



**May 27, 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 year ended March 31, 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.**

**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](http://www.snowman.in)

**SNOWLINE**

**SNOWPRESERVE / SNOWDISTRIBUTE**

**SNOWREACH**



SOURCE | PRIMARY TRANSPORTATION | MOTHER WAREHOUSE/CFA | SECONDARY TRANSPORTATION | MARKET

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# Q4 & FY25 Highlights

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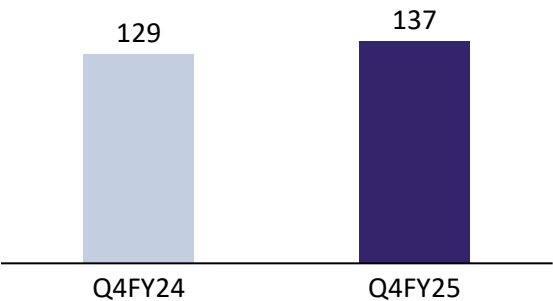


# Performance Highlights: Q4 & FY25

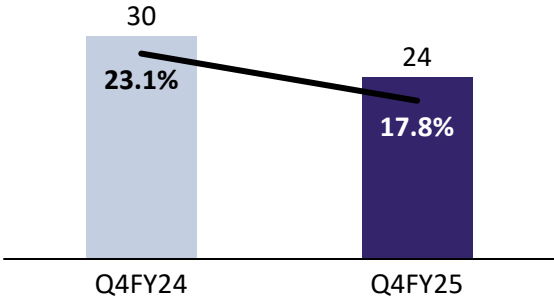


Quarter

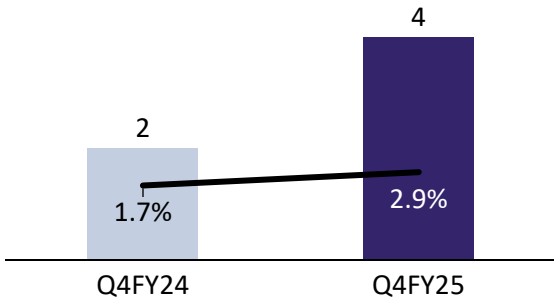
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)

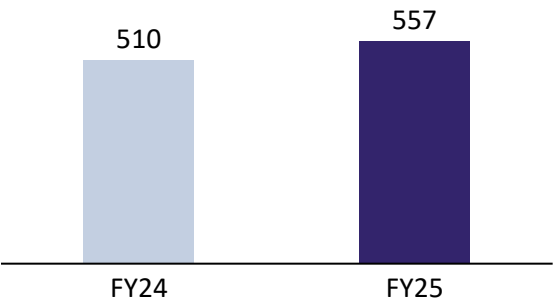


Net Income (Rs. Cr)

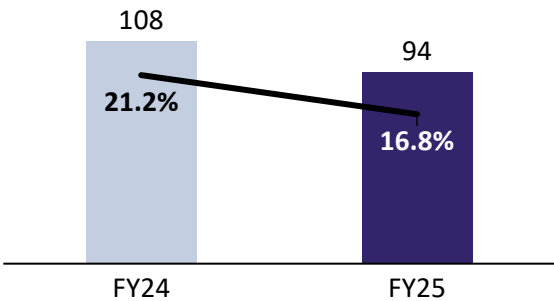


Annual

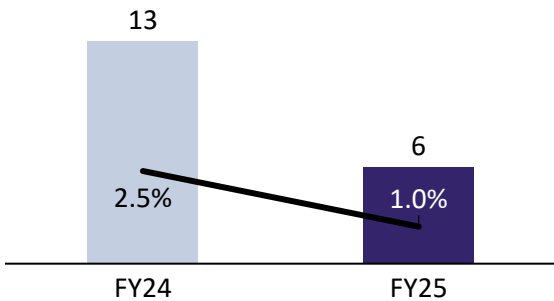
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)



Net Income (Rs. Cr)





# Management Commentary



*We are pleased to report a revenue of ₹552.5 crore for FY'25, reflecting a healthy year-on-year growth of 10%. Our EBITDA stood at ₹93.5 crore, with a margin of 17%. This growth was primarily driven by our strategic focus on 5PL services, which has not only strengthened our market position but also laid the foundation for sustained long-term growth and new business opportunities.*

*As part of our commitment to enhancing operational efficiency and customer experience through technology, we introduced a live dashboard for our customers—enabling greater transparency and real-time insights. We remain confident that continued investment in digital capabilities and customer-centric solutions will drive accelerated growth.*

*We are also pleased to share that India Ratings has upgraded our credit rating for bank facilities to IND A+/Stable, a reflection of our robust financial performance and strong fundamentals.*

*Our transportation vertical recorded a steady 9% growth, while Snow Distribute, our trading and distribution arm, achieved a remarkable 26% expansion—affirming its growing significance in our diversified portfolio. Operationally, we have reached a utilization rate of 91%, and anticipate further improvement as demand continues to stabilize.*

*We are on track to commission two state-of-the-art facilities in Kolkata (June 2025) and Krishnapatnam (Q2 of this FY), which will collectively add approximately 10,000 pallets to our warehousing capacity. Looking forward, we aim to expand capacity by an additional 10,000–15,000 pallets in FY'26, supported by a planned capital investment of ₹100–150 crore.*



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

# P&L Statement



Particulars (Rs. In cr.)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	137.0	126.5	8.3%	131.8	3.9%	552.5	503.4	9.8%
Other Income	0.3	2.9		2.1		4.2	6.8	
Total Income	137.3	129.4	6.1%	133.9	2.6%	556.8	510.1	9.1%
COGS	39.8	32.4		39.6		169.0	130.7	
Operating Expenses	51.5	47.2		48.2		199.1	185.1	
Employee Expenses	8.9	8.6		10.0		39.0	36.1	
Other Expenses	12.7	11.5		14.3		56.2	49.9	
EBITDA	24.4	29.9	-18.2%	21.8	11.9%	93.5	108.3	-13.7%
EBITDA Margin (%)	17.8%	23.1%		16.3%		16.8%	21.2%	
Depreciation	15.3	15.7		16.1		63.1	59.3	
EBIT	9.1	14.1	-35.7%	5.7	58.3%	30.4	49.0	-37.9%
Finance Cost	5.8	6.3		6.4		24.5	23.8	
Profit before Tax	3.3	7.8	-57.9%	-0.6	NA	6.0	25.2	-76.3%
Profit before Tax Margin (%)	2.4%	6.1%		NA		1.1%	4.9%	
Tax	-0.6	5.7		0.0		0.3	12.5	
Profit After Tax	3.9	2.1	83.8%	-0.6	NA	5.7	12.7	-55.2%
PAT Margin (%)	2.9%	1.7%		NA		1.0%	2.5%	

# Segment Revenue



Segment Revenue (Rs. In cr.)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
Warehousing Services	58	57	1.4%	54	7.3%	227	227	-0.3%
Transportation Services	36	34	5.5%	35	0.7%	142	131	8.9%
Trading And Distributions	43	36	21.8%	42	2.3%	184	145	26.4%
<b>Total Revenue</b>	<b>137</b>	<b>127</b>	<b>8.3%</b>	<b>132</b>	<b>3.9%</b>	<b>553</b>	<b>503</b>	<b>9.8%</b>



# Business Overview

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# Business Snapshot



**Industry Leader in cold chain Logistics & Supply Chain**

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

**41 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 **41** warehouses across **20** cities, **catering to diverse customer needs**.

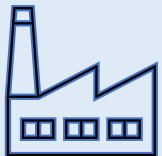
With **state-of-the-art facilities nationwide**, Snowman maintains top-quality infrastructure for safe, temperature-controlled logistics.



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 5PL services**, which offer innovative and integrated solutions



**13**  
Customer industries



**2,478+**  
Workforce



**91%**  
Capacity utilization



**17,77,346**  
Pallets handled



**853+**  
Customers

# Key Asset Details



## Warehouse Division



**20**  
Cities



**41**  
Warehouses



**1,41,197**  
Pallet Capacity

## Transport Division



**325+**  
Leased Vehicles

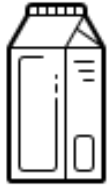


**296**  
Owned Vehicles

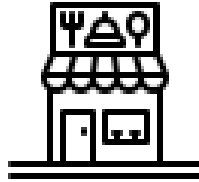


**600+**  
Total Vehicles

# Industries we service



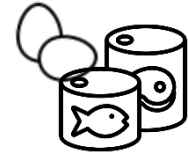
**Dairy & Ice cream**



**Restaurant Chains**



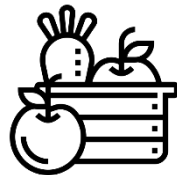
**Ready to Cook Food**



**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**  
**1,41,197**





# Quality Standards



External audit



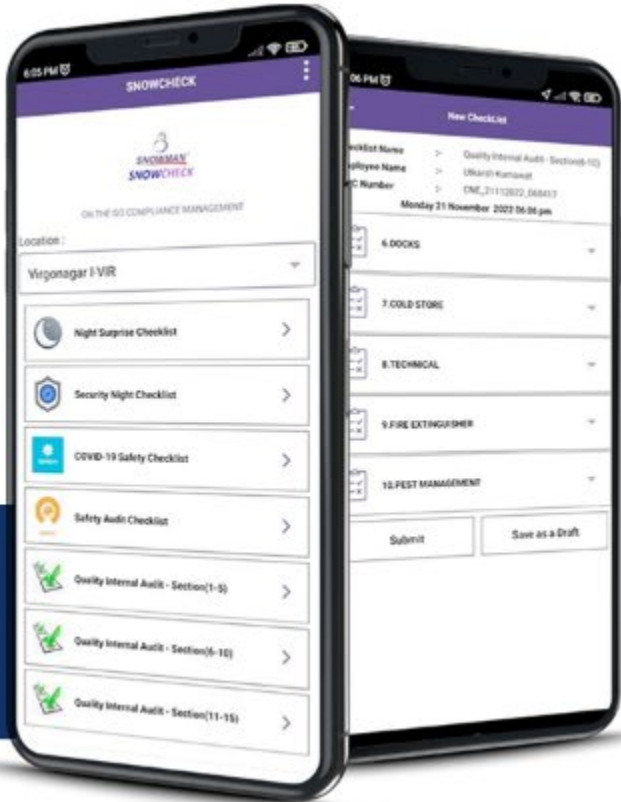
Quality audits yearly

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

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# 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

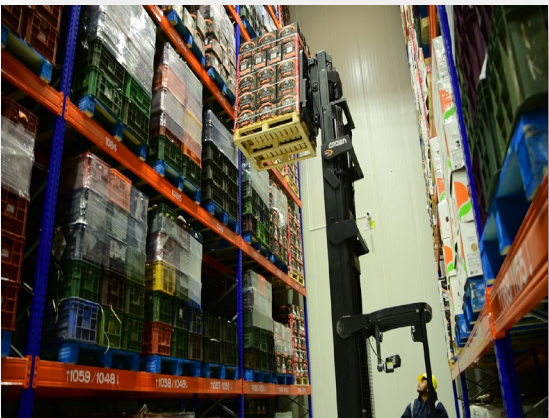
## Customer Value Add

- 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<sup>®</sup>**

- 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<sup>®</sup>**

**150,000+**

Pallets handled (avg. monthly)

**70+ Mn**

UOM handled (avg. monthly)



Transportation

**SNOWLINE<sup>®</sup>**   **SNOWREACH<sup>®</sup>**

**2500+**

Trips per month (avg.)

**5000+**

Drops per month (avg.)



Fifth Party Logistics (5PL)

**SNOWDISTRIBUTE<sup>®</sup>**

**1500+**

SKU's handled

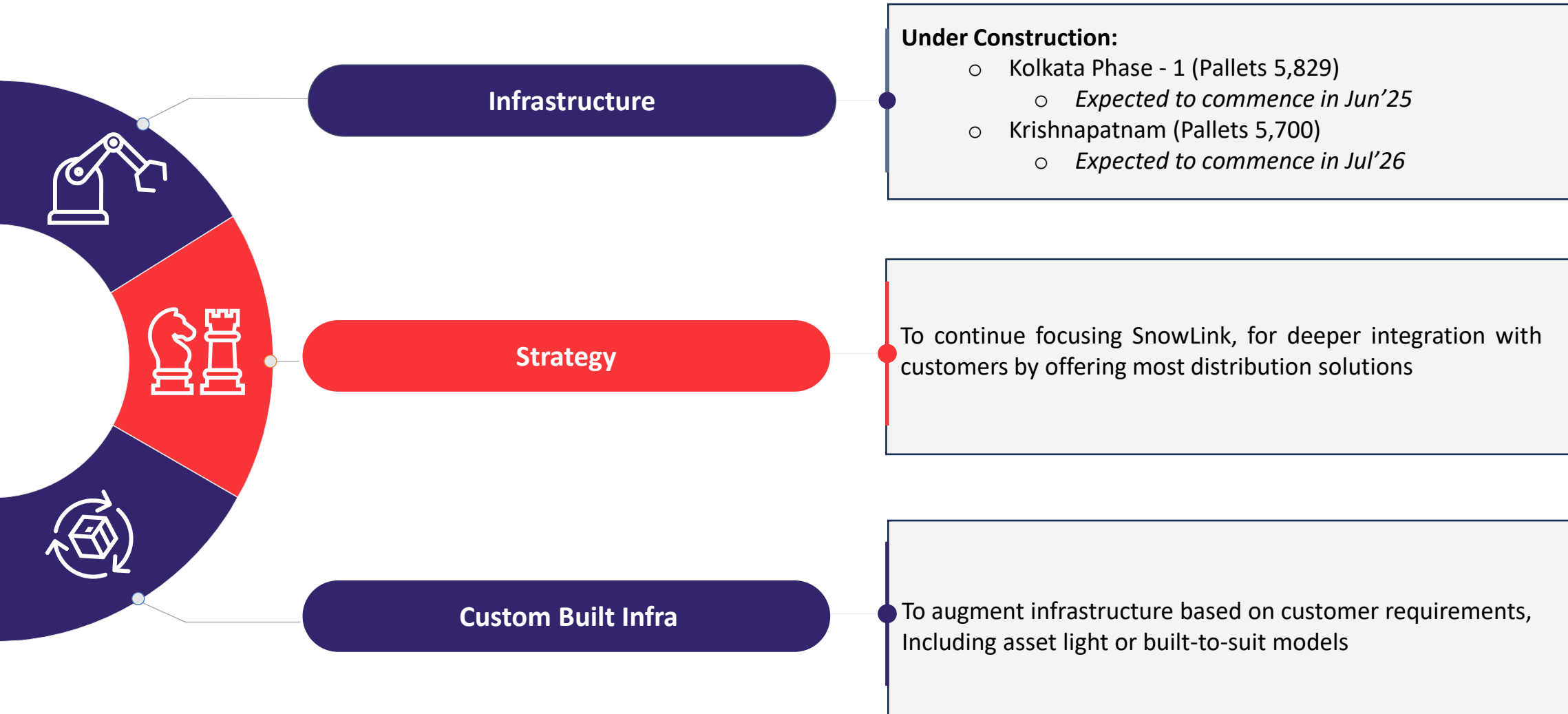
**1200+**

Customer stores served

**200+**

Vendor partners

# Expansion Plans



Company:



CIN: L15122MH1993PLC285633

Mr. **Sohan Singh Dhakad**

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Investor Relations Advisor:

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Jigar Kavaia / Parin Narichania

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