



February 03, 2025

**The General Manager,
Department of Corporate Services
National Stock Exchange of India Limited**
Exchange Plaza
Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra, Mumbai – 400 051
Scrip Code: [SNOWMAN]

**The Manager,
Department of Corporate Services
BSE Limited**
Floor 25, PhirozeJeejeebhoy Towers, Dalal
Street, Mumbai
Mumbai – 400 001
Scrip Code: 538635
Equity ISIN: INE734N01019

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation for the quarter ended December 31, 2024.

You are requested to take note of the same.

Thanking You,
Yours Faithfully,

For Snowman Logistics Limited

**Sohan Singh Dhakad
Company Secretary & Compliance Officer
ACS No. 63562**

Snowman Logistics Ltd.

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Un-Locking Value of Your Supply Chain

Delivering Sustainable, Consistent Efficiency

www.snowman.in

SNOWLINE

SNOWPRESERVE / SNOWDISTRIBUTE

SNOWREACH



SOURCE | PRIMARY TRANSPORTATION | MOTHER WAREHOUSE/CFA | SECONDARY TRANSPORTATION | MARKET

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Q3 & 9M FY25 Highlights

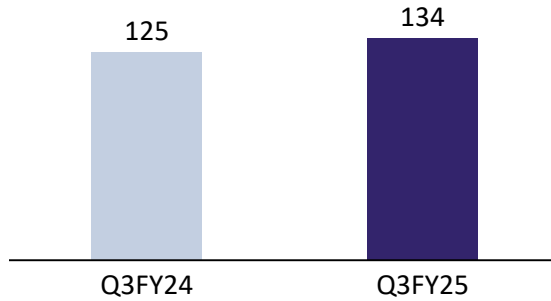


Performance Highlights: Q3 & 9M FY25

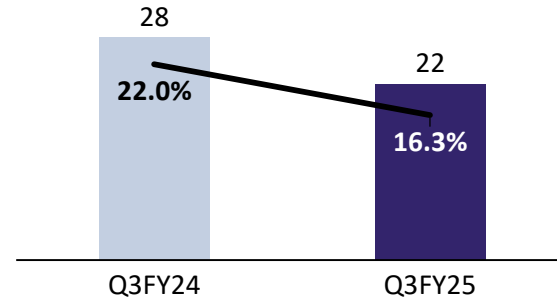


Quarter

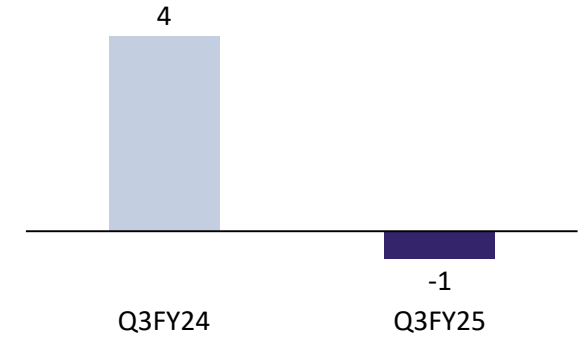
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)

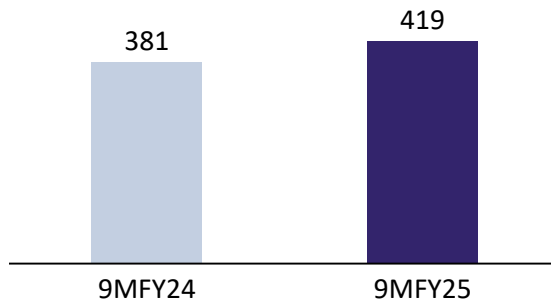


Net Income (Rs. Cr)

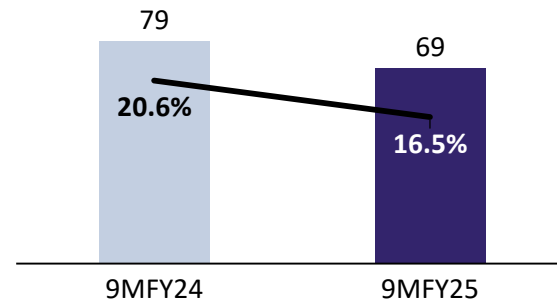


Nine Months

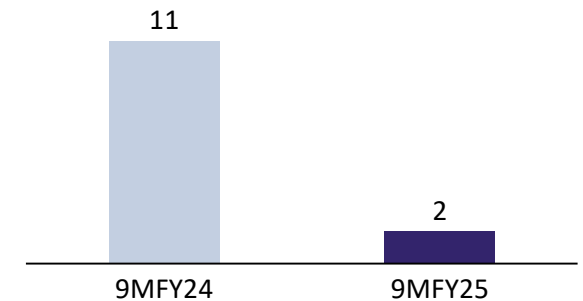
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)



Net Income (Rs. Cr)



Management Commentary

We are delighted to announce a revenue of Rs. 132 crore for Q3FY25, marking a year-on-year (YoY) growth of 6%. This achievement underscores our resilience and adaptability amidst seasonal variations and broader economic trends. Our EBITDA for Q3FY25 stood at Rs. 22 crore, achieving an EBITDA margin of 16.3%. Our ongoing investments in operational efficiency are strategically positioned to optimize profitability, ensuring sustainable growth.

Our transportation services have experienced a healthy growth of 10%, while Snow Distribute (trading and distribution business), has significantly expanded by 27.6%, reinforcing its growing role in our diversified portfolio. We have achieved a sequential improvement, reaching an impressive 90% utilization rate, with expectations of further enhancements as demand continues to stabilize.

The ice cream and dairy segment is expected to rebound with the onset of summer season. The seafood segment is already seeing signs of healthy revival. The QSR segment is on a positive trajectory towards normalization post-Q4FY25.

We are on schedule to inaugurate two state-of-the-art facilities in Kolkata and Krishnapatnam by April 2025, adding approximately 10,000 pallets to our capacity. Looking ahead, we plan to further expand by an additional 10,000-15,000 pallets in the next financial year, with a capital investment of Rs. 100-150 crore.

We remain focused on driving operational efficiency, expanding our customer base, and enhancing infrastructure to capture long-term growth opportunities in India's evolving cold-chain logistics landscape.



**Mr. Padamdeep Singh Handa,
CEO & Whole-time director**

P&L Statement



Particulars (Rs. In cr.)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Revenue from Operations	131.8	124.0	6.3%	143.4	-8.1%	415.5	376.8	10.3%
Other Income	2.1	1.2		1.1		3.9	3.9	
Total Income	133.9	125.2	6.9%	144.5	-7.3%	419.4	380.7	10.2%
COGS	39.6	29.8		47.7		129.2	98.4	
Operating Expenses	48.2	46.2		49.4		147.5	137.9	
Employee Expenses	10.0	9.0		10.0		30.0	27.5	
Other Expenses	14.3	12.8		14.4		43.6	38.5	
EBITDA	21.8	27.5	-20.6%	23.1	-5.5%	69.1	78.5	-11.9%
EBITDA Margin (%)	16.3%	22.0%		16.0%		16.5%	20.6%	
Depreciation	16.1	15.1		15.9		47.7	43.5	
EBIT	5.7	12.4	-53.7%	7.2	-20.1%	21.4	34.9	-38.7%
Finance Cost	6.4	5.9		6.3		18.7	17.5	
Profit before Tax	-0.6	6.5	NA	0.8	NA	2.7	17.4	-84.3%
Profit before Tax Margin (%)	NA	5.2%		0.6%		0.7%	4.6%	
Tax	0.0	2.3		0.2		0.9	6.8	
Profit After Tax	-0.6	4.2	NA	0.6	NA	1.8	10.6	-83.0%
PAT Margin (%)	NA	3.4%		0.4%		0.4%	2.8%	

Segment Revenue



Segment Revenue (Rs. In cr.)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Warehousing Services	54	58	-7.7%	56	-3.2%	169	170	-0.9%
Transportation Services	35	32	9.5%	36	-1.0%	106	97	10.1%
Consignment Agency Services and Others	-	-	-	-	-	-	-	-
Trading And Distributions	42	33	27.6%	52	-18.2%	140	110	27.9%
Total Revenue	132	124	6.3%	143	-8.1%	416	377	10.3%

Business Overview



Business Snapshot



Industry Leader in cold chain Logistics & Supply Chain

41 warehouses, including cold storage & dry warehouses

Seamless supply chain solutions with easy accessibility & uninterrupted supply

Over **3 million+** sq. ft. of land area

600+ trucks ensuring a robust nationwide network

Subsidiary of **Gateway Distriparks Limited**

Business Overview



Snowman Logistics Ltd was incorporated in 1993 and Gateway Distriparks acquired a majority stake in 2006. The company has **over 25 years of industry leadership** and innovation in cold chain logistics.

The company operates the **largest cold chain network** in India, with **41** warehouses across **20** cities, **catering to diverse customer needs**.

With **state-of-the-art facilities nationwide**, Snowman maintains top-quality infrastructure for safe, temperature-controlled logistics.



The company **aims to increase its warehousing capacity** to meet the growing demand from the organized sector and further solidify its market leadership.

Developed **advanced customized software and apps** to enhance operational processes, ensuring faster and more reliable service.

Snowman is **first Indian cold chain company to introduce 5PL services**, which offer innovative and integrated solutions



13
Customer industries



2,600+
Workforce



90%
Capacity utilization



4,39,241
Pallets handled

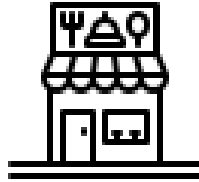


853+
Customers

Industries we service



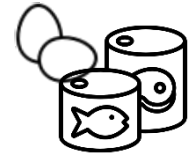
Dairy & Ice cream



Restaurant Chains



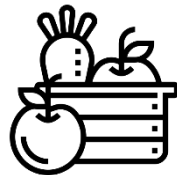
Ready to Cook Food



Meat, Poultry & Seafood



FMCG



Fresh Produce



Healthcare, Pharma



E-commerce

Key Asset Details

Warehouse Division

Transport Division



20
Cities



325+
Leased Vehicles



41
Warehouses



287
Owned Vehicles



1,41,197
Pallet Capacity



600+
Total Vehicles

Nation-wide storage capacity



- Easy scalability
- Pan India connectivity
- Continuous expansion
- Presence in most of the industrial hubs
- Single point communication for national service
- Replicate processes and system across India faster

Total Pallet Capacity
1,41,197



Quality Standards



External audit



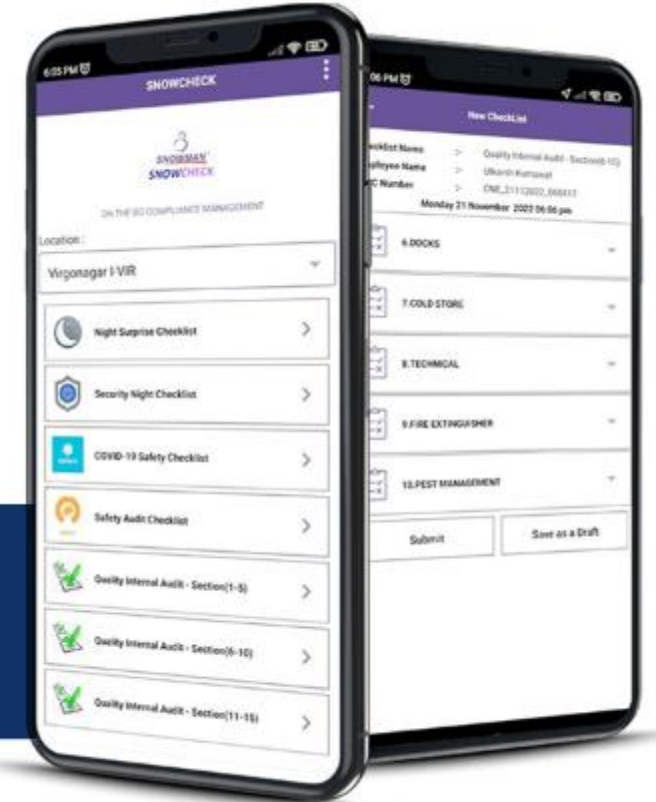
Quality audits yearly

Internal audit



Travel path checks

Snowman has a stringent quality management system with periodic audits and real time temperature monitoring



App-based audit & temp. control tools



Complaint management



Skill development



Food Safety Management System



Environment Management System



BRC certifications at specific locations



FSSAI License



Good Distribution Practices



4 EIA certified warehouses

Technology-Driven Logistics Ecosystem



Microsoft Dynamics 365 Business Central
ERP, WMS managing operations, warehousing,
finance, CRM, supply chain, analytics & warehouse MIS



Transport management system
Integrated system, contract management, POD auditing
with on-time delivery performance



24x7 Command centre
IoT based dynamic monitoring of vehicles and
system triggered alerts



Online chamber monitoring
for real-time temperature control with alerts
and escalations



Order management system
A network enabled technology platform to orchestrate
the service delivery ecosystems



Smart Systems and IoT

Innovating
each step forward

Mobile app-based
online checklists for
Warehouse compliance management



Digital lock (chamber/vehicle)
with secure electronic
locking system



Dashboards and reports
for robust and transparent
reporting systems



Complaint ticketing system
for tracking Internal
technical complaints



Business Divisions



Service Offerings



SNOWLINE®

A long-haul transportation solution with real-time tracking and temperature monitoring systems, ensuring the safe and efficient movement of goods across the country.

SNOWPRESERVE®

Advanced warehousing solutions that help organize, optimize, preserve, and fulfill inventory requirements. Our focus on high fill rates, inventory accuracy, and high-velocity operations management sets us apart.

SNOWREACH®

Short-haul or city delivery management systems that ensure swift last-mile connectivity to distributors and retailers.

SNOWDISTRIBUTE®

A revolutionary super stockist solution that goes beyond traditional 3PL services. It encompasses inventory ownership, sourcing, procurement, distribution, and consolidation.

This offering positions Snowman as a strategic partner for businesses looking to outsource their entire supply chain.

Transport Division

Long haul primary transportation

SNOWLINE®



Dedicated Warehousing

- From: Suppliers /manufacturing, To: CWH, HUB,CFA
- Transportation of cold and ambient
- Long haul first mile transport management
- 24x7 tracing of vehicle
- Trip wise building

Key Features

- Load capacity 12 to 18 Ton
- From manufacturers to mother warehouse to distribution centre
- Flexible billing solutions- per KM, trip based or dedicated
- 24x7 live monitoring through on-premise command centre



Secondary, inter-state & intra-city distribution



SNOWREACH® |

Dedicated Warehousing

- Secondary transportation
- Tertiary (B2B) Distribution
- 24x7 tracking of vehicles
- POD Management
- Multi-temp vehicles
- Routing & Milk run

Key Features

- Load capacity less than 12 Ton
- For inter-state and intra-city
- Multi-temp vehicles used for transporting
- 24x7 live monitoring through on-premise command centre

SNOWPRESERVE®

Warehousing

- Dedicated and variable model
- Shared and dedicated facilities
- Fulfilment centres
- Bonded warehouses
- Receipt, pick, pack & dispatches
- Returns management
- Rooftop Solar

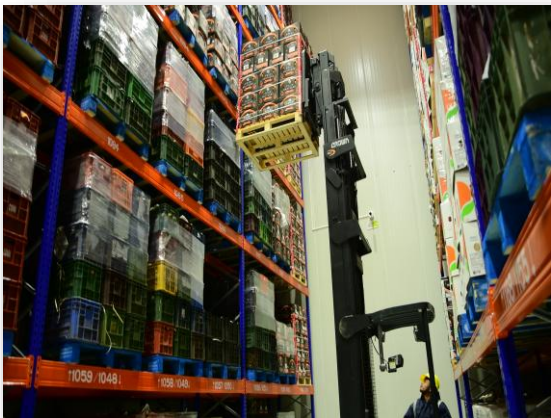
Customer Value Add

- Packing, repacking, labelling
- EXIM operations
- Blast freezing

Key Features

- Strategically located warehouses
- Multi-purpose separate chambers
- Separate ante room & Packing rooms
- Reefer plug for transport vendors
- 100% power backup with integrated solar power
- G+4/G+5 racking

Temperature-controlled warehouses (-25° C to +25° C)



Trading & Distribution Division

SNOWDISTRIBUTE[®]

- Introduced 5PL in the cold chain logistics / SCM sector
- 5PL leverages technologies to drive highly efficient networks, guaranteeing the best optimization in the entire value chain
- Sourcing services and getting the best contracts in place for client companies
- Strong & efficient ecosystem for supply chain for fast & accurate deliveries

Key Features

- Forecasting
- Material Planning
- Sourcing and Procurement
- Stock Management
- Inventory Ownership
- Vendor Management
- Compliance Management
- End-to-End Service including Billing and Collections
- Vendor Audits



Operational Capabilities



Warehousing

SNOWPRESERVE®

150,000+

Pallets handled (avg. monthly)

70+ Mn

UOM handled (avg. monthly)



Transportation

SNOWLINE® **SNOWREACH**®

2500+

Trips per month (avg.)

5000+

Drops per month (avg.)



Fifth Party Logistics (5PL)

SNOWDISTRIBUTE®

1500+

SKU's handled

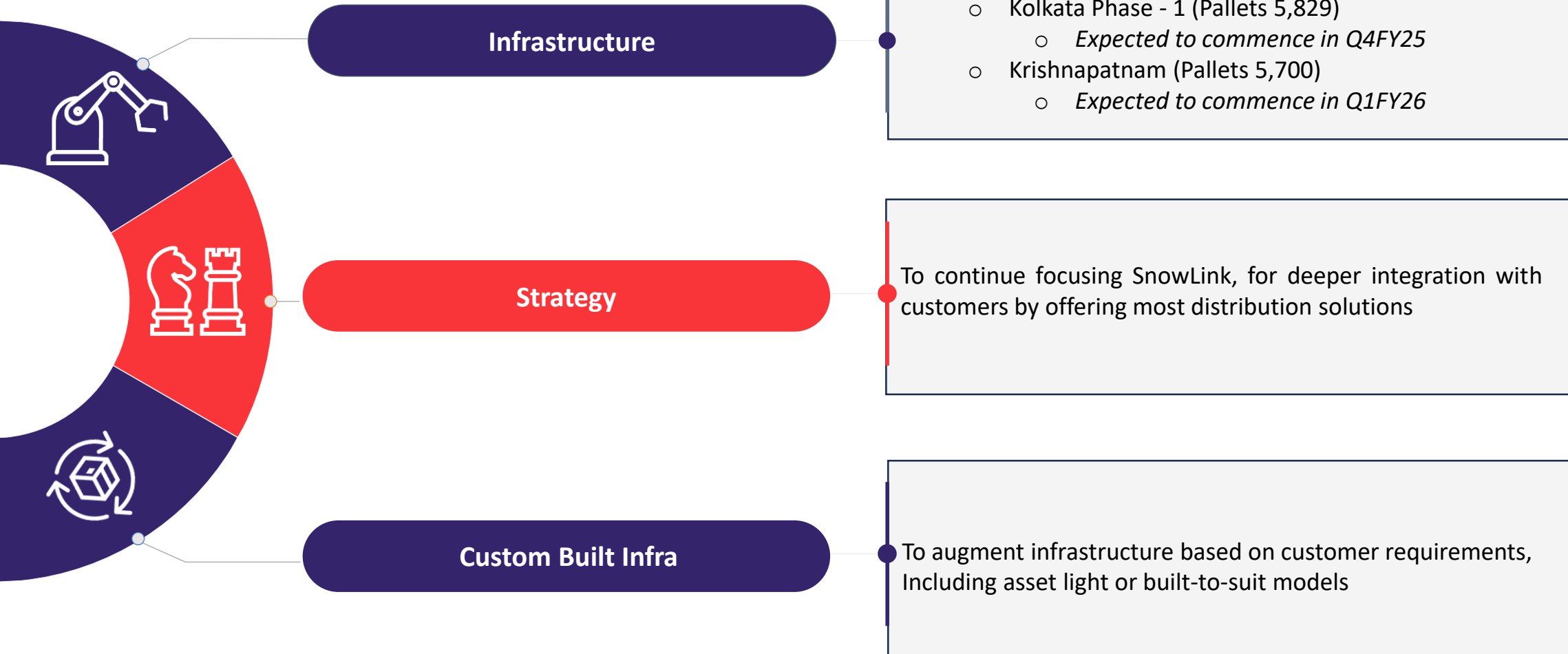
1200+

Customer stores served

200+

Vendor partners

Expansion Plans



Company:



CIN: L15122MH1993PLC285633

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