



January 27, 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- December 2021

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.

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Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Earnings Presentation

(Q3 and 9M FY22)



SNOWMAN[®]

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

9M FY22 Highlights

Revenue

Rs. 2,095 mn

EBITDA

Rs. 558 mn

PAT

Rs. 19 mn

Warehousing

Contributes to 66% of the revenue for the period and has registered a growth of 14% on a Y-o-Y basis

EBIT Margin

8.2%

EBITDA Margin

26.3%

PAT Margin

0.9%

Transportation

Contributes to 34% of the revenue for the period and has registered a growth of 38% on a Y-o-Y basis

Revenue
Change (Y-o-Y)

21.0%

EBITDA
Change (Y-o-Y)

10.1%

PAT
Change (Y-o-Y)

295.9%

Industry wise Revenue Share

Significant growth contributors are:
Meat, Seafood & Poultry: 22%
Dairy & Ice Cream: 19%

Management Commentary

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

“During the quarter, we registered a topline growth of 22% on Y-o-Y basis. Our growth continues to be broad-based across all our key markets and service offerings.

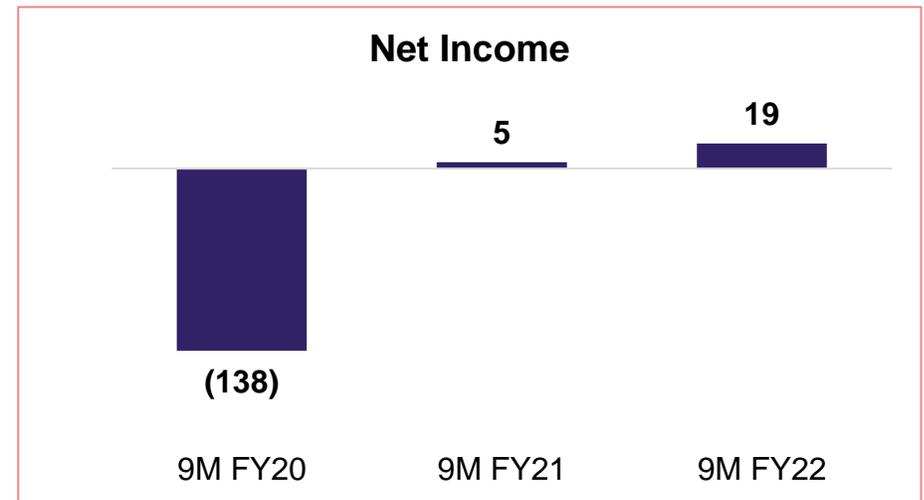
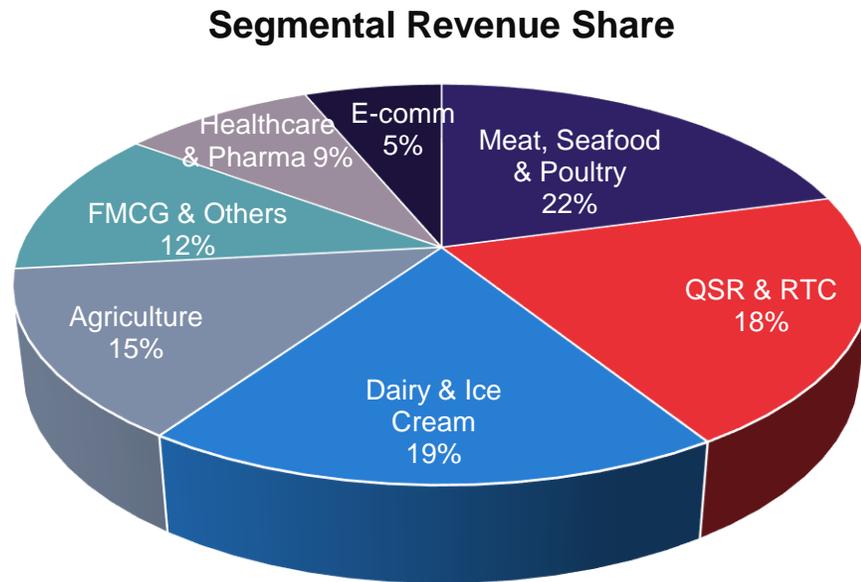
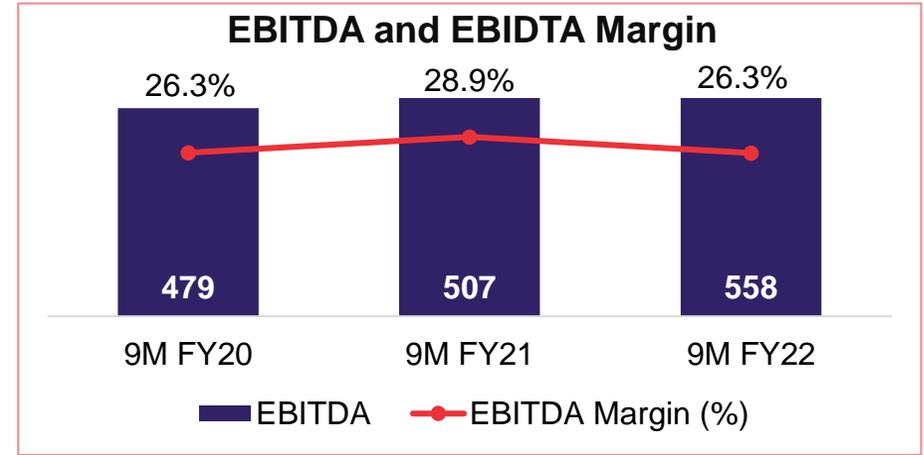
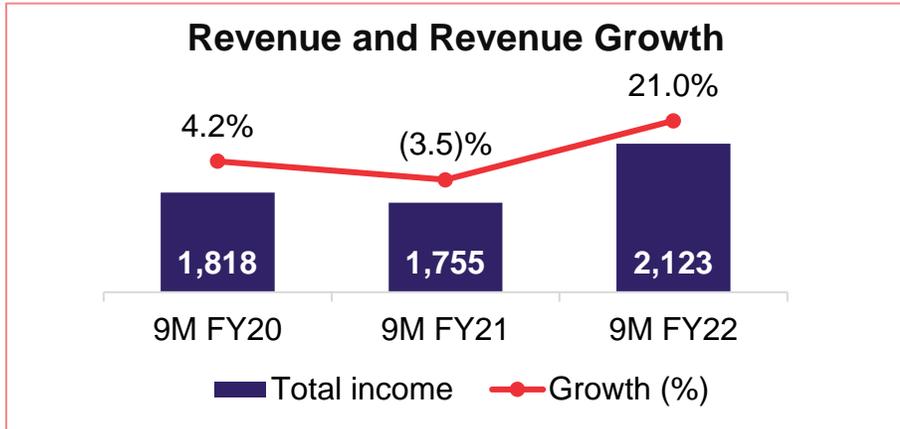
In warehousing, we have reinforced our focus on E-commerce and Pharmaceutical industry. Our tech platform Snowlink has onboarded 110 transport partners and on an average we are using 150 trucks.

The Indian Cold Chain Logistics Market will continue to register a strong growth owing to the increasing demand for cold chain storage facilities, to handle temperature-sensitive products due to the growth in the pharma sector. This expected growth of the industry will strengthen our resolve to provide good value propositions to 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: 9M FY22



Financial Statement



Category	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q	9M FY22	9M FY21	Y-o-Y
Revenue from Operations	734	602	22.0%	701	4.8%	2,095	1,730	21.0%
Other Income	12	10		10		27	25	
TOTAL INCOME	746	611	22.0%	711	4.8%	2,123	1,755	21.0%
Operating Expenses	379	293	29.3%	341	11.1%	1,048	804	30.3%
Employee Costs	62	59	6.1%	72	(14.1)%	203	181	12.3%
Other Expenses	111	85	29.8%	108	2.8%	314	263	19.3%
EBITDA	194	175	11.2%	190	2.0%	558	507	10.1%
<i>Margin (%)</i>	26.0%	28.6%		26.8%		26.3%	28.9%	
EBIT	59	54	8.8%	62	(5.4)%	173	136	27.1%
<i>Margin (%)</i>	7.9%	8.8%		8.7%		8.2%	7.8%	
PROFIT AFTER TAXES	8	14	(42.0)%	5	75.8%	19	5	295.9%
<i>Margin (%)</i>	1.1%	2.3%		0.7%		0.9%	0.3%	

Rs. in mn



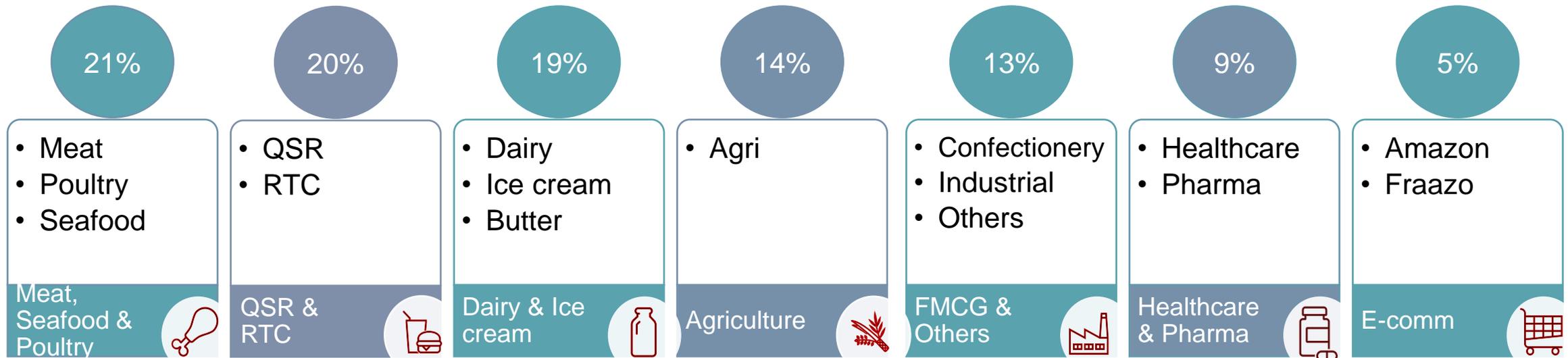
Industry wise Revenue

Category	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q	9M FY22	9M FY21	Y-o-Y
QSR & RTC	149	98	52%	127	17%	386	265	46%
Healthcare & Pharma	64	48	33%	65	(2)%	190	134	42%
E-Commerce	39	30	30%	28	39%	96	66	45%
Dairy & Ice Cream	136	111	22%	131	4%	396	304	30%
Agriculture	101	83	20%	97	3%	305	283	8%
FMCG & Others	93	78	19%	90	3%	262	223	17%
Meat, Seafood & Poultry	152	154	(1)%	163	(7)%	460	455	1%
Grand Total	734	602		701		2,095	1,730	

Product Mix



% of Sales for Q3 FY22



Key Asset Details

16
No. of cities



275
Owned Vehicles



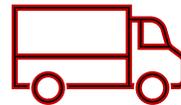
37
Total Facilities



Snowlink

32
Dedicated vehicles

100+
Vehicles on need basis



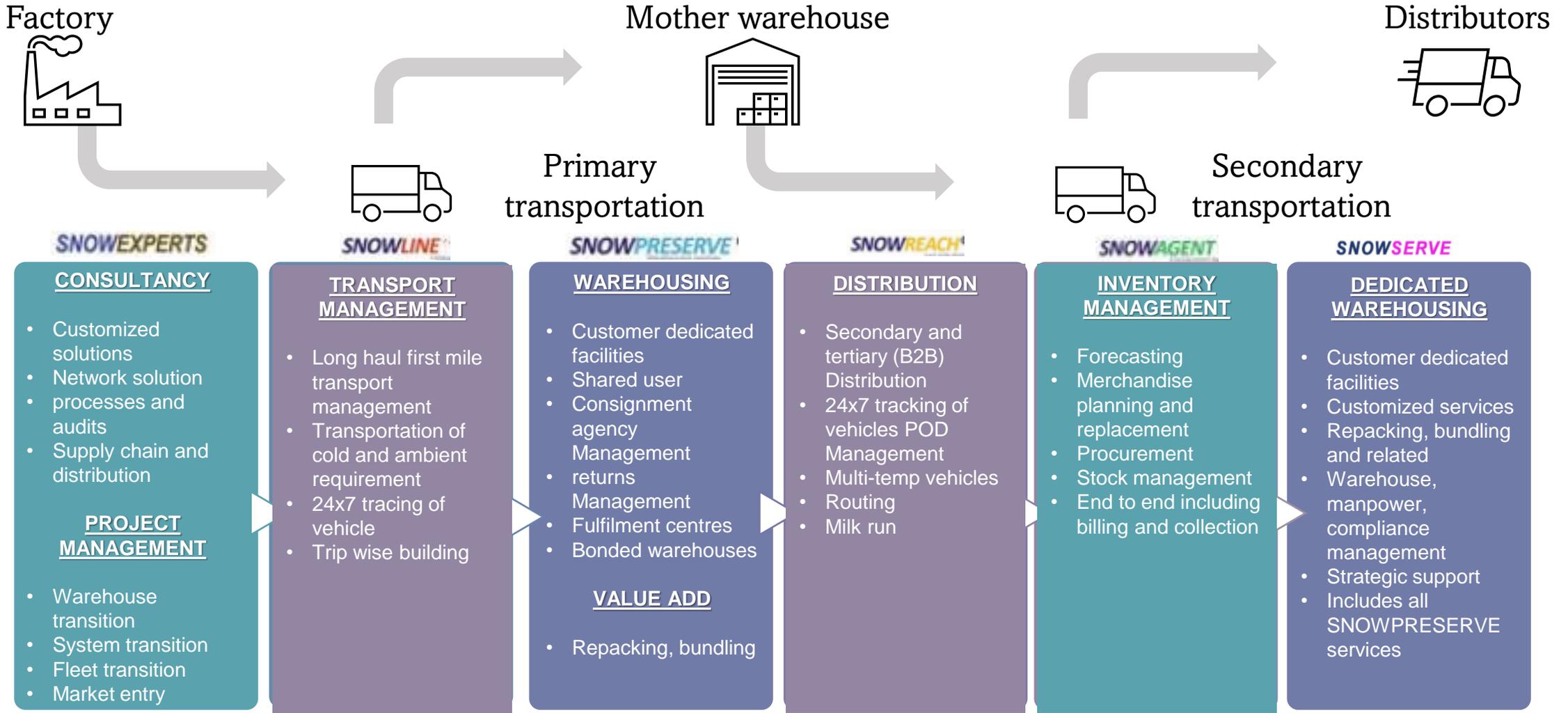
SNOWSERVE

4
No of facilities

118.9k sft
Area



Our Offerings



■ Warehousing Segment

■ Distribution Segment

■ Value Added Services Segment

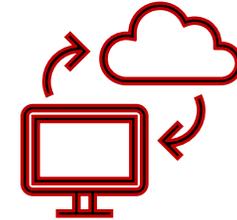
Key Infrastructure Details

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



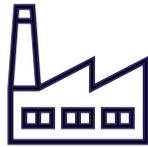
IT INFRASTRUCTURE



- 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 9M FY22

12
Customer
industries



85%
Capacity utilization



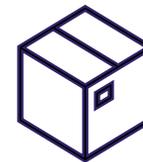
1900+
Workforce



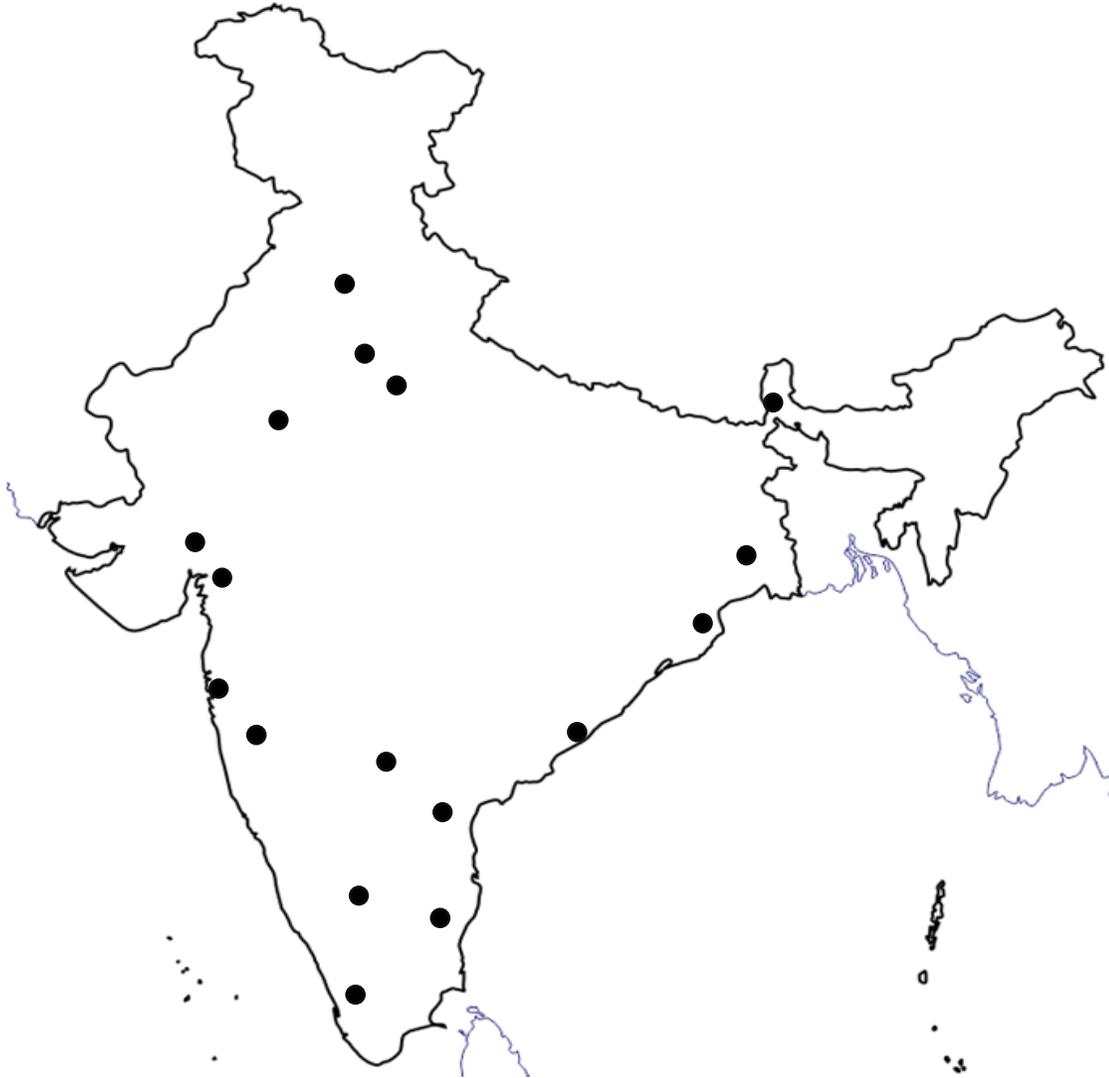
690+
Customers



9,64,034
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	Bhubaneshwar, Odisha	3,680
15	Jaipur, Rajasthan	3,620
16	Ahmedabad, Gujarat	1,356
Total		1,13,512



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



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

SNOWSERVE

Focus on SnowServe

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

Key Developments (1/2)

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



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



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



Started operations at our new temperature - controlled warehouse at Siliguri with a capacity of 4032 pallets

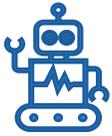


Partnered with Amazon, Pune to operate their Perishable Hub (12,000 sqft)



Key Developments (2/2)

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



Partnered with IFC to launch a global open call for innovators to bring sustainable temp-controlled logistics solutions to the Indian market



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



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



Expansion Plans

To focus on
warehouses and
distribution
centers

STRATEGY



NEW LOCATION

New Kolkata
facility with 9000
pallets in two
phases being
planned



To augment
infrastructure
related to
Pharma and E-
comm

DEDICATED INFRA



Quality Standards

- All facilities certified with ISO 14001 (TUV-SUD), ISO22000 (TUV- SUD) and FSSAI
- 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
- 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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