

August 01, 2022

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

**Sub: Investor Presentation**

Please find attached the Investor Presentation- June 2022

Kindly take the information on record.

**For Snowman Logistics Limited**

  
**Sunil Prabhakaran Nair**  
CEO & Whole-Time Director



**Encl : As stated above.**



Corporate Office

**Snowman Logistics Ltd.**

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# Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

## Earnings Presentation

Q1 FY2023



**SNOWMAN**<sup>®</sup>

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

# Q1 FY23 Highlights

Snowman delivered strong performance with 33% increase in total income and over three-fold jump in Profits

Total Income

**Rs. 885 mn**

EBITDA

**Rs. 213 mn**

PAT

**Rs. 19 mn**

## Warehousing

Contributes to 61% of the revenue for the period and has registered a growth of 18% on a Y-o-Y basis

Total Income  
Growth (Y-o-Y)

**32.9%**

EBITDA  
Growth (Y-o-Y)

**22.5%**

PAT  
Growth (Y-o-Y)

**3.1x**

## Transportation

Contributes to 39% of the revenue for the period and has registered a growth of 61% on a Y-o-Y basis

EBIT Margin

**9.6%**

EBITDA Margin

**24.0%**

PAT Margin

**2.1%**

## Industry wise Revenue Share

Significant growth contributors are:

Dairy & Ice Cream: 24%

QSR & RTC: 23%

# Management Commentary

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

*“We are pleased to inform that Snowman had a strong start of the year as we registered a robust topline growth of 33% on Y-o-Y and 13% on Q-o-Q basis. This is an affirmation of our team’s effort in delivering excellence and its ability to stand up to the challenges.*

*During the quarter, our 4<sup>th</sup> Amazon Fulfillment center started its operations in Ahmedabad. This facility is yet another feather in our cap for SnowServe and will offer us new e-com opportunities.*

*We are confident of maintaining our growth momentum which is backed by our strong underlying capabilities and favorable industry demand. In addition, we will continue to focus on providing seamless customer experience and delivering sustainable growth for all our stakeholders.”*



- Network Advantage - Ability to offer customers the **largest Pan-India cold chain network** for storage and distribution



- Highest Quality in Country - Snowman is reputed for its **international standard** infrastructure & service levels



- Technology Driven - Snowman has developed **customised software & apps** for increasing efficiency of operations

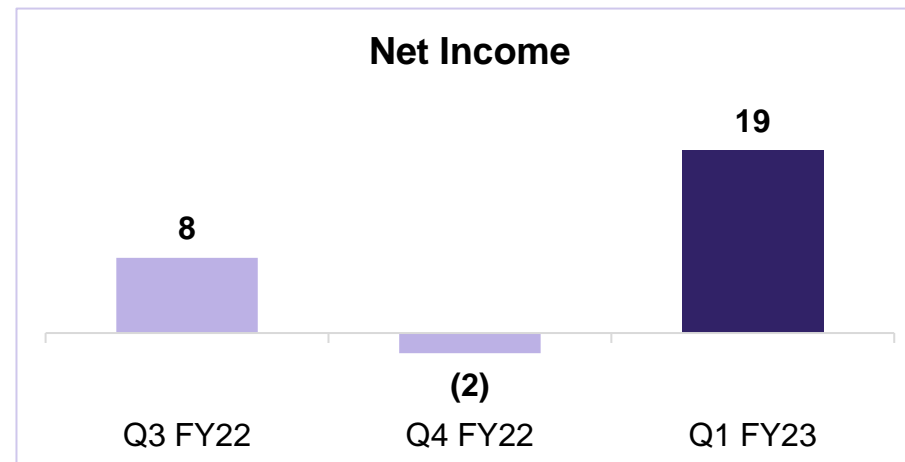
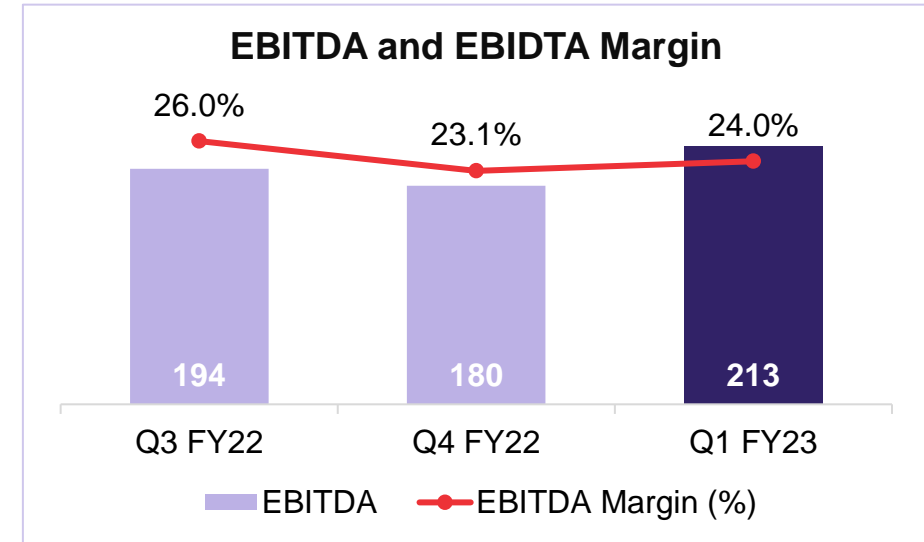
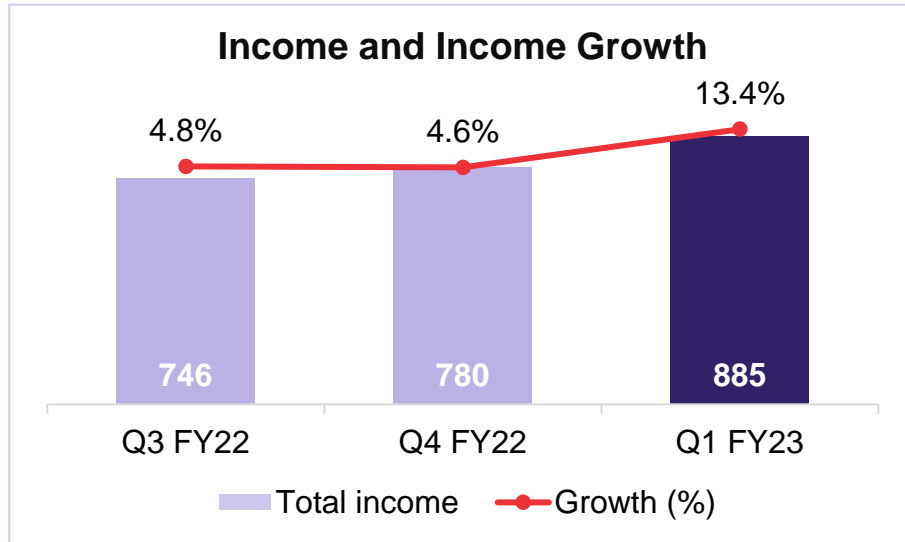


- 25+ Years of Experience - Snowman has innovated best practices and is a **knowledge leader** in the industry



- Customer Trust & Satisfaction - Full visibility & transparency provided to customer using in-house tech platforms & many uninterrupted years of **satisfactory customer service**

# Key Financials: Q1 FY23



Rs. in mn

# Financial Statement



Category	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	873	661	32.1%	766	13.9%	2,862	2,371	20.7%
Other Income	12	5		14		41	35	
<b>TOTAL Income</b>	<b>885</b>	<b>666</b>	<b>32.9%</b>	<b>780</b>	<b>13.4%</b>	<b>2,902</b>	<b>2,406</b>	<b>20.6%</b>
Operating Expenses	471	328	43.6%	410	14.9%	1,458	1,141	27.8%
Employee Costs	83	68	21.5%	70	19.4%	272	242	12.5%
Other Expenses	118	96	23.2%	120	(1.9)%	435	337	28.8%
<b>EBITDA</b>	<b>213</b>	<b>174</b>	<b>22.5%</b>	<b>180</b>	<b>18.1%</b>	<b>738</b>	<b>685</b>	<b>7.8%</b>
<i>Margin (%)</i>	<i>24.0%</i>	<i>26.1%</i>		<i>23.1%</i>		<i>25.4%</i>	<i>28.5%</i>	
<b>EBIT</b>	<b>85</b>	<b>52</b>	<b>62.9%</b>	<b>51</b>	<b>64.8%</b>	<b>224</b>	<b>195</b>	<b>15.2%</b>
<i>Margin (%)</i>	<i>9.6%</i>	<i>7.8%</i>		<i>6.6%</i>		<i>7.7%</i>	<i>8.1%</i>	
<b>Profit after Taxes</b>	<b>19</b>	<b>6</b>	<i>nm</i>	<b>(2)</b>	<i>nm</i>	<b>17</b>	<b>1</b>	<i>nm</i>
<i>Margin (%)</i>	<i>2.1%</i>	<i>0.9%</i>		<i>(0.3)%</i>		<i>0.6%</i>	<i>0.0%</i>	

Rs. in mn



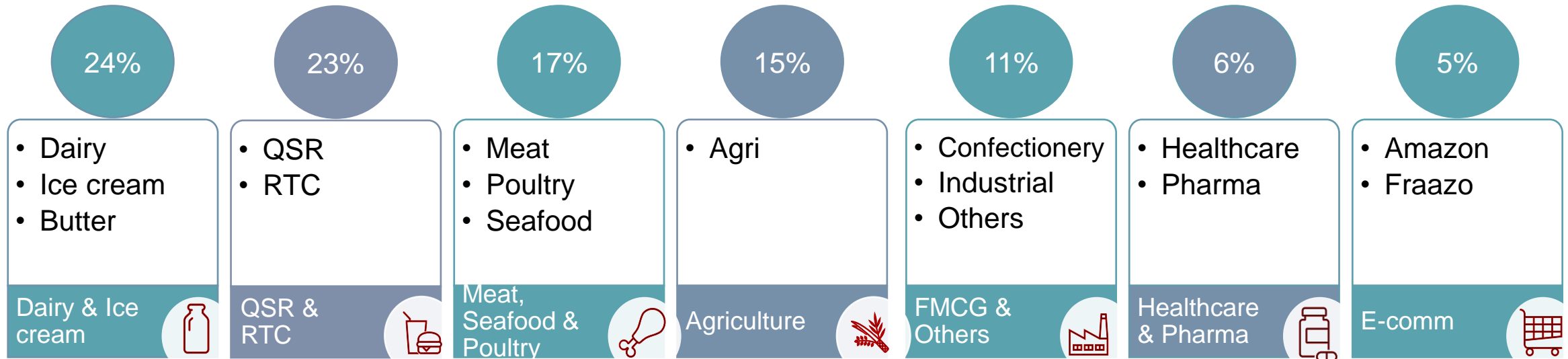
# Industry-wise Revenue

Category	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q	FY22	FY21	Y-o-Y
QSR & RTC	201	110	83%	172	17%	558	381	46%
Dairy & Ice Cream	206	129	59%	178	16%	573	436	31%
E-Commerce	39	29	37%	37	7%	133	86	55%
FMCG & Others	97	79	24%	81	20%	339	301	13%
Agriculture	127	108	18%	113	12%	417	377	11%
Meat, Seafood & Poultry	151	145	4%	129	17%	589	605	(3)%
Healthcare & Pharma	52	61	(15)%	58	(10)%	252	185	36%
<b>Revenue from operations</b>	<b>873</b>	<b>661</b>		<b>766</b>		<b>2,862</b>	<b>2,371</b>	

# Product Mix



## % of Sales for Q1 FY23






# Key Asset Details

## Warehouse Division

17  
Cities 


43\*  
Warehouses 


130k  
Pallet Capacity 

## Transport Division

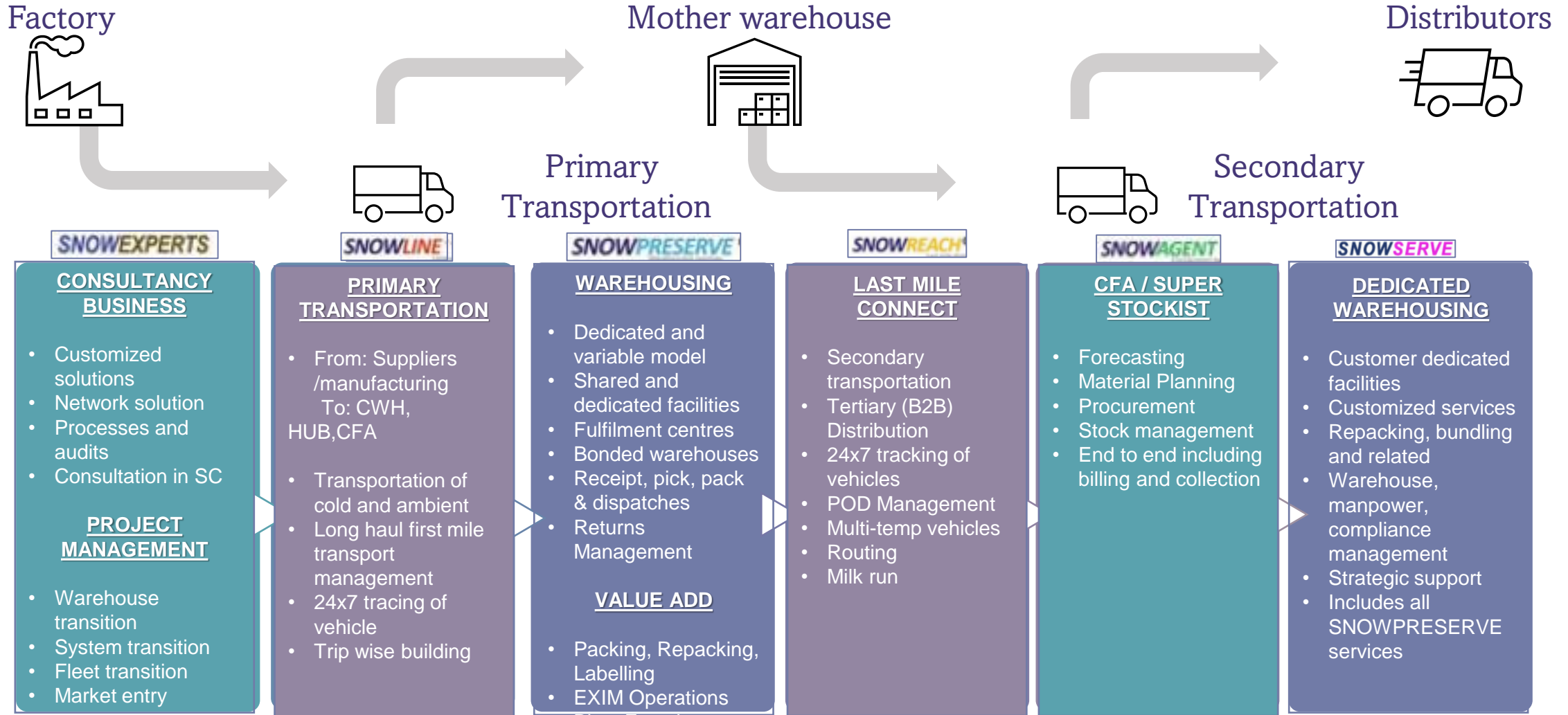
82  
Dedicated vehicles 

150+  
Vehicles on need basis

249  
Owned Vehicles 

481+  
Total Vehicles 

# Our Offerings



■ Warehousing Segment

■ Distribution Segment

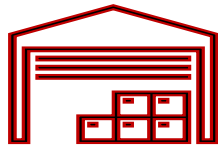
■ Value Added Services Segment



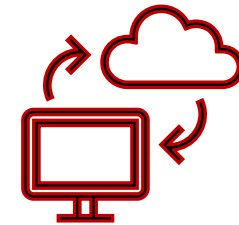
# Key Infrastructure Details

## WAREHOUSING

- 5 temperature zones (-25° C to +25° C)
- G+4, G+5 Racking system
- Multi-chamber facilities
- Dock-levellers for smoother operations
- Battery operated forklifts and reach-trucks
- 24 hours power backup
- Rooftop Solar Power
- Separate Quarantine zones



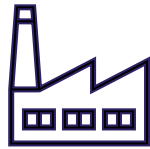
## IT INFRASTRUCTURE



- Command center manned 24/7/365
- Real time tracking and temperature monitoring in the supply chain
- Comprehensive inventory management
- E-mail and APP based alerts
- GPS enabled for real-time tracking
- Advanced data analytics

# Operational Performance for Q1FY23

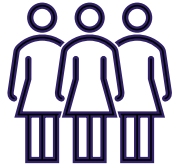
12  
Customer  
industries



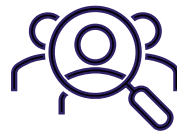
89%  
Capacity utilization



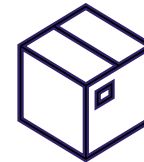
2200+  
Workforce



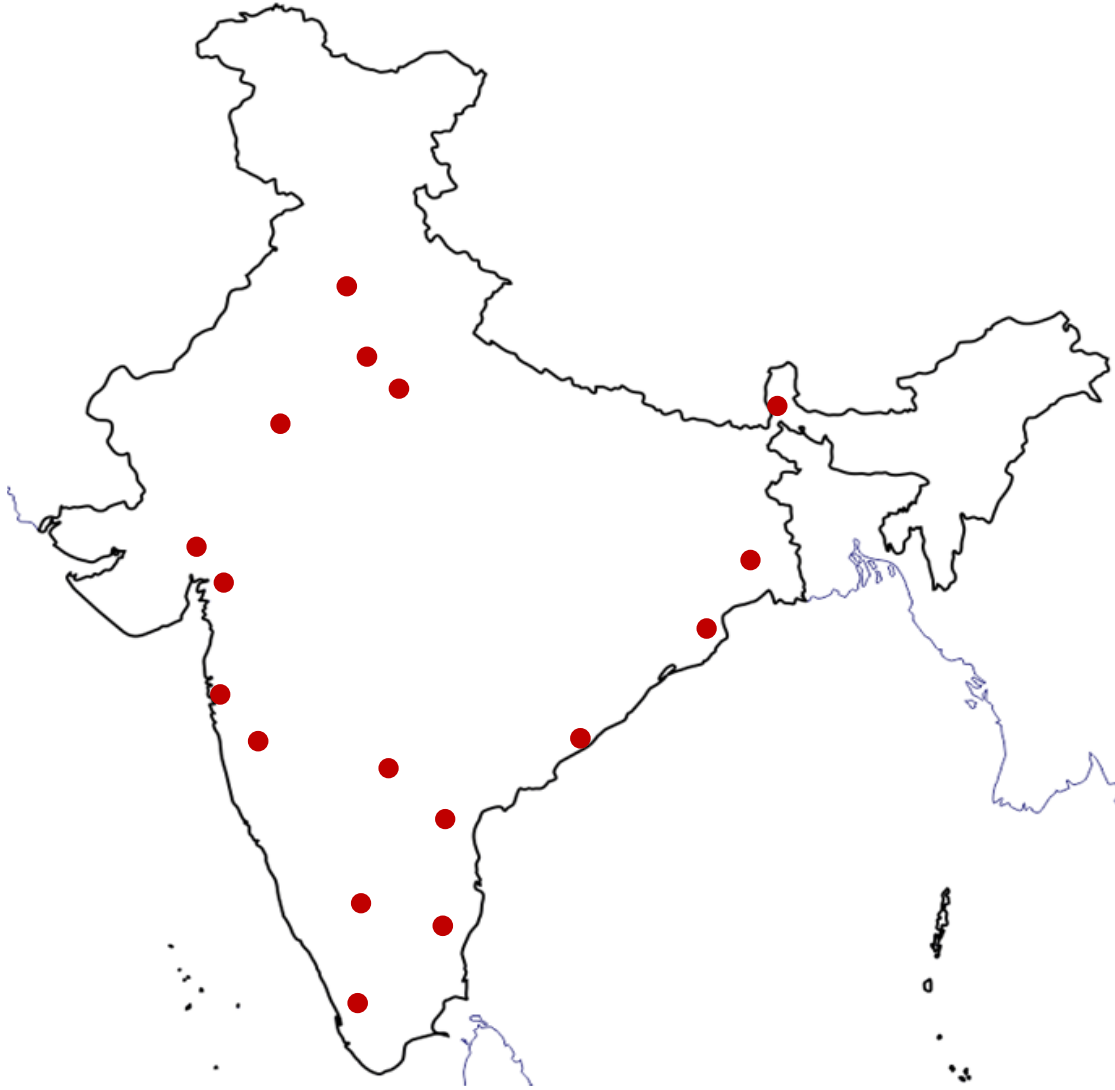
670+  
Customers



3,97,974  
Pallets handled



# Pallet Capacity: Geography-wise



#	Location	Capacity
1	Mumbai, Maharashtra	27,136
2	Chennai, Tamil Nadu	13,646
3	Bengaluru, Karnataka	11,710
4	Pune, Maharashtra	11,210
5	Kolkata, West Bengal	7,830
6	Visakhapatnam, Andhra Pradesh	7,270
7	Derabassi, Chandigarh	5,500
8	Surat, Gujarat	5,130
9	Kochi, Kerala	4,870
10	Hyderabad, Telengana	4,884
11	Krishnapatnam, Andhra Pradesh	4,740
12	Delhi	8,979
13	Siliguri, West Bengal	4,032
14	Coimbatore, Tamil Nadu	4,014
15	Bhubaneswar, Odisha	3,680
16	Jaipur, Rajasthan	3,620
17	Ahmedabad, Gujarat	1,950
	<b>Total</b>	<b>1,30,201</b>

# Growth Drivers and Key Developments (1/2)



## Focus on SnowServe and SnowPreserve

- Snowman has experience and competency to attract major E-comm customers for handling back-end fulfilment centres

**1** Dedicated fulfilment centre in Ahmedabad for Amazon (7.2k sft) commenced operations

**2** Under the SnowPreserve division, new warehouse (42k sqft) in Tauru, Gurugram is taken on Lease basis

**3** Started operations under SnowPreserve in a new warehouse in Hyderabad (9.0k sft) and Ahmedabad (4.5k sqft)

**4** SnowLink has contributed significantly to the revenue, doubling its share to 18% from 9% on Y-o-Y basis

# Growth Drivers and Key Developments (2/2)

## Focus on 'Value Added Services'



- We are focusing on VAS and to make its contributions significant in the overall revenue
- In this regard, we are actively looking at new opportunities in the VAS sector

**1** In-house development of documentation-automation system, Navision System

**2** Partnered with IFC to launch a global open call for innovators to bring sustainable temp-controlled logistics solutions

**3** Implemented digital smart lock system for all our shipments to ensure safety and security of the cargo

**4** Snowman has played an extensive role in Covid vaccine storage and distribution during the quarter

## STRATEGY



### NEW LOCATION

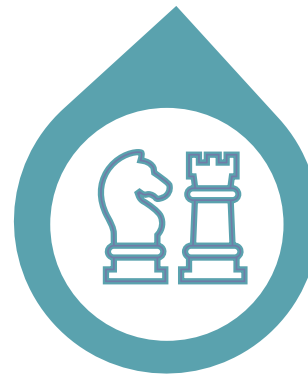
New Kolkata facility with 9,000 pallets in two phases being planned

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), ISO22000 (TUV- SUD) and FSSAI
- ③ In addition, specific locations have specialised certifications as required for various cargo profiles
  - 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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