

April 25, 2022

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

Please find attached the Investor Presentation- March 2022 .

Kindly take the information on record.

For Snowman Logistics Limited



A. M. Sundar
Chief Financial Officer, Company Secretary & Compliance Officer



Encl: as stated above



Corporate Office

Snowman Logistics Ltd.

No: 54, Old Madras Road, Virgo Nagar, Bangalore - 560 049, Karnataka

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

Regd. Office : Plot No. M-8, Talaja Industrial Area, MIDC, Raigad, Navi Mumbai, Maharashtra-410208

CIN: L15122MH1993PLC285633 T+91 22 39272004 E info@snowman.in W www.snowman.in

Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Earnings Presentation

(Q4 and Full Year FY22)



SNOWMAN[®]

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

FY22 Highlights

Total Income

Rs. 2,902 mn

EBITDA

Rs. 738 mn

PAT

Rs. 17 mn

Warehousing

Contributes to 65% of the revenue for the year and has registered a growth of 15% on a Y-o-Y basis

EBIT Margin

7.7%

EBITDA Margin

25.4%

PAT Margin

0.6%

Transportation

Contributes to 35% of the revenue for the year and has registered a growth of 34% on a Y-o-Y basis

Total Income
Change (Y-o-Y)

20.6%

EBITDA
Change (Y-o-Y)

7.8%

PAT
Change (Y-o-Y)

27x

Industry wise Revenue Share

Significant growth contributors are:

Meat, Seafood & Poultry: 21%

Dairy & Ice Cream: 20%

QSR & RTC: 20%

Q4 FY22 Highlights

Total Income

Rs. 780 mn

EBITDA

Rs. 180 mn

PAT

Rs. (2) mn

Warehousing

Contributes to 61% of the revenue for the period and has registered a growth of 17% on a Y-o-Y basis

EBIT Margin

6.6%

EBITDA Margin

23.1%

PAT Margin

(0.3)%

Transportation

Contributes to 39% of the revenue for the period and has registered a growth of 24% on a Y-o-Y basis

Total Income
Change (Y-o-Y)

19.8%

EBITDA
Change (Y-o-Y)

1.1%

PAT
Change (Y-o-Y)

48%

Industry wise Revenue Share

Significant growth contributors are:
Dairy & Ice Cream: 23%
QSR & RTC: 22%

Management Commentary

Sunil Nair, CEO & Whole-time director

“We have registered a healthy topline growth of 20% both on Y-o-Y and Q-o-Q basis. This performance is a testimony to our agility and adaptability to emerging needs.

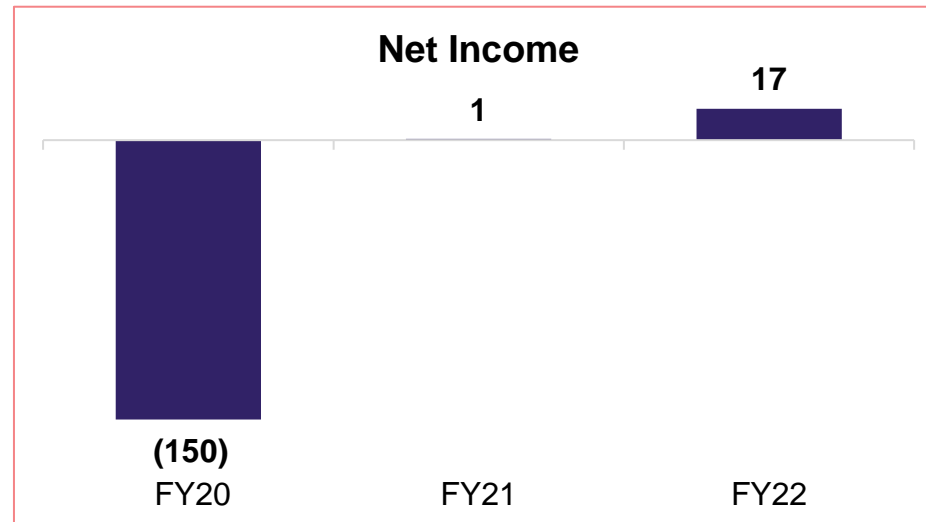
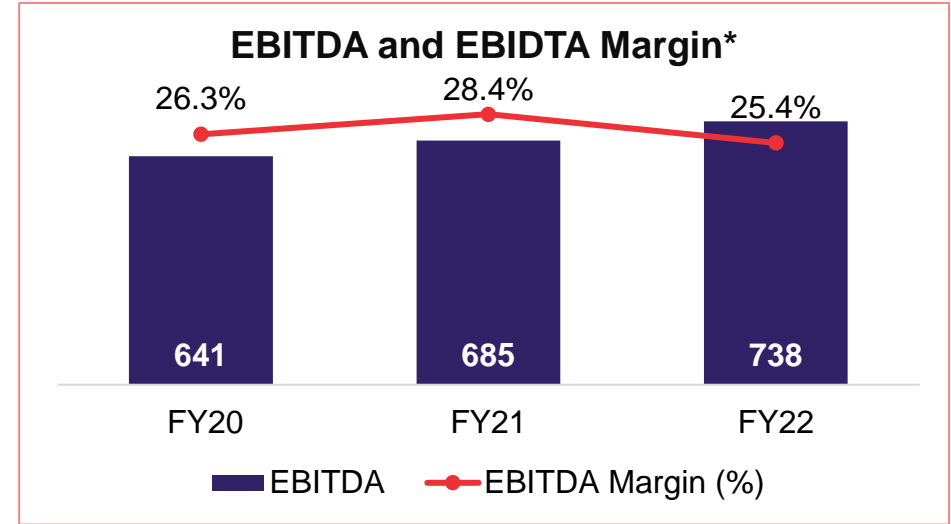
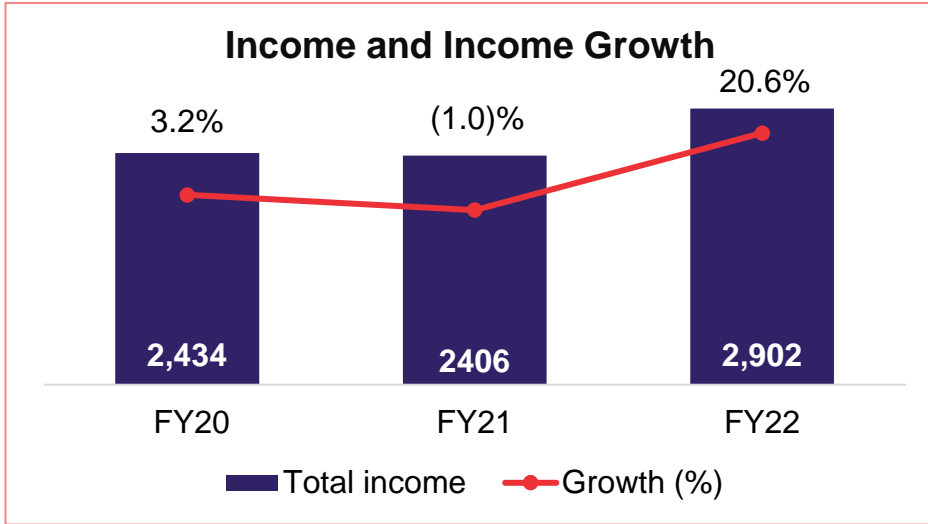
We made our Pune Amazon facility operational this quarter. Also, our Coimbatore facility is now operational. Our SnowLink technology platform has also streamlined and has helped us generate reasonable revenue in Q4. We will continue to focus utilisation of new capacities and optimisation of SnowLink platform.

We are experiencing good growth in E-commerce, Ice Cream, Meat & Seafood and Ready to cook segments. We have aligned our capacities and processes to meet the growing requirements of our customers.”



- 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**

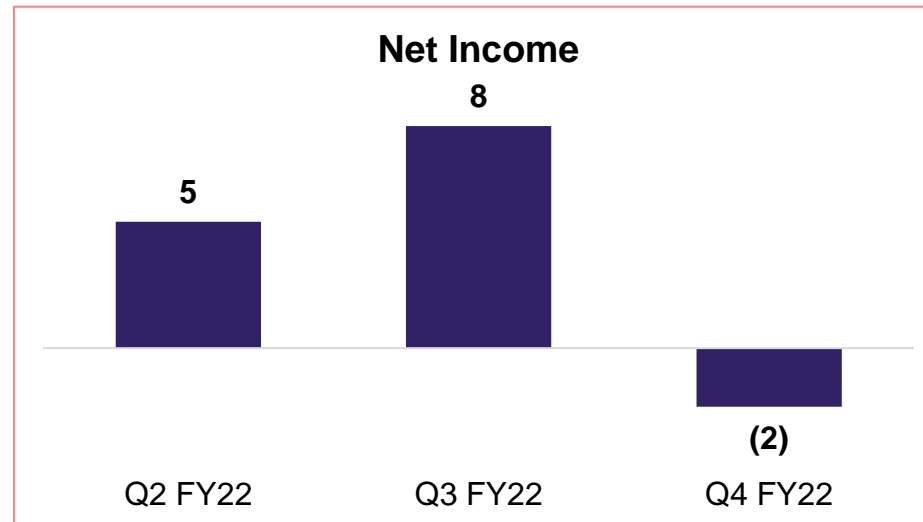
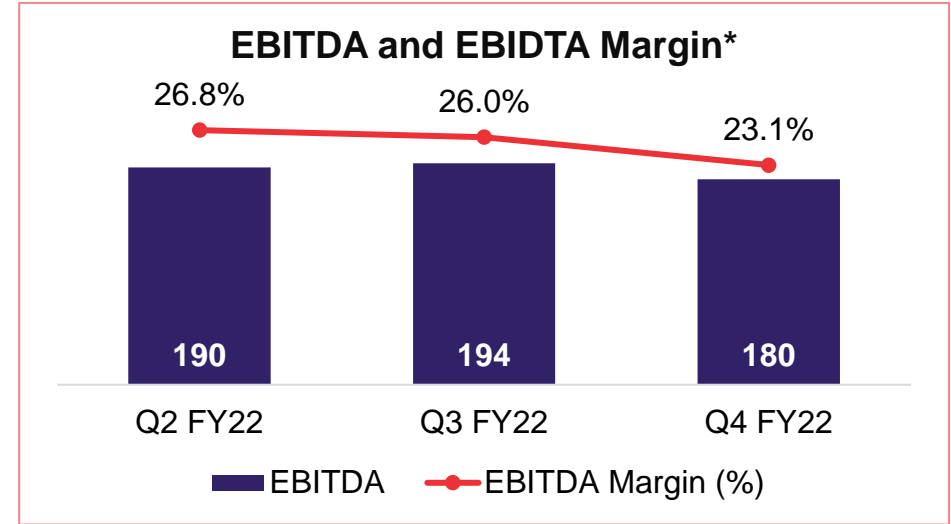
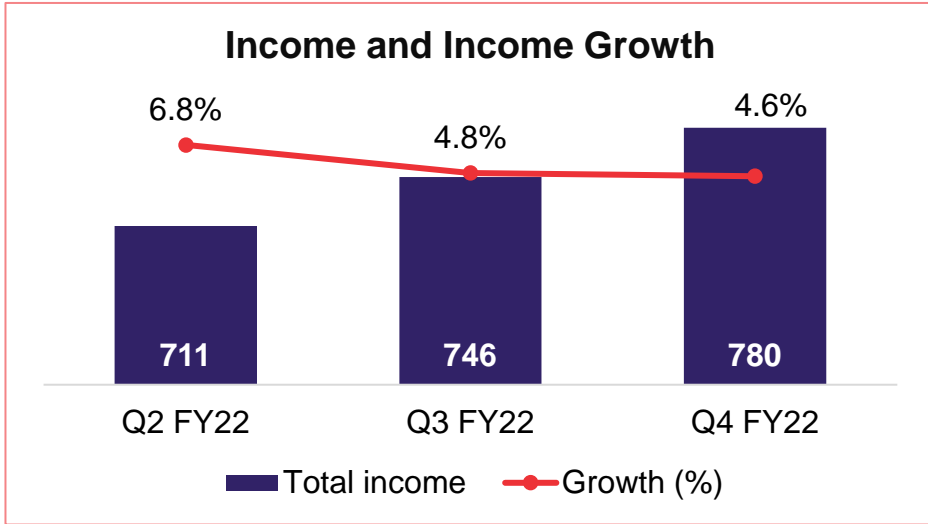
Key Financials: FY22



Rs. in mn

*Includes write-off of QIP expenses

Key Financials: Q4 FY22



Rs. in mn

*Includes write-off of QIP expenses

Financial Statement



Category	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	766	641	19.5%	734	4.4%	2,862	2,371	20.5%
Other Income	14	10		12		41	35	
TOTAL INCOME	780	651	19.8%	746	4.6%	2,902	2,406	20.5%
Operating Expenses	410	337	21.5%	379	8.3%	1,458	1,144	27.4%
Employee Costs	70	62	13.1%	62	12.2%	272	242	12.5%
Other Expenses	120	74	62.4%	111	8.7%	435	337	28.8%
EBITDA	180	178	1.1%	194	(7.2)%	738	685	7.8%
<i>Margin (%)</i>	23.1%	27.3%		26.0%		25.4%	28.4%	
EBIT	51	59	(12.5)%	59	(12.6)%	224	195	15.2%
<i>Margin (%)</i>	6.6%	9.0%		7.9%		7.7%	8.1%	
PROFIT AFTER TAXES	(2)	(4)	48.0%	8	<i>nm</i>	17	1	<i>nm</i>
<i>Margin (%)</i>	(0.3)%	(0.6)%		1.1%		0.6%	0.0%	

Rs. in mn



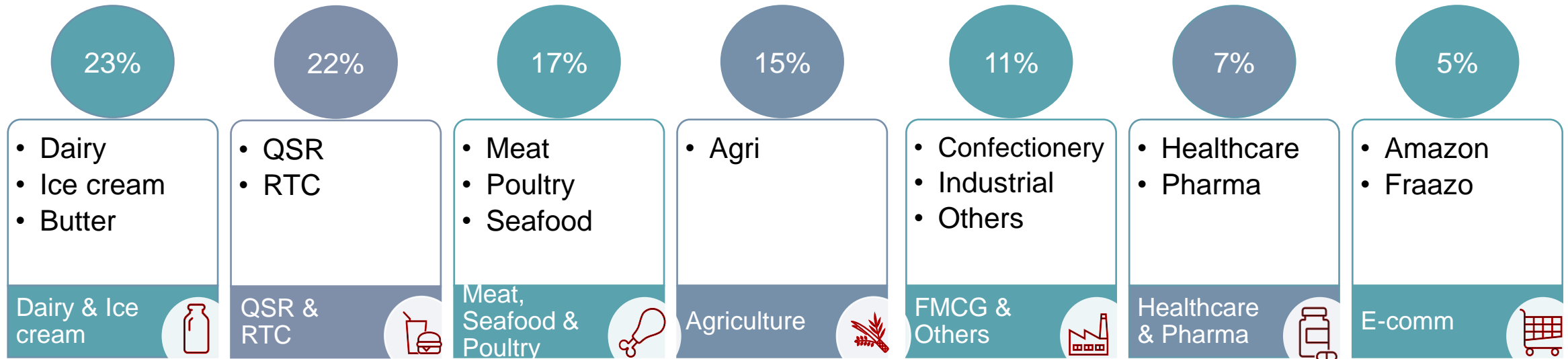
Industry-wise Revenue

Category	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
QSR & RTC	129	148	(13)%	152	(16)%	589	608	(3)%
Healthcare & Pharma	172	116	48%	149	15%	564	385	46%
E-Commerce	178	134	33%	136	31%	575	438	31%
Dairy & Ice Cream	113	94	20%	101	12%	419	374	12%
Agriculture	83	72	15%	93	(11)%	332	287	16%
FMCG & Others	56	51	10%	64	(13)%	246	181	35%
Meat, Seafood & Poultry	37	27	38%	39	(6)%	139	98	42%
Revenue from operations	766	641		734		2,862	2,371	

Product Mix



% of Sales for Q4 FY22



Key Asset Details

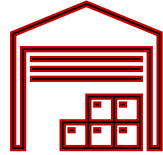
17

Cities



36

Facilities



117.5k

Pallet Capacity



Warehouse Division

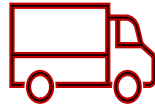
73

Dedicated
vehicles

Snowlink

125+

Vehicles on
need basis



251

Owned
Vehicles



449+

Total
Vehicles



Transport Division

SNOWSERVE

5

Facilities

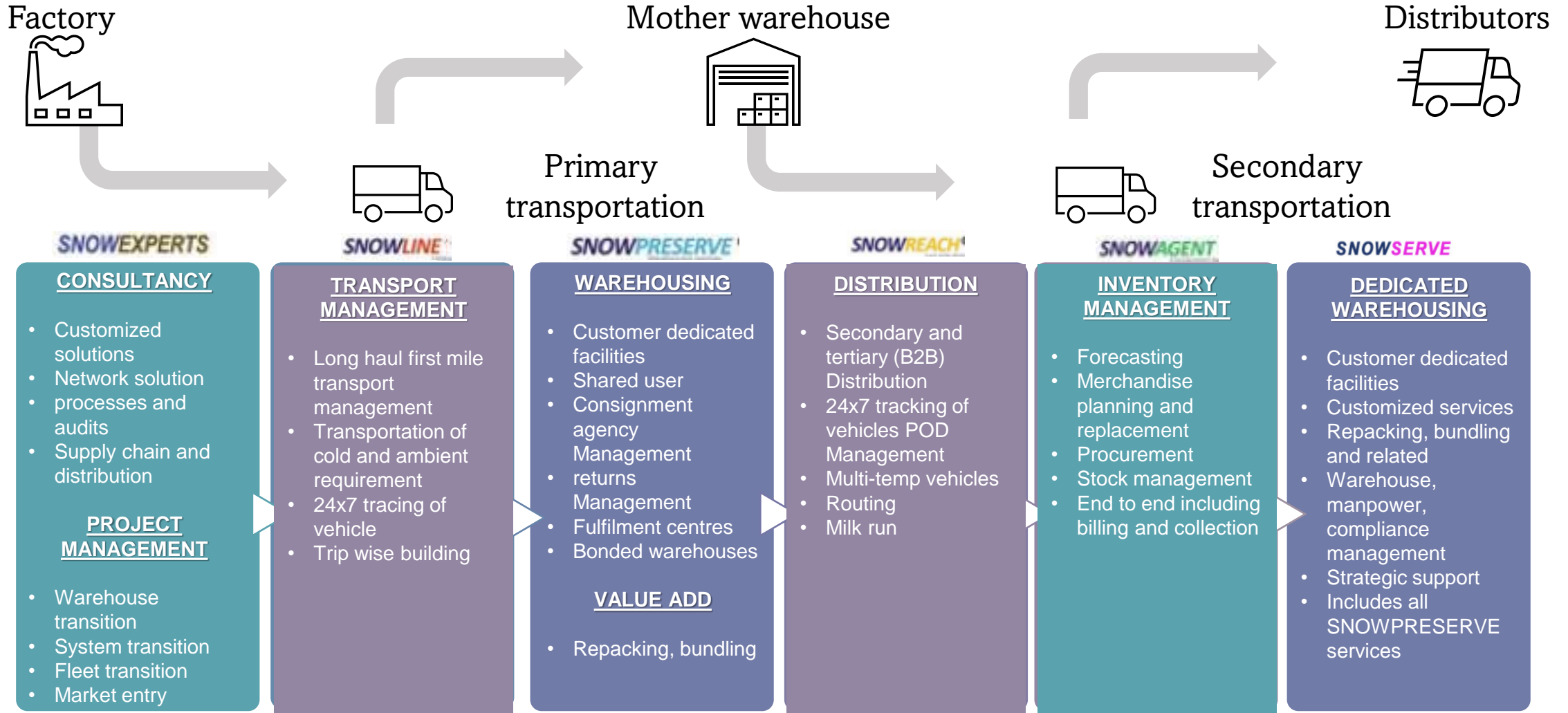
137.9k sft

Area



SnowServe Division

Our Offerings



Warehousing Segment

Distribution Segment

Value Added Services Segment

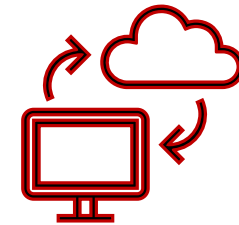
Key Infrastructure Details

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
- Separate Quarantine zones



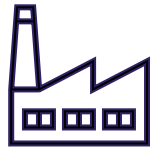
IT INFRASTRUCTURE



- 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 FY22

12
Customer
industries



89%
Capacity utilization



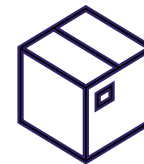
2100+
Workforce



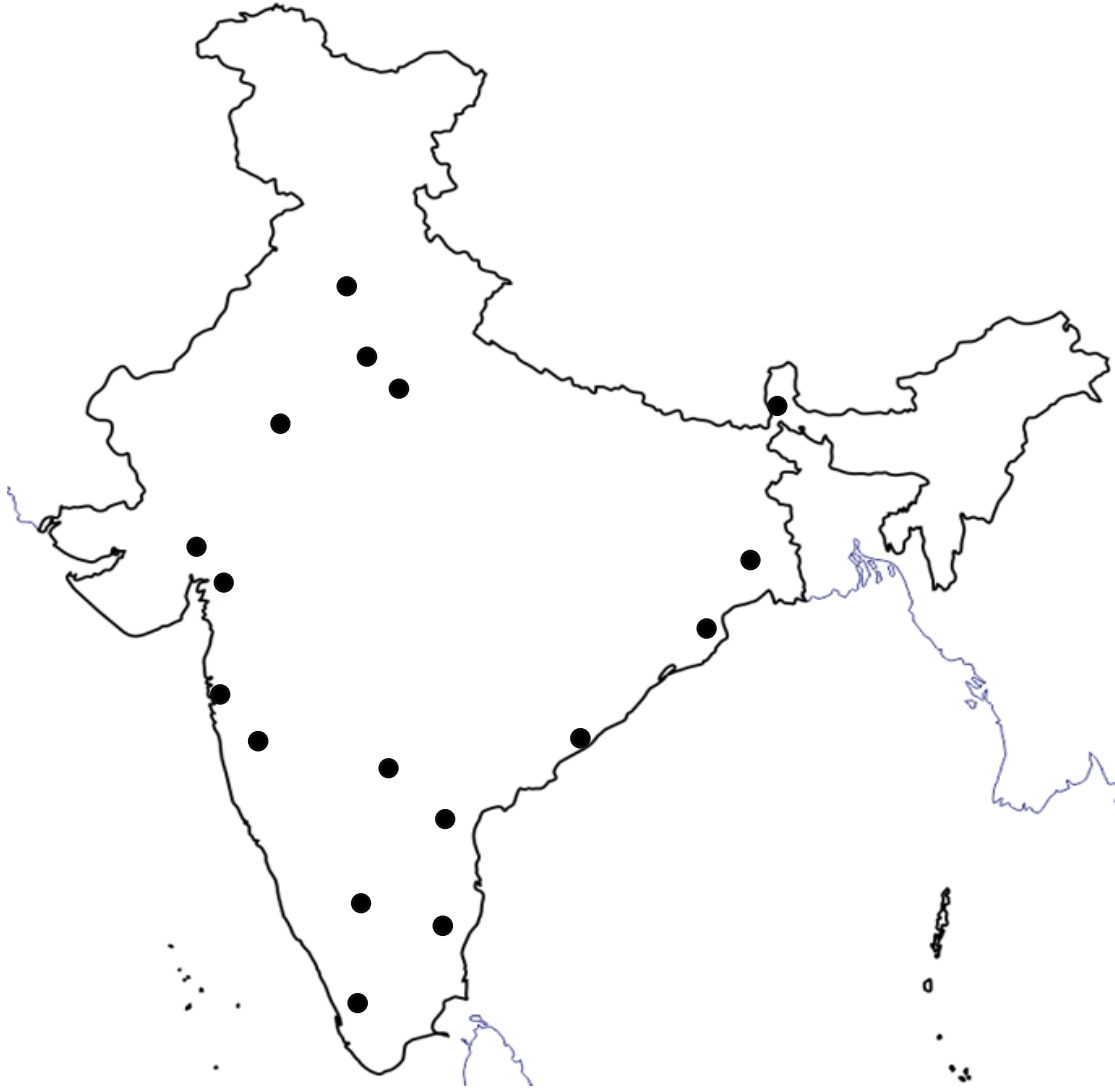
660+
Customers



13,61,006
Pallets handled



Pallet Capacity: Geography-wise



#	Location	Capacity
1	Mumbai, Maharashtra	24,392
2	Chennai, Tamil Nadu	13,646
3	Bengaluru, Karnataka	10,410
4	Pune, Maharashtra	8,570
5	Kolkata, West Bengal	7,830
6	Visakhapatnam, Andhra Pradesh	7,270
7	Derabassi, Chandigarh	5,592
8	Surat, Gujarat	5,130
9	Kochi, Kerala	4,870
10	Krishnapatnam, Andhra Pradesh	4,740
11	Hyderabad, Telengana	4,344
12	Siliguri, West Bengal	4,032
13	Ballabgarh, Delhi	4,030
14	Coimbatore, Tamil Nadu *	4,014
15	Bhubaneswar, Odisha	3,680
16	Jaipur, Rajasthan	3,620
17	Ahmedabad, Gujarat	1,356
Total		1,17,526

* New Unit in Q4 FY22

Growth Drivers and Key Developments (1/4)

Capacity Expansions



- In order to meet the growing demand from multiple product categories, we plan to expand our warehouse capacity and also cover a wider geographical area
- The proposed expansion will further strengthen the leadership position

1 New Warehouse in Coimbatore with a pallet capacity of 4,014 units

2 Addition of new multi-temperature CNG trucks. We remain committed to focus on sustainability

3 Shifted our Amazon operations at Mumbai to a larger facility of 45,000 sqft

4 Started operations at our new temperature - controlled warehouse at Siliguri with a capacity of 4,032 pallets

Growth Drivers and Key Developments (2/4)

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

Growth Drivers and Key Developments (3/4)

Focus on SnowServe

SNOWSERVE

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

1

Partnered with Fraazo, Bangalore for their further fulfillment center(8,000 Sqft)

2

Partnered with Fraazo, Pune for their further fulfillment center(9,000 Sqft)

3

Partnered with Amazon, Pune to operate their Perishable Hub (12,000 sqft)

4

Partnered with Impelpro, Bangalore for their further fulfillment center(10,000 Sqft)

Growth Drivers and Key Developments (4/4)

Focus on SnowServe

SNOWSERVE

5

Dedicated fulfilment centre in Ahmedabad for Amazon (7,233 sft) Is under construction

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

STRATEGY



NEW LOCATION

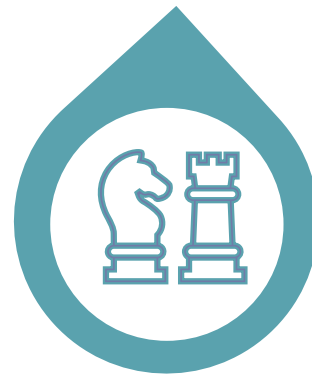
New Kolkata facility with 9,000 pallets in two phases being planned

To continue focusing warehousing and value adds, while maximising revenue through SnowLink platform



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.

For further information, please contact:

A M Sundar

Snowman Logistics Limited

+91 80 6769 3700

investorrelations@snowman.in

Anvita Raghuram / Bijay Sharma

Churchgate Partners

+91 22 6169 5988

snowman@churchgatepartners.com





SNOWMAN LOGISTICS LIMITED

Reg office: Plot No. M-8, Taloja Industrial Area, MIDC,
Raigad, Navi Mumbai Mumbai Raigarh MH 410206 IN

Corporate office: No. 54, Old Madras Road,
Virgo Nagar, Bangalore, India - 560 049

Phone: +91 80 6769 3700

investorrelations@snowman.in | www.snowman.in