



May 30, 2024

**The General Manager,  
Department of Corporate Services  
National Stock Exchange of India Limited**  
Exchange Plaza  
Plot No. C/1, G Block, Bandra Kurla Complex,  
Bandra, Mumbai – 400 051  
Scrip Code: [SNOWMAN]

**The Manager,  
Department of Corporate Services  
BSE Limited**  
Floor 25, PhirozeJeejeebhoy Towers, Dalal  
Street, Mumbai  
Mumbai – 400 001  
Scrip Code: 538635  
Equity ISIN: INE734N01019

Dear Sir/Madam,

**Sub: Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation for the quarter and year ended March 31, 2024.

We request to kindly take the same on record.

Thanking You,  
Yours Faithfully,

**For Snowman Logistics Limited**



**Sohan Singh Dhakad  
Company Secretary & Compliance Officer  
ACS No. 63562**

**Corporate office**

**Snowman Logistics Ltd.**

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# Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q4 and FY2024 Earnings Presentation  
(30<sup>th</sup> May 2024)



**SNOWMAN**<sup>®</sup>

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

# Snowman: Business Overview



- Network Advantage - Ability to offer customers the **largest Pan-India cold chain network** for storage and distribution
- Expansion Plans – **Planned expansion** basis our customers' requirements to reach new markets & to address the demand of the **organised sector**
- Technology Driven - Snowman has developed **customised software & apps** for increasing efficiency of operations
- 25+ Years of Experience - Snowman has innovated best practices and is a **knowledge leader** in the industry
- Customer Trust & Satisfaction - Full visibility & transparency provided to customer using in-house tech platforms & many uninterrupted years of **satisfactory customer service**

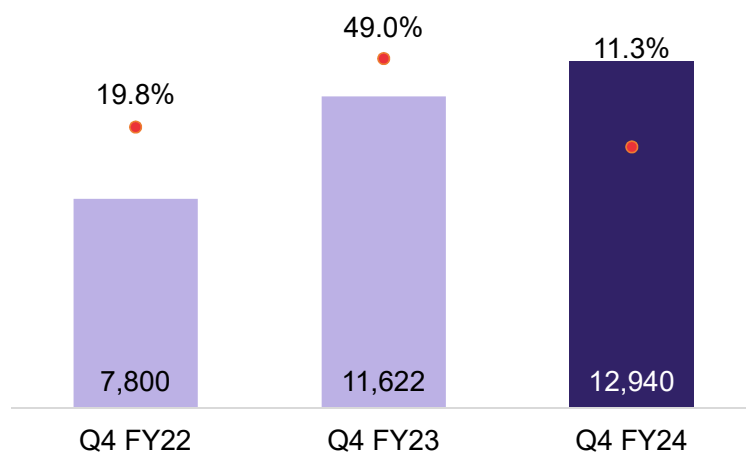


# Performance Highlights: Q4 FY24

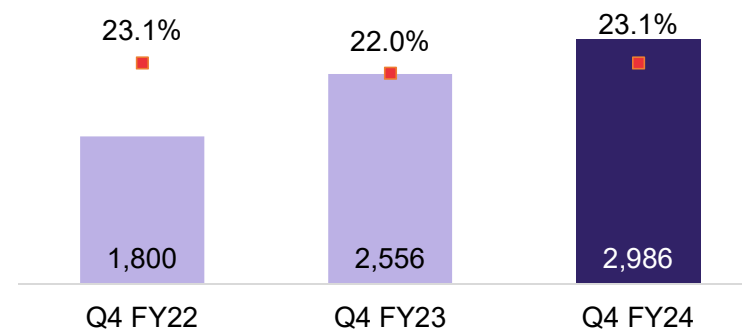


Rs. in lakhs

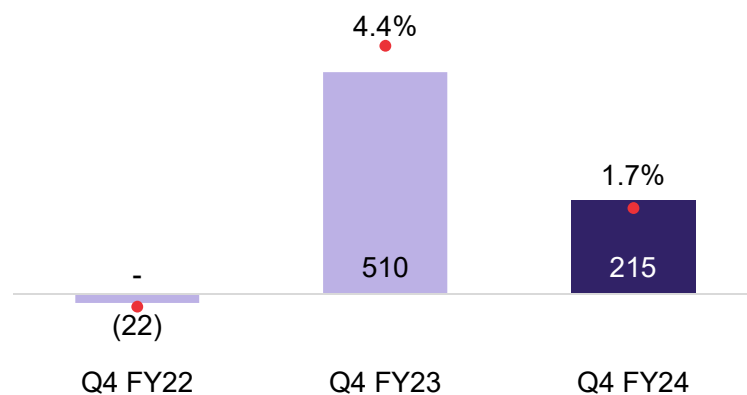
### Total Income and Growth (YoY)



### EBITDA and Margin



### Net Income and Margin

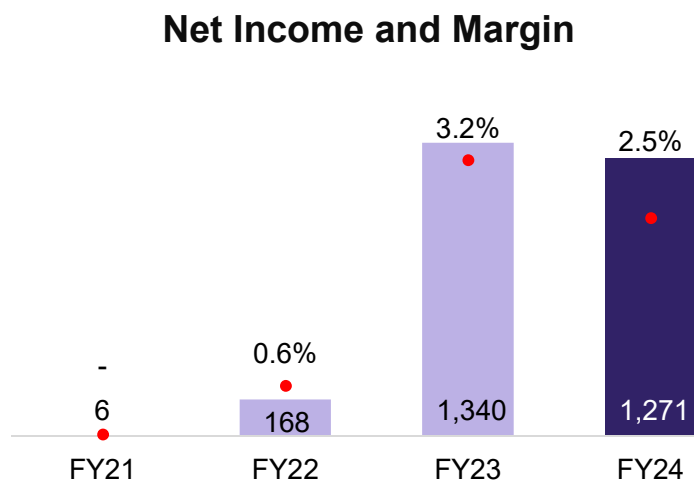
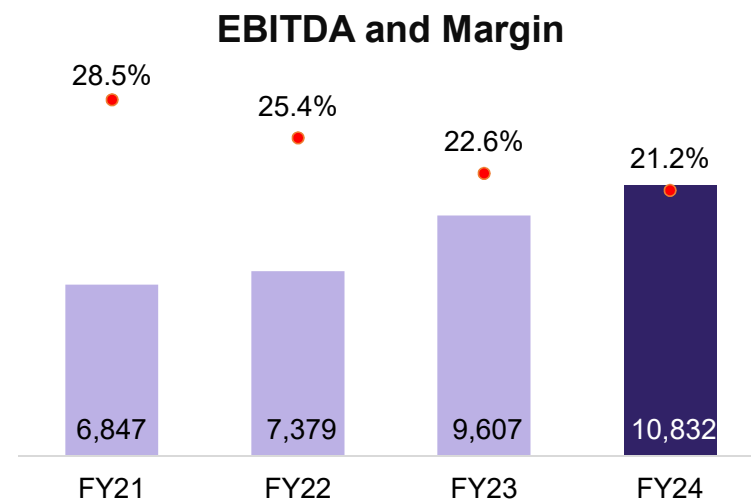
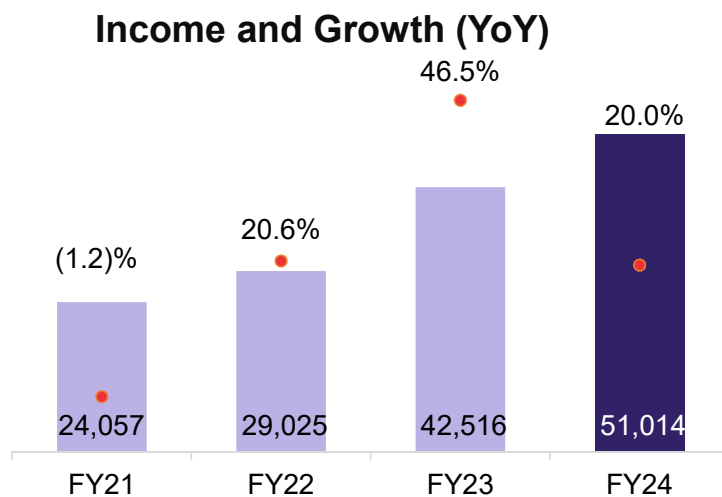


The reason for decline in PAT is due to the deferred tax asset reversal of INR 4.34 Crores which is not a cash outflow





# Performance Highlights: FY24



The reason for decline in PAT is due to the deferred tax asset reversal of INR 4.34 Crores which is not a cash outflow



# Management Commentary



**Sunil Nair,**  
**CEO & Whole-time director**

*During the year, we reported a Total Income of Rs. 51,014 lakhs reflecting a growth of 20.0% on Y-o-Y basis. Our EBITDA was Rs. 10,832 lakhs, with its margins at 21.2%. The PAT was Rs. 1,271 lakhs. The growth in the revenue is primarily due to the focus on the 5PL services. This success not only positions us for sustained growth but also paves the way for new opportunities.*

*We are happy to report that during the year, our Cheemasandra warehouse achieved an AA+ grade in BRCGS Certification, demonstrating our commitment to maintain high-quality standards. Additionally, we have enhanced our transportation capabilities by adding 20 new 40-foot trailers and 50 advanced reefer vehicles to our fleet.*

*In line with our dedication to integrating technology into our processes to improve efficiency and customer satisfaction, we introduced the Snowman Order Management System (SOMS), an online portal designed to facilitate easy order creation and approvals. On the expansion front, we inaugurated a new multi-temperature-controlled warehouse in Guwahati, Assam. This leased facility is designated for cold storage and marks our first fully leased cold storage facility, reinforcing our shift towards an asset-light model.*

*Looking ahead, we are confident that our continued focus on technology and customer satisfaction will lead to accelerated growth. We remain committed to exploring new technologies and enhancing our service to stay ahead of the industry trends and meet the evolving needs of our customers.*

# Key developments for FY24

## Q1 FY24

- Cheemasandra warehouse received AA+ grade in BRCGS Certification
- Inaugurated a new warehouse in Pune exclusively for Coca Cola operations
- Deployed 20 brand new 40-foot trailers and 50 brand new reefer Vehicles

## Q2 FY24

- Tauru Warehouse resulted in 100% utilization with the start of Bluestar operations
- Va-Q-Tec India business operations started in the month of August 2023 at Vizag warehouse
- Forest Stewardship Council successfully certified the Mumbai M32 warehouse

## Q3 FY24

- Successfully inaugurated multi-temperature-controlled facility in Guwahati, Assam
- Introduced Vehicle Gate & Token Management System

## Q4 FY24

- Introduced Snowman Order Management System (SOMS)

# End Customer Industry Revenue

Rs. in lakhs

Category	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
QSR & RTC	2,663	2,521	5.7%	2,809	(5.2)%	10,925	9,124	19.7%
Dairy & Ice Cream	4,813	3,838	25.4%	4,117	16.9%	18,355	12,974	41.5%
E-Commerce	391	397	(1.6)%	452	(13.6)%	1,731	1,582	9.4%
FMCG & Others	1,389	1,054	31.8%	1,364	1.8%	5,107	4,149	23.1%
Agriculture	1,228	1,065	15.3%	1,227	0.0%	4,888	4,382	11.5%
Meat, Seafood & Poultry	1,545	1,799	(14.1)%	1,858	(16.9)%	7,119	7,359	(3.3)%
Healthcare & Pharma	626	561	11.6%	577	8.5%	2,212	2,195	0.8%
<b>Revenue from operations</b>	<b>12,654</b>	<b>11,235</b>		<b>12,405</b>		<b>50,337</b>	<b>41,765</b>	

# Financial statement

*Rs. in lakhs*

Category	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from contracts	12,654	11,235	12.6%	12,405	2.0%	50,337	41,765	20.5%
Other Income	286	388	(26.1)%	117	144.8%	677	751	(9.8)%
<b>Total Income</b>	<b>12,940</b>	<b>11,622</b>	<b>11.3%</b>	<b>12,522</b>	<b>3.3%</b>	<b>51,014</b>	<b>42,516</b>	<b>20.0%</b>
COGS	3,235	2,796	15.7%	2,978	8.6%	13,071	7,875	66.0%
Operating Expenses	4,716	4,250	11.0%	4,616	2.2%	18,508	17,001	8.9%
Employee benefit expenses	856	769	11.2%	896	(4.6)%	3,608	3,396	6.2%
Other Expenses	1,148	1,251	(8.2)%	1,282	(10.4)%	4,995	4,637	7.7%
<b>EBITDA</b>	<b>2,986</b>	<b>2,556</b>	<b>16.8%</b>	<b>2,750</b>	<b>8.6%</b>	<b>10,832</b>	<b>9,607</b>	<b>12.8%</b>
<i>Margin (%)</i>	23.1%	22.0%		22.0%		21.2%	22.6%	
<b>EBIT</b>	<b>1,413</b>	<b>1,246</b>	<b>13.4%</b>	<b>1,240</b>	<b>13.9%</b>	<b>4,905</b>	<b>4,372</b>	<b>12.2%</b>
<i>Margin (%)</i>	10.9%	10.7%		9.9%		9.6%	10.3%	
<b>PAT</b>	<b>215</b>	<b>510</b>	<b>(57.8)%</b>	<b>425</b>	<b>(49.4)%</b>	<b>1,271</b>	<b>1,340</b>	<b>(5.1)%</b>
<i>Margin (%)</i>	1.7%	4.4%		3.4%		2.5%	3.2%	

In a comprehensive evaluation, EBITDA, reflects core operational strength by excluding non-operational factors



# Segment Revenue



Rs. in lakhs

Segment	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Warehousing Services	5,700	5,127	11.2%	5,837	(2.3)%	22,743	20,563	10.6%
Transportation Services	3,387	3,107	9.0%	3,239	4.6%	13,060	12,347	5.8%
Trading and Distributions	3,567	3,000	18.9%	3,329	7.2%	14,534	8,558	69.8%
Consignment Agency Services and Others	-	-	-	-	-	-	296	nm
<b>Total Revenue</b>	<b>12,654</b>	<b>11,235</b>	<b>12.6%</b>	<b>12,405</b>	<b>2.0%</b>	<b>50,337</b>	<b>41,765</b>	<b>20.5%</b>




# Leading integrated temperature-controlled logistics

- Snowman Logistics Ltd was incorporated in 1993 and Gateway Distriparks acquired a majority stake in 2006
- Pan India network of 45 warehouses across 20 cities
- Integrated service offering of warehousing services, transportation, and distribution bundled with value added services
- Modern facilities with high quality infrastructure across the country
- Expansion plans to increase warehousing presence for catering to the fast-growing demand of the organised sector
- Snowman is first Indian cold chain company to introduce 5PL services, which offer innovative and integrated solutions



**13**  
Customer  
industries



**91%**  
Capacity  
utilization



**840+**  
Customers



**2,450+**  
Workforce



**15,80,540**  
Pallets handled

# Key Asset Details

## Warehouse Division

20

Cities



45

Warehouses



1,41,405

Pallet Capacity



## Transport Division

100+

Dedicated  
vehicles

200+

Vehicles on  
need basis



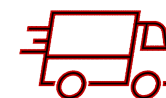
277

Owned  
Vehicles



575+

Total  
Vehicles

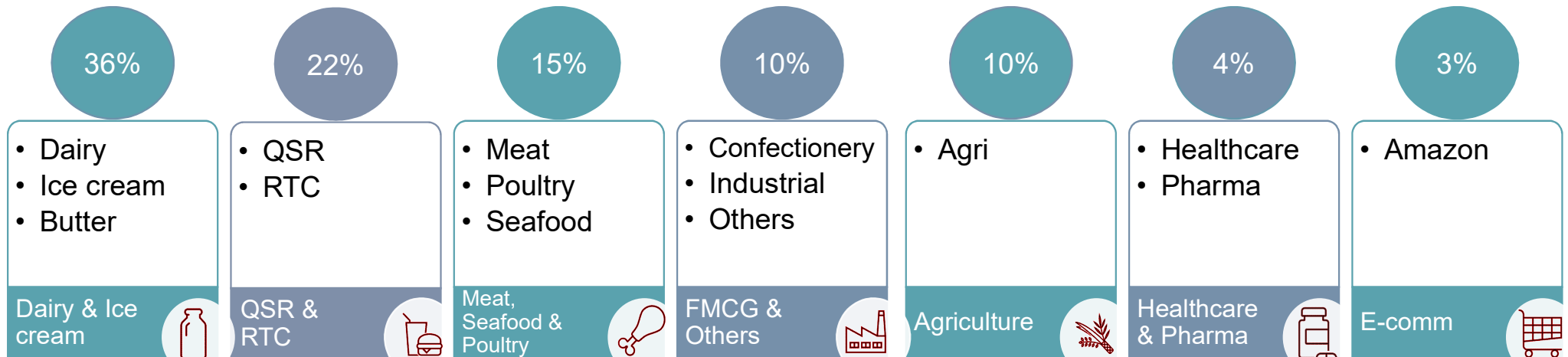




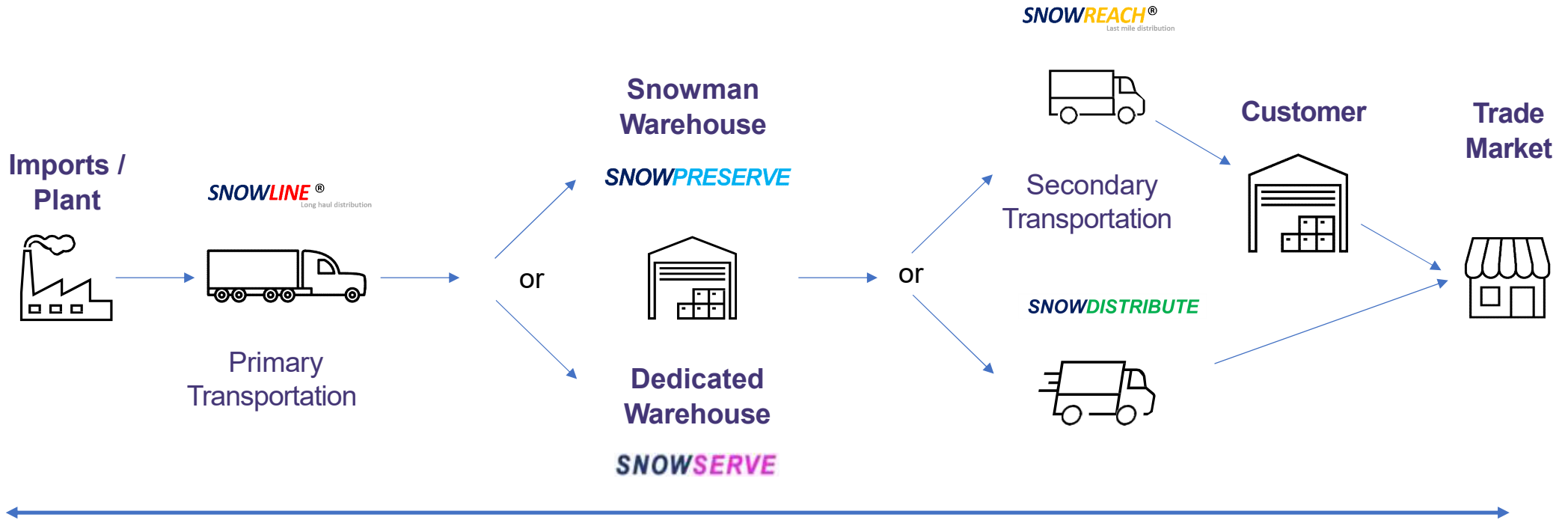
# Product portfolio catering to major industry sectors



## % of Sales for FY24



# Integrated offerings across value chain



**SNOWEXPERTS** provides end-to-end consultancy services

■ Warehousing Segment

■ Distribution Segment

■ Value Added Services Segment

### **SNOWEXPERTS**

Secondary, inter-state & intra-city

#### **Consultancy Business**

- Customized solutions
- Network solution
- Processes and audits
- Consultation in supply chain

#### **Project Management**

- Warehouse transition
- System transition
- Fleet transition
- Market entry

### **SNOWAGENT**

Secondary, inter-state & intra-city

#### **CFA / Super stockists**

- Forecasting
- Material planning
- Procurement
- Stock management
- End to end including billing and collection

## Customer Value-add Services (2/2)

### SNOWDISTRIBUTE

- First Indian company to introduce 5PL in the cold chain logistics / SCM sector
- 5PL leverages technologies to drive highly efficient networks, guaranteeing the best optimization in the entire value chain
- Sourcing services and getting the best contracts in place for client companies
- Strong & efficient ecosystem for supply chain for fast & accurate deliveries
- Started rendering service to IKEA, Baskin Robbins and Tim Hortons

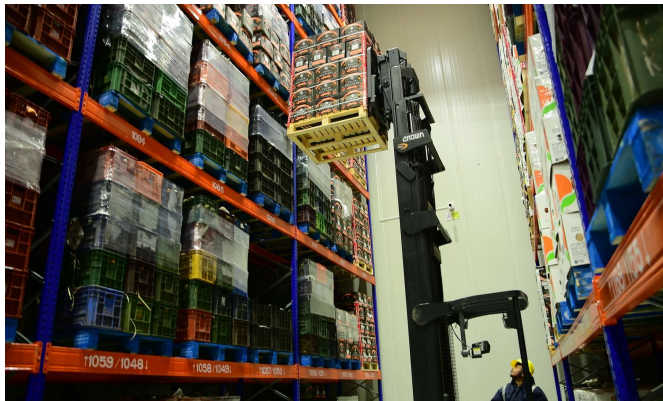
#### Key Features

- Forecasting
- Material Planning
- Sourcing and Procurement
- Stock Management
- Inventory Ownership
- Vendor Management
- Compliance Management
- End-to-End Service including Billing and Collections
- Vendor Audits



## SNOWPRESERVE

Temperature-controlled warehouses (-25° C to +25° C)



### Warehousing

- Dedicated and variable model
- Shared and dedicated facilities
- Fulfilment centres
- Bonded warehouses
- Receipt, pick, pack & dispatches
- Returns management
- Rooftop Solar

### Customer Value Add

- Packing, repacking, labelling
- EXIM operations
- Blast freezing

### Key Features

- Strategically located warehouses
- Multi-purpose separate chambers
- Separate ante room
- Packing rooms
- Reefer plug for transport vendors
- 100% power backup
- Integrated with solar power
- G+4/G+5 racking





## SNOWSERVE

### Fulfilment centres for eCommerce clients

#### Dedicated Warehousing

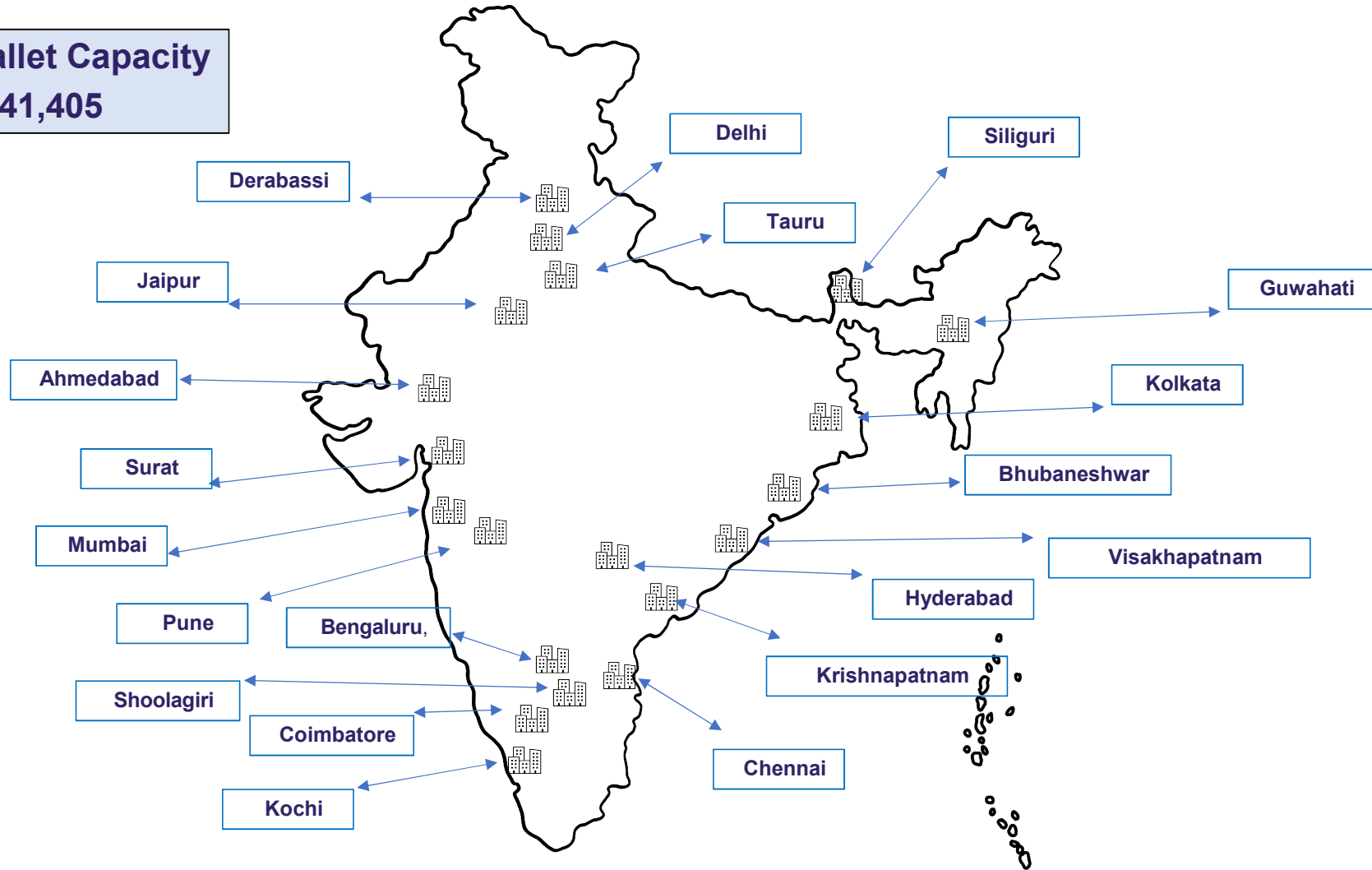
- Customer dedicated facilities
- Customized services
- Repacking, bundling and related
- Warehouse, manpower, compliance management
- Strategic support
- Includes all SnowPreserve services

#### Key Features

- Dedicated warehouses built to specification
- eCommerce back-end
- Tech-driven controls and processes
- Operations by Snowman team
- High throughput inward/ outward handling
- Cargo consolidation
- Sorting, repacking & labelling
- Inventory management
- 24x7 operations

# Nation-wide storage capacity

**Total Pallet Capacity  
1,41,405**



## SNOWLINE

### Long haul primary transportation



#### Dedicated Warehousing

- From: Suppliers /manufacturing  
To: CWH, HUB,CFA
- Transportation of cold and ambient
- Long haul first mile transport management
- 24x7 tracing of vehicle
- Trip wise building

#### Key Features

- Load capacity 12 to 18 Ton
- From manufacturers to mother warehouse to distribution centre
- Flexible billing solutions- per KM, trip based or dedicated
- 24x7 live monitoring through on-premise command centre



## SNOWREACH

Secondary, inter-state & intra-city distribution



### Dedicated Warehousing

- Secondary transportation
- Tertiary (B2B) Distribution
- 24x7 tracking of vehicles
- POD Management
- Multi-temp vehicles
- Routing
- Milk run

### Key Features

- Load capacity less than 12 Ton
- For inter-state and intra-city
- Multi-temp vehicles used for transporting
- 24x7 live monitoring through on-premise command centre

# Expansion Plans

## INFRASTRUCTURE



### **Under Construction:**

Kolkata Phase -1  
(Pallets 5,829)  
Lucknow  
(Pallets 4,710)

### **Under Discussion:**

Krishnapatnam  
(Pallets 5,700)

## STRATEGY



To continue focusing SnowLink, for deeper integration with customers by offering most distribution solutions

## DEDICATED INFRA



To augment infrastructure related to Pharma and E-comm

# Quality Standards



☺ All facilities certified with ISO 14001 (TUV-SUD), ISO 22000 (TUV- SUD) and FSSAI



☺ Cargo profiles based specialised certifications for specific locations

- BRC (British Retail Consortium)
- EIA (Export Inspection Agency)
- MPEDA (Marine Products Export Development Authority)
- Drugs and Cosmetics Act, 1940



☺ Compliant with all International Guidelines, including:

- FSMS (Food Safety Management Systems)
- GWP (Good Warehousing Practice)
- GDP (Good Distribution Practice)
- Customs Rules and Regulations for bonded warehouses
- Other relevant industry standards



# Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Snowman Logistics Limited (“Snowman Logistics” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Snowman Logistics undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

## For further information, please contact:

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