

Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Earnings Presentation

Q2 and H1 FY2023



SNOWMAN[®]

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

Q2 FY23 Highlights



Snowman delivered strong performance with increase of 54% in total income and six-fold jump in Profits

Total Income

Rs. 1,096 mn

EBITDA

Rs. 241 mn

PAT

Rs. 27 mn

Warehousing

Contributes to 48% of the revenue for the period and has registered a growth of 15% on a Y-o-Y basis

Total Income
Growth (Y-o-Y)

54%

EBITDA
Growth (Y-o-Y)

27%

PAT
Growth (Y-o-Y)

5.7x

Transportation

Contributes to 27% of the revenue for the period and has registered a growth of 24% on a Y-o-Y basis

EBIT Margin

10%

EBITDA Margin

22%

PAT Margin

2.4%

Trading and Distribution

During the quarter, the company has started trading and distribution business which contributes to 25% of the revenue for the period.



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

Continuing with the trend of the past few quarters, we have delivered another successfully quarter with strong growth momentum. Our income for Q2 FY23 stood at Rs. 1,096 mn, up 54.2% (YoY) and PAT was Rs 27 mn which registered a growth of 5.7x. Our robust growth is a testament of our efficient utilization of resources and effective implementation of plans.

We are pleased to announce that Snowman Logistics has launched of Fifth-Party Logistics or 5PL services in India and has become the first company to introduce this service in the cold chain logistics and supply chain management sector in the country. The introduction of 5PL services has provided us a huge opportunity to upgrade our current 3PL accounts to 5PL accounts.

We are very optimistic with the current upgradation and look forward in adding such value-add services to 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

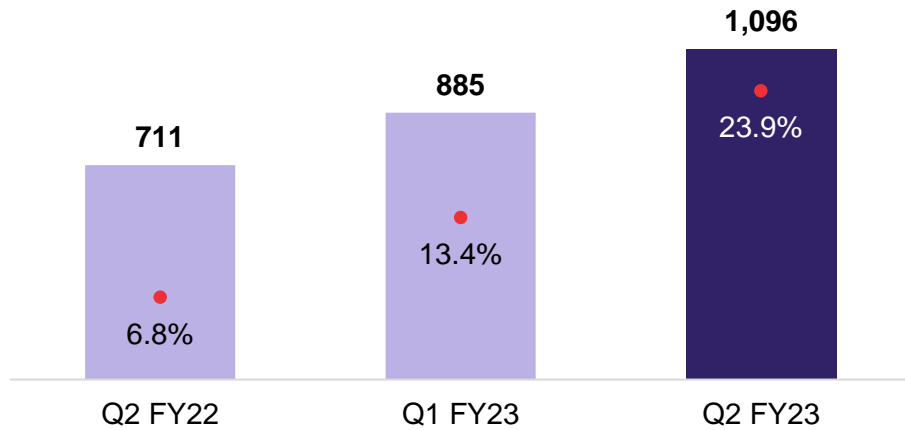


- Customer Trust & Satisfaction - Full visibility & transparency provided to customer using in-house tech platforms & many uninterrupted years of **satisfactory customer service**

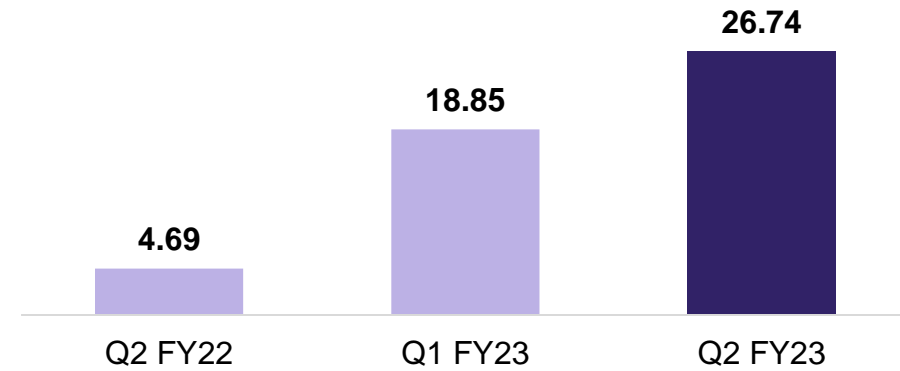
Key Financials: Q2 FY23



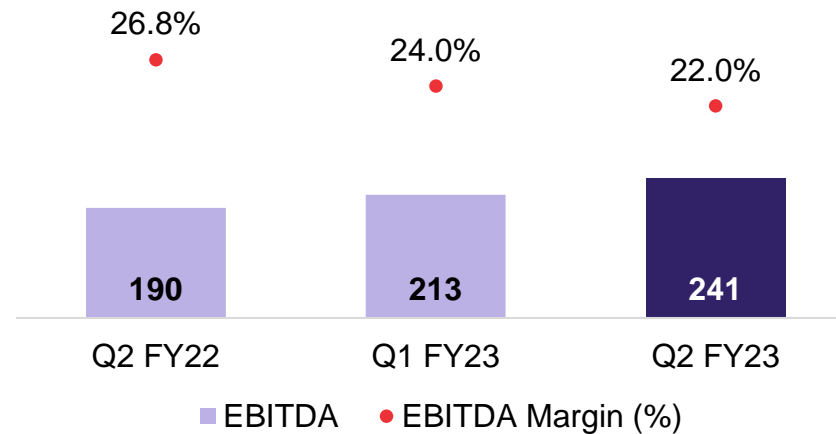
Income and Income Growth



Net Income (PAT)



EBITDA and EBITDA Margin



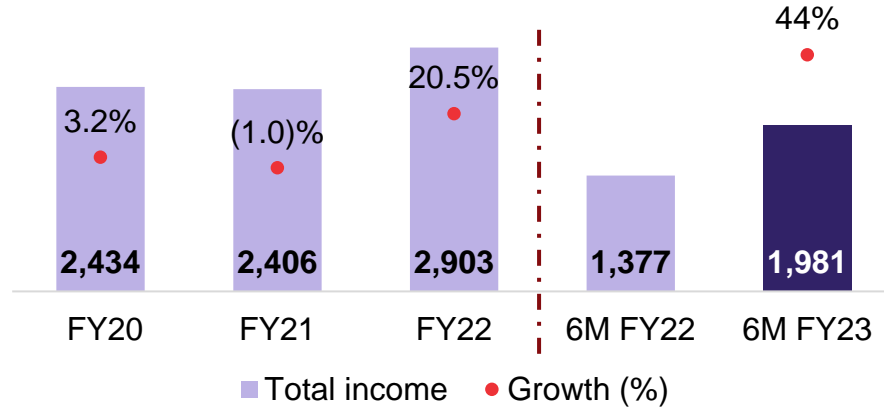
■ EBITDA ● EBITDA Margin (%)

Rs. in mn



Key Financials: H1 FY23

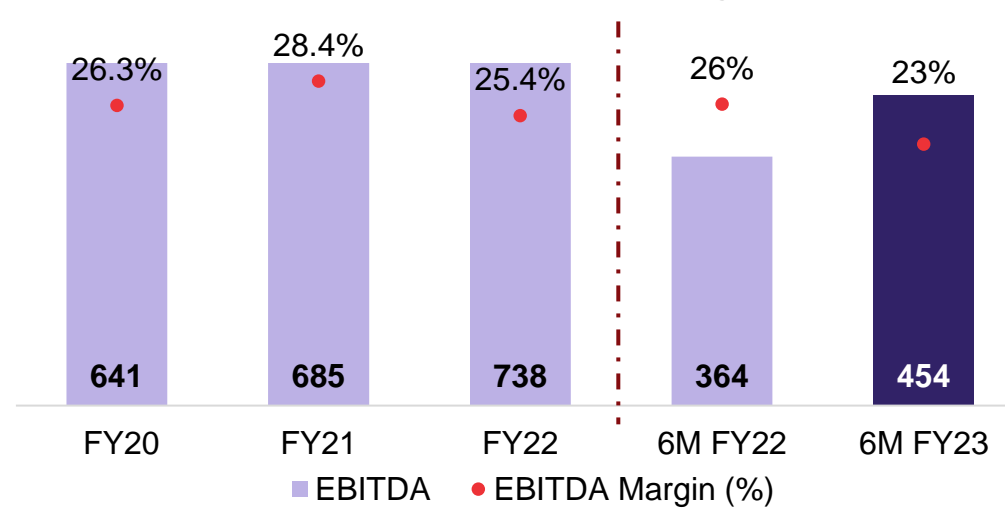
Income and Income Growth



Net Income (PAT)



EBITDA and EBITDA Margin



Rs. in mn

Financial Statement



Category	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Revenue from Operations	1,086	701	55.0%	873	24.4%	1,959	1,361	43.9%
Other Income	10	10		12		22	16	
TOTAL Income	1,096	711	54.2%	885	23.9%	1,981	1,377	43.9%
Operating Expenses	657	341	92.6%	471	39.4%	1127	669	68.5%
Employee Costs	83	72	14.5%	83	(0.4)%	166	141	17.9%
Other Expenses	116	108	7.8%	118	(1.7)%	234	203	15.0%
EBITDA	241	190	26.7%	213	13.4%	454	364	24.7%
<i>Margin (%)</i>	22.0%	26.8%		24.0%		22.9%	26.4%	
EBIT	109	62	74.5%	85	28.0%	193	114	69.2%
<i>Margin (%)</i>	9.9%	8.7%		9.6%		9.8%	8.3%	
Profit after Taxes	27	5	469.8%	19	41.8%	46	11	326.5%
<i>Margin (%)</i>	2.4%	0.7%		2.1%		2.3%	0.8%	

Rs. in mn



End Customer Industry Revenue



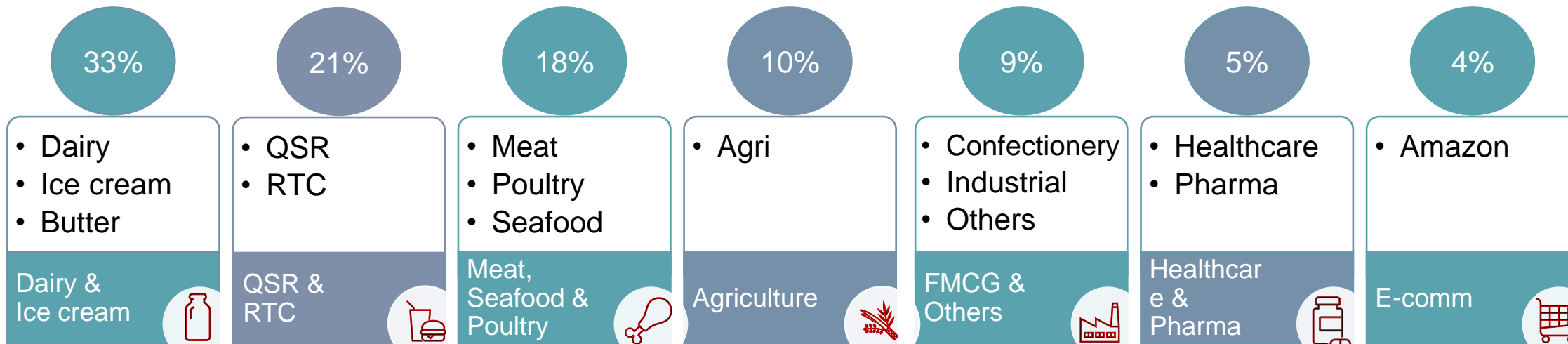
Category	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y
QSR & RTC	228	127	79%	201	13%	429	237	81%
Dairy & Ice Cream	366	131	181%	206	78%	572	260	120%
E-Commerce	40	28	42%	39	0%	79	57	39%
FMCG & Others	103	89	16%	97	6%	200	167	20%
Agriculture	104	97	7%	127	(18)%	230	204	13%
Meat, Seafood & Poultry	192	163	18%	151	27%	343	308	11%
Healthcare & Pharma	54	67	(19)%	52	4%	106	128	(17)%
Revenue from operations	1,086	701		873		1,959	1,361	

Rs. in mn



End Customer Product

% of Sales for Q2 FY23



Key Asset Details

Warehouse Division

17
Cities 


43
Warehouses 


130k
Pallet Capacity 

Transport Division

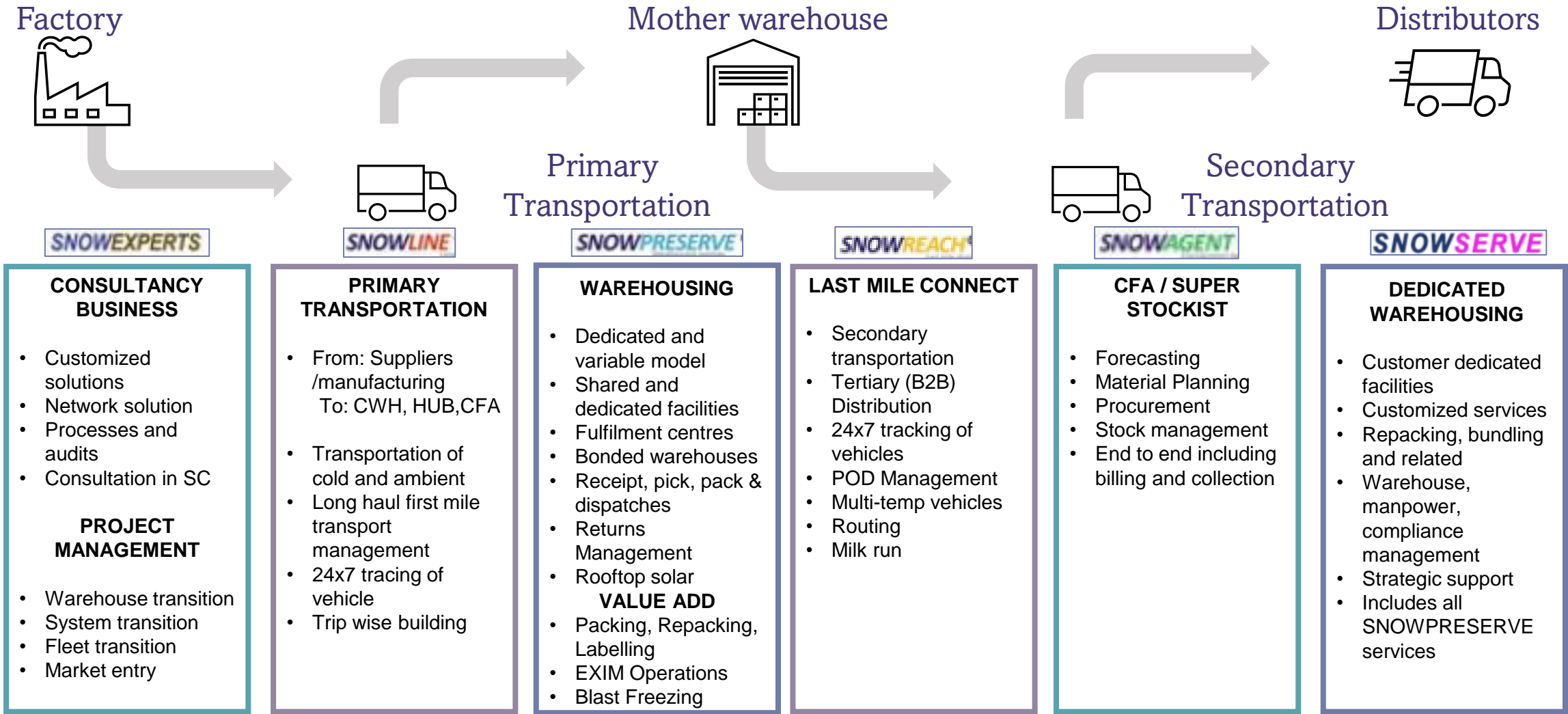
83
Dedicated vehicles 

200+
Vehicles on need basis

243
Owned Vehicles 

526+
Total Vehicles 

Our Offerings



Warehousing Segment

Distribution Segment

Value Added Services Segment

5PL Fifth-Party Logistics



Most encompassing logistics model 5PL has emerged as an innovative solution to meet e-commerce sectors rapidly growing demand.

- First Indian company to introduce 5PL in the cold chain logistics and SCM sector
- Started rendering service to IKEA, Baskin Robbins and Tim Hortons
- Operating as an integral part of the organization, develop suppliers, negotiate pricing on behalf of customers, audit manufacturing plants, share production/requirement planning and consolidate in warehouse.



Tim Hortons

1



5PL leverage technologies to drive highly efficient networks, guaranteeing the most accurate optimization of every step of the supply chain.

2



Source services a company needs and getting the best contracts.

3



Strong and efficient ecosystem for supply chain leading to fast and more accurate deliveries.

4



Focus on eCommerce companies with no physical store space.



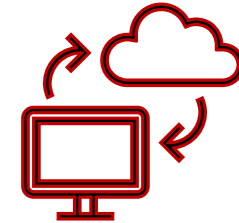
Key Infrastructure Details

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
- Rooftop Solar Power
- Separate Quarantine zones



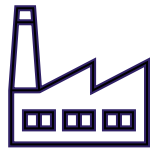
IT INFRASTRUCTURE



- 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 Q2 FY23

12
Customer
industries



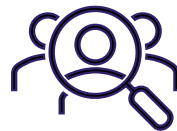
91%
Capacity utilization



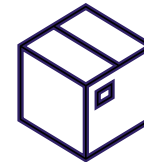
2200+
Workforce



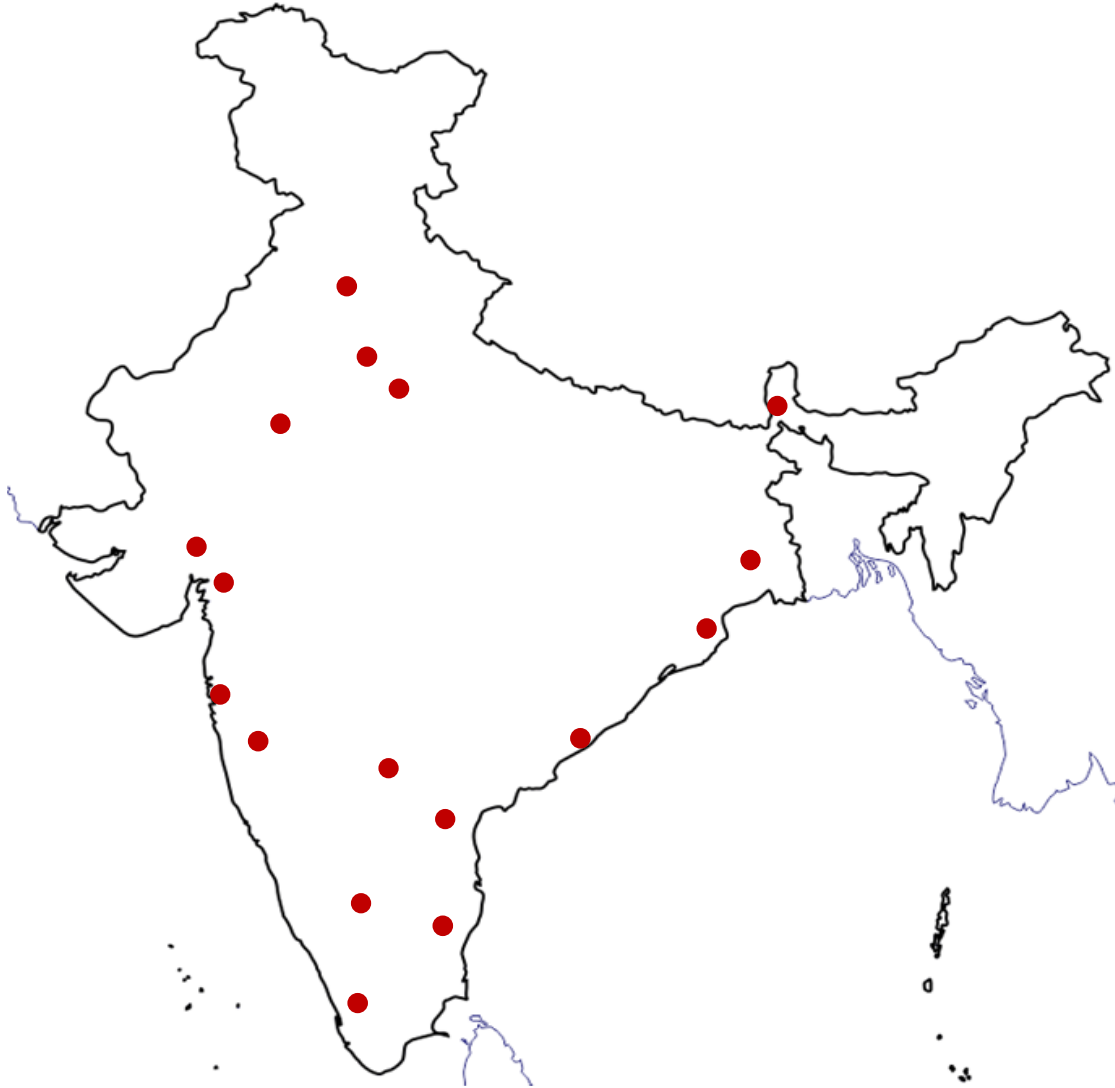
670+
Customers



3,67,316
Pallets handled



Pallet Capacity: Geography-wise



#	Location	Capacity
1	Mumbai, Maharashtra	27,137
2	Chennai, Tamil Nadu	13,646
3	Bengaluru, Karnataka	11,710
4	Pune, Maharashtra	10,450
5	Delhi	8,979
6	Kolkata, West Bengal	7,830
7	Visakhapatnam, Andhra Pradesh	7,270
8	Hyderabad, Telengana	5,620
9	Derabassi, Chandigarh	5,500
10	Surat, Gujarat	5,130
11	Kochi, Kerala	5,106
12	Krishnapatnam, Andhra Pradesh	4,740
13	Siliguri, West Bengal	4,032
14	Coimbatore, Tamil Nadu	4,014
15	Bhubaneswar, Odisha	3,680
16	Jaipur, Rajasthan	3,620
17	Ahmedabad, Gujarat	1,950
	Total	1,30,414

Focus on Warehouse and SnowDistribute

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



1

Commencement of another warehouse facility of 1200 pallet capacity with 6 docks in Hyderabad (26k sqft)

2

Upgraded to Fifth Party Logistics (5PL) and started rendering services to IKEA, Baskin Robbins and Tim Hortons.

Expansion Plans

NEW LOCATION



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

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), 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.

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