



July 29, 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 June 30, 2025.

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

Safe Harbour



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Q1FY26 Highlights

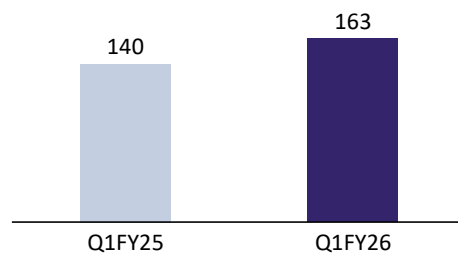


Performance Highlights: Q1FY26

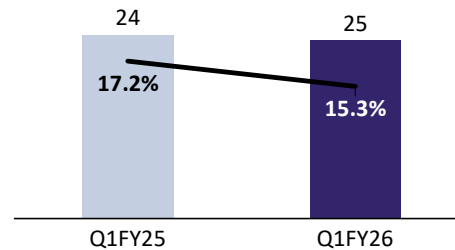


Quarter

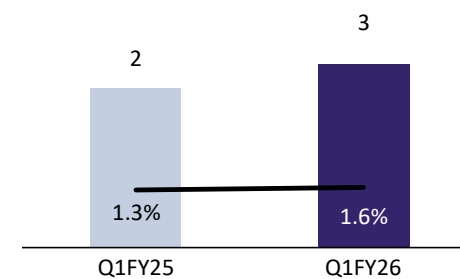
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)



Net Income (Rs. Cr)



Management Commentary



We are pleased to report a strong start to FY'26, with revenue for Q1 standing at ₹162.7 crore, reflecting a 16% year-on-year growth. This performance is a testament to the strategic investments made in expanding our cold chain infrastructure and strengthening our integrated logistics solutions.

During the quarter, we commissioned two company-owned temperature-controlled facilities in Kolkata and Krishnapatnam, collectively adding 9,557 pallet positions. These additions have taken our total capacity to 1,50,754 pallets across 43 warehouses in 20 cities, further reinforcing our pan-India leadership in cold storage infrastructure.

Our warehousing services segment grew 6.2% year-on-year, while our trading and distribution vertical continued its strong momentum, registering a robust 46.2% growth. The transportation segment witnessed a temporary decline due to a shift in customer mix, but we expect a recovery in the coming quarters with new customer additions and improving fleet optimization.

As part of our ongoing digital transformation, we continue to enhance customer engagement through technology-enabled interfaces and real-time visibility platforms. Our strategic focus on the 5PL model is progressing well, with the addition of high-quality clients such as Unilever and Kopi Kenangan, underscoring the growing relevance of our end-to-end distribution capabilities. Operationally, our warehouses continue to operate at high utilization levels, and we remain confident of improved throughput in the coming quarters as seasonal volumes pick up and new clients are onboarded.



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

P&L Statement



Particulars (Rs. In cr.)	Q1FY26	Q1FY25	YoY	Q4FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	162.7	140.2	16.0%	137.0	18.7%	552.5	503.4	9.8%
Other Income	0.7	0.8		0.3		4.2	6.8	
Total Income	163.4	141.0	15.9%	137.3	19.0%	556.8	510.1	9.1%
COGS	61.9	41.8		39.8		169.0	130.7	
Operating Expenses	49.5	50.0		51.5		199.1	185.1	
Employee Expenses	10.6	10.2		8.9		39.0	36.1	
Other Expenses	16.4	14.7		12.7		56.2	49.9	
EBITDA	25.1	24.2	3.6%	24.4	2.9%	93.5	108.3	-13.7%
EBITDA Margin (%)	15.3%	17.2%		17.8%		16.8%	21.2%	
Depreciation	15.5	15.7		15.3		63.1	59.3	
EBIT	9.6	8.5	12.7%	9.1	5.9%	30.5	49.0	-37.9%
Finance Cost	5.6	6.0		5.8		24.5	23.8	
Profit before Tax	3.9	2.5	56.9%	3.3	21.2%	6.0	25.2	-76.3%
Profit before Tax Margin (%)	2.4%	1.8%		2.4%		1.1%	4.9%	
Tax	1.4	0.7		-0.6		0.3	12.5	
Profit After Tax	2.5	1.8	42.1%	3.9	-34.8%	5.7	12.7	-55.2%
PAT Margin (%)	1.6%	1.3%		2.9%		1.0%	2.5%	

Segment Revenue



Segment Revenue (Rs. In Cr.)	Q1FY26	Q1FY25	YoY	Q4FY25	QoQ	FY25	FY24	YoY
Warehousing Services	63	59	6.2%	58	8.8%	227	227	-0.3%
Transportation Services	33	35	-6.6%	36	-8.1%	142	131	8.9%
Trading And Distributions	67	46	46.2%	43	54.0%	184	145	26.4%
Total Revenue	163	140	16.0%	137	18.74%	553	503	9.8%

Business Overview



Business Snapshot



Industry Leader in cold chain Logistics & Supply Chain

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

43 warehouses, including cold storage & dry warehouses

600+ trucks ensuring a robust nationwide network

Seamless supply chain solutions with easy accessibility & uninterrupted supply

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 **43** 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 SPL services**, which offer innovative and integrated solutions



13
Customer industries



2,329+
Workforce



91%
Capacity utilization



4,61,970
Pallets handled



853+
Customers

Key Asset Details



Warehouse Division



20
Cities



43
Warehouses



1,50,754
Pallet Capacity

Transport Division



325+
Leased Vehicles

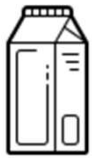


296
Owned Vehicles



600+
Total Vehicles

Industries we service



Dairy & Ice cream



Restaurant Chains



Ready to Cook Food



Meat, Poultry & Seafood



FMCG



Fresh Produce



Healthcare, Pharma



E-commerce

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
1,50,754



Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

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



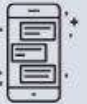
Order management system
A network enabled technology platform to orchestrate
the service delivery ecosystems



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

Warehouse Division



SNOWPRESERVE®

Warehousing

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

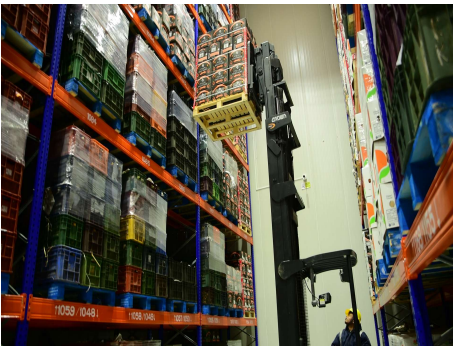
Customer Value Add

- 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



Goods



Logistics



Packaging



Warehouse



Delivery



Store

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

Company:



CIN: L15122MH1993PLC285633

Mr. **Sohan Singh Dhakad**

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