

# GATEWAY DISTRIPARKS LIMITED

ANNUAL REPORT 2015-16







## FINANCIAL SNAPSHOT 2015-16

1,071

Revenues  
(₹ crore)

268

EBIDTA  
(₹ crore)

169

PBT  
(₹ crore)

110

PAT  
(₹ crore)

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190

✓  
Cash profit  
(₹ crore)

25

✓  
EBIDTA  
margin  
(%)

10.2

✓  
PAT  
margin  
(%)

17.7

✓  
Cash profit  
margin  
(%)

564,394

✓  
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. Gateway Rail Freight Limited, a subsidiary of GDL, provides inter-modal logistics and operates rail-linked Inland Container Depots. Snowman Logistics Limited, associate company of GDL where GDL holds majority shareholding of 40.25%, is the largest integrated temperature-controlled logistics service provider in India.

**COMPANY PROFILE**

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.

The Company is promoted by Mr. Prem Kishan Dass Gupta and his family personally and through his wholly owned company, Prism International Pvt. Ltd.





## PRESENCE

Headquartered in Mumbai, India, GDL operates two Container Freight Stations at Navi Mumbai, two at Chennai, one at Visakhapatnam, one at Kochi. The total capacity is 600,000 TEUs. The quality infrastructure created by the company is recognised by our customers, and GDL continues to expand its presence at new locations.

GatewayRail operates a fleet of 23 trains, out of which 21 are owned. It is the largest private container train operator in India, with a license to operate trains on a Pan India level. GatewayRail operates trains between Western major maritime ports and its own

ICDs/Dry Ports in the Northern India market with one in Gurgaon, one in Faridabad and one in Ludhiana – all aligned with the upcoming Western Dedicated Freight Corridor. 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.

The third vertical consists of cold chain logistics through Snowman Logistics Limited. Snowman is the largest cold chain provider in India and provides integrated cold storage and distribution services through a large network of warehouses across India and its own fleet of refrigerated vehicles.

## 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



Prem Kishan Dass Gupta  
*Chairman*

*Dear shareholders,*

The financial year 2015-16 was a challenging one compared to recent years. The focus of the group was on consolidating at its existing positions. The business was impacted by the global economic slowdown which led to international trade being flat and a heavy decline in export volumes. In the prevailing environment, the Group's revenue decreased marginally from ₹1,124 crore in 2014-15 to ₹1,071 crore in 2015-16, and EBITDA decreased from ₹340 crore in 2014-15 to ₹268 crore in 2015-16. GatewayRail was under full taxation, which decreased the Group consolidated net profit from ₹188 crore in 2014-15 to ₹110 crore in 2015-16.

Economic activity declined in China, South East Asia and Middle East, affecting traded volumes. The

devaluation of Brazilian and Russian currencies reduced the competitive advantage of India's exports. Rail business volumes were subdued due to a decline in exports and unprecedented rains during July – August 2015 leading to major disruptions on the Mundra and Pipavav routes. Besides, the CFS business was affected following temporary business suspension at the second CFS at Nhava Sheva and Chennai. However, in this period the Company has also focused on lowering costs through negotiations with vendors and implementation of the latest in IT infrastructure.

Snowman continues to be the market leader in the cold chain industry and is currently consolidating its position by changing the product mix in favor of high value

products and by changing the transportation model from leased to owned vehicles to bring value to its core business of cold storage. Snowman has also added capacity to Bangalore, Mumbai and Jaipur during the year taking its total capacity to 98,500 pallets.

## Note of thanks

I wish to thank all our stakeholders - shareholders, investors, bankers, customers, vendors and employees - who have demonstrated faith in our business model and in the Company's vision. I assure that the outlook appears promising and we expect to grow our business with asset readiness for when the macro situation improves, along with continued expansion in new regions for all three verticals.







1,071

(₹/crore) Revenue reported by  
GDL in 2015-16

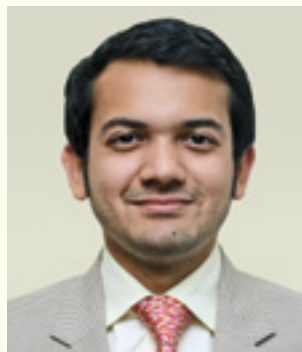
## BOARD OF DIRECTORS



**Mr. Prem Kishan Dass Gupta**  
Chairman & MD



**Mrs. Mamta Gupta**  
Non-Executive Director



**Mr. Ishaan Gupta**  
Non-Executive Director



**Mr. Shabbir Hassanbhai**  
Independent Director



**Mr. Bhaskar Avula Reddy**  
Independent Director



**Mr. Arun Kumar Gupta**  
Independent Director



**Mr. M. P. Pinto**  
Independent Director



**Mr. Arun Agarwal**  
Non-Executive Director



**Mr. Saroosh Dinshaw**  
Independent Director



## GROUP PERFORMANCE



### GDL CFS

Total income of the company (stand alone) from operations & other income during 2015-16 was ₹291 crore (2014-15: ₹307 crore). The Profit before tax for 2015-16 was ₹141 crore (2014-15: ₹109 crore). The Profit after tax for 2015-16 was ₹106 crore (2014-15: ₹80 crore).



### Rail Business

Rail throughput was 203,167 TEUs (FY 2015: 250,347 TEUs). The Profit after tax (including higher tax of ₹17.4 crore) was ₹60.7 crore (FY 2015: ₹104.9 crore). The Rail business financials reflect full tax provisioning during the year.



### Cold Chain Business

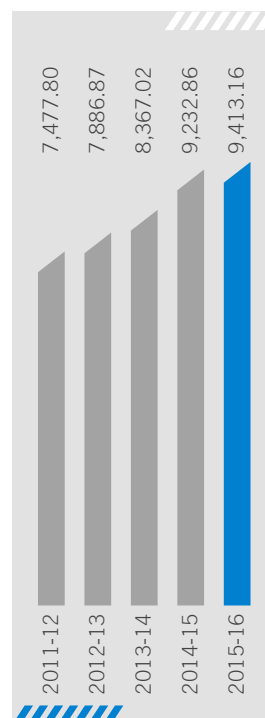
Our Associate Company Snowman Logistics Limited (SLL) has emerged as the leading cold chain logistics company in the country operating out of 15 cities across the country. The Profit after tax was ₹20.7 crore (FY 2015: ₹24.7 crore).

# 5-YEARS FINANCIAL

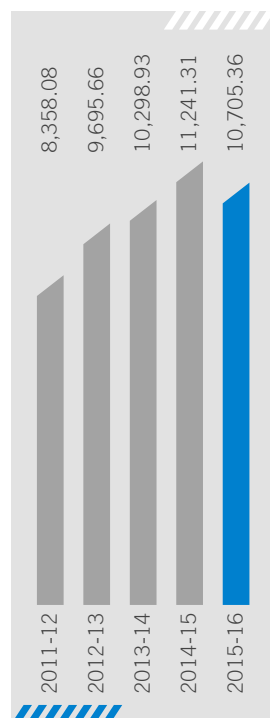
**Fixed Assets**  
(₹ in Mn)



**Networth**  
(₹ in Mn)



**Total Income**  
(₹ in Mn)



**PAT**  
(₹ in Mn)



**TEUs**  
(No.)

