

August 01, 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 ended JUNE 30, 2023

Kindly take the information on record.

Thanking You,

For Snowman Logistics Limited

BALA
KRISHNA
NAKKA
N. Balakrishna
Chief Financial Officer

Digitally signed by BALA KRISHNA NAKKA
DN: cn=BALA KRISHNA NAKKA,
ou=SNOWMAN LOGISTICS LIMITED,
o=SNOWMAN LOGISTICS LIMITED,
c=IN,
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serialNumber=6244a8d420d38d1738e7
a588a3cacc092ed953be579688de01a059
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Encl: as stated above



Corporate Office

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CIN: L15122KA1993PLC048636 T (080) 67693700 F (080) 67693700

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Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q1 FY24 Earnings Presentation
(1st August 2023)



SNOWMAN[®]

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

Snowman: Business Overview

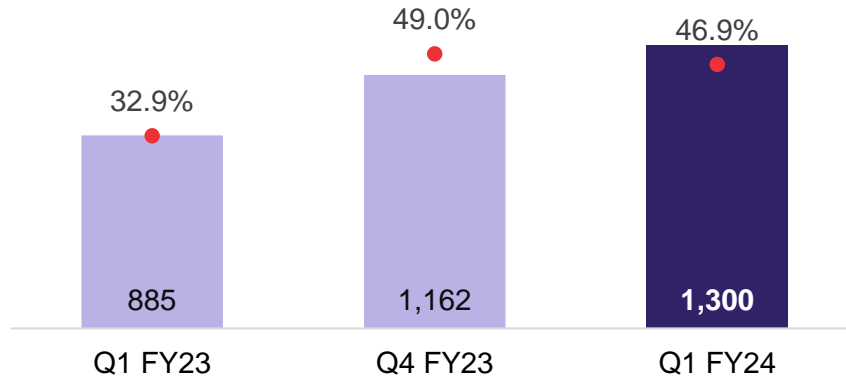


- Network Advantage - Ability to offer customers the **largest Pan-India cold chain network** for storage and distribution
- Expansion Plans – **Planned expansion** basis our customers' requirements to reach new markets & to address the demand of the **organised sector**
- Technology Driven - Snowman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

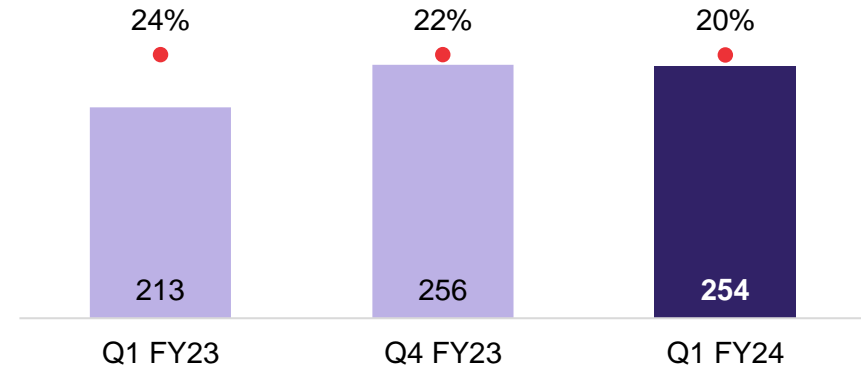
Performance Highlights: Q1 FY24

Rs. in mn

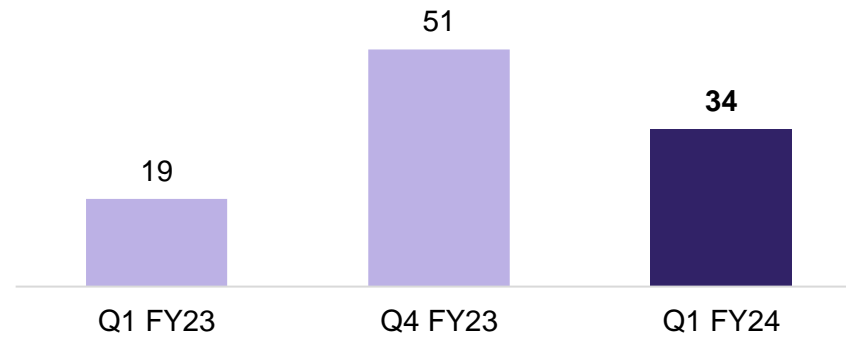
Income and Income Growth (YoY)



EBITDA and EBITDA Margin



Net Profit





Sunil Nair,
CEO & Whole-time director

We are pleased to announce that Snowman had a strong start to the year, demonstrating growth and a promising path for the company. Our total income for the quarter reached an impressive Rs. 1,300 million, with 46.9% increase on a YoY basis. This revenue growth can be attributed to our steadfast focus on providing top tier 5PL services. Additionally, we achieved a remarkable PAT of Rs. 34 million, showcasing growth rate of 79.4% compared to the same period last year. These results further validate the effectiveness of our strategic initiatives.

In Q1 FY24, we achieved several milestones, highlighting our dedication to operational excellence and customer satisfaction. Our Cheemasandra warehouse's recent attainment of the AA+ grade in BRCGS Certification exemplifies our unwavering commitment to upholding high-quality standards and ensuring safety. This remarkable achievement makes it the first cold storage facility in India to receive such prestigious recognition. To enhance our transportation capabilities, we added 20 new 40-foot trailers and 50 advanced reefer vehicles, improving our efficiency and product delivery security.

Looking ahead, we are optimistic about the prospects for the upcoming quarters and beyond. With a strong foundation and commitment to excellence, we are well-prepared to maintain our growth trajectory and consistently deliver outstanding results. In a rapidly evolving logistics industry, we remain steadfast in our commitment to lead through innovation and technological advancements. Thank you for the continued support and trust of our employees, customers, and stakeholders.

Key recent developments

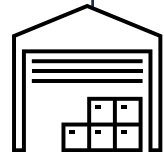
Cheemasandra warehouse recently received AA+ grade in BRCGS Certification

- The Cheemasandra warehouse, situated in Bangalore, Karnataka, has been awarded an AA+ grade by the Brand Reputation Compliance Global Standard (BRCGS), making it the first cold storage facility in India to achieve this prestigious recognition



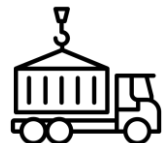
A warehouse with a capacity of 1,000 pallets built in Pune

- Snowman has inaugurated a state-of-the-art warehouse in Pune, with a capacity of 1,000 pallets. This facility is dedicated solely to serving Coca-Cola operations. The facility adheres to the highest industry standards for cold storage and temperature-controlled environments, ensuring the preservation of Coca-Cola's products at optimal conditions. Furthermore, this strategic collaboration between Snowman and Coca-Cola aims to enhance supply chain efficiency, reduce lead times, and improve overall operational performance. The warehouse's prime location in Pune provides excellent connectivity to major transportation routes, enabling seamless distribution of Coca-Cola products to various regions across India



Deployed 20 brand new 40-foot trailers and 50 brand new reefer Vehicles

- We are thrilled to announce the deployment of 20 brand new 40-foot trailers and 50 new reefer vehicles. This strategic move represents our commitment to expanding and enhancing our distribution capabilities in the region, enabling us to provide even more efficient and reliable services to our valued clients



End Customer Industry Revenue

Rs. in mn

Category	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23
QSR & RTC	277	201	38.0%	252	10.1%	912
Dairy & Ice Cream	488	206	137.0%	384	27.1%	1,297
E-Commerce	43	39	9.7%	40	6.9%	158
FMCG & Others	118	97	19.7%	104	10.6%	415
Agriculture	130	127	2.7%	107	21.9%	438
Meat, Seafood & Poultry	180	151	19.4%	180	0.1%	736
Healthcare & Pharma	52	52	0.6%	56	(6.6)	219
Revenue from operations	1,288	873	47.5%	1,123	14.6%	4,176

Financial statement

Rs. in mn

Category	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23
Revenue from contracts	1,288	873	47.5%	1,123	14.6%	4,176
Other Income	12	12	1.5%	39	(69.0)%	75
Total Income	1,300	885	46.9%	1,162	11.8%	4,252
COGS	363	-	nm	280	29.7%	787
Operating Expenses	458	471	(2.8)%	425	7.7%	1,700
Employee benefit expenses	91	83	9.6%	77	18.4%	340
Other Expenses	134	118	13.4%	125	7.0%	464
EBITDA	254	213	19.6%	256	(0.5)%	961
<i>Margin (%)</i>	19.6%	24.0%		22.0%		22.6%
EBIT	118	85	39.3%	125	(5.2)%	437
<i>Margin (%)</i>	9.1%	9.6%		10.7%		10.3%
PAT	34	19	79.4%	51	(33.7)%	134
<i>Margin (%)</i>	2.5%	2.1%		4.4%		3.2%

Segment Revenue



Rs. in mn

Segment	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23
Warehousing Services	557	502	11.1%	513	8.7%	2,056
Transportation Services	324	342	(5.3)%	311	4.2%	1,235
Trading And Distribution	407	-	nm	300	36.6%	856
Consignment Agency Services and Others	-	30	nm	-	nm	30
Total Revenue	1,288	873	47.5%	1,123	14.6%	4,176




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 19 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



762+
Customers



2400+
Workforce



4,14,449
Pallets handled
(1 April to 30 June 2023)

Key Asset Details

Warehouse Division

19



Cities

45



Warehouses

1,36,452



Pallet Capacity

Transport Division

103

Dedicated
vehicles

200+

Vehicles on
need basis



309

Owned
Vehicles



612+

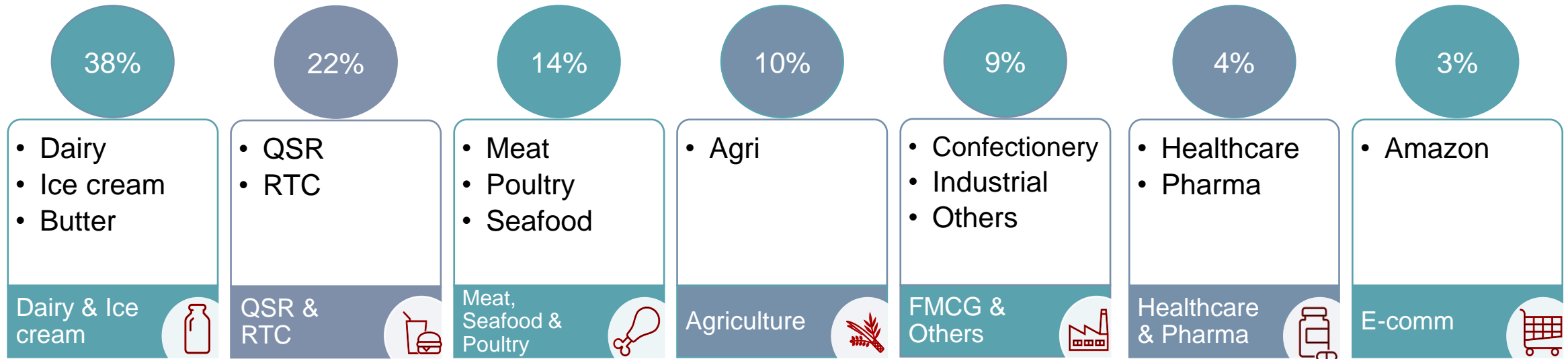
Total
Vehicles



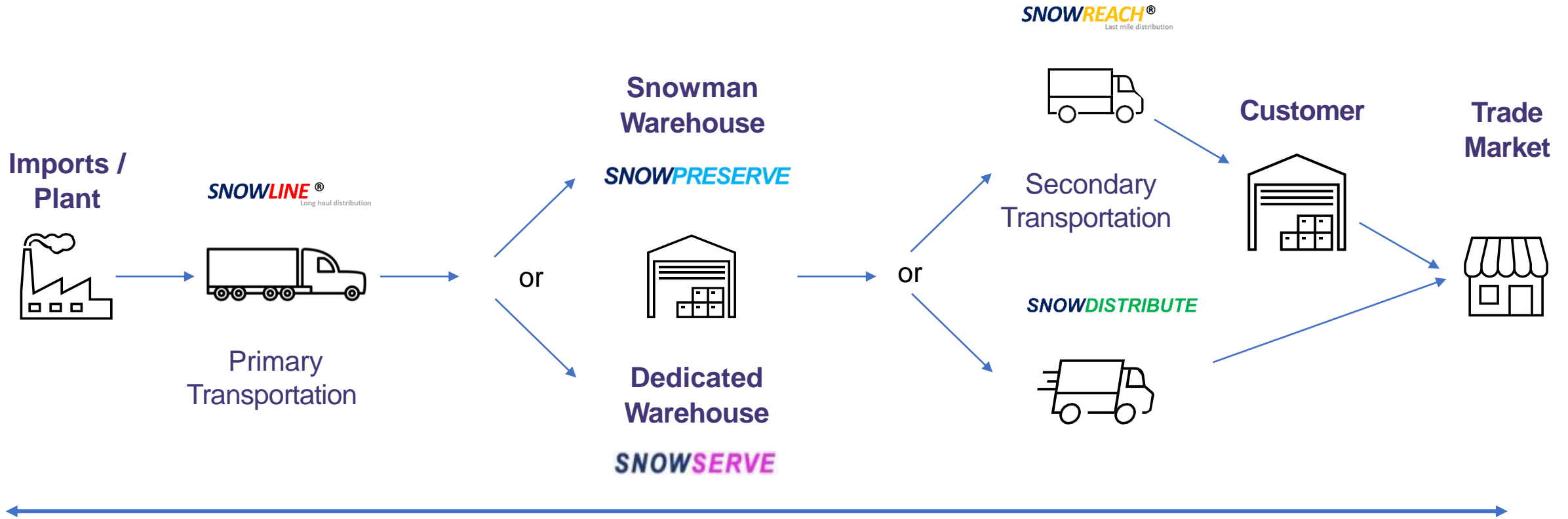
Product portfolio catering to major industry sectors



% of Sales for Q1 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

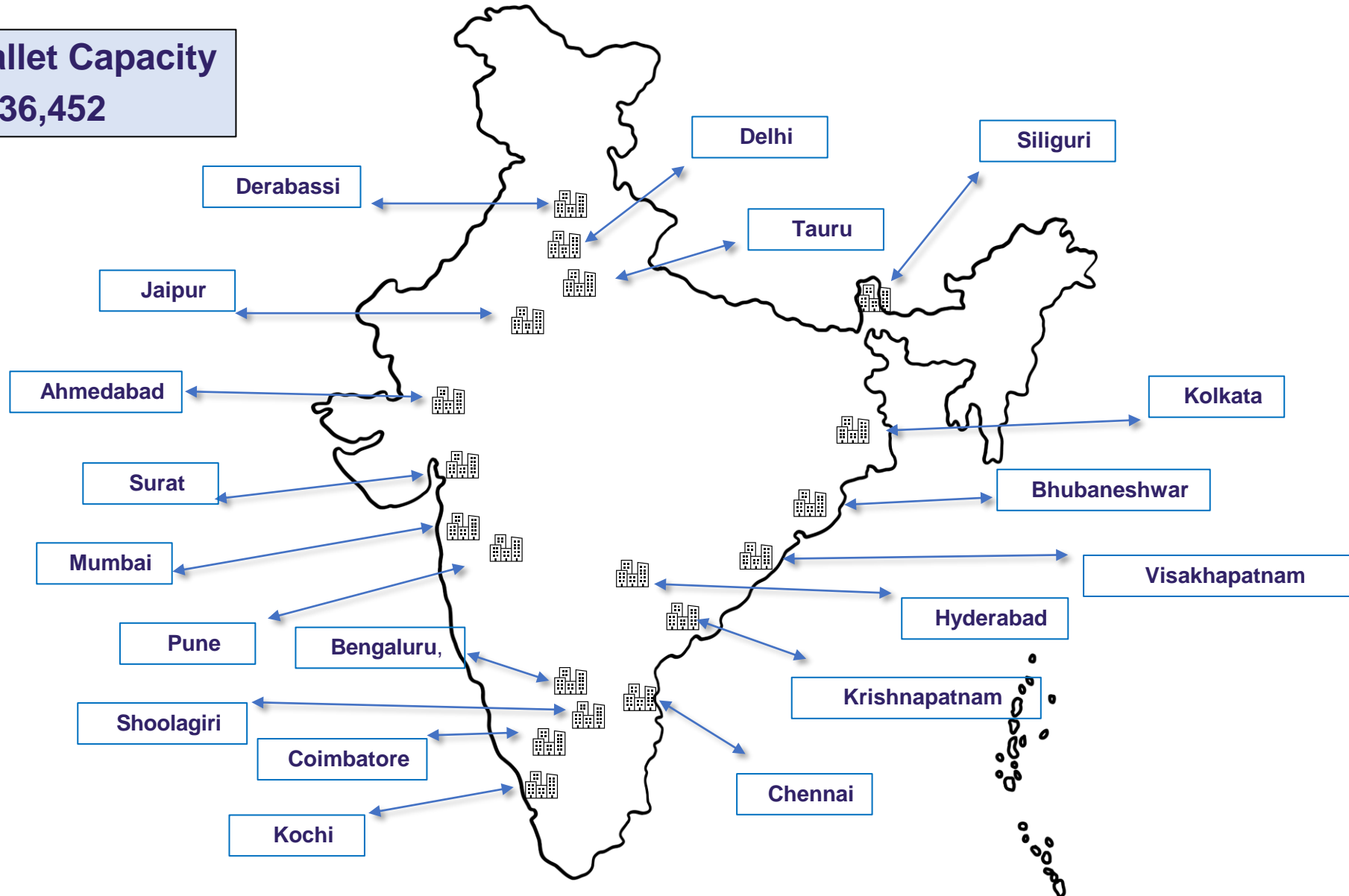
- Customer dedicated facilities
- Customized services
- Repacking, bundling and related
- Warehouse, manpower, compliance management
- Strategic support
- Includes all SnowPreserve services

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
1,36,452



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.

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