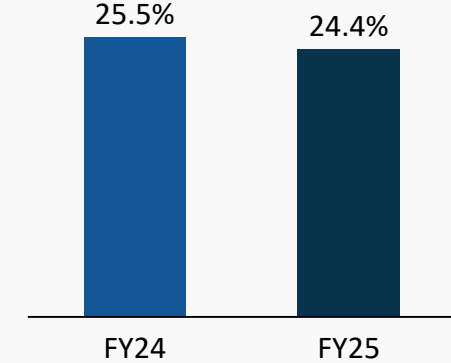
Total Income (Rs. Crs)



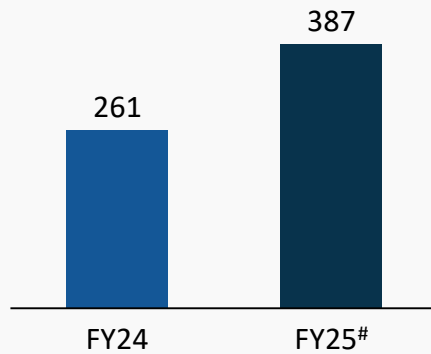
EBITDA* (Rs. Crs)



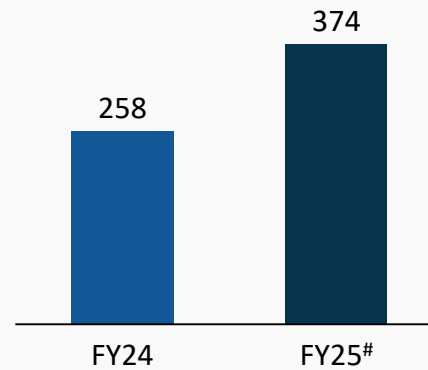
EBITDA Margin* (%)



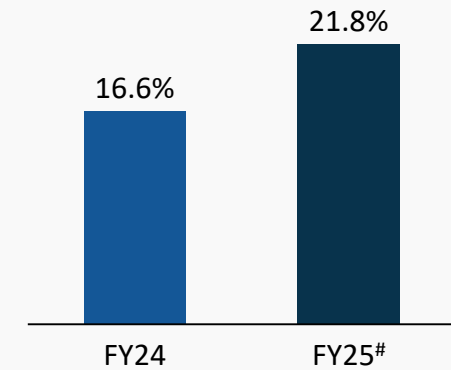
PBT (Rs. Crs)



PAT (Rs. Crs)



PAT Margin (%)



Notes:

* Includes Other Income

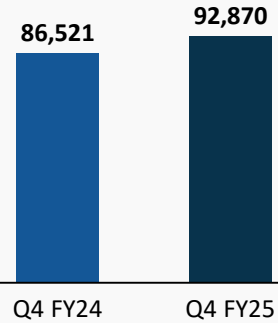
#PBT and PAT includes Exceptional Items of Rs. 390.8 crore for Q3FY25 and Rs. -258.8 crore for Q4FY25. The fair value of assets acquired and liabilities assumed have been determined on a provisional basis and accounted for in accordance with Ind AS 103 - Business Combinations. Also, the Company has remeasured its previously held stake in its erstwhile Associate, Snowman at its acquisition-date fair value as per Ind AS 103 and fair valuation gain of Rs. 132.0 crore has been recognized as an exceptional item

Segment highlights

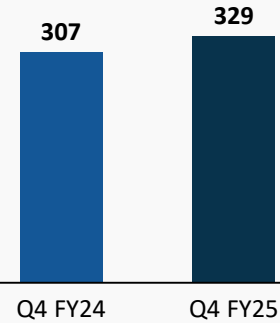
Rail

Quarter 4

Throughput (TEUs)

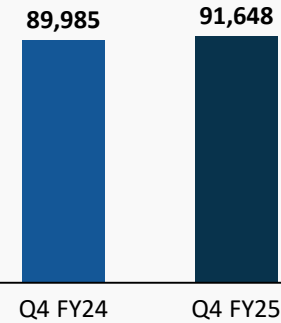


Revenues (Rs. Crs)

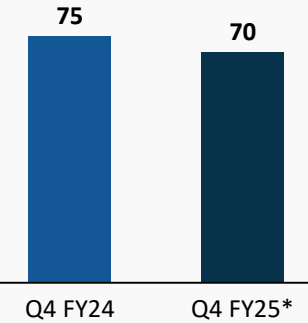


CFS

Throughput (TEUs)

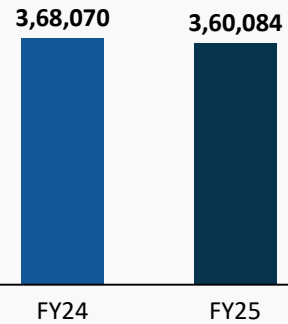


Revenues (Rs. Crs)

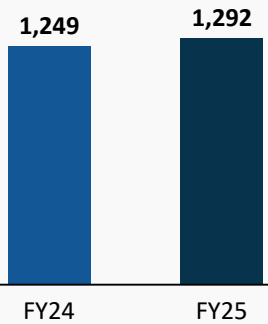


Annual

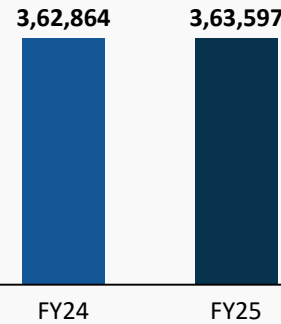
Throughput (TEUs)



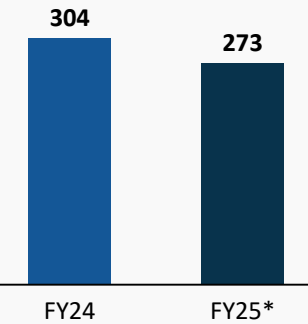
Revenues (Rs. Crs)



Throughput (TEUs)



Revenues (Rs. Crs)



*Note: CFS revenue includes adjustment of reduction of INR 46.28 crores on account of change in accounting method for FY25 and INR 14.24 crores for Q4 FY25.

Quarterly Profit & Loss Statement



Particulars (Rs. Crs)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q
Revenue from Operations	534.9	375.0	43%	402.5	33%
Other Income	17.5	7.1		4.5	
Total Income	552.5	382.0	45%	407.0	36%
Operating Expenses	346.3	239.3	45%	257.1	35%
Employee Expenses	29.2	19.0		20.6	
Other Expenses	51.7	33.4		28.2	
EBITDA	125.2	90.3	39%	101.2	24%
EBITDA Margin (%)	22.7%	23.6%	-97 bps	24.9%	-220 bps
Depreciation	37.21	23.3		26.3	
EBIT	88.0	67.1	31%	74.9	18%
Finance Cost	15.18	11.6		10.5	
Share of Profit/ (Loss) from Associate or JV	0.00	1.1		0.0	
Profit before Tax before Exceptional Items	72.8	56.6	29%	64.4	13%
Profit before Tax Margin (%)	13.2%	14.8%	-162 bps	15.8%	-263 bps
Exceptional Items	-258.8*	0.0		390.8	
Profit before Tax	-185.9	56.6	NA	455.2	-141%
Profit before Tax Margin (%)	NA	14.8%	NA	111.8%	NA
Tax	5.01	0.1		2.39	
Profit After Tax	-191.0	56.5	NA	452.8	NA
PAT Margin (%)	NA	14.8%	NA	111.2%	NA
EPS (in Rs.)	-3.87	1.10		9.11	

*Note: The fair value of assets acquired and liabilities assumed have been determined on a provisional basis and accounted for in accordance with Ind AS 103 - Business Combinations. Also, the Company has remeasured its previously held stake in its erstwhile Associate, Snowman at its acquisition-date fair value as per Ind AS 103 and fair valuation loss of Rs. 258.8 crore has been recognised as an exceptional item

FY25 Profit & Loss Statement



Particulars (Rs. Crs)	FY25	FY24	Y-o-Y
Revenue from Operations	1,680.6	1,536.1	9%
Other Income	31.17	17.1	
Total Income	1,711.7	1,553.2	10%
Operating Expenses	1,077.2	967.0	11%
Employee Expenses	89.5	75.0	
Other Expenses	128.1	114.5	
EBITDA	417.0	396.7	5%
EBITDA Margin (%)	24.4%	25.5%	-118
Depreciation	115.2	94.9	
EBIT	301.8	301.8	0%
Finance Cost	47.8	46.1	
Share of Profit/ (Loss) from Associate or JV	1.0	5.6	
Profit before Tax before Exceptional Items	255.0	261.3	-2%
Profit before Tax Margin (%)	14.9%	16.8%	-193
Exceptional Items*	132.0	0.0	
Profit before Tax	387.0	261.3	48%
Profit before Tax Margin (%)	22.6%	16.8%	578
Tax	13.2	3.0	
Profit After Tax	373.8	258.3	45%
PAT Margin (%)	21.8%	16.6%	521
EPS (in Rs.)	7.42	5.12	

*Note: *PBT and PAT includes Exceptional Items of Rs. 390.8 crore for Q3FY25 and Rs. -258.8 crore for Q4FY25. The fair value of assets acquired and liabilities assumed have been determined on a provisional basis and accounted for in accordance with Ind AS 103 - Business Combinations. Also, the Company has remeasured its previously held stake in its erstwhile Associate, Snowman at its acquisition-date fair value as per Ind AS 103 and fair valuation gain of Rs. 132.0 crore has been recognized as an exceptional item

Balance Sheet

ASSETS (Rs. Crs)	31-Mar-25	31-Mar-24
NON-CURRENT ASSETS	2,995.47	2,398.2
Property, Plant and Equipment	1,791.2	1,378.9
Capital Work In-Progress	62.5	36.5
Right to use assets	305.7	182.5
Intangible Assets	513.1	360.3
Equity Investment in associate	-	186.1
Financial Assets		
Investments	-	-
Other	46.7	33.1
Deferred Tax Assets (net)	228.8	167.1
Income tax assets (net)	20.2	20.9
Non-Current Assets	27.3	32.8
CURRENT ASSETS	431.2	225.7
Inventories	15.0	-
Contract Assets	6.0	4.6
Financial Assets		
Investments	79.0	18.2
Trade receivables	273.8	155.5
Cash and cash equivalents	13.6	10.3
Bank balances other than Cash	2.4	12.0
Other Financial Assets	1.0	10.1
Other Current Assets	40.4	15.1
Asset classified as held for sale	30.3	30.3
TOTAL ASSETS	3,456.9	2,654.2

EQUITY AND LIABILITIES (Rs. Crs)	31-Mar-25	31-Mar-24
EQUITY	2,453.2	1,946.7
Equity Share capital	499.6	499.6
Other equity	1,703.9	1,433.0
Non-Controlling Interests	249.7	14.1
NON-CURRENT LIABILITIES	609.8	401.3
Financial Liabilities		
Borrowings	264.7	223.9
Lease Liability	313.3	158.7
Provisions	12.3	7.8
Employee Benefit Obligation	-	-
Government Grants (EPCG)	-	0.5
Deferred tax liabilities (Net)	19.4	10.4
CURRENT LIABILITIES	394.0	306.1
Contract Liabilities	10.8	8.5
Financial Liabilities		
Borrowings	105.9	103.9
Trade Payables	170.9	113.1
Lease Liability	36.3	23.6
Other Financial Liabilities	45.4	35.0
Employee Benefit Obligation	-	-
Government Grants (EPCG)	-	0.5
Other Current Liabilities	16.4	13.6
Provisions	5.8	8.0
Income Tax Liability (net)	2.5	-
TOTAL EQUITY & LIABILITIES	3,456.9	2,654.2

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

SGA Strategic Growth Advisors

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
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