



November 06, 2023

National Stock Exchange of India Limited Exchange Plaza BandraKurla Complex Mumbai – 400 050 Ph No: 2659 8452 Fax No: 2659 8237/38 Email: cmist@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

We herewith enclose investor presentation for the quarter and half year ended 30th September 2023.

Kindly take the information on record

For Snowman Logistics Limited



Kiran George
Company Secretary & Compliance Officer

Corporate office

Snowman Logistics Ltd.

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Snowman Logistics Ltd.

(BSE: 538635 | NSE: SNOWMAN)

Q2 and H1 FY2024 Earnings Presentation
(06th November 2023)



SNOWMAN®

INTEGRATED **TEMPERATURE-CONTROLLED LOGISTICS SERVICE** PROVIDER

Snowman: Business Overview

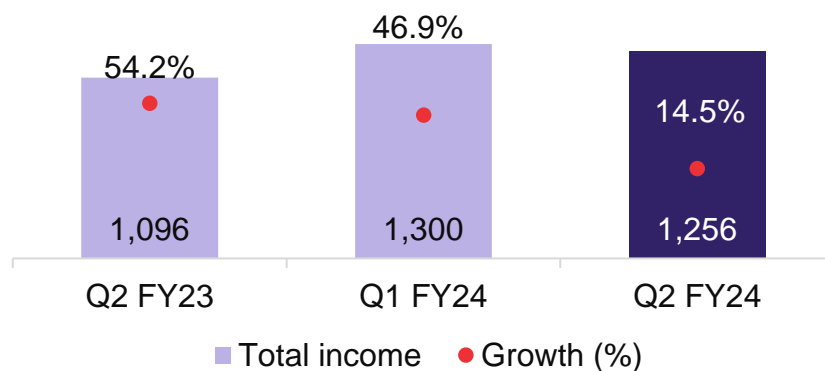


- Network Advantage - Ability to offer customers the **largest Pan-India cold chain network** for storage and distribution
- Expansion Plans – **Planned expansion** basis our customers' requirements to reach new markets & to address the demand of the **organised sector**
- Technology Driven - Snowman 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**

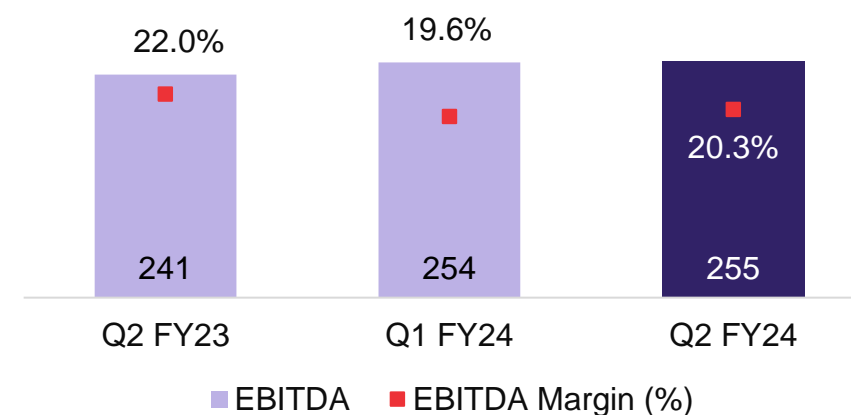
Performance Highlights: Q2 FY24

Rs. in mn

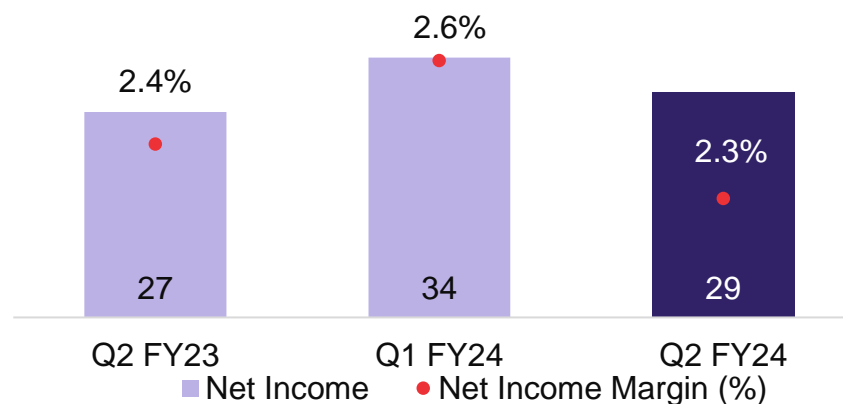
Total Income and Growth (YoY)



EBITDA and Margin



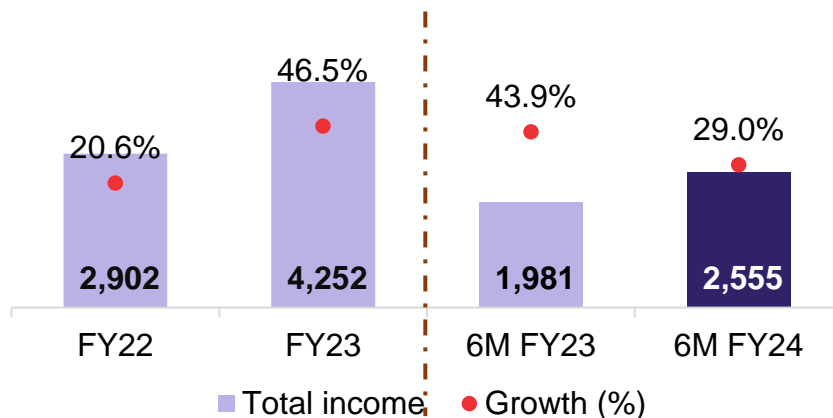
Net Income and Margin



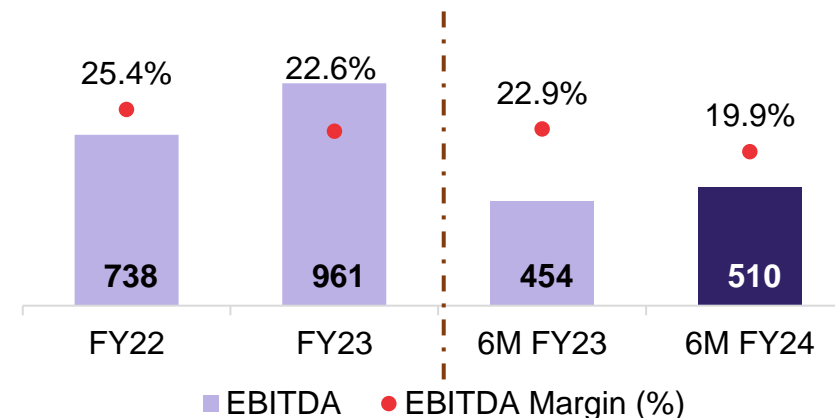
Performance Highlights: H1 FY24

Rs. in mn

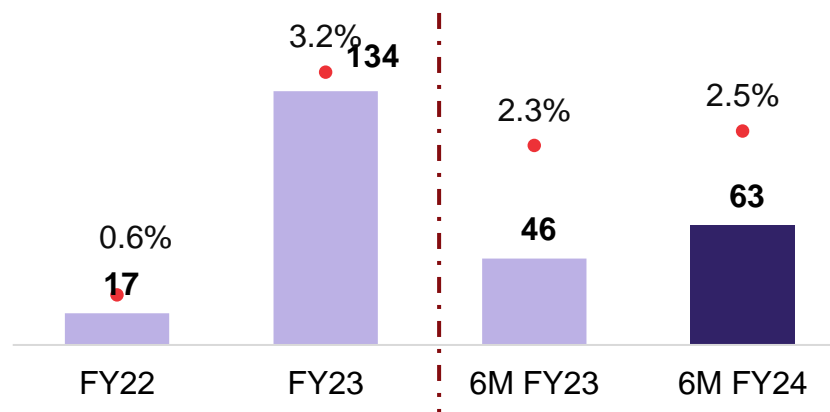
Income and Growth (YoY)



EBITDA and Margin



Net Income and Margin





Sunil Nair,
CEO & Whole-time director

During the quarter, we reported a Total Income of Rs. 1,256 million a growth of 14.5% on Y-o-Y basis. Our EBITDA in Q2 FY24 was Rs. 255 million, with its margins at 20.3%. Our PAT recorded a growth of 9.5% at Rs. 29 million on Y-o-Y basis. This growth is primarily attributed to the expansion in the 5PL segment. This segment's success positions us well for sustained expansion and opens new avenues for future opportunities and profitability.

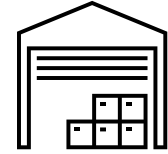
In the first half of this fiscal year, Snowman Logistics has achieved significant milestones and made strategic moves to enhance our position in the industry. Our new facility at Guwahati has a storage capacity of 5,152 pallets over 53,964 square feet. This newly leased facility is earmarked for cold storage operations and is scheduled to become operational in Q3 FY24. Our strategic alliance with Tim Horton is steadily growing and expanding. As their national partner, Snowman remains dedicated to serving them in pivotal regions, including Delhi, Punjab, Mumbai, and Bangalore. These developments emphasize our steadfast commitment to delivering high-efficiency, dependable services to our clientele.

Snowman Logistics has been proactive in expanding our infrastructure, improving distribution capabilities and forming strategic partnerships in the first half of this fiscal year. These developments reflect our commitment to providing top-notch services while strengthening our presence in the industry. We look forward to the second half of the fiscal year with optimism as we continue to pursue our goals of growth and excellence.

Key recent developments

Snowman has recently entered into a lease for a cold storage warehouse in Guwahati

- The facility has a substantial storage capacity, with 5,152 pallets, covering an expansive area of 53,964 sq ft. Operations will commence in Q3 FY24



Deployed 20 brand new 40-foot trailers and 50 brand new reefers

- We are pleased to announce the deployment of 20 brand new 40-foot trailers and 50 new reefer trucks, marking Snowman's entry into the trailer business for city distribution. This strategic move represents our commitment to expanding and enhancing our distribution capabilities in the region, enabling us to provide even more efficient and reliable services to our valued clients



End Customer Industry Revenue

Rs. in mn

Category	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1 FY24	H1 FY23	Y-o-Y
QSR & RTC	268	228	18%	277	(3)%	545	429	27%
Dairy & Ice Cream	454	366	24%	488	(7)%	942	572	65%
E-Commerce	46	40	16%	43	8%	89	79	12%
FMCG & Others	119	103	16%	116	3%	235	200	18%
Agriculture	113	104	9%	130	(14)%	243	230	6%
Meat, Seafood & Poultry	191	192	-	180	6%	372	343	8%
Healthcare & Pharma	49	54	(10)%	52	(7)%	101	106	(5)%
Revenue from operations	1,240	1,086		1,288		2,528	1,959	

Financial statement

Rs. in mn

Category	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1 FY24	H1 FY23	Y-o-Y
Revenue from contracts	1,240	1,086	14.2%	1,288	(3.7)%	2,528	1,959	29.0%
Other Income	15	10	49.5%	12	27.8%	27	22	23.8%
Total Income	1,256	1,096	14.5%	1,300	(3.4)%	2,555	1,981	29.0%
COGS	323	253	27.6%	363	(10.8)%	686	253	nm*
Operating Expenses	460	403	14.1%	458	0.4%	918	874	5.0%
Employee benefit expenses	95	83	14.1%	91	3.6%	186	166	11.9%
Other Expenses	123	116	5.6%	134	(8.4)%	257	234	9.6%
EBITDA	255	241	5.9%	254	0.5%	510	454	12.3%
Margin (%)	20.3%	22.0%		19.6%		19.9%	22.9%	
EBIT	107	109	(1.3)%	118	(9.4)%	225	193	16.5%
Margin (%)	8.5%	9.9%		9.1%		8.8%	9.8%	
PAT	29	27	9.5%	34	(13.4)%	63	46	38.4%
Margin (%)	2.3%	2.4%		2.6%		2.5%	2.3%	

nm* - Trading segment numbers reflects only for Q2 FY23. Since this business was started from 1st July 2022



Segment Revenue

Rs. in mn


Segment	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1 FY24	H1 FY23	Y-o-Y
Warehousing Services	564	517	9.0%	557	1.2%	1,121	1,018	10.0%
Transportation Services	320	290	10.2%	324	(1.3)%	643	632	1.9%
Trading and Distributions	357	279	27.8%	407	(12.2)%	764	279	nm
Consignment Agency Services and Others	-	-		-		-	30	nm
Total Revenue	1,240	1,086	14.2%	1,288	(3.7)%	2,528	1,959	29.0%

Leading integrated temperature-controlled logistics

- Snowman Logistics Ltd was incorporated in 1993 and Gateway Distriparks acquired a majority stake in 2006
- Pan India network of 44 warehouses across 18 cities
- Integrated service offering of warehousing services, transportation, and distribution bundled with value added services
- Modern facilities with high quality infrastructure across the country
- Expansion plans to increase warehousing presence for catering to the fast-growing demand of the organised sector
- Snowman is first Indian cold chain company to introduce 5PL services, which offer innovative and integrated solutions



13
Customer
industries



91%
Capacity
utilization



750+
Customers



2,400+
Workforce



8,28,788
Pallets handled

Key Asset Details

Warehouse Division

19

Cities



45

Warehouses



1,36,753

Pallet Capacity



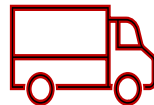
Transport Division

103

Dedicated
vehicles

200+

Vehicles on
need basis



301

Owned
Vehicles



600+

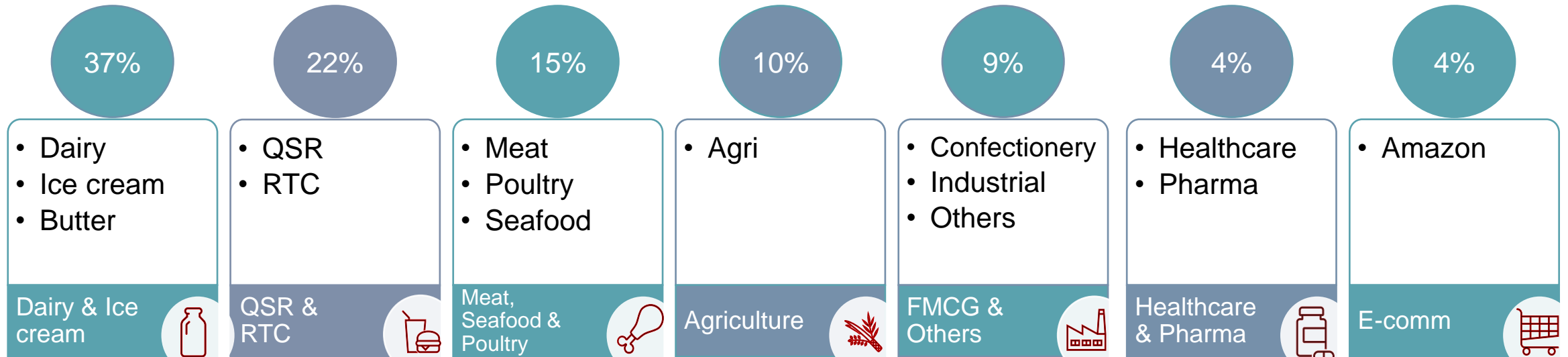
Total
Vehicles



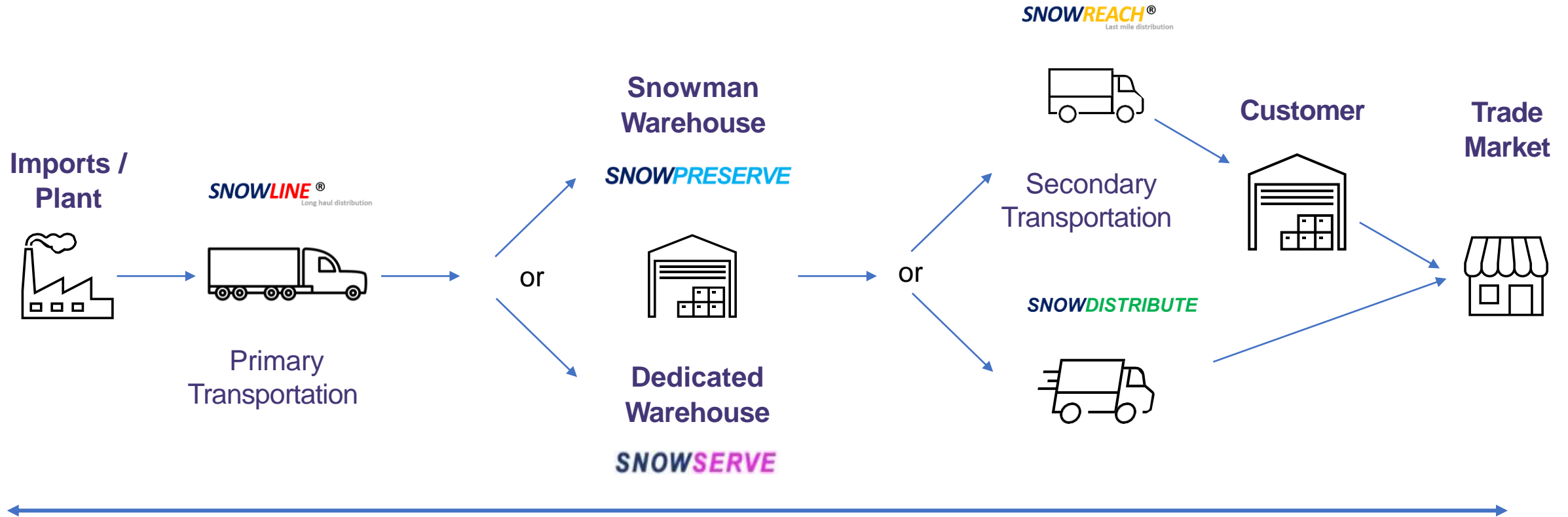
Product portfolio catering to major industry sectors



% of Sales for H1 FY24



Integrated offerings across value chain



SNOWEXPERTS provides end-to-end consultancy services

SNOWEXPERTS

Secondary, inter-state & intra-city

Consultancy Business

- Customized solutions
- Network solution
- Processes and audits
- Consultation in supply chain

Project Management

- Warehouse transition
- System transition
- Fleet transition
- Market entry

SNOWAGENT

Secondary, inter-state & intra-city

CFA / Super stockists

- Forecasting
- Material planning
- Procurement
- Stock management
- End to end including billing and collection

Customer Value-add Services (2/2)

SNOWDISTRIBUTE

- First Indian company to introduce 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
- Started rendering service to IKEA, Baskin Robbins and Tim Hortons

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



SNOWPRESERVE

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



Warehousing

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

Customer Value Add

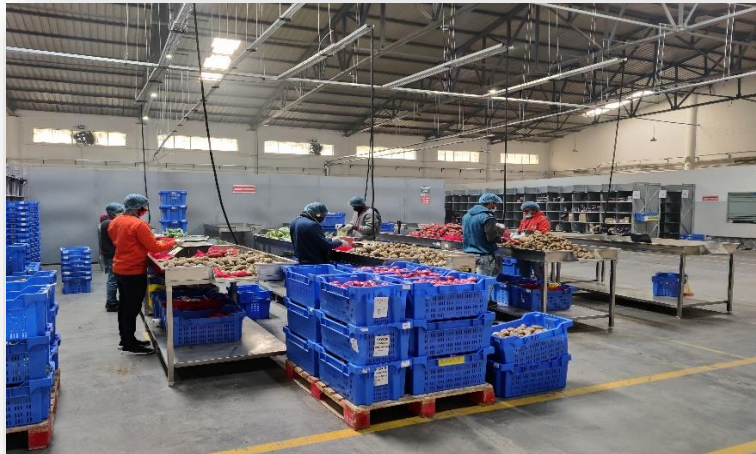
- Packing, repacking, labelling
- EXIM operations
- Blast freezing

Key Features

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

SNOWSERVE

Fulfilment centres for eCommerce clients



Dedicated Warehousing

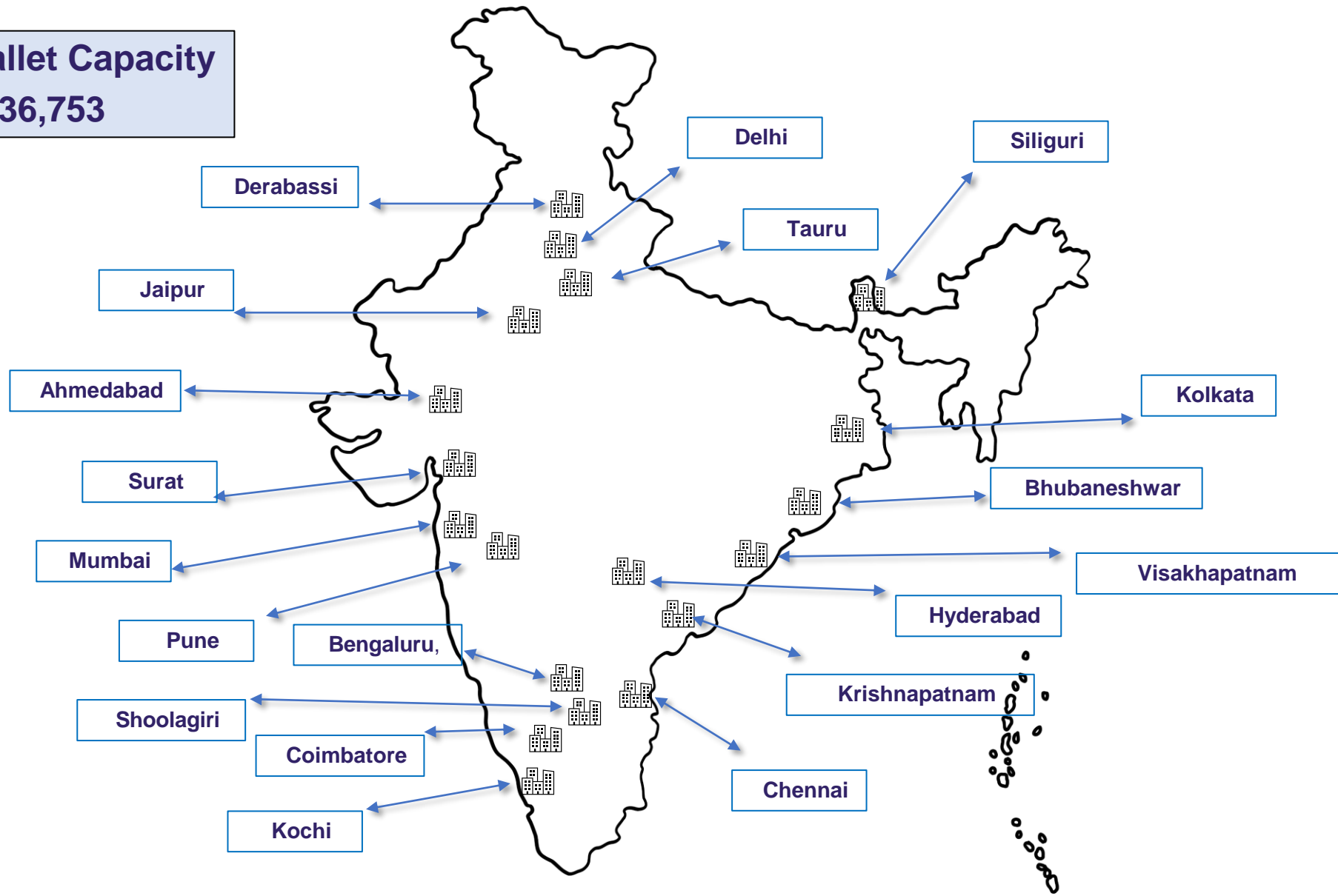
- Customer dedicated facilities
- Customized services
- Repacking, bundling and related
- Warehouse, manpower, compliance management
- Strategic support
- Includes all SnowPreserve services

Key Features

- Dedicated warehouses built to specification
- eCommerce back-end
- Techn-driven controls and processes
- Operations by Snowman team
- High throughput inward/ outward handling
- Cargo consolidation
- Sorting, repacking & labelling
- Inventory management
- 24x7 operations

Nation-wide storage capacity

Total Pallet Capacity
1,36,753



SNOWLINE

Long haul primary transportation

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



SNOWREACH

Secondary, inter-state & intra-city distribution



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

Expansion Plans

INFRASTRUCTURE



Kolkata Phase -1
(Pallets 5,829)
construction is
underway

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), ISO 22000 (TUV- SUD) and FSSAI



3 Cargo profiles based specialised certifications for specific locations

- 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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