



November 04, 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 and half year ended September 30, 2025.

You are requested to take note of the same.

Thanking You,
Yours Faithfully,

For Snowman Logistics Limited

**Sohan
Singh
Dhakad**

Digitally signed
by Sohan Singh
Dhakad
Date: 2025.11.04
12:56:52 +05'30'

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

Snowman Logistics Ltd.

Corporate office: Wing B of 4th Floor, Prius Platinum, Saket District Centre, Saket, New Delhi – 110017.

CIN: L15122MH1993PLC285633 **T** 011 4055 4500

Regd. Office: Plot No. M-8, Taloja Industrial Area, MIDC, Raigad, Navi Mumbai, Maharashtra -410206

T +91 22 39272004 **E** info@snowman.in **W** www.snowman.in



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

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Snowman Logistics Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Q2 & H1 FY26 Highlights

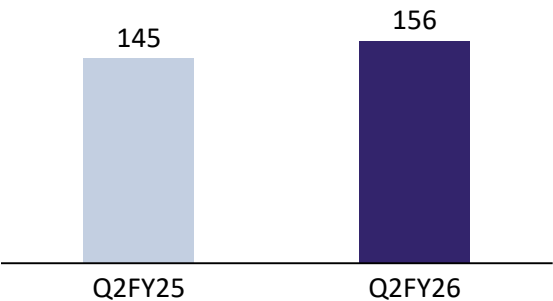


Performance Highlights: Q2 & H1 FY26

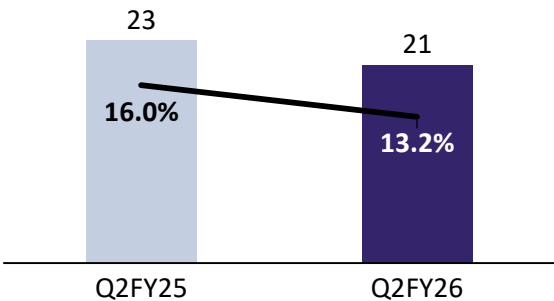


Quarter

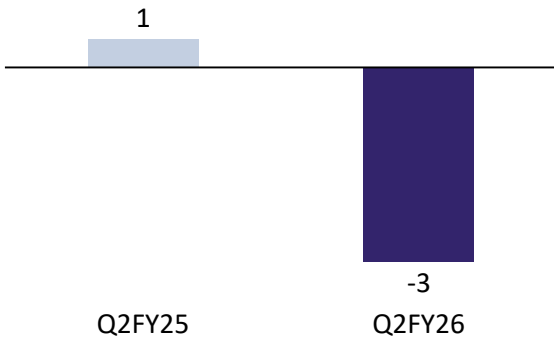
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)

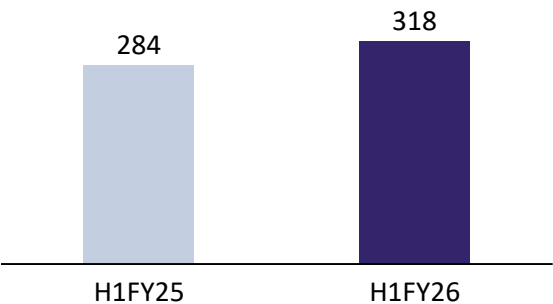


Net Income (Rs. Cr)

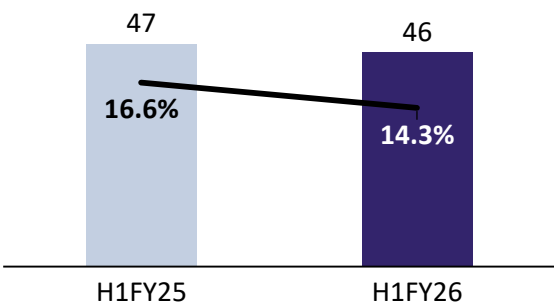


Half yearly

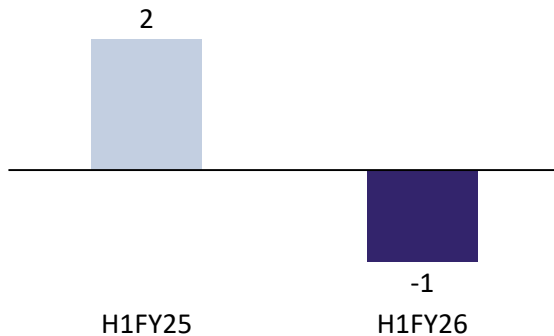
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)



Net Income (Rs. Cr)



Management Commentary

We are pleased to report a continued positive growth into Q2'FY 26, with revenue for Q2 standing at ₹155.7 crore, reflecting a 9% 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 have added one more temperature-controlled facility in Kundli with a capacity of adding 3,576 pallet positions. These additions have taken our total capacity to 1,54,809 pallets across 44 warehouses in 21 cities, further reinforcing our pan-India leadership in cold storage infrastructure.

Our warehousing services segment grew 9.6% year-on-year, while our trading and distribution vertical continued its strong momentum, registering a robust 20.6% 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.



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

P&L Statement



Particulars (Rs. In cr.)	Q2FY26	Q2FY25	YoY	Q1FY26	QoQ	H1FY26	H1FY25	YoY
Revenue from Operations	155.6	143.4	8.5%	162.7	-4.3%	318.3	283.7	12.2%
Other Income	0.6	1.1		0.7		1.3	1.8	
Total Income	156.2	144.5	8.1%	163.4	-4.4%	319.7	285.5	12.0%
COGS	57.7	47.7		61.9		119.6	89.5	
Operating Expenses	50.2	49.4		49.5		99.7	99.4	
Employee Expenses	11.6	10.0		10.6		22.2	20.2	
Other Expenses	16.1	14.4		16.4		32.5	29.1	
EBITDA	20.6	23.1	-11.0%	25.1	-18.0%	45.6	47.3	-3.5%
EBITDA Margin (%)	13.2%	16.0%		15.3%		14.3%	16.6%	
Depreciation	17.4	15.9		15.5		32.9	31.6	
EBIT	3.2	7.2	-55.7%	9.6	-66.8%	12.8	15.7	-18.6%
Finance Cost	7.4	6.3		5.6		13.0	12.3	
Profit before Tax	-4.2	0.8	NA	3.9	NA	-0.3	3.4	NA
Profit before Tax Margin (%)	-2.7%	0.6%		2.4%		NA	1.2%	
Tax	-1.3	0.2		1.4		0.09	1.0	
Profit After Tax	-2.9	0.6	NA	2.5	NA	-0.37	2.4	NA
PAT Margin (%)	-1.9%	0.4%		1.6%		-0.1%	0.8%	

Segment Revenue



Segment Revenue (Rs. In Cr.)	Q2FY26	Q2FY25	YoY	Q1FY26	QoQ	H1FY26	H1FY25	YoY
Warehousing Services	61	56	9.6%	63	-3.0%	124	115	7.8%
Transportation Services	32	36	-10.8%	33	-2.8%	65	71	-8.7%
Trading And Distributions	63	52	20.6%	67	-6.3%	130	98	32.6%
Total Revenue	156	143	8.5%	163	-4.3%	318	284	12.2%

Business Overview



Business Snapshot



Industry Leader in cold chain Logistics & Supply Chain

Over 3 million+ sq. ft. of land area

44 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 **44** warehouses across **21** cities, **catering to diverse customer needs**.

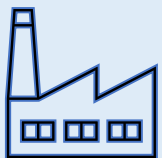
With **state-of-the-art facilities nationwide**, Snowman maintains top-quality infrastructure for safe, temperature-controlled logistics.



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



2,857+
Workforce



82%
Capacity utilization



4,37,146
Pallets handled



794+
Customers

Key Asset Details



Warehouse Division



21
Cities



44
Warehouses



1,54,809
Pallet Capacity

Transport Division



325+
Leased Vehicles



294
Owned Vehicles

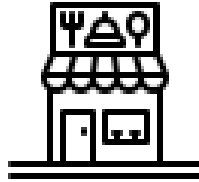


600+
Total Vehicles

Industries we service



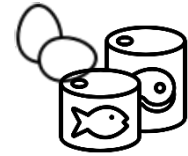
Dairy & Ice cream



Restaurant Chains



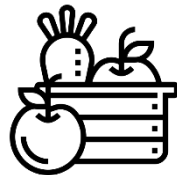
Ready to Cook Food



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
1,54,809



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



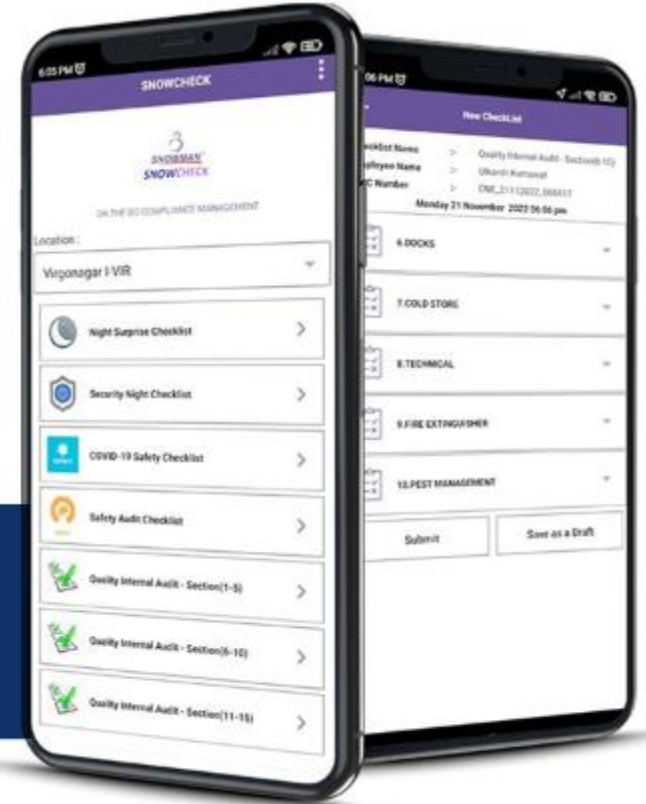
App-based audit & temp. control tools



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



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+

SKUs handled

1200+

Customer stores served

200+

Vendor partners

Company:



CIN: L15122MH1993PLC285633

Mr. **Sohan Singh Dhakad**

Email: investorrelations@snowman.in

Contact no.: +91 98213 83250

www.snowman.in

Investor Relations Advisor:

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Jigar Kavaia / Parin Narichania

E: jigar.kavaia@sgapl.net / parin.n@sgapl.net

T: +91 9920602034 / +91 9930025733

www.sgapl.net

