

January 18, 2021

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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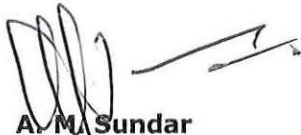
Dear Sir/Madam,

Sub: Investor Presentation

Please find attached the Investor Presentation- December 2020

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, Taloja Industrial Area, MIDC, Raigad, Navi Mumbai, Maharashtra-410208
CIN: L15122MH1993PLC285633 T+91 22 39272004 E info@snowman.in W www.snowman.in



**SNOWMAN LOGISTICS
LIMITED**

**COMPANY OVERVIEW & QUARTERLY
RESULTS**

Q3-FY21

Incorporated in 1993; Gateway Distriparks acquired majority stake in 2005 from Hindustan Unilever, Mitsubishi & Amalgam Foods

India's largest network of 35 temperature-controlled warehouses across 15 cities

Integrated service offering of temperature-controlled warehousing, transportation, and distribution bundled with value added services

Modern facilities of international standards & highest quality infrastructure in the country

Leaders in innovating best practices in the industry; operations have evolved with heavy emphasis on technology

Aggressive expansion plans to increase warehousing presence for catering to the fast-growing demand of the organised sector

OUR VERTICALS EXPLAINED

WAREHOUSING

SnowPreserve

Chilled, frozen & ambient
temperature-controlled
storage

SnowServe

Fulfillment centres for
eCommerce clients

TRANSPORTATION

SnowLine

Long haul primary
transportation

SnowReach

Intra-city, secondary
distribution

OTHER ACTIVITIES

SnowAgent

Consignment agency, retail
cycle distribution

SnowExpert

Consulting & Project
Management

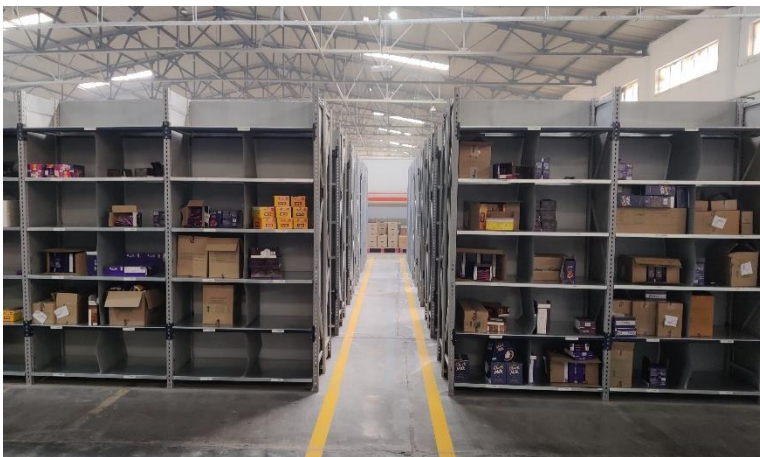
Temperature-controlled warehouses with range of -25C to +25C

- Strategically located near major consumption centres and/or ports
- Multi chamber facilities with G+4 or G+5 racking
 - Multi-purpose & multi-product possibility in separate chambers
 - Separate ante room & packing rooms for performing value added services
- Reefer plug in support for external transport vendors
- 100% Power back up, integrated with solar power



Fulfilment centres for eCommerce clients

- **Dedicated warehouses built to specification by Snowman for eCommerce back-end**
- **Technology driven controls and processes**
- **Operations handled by Snowman Logistics team**
 - **High throughput inward/outward handling**
 - **Cargo consolidation, repacking, sorting and labelling**
 - **Inventory management**
 - **24x7 operations**



Offered for both SnowPreserve and SnowServe customers

- **Handling Operations**
 - **Stuffing & Destuffing of Containers**
 - **Cargo Segregation**
 - **Sorting, Kitting & Repacking**
 - **Grading**
 - **Labelling**
 - **Shrink Wrapping**
 - **Export Palletisation**
- **Blast Freezing (-40C)**
- **Returns handling**
- **Inventory Management**
- **Expiry and/or FIFO Management**



Long haul primary transportation between hubs & major cities

- Using refrigerated vehicles that are typically from 12 Ton to 18 Ton Load
 - To & fro manufacturers and closest 'mother' warehouse
 - Mother warehouse to distribution hubs
- 24x7 live monitoring through on-premise command centre
- Flexible billing solutions to help scale our customers' business
 - Per KM, trip-wise or dedicated monthly basis



Secondary, Inter-state & Intra-City Distribution

- **Using refrigerated vehicles of typically less than 12 Ton Load**
 - **Inter-state and Intra-city both**
 - **Up to consumption points/final place of delivery**
 - **Dedicated routes operating as ‘milk runs’**
 - **Product Consolidation; Multi-temp vehicles used for transporting varied products together**
 - **Proof of delivery (POD) management on behalf of customers**
- **24x7 live monitoring through on-premise command centre**



- **Consignment Agency Business**
- **Complete retail distribution**
 - **Inventory managed by Snowman**
 - **Procurement and distribution of goods**
 - **Merchandise planning & replenishment**
 - **Invoicing & Receivables management**
 - **Returns & reverse logistics**
- **Data analytics and market intelligence provided to manufacturers for forecasting**
- **Single window billing for customers' entire cycle post manufacturing**
- **Increased customer stickiness and barrier for competition**



- **New vertical providing consultancy services**
 - **Supply chain planning for customers**
 - **Customised solutions for optimising distribution network**
 - **Assistance for best practice processes & quality audit readiness**
 - **New product launch or market entry assistance**
- **Project management services**
 - **On-site despatch warehouse transitioning**
 - **Information Systems planning**
 - **Fleet & asset planning**
- **Network Optimisation Assistance**
 - **National distribution planning**
 - **Utilising Hub and Spoke**
 - **Multi modal transport with Rail & road**



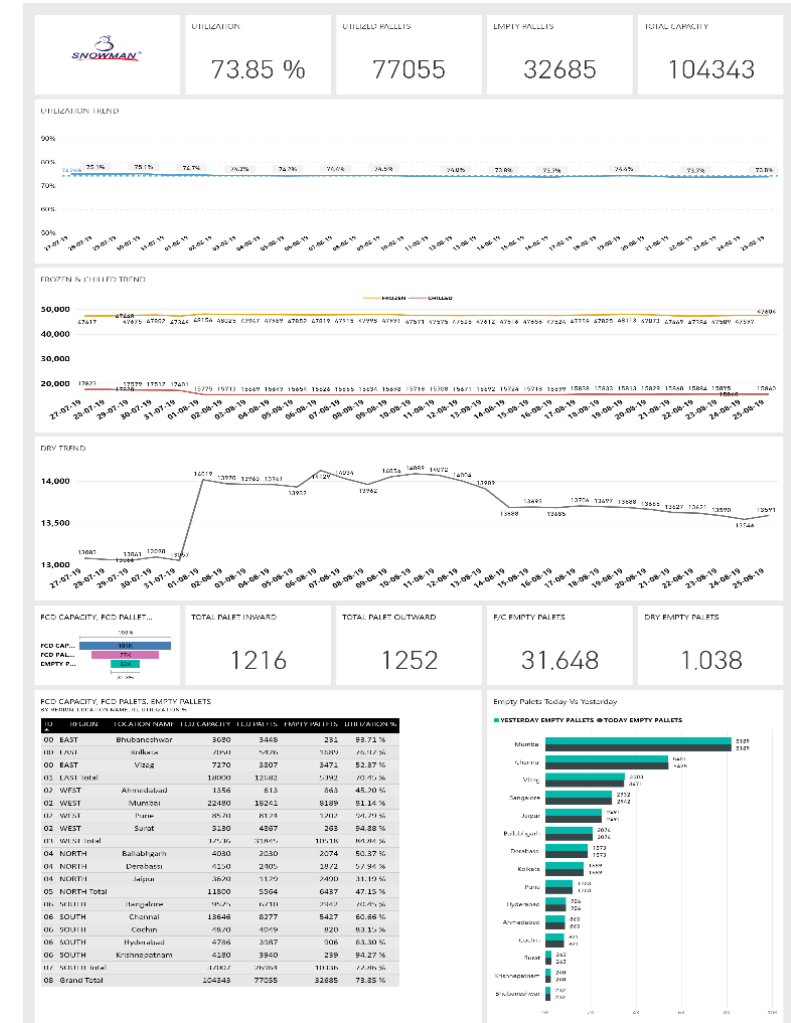
TECHNOLOGY ORIENTED OPERATIONS



- **Highly customised ERP backbone on Microsoft Navision; all processes systemised without manual intervention**
 - Operations – Handling, Warehousing, Supply Chain
 - Customer Relationship Management
 - Finance & Accounts

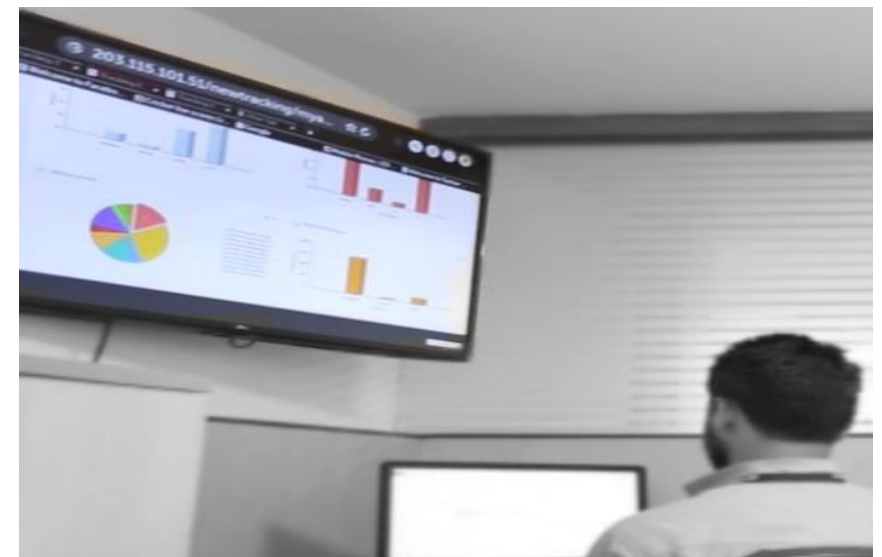
- **Customised dashboards and analytics using Microsoft PowerBI**
- **Mobile app & cloud-based applications developed**
 - Providing real-time visibility to customers
 - SnowTrac - Fleet monitoring system with advanced telematics & alert systems
 - SnowWatch - Real-time chamber temperature monitoring & control system
 - SnowXpress - Cloud-based Transport Management System
 - SnowCheck - Warehouse compliance management system
 - SnowLink – Tech platform for aggregating refrigerated fleets across India

- **FreshService**
 - Online portal for technical support to customers
 - Full accountability

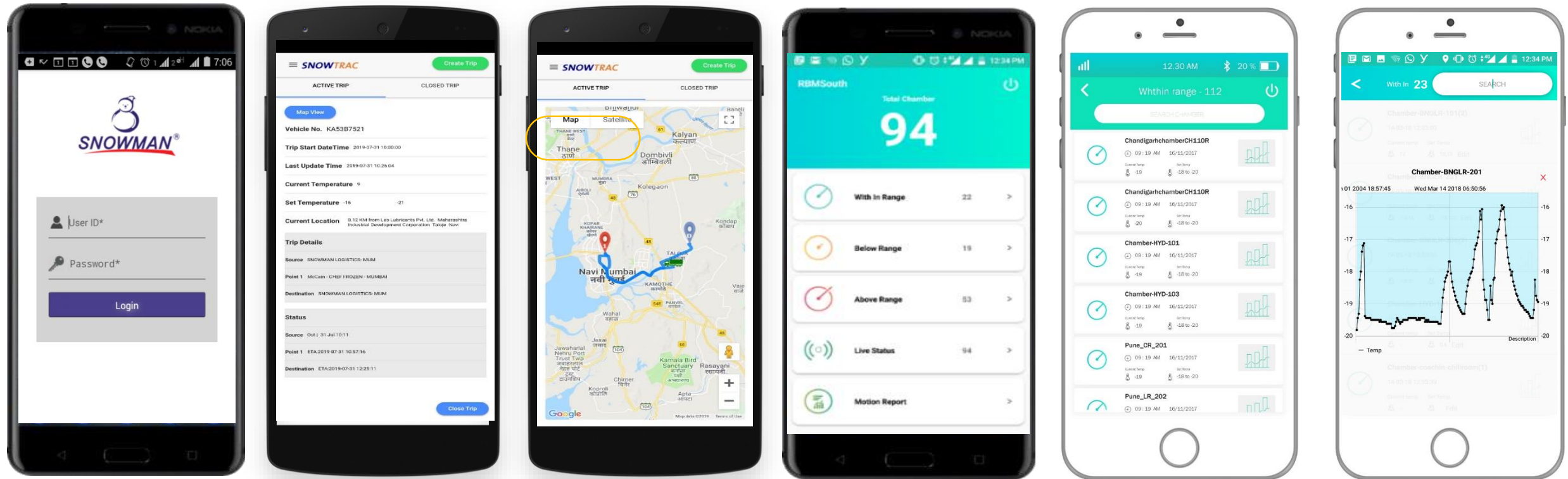


COMMAND CENTRE

- **24x7x365 real time GPS & temperature live monitoring**
- **On-Premise Command Centre in Bengaluru**
 - **Fleet management & Pan-India chamber monitoring**
 - **Auto alerts for vehicle arrival, departure & waypoints**
 - **Deviation alerts for temperature, speed, route, motion**
 - **Mobile apps, SMS & Mail alert system**
 - **Instant Re-fuelling support for drivers**
- **Full visibility provided to customers**
 - **Allows for quick decisions & actions**
 - **Customised dashboards**



MOBILE APPS SCREENSHOTS



**Android and iOS Applications for real time monitoring & live operations
Customised development for catering to specific customer's requirements**

OUR NETWORK

**35 Warehouses
In
15 Cities**

**Expansion
Work in Progress**

SnowServe

**Delhi (Kundli)
Mumbai
Pune**

SnowPreserve

**Ahmedabad
Bengaluru
Bhubaneshwar
Chandigarh (Derabassi)
Chennai
Coimbatore (Upcoming)
Delhi (Ballabgarh)
Hyderabad
Jaipur
Kochi
Kolkata
Krishnapatnam
Mumbai
Pune
Siliguri (Upcoming)
Surat
Visakhapatnam**



STRONG ASSET BASE

**35
Warehouses**

**15
Cities**

**SnowPreserve
107,450
Pallets**

**SnowServe
60,000+
sq. ft.**

**264 Refrigerated
Vehicles**

**100+ Market
Onboarded
Vehicles**

Expansion Work in Progress

New SnowPreserve facilities at Siliguri & Coimbatore

Further Expansion at Krishnapatnam & Mumbai



QUALITY STANDARDS

▪ Focus on Quality of Service

- Dedicated Quality Assurance team segregated into 4 regions
- App based walk-path checks conducted on daily basis & weekly basis by supervisors & branch managers
- Internal audits are conducted at every warehouse on a monthly basis

▪ Very Frequent External Audits

- Typically, more than 125 audits take place per year, both planned and unannounced
- Audits conducted from both professional quality certifying agencies as well as customers

▪ Quality Certifications

- 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



INDUSTRY DIFFERENTIATORS



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**

Expansion Plans

Expansion is planned basis our customers' requirements to help them reach new markets and to address the growing demand of the organised sector

PRODUCTS HANDLED

FOOD

Quick Service Restaurants/Fast Food, Processed Foods, Ready to Cook, Seafood, Meat, Poultry, Dairy Products, Ice Cream, Chocolates & Confectionaries, Fruits & Vegetables

PHARMA

Vaccines, Blood Plasma, Bulk Drugs, Active Pharmaceutical Ingredients (API), X-Ray Films, Enzymes

INDUSTRIAL GOODS & OTHERS

Lithium Batteries, Specialised Rubber, Leather Products, Printing Plates



CUSTOMERS SERVED

AND MANY MORE...



QUARTERLY RESULTS SNAPSHOT

**For detailed financials please visit
www.snowman.in**

KEY DEVELOPMENTS IN THIS QUARTER

3rd Warehouse operational for Amazon back-end fulfilment centre in Delhi Kundli region

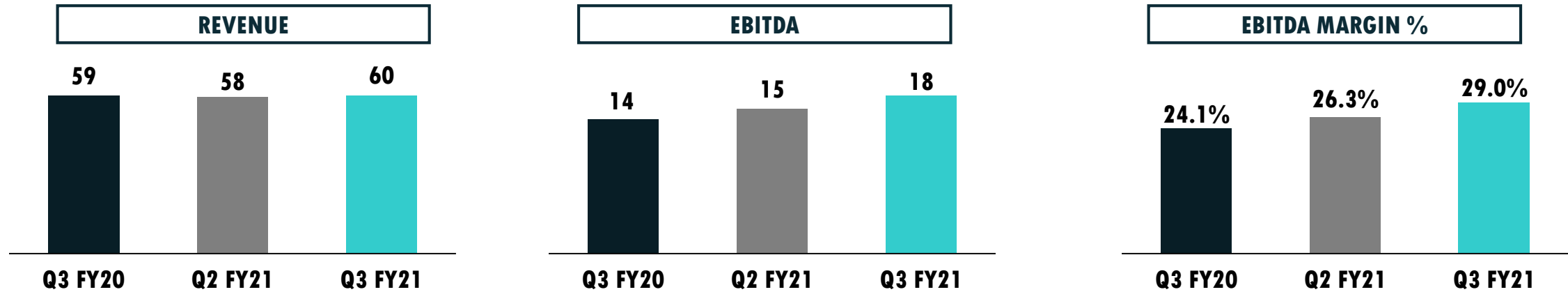
MOU signed with Spicejet Ltd. for joint distribution of COVID-19 vaccines & ancillaries on a Pan-India basis

SnowLink - Technology platform developed for aggregating refrigerated fleet owners across India and integrating with Snowman operations

Expansion Work in Progress at New Locations
Siliguri & Coimbatore – to add 8000 pallets capacity

Expansion Work in Progress at Existing Facilities
Mumbai & Krishnapatnam – to add 2600 pallets of frozen/chilled capacity

KEY METRICS

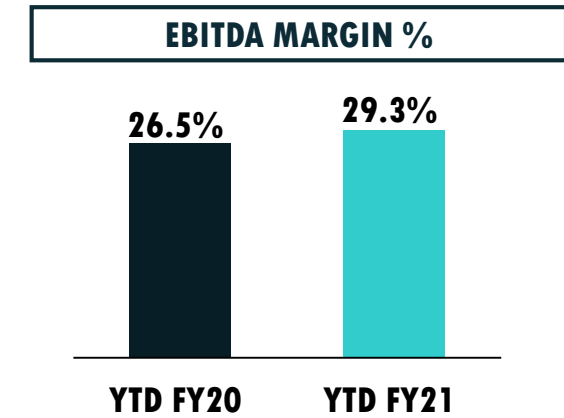
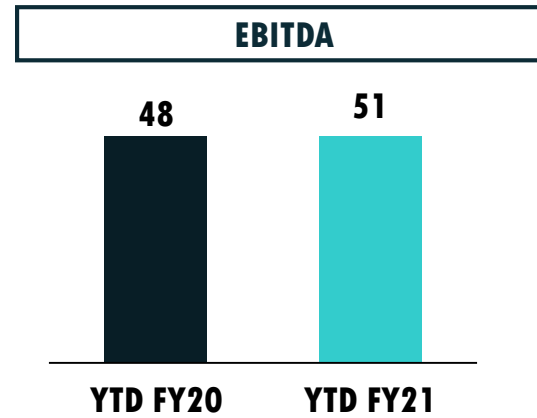
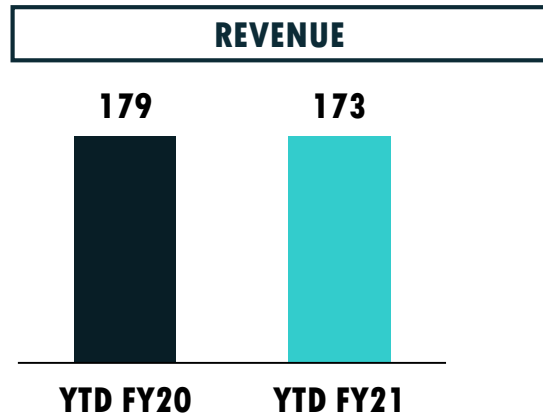


PARTICULARS	Q3 FY21	Q2 FY21	Q-o-Q	Q3 FY20	Y-o-Y
Revenue	60.2	57.7	4%	58.8	2%
EBITDA	17.5	15.2	15%	14.3	23%
OPM (%)	29.0%	26.3%		24.1%	
EBIT	5.4	2.6	105%	1.6	229%
EBIT Margin	9.0%	4.6%		2.8%	
PAT	1.4	(1.7)	N.A.	(3.4)	N.A.

All figures in Rupees Crores unless mentioned otherwise

Due to COVID-19, the figures do not represent normal operations and to that extent are not strictly comparable with the corresponding prior periods

KEY METRICS – YEAR TO DATE



PARTICULARS	YTD FY21	YTD FY20	Y-o-Y
Revenue	172.9	179.2	-3%
EBITDA	50.7	47.5	7%
OPM (%)	29.3%	26.5%	
EBIT	13.6	10.1	35%
EBIT Margin (%)	7.9%	5.6%	
PAT	0.5	(13.8)	103%.

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VERTICAL WISE PERFORMANCE

WAREHOUSING	Q3 FY'21	Q2 FY'21	Q-o-Q	Q3 FY'20	Y-o-Y	YTD FY'21	YTD FY'20	Y-o-Y
Revenue	37.3	37.5	0%	37.8	-1%	114.1	114.8	-1%
EBITDA	15.1	14.7	3%	12.5	21%	45.8	39.6	16%
TRANSPORTATION	Q3 FY'21	Q2 FY'21	Q-o-Q	Q3 FY'20	Y-o-Y	YTD FY'21	YTD FY'20	Y-o-Y
Revenue	19.9	18.1	10%	20.7	-4%	52.4	64.1	-18%
EBITDA	0.2	(0.6)	-133%	0.8	-72%	(0.2)	5.0	-104%
Per KM	51.6	51.0	1%	46.6	11%	50.9	47.9	6%
SNOWSERVE	Q3 FY'21	Q2 FY'21	Q-o-Q	Q3 FY'20	Y-o-Y	YTD FY'21	YTD FY'20	Y-o-Y
Revenue	3.0	2.1	41%	0.3	765%	6.6	0.3	1809%
EBITDA	1.2	0.8	37%	0.2	423%	2.6	0.2	1075%

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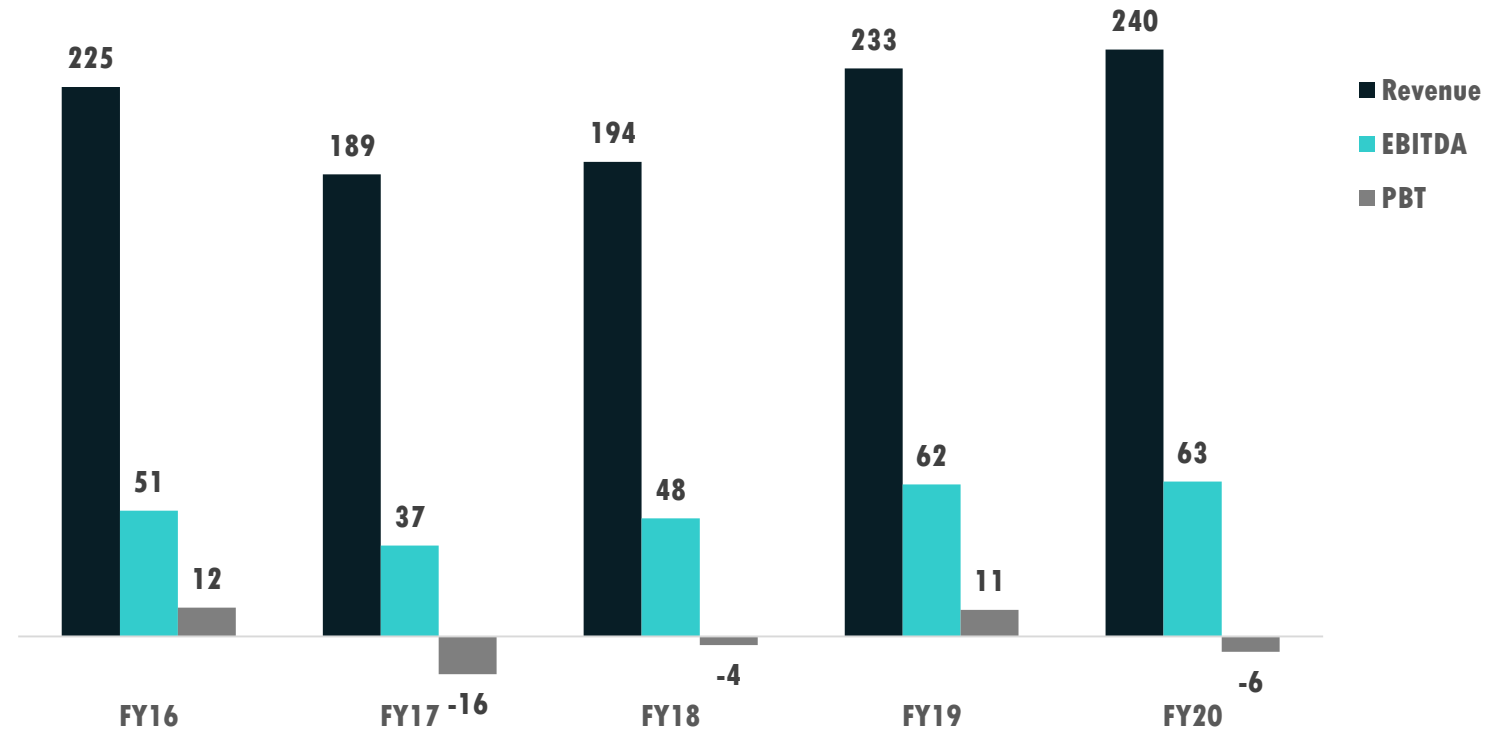
INDUSTRY WISE REVENUE

CATEGORY (Alphabetical)	Q3 FY'21	Q2 FY'21	Q-o-Q	Q3 FY'20	Y-o-Y	YTD FY'21	YTD FY'20	Y-o-Y
Agro Food/F&V	8.3	9.4	-11%	9.2	-10%	28.3	28.9	-2%
Butter	3.4	3.0	13%	1.3	175%	8.7	6.8	28%
Confectionery	4.0	5.4	-26%	4.6	-13%	13.2	14.1	-6%
Dairy Products	2.9	2.4	19%	2.5	15%	7.2	7.5	-3%
E-Commerce	3.0	2.1	41%	0.3	766%	6.6	0.3	1810%
Pharma & Healthcare	4.7	4.5	6%	4.0	18%	13.4	11.6	15%
Ice Cream	4.8	4.4	9%	4.8	-1%	14.5	22.6	-36%
Industrial Products	1.2	1.4	-12%	1.5	-16%	3.8	4.8	-21%
Meat	3.9	2.7	44%	4.5	-14%	9.6	11.5	-17%
Others	2.6	1.6	57%	1.8	41%	5.3	5.1	3%
Poultry	2.6	2.8	-9%	2.8	-8%	8.8	6.5	35%
Quick Serve Restaurant	5.6	5.4	4%	7.3	-24%	15.4	18.6	-17%
Ready to Cook	4.3	3.7	17%	4.4	-3%	11.0	13.7	-19%
Sea Food	9.0	9.0	0%	9.6	-7%	27.1	27.1	0%
Grand Total	60.2	57.7	4%	58.8	2%	173.0	179.2	-3%

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HISTORICAL TREND



All figures in Rupees Crores

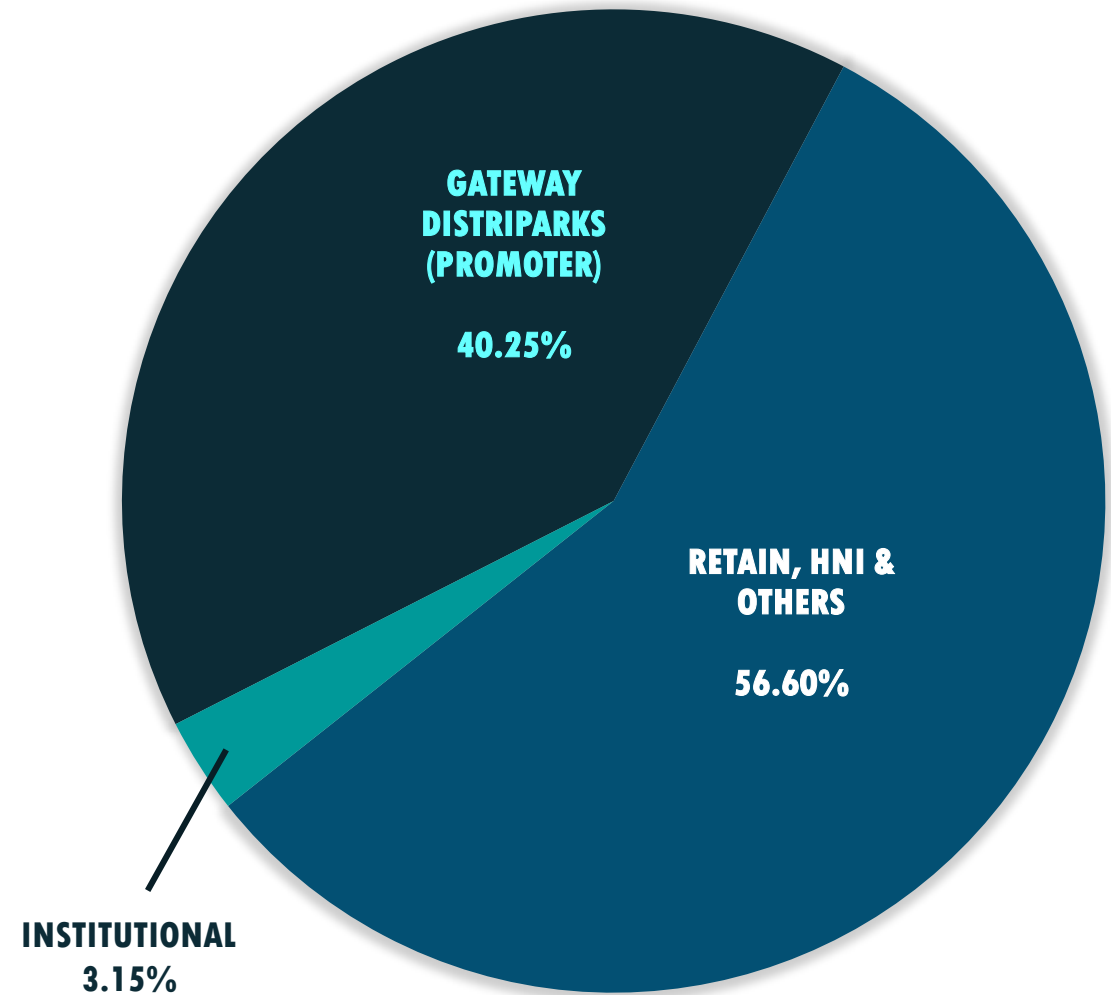
Business model was changed in 2016 to discontinue low margin Food Services Division

EBITDA margin has increased over the years which has been our focus

SHAREHOLDING PATTERN

AS OF 15th JANUARY 2021

GROUP	PERCENT
GATEWAY DISTRI PARKS LIMITED (PROMOTER)	40.25 %
RETAIL, HIGH NET-WORTH INDIVIDUALS, OTHERS	56.60 %
INSTITUTIONAL INVESTORS	3.15 %



GROUP COMPANIES

**GATEWAY DISTRI PARKS
LIMITED**



**GATEWAY RAIL FREIGHT
LIMITED**

**PROVIDING EXIM CONTAINER
LOGISTICS ACROSS INDIA**

**6 CONTAINER FREIGHT
STATIONS (CFS)**

**4 RAIL CONNECTED INLAND
CONTAINER DEPOTS (ICD)**

31 TRAINS

**531 ROAD CONTAINER
TRAILERS**

1 DOMESTIC RAIL TERMINAL

NO. 1 MARKET SHARE PAN-INDIA IN CONTAINER FREIGHT STATION BUSINESS
NO. 1 PRIVATE CONTAINER TRAIN OPERATOR

LISTED AS 'GDL' ON NSE & BSE
www.gateway-distriparks.com

MANAGEMENT TEAM



SUNIL P NAIR
CEO & DIRECTOR



A.M. SUNDAR
CFO & CS



PADAMDEEP SINGH
SR. VP – BD & CRM



SAKTHIVARMA R
VP - OPERATIONS

SUPPORTED BY 1400+ EMPLOYEES PAN-INDIA

BOARD OF DIRECTORS



PREM KISHAN DASS GUPTA
CHAIRMAN
(PROMOTER DIRECTOR)



MAMTA GUPTA
PROMOTER DIRECTOR



ISHAAN GUPTA
PROMOTER DIRECTOR



SAMVID GUPTA
PROMOTER DIRECTOR



SUNIL P NAIR
CEO & WHOLE TIME
DIRECTOR



ANIL AGGARWAL
INDEPENDENT
DIRECTOR



ARUN K GUPTA
INDEPENDENT
DIRECTOR



BHASKAR A REDDY
INDEPENDENT
DIRECTOR



SHABBIR HASSANBHAI
INDEPENDENT DIRECTOR



SHUKLA WASSAN
INDEPENDENT
DIRECTOR



SNOWMAN®

A thick, red, curved swoosh underline that starts under the 'S' and ends under the 'N', tapering at both ends.

THANK YOU

WWW.SNOWMAN.IN

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