



PRESS RELEASE

Snowman Logistics Limited.

Snowman Logistics Limited “SLL” announces its first quarterly results since the listing of the Company’s shares on the stock exchanges on September 12, 2014. SLL was the first company to be listed since the new government came into power and it was over subscribed 60 times.

SLL is one of the largest integrated temperature controlled logistics service providers in India with an ability to service customers on a pan India basis. It provides warehousing, distribution, transportation and value added services and it currently has a warehousing capacity of 79,500 pallets spread across 27 warehouses and 15 locations (with temperature ranging from ambient to chilled and frozen i.e. +20 °C to -25 °C). The capacity was built over a period of 8 years starting from 2006 when Gateway Distriparks Limited became the largest shareholder in the Company. Gateway Distriparks Limited hold a 40% stake in the Company and other major shareholders include Mitsubishi Corpn, IFC and Norwest Venture Partners.

During the quarter ended September 30, 2014, the Sales increased by 40% (Rs.48.27 Crores) and the EBITDA increased by 7% (Rs. 9.93 Crores) compared to the previous year. During Q2 FY 15 warehouse capacity reached 79,500 pallets as compared to 53,130 pallets(Y O Y). Higher capital investment has resulted in increased depreciation and interest cost compared to previous quarter. This has resulted in a lower PBT (Rs. 1.11 Crores) and PAT (Rs.2.29 Crores). The Q2 PBT also includes additional depreciation charge on account of change in rates as per Companies Act 2013. The added capacity will result in higher occupancy in the coming quarters and with the repayment of loans, the interest cost will reduce.

The expansion of Chennai warehouse (5,000 pallets capacity) which would complete the expansion as proposed in the prospectus is currently underway. Further, the Company has also started construction of additional warehouses at Mumbai (4,500 pallets capacity) and proposes to set up a 5000 pallet warehouse in Bangalore.

Commenting on the results, Mr.Gopinath Pillai, Chairman, said that the company has been on track to achieve its expansion objectives. The margins have been comparatively subdued due lower occupancy in the new warehouses, higher incidence of depreciation and interest costs. However, this is a short term phenomenon and the utilisation levels in the new warehouses have already started improving and this will reflect in the results of the coming quarters.

Said Mr. Pillai “ Snowman will strive to maintain its growth trajectory as we go forward.”



Mr. Wataru Kato has joined the Board as Director representing Mitsubishi Corporation in place of Mr. Masakazu Sakakida.