



SNOWMAN LOGISTICS LIMITED

Q3FY16 Investor Presentation

WAREHOUSING | DISTRIBUTION | FOOD SERVICES | VALUE ADDED SERVICES

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Disclaimer/Safe Harbor

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.



Company Profile

COMPLETE ARRAY OF SERVICES

Warehousing,
Distribution &
Food Services

Value Added Services

INCREASING CAPACITY

95,220* current pallet positions

Plan to increase the capacity to ~1,04,000 pallets by FY16 BACKING OF MARQUEE INVESTORS

Backed by GDL, Mitsubishi & IFC

Experienced and proven management





THE TEAM BEHIND US



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



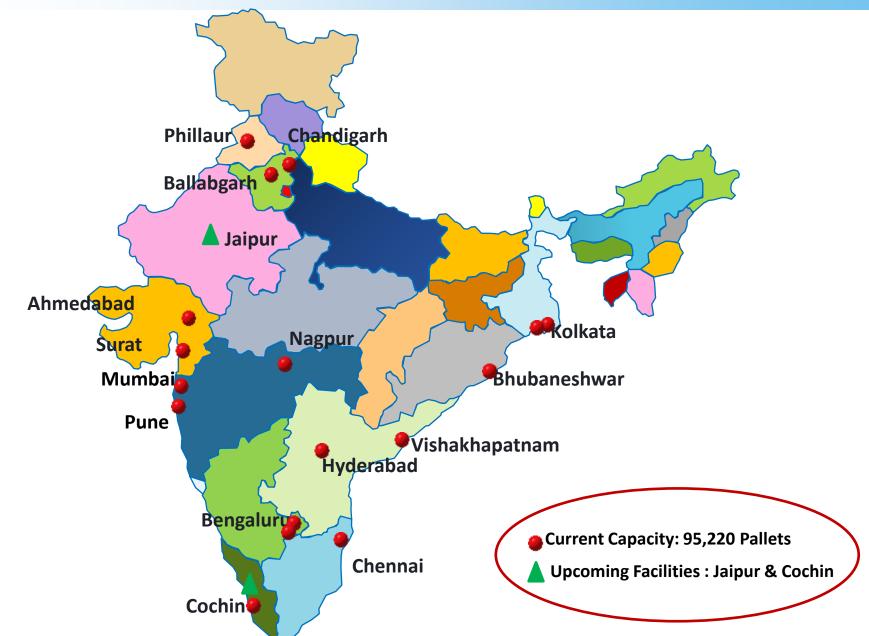
Mrs. Mamta Gupta
Additional Director



Mr. Ravi Kannan
CEO/Director



Pan India Presence





Performance Summary Q-3: FY16

- 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



Operational Highlights

23%

(Rs. Cr.)

Sales

(Rs. Cr.)

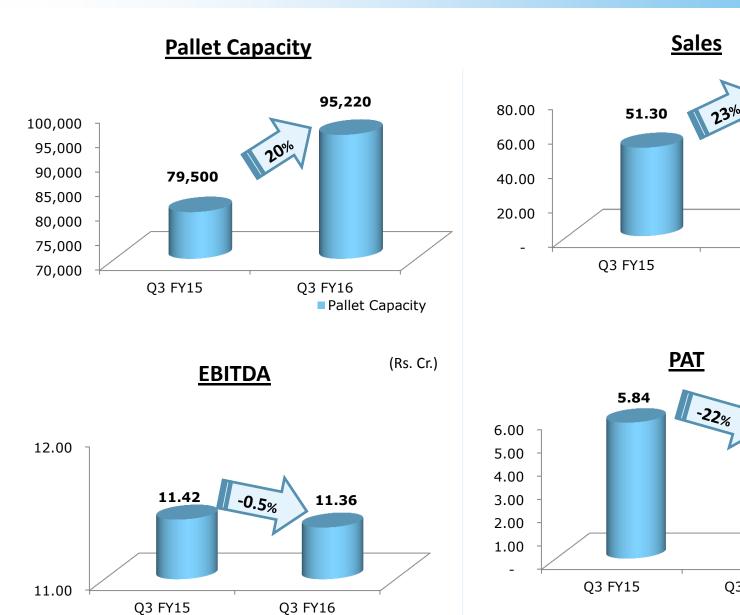
PAT

63.03

Q3 FY16

4.54

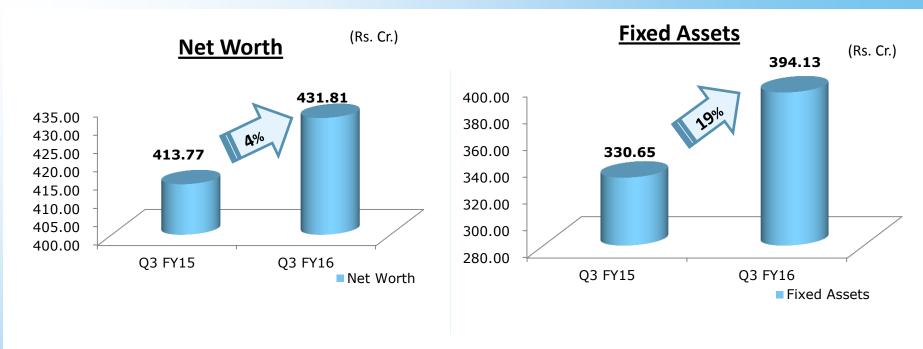
Q3 FY16

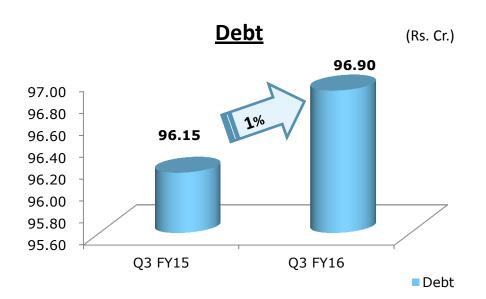


EBITDA



Net Worth, Fixed Assets & Debt







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%	1 7 %	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%	

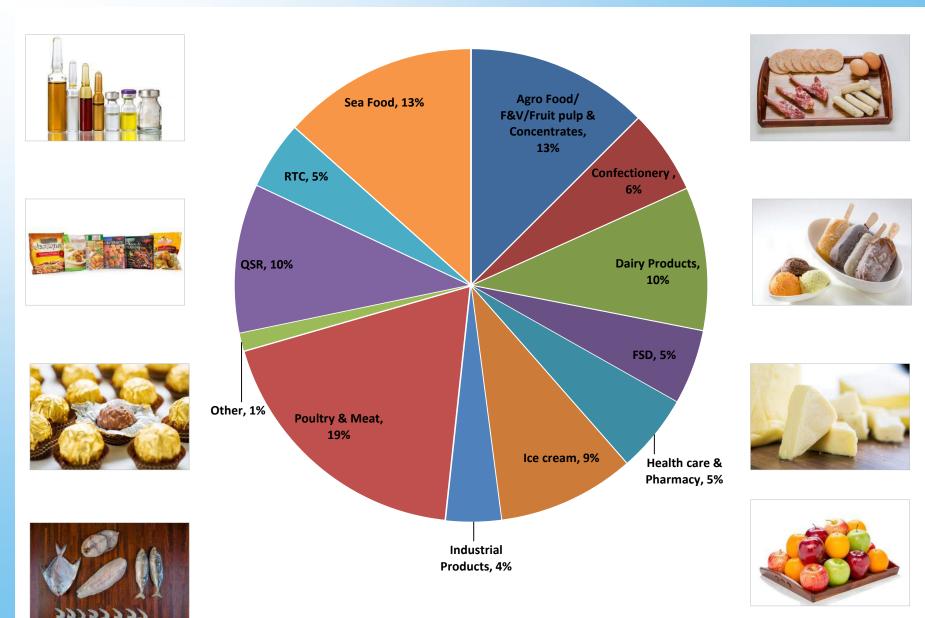


Balance Sheet

(b) Reserves and Surplus 26,472.41	Particulars	As at Current period ended 31/12/2015	As at Previous year end 31/03/2015
Share Capital 16,708.80 (a) Share Capital 16,708.80 (b) Reserves and Surplus 26,472.41 (b) Experves and Surplus 43,181.21 (b) Charles-Share holders' Funds 43,181.21 (b) Charles-Share holders' Funds 43,181.21 (b) Other Long Term Borrowings 7,640.03 (b) Other Long Term Borrowings 187.04 (c) Long-Term Provisions 45,81 (c) Current Liabilities 7,872.88 (c) Short-Term Provisions 19,48 (c) Short-Term Provisions 19,48 (c) Sub-Total-Current Liabilities 4,554.69 (c) Short-Term Provisions 19,48 (c) Short-Term Provisions 19,48 (c) Charles-Teluty and Liabilities 5,568.78 (d) Expert Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Cother Non-Current Assets 46,443.93 (c) Current Current Assets 46,443.93 (c) Current Current Cassets 5,898.61 (c) Cash and Bank Balances 5,898.61 (c) Cash and Bank Balances 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 (e) Other Current Assets 9,164.85 (e) Other Current Assets 9,164.85 (e) Cother Current Assets 9,164.		(Unaudited)	(Audited)
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(b) Reserves and Surplus 26,472.41	Shareholders' Funds		
Sub-Total-Shareholders' Funds 43,181.21 Non-Current Liabilities 7,640.03 (a) Long-Term Borrowings 7,640.03 (b) Other Long Term Liabilities 187.04 (c) Long-Term Provisions 45.81 Sub-Total-Non-Current Liabilities 7,872.88 Current Liabilities 1,131.95 (b) Other Current Liabilities 3,403.25 (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets 8 Non-Current Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 5,898.61 (c) Crash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(a) Share Capital	16,708.80	16,667.65
Non-Current Liabilities (a) Long-Term Borrowings (b) Other Long Term Liabilities (c) Long-Term Provisions 345.81 Sub-Total-Non-Current Liabilities (a) Trade Payables Current Liabilities (a) Trade Payables (b) Other Current Liabilities (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities (a) Trade Payables (b) Other Current Liabilities (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities (a) Frade Payables (b) Ung-Term Loans and Advances (a) Fixed Assets (a) Fixed Assets (a) Fixed Assets (b) Long-Term Loans and Advances (c) Other Non-Current Assets (d) Deferred Tax Assets (Net) Sub-Total-Non-Current Assets (a) Inventory (b) Trade Receivables (c) Cash and Bank Balances (c) Chart Roans and Advances (d) Short-Term Loans and Advances (e) Other Turnent Assets (f) Other Non-Current Assets (g) Inventory (h) Trade Receivables (g) Hatel Cash and Bank Balances (g) Other Current Assets (h) Province Current	(b) Reserves and Surplus	26,472.41	25,144.54
(a) Long-Term Borrowings (b) Other Long Term Liabilities (c) Long-Term Provisions 45.81 Sub-Total-Non-Current Liabilities (c) Trade Receivables (a) Trade Receivables (a) Deferred Tax Assets (a) Inventory (b) Deferred Tax Sets (c) Other Non-Current Assets (d) Deferred Tax Assets (d) Deferred Tax Assets (e) Other Non-Current Assets (f) Other Non-Current Assets (g) Inventory (g) Trade Receivables (g) Trade Receivables (g) Sets and Advances (g) Sets and Advances (g) Inventory (g) Trade Receivables (g) Sets and Advances (g) Sets and Advances (g) Sets and Advances (g) Inventory (g) Trade Receivables (g) Sets and Advances (g) Sets and Advances (g) Sets and Advances (g) Inventory (g) Trade Receivables (g) Sets and Advances (g) Sets and Advances (g) Sets and Bank Balances (g) Other Term Loans and Advances (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Other Current Assets (g) Short-Term Loans and Advances (g) Short-Term Loan	Sub-Total-Shareholders' Funds	43,181.21	41,812.19
(b) Other Long Term Liabilities	Non-Current Liabilities		
(c) Long-Term Provisions 45.81 Sub-Total-Non-Current Liabilities 7,872.88 Current Liabilities 1,131.95 (b) Other Current Liabilities 3,403.25 (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets 8 Non-Current Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 5,898.61 (a) Inventory 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(a) Long-Term Borrowings	7,640.03	7,115.02
Sub-Total-Non-Current Liabilities 7,872.88 Current Liabilities 1,131.95 (b) Other Current Liabilities 3,403.25 (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets 8 Non-Current Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 5,898.61 (c) Cash and Bank Balances 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(b) Other Long Term Liabilities	187.04	358.74
Current Liabilities 1,131.95 (b) Other Current Liabilities 3,403.25 (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets 8 Non-Current Assets 39,413.13 (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 9,164.85	(c) Long-Term Provisions	45.81	32.9
(a) Trade Payables 1,131.95 (b) Other Current Liabilities 3,403.25 (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets Non-Current Assets (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	Sub-Total-Non-Current Liabilities	7,872.88	7,506.66
(b) Other Current Liabilities 3,403.25 (c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets Non-Current Assets (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets (a) Inventory 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 9,164.85	Current Liabilities		
(c) Short-Term Provisions 19.48 Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets 8 Non-Current Assets 39,413.13 (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 5,898.61 (a) Inventory 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(a) Trade Payables	1,131.95	325.61
Sub-Total-Current Liabilities 4,554.69 Total-Equity and Liabilities 55,608.78 Assets Non-Current Assets (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(b) Other Current Liabilities	3,403.25	4,227.46
Total-Equity and Liabilities 55,608.78 Assets Non-Current Assets (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(c) Short-Term Provisions	19.48	1,012.57
Assets Non-Current Assets (a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 46,443.93 Current Assets 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	Sub-Total-Current Liabilities	4,554.69	5,565.64
Non-Current Assets (a) Fixed Assets (b) Long-Term Loans and Advances (c) Other Non-Current Assets (d) Deferred Tax Assets (Net) Sub-Total-Non-Current Assets (a) Inventory (b) Trade Receivables (c) Cash and Bank Balances (d) Short-Term Loans and Advances (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	Total-Equity and Liabilities	55,608.78	54,884.49
(a) Fixed Assets 39,413.13 (b) Long-Term Loans and Advances 3,308.61 (c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 74.46 (a) Inventory 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85			
(b) Long-Term Loans and Advances (c) Other Non-Current Assets (d) Deferred Tax Assets (Net) Sub-Total-Non-Current Assets (a) Inventory (b) Trade Receivables (c) Cash and Bank Balances (d) Short-Term Loans and Advances (e) Other Current Assets (5) Current Assets (1) Short-Term Loans and Advances (1) Short-Term Loans and Advances (2) Other Current Assets (3) A308.61 (4) Short-Term Loans and Advances (4) Short-Term Loans and Advances (5) Sub-Total-Current Assets (6) Current Assets (7) Current Assets (8) Current Assets (9) Current Assets (1) C	Non-Current Assets		
(c) Other Non-Current Assets 8.68 (d) Deferred Tax Assets (Net) 3,713.50 Sub-Total-Non-Current Assets 46,443.93 Current Assets 74.46 (a) Inventory 74.46 (b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(a) Fixed Assets	39,413.13	35,953.40
(d) Deferred Tax Assets (Net)3,713.50Sub-Total-Non-Current Assets46,443.93Current Assets74.46(a) Inventory74.46(b) Trade Receivables5,898.61(c) Cash and Bank Balances2,411.00(d) Short-Term Loans and Advances763.41(e) Other Current Assets17.37Sub-Total-Current Assets9,164.85	(b) Long-Term Loans and Advances	3,308.61	1,837.10
Sub-Total-Non-Current Assets Current Assets (a) Inventory (b) Trade Receivables (c) Cash and Bank Balances (d) Short-Term Loans and Advances (e) Other Current Assets T4.46 2,411.00 1737 1737 1737	(c) Other Non-Current Assets	8.68	13.96
Current Assets (a) Inventory 74.46 (b) Trade Receivables (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets	(d) Deferred Tax Assets (Net)	3,713.50	3,088.62
(a) Inventory (b) Trade Receivables (c) Cash and Bank Balances (d) Short-Term Loans and Advances (e) Other Current Assets 5,898.61 2,411.00 763.41 17.37 Sub-Total-Current Assets 9,164.85	Sub-Total-Non-Current Assets	46,443.93	40,893.08
(b) Trade Receivables 5,898.61 (c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	Current Assets		
(c) Cash and Bank Balances 2,411.00 (d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(a) Inventory	74.46	-
(d) Short-Term Loans and Advances 763.41 (e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(b) Trade Receivables	5,898.61	4,817.54
(e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(c) Cash and Bank Balances	2,411.00	8,372.69
(e) Other Current Assets 17.37 Sub-Total-Current Assets 9,164.85	(d) Short-Term Loans and Advances	763.41	779.61
Sub-Total-Current Assets 9,164.85	` '	17.37	21.57
Total-Assets 55,608.78	` '		13,991.41
	Total-Assets	55,608.78	54,884.49 11



Segment wise Distribution of Revenues – 2015-16 Upto Q3





Thank you