

15 February, 2022

**BSE Limited** 

Phiroze Jeejeebjoy Towers

**Dalal Street** 

Mumbai 400 001

Scrip Code: 532622

National Stock Exchange of India Ltd.

Exchange Plaza, C-1, Block G,

Bandra Kurla Complex, Bandra (East)

Mumbai - 400 051

Trading Symbol: GDL

**Sub: Investor Presentation** 

Please find attached the Investor Presentation - February 2022.

Kindly take the information on record.

Thanking You,

Yours faithfully,

For GATEWAY DISTRIPARKS LIMITED (formerly known as Gateway Rail Freight Limited)

ANUJ KALIA

COMPANY SECRETARY

Encl: a/a



**Investor Presentation February 2022** 

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# **Business Overview**

### **Update on Amalgamation**



With effect from 28<sup>th</sup> December 2021, Gateway East India Private Limited and Gateway Distriparks Limited have merged with Gateway Rail Freight Limited.

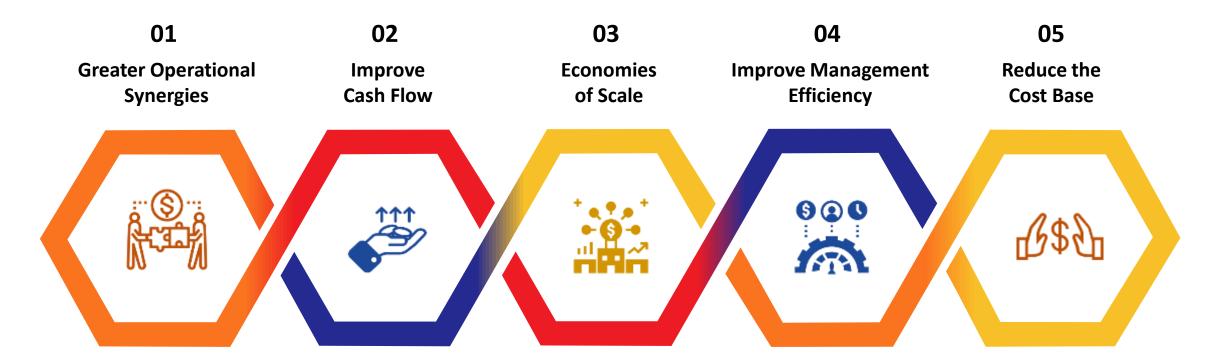
Subsequently, on 11<sup>th</sup> February 2022, Gateway Rail Freight Limited changed its name to Gateway Distriparks Limited.

Now the CFS, Rail and ICD businesses are under one umbrella –

# Gateway Distriparks Limited

### **Business Restructuring Rationale**





Create greater operational synergies and efficiencies at multiple levels of business operations and shall provide significant impetus to their growth

Improve earnings, cash flow and debt servicing abilities of the amalgamated Gateway Rail Freight Limited (GFRL) Centralized and more efficient management of funds establishing stronger resource base for future growth, which are presently divided amongst multiple corporate entities

Consolidate and improve the internal systems, procedures and controls bringing greater management efficiency Simplicity in working, reduce various statutory & regulatory compliances and related costs, which presently have to be duplicated in different entities

## India's Leading Integrated Intermodal Logistics Company



Services across the value chain of intermodal logistics

Network of 9 ICDs and CFSs, connected to maritime ports across India

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

Large fleet of trainsets and trailers capable for carrying 20 ft, 40 ft and Reefer containers Large equipment base comprising of reach stackers, empty handlers, hydra cranes, forklifts, and intra transfer vehicles

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 Viramgam (near Ahmedabad, Gujarat) with combined installed capacity of 650,000 TEUs & 31 train-sets



Company operates
rail-linked
transportation
services for EXIM
containers between
its four ICDs and the
key ports of JNPT,
Mundra and
Pipavay



A strong early
mover advantage
in ICD business,
catering to northern
markets (market
share of 14% in NCR
and 35% in
Ludhiana)



ICD volumes set to get a major thrust with commissioning of Western DFC due to improved reliability of freight transport by rail and shift in modal share from road to rail



All ICDs have
adequate land bank
to double the
capacity as volumes
scale up – providing
enormous
scalability for longterm growth

# **Container Freight Stations (CFS)**



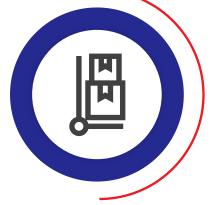
Company operates **five CFSs with total capacity of 536,000 TEUs** which caters to JNPT and key southern ports of Chennai, Visakhapatnam, Kochi and Krishnapatnam



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, and other VAS



Company has been **consolidating its performance** in the CFS segment by
divestment and by letting go of
unprofitable business



### **Service Offering**



#### **Rail Transportation**

- Operate 31 rakes of which 21 are owned
- License to operate on Pan India Railways Network
- Regular services between JNPT, Mundra, Pipavav and hinterland ICDs in North India
- Dedicated EXIM Train services
- Reefer container services



#### **Container Freight Services**

- Provide all Services of CFS:
  - for handling containers &
  - o for Customs clearance
- RFID enabled Bonded, Domestic and empty container yards
- Container maintenance & repair facilities
- Equipment base: Reach stackers, Empty Handlers, Hydra Cranes, Forklifts, Intra Transfer Vehicles



#### Warehousing

- 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



#### **Last Mile Transportation**

- Provide pickup and delivery to/ from the port and Customer's factory
- GPS enabled tracking: containers tracked through GPS thereby providing the customers transparency through Online Portal
- Owned fleet of over 398 trailers with capacity to carry both 20 & 40 feet containers



#### **Business Flow Chart**



#### **Export Business**

















**Port** 

#### **Import Business**



**Port** 

Rail Transportation



коаа Transportation

ICD/CFS











**Factory** 



- Act as concentration points for long distance cargoes and its unitisation
- Provide secure storage facility at warehouses in CFS/ ICD
- · Transit facility service
- Customs clearance facility available near the centres of production and consumption
- Availability of handling, storage and value added services at same location Including aggregation of cargo for Less than Container Load (LCL)
- Optimisation in transportation and inventory cost
- Acts as a point of service for shipping line to deal with their trade

Need for ICD / CFS

# **Strategically Located Facilities**





ICD Terminals	Land (Acres)	Design Capacity (TEU's)	Installed Capacity (TEU's)
Garhi Harsaru, Gurgaon	90	5,00,000	2,50,000
Sahnewal, Ludhiana	60	3,00,000	1,50,000
Piyala, Faridabad	65	3,00,000	1,50,000
Viramgam, Ahmedabad	40	2,00,000	1,00,000

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)
Nava Sheva, Mumbai	35	2,16,000
Chennai	30	1,50,000
Krishnapatnam	48	50,000
Kochi*	6.5	50,000
Visakhapatnam	25	70,000

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

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

<sup>\* -</sup> Additional 20 acres of Land available to future expansion

### **Strong Asset Base**



#### Key Metrics

• **ICD Capacity** – 650,000 TEUs p.a.

- **CFS Capacity** 536,000 TEUs p.a.
- Close & Open Total Warehouse Capacity ~1,60,000 sq. mt.
- Reefer Plug Points 500
- Employee Strength ~590

#### Equipment Bank

- **Train Sets** 31 (21 owned)
- Tractor Trailers 531
- Reach Stackers 50
- Hydra Cranes 9

**Train Sets** 



**Tractor Trailers** 



**Reach Stackers** 



**Forklifts** 



**Hydra Cranes** 



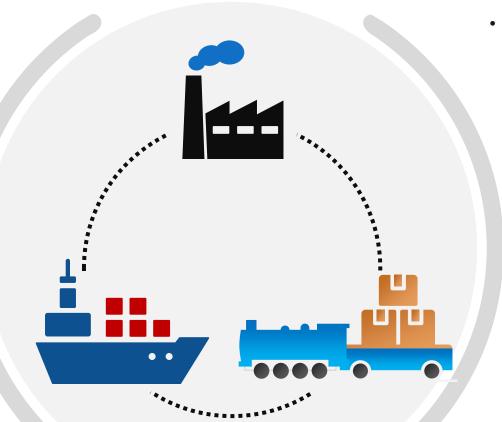
# **Capex Plans**



Capex of Rs. 150 crore over the next two years

 GDL plans to invest in Rail linked satellite terminals in North India

 Satellite terminals will enable aggregation of cargo through its flagship terminal Garhi Harsaru



Company plans to setup 2 terminals in next two years

 Have plans to acquire up to 10 high capacity train-sets over the next 2-3 years

### **Future Ready**



**Healthy Balance Sheet** 

 Stronger asset base, with large cash reserves and Net Debt:EBITDA ratio of 0.97 (on TTM basis)



**DFC Benefits** 

> Commissioning of Rewari-Palanpur stretch could benefit customers by operation of longer, heavier and faster train services which will improve operational efficiency



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



**New Capex** 

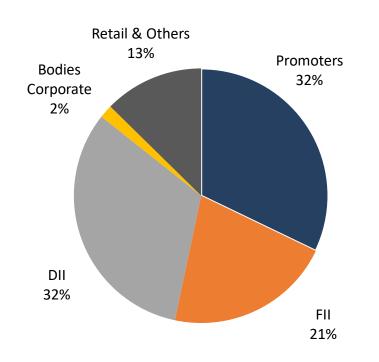
- > Plans to add 2 satellite terminals in northern region over next few years to improve reach and market share
- > Capex plan of ~Rs. 120 crs
  - 2 new locations
  - Balance for maintenance capex

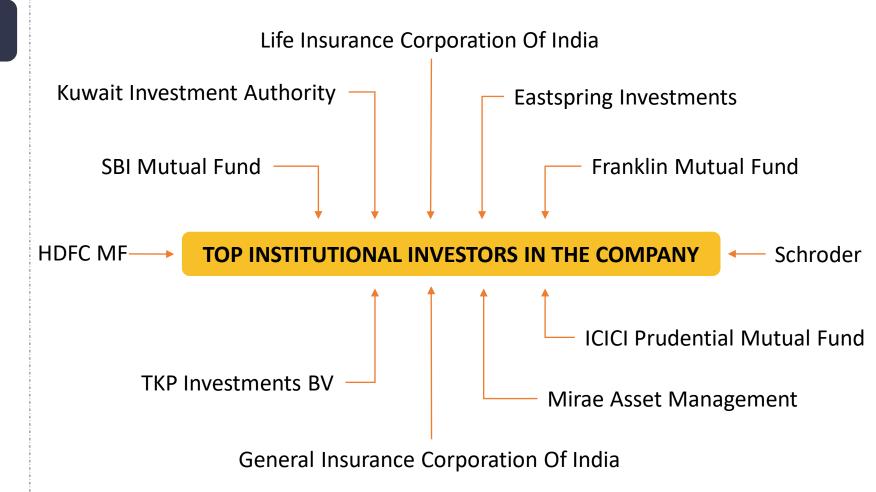


### **Shareholding Information**



# **Shareholding Pattern December 2021**





## **Promoter Group**





Mr. Prem Kishan Dass Gupta Chairman And Managing Director



Mr. Ishaan Gupta
Joint Managing Director



Mr. Samvid Gupta Joint Managing Director

### **Board of Directors**





Mr. Prem Kishan Dass Gupta Chairman And Managing Director



Mr. Ishaan Gupta Joint Managing Director



Mr. Samvid Gupta Joint Managing Director



Mr. Anil Aggarwal Independent Director



Mr. Arun Kumar Gupta Independent Director



Ms. Vanita Yadav Independent Director

## 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

For more information, <u>click Here</u> to visit the company's website or <u>click Here</u> to access the company's investor presentation

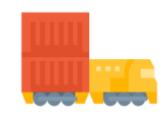




### Railway Business – At an Inflection Point











#### Viramgam Terminal





owned road trailers at its terminals, GDL

is the Largest Private Player in Container

Rail Segment



#### **Strategic Locations**



#### Renewed Focus



Bought stake from Largest Private Player Blackstone in March 2019, thereby renewing its focus on the Railway business With a fleet of 31 train sets and 531

**Facilities** strategically located in alignment to the **DFCs** 

Strong footprint across Northwest India with state-ofthe-art 4 intermodal terminals with superior infrastructure and technology

Facilities built on owned land banks with scope for further expansion at existing locations

Operates regular container train services to the Nhava Sheva, Mundra & Pipavav ports

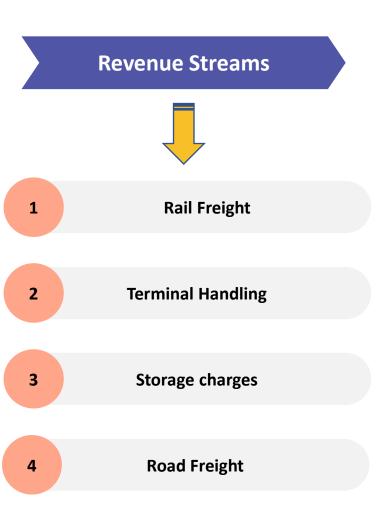
All major shipping lines operate from these terminals

Strategically located at the confluence of double-stack route of its flagship hub at Garhi Harsaru and also the **Mundra & Pipavav ports** 

## Rail Linked ICD Infrastructure

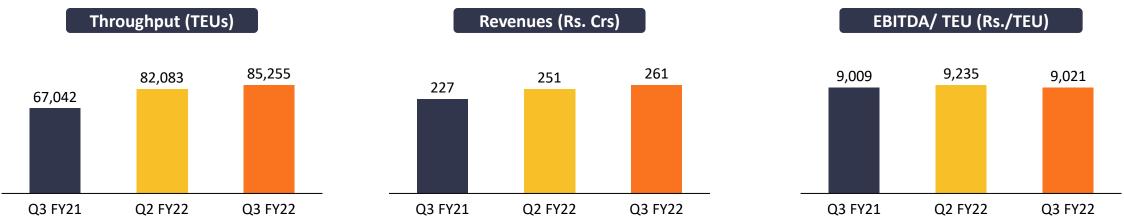


	Garhi Harsaru, Gurugram	Piyala, Faridabad	Sahnewal, Ludhiana	Viramgam, Ahmedabad
Land (Acres)	90	65	60	40
Installed Capacity (TEU's)	2,50,000	1,50,000	1,50,000	1,00,000
Design Capacity (TEU's)	5,00,000	3,00,000	3,00,000	2,00,000
Warehouse Capacity (in Sq. mtr.)	21,500	14,370	4,500	2,400
Bonded Warehouse	Yes	Yes	Yes	Yes
Reefer Points	Yes	Yes	Yes	Yes
Train Services	Daily Alter	-		
Coverage	North India Hub; NCR, Haryana, Uttarakhand, Uttar Pradesh particularly Gurgaon, Manesar, Bhiwadi, Bawal, Dharuhera industrial areas	Delhi Agra Industrial belt including Faridabad, Palwal, NOIDA, Greater Noida	Punjab, Haryana, Jammu & Kashmir, Himachal Pradesh, Chandigarh, Uttrakhand and Uttar Pradesh	Second Hub in western part closer to the Port locations
Market Share	~13	3%	~35%	-



## **Key Financial Metrics - Quarter**



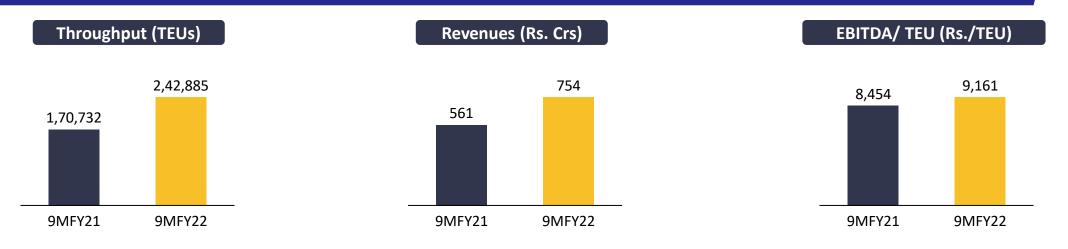


Rail container volumes	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q
Throughput (TEUs)	85,255	67,042	27%	82,083	4%
Realization (Per TEU)	30,608	33,897	-10%	30,618	0%
Revenue (Rs Crs)	261.0	227.3	15%	251.3	4%
EBITDA (Before SEIS) (Rs Crs)	76.9	60.4	27%	75.8	1%
EBITDA (Per TEU)	9,021	9,009	0%	9,235	<b>-2</b> %
OPM (%)	29.5%	26.6%	289 bps	30.2%	-69 bps
EBIT (Rs Crs)	57.2	40.5	41%	56.2	2%
EBIT Margin	21.9%	17.8%	409 bps	22.4%	-43 bps
PAT (Rs Crs) (Pre minority)	54.6	36.1	51%	50.7	8%

Due to COVID-19 led restrictions in FY21, the figures of FY22 are not strictly comparable with prior period

### **Key Financial Metrics – YTD**





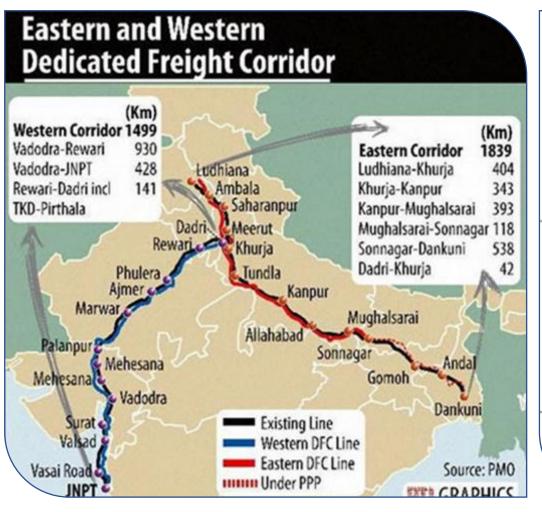
Rail container volumes	9MFY22	9MFY21	Y-o-Y
Throughput (TEUs)	2,42,885	1,70,732	42%
Realization (Per TEU)	31,057	32,874	-6%
Revenue (Rs Crs)	754.3	561.3	34%
EBITDA (Before SEIS) (Rs Crs)	222.5	144.3	54%
EBITDA (Per TEU)	9,161	8,454	8%
OPM (%)	29.5%	25.7%	378 bps
EBIT (Rs Crs)	163.7	84.3	94%
EBIT Margin	21.7%	15.0%	669 bps
PAT (Rs Crs) (Pre minority)	151.1	67.9	122%

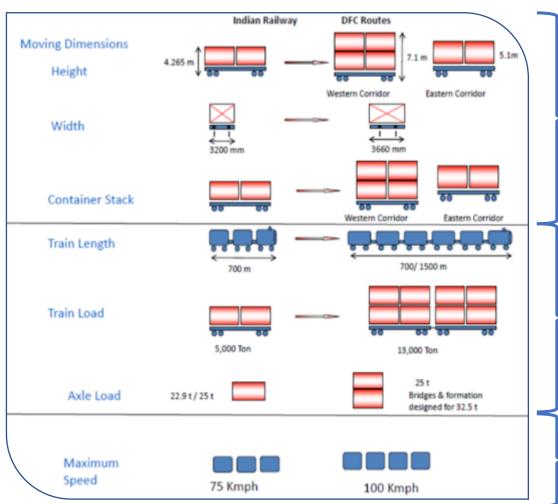
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# Western Dedicated Freight Corridors (DFC) – A Game Changer







Operational & Cost efficiencies

Shift from Road transportation to Rail transportation

> Transit Assurance

## Dedicated Freight Corridors (DFC) – A Game Changer



#### Game Changer

The commissioning of Dedicated Freight Corridors (DFC) will entirely change the dynamics of the Container Rail Business



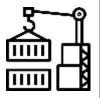
#### Increase in Average Speed

DFCs will result in higher asset turnaround due to a two times increase in the average speed



#### **Increase in Volumes**

Rail freight volumes will increase considerably due to double-stacking of containers



#### Benefits

Operational efficiency will improve due to the abovementioned factors thereby benefiting the customers



#### DFC to boost Rail led ICDs





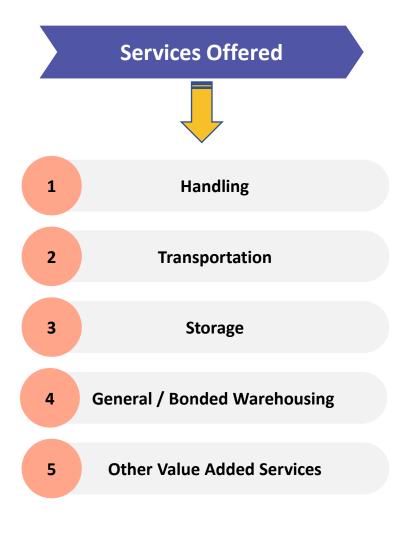
- Rewari Madar (Ajmer) route
   inaugurated on 7<sup>th</sup> January 2021
- Once Madar (Ajmer) Palanpur route is under operational trials. This should increase productivity of operators by 10%
- Once the entire western DFC route get operational, it will lead to improvement in turnaround time and efficiency of operations



# Container Freight Station (CFS) – Robust Infrastructure

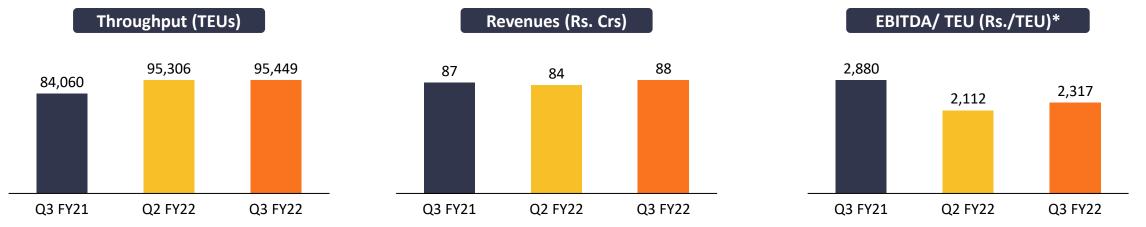


	Nava Sheva, Mumbai	Chennai	Vishakhapatnam	Kochi	Krishnapatnam
Area	<ul> <li>Plot area of ~1,41,700 sqmt;</li> <li>Paved area: 87,000 sqmt;</li> <li>Covered warehouse area: 43,000 sqmt</li> </ul>	<ul> <li>Paved area:</li> <li>6,00,000 sqft</li> <li>Covered warehouse area:</li> <li>70,000 sqft</li> </ul>	60,000 sqmt • Open yard for	<ul> <li>Plot Area of ~26,300 sqmt</li> <li>Covered area of 13,500 sqft for export and import cargo</li> </ul>	<ul> <li>Land area ~93,000 acres</li> <li>Paved area 2,15,600 sqft</li> </ul>
Capacity (TEU's)	216,000	1,50,000	70,000	50,000	50,000
Warehouse Capacity (in Sq. mtr.)	~43,000	6,500	3,000	1,000	~4,600
Bonded Warehouse	Yes	Yes	No	No	Yes
Reefer Points	Yes	Yes	Yes	Yes	Yes



## **Key Financial Metrics - Quarter**



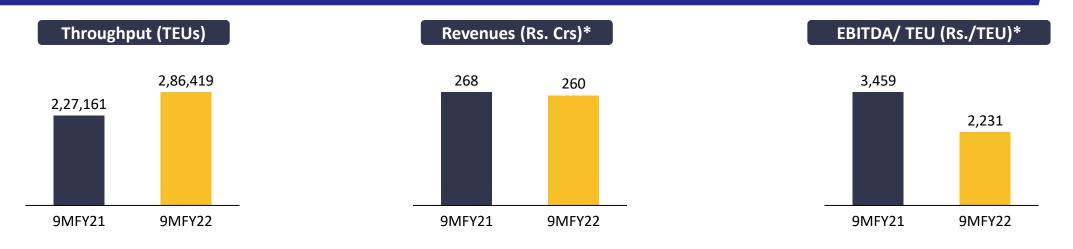


CFS volumes	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q
Throughput (TEUs)	95,449	84,060	14%	95,306	0%
Realization (Per TEU)	9,254	10,296	-10%	8,858	4%
Revenue before SEIS (Rs. Crs)	88.3	86.6	2%	84.4	5%
EBITDA before SEIS (Rs. Crs)	22.1	24.2	-9%	20.1	10%
EBITDA before SEIS (Per TEU)	2,317	2,880	-20%	2,112	10%
OPM (%)	25.0%	28.0%	-293 bps	23.8%	120 bps
EBIT (Rs Crs)	9.8	12.8	-23%	8.3	19%
EBIT Margin	11.1%	14.8%	-363 bps	9.8%	131 bps
PAT (Rs. Crs)	-5.5	-1.9	NA	-2.4	NA

Due to COVID-19 led restrictions in FY21, the figures of FY22 are not strictly comparable with prior period

### **Key Financial Metrics – YTD**





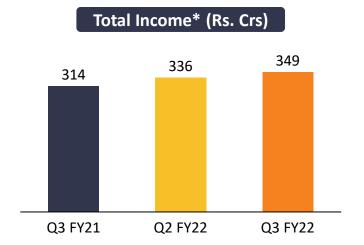
CFS volumes	9MFY22	9MFY21	Y-o-Y
Throughput (TEUs)	2,86,419	2,27,161	26%
Realization (Per TEU)	9,087	11,790	-23%
Revenue before SEIS (Rs. Crs)	260.3	267.8	-3%
EBITDA before SEIS (Rs. Crs)	63.9	78.6	-19%
EBITDA before SEIS (Per TEU)	2,231	3,459	-35%
OPM (%)	24.6%	29.3%	-479 bps
EBIT before SEIS (Rs Crs)	28.2	43.7	-35%
EBIT Margin (before SEIS)	10.8%	16.3%	-548 bps
PAT (Rs. Crs)	-9	-16	NA

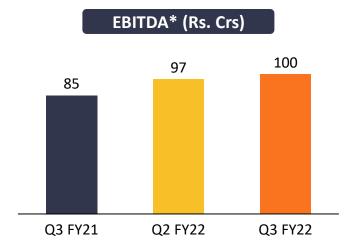
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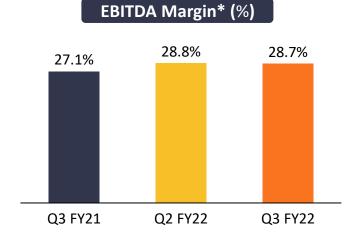


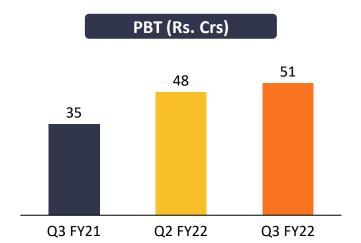
# Financial highlights - Quarter

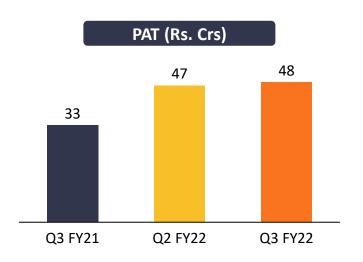


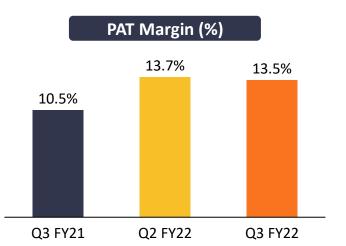








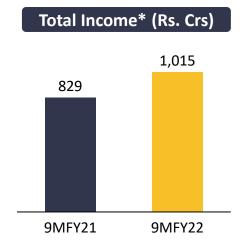


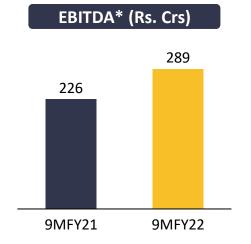


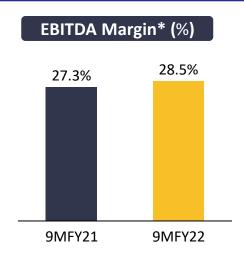
\* Includes Other Income

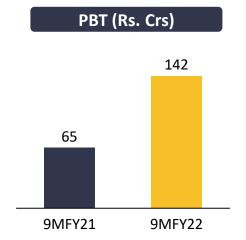
## Financial highlights – YTD

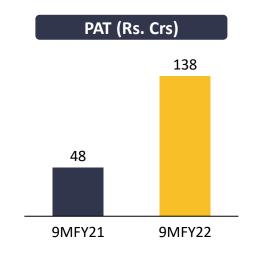


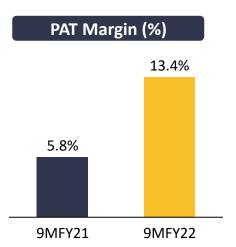












# **Quarterly Profit & Loss Statement**



Particulars (Rs. Crs)	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q
Revenue from Operations before SEIS Income	349.3	313.8	11%	335.7	4%
Other Income	6.8	2.5		5.8	
Total Income before SEIS Income	356.0	316.3	13%	341.5	4%
Operating Expenses	216.2	191.7		205.5	
Employee Expenses	15.2	18.0		15.1	
Other Expenses	24.4	21.5		24.1	
EBITDA before SEIS Income	100.2	85.1	18%	96.8	4%
EBITDA Margin (%)	28.7%	27.1%	159 bps	28.8%	-12 bps
Depreciation	33.4	32.8		32.9	
EBIT before SEIS Income	66.8	52.3	28%	63.9	4%
Finance Cost	16.1	17.7		16.4	
Share of Profit/ (Loss) from Associate or JV	0.4	0.6		0.2	
Profit before Tax before Exceptional Items & SEIS Income	51.1	35.2	45%	47.6	7%
Profit before Tax Margin (%)	14.3%	11.1%	320 bps	14.0%	39 bps
Exceptional Gain / (Expenses)	0.0	0.0		0.0	
SEIS Income	0.0	0.0		0.0	
Profit before Tax	51.1	35.2	45%	47.6	7%
Profit before Tax Margin (%)	14.3%	11.1%	320 bps	14.0%	39 bps
Tax	3.1	2.0		0.7	
Profit After Tax	47.9	33.3	44%	46.9	2%
PAT Margin (%)	13.5%	10.5%	295 bps	13.7%	-27 bps
EPS (in Rs.)	0.96	0.67		0.94	

### YTD Profit & Loss Statement



Particulars (Rs. Crs)	9MFY22	9MFY21	Y-o-Y	FY21
Revenue from Operations before SEIS Income	1,014.6	829.1	22%	1,179.3
Other Income	15.2	8.5		11.3
Total Income before SEIS Income	1,029.8	837.6	23%	1,190.7
Operating Expenses	625.0	499.3		710.2
Employee Expenses	46.0	46.7		67.6
Other Expenses	69.9	65.4		88.6
EBITDA before SEIS Income	288.8	226.2	28%	324.3
EBITDA Margin (%)	28.5%	27.3%	119 bps	27.5%
Depreciation	98.8	99.3		131.4
EBIT before SEIS Income	190.0	126.9	50%	192.9
Finance Cost	48.5	62.1		79.5
Share of Profit/ (Loss) from Associate or JV	0.8	0.3		0.1
Profit before Tax before Exceptional Items & SEIS Income	142.3	65.1	119%	113.5
Profit before Tax Margin (%)	13.8%	7.8%	605 bps	9.5%
Exceptional Gain / (Expenses)	0.0	0.0		0.0
SEIS Income	0.0	0.0		0.0
Profit before Tax	142.3	65.1	119%	113.5
Profit before Tax Margin (%)	13.8%	7.8%	605 bps	9.5%
Tax	3.9	16.8		19.0
Profit After Tax	138.4	48.3	187%	94.5
PAT Margin (%)	13.4%	5.8%	768 bps	7.9%
EPS (in Rs.)	2.78	0.97		1.90

### **Balance Sheet**



ASSETS (Rs. Crs)	31-Dec-21	31-Mar-21
NON-CURRENT ASSETS	2,123.4	2,135.5
Property, Plant and Equipment	1,365.0	1,358.6
Capital Work In-Progress	6.2	29.1
Right to use assets	131.1	165.5
Intangible Assets	319.2	321.0
Equity Investment in associate	141.1	140.3
Financial Assets		
Investments	-	-
Others	24.7	22.0
Deferred Tax Assets (net)	76.3	53.2
Income tax assets (net)	33.6	21.4
Non-Current Assets	26.3	24.4
CURRENT ASSETS	290.2	266.5
Contract Assets	4.8	5.0
Financial Assets		
Investments	0.0	-
Trade receivables	120.0	130.0
Cash and cash equivalents	149.6	91.7
Bank balances other than Cash	0.7	21.3
Other Financial Assets	3.3	4.9
Other Current Assets	11.9	13.7
Asset classified as held for sale	0.0	0.0
TOTAL ASSETS	2,413.5	2,402.0

EQUITY AND LIABILITIES (Rs. Crs)	31-Dec-21	31-Mar-21
EQUITY	1,560.8	1,484.6
Equity Share capital	499.6	499.6
Other equity	1,051.6	975.2
Non-Controlling Interests	9.6	9.8
NON-CURRENT LIABILITIES	503.6	587.3
Financial Liabilities		
Borrowings	378.7	448.8
Lease Liability	102.3	117.2
Provisions	1.3	1.3
Employee Benefit Obligation	11.5	12.4
Government Grants (EPCG)	1.6	2.4
Deferred tax liabilities (Net)	8.2	5.2
CURRENT LIABILITIES	349.1	330.1
Contract Liabilities	11.4	10.7
Financial Liabilities		
Borrowings	160.0	115.7
Trade Payables	98.7	96.5
Lease Liability	19.3	36.3
Other Financial Liabilities	3.7	21.0
Employee Benefit Obligation	17.8	22.6
Government Grants (EPCG)	1.1	1.2
Other Current Liabilities	11.6	14.1
Income Tax Liability (net)	25.5	12.2
TOTAL EQUITY & LIABILITIES	2,413.5	2,402.0

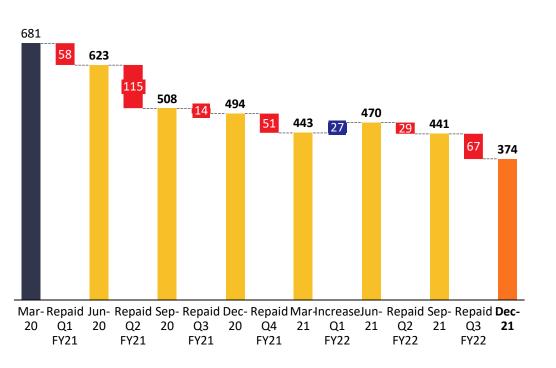
# **Deleveraging Balance Sheet**

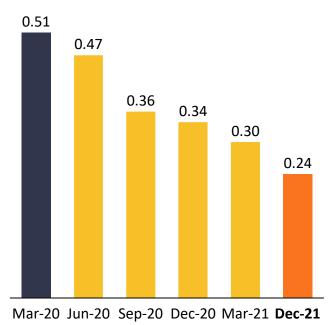


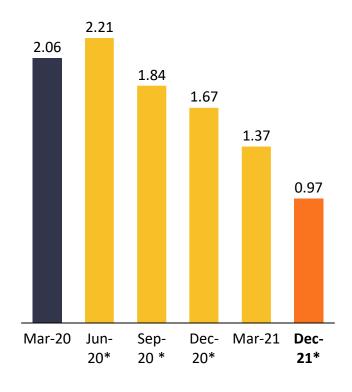
#### Net Debt Movement (Rs. Crs)

#### **Net Debt: Equity (X)**

#### Net Debt: EBITDA (X)



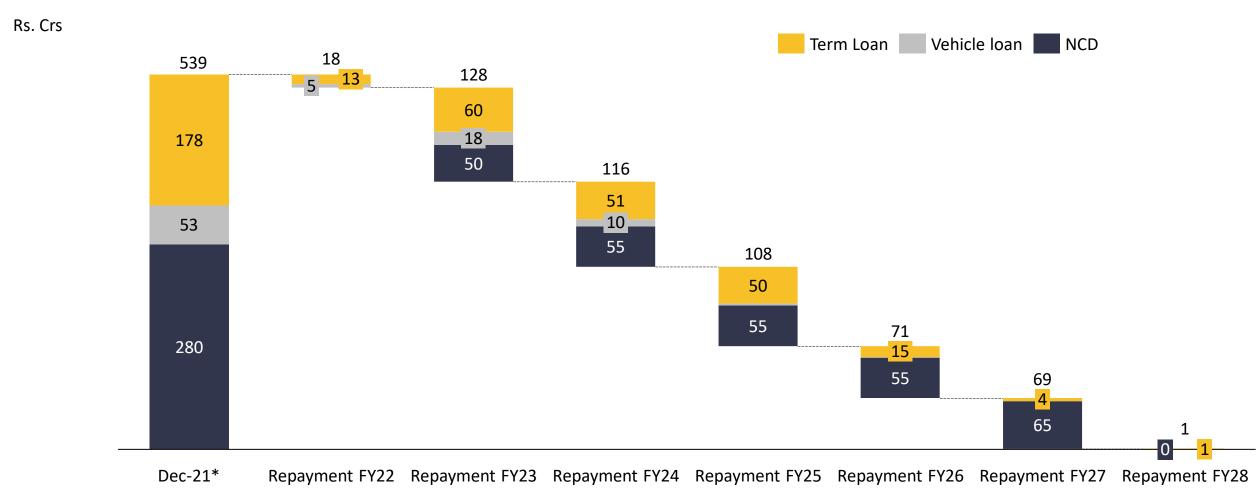




<sup>\* -</sup> EBITDA calculated on TTM basis

### **Gross Debt Payment Schedule**



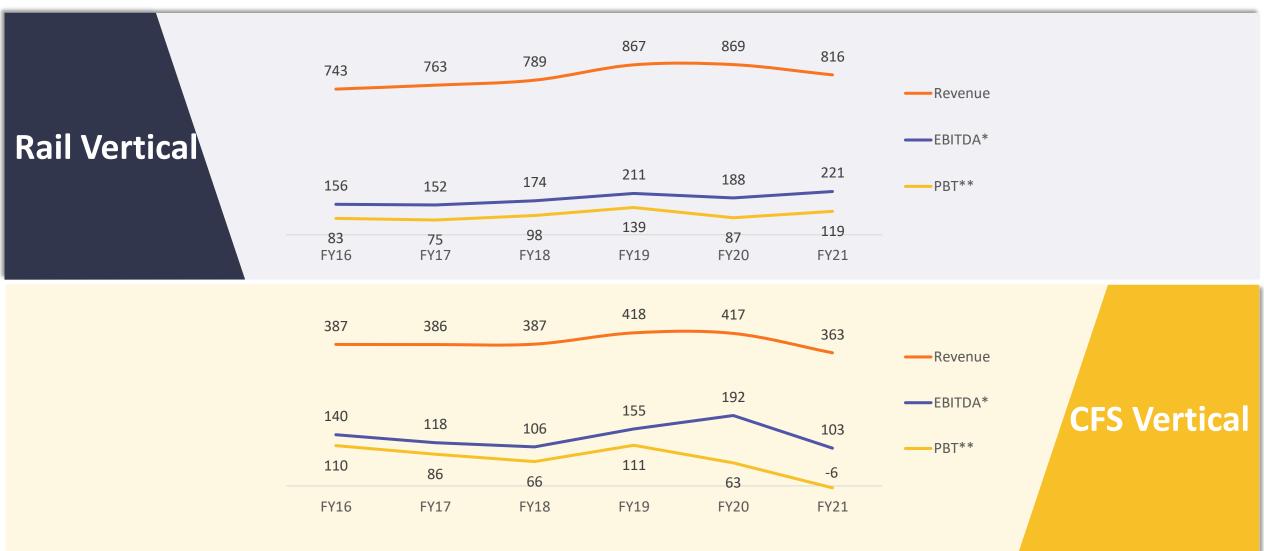


<sup>\* -</sup> Excluding Cash Credit and Others

Note: NCD due of Rs. 20 Crores in FY22 already repaid on 7<sup>th</sup> April 2021

#### **Financial Trends**







#### For further information, please contact



# $SGA \underline{\hbox{Strategic Growth Advisors}}$

Company:	Investor Relations Advisors :
Gateway Distriparks Limited CIN - U60231MH2005PLC344764	Strategic Growth Advisors Pvt. Ltd. CIN - U74140MH2010PTC204285
Mr. Sandeep Kumar Shaw sandeep.shaw@gateway-distriparks.com	Mr. Jigar Kavaiya / Mr. Parin Narichania <a href="mailto:jigar.kavaiya@sgapl.net">jigar.kavaiya@sgapl.net</a> / parin.n@sgapl.net +91 9920602034 / +91 9930025733
www.gateway-distriparks.com	www.sgapl.net