



May 26, 2023

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|---|---|
| <b>National Stock Exchange of India Limited</b><br><b>Exchange Plaza</b><br><b>BandraKurla Complex</b><br><b>Mumbai – 400 050</b><br><b>Ph No: 2659 8452</b><br><b>Fax No: 2659 8237/38</b><br><b>Email: <a href="mailto:cmlist@nse.co.in">cmlist@nse.co.in</a></b><br><b>Scrip Code: SNOWMAN</b> | <b>BSE Limited</b><br><b>Department of Corporate Services</b><br><b>PhirozeJeejeebhoy Towers</b><br><b>Mumbai – 400 001</b><br><b>Ph No: 22727 1233/34</b><br><b>Fax: 2272 1072/ 2037/2061/ 41</b><br><b>Email: <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a></b><br><b>Scrip Code: 538635</b> |
|---|---|

Dear Sir/Madam,

**Sub: Investor Presentation**

We herewith enclose Investor Presentation for the quarter and year ended March 31, 2023

Kindly take the information on record.

Thanking You,

**For Snowman Logistics Limited**



**Kiran George**  
**Company Secretary & Compliance Officer**

**Encl : As stated above.**

**Corporate office**

**Snowman Logistics Ltd.**

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# Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q4 FY23 Earnings Presentation  
(26<sup>th</sup> May 2023)



**SNOWMAN**<sup>®</sup>

























INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

# Snowman: Business Overview



VARIANT TEMPERATURE ZONE -25°C TO +25°C

**INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY**

| -18° BELOW   | 0° TO 5°  | 8° TO 10°  | 10° TO 20°   | CONTROLLED AMBIENT  | DRY  |
|--|---|--|--|---|--|
| <br>PROCESSED POULTRY | <br>DRESSING           | <br>DRY FRUITS            | <br>CHOCOLATE     | <br>CHOCOLATE                 | <br>INDUSTRIAL PRODUCTS   |
| <br>ICE CREAM         | <br>TEMPERED CHOCOLATE | <br>BANANA                | <br>READY TO COOK | <br>FOOD GRAINS              | <br>CHEMICAL PRODUCTS     |
| <br>PROCESSED MEAT  | <br>FRUITS            | <br>DAIRY                | <br>READY TO EAT | <br>PAPER PRODUCTS          | <br>FMCG PRODUCTS        |
| <br>CANNED SEAFOOD  | <br>VEGETABLES       | <br>INDUSTRIAL PRODUCTS | <br>EGGS        | <br>BEVERAGES / HEALTH CARE | <br>GENERAL MERCHANDISE |

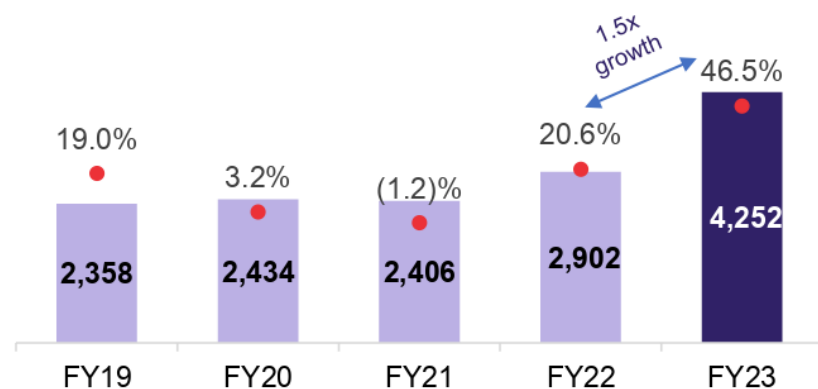
- Network Advantage - Ability to offer customers the **largest Pan-India cold chain network** for storage and distribution
- Expansion Plans – **Planned expansion** basis our customers' requirements to reach new markets & to address the demand of the **organised sector**
- Technology Driven - Snowman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



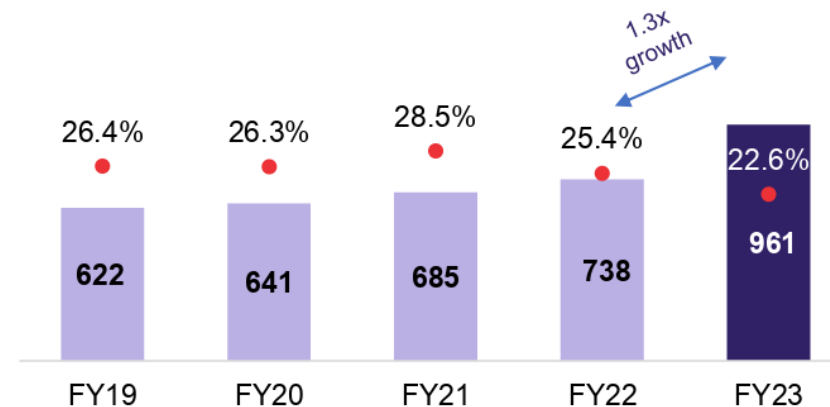
# Performance Highlights: FY23

Rs. in mn

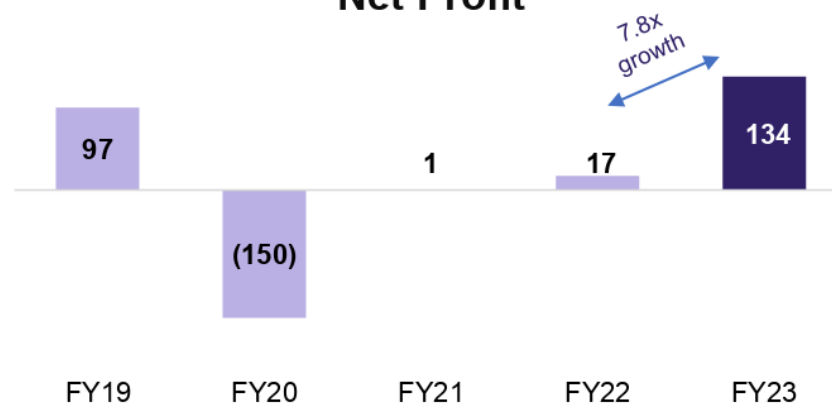
## Income and Income Growth



## EBITDA and EBITDA Margin



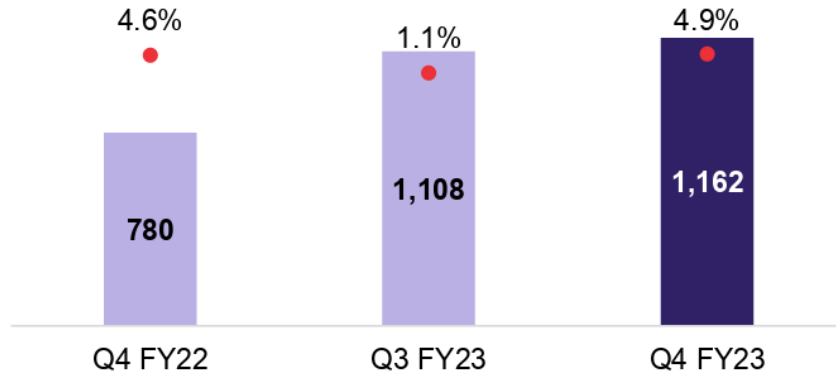
## Net Profit



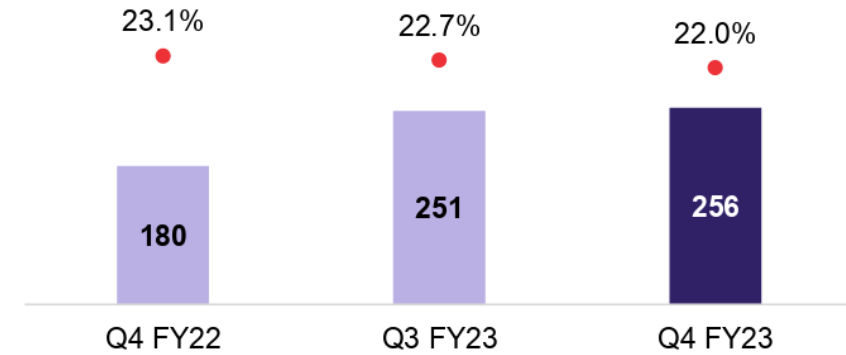
# Performance Highlights: Q4 FY23

*Rs. in mn*

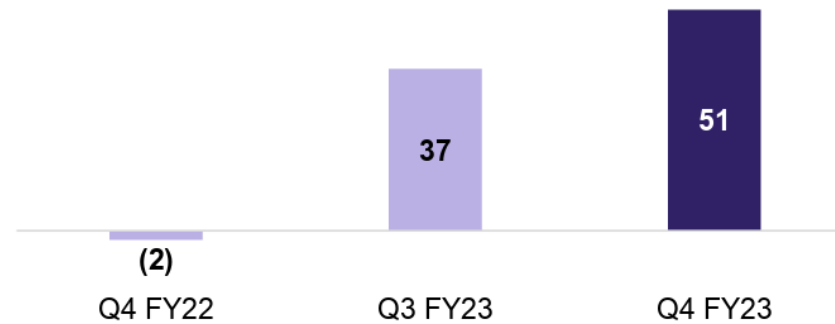
## Income and Income Growth



## EBITDA and EBITDA Margin



## Net Profit





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

*We are pleased to announce that Snowman Logistics has had a successful quarter and financial year. During the year we have achieved substantial growth and success through our unwavering focus on delivering exceptional customer service, expanding into both traditional and 5PL segments, and implementing our new ERP system.*

*We are delighted to announce our impressive financial performance in Q4 FY23 and for the entire fiscal year. In Q4 FY23, our income surged to Rs. 1,162 mn, reflecting a substantial Y-o-Y growth of 49%, while our PAT stood at Rs. 51 mn. Similarly, for FY23, our income reached Rs. 4,252 mn, marking a remarkable YoY growth of 46%, with a PAT of Rs. 134 mn. Importantly, our revenue and PAT has not only recovered to pre-COVID levels but has surpassed them, highlighting our ability to adapt and thrive amidst challenges. Our outstanding results reflect our unwavering commitment, strategic decision-making, and diligent efforts in a dynamic market.*

*In addition to our strong financial performance, we are proud to have inaugurated our new warehouse at Shoolagiri, Tamil Nadu. This facility spans over 50K sq ft and has a pallet holding capacity of 4,500. It is our first dry warehouse dedicated to the chemical segment, which underscores our commitment to providing the best possible service to our clients.*

*We are optimistic about Snowman Logistics' future prospects, committed to innovation, growth, and meeting client needs. Thank you for the continued support and trust of our employees, customers, and stakeholders.*

# Key developments for FY23

## Q1 FY23

- Partnered with IFC to launch a global open call for innovators to bring sustainable temp-controlled logistics solutions
- Dedicated fulfilment centre in Ahmedabad for Amazon (7.2k sft) commenced operations
- Started operations under SnowPreserve in a new warehouse in Hyderabad (9.0k sft) and Ahmedabad (4.5k sqft)

## Q2 FY23

- Commencement of another dry warehouse facility of 1,200 pallet capacity with 6 docks in Hyderabad (26k sqft)
- Upgraded to Fifth Party Logistics (5PL) and started rendering services to IKEA, Baskin Robbins and Tim Hortons

## Q3 FY23

- Implemented new ERP system, Dynamics 365 Business Central, an upgraded version of NAVISION, with advanced business management capabilities, automated procedures, global mobility, and easy accessibility

## Q4 FY23

- Inaugurated our A-Grade , Dry warehouse of 4,500 Pallet capacity in Shoolagiri, Tamilnadu

# End Customer Industry Revenue

*Rs. in mn*

| Category                       | Q4 FY23      | Q4 FY22    | Y-o-Y  | Q3 FY23      | Q-o-Q   | FY23         | FY22         | Y-o-Y   |
|--------------------------------|--------------|------------|--------|--------------|---------|--------------|--------------|---------|
| QSR & RTC                      | 252          | 172        | 46.6%  | 232          | 8.8%    | 912          | 558          | 63.5%   |
| Dairy & Ice Cream              | 384          | 178        | 116.0% | 342          | 12.4%   | 1,297        | 573          | 126.3%  |
| E-Commerce                     | 40           | 37         | 8.1%   | 39           | 0.5%    | 158          | 133          | 19.2%   |
| FMCG & Others                  | 104          | 81         | 29.6%  | 109          | (3.6)%  | 415          | 339          | 22.3%   |
| Agriculture                    | 107          | 113        | (5.6)% | 101          | 5.2%    | 438          | 417          | 5.0%    |
| Meat, Seafood & Poultry        | 180          | 129        | 40.0%  | 213          | (15.6)% | 736          | 589          | 24.9%   |
| Healthcare & Pharma            | 56           | 58         | (2.5)% | 57           | (2.3)%  | 219          | 252          | (12.8)% |
| <b>Revenue from Operations</b> | <b>1,123</b> | <b>766</b> |        | <b>1,094</b> |         | <b>4,177</b> | <b>2,862</b> |         |



# Financial statement

Rs. in mn

| Category                  | Q4 FY23      | Q4 FY22      | Y-o-Y         | Q3 FY23      | Q-o-Q        | FY23         | FY22         | Y-o-Y        |
|---------------------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|
| Revenue from contracts    | 1,123        | 766          | 46.6%         | 1,094        | 2.7%         | 4,176        | 2,862        | 45.9%        |
| Other Income              | 39           | 14           | <i>nm</i>     | 14           | <i>nm</i>    | 75           | 41           | 83.8%        |
| <b>Total Income</b>       | <b>1,162</b> | <b>780</b>   | <b>49.0%</b>  | <b>1,108</b> | <b>4.9%</b>  | <b>4,252</b> | <b>2,902</b> | <b>46.5%</b> |
| Cost of Goods Sold        | 280          | -            | <i>nm</i>     | 254          | (9.9)%       | 787          | -            | <i>nm</i>    |
| Operating Expenses        | 425          | 410          | 3.7%          | 401          | 6.0%         | 1,700        | 1,458        | 16.6%        |
| Employee benefit Expenses | 77           | 70           | 10.5%         | 97           | (20.5)%      | 340          | 272          | 24.6%        |
| Other Expenses            | 125          | 120          | 3.9%          | 105          | 19.7%        | 464          | 435          | 6.7%         |
| <b>EBITDA</b>             | <b>256</b>   | <b>180</b>   | <b>42.0%</b>  | <b>251</b>   | <b>1.7%</b>  | <b>961</b>   | <b>738</b>   | <b>30.2%</b> |
| <i>Margin (%)</i>         | <i>22.0%</i> | <i>23.1%</i> |               | <i>22.7%</i> |              | <i>22.6%</i> | <i>25.4%</i> |              |
| <b>EBIT</b>               | <b>125</b>   | <b>51</b>    | <b>142.2%</b> | <b>119</b>   | <b>4.4%</b>  | <b>437</b>   | <b>224</b>   | <b>94.8%</b> |
| <i>Margin (%)</i>         | <i>10.7%</i> | <i>6.6%</i>  |               | <i>10.8%</i> |              | <i>10.3%</i> | <i>7.7%</i>  |              |
| <b>PAT</b>                | <b>51</b>    | <b>(2)</b>   | <i>nm</i>     | <b>37</b>    | <b>36.4%</b> | <b>134</b>   | <b>17</b>    | <i>nm</i>    |
| <i>Margin (%)</i>         | <i>4.4%</i>  | <i>nm</i>    |               | <i>3.4%</i>  |              | <i>3.2%</i>  | <i>0.6%</i>  |              |

# Segment Revenue



*Rs. in mn*

| Segment                                | Q4 FY23      | Q4 FY22    | Y-o-Y        | Q3 FY23      | Q-o-Q       | FY23         | FY22         | Y-o-Y        |
|--|--------------|------------|--------------|--------------|-------------|--------------|--------------|--------------|
| Warehousing Services                   | 513          | 449        | 14.1%        | 525          | (2.4)%      | 2,056        | 1,781        | 15.4%        |
| Transportation Services                | 311          | 298        | 4.2%         | 292          | 6.3%        | 1,235        | 1,011        | 22.1%        |
| Consignment Agency Services and Others | -            | 19         | nm           | -            | nm          | 30           | 69           | (57.2)%      |
| Trading and Distributions              | 300          | -          | nm           | 276          | 8.5%        | 856          | -            | nm           |
| <b>Total Revenue</b>                   | <b>1,123</b> | <b>766</b> | <b>46.6%</b> | <b>1,094</b> | <b>2.7%</b> | <b>4,176</b> | <b>2,862</b> | <b>45.9%</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 44 warehouses across 18 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



**89%**  
Capacity  
utilization



**750+**  
Customers



**2,250+**  
Workforce



**1.5 million+**  
Pallets handled

# Key Asset Details

## Warehouse Division

18

Cities



44

Warehouses



135k

Pallet Capacity



## Transport Division

98

Dedicated  
vehicles

200+

Vehicles on  
need basis



239

Owned  
Vehicles



537+

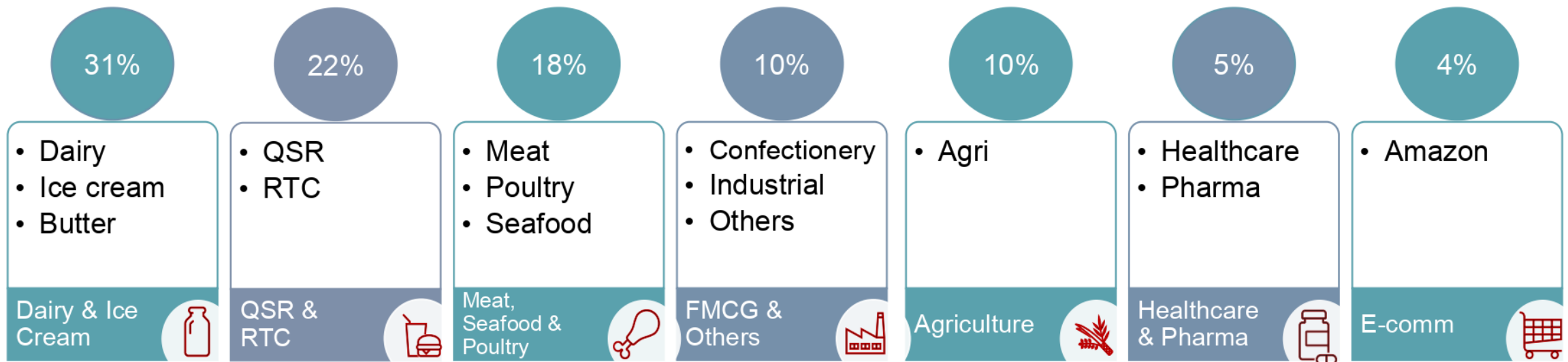
Total  
Vehicles



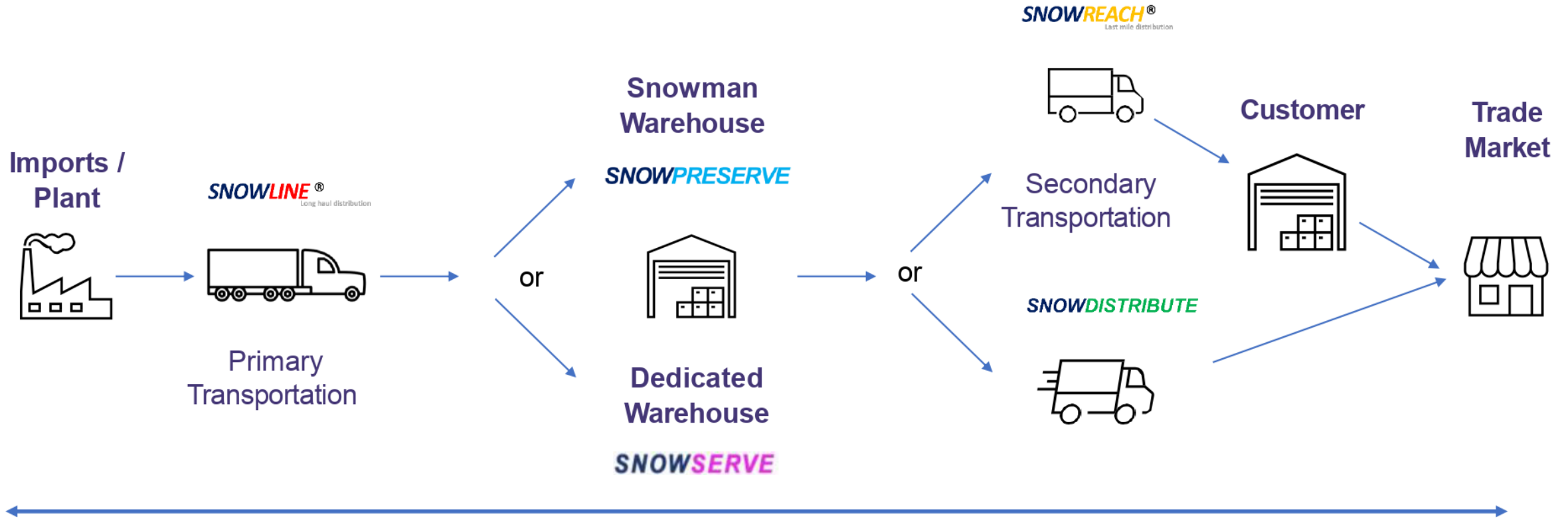
# Product Portfolio Catering to Major Industry Sectors



## % of Sales for FY23



# Integrated Offerings Across Value Chain



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

# Customer Value-add Services (1/2)

## 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



## 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



## 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

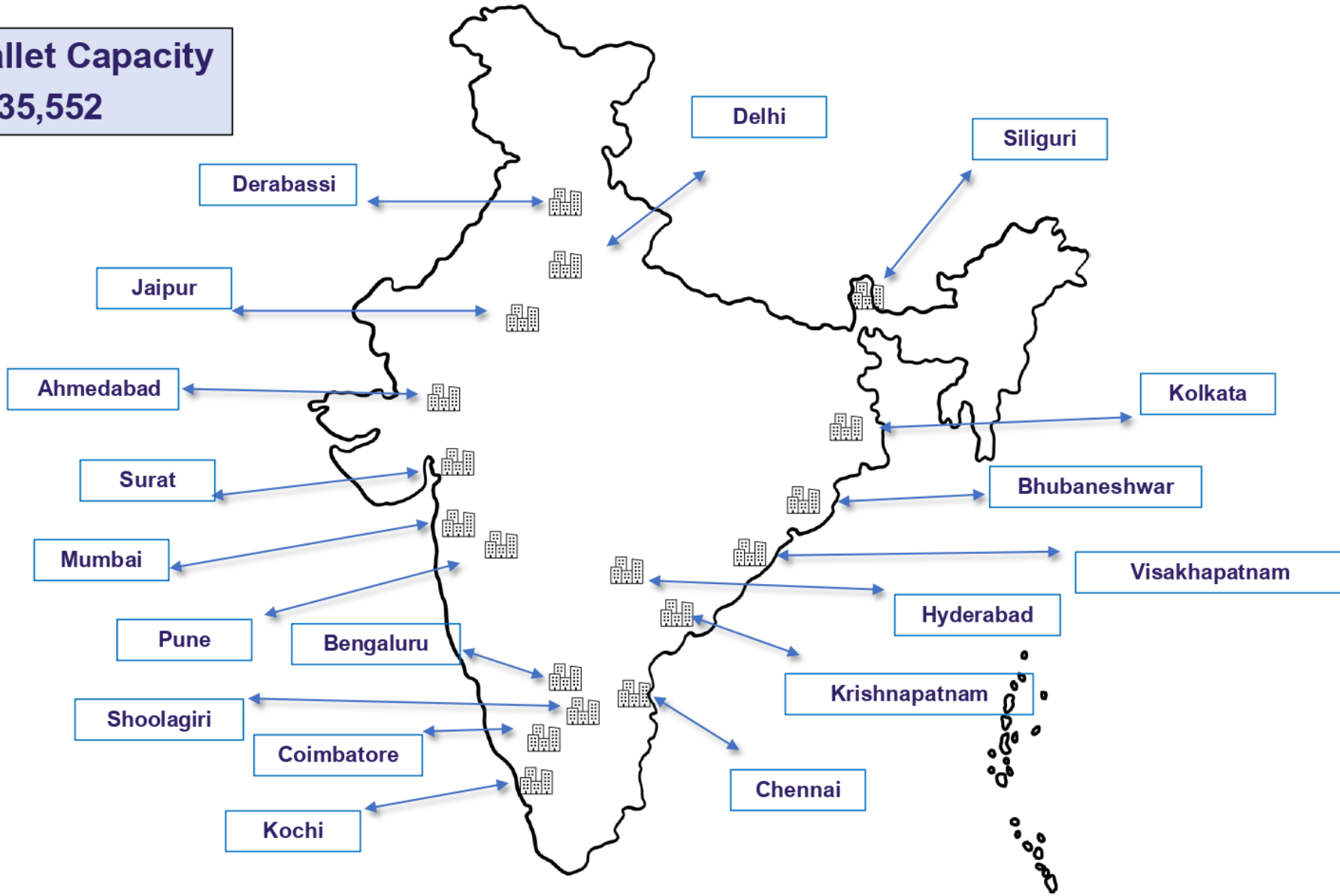
- Customer dedicated facilities
- Customized services
- Repacking, bundling and related
- Warehouse, manpower, compliance management
- Strategic support
- Includes all SnowPreserve services

### 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  
1,35,552





## 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

# Future Strategic Development

## INFRASTRUCTURE



The Kolkata facility with 9,000 pallets in two phases being planned

## STRATEGY



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

## KEY ASSETS



To add 50 new reefer vehicles and 20 new trailers

# 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.

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