



February 14, 2024

National Stock Exchange of India Limited Exchange Plaza BandraKurla Complex Mumbai – 400 050 Ph No: 2659 8452 Fax No: 2659 8237/38 Email: cmlist@nse.co.in Scrip Code: SNOWMAN	BSE Limited Department of Corporate Services PhirozeJeejeebhoy Towers Mumbai – 400 001 Ph No: 22727 1233/34 Fax: 2272 1072/ 2037/2061/ 41 Email: corp.relations@bseindia.com Scrip Code: 538635
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Dear Sir/Madam,

Sub: Investor Presentation

We herewith enclose investor presentation for the quarter & nine months ended 31 December 2023.

Kindly take the information on record

For Snowman Logistics Limited



Kiran George
Company Secretary & Compliance Officer

Corporate office

Snowman Logistics Ltd.

No. 54, Old Madras Road, Virgo Nagar, Bangalore, India - 560 049 , Karnataka

CIN: L15122MH1993PLC285633 T (080) 67693700

Regd. Office: Plot No. M-8, Taloja Industrial Area, MIDC, Raigad, Navi Mumbai, Maharashtra -410206

CIN: L15122MH1993PLC285633 T +91 22 39272004 E info@snowman.in W www.snowman.in



Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q3 FY2024 Earnings Presentation
(14th February 2024)



SNOWMAN[®]

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

Snowman: Business Overview

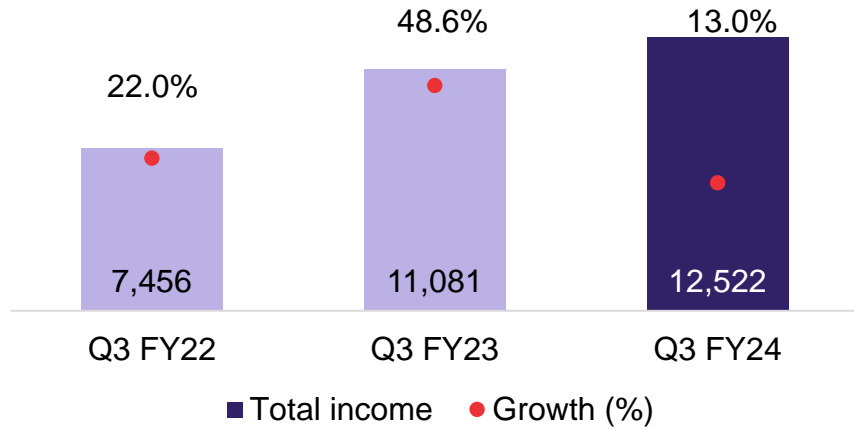


- Network Advantage - Ability to offer customers the **largest Pan-India cold chain network** for storage and distribution
- Expansion Plans – **Planned expansion** basis our customers' requirements to reach new markets & to address the demand of the **organised sector**
- Technology Driven - Snowman 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**

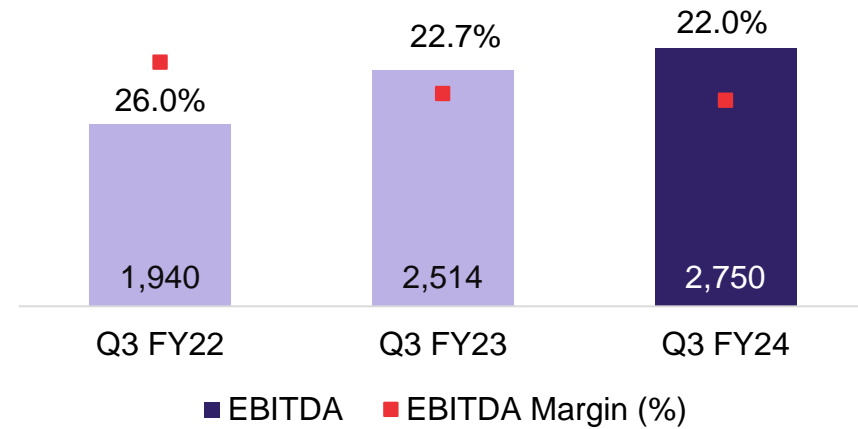
Performance Highlights: Q3 FY24

Rs. in lakhs

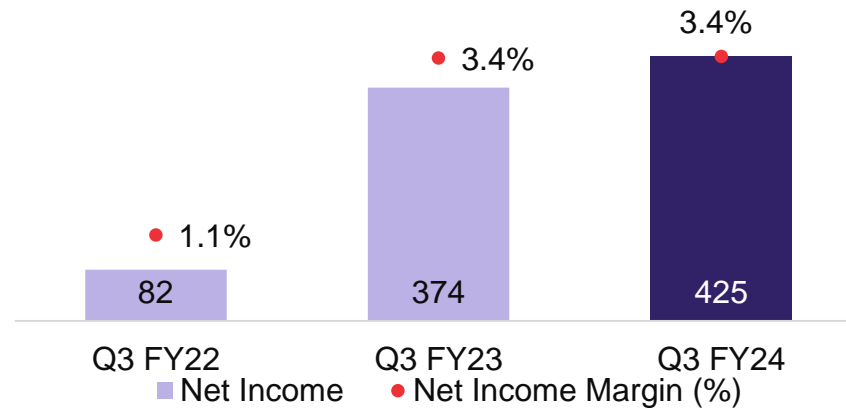
Total Income and Growth (YoY)



EBITDA and Margin



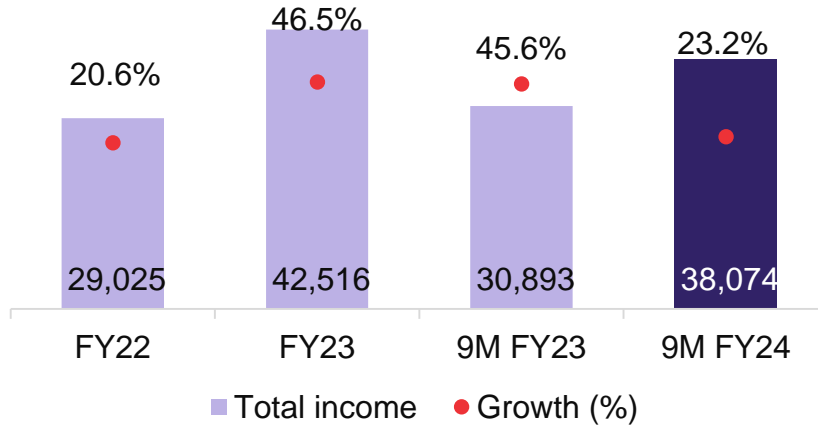
Net Income and Margin



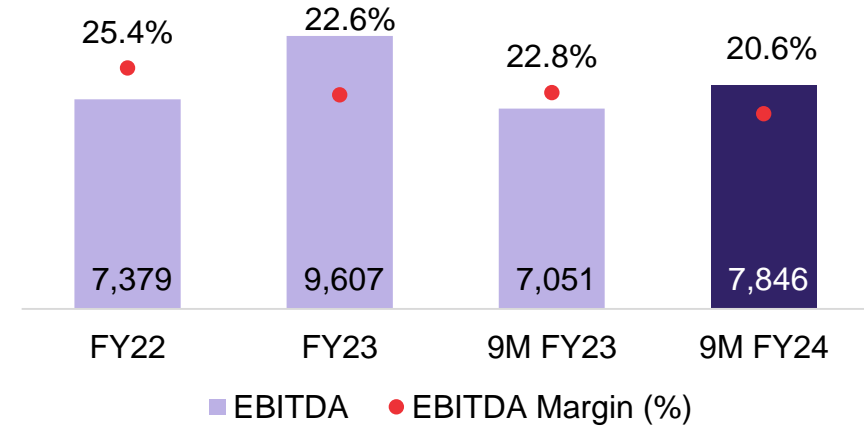
Performance Highlights: 9M FY24

Rs. in lakhs

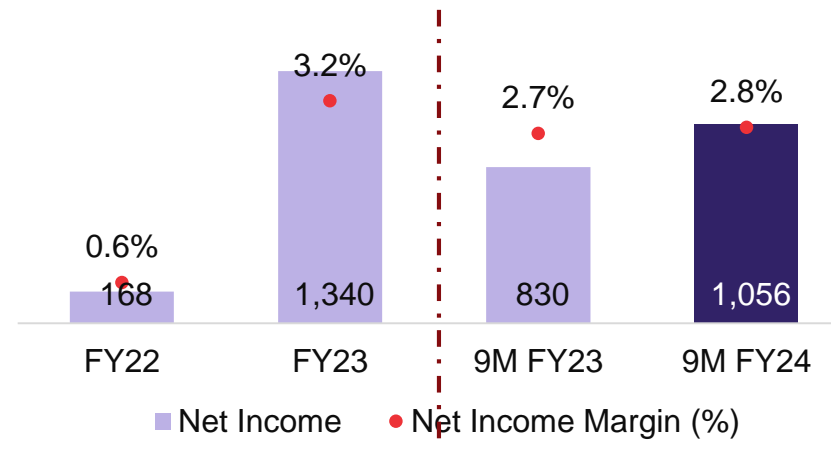
Income and Growth (YoY)



EBITDA and Margin



Net Income and Margin





Sunil Nair,
CEO & Whole-time director

During the quarter, we reported a Total Income of Rs. 12,522 lakhs reflecting a growth of 13.0% on Y-o-Y basis. Our EBITDA in Q3 FY24 was Rs. 2,750 lakhs, with its margins at 22.0%. Meanwhile, the PAT for the quarter was Rs. 425 lakhs, representing a growth of 13.6% on Y-o-Y basis. This performance is primarily attributed to the strategic expansion in the 5PL segment. This success not only positions us favorably for sustained growth but also creates new roadmaps for future opportunities and enhanced profitability.

The inauguration of our multi-temperature controlled warehouse in Guwahati has strengthened Snowman Logistics' position as a leader in the cold storage industry. The warehouse has a capacity of 5,152 pallets, featuring eight chambers and four loading bays equipped with advanced infrastructure. This facility, marks our entry into a fully leased cold storage facility and reinforcing our shift towards an asset-light model. The expansion has increased our pallet capacity to 141,000+, which is strategically distributed across 20 cities and also enhancing our footprint in Northeast India. Our dedication to innovation is evident in technology-enabled facilities, enabling us to consistently provide customized solutions for dynamic industry needs.

We are committed to meeting customer requirements and upholding a strong focus on excellence. Maintaining a positive vision for the future, we steadfastly move ahead, committed to leading through innovation and technology.

End Customer Industry Revenue

Rs. in lakhs

Category	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
QSR & RTC	2,809	2,318	21.2%	2,678	4.9%	8,262	6,603	25.1%
Dairy & Ice Cream	4,117	3,416	20.5%	4,542	(9.4)%	13,542	9,136	48.2%
E-Commerce	452	395	14.6%	461	(1.8)%	1,341	1,185	13.1%
FMCG & Others	1,364	1,093	24.8%	1,193	14.3%	3,719	3,095	20.1%
Agriculture	1,227	1,012	21.3%	1,128	8.8%	3,660	3,317	10.3%
Meat, Seafood & Poultry	1,858	2,132	(12.9)%	1,914	(2.9)%	5,574	5,560	0.3%
Healthcare & Pharma	577	574	0.5%	486	18.6%	1,586	1,634	(2.9)%
Revenue from operations	12,405	10,939		12,402		37,683	30,530	

Financial statement

Rs. in lakhs

Category	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Revenue from contracts	12,405	10,939	13.4%	12,402	-	37,683	30,530	23.4%
Other Income	117	142	(17.7)%	153	(23.8)%	391	363	7.6%
Total Income	12,522	11,081	13.0%	12,555	(0.3)%	38,074	30,893	23.2%
COGS	2,978	2,544	17.1%	3,233	(7.9)%	9,836	5,078	93.7%
Operating Expenses	4,616	4,010	15.1%	4,598	0.4%	13,793	12,751	8.2%
Employee benefit expenses	896	967	(7.3)%	945	(5.1)%	2,752	2,627	4.8%
Other Expenses	1,282	1,045	22.6%	1,226	4.5%	3,846	3,386	13.6%
EBITDA	2,750	2,514	9.4%	2,554	7.7%	7,846	7,051	11.3%
<i>Margin (%)</i>	22.0%	22.7%		20.3%		20.6%	22.8%	
EBIT	1,240	1,193	3.9%	1,071	15.9%	3,492	3,126	11.7%
<i>Margin (%)</i>	9.9%	10.8%		8.5%		9.2%	10.1%	
PAT	425	374	13.6%	293	45.1%	1,056	830	27.3%
<i>Margin (%)</i>	3.4%	3.4%		2.3%		2.8%	2.7%	

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

Segment Revenue



Rs. in lakhs

Segment	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Warehousing Services	5,837	5,252	11.1%	5,635	3.6%	17,043	15,436	10.4%
Transportation Services	3,239	2,923	10.8%	3,197	1.3%	9,673	9,239	4.7%
Trading and Distributions	3,329	2,764	20.4%	3,570	(6.8)%	10,967	5,558	97.3%
Consignment Agency Services and Others	-	-	-	-	-	-	296	nm
Total Revenue	12,405	10,939	13.4%%	12,402	-	37,683	30,530	23.4%




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



92%
Capacity
utilization



800+
Customers



2,400+
Workforce



11,86,315
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



294

Owned
Vehicles



594+

Total
Vehicles

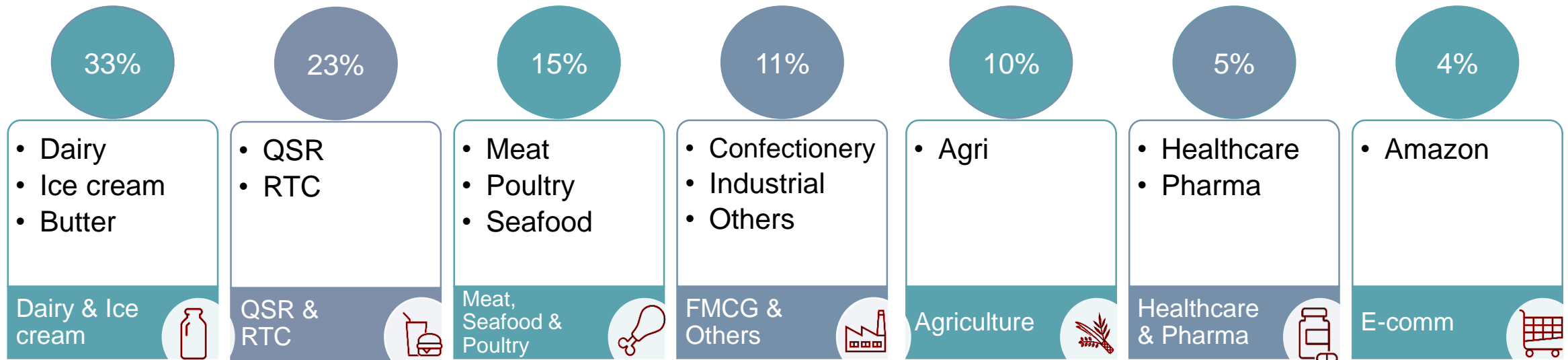


* As of 31st December 2023, the total pallet capacity is 1,36,253. With the inauguration of Guwahati warehouse on 1st January 2024, the total pallet capacity is **1,41,405**

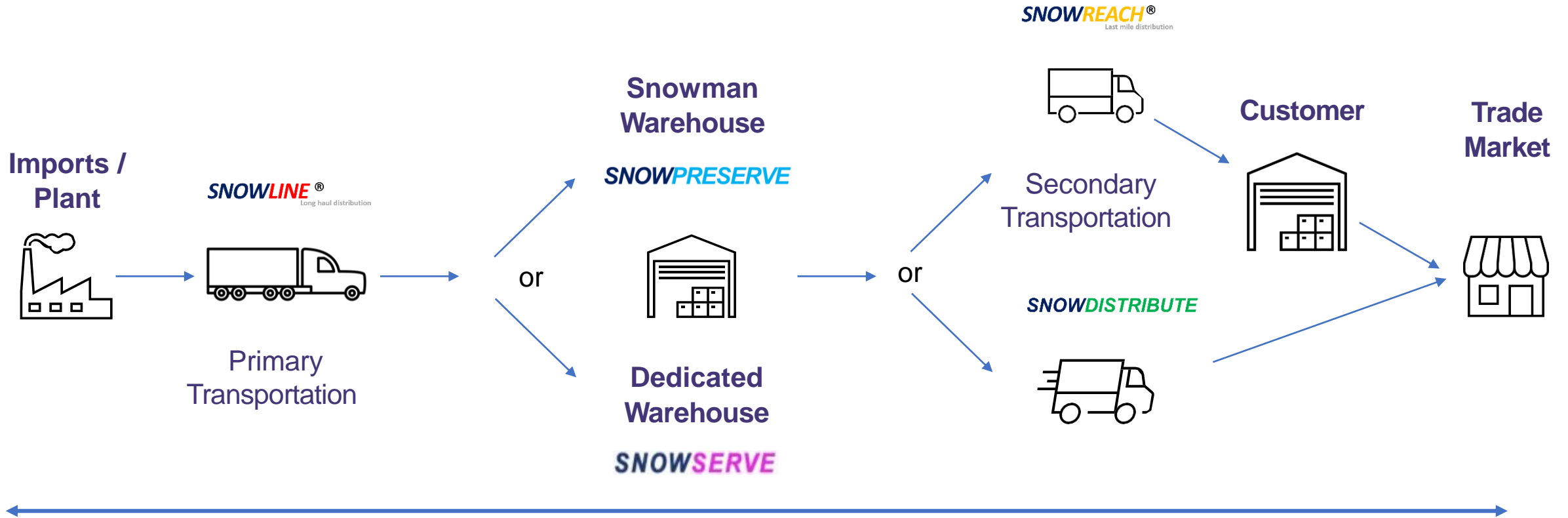
Product portfolio catering to major industry sectors



% of Sales for Q3 FY24



Integrated offerings across value chain



SNOWEXPERTS provides end-to-end consultancy services

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

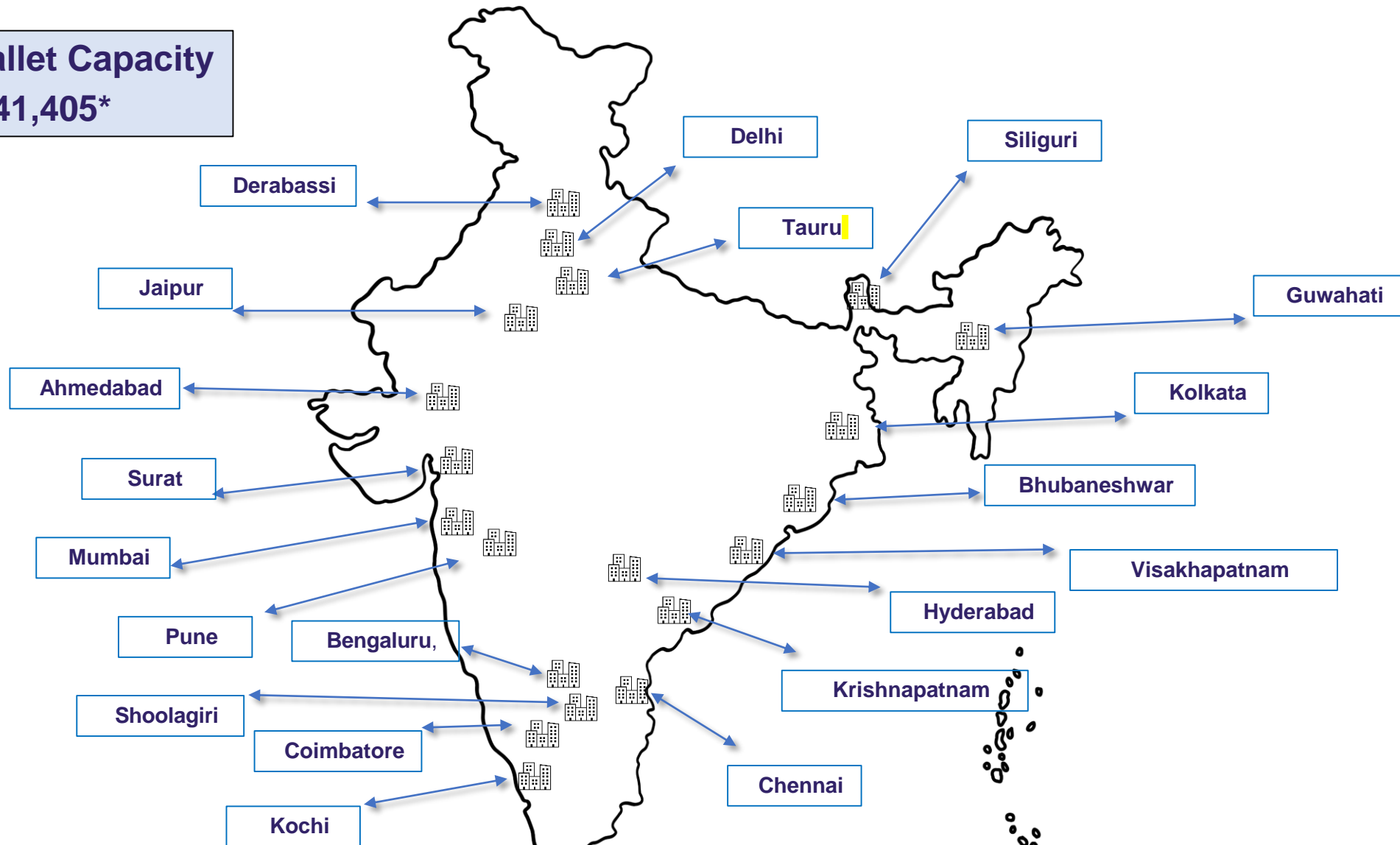
- Customer dedicated facilities
- Customized services
- Repacking, bundling and related
- Warehouse, manpower, compliance management
- Strategic support
- Includes all SnowPreserve services

Key Features

- Dedicated warehouses built to specification
- eCommerce back-end
- Techn-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*



* As of 31st December 2023, the total pallet capacity is 1,36,253. With the inauguration of Guwahati warehouse on 1st January 2024, the total pallet capacity is **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



Kolkata Phase -1
(Pallets 5,829)
construction is
underway

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

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



3 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



3 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:

Kiran George
Snowman Logistics Limited

+91 80 6769 3700
investorrelations@snowman.in

Anvita Raghuram / Rohit Valecha
Churchgate Partners

+91 22 6169 5988
snowman@churchgatepartners.com





SNOWMAN LOGISTICS LIMITED

Reg office: Plot No. M-8, Taloja Industrial Area, MIDC,
Raigad, Navi Mumbai, Raigarh Maharashtra, 410206

Corporate office: No. 54, Old Madras Road,
Virgo Nagar, Bangalore, India - 560 049

Phone: +91 80 6769 3700

investorrelations@snowman.in | www.snowman.in