

GATEWAY DISTRIPARKS LIMITED

Annual Report 2016-17





FINANCIAL SNAPSHOT **2016-17**

405.67 103.36 74.11 94.75

Revenue
(Rs. Crores)

EBIDTA
(Rs. Crores)

PAT
(Rs. Crores)

Cash Profit
(Rs. Crores)

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54 STANDALONE FINANCIALS | 109 CONSOLIDATED FINANCIALS





25%

EBIDTA
Margin (%)

18%

PAT
Margin (%)

23%

Cash Profit
Margin (%)

6,01,250

Containers
Handled (TEUs)

ABOUT THE GROUP

Gateway Distriparks Limited (GDL) is a leading integrated logistics facilitator in India with three synergetic verticals - Container Freight Stations (CFS), Inland Container Depots (ICD) with rail transportation, and Cold Chain Logistics. GDL is promoted by Mr. Prem Kishan Dass Gupta and his family personally and through his wholly owned company, Prism International Private Limited. Gateway Rail Freight Limited, a subsidiary of GDL, provides inter-modal logistics and operates rail-linked Inland Container Depots. Snowman Logistics Limited, an associate company of GDL, is the largest integrated temperature controlled logistics service provider in India. GDL is the largest shareholder in Snowman with 40.25%.

Gateway Distriparks Limited was incorporated in 1994 to engage in the business of general and bonded warehousing as well as the handling and clearing of sea borne EXIM containerised cargo at Navi Mumbai. Over the years, the company extended into multiple segments of the logistics industry. It is headquartered in Mumbai, India and operates two Container Freight Stations at Navi Mumbai, two at Chennai, one at Visakhapatnam, one at Kochi and one at Krishapatnam with a total capacity of 720,000 TEUs. The quality infrastructure created by the company is recognised by our customers, and GDL continues to expand its presence at new locations.

GatewayRail is the largest private container train operator in India and provides inter-modal logistics from its own rail-linked ICDs at Gurgaon, Ludhiana, Faridabad and Viramgam to maritime ports at Nhava Sheva, Mundra and Pipavav, transporting both EXIM as well as domestic containers. It also operates a domestic terminal at Navi Mumbai, and has future plans to expand with new terminals at major export-import related manufacturing regions. GatewayRail operates a fleet of 23 rakes and 275 road trailers.

Snowman is the largest cold chain provider in India and provides integrated temperature controlled warehousing, transportation and distribution services. Snowman caters to over 400 cities and towns on a pan-India basis through its large network of 33 warehouses in 15 cities and owned fleet of 293 refrigerated vehicles. Snowman has a capacity of 103,600 pallets and with its premium customer service and intricate distribution network; it is the trusted market leader in food supply chain management today. Other investors in Snowman include Mitsubishi Corporation, IFC (World Bank) and Norwest Venture Partners.

Going forward, the Gateway Distriparks Group plans to utilise its land banks to further extend capacities, expand its presence in new locations with the backing of a strong management team, and look at new avenues and verticals to become an all-encompassing service provider in the logistics industry in India.



SERVICES

GDL provides a host of services at all its container freight stations

- Container yards for handling of Import & Export containers
- Customs Handling Facilities
- General & Bonded Warehousing
- Cargo Stuffing and De-Stuffing
- First and Last-Mile Connectivity through own fleet of trailers
- Empty Container Handling
- Container Repair & Maintenance
- Customised Solutions designed for handling various types of cargo
- Value Added Services – Palletisation, Sheet Wrapping, among others



CHAIRMAN'S STATEMENT

Dear Shareholders,

I am pleased to present the Annual Report to you, for the financial year ending 31st March 2017. During this year, our Company has seen and faced multiple changes in the business environment that surrounds us and I would like to take a moment to share with you some of the milestones we have achieved in this year and my vision for the years ahead.

The Container Freight Station business has evolved in different ports in a different manner, bringing some positive changes for our Company and some opportunities for change. During the year, the Company inducted one more location in its network at Krishnapatnam. This is our 7th CFS in India, and the 4th CFS in the East Coast region where we envision high growth opportunities catering to the Andhra Pradesh, Telengana, Tamil Nadu, Karnataka and Orissa markets. In Mumbai which is our most challenging market, we have modified the business model to support the new Direct Port Delivery model. In Chennai, we have developed a very strong network of CHA and Direct Consignee business supported by two container freight stations catering to Chennai, Kattupali and Ennore ports. We have also strengthened our leadership team during the year who are focusing on further building our CFS business and maintain our leadership in this sphere.

In FY 2016-17, the Revenue of the Group was Rs. 1,348 crores as against Rs. 1,358 crores in the previous year. EBITDA decreased to Rs. 260 crores from Rs. 300 crores while PAT (Before minority interest) for the group was Rs. 91 crores as against Rs. 137 crores during 2015-16. The company adopted IND-AS for the financial year commencing from 1 April 2016 and accordingly the results for the year were prepared in compliance with IND-AS.

We continue to expand in our Group companies as well, with GatewayRail commencing one new rail facility in Gujarat, and Snowman commencing one more temperature controlled facility in Kochi. In addition, Snowman is constructing two additional facilities in Sri City and Krishnapatnam. Our outlook on the industry remains positive and we are certain that as the trade volumes for the country improve, we are well poised to capture the growth and utilise our existing assets to their full extent.

Note of Thanks

I wish to thank all our stakeholders – shareholders, investors, bankers, customers, vendors and employees for their continued support.

Regards,

Prem Kishan Dass Gupta
Chairman & Managing Director



Prem Kishan Dass Gupta
Chairman & Managing Director



BOARD OF DIRECTORS



Mr. Prem Kishan
Dass Gupta
Chairman & MD



Mrs. Mamta Gupta
Non-Executive Director



Mr. Ishaan Gupta
Joint Managing Director



Mr. Shabbir Hassanbhai
Independent Director



Mr. Bhaskar Avula Reddy
Independent Director



Mr. Arun Kumar Gupta
Independent Director

GROUP PERFORMANCE



CFS

CFS throughput increased from 3.61 lakh TEUs in 2015-16 to 3.82 lakh TEUs. Revenues increased from Rs. 388 Crore in 2015-16 to Rs. 393 Crore. PAT for 2016-17 was Rs. 56 Crore.



Rail

Throughput increased from 2.03 lakh TEUs in 2015-16 to 2.19 lakh TEUs. Revenues increased from Rs. 743 Crore in 2015-16 to Rs. 763 Crore. PAT for 2016-17 was Rs. 40 Crore.



Cold Chain

Revenues in 2016-17 was Rs. 189 Crore. There was net loss of Rs. 5 Crore in 2016-17.

