SNOWMAN®

ANNUAL REPORT

2022-23

SNOWMAN LOGISTICS LIMITED

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ABOUT **THE COMPANY**

Snowman Logistics Ltd is India's leading temperature controlled warehousing and distribution service provider, with 44 warehouses strategically located across 18 cities, having a capacity of 1,35,552 pallets (as on 31st March 2023). 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

- 44 strategically located warehouses
- pallet capacity of 1,35,552
- 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
- Integrated with solar

Distribution

- 239 owned reefer vehicles and 300+ 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

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, Kashipur, 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, Visakhapatanam, 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 525+ road trailers and has an overall annual handling capacity of over 710,000 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)
417.65

EBITDA (₹ Crore)
96.07

PAT (₹ Crore)
13.40

Cash Profit (₹ Crore)
59.86

EBITDA Margin (%)
23.0

Debt Equity Ratio
0.25

Net worth (₹ Crore)
421.62

Pallet Capacity
(As on 31 March 2023)
1,35,552

No of Owned Vehicles
(As on 31 March 2023)
239

No of Outsourced Vehicles
300+

No. of Warehouses
(As on 31 March 2023)
44

CHAIRMAN'S **STATEMENT**

Dear Shareholders,

I am pleased to present the Annual Report to you, for the financial year ending 31st March 2023.

The company recorded a Revenue of Rs. 417.65 crores as against Rs. 286.17 crores; an EBITDA of Rs. 96.07 crores from Rs. 73.79 crores; PBT of Rs. 21.50 Crores from Rs. 4.00 Crores and PAT of Rs. 13.40 crores from Rs. 1.68 crores vis-a-vis the previous year.

The cold chain industry in India holds immense potential for substantial growth. At a global level, the cold chain logistics market is projected to witness remarkable expansion in the coming years, with an estimated surge from $242.39 billion in 2021 to $647.47 billion by 2028, representing a projected compound annual growth rate (CAGR) of 15.1%. The Indian cold chain market plays a pivotal role in driving this growth, fueled by the increasing presence of organised food retail players, and the growth in production and consumption of processed food products. The cold chain industry in India also benefits from the growing emphasis on temperature control, safety and compliance for handling pharmaceutical products, specialised industrial products like phone batteries, and specialised chemicals among others. This diversification of demand sources further strengthens the prospects for exponential growth in the Indian cold chain market and prominent manufacturers, retailers & distributors in the organised space are actively seeking high-quality service providers to efficiently manage their supply chains.

At the company level, we are delighted to announce an innovative offering in the realm of cold chain logistics and supply chain management in India. With the growing need for 5PL services due to the increasing complexities in the supply chain, development of e-commerce businesses, and rise in international trade activities, we have launched an end-to-end, fully integrated 5PL services for our customers. This strategic move has opened a significant opportunity for the company to grow aggressively and we are excited about the potential of this new service for delivering unparalleled value to our customers.

In order to bolster our physical infrastructure, we have made significant enhancements & investments in our IT systems. This includes the establishment of a state-of-the-art command center, enabling us to monitor, manage, and track operations on a real-time basis round the clock. Our warehouse infrastructure is fortified with advanced equipment handling and racking systems, complemented by integrated Warehouse Management Systems (WMS) and Enterprise Resource Planning (ERP) systems. These systems not only empower us to analyse our own performance metrics and uphold exceptional service standards but also provide our customers with invaluable data to optimise their inventory management.

We, at Snowman Logistics, are excited about the future and are committed to continuously enhancing our capacities to meet the ever-evolving needs of our customers. With our infrastructure aided by advanced technology, and skilled workforce, we are well-positioned to deliver innovative and reliable solutions in the cold chain logistics and supply chain management sector. We look forward to creating greater value for our stakeholders and achieving sustainable growth in the years to come.

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

CORPORATE **INFORMATION**

COMMITTEES **OF THE BOARD**

Audit Committee

Mr. Anil Aggarwal – Chairman

Mr. Prem Kishan Dass Gupta - Member

Mr. Bhaskar Avula Reddy – Member

Nomination and Remuneration Committee

Mr. Bhaskar Avula Reddy – Chairman

Mr. Prem Kishan Dass Gupta – Member

Mr. Arun Kumar Gupta – Member

Mr. Anil Aggarwal – Member

Stakeholders Relationship Committee

Mr. Prem Kishan Dass Gupta – Chairman

Mr. Arun Kumar Gupta – Member

Mr. Anil Aggarwal– Member

Corporate Social Responsibility Committee

Mr. Prem Kishan Dass Gupta – Chairman

Mr. Samvid Gupta - Member

Mr. Arun Kumar Gupta – Member

Risk Management Committee

Mr. Ishaan Gupta – Chairman

Mr. Samvid Gupta - Member

Mr. Arun Kumar Gupta – Member

Bankers

Axis Bank Limited

HDFC Bank Limited

Internal Auditors

M/s S.P. Chopra & Co.

Chartered Accountants

Secretarial Auditor

Mr. Nagendra D. Rao

Practicing Company Secretary

Auditors

M/s 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

Website: www.snowman.in

CIN: L15122MH1993PLC285633

DIRECTORS' REPORT

To,

The Members

Snowman Logistics Limited

The Board of Directors is pleased to present the Annual Report of Snowman Logistics Limited ("the Company") together with the audited financial statements for the financial year ended 31 March 2023.

The Indian cold chain industry, overall, is still considered to be relatively unorganised, and there is significant opportunity for growth of organised players like your company which has developed infrastructure at par with international standards in the cold chain warehousing space. With India projected to become the world's fifth-largest economy by 2027, there is an anticipated increase in investments in the supply chain infrastructure in the coming years.

In response to the escalating demand for cold chain logistics services driven by factors such as e-commerce growth, international trade activities, and the complexities of modern supply chains, Snowman Logistics has continued to expand its capacities and now launched 5PL (Fifth-Party Logistics) services in India, making us the first company in the industry to do so. This strategic move allows us to provide comprehensive end-to-end solutions that address the evolving needs of our clients, further strengthening our position as the market leader in the cold chain logistics sector.

Financial Performance

(Rs. In lakhs)

Particulars	2022-23	2021-22	Growth
Pallet Capacity	1,35,552	1,17,526	**15%**
Fleet Strength	239	251	**-5%**
Revenue From Operations	**41,765**	**28,617**	**46%**
Other Income	751	408	**84%**
Total Income	**42,516**	**29,025**	**46%**
EBITDA	9,607	7,379	**30%**
EBITDA%	23%	25%	
PBT	2,150	400	**438%**
PBT%	5%	1%	
PAT	**1,340**	**168**	**697%**
PAT%	3%	1%	

Management Discussion & Analysis

During the year 2022-23, the company clocked revenue of INR. 417.65 Crores as against to INR. 286.17 Crores during the previous year. EBITDA increased to INR. 96.07 Crores from INR. 73.79 Crores as compared to previous financial year and PAT increased to INR 13.40 Crore from INR. 1.68 Crore during the previous year.

Key Financial ratios

Particulars	2022-23	2021-22	Variation	Reasons for significant change (i.e. change of 25% or more as compared to the immediately previous financial year)
Return on Net Worth (%)	5%	1%	4%	Due to Increase in profit
Return on Capital Employed (%)	8%	4%	4%	Due to increase in profit.
Basic EPS (after exceptional items) (Rs.)	0.80	0.10	0.70	Due to Increase in profit
Debtors turnover Ratio (Days)	52	56	-4	On account of good collections made during the year
Inventory turnover	26	na	nm	Due to Trading business model during the year.
Interest coverage ratio	5	4	1	Due to better cash flows generation during the year.
Current ratio	3	2	1	Due to increase in business with healthy margins
Debt equity ratio	25%	29%	-4%	Due to additional loan availed for Siliguri and Coimbatore projects.
Operating profit margin (%)	10%	8%	2%	Due to Increase in profit
Net profit margin (%)	3%	1%	2%	Due to Increase in profit
There is no significant change (i.e. change of 25% or more as compared to the immediately previous financial year) in the key financial ratios				

Operations

Snowman Logistics Limited is a leading player in the Indian cold chain logistics industry, renowned for its advanced technology and state-of-the-art infrastructure. With its vast network of temperature-controlled warehouses and refrigerated trucks, the company offers a comprehensive range of end-to-end supply chain solutions to various industry sector such as food, pharmaceuticals, retail, and FMCG. The company's advanced technology allows it to provide inventory management, order processing, and distribution services to its customers, making it a one-stop-shop for all cold chain logistics requirements. Our focus on quality, reliability, and customer satisfaction has earned us a reputation as a trusted partner for businesses seeking efficient and cost-effective cold chain logistics services in India. The company's experienced team of professionals works tirelessly to ensure the safe and timely delivery of goods, providing customers with peace of mind and assurance that their products are in safe hands. With its commitment to innovation and excellence, the company is well-positioned to meet the evolving needs of businesses in the dynamic Indian market.

Outlook

The Indian cold chain market is experiencing growth due to the rise in organised food retail, increasing production and consumption of perishable food products, and growing demand for processed food products. The industry is further supported by rising consumer disposable income, a growing middle-class population, rapid urbanization, and industrialisation. Favourable government policies and the establishment of mega food parks are providing a boost to the industry. Additionally, there is a growing demand for effective cold chain facilities from the healthcare sector, which is expected to drive industry growth. The anticipated growth in India's vaccines, biopharmaceutical, and clinical trials industry is also expected to fuel strong demand for cold chain facilities in the forecast period. Further, clients with industrial products that require specialised handling such as flagship phone batteries and specialised chemicals, having a mix of both cold & dry logistics requirement, are looking for high quality service providers for storage and transportation.