



GATEWAY DISTRI PARKS LTD.



05 June 2020

The Stock Exchange, Mumbai

Phiroze Jeejeebhoy Towers

Dalal Street MUMBAI

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National Stock Exchange of India Ltd.

Exchange Plaza

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MUMBAI – 51

Ph: 2659 8452 Fax: 2659 8237 / 38

Dear Sir / Madam,

Company No. : 532622 / GDL

**Deb Scrip code: 958703/ 958704/ 958705/ 958706/ 958707/ 958708/ 958709/ 958710/
958711/958712/958713 / 958714 /958715**

Sub: Press release & Presentation

Please find attached the Press release and presentation dated 5 June 2020

Kindly take the information on record.

Thanking You,

Yours faithfully,

For GATEWAY DISTRI PARKS LIMITED

Sd/-

Veena Nair

Company Secretary

Registered Office :

Sector 6, Dronagiri, Taluka Uran, District Raigad, Navi Mumbai - 400 707

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CIN : L74899MH1994PLC164024



Press Release

For Immediate Release

FY20 Consolidated performance

- Total Income increases by 195.4% from Rs. 443 Crores to Rs. 1,310 Crores YoY
- EBITDA excl. Exceptional items increased by 247.7% from Rs. 95.2 Crores to Rs. 331 Crores;
- EBITDA Margin at 25.3% compared to 21.5% YoY
- PBT before Exceptional item at Rs. 95 Crores
- Paid interim dividend of 45% (Rs. 4.50 per equity share) for FY 2019-20 in March 2020
- Prepayment of NCDs worth Rs. 110 Crores (including interest) over last 6 months

Mumbai, June 5th, 2020: Gateway Distriparks Limited (GDL) a leading integrated inter-modal logistics facilitator in India today announced its audited financial results for the quarter and full year ended March 31st, 2020.

Key Consolidated Financial Highlights:

Particulars (Rs. Crs)	Q4FY20	Q4FY19	Y-o-Y	FY20	FY19	Y-o-Y
Total Income	304.2	124.1	145.0%	1310	443	195.4%
EBITDA*	69.5	26.1	166.1%	331.0	95.2	247.7%
EBITDA Margin (%)	22.8%	21.0%		25.3%	21.5%	
Profit Before Tax* (PBT)	10.2	37.3	-72.6%	95.0	110.7	-14.2%
PBT Margin (%)	3.4%	30.1%		7.3%	25.0%	
Profit After Tax (PAT)	11.1	298.6	-96.3%	109.4	361.3	-69.7%
PAT Margin (%)	3.7%	240.6%		8.4%	81.5%	

*Excluding exceptional items represent gain on fair valuation of existing shares held in GRFL amounting to Rs.280.5 Crores in FY19 and gain on sales of stake in Chandra CFS and Terminal Operators of Rs. 8.1 Crores in FY20.

Key Operational Highlights:

Particulars	Throughput (TEUs)			Revenues (Rs. Crs)			EBITDA/ TEU (Rs./TEU)		
	FY20	FY19	YoY%	FY20	FY19	YoY%	FY20	FY19	YoY%
Rail Business	2,57,030	2,36,810	8.5%	868.6	867.4	0.1%	7,299	8914	-18.1%
CFS Business	3,95,152	4,49,371	-12.1%	423.3	427.2	-0.9%	3,465	1,818	90.6%

Effective April 1, 2019, the company has adopted IND-AS 116 on Leases. The impact of the same in Q4FY20 is as follows:

GDL Consolidated Impact of IND-AS 116 (Rs. Crs)			
Impact on	Ind-AS 116	Ind-AS 17	Increase/(Decrease)
EBITDA	69.5	56.7	12.8
PBT (excluding exceptional income)	10.2	12.6	(2.4)

Other highlights:

- The increase in Total Income and EBITDA is due to the consolidation of results of GRFL with GDL
- **Capex** incurred during FY20 stood at Rs. 49.4 Crores majorly for the rail transportation business
- **Prepaid NCD's worth Rs. 110 Crores**
 - **Rs. 50 Crores (including interest) on January 20, 2020**
 - **Rs. 60 Crores (including interest) on May 21, 2020**
- **Net Debt** as on March 31, 2020 stands at Rs. 681 Crores as against Rs. 747 Crores as on March 31, 2019
- **Gateway Rail Freight Limited FY20 financial performance:**
 - **Revenues** were Rs. 868.6 Crores
 - **EBITDA** was Rs. 187.6 Crores and **EBITDA margin** stood at 21.6%
 - **PAT** was Rs. 91.3 Crores and **PAT Margin** stands at 10.5%
- **CFS business FY20 financial performance:**
 - **Revenues** were Rs. 423.3 Crores
 - **EBITDA** was Rs. 136.9 Crores with an **EBITDA margin** of 32.3%
 - **PAT** was Rs. 23.7 Crores and **PAT Margin** stands at 5.6%
- **Snowman Logistics FY20 financial performance:**
 - **Revenues** were Rs. 240.2 Crores
 - **EBITDA** was Rs. 63.4 Crores and **EBITDA margin** stood at 26.4%
 - **PAT** was Rs. -15.4 Crores
- **Impact of the CoVID-19 pandemic on the business:**
 - The services provided by GDL fall under the essential services category as per the Ministry of Home Affairs (MHA) Notification therefore, all the business locations of the company and its subsidiaries remained operational without any major disruption since the start of lockdown. Company implemented enhanced safety protocols (Providing safety gear, Sanitization of office premises & vehicles, etc.) across sites.

Commenting on the performance, Mr. Prem Kishan Gupta, Chairman & Managing Director, commented,

“Our financial performance in such challenging times has been satisfactory. Our profitability margins remained intact and we have been able to maintain a healthy financial position thereby meeting our financial obligations in a timely manner. We have prepaid Rs. 110 crores of Non-Convertible Debentures in the last six months which are due in April 2021, thereby reducing our debt and our focus towards further deleveraging our balance sheet continues.

An upsurge in domestic demand and the likelihood of global firms shifting their manufacturing base to India, will also propel growth of our industry in the times to come. Also, Rail as a mode of transport has been resilient during the lockdown period thereby establishing itself as more reliable in comparison to Road. The commissioning of Dedicated Freight Corridor will further improve the attractiveness of the container rail business.

With the CFS and ICD linked Rail business under one roof, we have geared ourselves for future growth backed by our state-of-the-art infrastructure, strategically located facilities and comprehensive service offerings.”

About Gateway Distriparks Limited (GDL)

Gateway Distriparks Limited (GDL) is an integrated inter-modal logistics service provider. It operates 6 Container Freight Stations in Nhava Sheva, Chennai, Vishakhapatnam, Kochi and Krishnapatnam. Gateway Rail Freight Ltd. (GRFL) is India’s largest private intermodal operator providing rail transport service through its 4 Inland Container Depots (ICD) at Gurgaon, Faridabad, Ludhiana, Ahmedabad and a Domestic Container Terminal (DCT) at Navi Mumbai. GDL and GRFL together have a capacity to handle over 2 million TEUs per annum with 31 train sets and, 500+ trailers across its 11 Container Terminals.

For more information please visit www.gateway-distriparks.com

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the

forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information please contact:

Company	Investor Relations Advisors
Gateway Distriparks Limited CIN - L74899MH1994PLC164024 Name: Mr. Sandeep Kumar Shaw Designation – Chief Financial Officer Email id: sandeep.shaw@gateway-distriparks.com	Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Mr. Pratik R. Shah/ Mr. Jigar Kavaiya Email id: pratik.shah@sgapl.net / jigar.kavaiya@sgapl.net Tel No: +91 97692 60769/ +91 99206 02034