



**India's Largest Integrated
Temperature Controlled Logistics Service Providers
With An Ability To Service Customers On A
Pan India Basis**



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.

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One Point Solution

Primary Distribution
(First Mile)

Warehousing

Secondary Distribution
(Last Mile)

PAN India Integrated solutions

98,500 pallet capacity - 30 Warehouses across 15 locations

5 variant temperature zones (-25°C to 20°C)

Fleet size of 293 vehicle covering 400+ cities & towns

Efficient Business Strategy

Customized business offerings

Diversified segment mix

Diversified clientele

Quality Assurance

ISO 14001 & 22000 certification

FSSAI certification

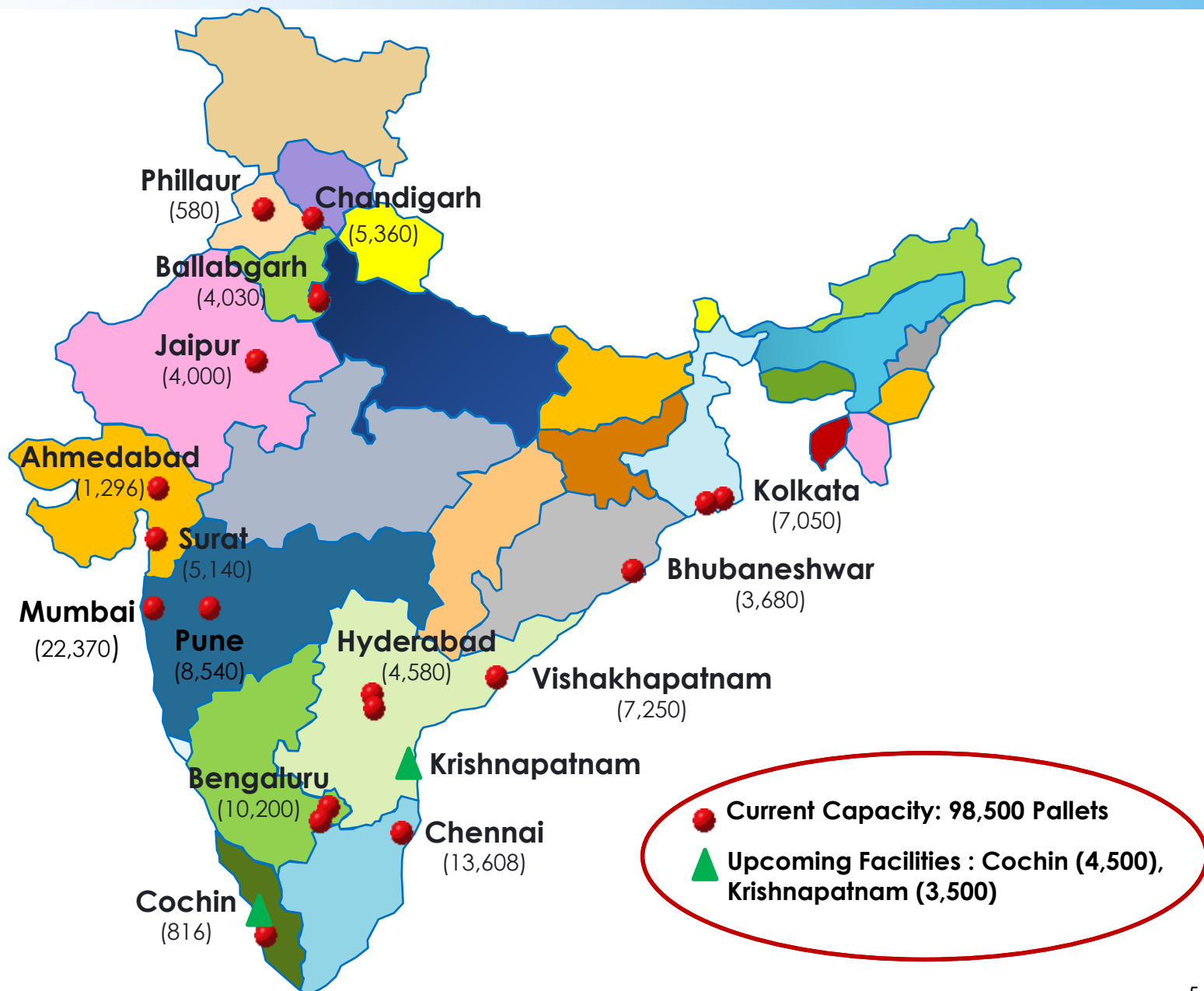
EU certification

State of the art IT Infrastructure

WMS

Full traceability

Customized reports



Vision

To be recognized as trend setter in supply chain management by setting standards in customer satisfaction and continuously improving the process.

Mission

To build long term relationship with customers by improving efficiency of distribution process through innovative and cost effective logistics solutions of consistent quality and high standard.



Mr. Prem Kishan Gupta

Chairman



Mr. Shabbir Hassanbhai

Independent Director



Mr. Tomoyuki Masuda

Director



Mrs. Mamta Gupta

Additional Director



Mr. A.K.T Chari

Independent Director



Mr. Michael Phillip Pinto

Independent Director



Mr. Saroosh. C. Dinshaw

Independent Director



Mr. Bhaskar Avula Reddy

Independent Director



Mr. Arun Kumar Gupta

Independent Director



Mr. Pradeep Dubey

COO & Whole-time Director

1. During Q1FY17 SLL reported:
 - Revenue dropped by 16% to INR49.66 Cr. from INR59.20 Cr in Q1FY16.
 - EBITDA increase of 20% to INR14.75 Cr. from INR12.25 Cr in Q1FY16.
 - PAT decreased by 67% from INR1.79 Cr. to INR5.46 Cr in Q1FY16.
2. Cash and cash equivalents as on June 30, 2016 of INR15.40 Cr.
3. With total debt of INR147.69 Cr. SLL has maintained D/E ratio of 0.34
4. With total pallet capacity of 98,500, capacity utilization was 74% as against 73% in Q1FY16.
5. SLL now owns its complete fleet of 293 refrigerated trucks.

Q1 PERFORMANCE COMPARISON

(Amount in Rs.Cr.)

PARTICULARS	Q1 FY17	Q1 FY16	Y-o-Y GROWTH
Revenue From Operations	49.66	59.20	-16%
Other Income	0.24	1.38	-82%
Total Income	49.90	60.58	-18%
Total Expenses	34.91	46.95	-26%
Total Expenses%	70%	79%	
EBITDA	14.75	12.25	20%
EBITDA%	30%	21%	
Depreciation	9.85	6.67	48%
Depreciation%	20%	11%	
PBIT	4.90	5.59	-12%
PBIT%	10%	9%	
Interest	2.86	1.07	167%
Interest%	6%	2%	
PBT	2.04	4.52	-55%
PBT%	4%	7%	
Tax	0.25	(0.94)	-126%
Tax%	0%	-2%	
PAT	1.79	5.46	-67%
PAT%	4%	9%	

(Amount in Rs.Cr.)

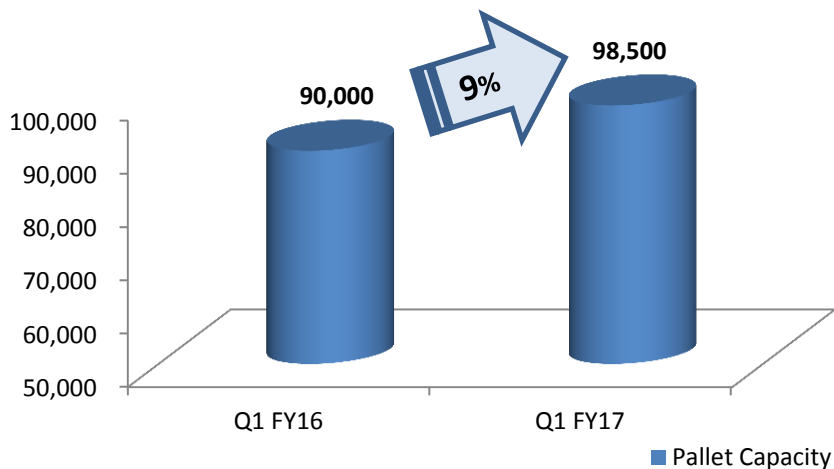
Particulars	June 30,2016	March 31,2016
EQUITY AND LIABILITIES		
Shareholder's Funds		
Share Capital	167.09	167.09
Reserves and Surplus	273.61	272.13
Non-Current Liabilities		
Long-term borrowings	119.99	108.22
Other Long Term Liabilities	2.44	3.37
Long-term provisions	0.71	0.65
Current Liabilities		
Short-term borrowings	-	12.50
Trade payables	12.02	8.58
Other current liabilities	43.15	48.10
Short-term provisions	0.14	0.13
Total	619.15	620.77
ASSETS		
Non-Current Assets		
Fixed assets		
Tangible assets	437.46	441.23
Intangible assets	0.37	0.46
Capital work-in-progress	30.35	26.46
Long term loans and advances	14.02	23.39
Other non current assets	0.16	0.08
Deferred tax asset (Net)	41.10	40.92
Current assets		
Inventory	0.11	1.26
Trade receivables	59.30	56.23
Cash and bank balances	15.40	21.11
Short-term loans and advances	19.20	8.02
Other current assets	1.68	1.61
Total	619.15	620.77

Ind AS Compliant Financials

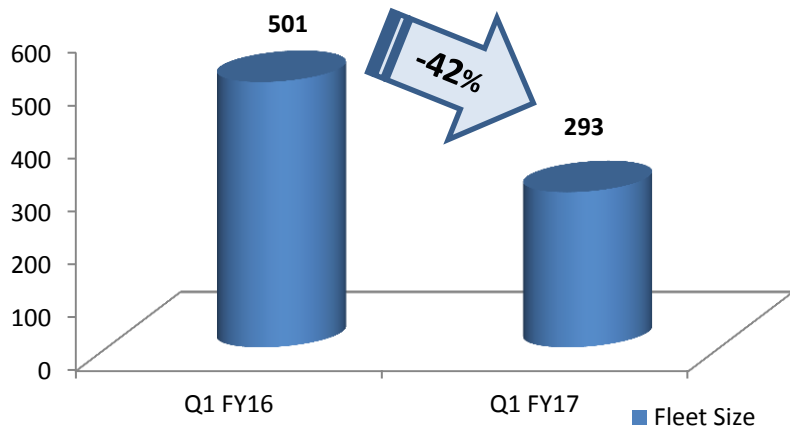
- The Company has adopted Ind AS for the financial year commencing from April 1, 2016, and accordingly, the Results for the quarter and corresponding previous quarter have been prepared by the Management in compliance with Ind AS.

Description	3 months ended 30/06/2016	Corresponding 3 months ended in the previous year 30/06/2015
Net profit or loss as per Previous GAAP (Indian GAAP)	185.95	553.31
Less: Impact on account of fair valuation of financial assets (Operating expense)	16.07	16.13
Add: Income (Interest) on unwinding of the present value on quarterly basis (Other Income)	9.42	8.87
Net profit or loss as per Ind AS	179.30	546.05
Other comprehensive income, net of income tax	-	-
Total comprehensive income for the period	179.30	546.05

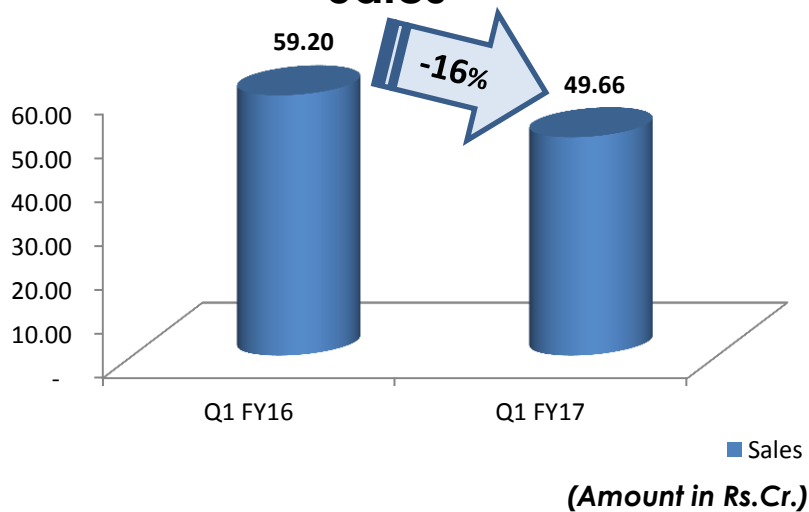
Pallet Capacity



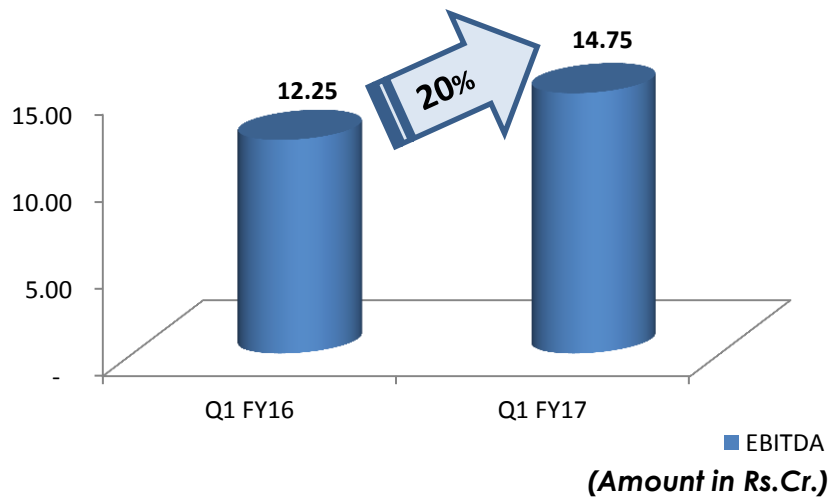
Fleet Size



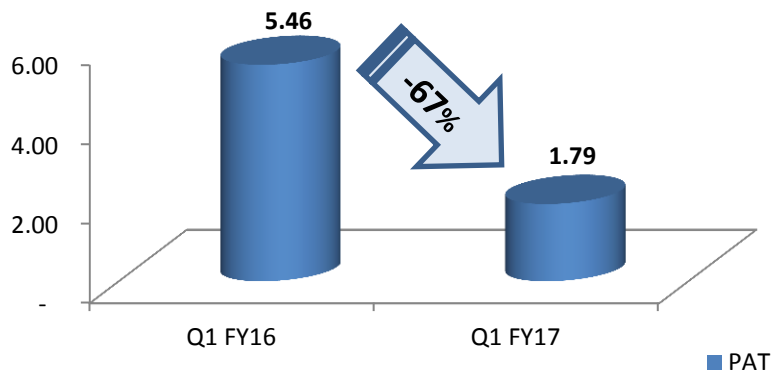
Sales



EBITDA

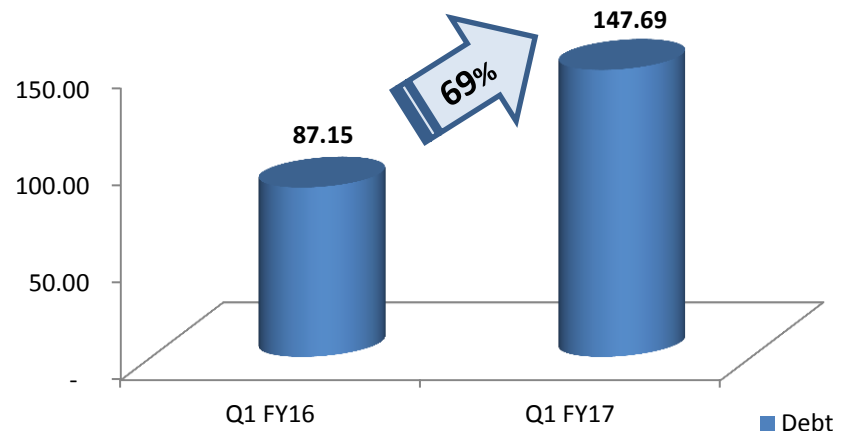


PAT



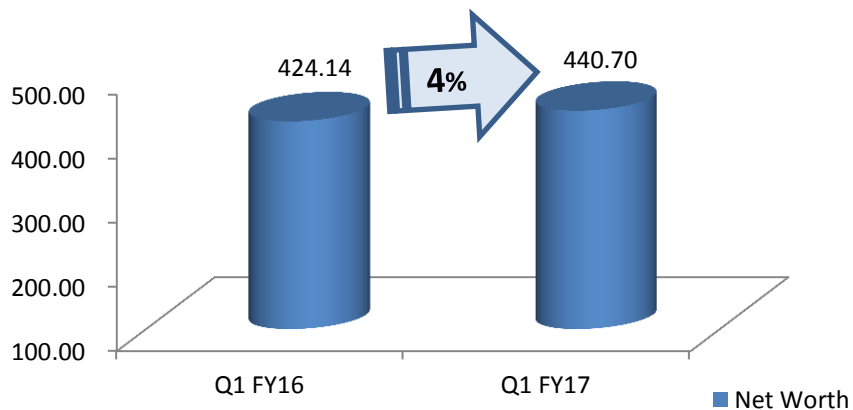
(Amount in Rs.Cr.)

Debt



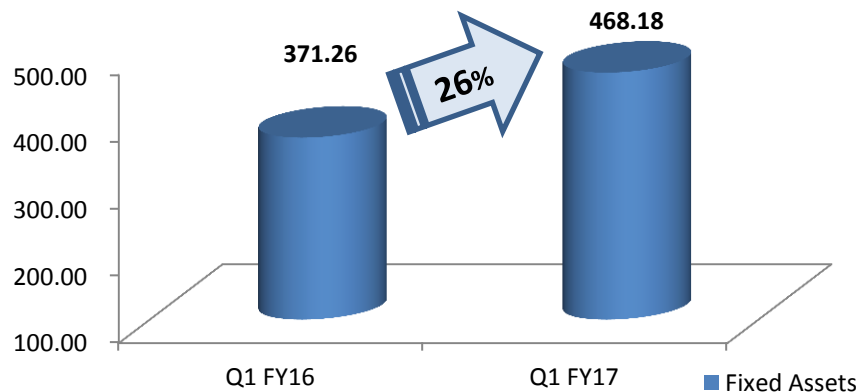
(Amount in Rs.Cr.)

Net Worth



(Amount in Rs.Cr.)

Fixed Assets



(Amount in Rs.Cr.)

(Amount in Rs.Cr.)

Warehousing Division [^]	Q1 FY17	Q1 FY16	Growth Y-o-Y
Quarter end pallet capacity	98,500	90,000	9%
SALES	30.74	30.37	1%
EBITDA	11.77	12.00	-2%
EBITDA%	38%	40%	
PBIT	4.54	6.07	-25%
PBIT%	15%	20%	

([^]) Before Ind AS Adjustments

Distribution Division	Q1 FY17	Q1 FY16	Growth Y-o-Y
Quarter end fleet size	293	501	-42%
SALES	18.66	28.83	-35%
EBITDA	3.02	0.26	1058%
EBITDA%	16%	1%	
PBIT	0.44	(0.48)	-191%
PBIT%	2%	-2%	

1. Better yield from matured warehouses:

PARTICULAR	Pallet Capacity	Sales (Cr.)	EBITDA (Cr.)	EBITDA%	Occupancy
More 3 years	63,760	24.67	10.10	41%	80%
Less than 3 years	34,160	5.97	1.80	30%	53%
TOTAL	97,920	30.64	11.90	39%	74%

(^) Excluding Phillaur location

2. Increase in transport business with captive customers:

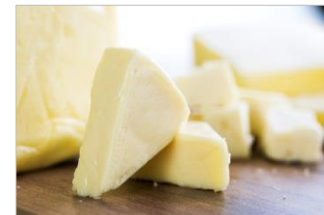
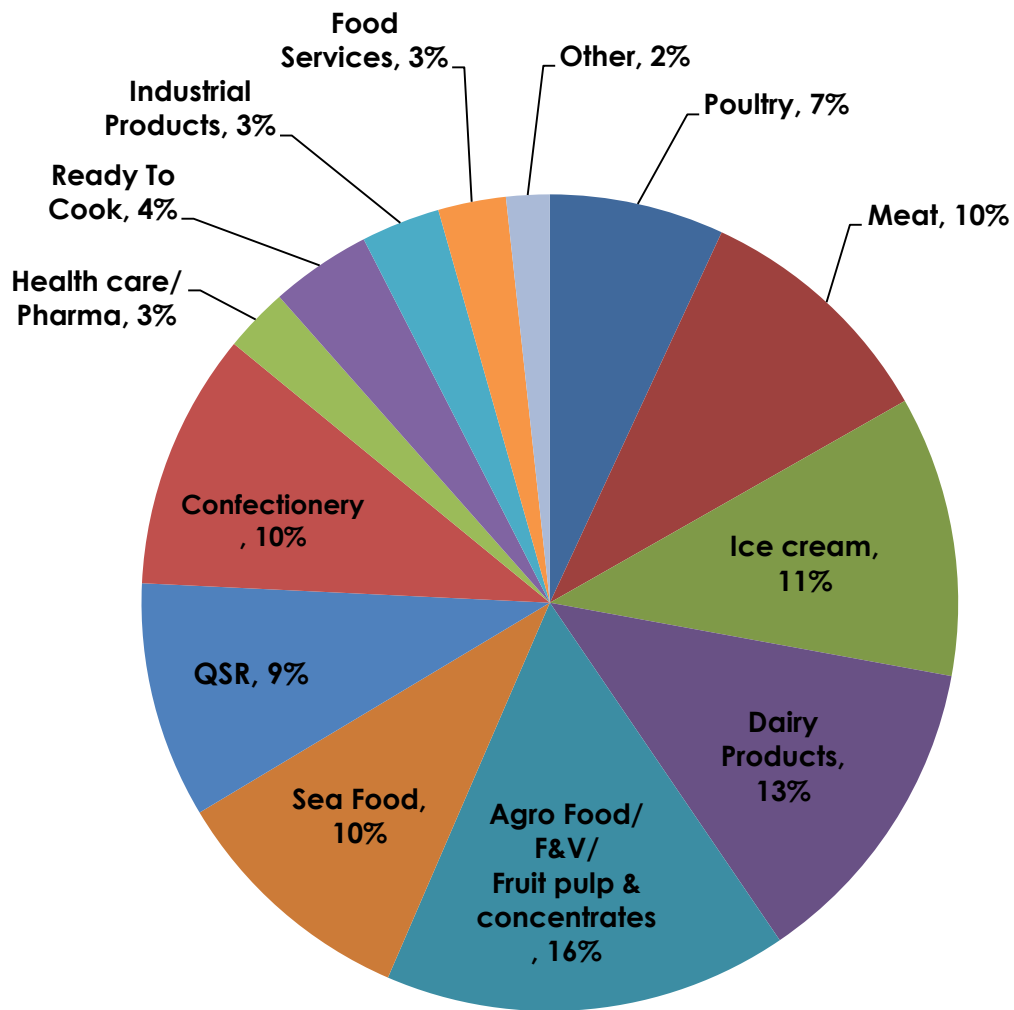
PARTICULARS	Q1 – FY16	Q1 - FY17
Fleet Size	501	293
KM Run Per Vehicle Per Month	5,501	6,016
EBITDA (Own Fleet)	3%	15%
Market Vehicle Revenue	1,946,700	13,984,217
Market Vehicle Margins	-8%	17%
Captive Customers %	60%	66%

3. Financial Ratios

PARTICULARS	Q1 FY16	Q1 FY17
Current Ratio	2.21	1.73
Debt Equity Ratio	0.21	0.34
Cash Profit (In Rs.Cr.)	10.69	13.28
Free Cash Flows (In Rs.Cr.)	7.44	7.43

SEGMENT WISE DISTRIBUTION OF REVENUE

Segment Wise Revenue Breakup- FY17 (Upto Q1)



1. New facility in Cochin (Kerala) nearing completion:
 - Pallet capacity of 4,500 (4,000 Temp. Controlled+500 Ambient)
 - Expected to be commissioning by August 2016.

2. SLL has announced new facility in Krishnapatnam (AP):
 - Pallet capacity of 3,500 (3,000 Temp. Controlled+500 Ambient)
 - Expected to be commissioning by March 2017.

Commenting on the results the Chairman, Mr. Prem Kishan Gupta said “Snowman continues to be the leader in the temperature controlled logistics business with the installed capacity nearing the 1 lakh pallet mark. The near term focus of the company would be to consolidate its position by improving occupancy with higher yield products. However, the Company will not lose sight of its growth plans. The Kochi warehouse of 4,500 pallets is nearing completion and work on the Krishnapatnam warehouse of 3,500 pallets has commenced. The company will continue to explore opportunities to set up new warehouses especially in tier 2 and tier 3 cities, which currently have a very low penetration of high quality warehouses.”



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