



August 08, 2024

**The General Manager,
Department of Corporate Services
National Stock Exchange of India Limited**
Exchange Plaza
Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra, Mumbai – 400 051
Scrip Code: [SNOWMAN]

**The Manager,
Department of Corporate Services
BSE Limited**
Floor 25, PhirozeJeejeebhoy Towers, Dalal
Street, Mumbai
Mumbai – 400 001
Scrip Code: 538635
Equity ISIN: INE734N01019

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation for the quarter ended June 30, 2024.

You are requested to take note of the same.

Thanking You,
Yours Faithfully,

For Snowman Logistics Limited

**Sohan Singh Dhakad
Company Secretary & Compliance Officer
ACS No. 63562**

Snowman Logistics Ltd.

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Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q1 FY25 Earnings Presentation
(8th August 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**

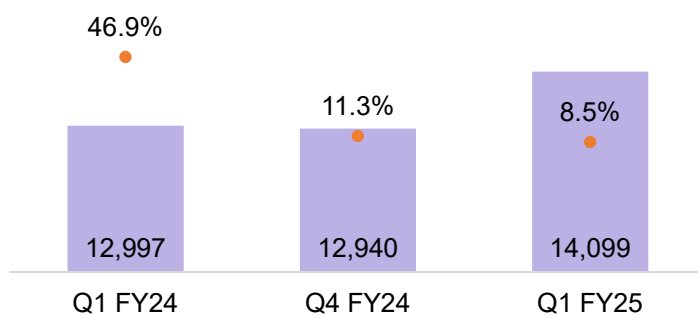


Performance Highlights: Q1 FY25

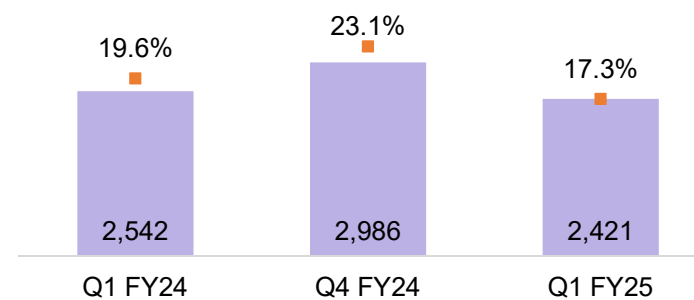


Rs. in lakhs

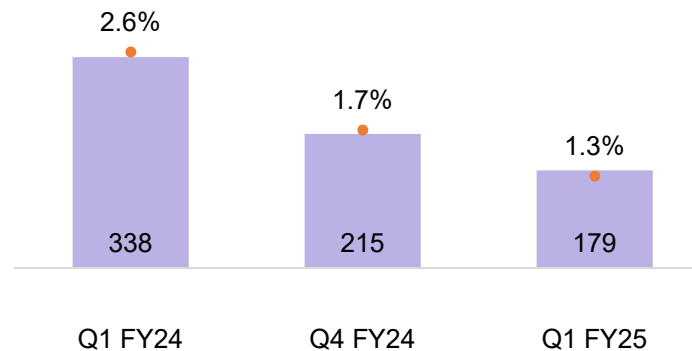
Income and Income Growth (YoY)



EBITDA and EBITDA Margin



Net Income and Margin



Management Commentary



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 outlook for the company. Our total income for the quarter reached Rs. 14,099 lakhs, reflecting an 8.5% increase on a year-over-year basis. Additionally, we achieved a PAT of Rs. 179 lakhs. This revenue growth is primarily attributed to our enhanced focus on 5PL services, which has enabled us to provide comprehensive logistics solutions that integrate transportation, warehousing, and supply chain management. These results further validate the effectiveness of our strategic initiatives.

In Q1 FY25, we made significant progress, underscoring our commitment to operational excellence and strategic expansion. Snowman Logistics was ranked as the 14th largest cold chain company globally by the Global Cold Chain Alliance (GCCA) based on storage capacity. We were honored to be recognized as the Best Cold Chain Service Provider and received the Logistics Champion award. We successfully organized our first-ever Regional Annual Strategy Meets, focusing on aligning regional strategies and enhancing collaboration, which underscores our commitment to strategic planning and achieving collective goals.

In compliance with FSSAI regulations, we conducted advanced FoSTaC training on warehousing and transportation, with 60 members across India becoming certified food safety supervisors, thereby enhancing our food safety standards. Looking ahead, we are optimistic about our growth prospects, driven by our strategic initiatives, innovation, and technological advancements. We remain grateful for the continued support of our employees, customers, and stakeholders.



Key recent developments

Snowman Recognized by GCCA for Global Cold Chain Excellence

- Snowman Logistics was ranked as the 14th largest cold chain company globally by the Global Cold Chain Alliance (GCCA), based on their storage capacity. The company also received three awards at the ISCM India Logistics Ranking & Awards Night 2024: Best Cold Chain Service Provider, Logistics Champion, and Logistics CEO of the Year awarded to Sunil Nair.



Elevating Standards: FoSTaC Training Excellence

- In line with the FSSAI regulations requiring at least one certified food safety supervisor for every 25 food handlers, Snowman conducted advanced FoSTaC training on warehousing and transportation on June 9, 2024. A total of 60 members from across India participated and were certified as food safety supervisors. This training helps ensure compliance and enhances the company's food safety standards



Strategic Synergy: Regional Meets Drive Company Goals

- Snowman successfully organized its first-ever Regional Annual Strategy Meets, focusing on aligning regional strategies and enhancing collaboration. The initiative highlighted the company's commitment to strategic planning and achieving collective goals



End Customer Industry Revenue

Rs. in lakhs

Category	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24	FY23	Y-o-Y
QSR & RTC	2,811	2,775	1.3%	2,663	5.6%	10,925	9,124	19.7%
Dairy & Ice Cream	6,042	4,882	23.8%	4,813	25.5%	18,355	12,974	41.5%
E-Commerce	418	428	-2.2%	391	7.1%	1,731	1,582	9.4%
FMCG & Others	1,304	1,161	12.3%	1,389	-6.1%	5,107	4,149	23.1%
Agriculture	1,357	1,305	4.0%	1,228	10.5%	4,888	4,382	11.5%
Meat, Seafood & Poultry	1,435	1,803	-20.4%	1,545	-7.1%	7,119	7,359	(3.3)%
Healthcare & Pharma	655	523	25.2%	626	4.6%	2,212	2,195	0.8%
Revenue from operations	14,022	12,877	8.9%	12,654	10.8%	50,337	41,765	

Financial statement



Rs. in lakhs

Category	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from contracts	14,022	12,877	8.9%	12,654	10.8%	50,337	41,765	20.5%
Other Income	77	120	(34.2)%	286	(72.4)%	677	751	(9.8)%
Total Income	14,099	12,997	8.5%	12,940	9.0%	51,014	42,516	20.0%
COGS	4,182	3,625	15.4%	3,235	29.3%	13,071	7,875	66.0%
Operating Expenses	5,002	4,579	9.2%	4,716	6.1%	18,508	17,001	8.9%
Employee benefit expenses	1,005	911	10.3%	856	(17.4)%	3,608	3,396	6.2%
Other Expenses	1,491	1,339	(11.4)%	1,148	(29.9)%	4,995	4,637	7.7%
EBITDA	2,421	2,542	(4.8)%	2,985	(18.9)%	10,832	9,607	12.8%
<i>Margin (%)</i>	17.3%	19.6%		23.1%		21.2%	22.6%	
EBIT	850	1,181	(28.0)%	1,413	(39.8)%	4,905	4,372	12.2%
<i>Margin (%)</i>	6.1%	9.1%		10.9%		9.6%	10.3%	
PAT	179	338	(47.1)%	215	(16.72)%	1,271	1,340	(5.1)%
<i>Margin (%)</i>	1.3%	2.5%		1.7%		2.5%	3.2%	

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



Segment Revenue



Rs. In lakhs

Segment	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Warehousing Services	5,927	5,571	6.4%	5,700	4.0%	22,743	20,563	10.6%
Transportation Services	3,519	3,237	8.7%	3,387	3.9%	13,060	12,347	5.8%
Consignment Agency Services and Others	-	-	nm	-	nm	14,534	8,558	69.8%
Trading And Distributions	4,576	4,068	12.5%	3,567	28.3%	-	296	nm
Total Revenue	14,022	12,877	8.9%	12,654	10.8%	50,337	41,765	20.5%



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



91%
Capacity
utilization



840+
Customers



2,600+
Workforce



4,21,382
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



277

Owned
Vehicles



575+

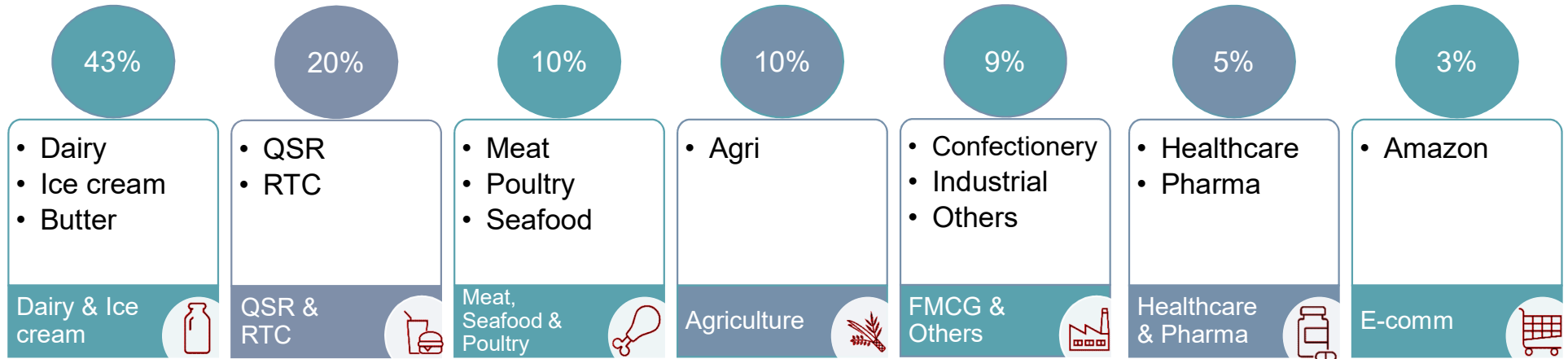
Total
Vehicles



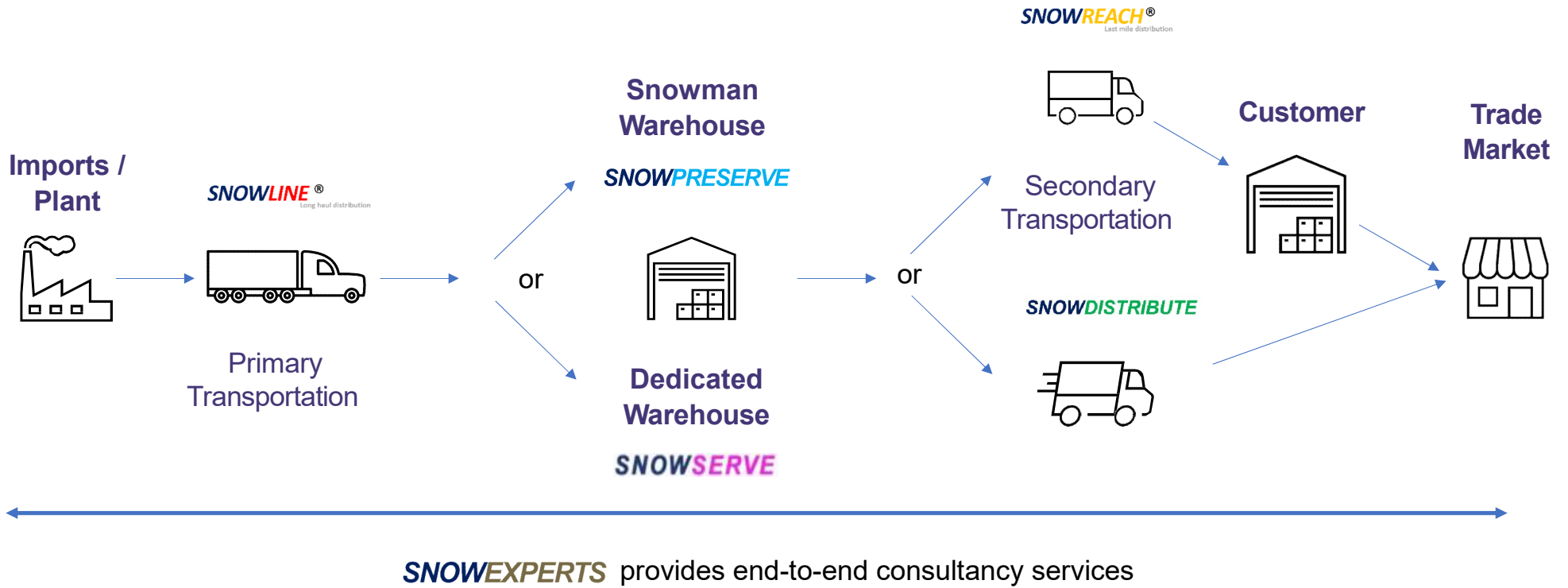
Product portfolio catering to major industry sectors



% of Sales for Q1 FY25



Integrated offerings across value chain



■ Warehousing Segment

■ Distribution Segment

■ Value Added Services Segment

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)

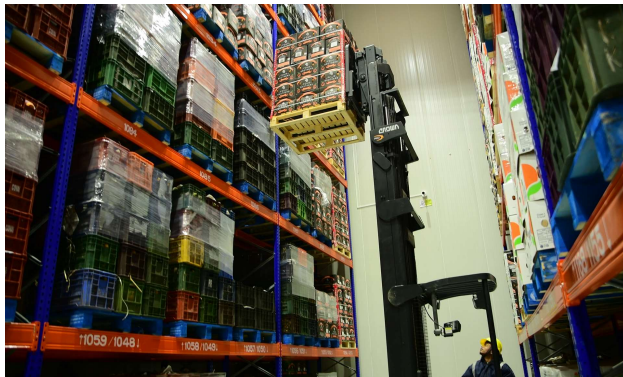
SNOWDISTRIBUTE

- 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

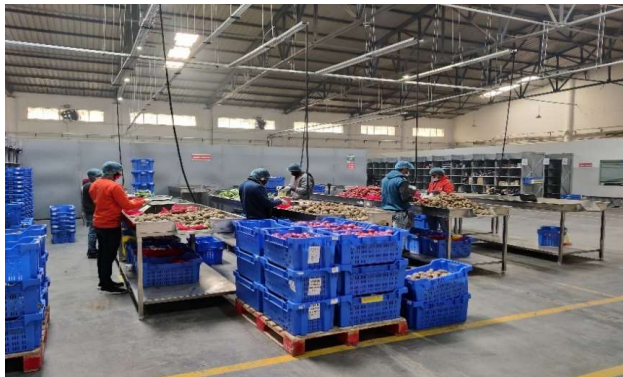
- Packing, repacking, labelling
- EXIM operations
- Blast freezing

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

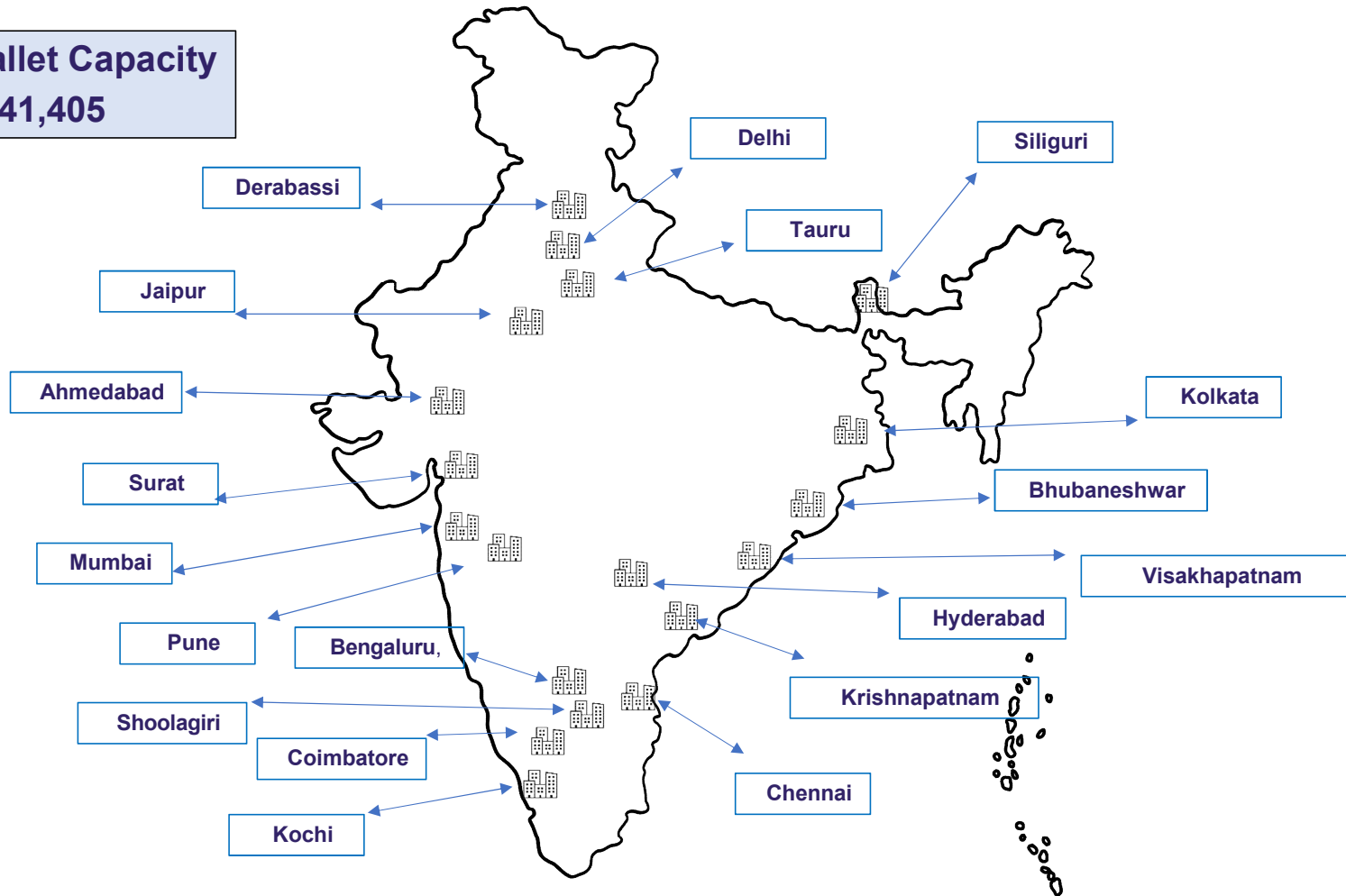
- Customer dedicated facilities
- Customized services
- Repacking, bundling and related
- Warehouse, manpower, compliance management
- Strategic support
- Includes all SnowPreserve services

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



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



Under Construction:

Kolkata Phase -1
(Pallets 5,829)
Lucknow
(Pallets 4,710)

Under Discussion:

Krishnapatnam
(Pallets 5,700)

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
 - Food Safety System (FSSC)
- 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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