



3rd June 2021

The Secretary, Listing Department BSE Limited Phiroze Jeejeebjoy Towers Dalal Street Mumbai – 400 001, Maharashtra Scrip Code: 538635	The Manager, Listing Department National Stock Exchange of India Ltd. Exchange Plaza, 5 th Floor, Plot No. C-1, G Block, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051, Maharashtra Symbol: SNOWMAN
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Dear Sir/Madam,

Sub: Press Release_ Snowman Logistics partners with Dr. Reddy's for Sputnik COVID-19 vaccine in India

Please find enclosed the press release intended to be disseminated through media.

This letter is being issued pursuant to and in compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the information on record.

For Snowman Logistics Limited

A M Sundar
CFO & Company Secretary

Corporate office

Snowman Logistics Ltd.

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

CIN: L15122MH1993PLC285633 T (080) 67693700

Regd. Office: Plot No. M-8, Talaja Industrial Area, MIDC, Raigad, Navi Mumbai, Maharashtra -410206

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



Snowman Logistics partners with Dr. Reddy's for Sputnik COVID-19 vaccine in India

India, 3rd June 2021

Snowman Logistics, India's leading integrated temperature-controlled logistics service provider, in a strategic partnership with Hyderabad based Dr. Reddy's, will provide temperature-controlled end-to-end logistics solutions for the delivery of the two-dose Sputnik COVID-19 vaccine across India.

Snowman will manage the delivery through five of its high-capacity temperature-controlled warehouses in Mumbai, Delhi-NCR, Kolkata, Chennai, and Bengaluru. The company will offer storage, order processing, shipper packing and secondary transportation from these locations. The locations are strategically located to take care of not just the state distribution, but the whole of the regional requirements. The temperature, throughout, will be maintained between -20 degrees Celsius and -25 degrees Celsius. With this, Snowman will be the largest 3PL service provider for vaccines in the country offering national reach to Dr. Reddy's Lab.

Snowman Logistics has the capability to readily store 650 million doses at any given time, which can be increased to 1.05 billion doses with a short notice for Pan-India distribution. The company has the ability to store at upto -80 degrees Celsius, and provides real time temperature monitoring to ensure the correct conditions for vaccine distribution during the entire supply chain. In addition, the company has a capex plan of roughly Rs.425 crores for capacity expansion, with a focus on the Pharma and E-Commerce sector where the company has seen huge increases in demand since the onset of the pandemic, especially as there is a dearth of capacities in the organised sector.

The company already has a stellar record of servicing clients in the pharma sector such as Abbott, Alkem, Bharat Biotech, GlaxoSmithKline, Inventia, MSD (Merck Sharp & Dohme) Pharma), Novozymes, and Pfizer amongst others. In the last year, the company has designed solutions catering to small volume locations where there are no cold storages (Small towns, Taluka, Village etc.), by using refrigerated containers, reach in freezers, etc for effective temperature-controlled deliveries.

Speaking on the partnership, **Mr. Sunil Nair, CEO, Snowman Logistics Limited**, said, *"Vaccine delivery is the need of the hour. With this partnership with Dr. Reddy's, we aim to reach maximum institutions administering vaccines through our five high-capacity temperature-controlled warehouses. We are hopeful of carrying a seamless drive from these warehouses through our fleet of refrigerated vehicles maintaining the requisite temperatures throughout the delivery cycle. We will be delivering Sputnik vaccine to nearby states and cities as well from these strategic locations."*

Ishaan Gupta, Joint Managing Director, Gateway Distriparks Limited and Director, Snowman, added, *"Snowman Logistics is a key vertical of the Gateway group, and we are proud to have built the largest private temperature controlled warehouse capacity in India through which we can serve the country's requirements at this difficult time. While we have been distributing COVID vaccines since the beginning of this year, we are excited about this partnership with Dr. Reddy's Laboratories through which we hope to provide COVID vaccines across India."*

About Snowman Logistics Limited

Snowman Logistics is the market leader in integrated temperature-controlled logistics services, catering to the varied cold chain logistical requirements of its clients, on a pan-India basis. With 35 strategically located temperature-controlled warehouses, having a total pallet capacity of 1,13,208 across 16 cities, including the key markets of Mumbai, Chennai, Bengaluru & Kolkata, Snowman caters to its comprehensive network of reputed clients, which source and consume temperature sensitive products in bulk amounts. Snowman caters to various services like dairy products including butter and cheese, canned food items, poultry and meat, seafood, healthcare and pharmaceutical products.

Pallet Capacity-1,13,208, No. of Warehouses across the country- 35, No. of reefer vehicles – 261