

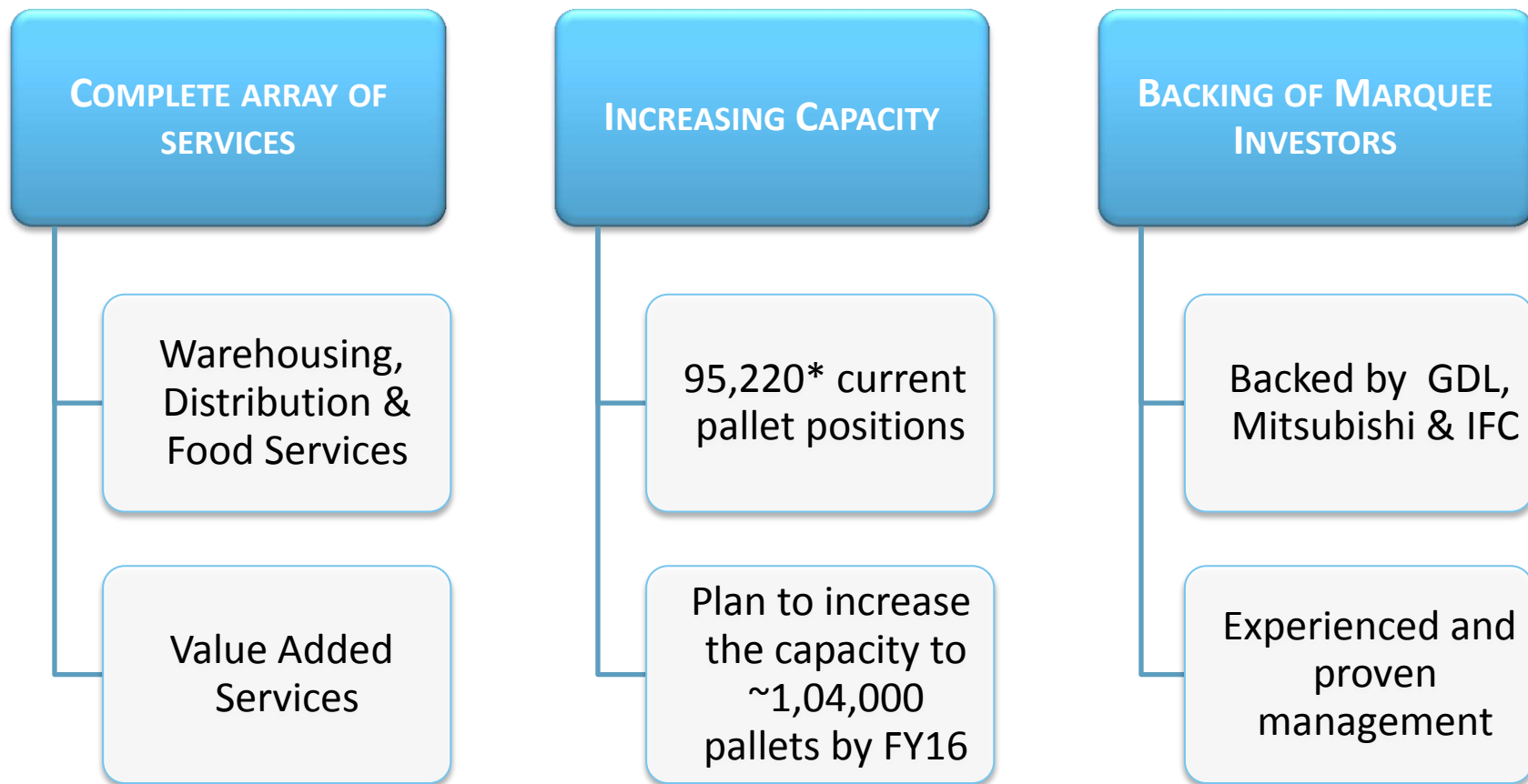


SNOWMAN LOGISTICS LIMITED

Q3FY16 Investor Presentation

WAREHOUSING | DISTRIBUTION | FOOD SERVICES | VALUE ADDED SERVICES

In this presentation and other statements - written and oral - that the Company periodically makes contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. The Company has tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. The Company cannot guarantee that these forward looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. The Company undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise to reflect the events or circumstances after the date hereof. The Company accepts no liability whatsoever for any loss howsoever arising from any information presented or contained in the presentations.





Mr. Prem Kishan Gupta
Chairman



Mr. Shabbir Hassanbhai
Independent Director



Mr. Tomoyuki Masuda
Director



Mr. A.K.T Chari
Independent Director



Mr. Michael Phillip Pinto
Independent Director



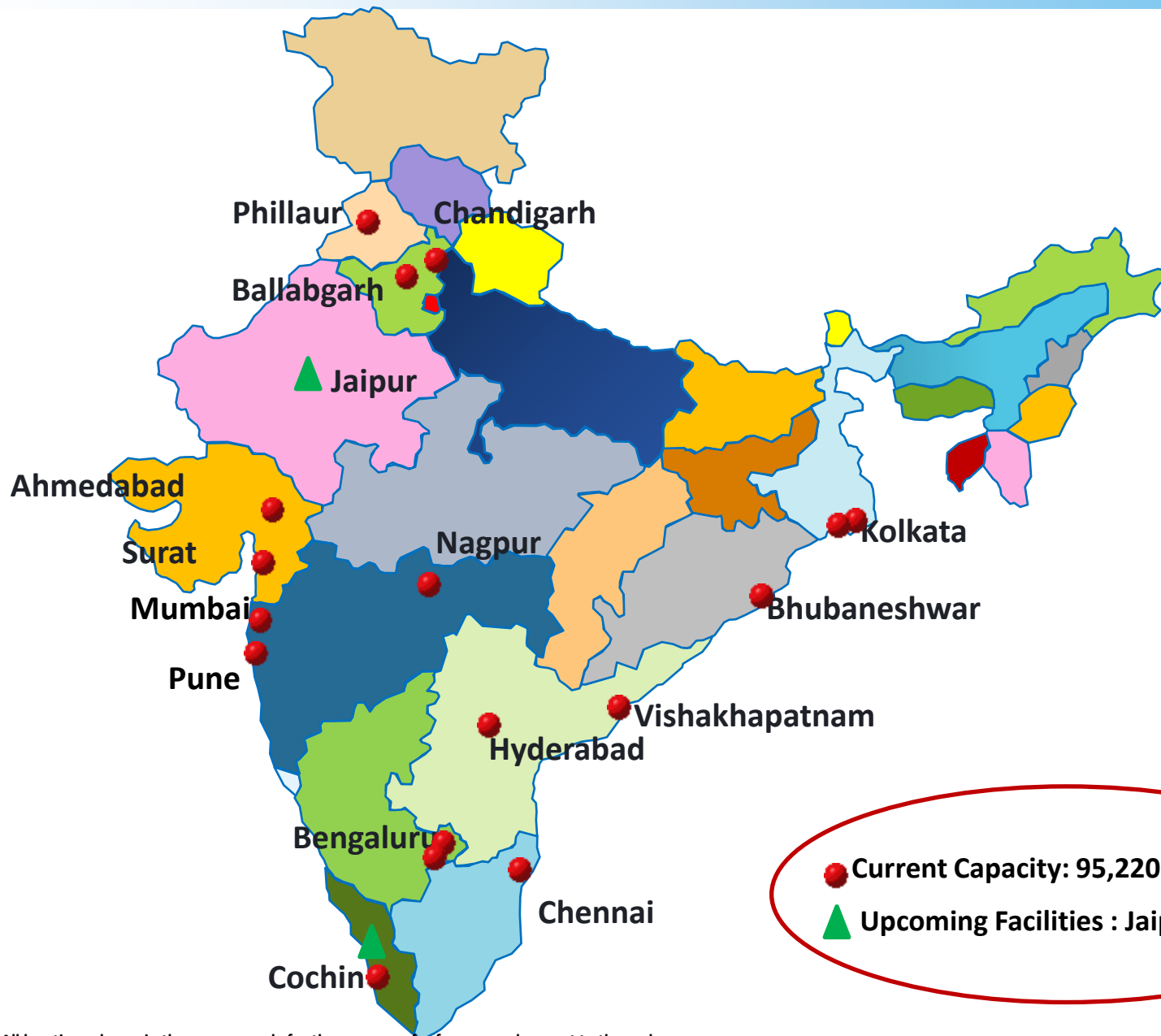
Mr. Saroosh Dinshaw
Independent Director



Mrs. Mamta Gupta
Additional Director



Mr. Ravi Kannan
CEO/Director

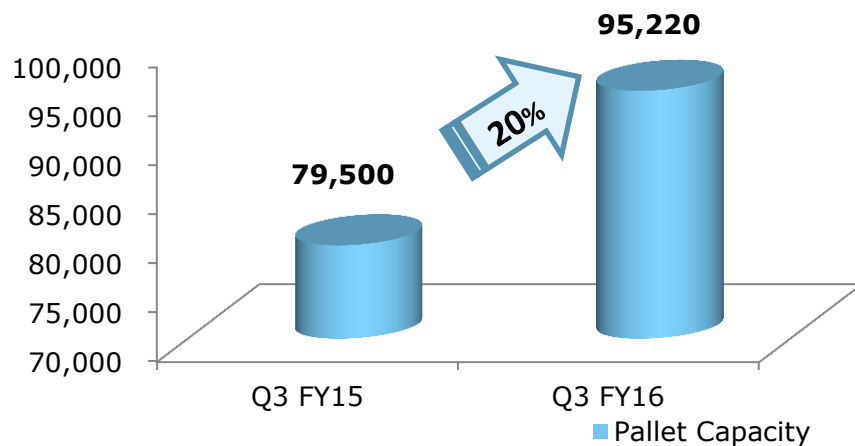


● Current Capacity: 95,220 Pallets

▲ Upcoming Facilities : Jaipur & Cochin

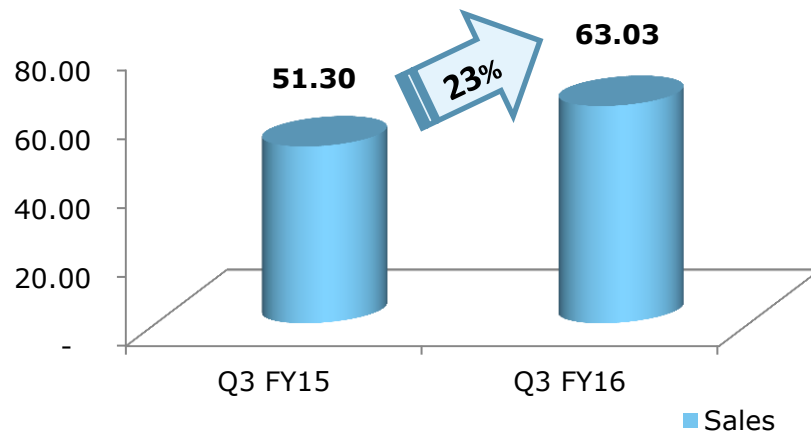
- Average occupancy increased to 78% from 77% QOQ and from 72% YOY
- Pallet capacity growth 6% QOQ & 20% YOY
- Revenue growth 9% QOQ & 23% YOY
- EBITDA growth 3% QOQ & (0.5%) YOY
- PAT growth 55% QOQ & (22%) YOY

Pallet Capacity



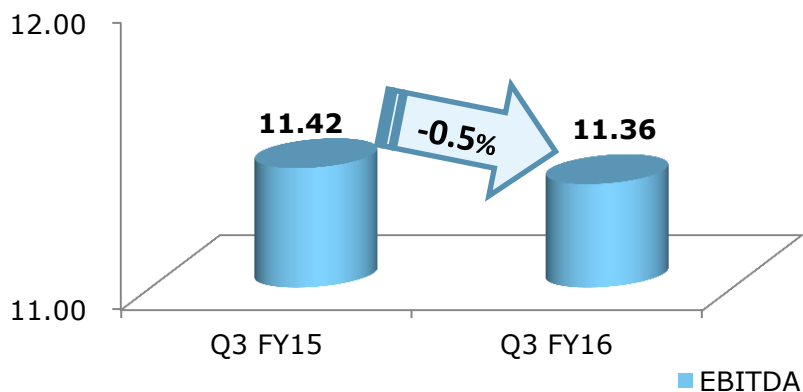
Sales

(Rs. Cr.)



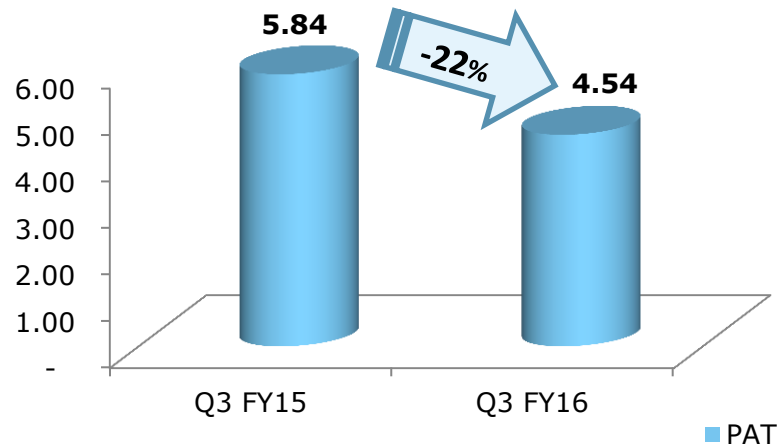
EBITDA

(Rs. Cr.)



PAT

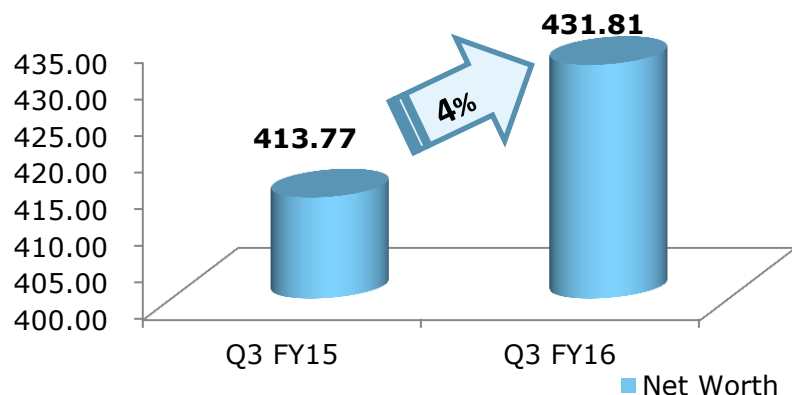
(Rs. Cr.)



Net Worth, Fixed Assets & Debt

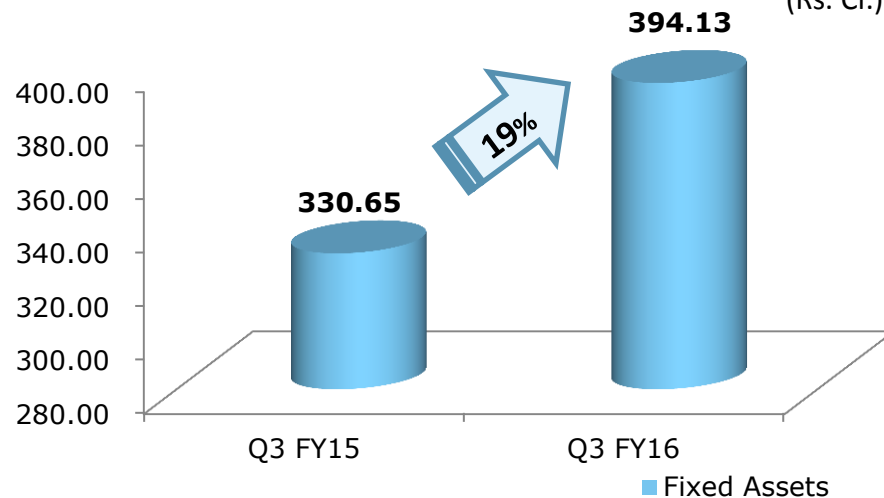
Net Worth

(Rs. Cr.)



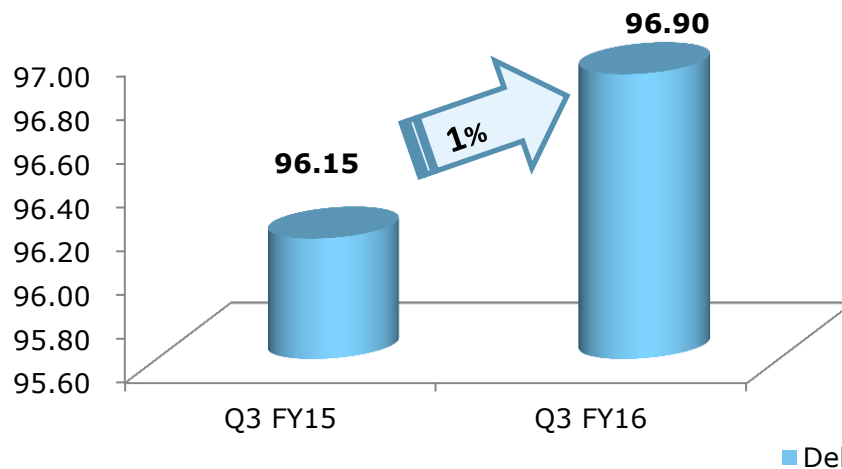
Fixed Assets

(Rs. Cr.)



Debt

(Rs. Cr.)



Key Metrics – Q3 FY16

Particulars	Q3 FY16	Q2 FY16	Q3 FY15	Growth Y-o-Y	Growth Q-o-Q
Pallet Capacity	95,220	90,000	79,500	20%	6%
Fleet Strength	463	501	393	18%	-8%
Revenue From Operations	63.03	57.66	51.30	23%	9%
Other Income	0.29	0.64	2.05	-86%	-54%
Total Income	63.32	58.29	53.35	19%	9%
EBITDA	11.36	11.05	11.42	0%	3%
EBITDA%	18%	19%	22%		
PBIT	3.88	3.82	4.91	-21%	2%
PBT	2.10	2.22	4.23	-50%	-5%
PAT	4.54	2.94	5.84	-22%	55%

Vertical Wise Performance

Warehousing Division	2014-15	Q3 FY16	Q2 FY16	Q3 FY15	Growth Y-o-Y	Growth Q-o-Q
Quarter end pallet capacity	85,500	95,220	90,000	79,500	20%	6%
SALES	104.13	31.46	30.28	26.50	19%	4%
EBITDA	39.90	12.02	11.56	9.89	21%	4%
% on sales	38%	38%	38%	37%		
PBIT	18.34	5.29	5.08	4.12	28%	4%
% on sales	18%	17%	17%	16%		

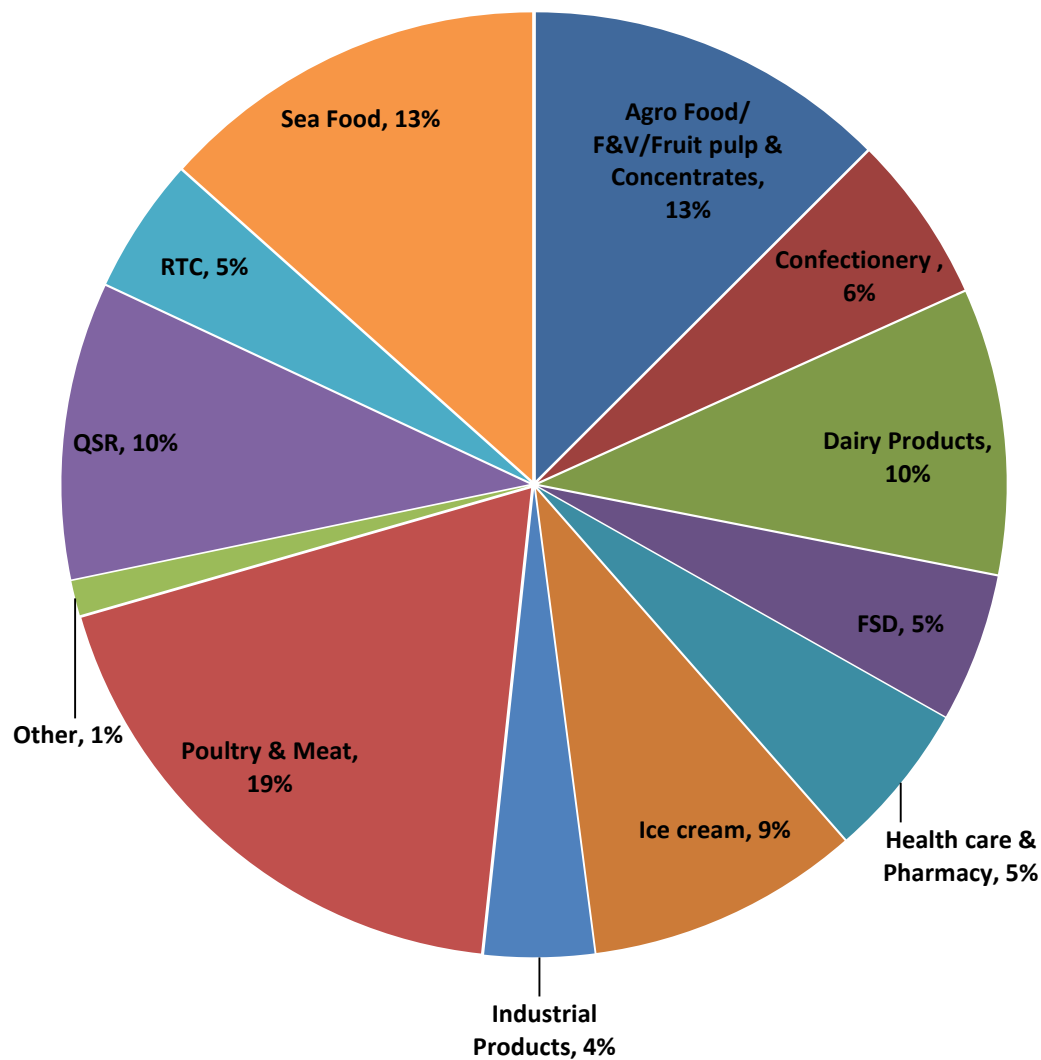
Distribution Division	2014-15	Q3 FY16	Q2 FY16	Q3 FY15	Growth Y-o-Y	Growth Q-o-Q
Quarter end fleet size	501	463	501	393	18%	-8%
SALES	98.87	24.28	25.00	24.80	-2%	-3%
EBITDA	7.11	(0.78)	(0.66)	1.52	-151%	18%
% on sales	7%	-3%	-3%	6%		
PBIT	4.15	(1.51)	(1.40)	0.78	-293%	8%
% on sales	4%	-6%	-6%	3%		

Food Service Division	Q3 FY16	Q2 FY16	Growth Q-o-Q
SALES	7.29	2.38	206%
EBITDA	0.12	0.15	-18%
% on sales	2%	6%	
PBIT	0.10	0.14	-28%
% on sales	1%	6%	

Balance Sheet

Particulars	As at Current period ended 31/12/2015 (Unaudited)	As at Previous year end 31/03/2015 (Audited)
Equity and Liabilities		
Shareholders' Funds		
(a) Share Capital	16,708.80	16,667.65
(b) Reserves and Surplus	26,472.41	25,144.54
Sub-Total-Shareholders' Funds	43,181.21	41,812.19
Non-Current Liabilities		
(a) Long-Term Borrowings	7,640.03	7,115.02
(b) Other Long Term Liabilities	187.04	358.74
(c) Long-Term Provisions	45.81	32.9
Sub-Total-Non-Current Liabilities	7,872.88	7,506.66
Current Liabilities		
(a) Trade Payables	1,131.95	325.61
(b) Other Current Liabilities	3,403.25	4,227.46
(c) Short-Term Provisions	19.48	1,012.57
Sub-Total-Current Liabilities	4,554.69	5,565.64
Total-Equity and Liabilities	55,608.78	54,884.49
Assets		
Non-Current Assets		
(a) Fixed Assets	39,413.13	35,953.40
(b) Long-Term Loans and Advances	3,308.61	1,837.10
(c) Other Non-Current Assets	8.68	13.96
(d) Deferred Tax Assets (Net)	3,713.50	3,088.62
Sub-Total-Non-Current Assets	46,443.93	40,893.08
Current Assets		
(a) Inventory	74.46	-
(b) Trade Receivables	5,898.61	4,817.54
(c) Cash and Bank Balances	2,411.00	8,372.69
(d) Short-Term Loans and Advances	763.41	779.61
(e) Other Current Assets	17.37	21.57
Sub-Total-Current Assets	9,164.85	13,991.41
Total-Assets	55,608.78	54,884.49

Segment wise Distribution of Revenues – 2015-16 Upto Q3



Thank you