



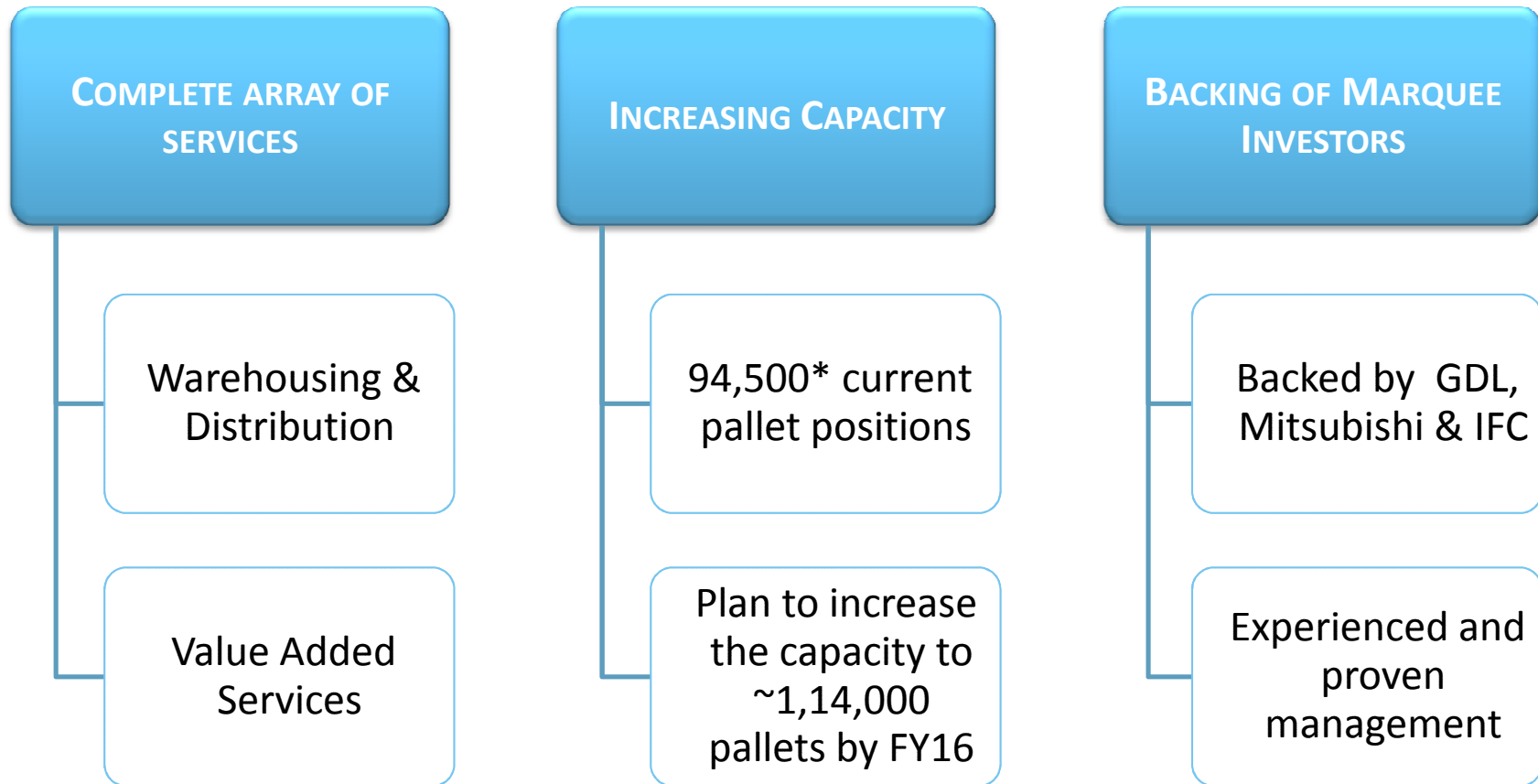
SNOWMAN LOGISTICS LIMITED

Q2FY16 Investor Presentation

WAREHOUSING | DISTRIBUTION | VALUE ADDED SERVICES

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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.



* As on 27th October 2015

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



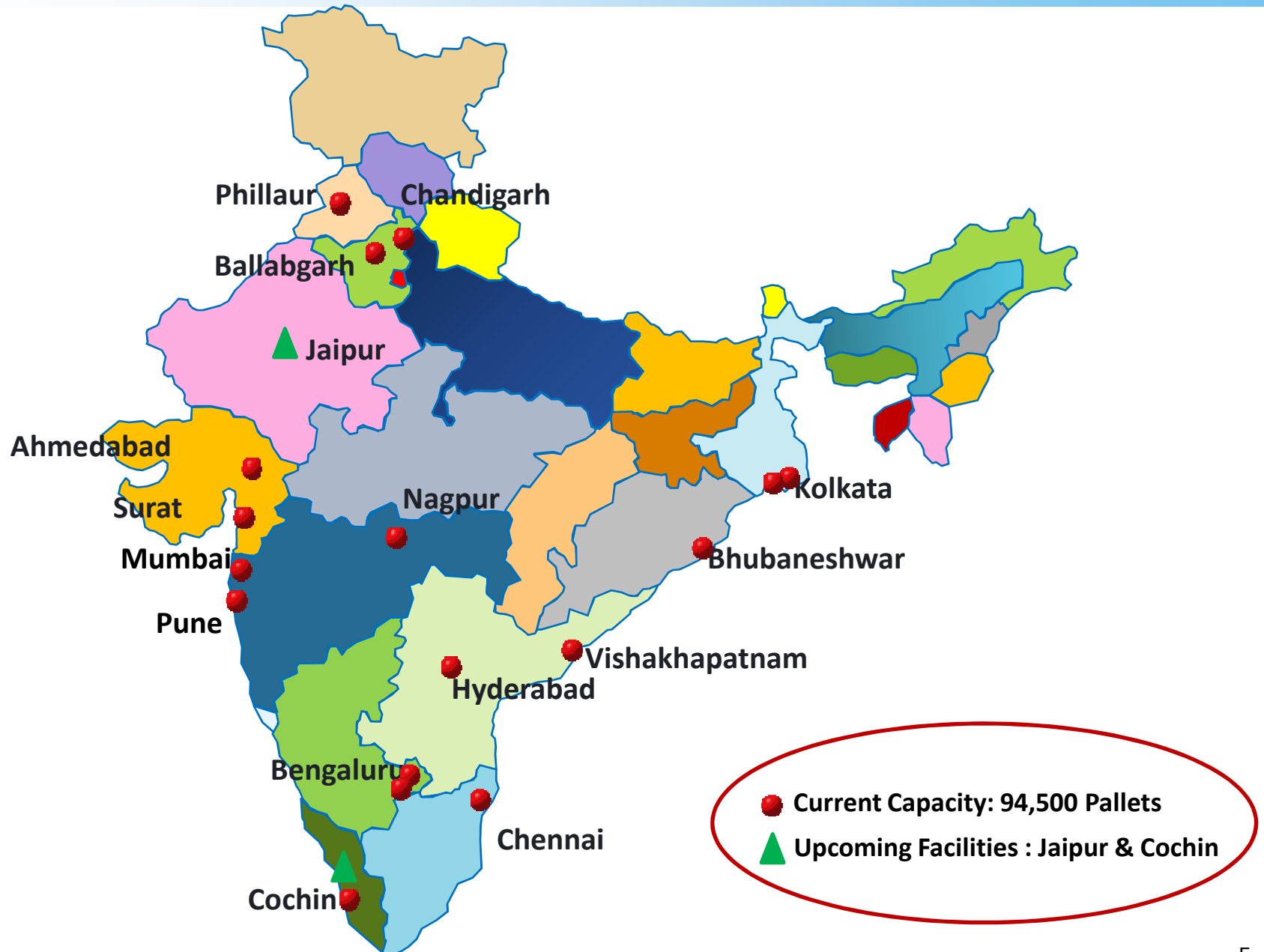
Mr. Saroosh Dinshaw
Independent Director



Mrs. Mamta Gupta
Additional Director



Mr. Ravi Kannan
CEO/Director



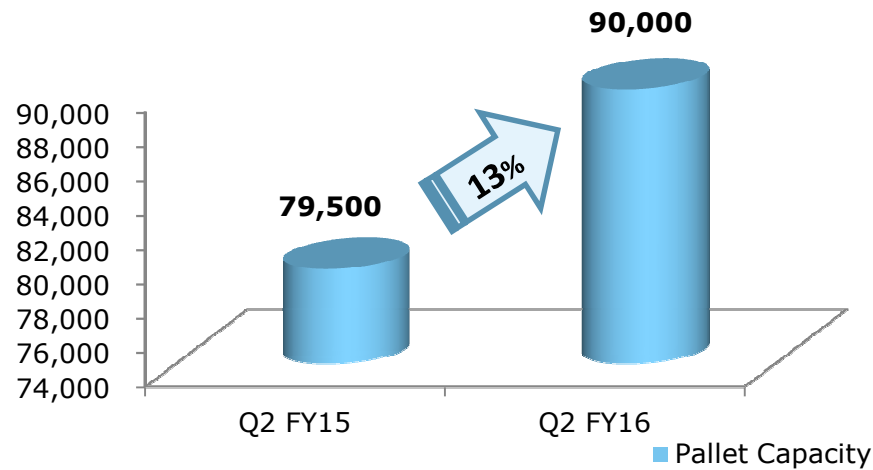
DISCLAIMER: All locations shown in the map are only for the purpose of reference and are not to the scale

Highlights of the Quarter 2: FY16

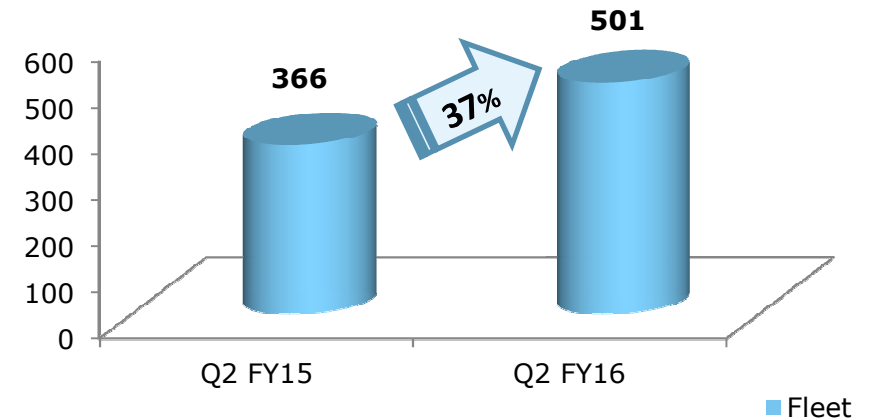
- Average occupancy increased to 77% from 68% last year
- Pallet capacity grew by 13% compared to Q2FY15
- Fleet grew by 37% y-o-y compared to Q2 FY15
- Revenue grew by 19% y-o-y compared to Q2 FY15
- EBITDA grew by 11% y-o-y compared to Q2 FY15
- PAT grew by 28% y-o-y compared to Q2 FY15

Operational Highlights

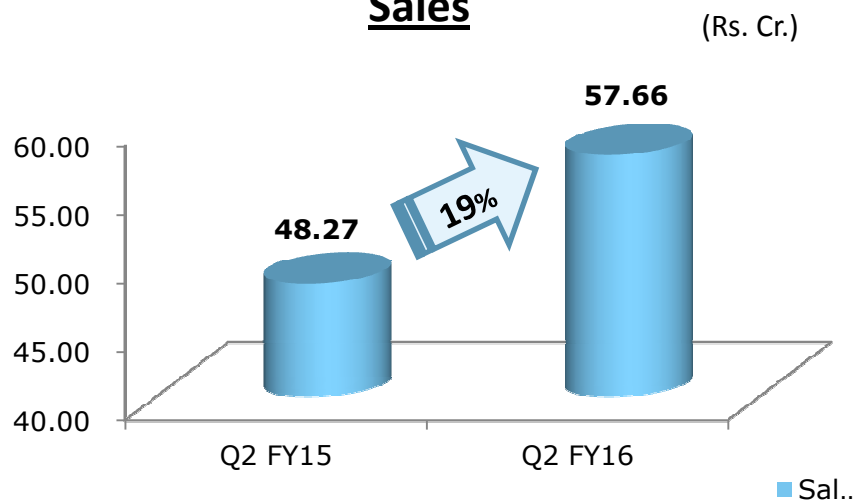
Pallet Capacity



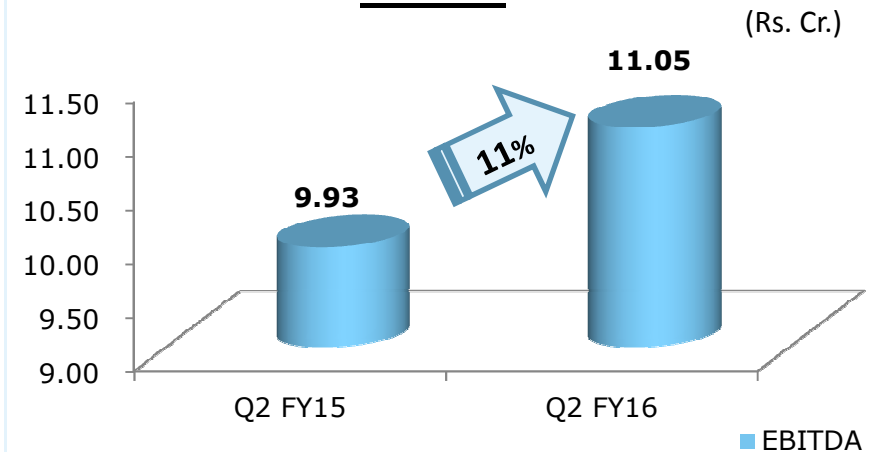
Fleet



Sales



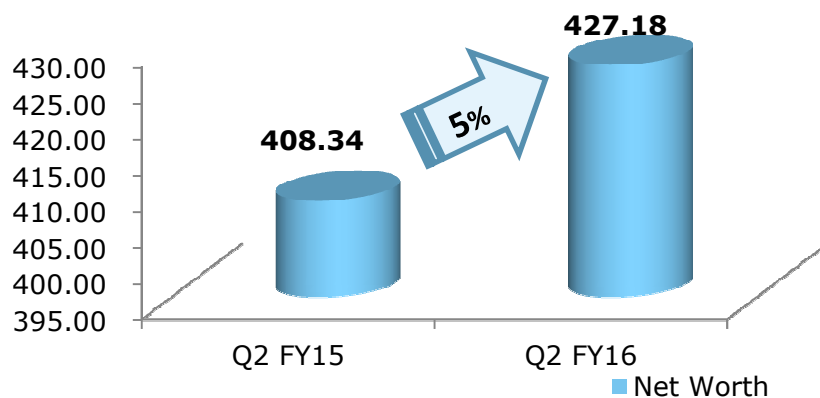
EBITDA



Net Worth, Fixed Assets & Debt

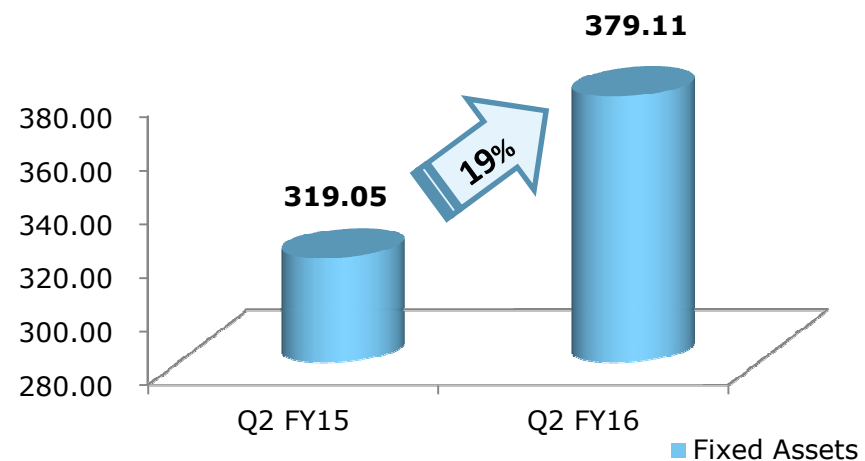
Net Worth

(Rs. Cr.)



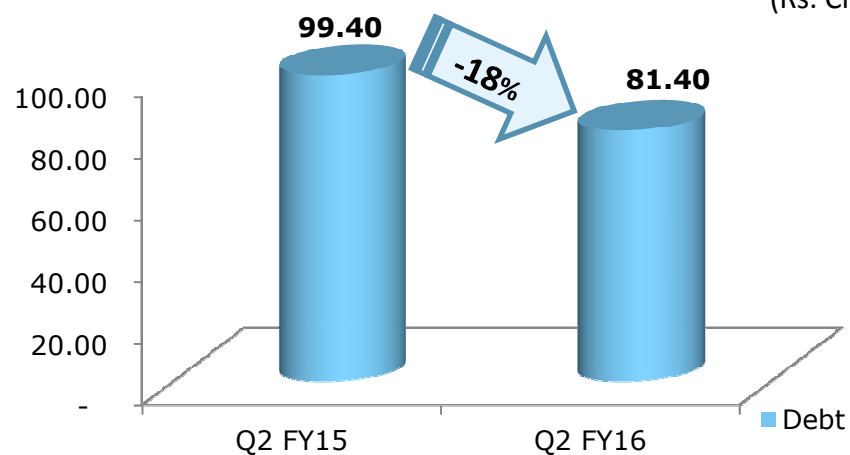
Fixed Assets

(Rs. Cr.)



Debt

(Rs. Cr.)



Key Metrics – Q2 FY16

Particulars	Q2 - FY16	Q1 -FY16	Q2 -FY15	% Growth Y-o-Y	% Growth Q-o-Q
Pallet Capacity	90,000	90,000	79,500	13%	0%
Fleet	501	501	366	37%	0%
Revenue	57.66	59.20	48.27	19%	-3%
Gross Operating Profit/EBITDA	11.05	12.42	9.93	11%	-11%
% on Sales	19%	21%	21%		
Operating Profit/PBIT	3.82	5.75	3.99	-4%	-34%
Profit Before Tax(PBT)	2.21	4.59	1.11	100%	-52%
Profit After Tax (PAT)	2.93	5.53	2.29	28%	-47%

(Figures in Rs. Cr.)

Vertical Wise Performance

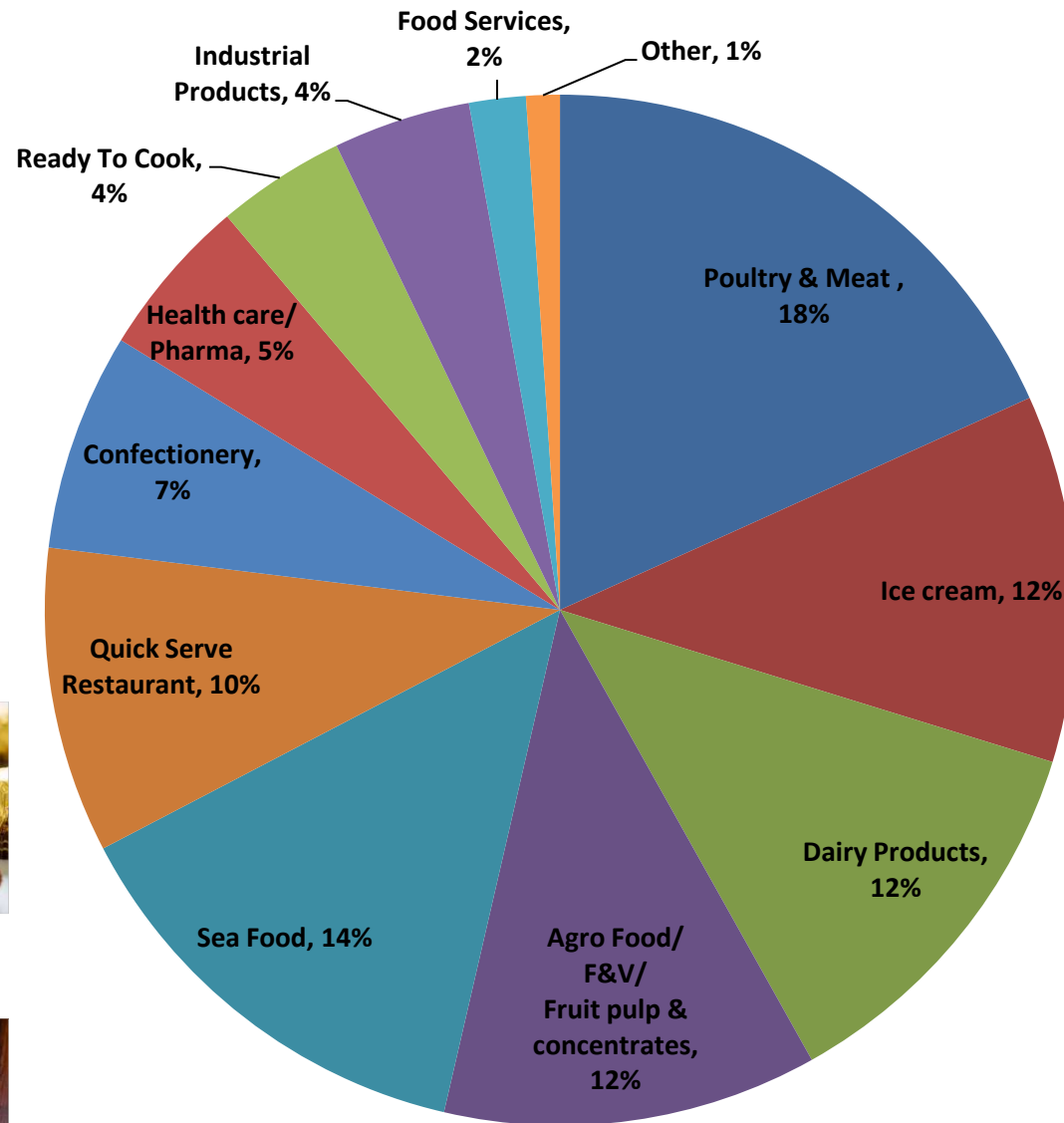
	Warehousing			Distribution			Food Services		
Particulars	Q2 FY16	Q2 FY15	% Change	Q2 FY16	Q2 FY15	% Change	Q2 FY16	Q2 FY15	% Change
Capacity (Pallets & Fleet)	90,000	79,500	13%	501	366	37%			0%
Sales	30.28	23.34	30%	25.00	24.93	0%	2.38	-	0%
EBITDA	11.56	7.92	46%	-0.66	2.01	-133%	0.15	-	0%
EBITDA%	38%	34%		-3%	8%		6%	0%	
PBIT	5.08	2.71	87%	-1.40	1.27	-209%	0.14	-	0%
PBIT%	17%	12%		-6%	5%		6%	0%	

- Increase in fleet by 135 vehicles, new fleet yet to reach optimum capacity utilization
- Focus on increasing dedicated business where margins are high
- Productivity to improve once route optimization survey is completed

Balance Sheet

Particulars	As at Current half year end 30/09/2015 (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	26,010.33	25,144.54
Sub-Total-Shareholders' Funds	42,719.13	41,812.19
Non-Current Liabilities		
(a) Long-Term Borrowings	6,090.03	7,115.02
(b) Other Long Term Liabilities	187.33	358.74
(c) Deferred Tax Liabilities (Net)	-	-
(c) Long-Term Provisions	43.28	32.90
Sub-Total-Non-Current Liabilities	6,320.64	7,506.66
Current Liabilities		
(a) Trade Payables	805.95	325.61
(b) Other Current Liabilities	3,533.38	4,227.46
(c) Short-Term Provisions	17.85	1,012.57
Sub-Total-Current Liabilities	4,357.18	5,565.64
Total-Equity and Liabilities	53,396.95	54,884.49
Assets		
Non-Current Assets		
(a) Fixed Assets	37,910.73	35,953.40
(b) Long-Term Loans and Advances	2,808.63	1,837.10
(c) Other Non-Current Assets	11.60	13.96
(d) Deferred Tax Assets (Net)	3,409.21	3,088.62
Sub-Total-Non-Current Assets	44,140.17	40,893.08
Current Assets		
(a) Inventory	50.61	-
(b) Trade Receivables	5,503.29	4,817.54
(c) Cash and Bank Balances	2,614.88	8,372.69
(d) Short-Term Loans and Advances	1,047.81	779.61
(e) Other Current Assets	40.19	21.57
Sub-Total-Current Assets	9,256.78	13,991.41
Total-Assets	53,396.95	54,884.49

Segment wise Distribution of Revenues – 2015-16 H1



Thank you