



January 24, 2023

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 and nine months ended December 31, 2022

Kindly take the information on record.

Thanking You,

For Snowman Logistics Limited

KIRAN
PANACHI
KKAL
GEORGE



Kiran George
Company Secretary & Compliance Officer

Encl : As stated above.



Corporate office

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Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q3 FY23 Earnings Presentation
(24th January 2023)





SNOWMAN[®]

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

Snowman: Unique positioning in logistics

Variant Temperature Zones

-18° BELOW	0° TO 5°	8° TO 10°	10° TO 20°	CONTROLLED AMBIENT
 POULTRY	 MEDICINE	 DRY FRUITS	 CHOCOLATE	 CHOCOLATE
 ICE CREAM	 TEMPERED CHOCOLATE	 BANANA	 READY TO COOK	 FOOD GRAINS
 RAW MEAT	 FRUITS	 DAIRY	 CHEMICALS	 MEDICINE
 SEAFOOD	 VEGETABLES	 INDUSTRIAL PRODUCT	 EGGS	 BEVERAGES


- 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**

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 43 warehouses across 17 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



12
Customer
industries



92%
Capacity
utilization



700+
Customers



2,200+
Workforce



3,62,230
Pallets handled

Key Asset Details

Warehouse Division

17

Cities



43

Warehouses



130k

Pallet Capacity



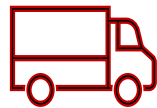
Transport Division

86

Dedicated
vehicles

200+

Vehicles on
need basis



237

Owned
Vehicles



523+

Total
Vehicles





Sunil Nair,
CEO & Whole-time director

We are pleased to announce another quarter of outstanding performance, attributed to our team's commitment to our values and vision. Our focus on operational efficiencies, resource utilization, execution and customer delight were key to the strong performance.

On our financial performance, we are happy to declare that our income for Q3 FY23 was Rs. 1,108 mn, up 49% on YoY basis and PAT was Rs.37 mn, a growth of 4.5x on YoY basis. We are pleased to share our foray into a new service – 5th Party Logistics (5PL) in India – the industry-first to offer Cold chain logistics and Supply Chain Management operations.

We have partnered with BDP International and is setting up a customised facility for Dow Chemicals in Tamil Nadu. A new warehouse admeasuring 50K sft with a pallet holding capacity of 4K is under construction at Shoolagiri which will be used for dry operations and is expected to be commissioned in Feb.2023.The facility will offer end-to-end solutions for storage, handling, customer order processing and more. We plan to set up few more similar such facilities in India.

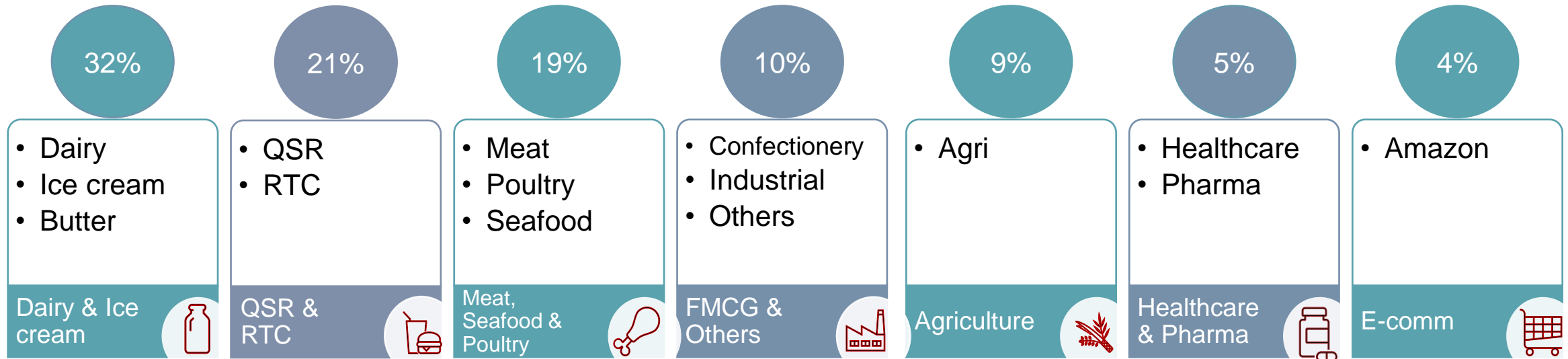
Our recent implementation of new ERP system, Dynamics 365 Business Central, will help tight and seamless integration between functions and, its advanced business intelligence will help to enhance our management capabilities.

Our optimism in the emerging opportunities is reflected in our thrust on expansion plans in infra and value-added services. These forays are expected to help us to maintain better than industry performance, in the quarters ahead..

Product portfolio catering to major industry sectors



% of Sales for Q3 FY23



Key recent developments (TBU)

A warehouse with a capacity of 4,000 pallets is being built in Shoolagiri

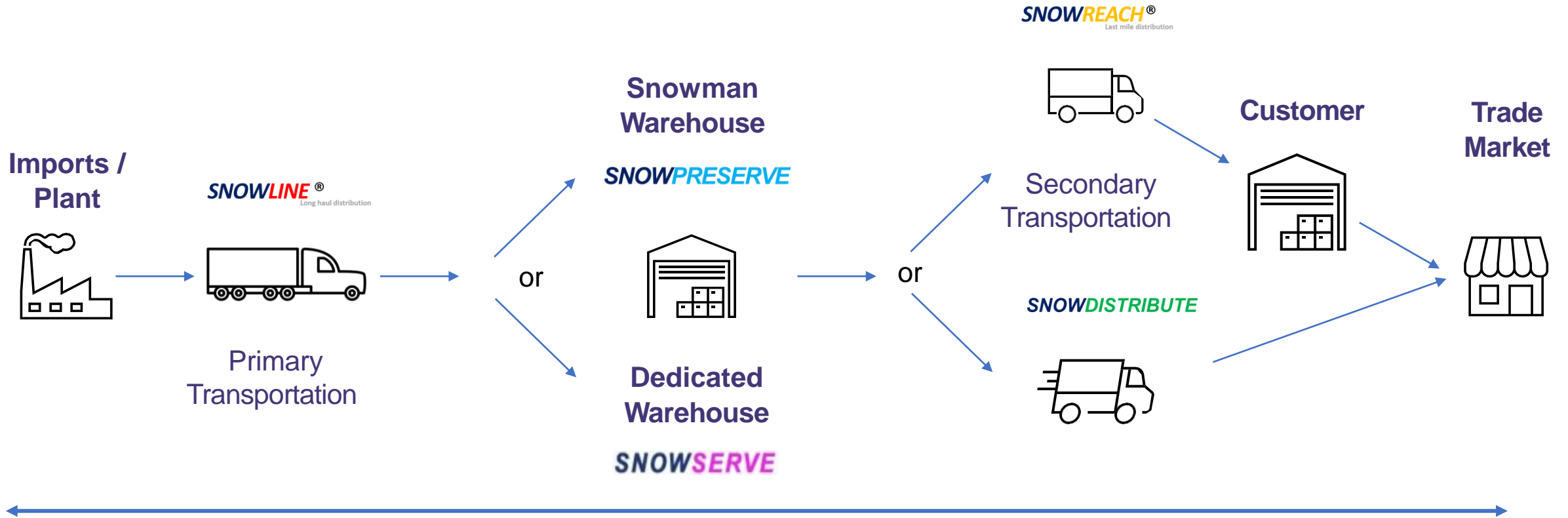
- Snowman has partnered with BDP International to serve the chemical industry. A customised facility for Dow Chemicals is being set up in Tamil Nadu, set to be operational in February 2023. Snowman will provide end-to-end solutions for storage, handling, customer order processing, warehouse management, and secondary transportation. The company plans to set up more such facilities in India for handling sensitive chemical products.

New ERP System

- The company is excited to announce the implementation of a new ERP system, Dynamics 365 Business Central, an upgraded version of NAVISION, which offers advanced business management capabilities with automated procedures, worldwide mobility, and easy accessibility.



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

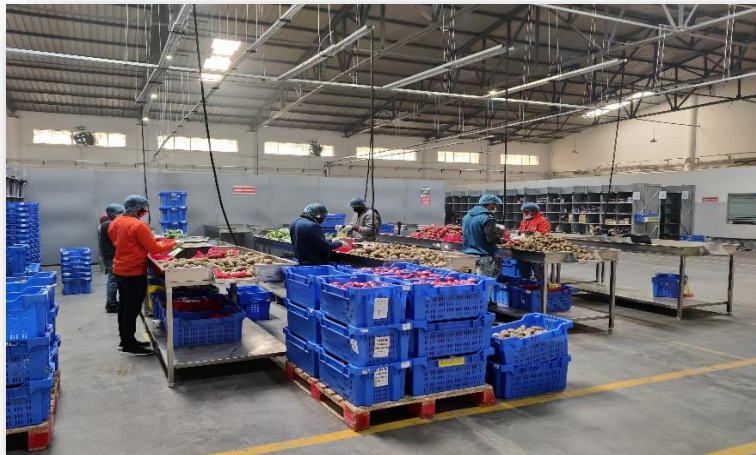
- Packing, repacking, labelling
- EXIM operations
- Blast freezing

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



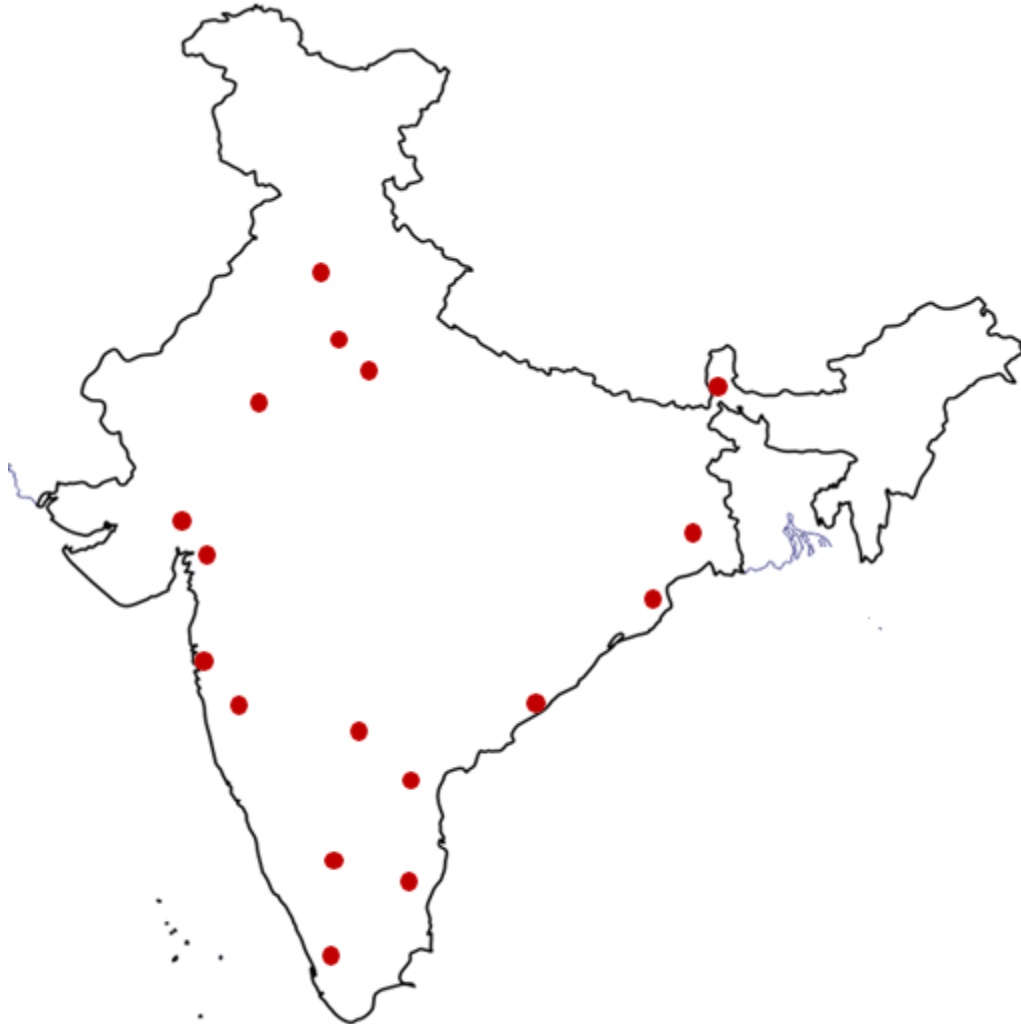
Dedicated Warehousing

- 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



#	Location	Capacity
1	Mumbai, Maharashtra	27,137
2	Chennai, Tamil Nadu	13,646
3	Bengaluru, Karnataka	11,600
4	Pune, Maharashtra	10,070
5	Delhi	8,979
6	Kolkata, West Bengal	7,830
7	Visakhapatnam, Andhra Pradesh	7,270
8	Hyderabad, Telengana	5,620
9	Derabassi, Chandigarh	5,500
10	Surat, Gujarat	5,130
11	Kochi, Kerala	5,106
12	Krishnapatnam, Andhra Pradesh	4,740
13	Siliguri, West Bengal	4,032
14	Coimbatore, Tamil Nadu	4,014
15	Bhubaneshwar, Odisha	3,680
16	Jaipur, Rajasthan	3,620
17	Ahmedabad, Gujarat	1,950
Total		1,29,924

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

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

DEDICATED INFRA



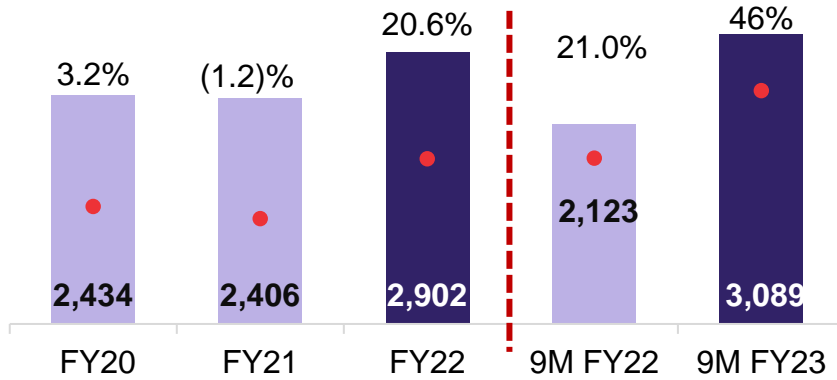
To augment infrastructure related to Pharma and E-comm

Financial Performance

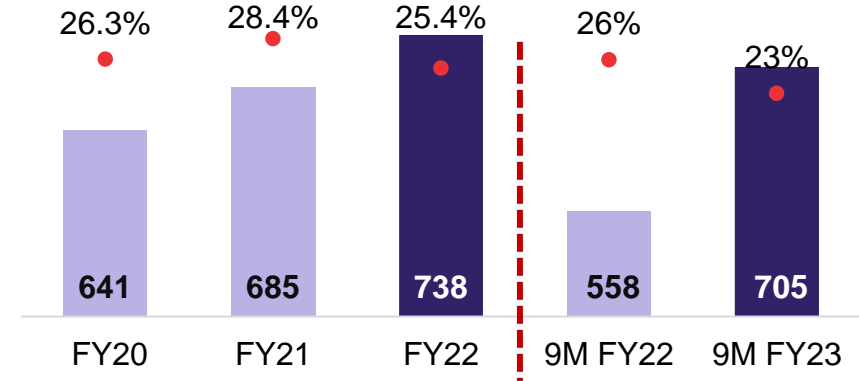
Performance Highlights: 9M FY23

Rs. in mn

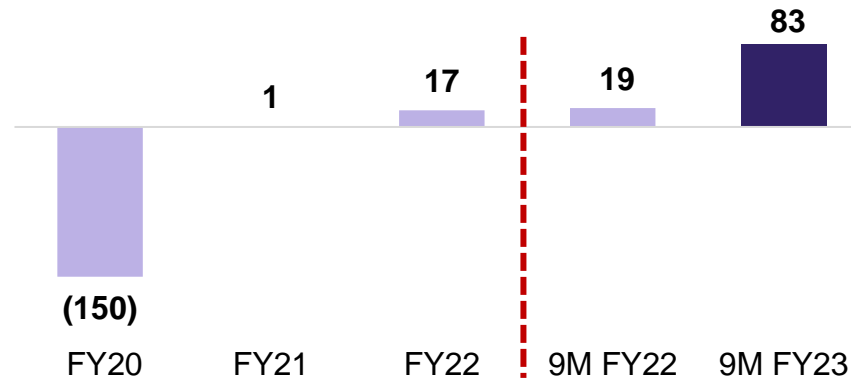
Income and Income Growth



EBITDA and EBITDA Margin

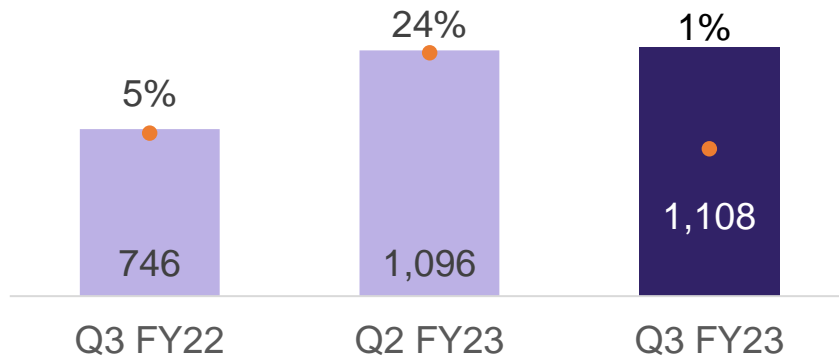


Net Profit

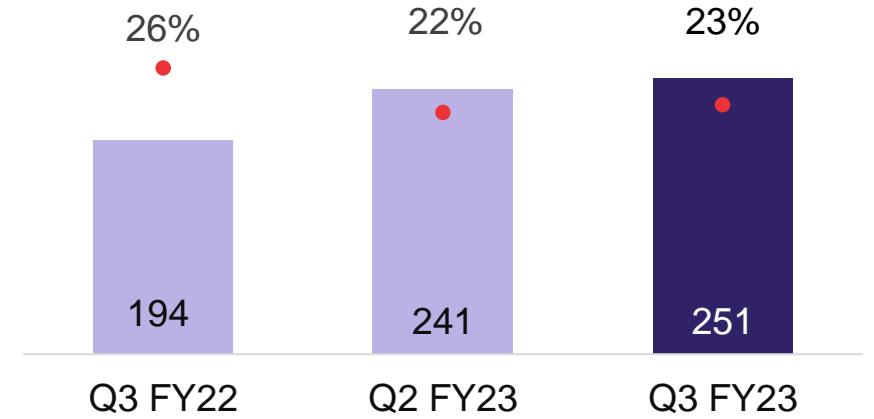


Quarterly Performance Highlights

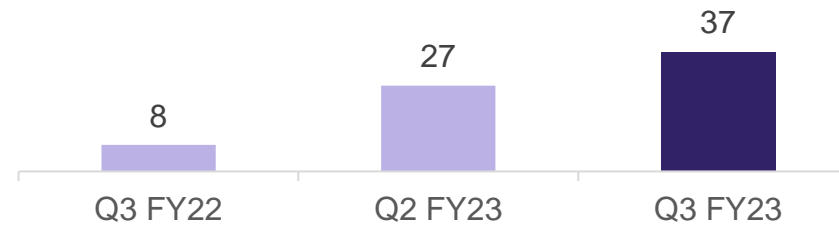
Income and Income Growth



EBITDA and EBITDA Margin *Rs. in mn*



Net Profit



End Customer Industry Revenue

Rs. in mn

Category	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q	9M FY23	9M FY22	Y-o-Y
QSR & RTC	232	149	55.4%	228	1.9%	660	386	71.1%
Dairy & Ice Cream	342	136	151.3%	366	(6.8)%	914	396	130.7%
E-Commerce	39	39	0.5%	40	(0.2)%	119	96	23.5%
FMCG & Others	109	91	20.7%	103	6.3%	310	258	20.0%
Agriculture	101	101	0.7%	104	(2.3)%	332	305	8.7%
Meat, Seafood & Poultry	213	152	40.0%	192	11.0%	556	461	20.6%
Healthcare & Pharma	57	66	(13.4)%	54	6.0%	163	194	(15.8)%
Revenue from operations	1,094	734		1,086		3,053	2,095	

Financial statement

Rs. in mn

Category	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q	9M FY23	9M FY22	Y-o-Y
Revenue from contracts	1,094	734	49%	1,086	1%	3,053	2,095	46%
Other Income	14	12	23%	10	38%	36	27	34%
Total Income	1,108	746	49%	1,096	1%	3,089	2,123	46%
Purchase of traded goods	263	-	nm	344	(23)%	608	-	nm
Operating Expenses	401	379	6%	403	(1)%	1,275	1,048	22%
Employee benefit expenses	97	62	56%	83	17%	263	203	30%
Other Expenses	105	111	(6)%	116	(10)%	339	314	8%
EBITDA	251	194	30%	241	4%	705	558	26%
Margin (%)	22.7%	26.0%		22.0%		22.8%	26.3%	
EBIT	119	59	103%	109	10%	313	173	81%
Margin (%)	10.8%	7.9%		9.9%		10.1%	8.2%	
PAT	37	8	nm	27	40%	83	19	nm
Margin (%)	3.4%	1.1%		2.4%		2.7%	0.9%	

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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