



**SNOWMAN**®



**SNOWMAN  
LOGISTICS  
LIMITED**

**ANNUAL  
REPORT**  
2021-2022



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## ABOUT THE COMPANY

Snowman Logistics Ltd is India's leading temperature controlled warehousing and distribution service provider, with 41 warehouses strategically located across 17 cities, having a capacity of 1,17,526 pallets (as on 31st March 2022). The Company's clientele comprises of prominent brands from diverse industries like pharmaceuticals, meat and poultry, seafood, fruits & vegetables, ice cream, confectionery, dairy products, quick service restaurants, ready-to-eat, processed foods, and industrial products among others.

### Competencies

- Integrated warehousing, primary & secondary distribution services
- ERP based inventory management & control
- Real time temperature monitoring
- Value added services customised for all locations

### Infrastructure

#### Warehousing

- 41 strategically located warehouses
- pallet capacity of 1,17,526
- Multi facility use of environment-friendly refrigerants
- Chambers designed to accommodate products in the temperature range of +20 to -25°C
- 100% power back-up with multi-generator
- State-of-the-art equipment
- Fully palletised
- Blast freezer with a refrigerant temperature of -40°C

#### Distribution

- 251 owned reefer vehicles and 200+ outsourced vehicles
- Part cargo consolidation and movement
- Point-to-point (full truck load) service
- Last mile distribution, multi-mode for air shipment
- Plugin facility at each warehouse
- Real-time vehicle tracking and temperature monitoring via GPS
- Trained drivers ensure safe and timely delivery

### Certifications & Affiliations

- ISO 22000 for food safety Management
- ISO 14001 for environment Management
- BRC Certification
- All warehouses comply with FSSAI norms
- Global Cold Chain Alliance

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## ABOUT THE GROUP

Snowman Logistics Ltd is a part of the Gateway Distriparks group.

Gateway Distriparks Limited (GDL) was incorporated in 1994, and is promoted by Mr. Prem Kishan Dass Gupta and his family personally, and through their wholly owned companies, Prism International Private Limited and Perfect Communications Private Limited. GDL is in the business of providing inter-modal logistics with three synergetic verticals– Inland Container Depots (ICD) with rail movement of containers to major maritime ports, Container Freight Stations (CFS) and Temperature Controlled Logistics.

GDL is the largest private container train operator of India and provides inter-modal rail transportation service for EXIM containers between its rail-linked ICDs at Gurgaon, Ludhiana, Faridabad and Viramgam and maritime ports at Nhava Sheva, Mundra and Pipavav. GDL has been a pioneer in providing dedicated weekly train services for imports and exports carried by all major shipping lines and major customers. These dedicated services are matched with vessel cut-offs in the case of exports, and vessel arrival for imports. The Company operates CFSs at Navi Mumbai, Chennai, Visakhapatnam, Krishnapatnam and through a subsidiary at Kochi.

GDL operates a fleet of 31 rakes (21 owned rakes and 10 rakes on long term lease) and 531 road trailers and has an overall annual handling capacity of over 650,000 TEUs at ICDs and 536,000 TEUs at CFSs. The quality infrastructure created by the company is recognised by our customers, and GDL continues to expand its presence at new locations.



OUR

## PERFORMANCE



Revenue (₹ Crore)  
**286.16**

EBITDA (₹ Crore)  
**73.79**

PAT (₹ Crore)  
**1.68**

Cash Profit (₹ Crore)  
**51.00**

EBITDA Margin (%)  
**26**

Debt Equity Ratio  
**0.29**

Net worth (₹ Crore)  
**421.79**

Pallet Capacity  
**1,17,526**

No. of Vehicles  
**251**

No. of Warehouses  
**41**



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## CHAIRMAN'S STATEMENT

**Dear Shareholders,**

I am pleased to present the Annual Report to you, for the financial year ending 31st March 2022.

In FY 2021-22, the Revenue of the Company was Rs. 286.17 crores as against Rs. 237.10 crores in the previous year. EBITDA increased to Rs. 73.79 crores from Rs. 68.47 crores, PBT increased to Rs. 4.00 Crores from Rs. 2.43 Crores and PAT increased to Rs. 1.68 crores from Rs. 0.06 crores in the previous year.

"The industry is evolving with customers demanding higher quality storage facilities, and moving towards a Just-In-Time inventory model wherein their reliance on supply chain partners has increased. Due to this, there has been a shift from unorganised sector to the organised sector for cold chain logistics, and our customers value the customised solutions that we provide vis-a-vis standard service offerings in the industry."



In the warehousing segment which contributes to 63% of our revenue, our focus has been to offer faster turnaround time for client-centric solutions, expand geographies at major manufacturing & consumer hubs and to provide additional value-add services. With this in mind, we have added 10,518 additional pallets during the FY'22. In addition, for catering to the requirements of our customers from segments such as eCommerce, Pharma & Quick Service Restaurant among others, we have also forayed into dry warehousing for providing a comprehensive solution to store both temperature controlled and dry goods which is in big demand.

The transportation segment, in the coming years, is likely to emerge as the major revenue earner for us. We have been able to provide flexibility and value to our customers by offering transportation services that cater to both long distance and intra-city distribution, giving them a choice of using our own fleet as well as aggregating market fleet through SnowLink, our in-house tech platform.

Our technology platforms have been the backbone for strong controls in managing the linkages between different activities of the supply chain management. We offer real-time, and parameter-controlled based operations-enabled data analytics that is very critical to our customers for managing the quality of product/service promised to their retail end customers.

### **Note of Thanks**

I wish to thank all our stakeholders – shareholders, investors, customers, employees, vendors and bankers for their continued support.

Regards,

**Prem Kishan Dass Gupta**  
**Chairman**

## BOARD OF DIRECTORS



Mr. Prem Kishan Dass  
Gupta  
*Chairman*



Mr. Ishaan Gupta  
*Director*



Mr. Samvid Gupta  
*Director*



Mr. Sunil Prabhakaran  
Nair  
*CEO & Whole Time  
Director*



Mr. Anil Aggarwal  
*Independent Director*



Mr. Arun Kumar Gupta  
*Independent Director*



Mr. Bhaskar Avula  
Reddy  
*Independent Director*



Mrs. Vanita Yadav  
*Independent Director*

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## CORPORATE INFORMATION

### COMMITTEES OF THE BOARD

#### Audit Committee

1. Mr. Anil Aggarwal – *Chairman*
2. Mr. Prem Kishan Dass Gupta – *Member*
3. Mr. Bhaskar Avula Reddy – *Member*

#### Nomination and Remuneration Committee

1. Mr. Bhaskar Avula Reddy – *Chairman*
2. Mr. Prem Kishan Dass Gupta – *Member*
3. Mr. Arun Kumar Gupta – *Member*
4. Mr. Anil Aggarwal – *Member*

#### Stakeholders Relationship Committee

1. Mr. Prem Kishan Dass Gupta – *Chairman*
2. Mr. Arun Kumar Gupta – *Member*
3. Mr. Anil Aggarwal – *Member*

#### Corporate Social Responsibility Committee

1. Mr. Prem Kishan Dass Gupta – *Chairman*
2. Mr. Samvid Gupta – *Member*
3. Mr. Arun Kumar Gupta – *Member*

#### Risk Management Committee

1. Mr. Ishaan Gupta – *Chairman*
2. Mr. Samvid Gupta – *Member*
3. Mr. Arun Kumar Gupta – *Member*

#### Bankers

Axis Bank Limited  
HDFC Bank Limited  
State Bank of India  
IndusInd Bank

#### Internal Auditors

M/s S.P. Chopra & Co.  
*Chartered Accountants*

#### Secretarial Auditor

Mr. Nagendra D. Rao  
*Practicing Company Secretary*

#### Auditors

S.R. Batliboi and Co. LLP,  
*Chartered Accountants*

#### Registrar and Transfer Agents

Link Intime India Private Limited

#### Registered Office

SNOWMAN LOGISTICS LIMITED  
Plot No.M-8, Taloja Industrial Area,  
MIDC, Raigad, Navi Mumbai,  
Maharashtra – 410 206.  
Tel: +91 22 39272010

#### Corporate Office

SNOWMAN LOGISTICS LIMITED  
No.54, Old Madras Road,  
Virgo Nagar, Bangalore, India - 560 049  
Email: [investorrelations@snowman.in](mailto:investorrelations@snowman.in)  
Website: [www.snowman.in](http://www.snowman.in)  
CIN: L15122MH1993PLC285633



## DIRECTORS' REPORT

To

The Members,

The Board of Directors are pleased to present the Annual Report of the Company together with the Audited Statements of Account for the financial year ended 31 March 2022.

The cold chain industry in recent year has seen an upsurge in its demand owing to the spurt in e-comm industries and boom in traditional pharma and FMCG companies. To cater to exacting demands of customers in terms of quality, time, price, service and documentation, the need for responsive and agile logistic companies are the need of the hour and Snowman is taking lead in instituting mechanisms and practices to address the same.

Despite the ongoing challenges of the pandemic, through technological innovations, capital expenditure, focus on our people, and continuing sustainability measures, Snowman has been able to maintain its leadership position in the industry while at the same time expanding capacities and entering new lines of business. The Company is also focused on sustainability measures to improve our footprint on the environment. We are using rooftop solar power wherever possible, and have undertaken new initiatives together with IFC under their TechEmerge programme that enables us to get access to latest innovations around the world.

### Financial Performance

(Rs.in lakhs)			
Particulars	2021-22	2020-21	Growth
Pallet Capacity	1,17,526	1,07,450	9%
Fleet Strength	251	261	(4%)
<b>Revenue From Operations</b>	<b>28,617</b>	<b>23,710</b>	<b>21%</b>
Other Income	408	347	18%
<b>Total Income</b>	<b>29,025</b>	<b>24,057</b>	<b>21%</b>
EBITDA	7,379	6,847	8%
EBITDA%	25%	28%	
PBT	400	243	65%
PBT%	1%	1%	
<b>PAT</b>	<b>168.00</b>	<b>6.00</b>	
<b>PAT%</b>	<b>1%</b>	<b>0.0%</b>	

### Management Discussion & Analysis

During the year 2021-22, the company clocked revenues of INR. 286.17 Crores as against to INR. 237.10 Crores during the previous year. EBITDA increased to INR. 73.79 Crores from INR. 68.48 Crores as compared to previous financial year and PAT increased to INR 1.68 Crore from INR. 0.06 Crore during the previous year.

### Key Financial ratios

Particulars	2021-22	2020-21	Variation	Reasons for significant change (i.e. change of 25% or more as compared to the immediately previous financial year)
Return on Net Worth (%)	1%	1%	0%	
Return on Capital Employed (%)	4%	4%	0%	
Basic EPS (after exceptional items) (Rs.)	0.10	0.00	100%	Due to increase in profit as compared to last year
Debtors turnover Ratio (Days)	56	56	0	

Particulars	2021-22	2020-21	Variation	Reasons for significant change (i.e. change of 25% or more as compared to the immediately previous financial year)
Interest coverage ratio	13	13	0	Finance cost on new loan obtained for projects capitalized during the year
Current ratio	2	3	-25%	Due to utilization of funds for capex payments
Debt equity ratio	29%	20%	9%	Due to new loan addition for projects capitalized during the year
Operating profit margin (%)	8%	8%	0%	
Net profit margin (%)	1%	1%	0%	

## Operations

Through a continued focus on use of technology and automation of standard operating procedures, the company has been able to increase efficiencies in operations year on year, which not only results in higher customer satisfaction in an industry where both temperature and timeliness are critical, but also helps in controlling operating costs. Our focus on enhanced safety and hygiene measures during the pandemic, has been widely appreciated by all our customers.

## Outlook

The logistics market in India is expected to grow in double digits in the coming years, and especially the cold chain industry is set to see an uptick in volumes. With the Government of India accorded the infrastructure status to the industry, it has become easy for investment inflows which forms a major growth driver for the logistics industry. eCommerce, Pharma, FMCG, manufacturing segments which are highly anchored on the efficient logistics, are expected to propel its exponential growth. With good supporting infrastructure, automated material handling systems, and high digital penetration, the Indian logistics industry can leapfrog its status in the global market.

## Competition

While Snowman has been the market leader in the cold chain industry, we're always working to improve and maintain our competitive edge. We set ourselves apart from our competitors by our continuous focus on improvement in areas like efficiency, cost, productivity, people, processes and adoption of technology. Our efforts to establish strategic and proactive interaction with our major stakeholders enable us to have a better understanding of our business drivers and societal demands. It also helps us in staying competitive by allowing us to adapt to changing demands.

## Cautionary Statement

Statements made in this report, particularly those which relate to Management Discussion and Analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations. Actual results might vary materially from those either expressed or implied.

## Share Capital

The paid-up share capital of your company is 167,087,995 equity shares of Rs.10/- each. There were no changes during the year.

## Dividend

Keeping in mind the Company's growth plans and hence the need to conserve cash, the Board of Directors have not recommended any dividend for the year.

## Dividend Distribution Policy

The Dividend Distribution Policy, in terms of Regulation 43A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") is available on the Company's website at <https://snowman.in/snowman-policy/>.