

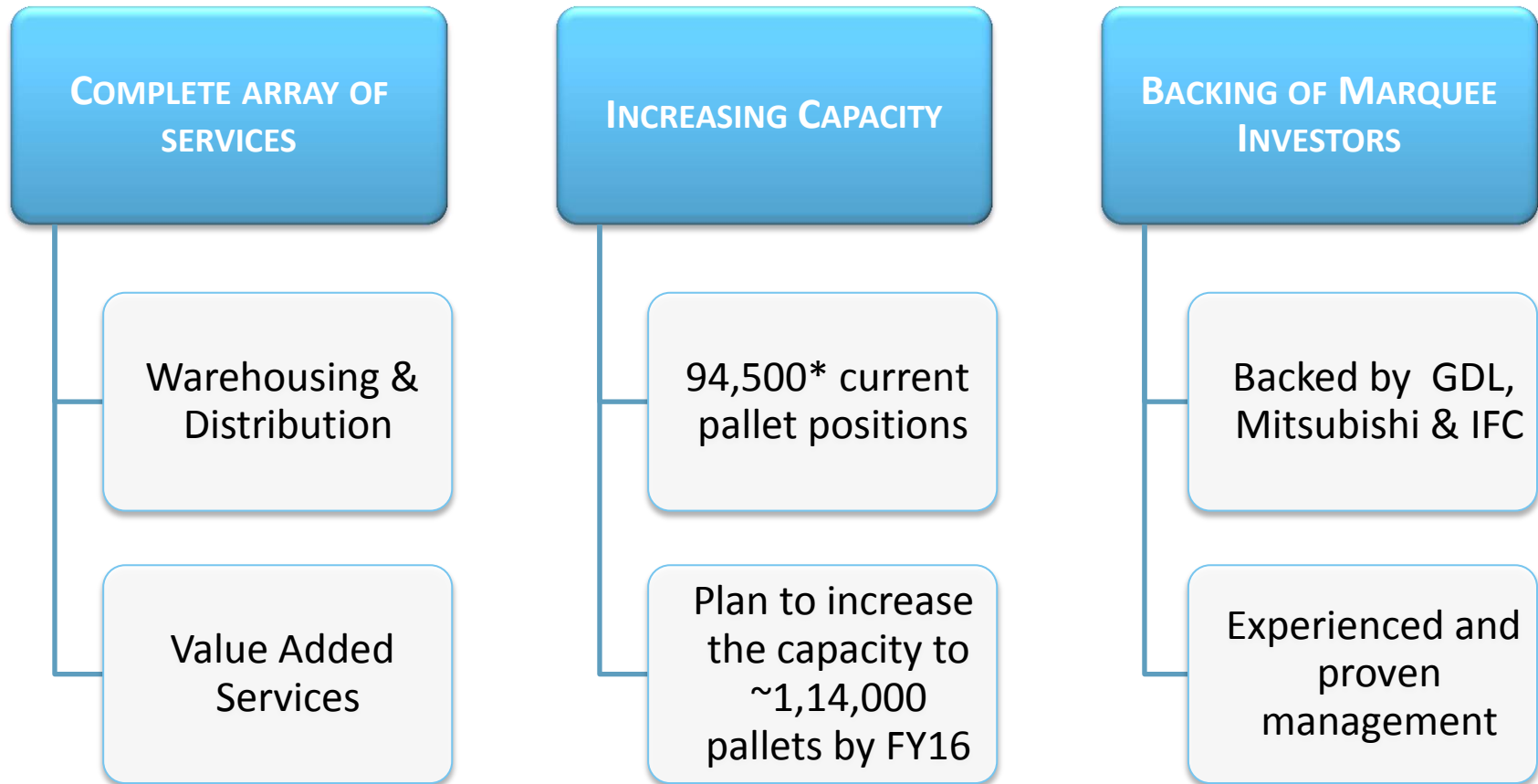


SNOWMAN LOGISTICS LIMITED

Q2FY16 Investor Presentation

WAREHOUSING | DISTRIBUTION | VALUE ADDED SERVICES

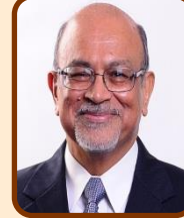
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* As on 27th October 2015



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



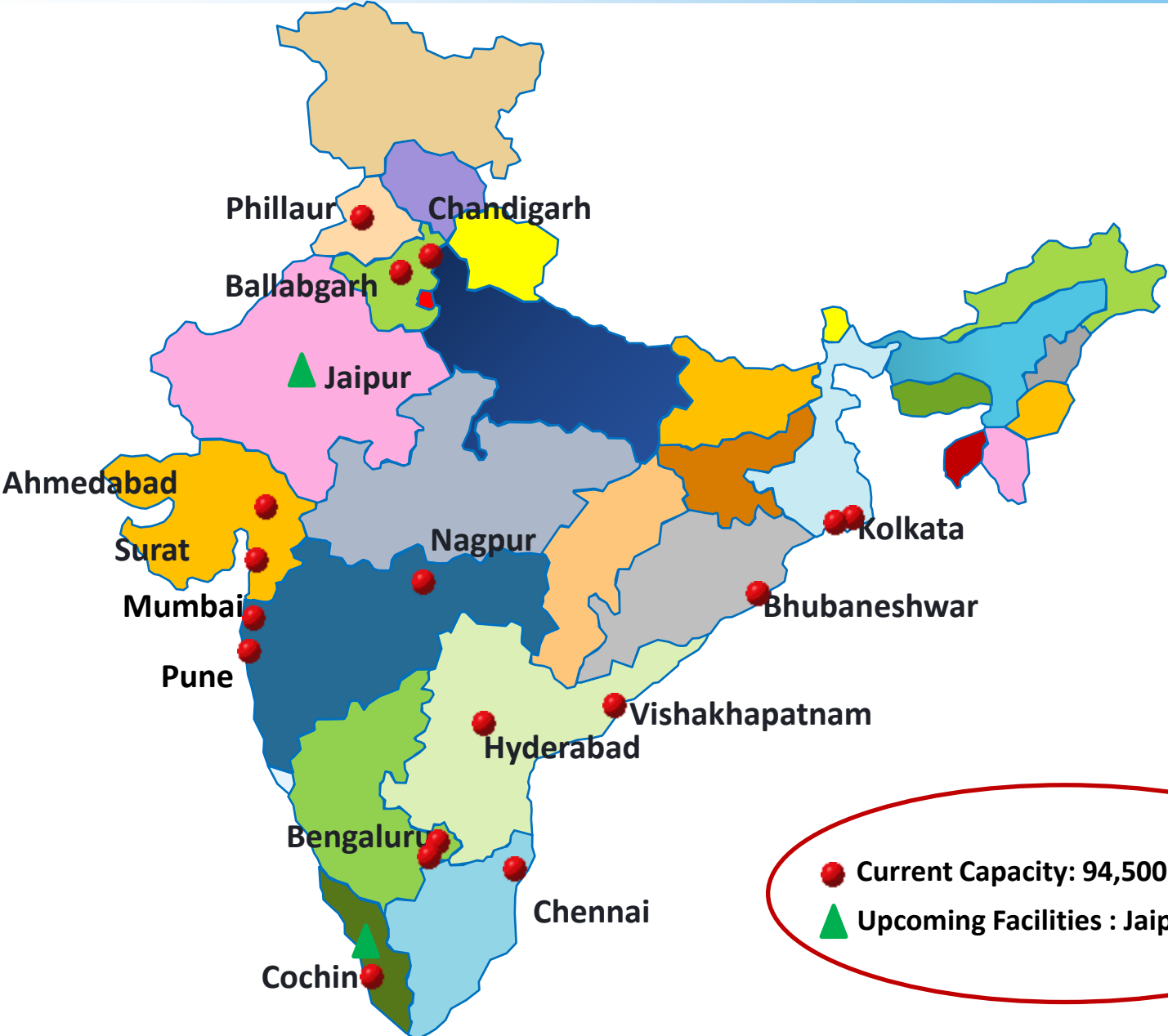
Mr. Saroosh Dinshaw
Independent Director



Mrs. Mamta Gupta
Additional Director



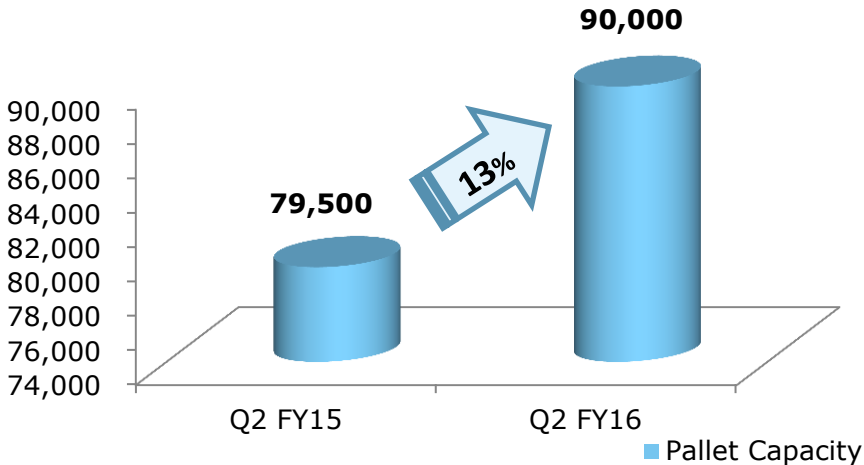
Mr. Ravi Kannan
CEO/Director



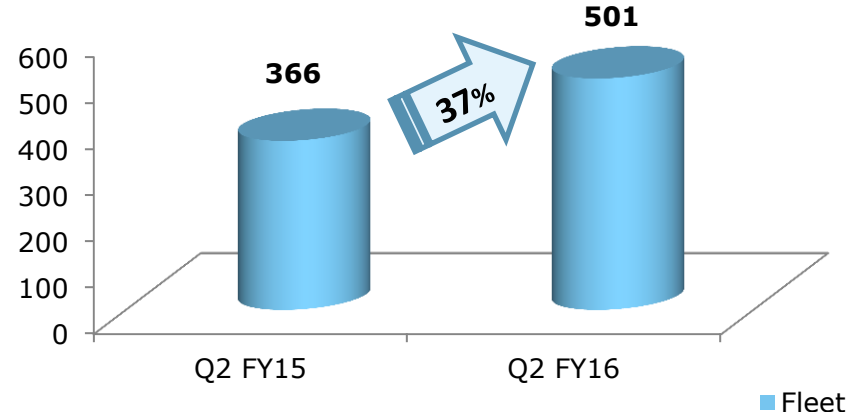
● Current Capacity: 94,500 Pallets
▲ Upcoming Facilities : Jaipur & Cochin

- 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

Pallet Capacity

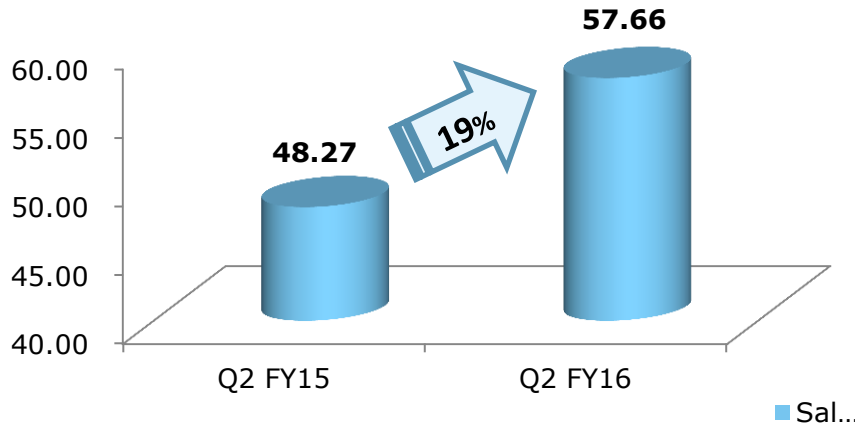


Fleet



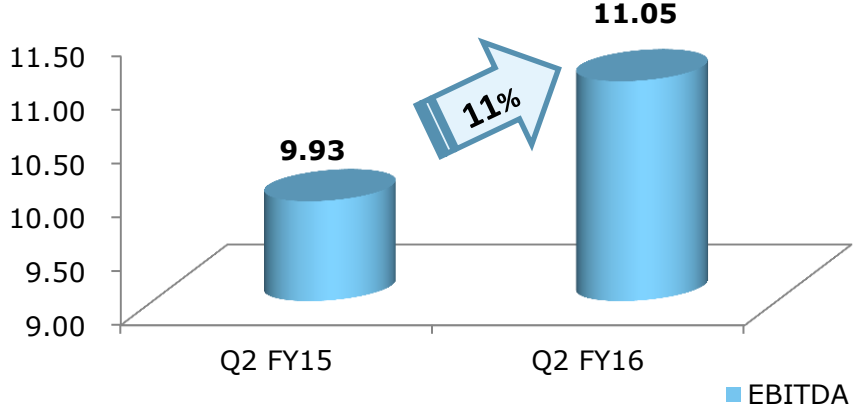
Sales

(Rs. Cr.)



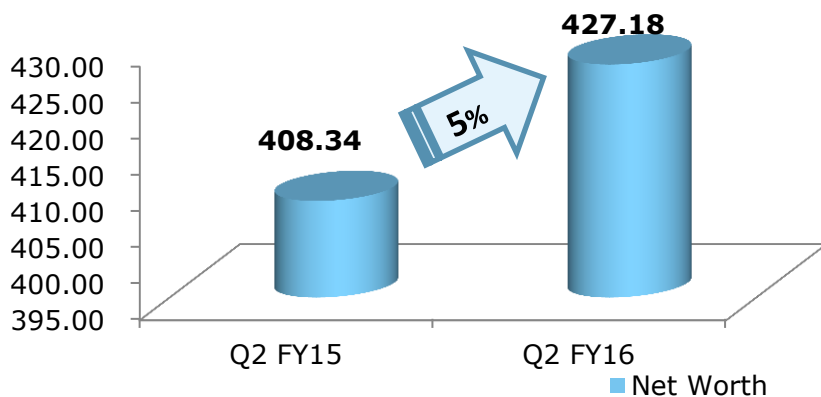
EBITDA

(Rs. Cr.)

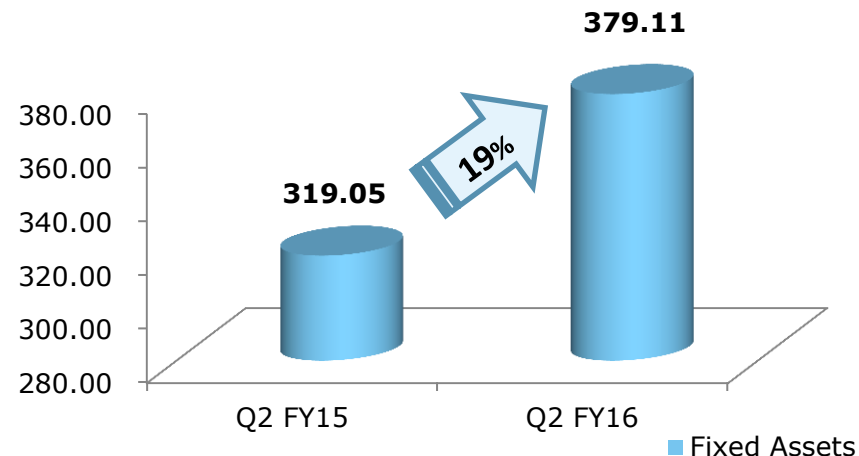


Net Worth, Fixed Assets & Debt

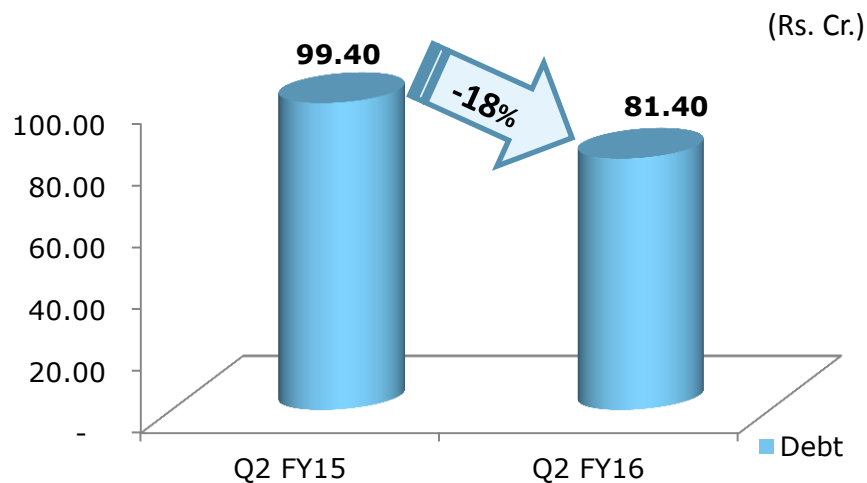
Net Worth (Rs. Cr.)



Fixed Assets (Rs. Cr.)



Debt



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%
<i>% on Sales</i>	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%

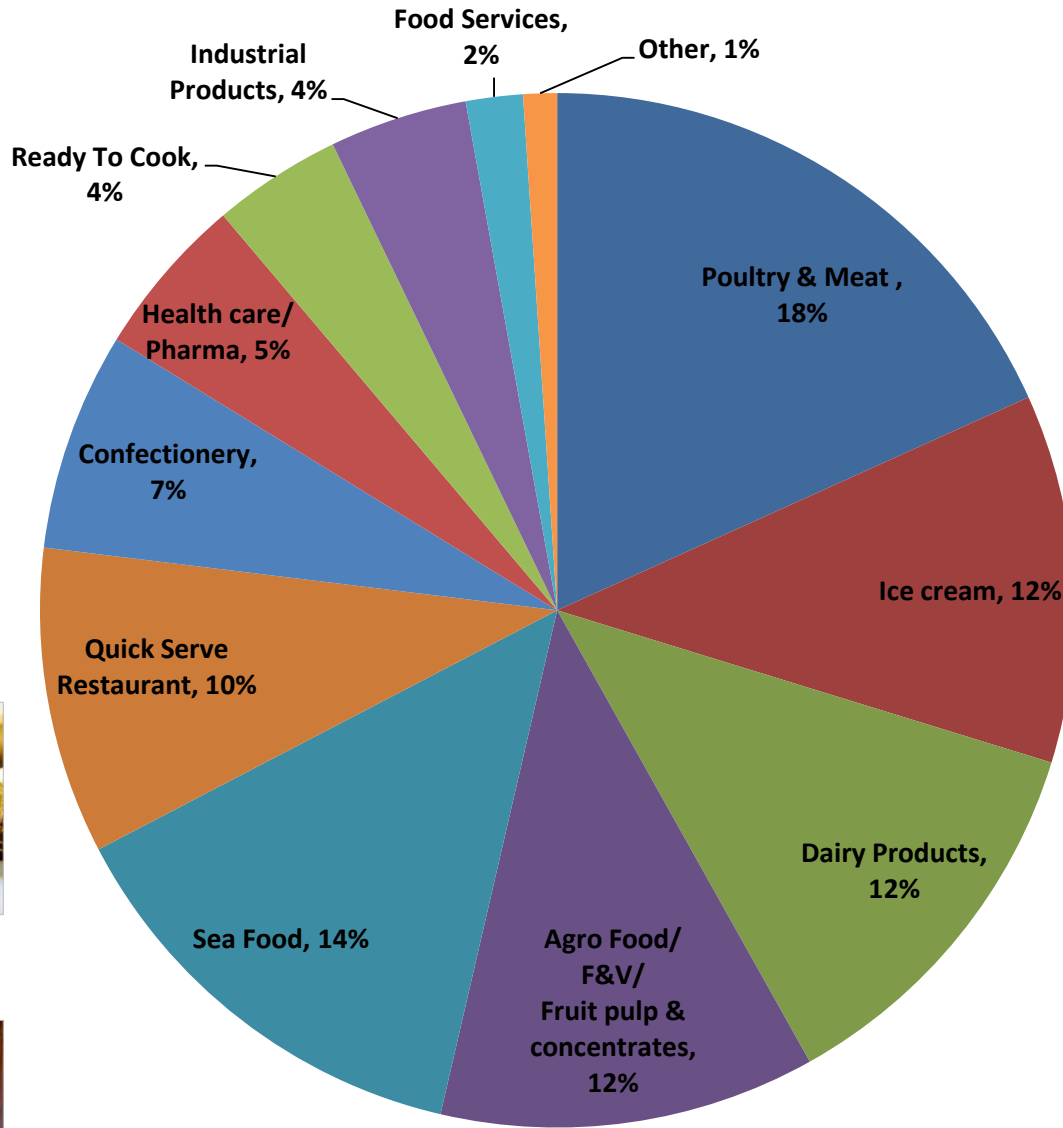
Vertical Wise Performance

Particulars	Warehousing			Distribution			Food Services		
	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

Particulars	As at Current half year end 30/09/2015	As at Previous year end 31/03/2015
	(Unaudited)	(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