

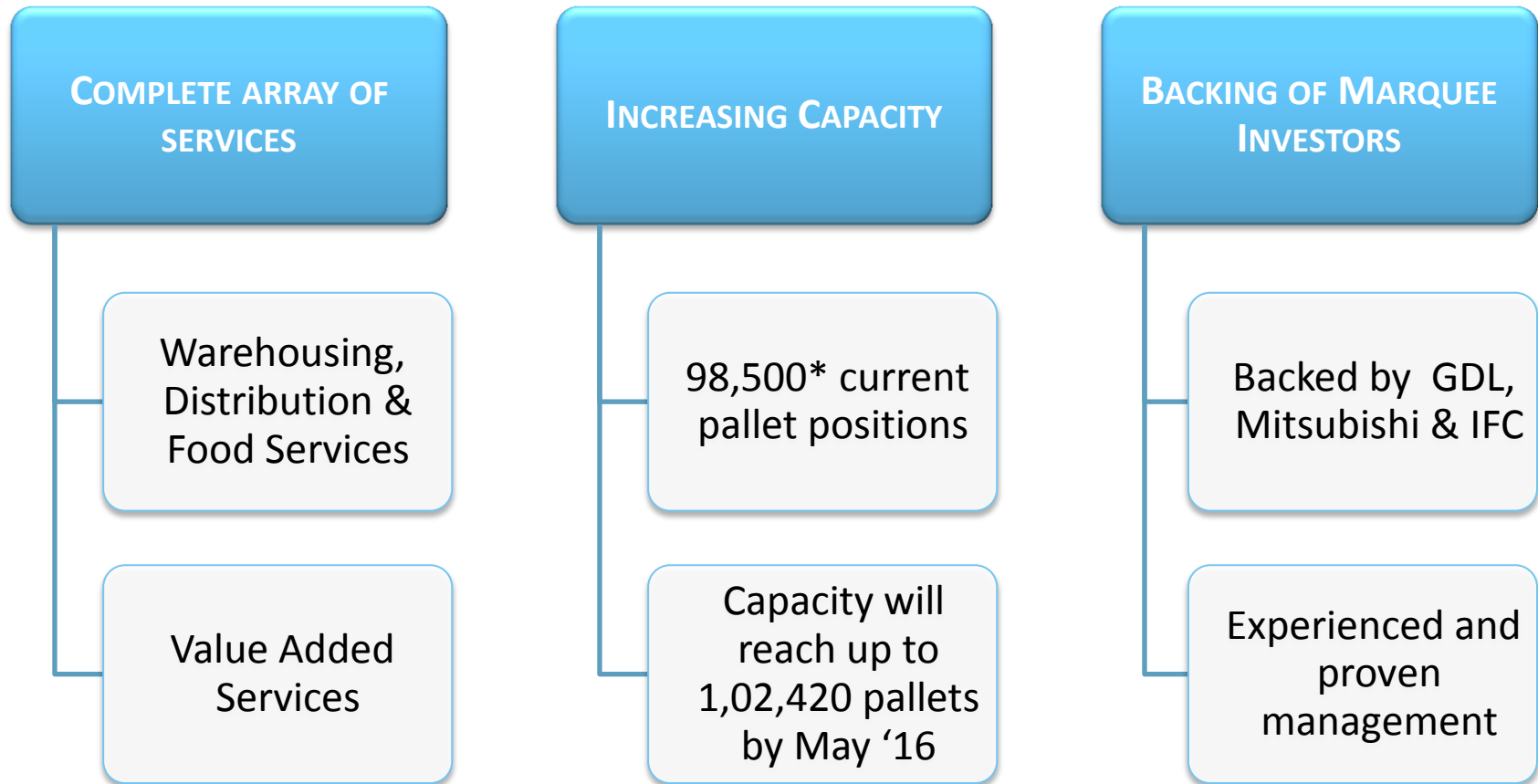


SNOWMAN LOGISTICS LIMITED

FY15-16 Investor Presentation

WAREHOUSING | DISTRIBUTION | FOOD SERVICES | VALUE ADDED SERVICES

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 31st March 2016

Mr. Prem Kishan Gupta

Chairman

Mr. Shabbir Hassanbhai

Independent Director

Mr. Tomoyuki Masuda

Director

Mrs. Mamta Gupta

Additional Director

Mr. A.K.T Chari

Independent Director

Mr. Michael Phillip Pinto

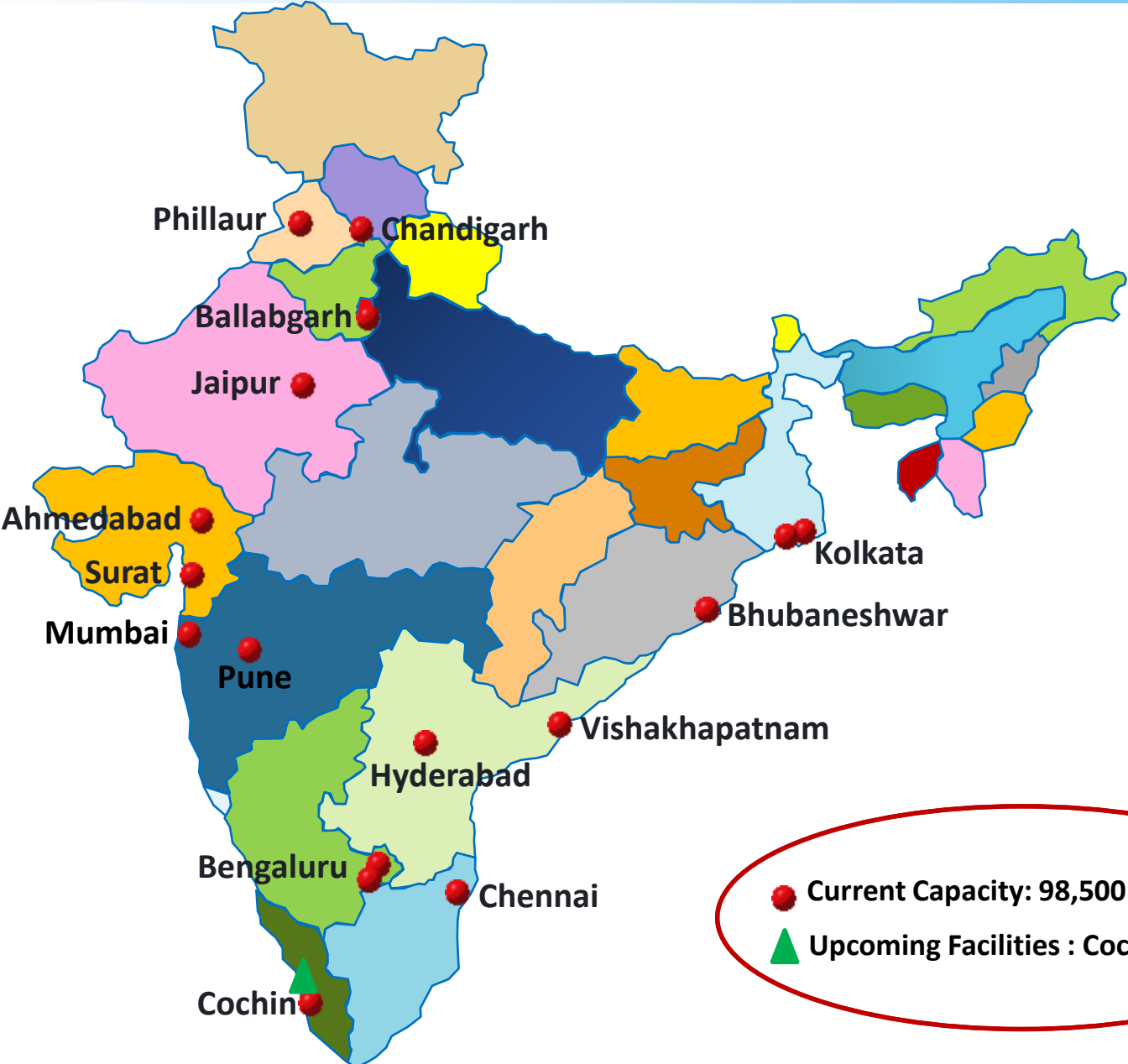
Independent Director

Mr. Saroosh. C. Dinshaw

Independent Director

Mr. Pradeep Dubey

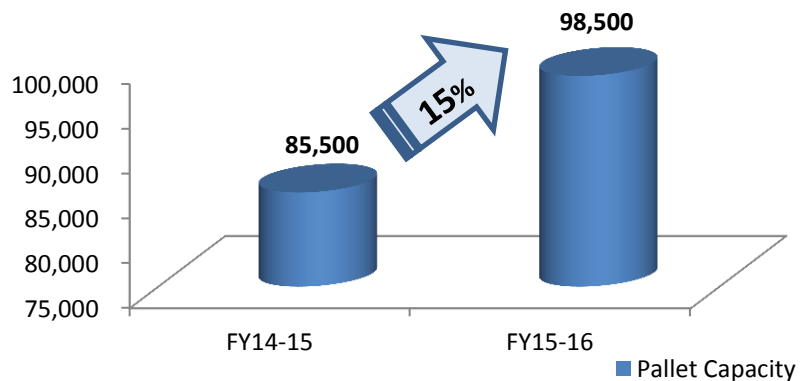
COO/Whole-time Director



● Current Capacity: 98,500 Pallets
▲ Upcoming Facilities : Cochin

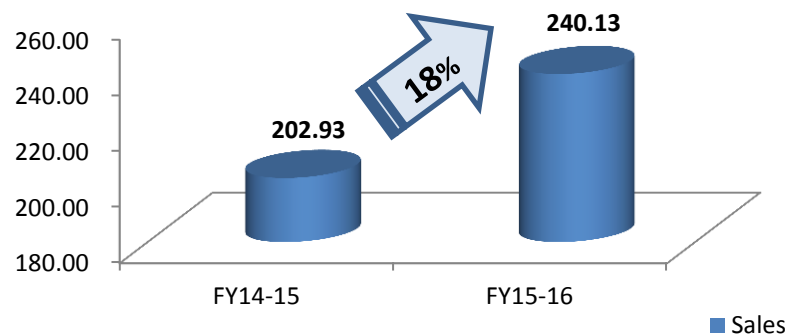
- Average occupancy increased to 81% from 77% YoY
- Pallet capacity growth 15% YoY
- Revenue growth 18% YoY
- EBITDA growth 8% YoY
- PAT growth (-17%) YoY

Pallet Capacity



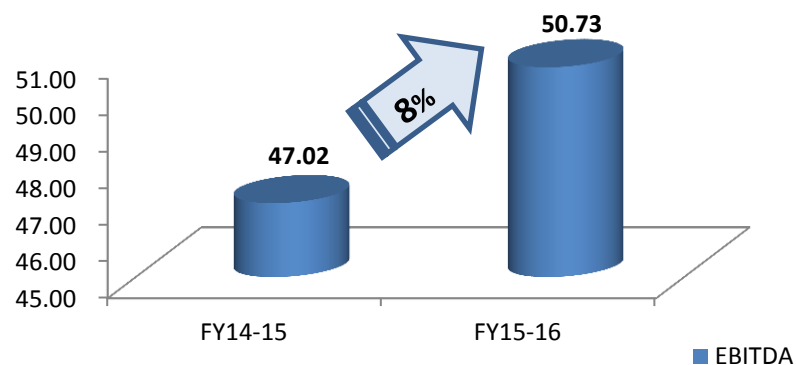
Sales

(Rs. Cr.)



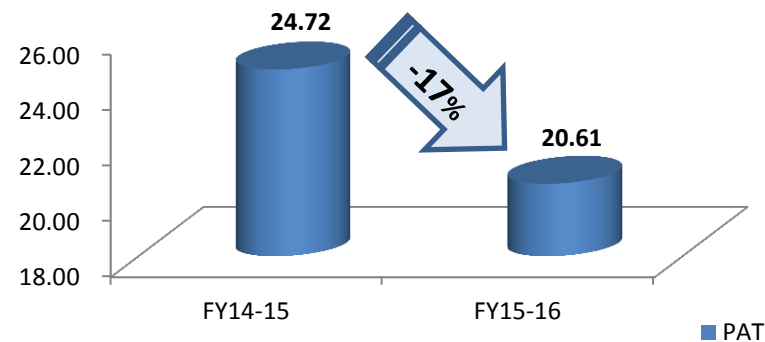
EBITDA

(Rs. Cr.)



PAT

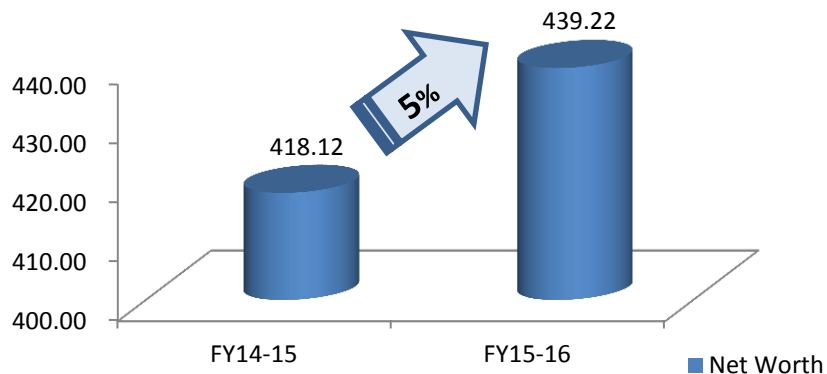
(Rs. Cr.)



Net Worth, Fixed Assets & Debt

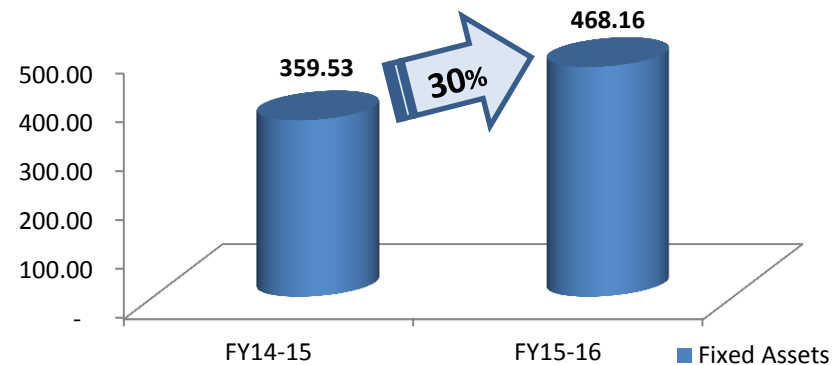
Net Worth

(Rs. Cr.)



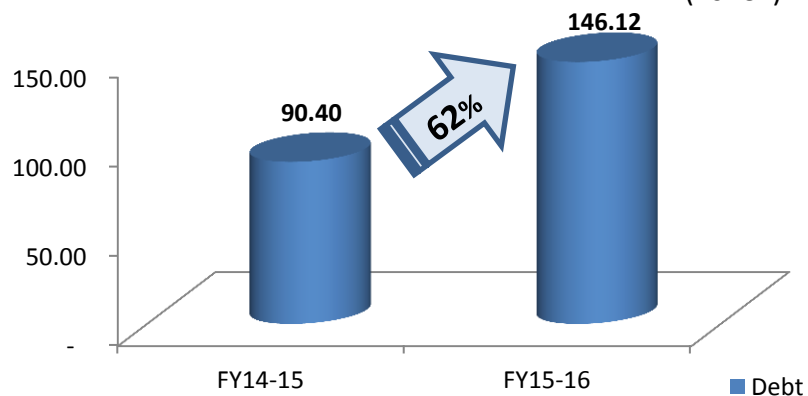
Fixed Assets

(Rs. Cr.)



Debt

(Rs. Cr.)



Key Metrics –FY2015-16

Particulars	Q4 FY15-16	Q3 FY15-16	Growth Q-o-Q	Q4 FY15-16	Q4 FY14-15	Growth Q-o-Q	FY 15-16	FY 14-15	Growth Y-o-Y
Revenue From Operations	60.24	63.03	-4%	60.24	53.84	12%	240.13	202.93	18%
Other Income	0.47	0.29	60%	0.47	1.98	-76%	2.69	4.65	-42%
Total Income	60.71	63.32	-4%	60.71	55.82	9%	242.82	207.59	17%
EBITDA	15.91	11.36	40%	15.91	13.97	14%	50.73	47.02	8%
EBITDA%	26%	18%		26%	26%		21%	23%	
PBIT	6.82	3.88	76%	6.82	7.45	-8%	20.27	22.51	-10%
PBIT%	11%	6%		11%	13%		8%	11%	
PBT	4.18	2.10	99%	4.18	6.79	-39%	13.09	14.73	-11%
PBT%	7%	3%		7%	12%		5%	7%	
PAT	7.59	4.54	67%	7.59	14.25	-47%	20.61	24.75	-17%
PAT%	13%	7%		13%	26%		8%	12%	
EPS	0.45	0.27	67%	0.45	0.86	-47%	1.23	1.67	-26%

Vertical Wise Performance

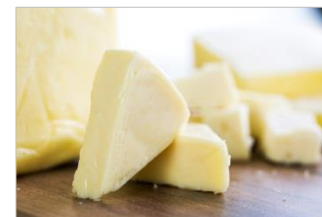
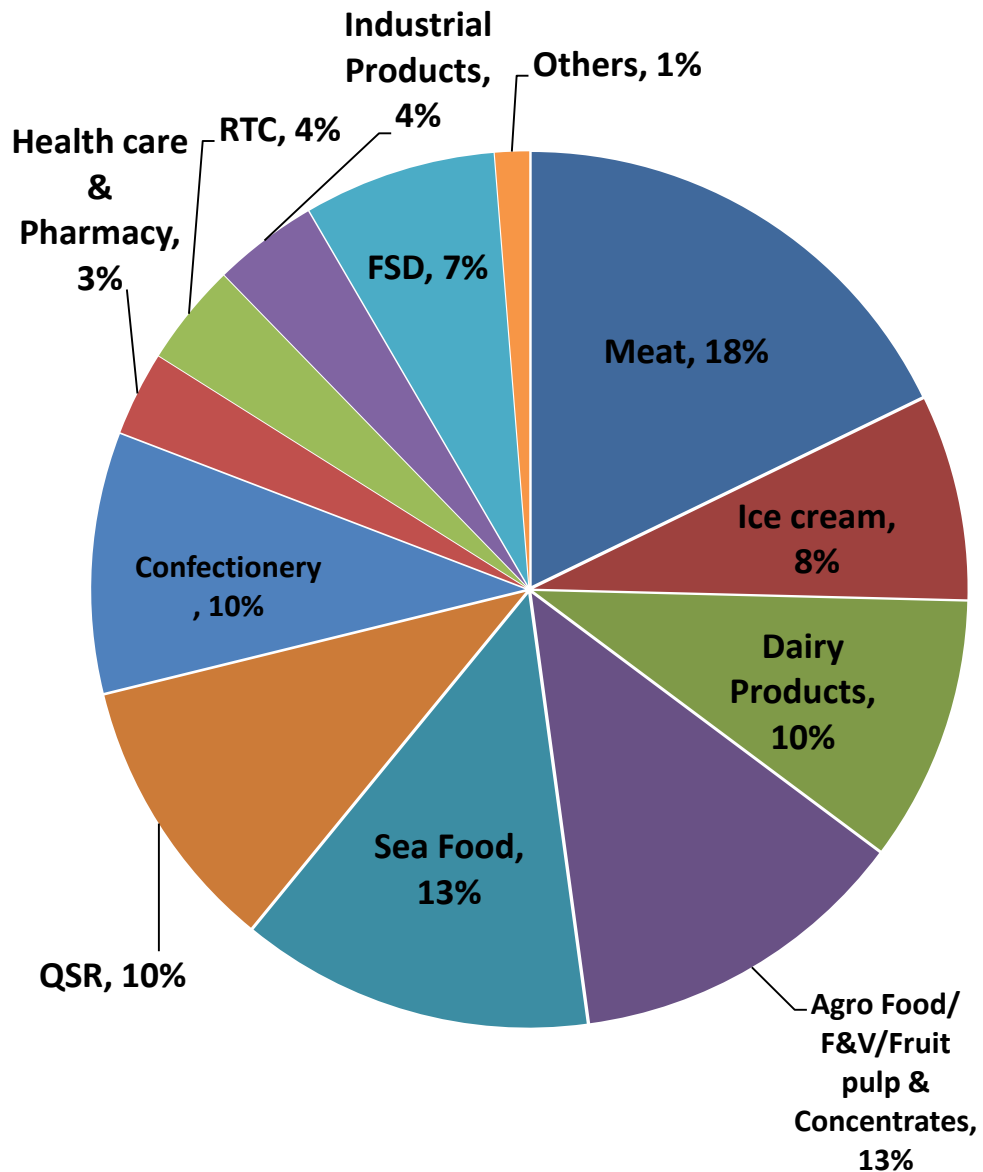
Warehousing Division	Q4 FY15-16	Q3 FY15-16	Growth Q-o-Q	Q4 FY15-16	Q4 FY14-15	Growth Q-o-Q	FY2015-16	FY2014-15	Growth Y-o-Y
Quarter end pallet capacity	98,500	94,700	4%	98,500	85,500	15%	98,500	85,500	15%
SALES	31.54	31.46	0%	31.54	30.14	5%	123.65	104.13	19%
EBITDA	13.67	12.02	14%	13.67	12.74	7%	49.24	39.90	23%
EBITDA%	43%	38%		43%	42%		40%	38%	
PBIT	6.97	5.29	32%	6.97	6.96	0%	23.41	18.34	28%
PBIT%	22%	17%		22%	23%		19%	18%	

Distribution Division	Q4 FY15-16	Q3 FY15-16	Growth Q-o-Q	Q4 FY15-16	Q4 FY14-15	Growth Q-o-Q	FY2015-16	FY2014-15	Growth Y-o-Y
Quarter end fleet size	377	463	-19%	377	501	-25%	377	501	-25%
SALES	20.46	24.28	-16%	20.46	23.77	-14%	98.57	98.87	0%
EBITDA	2.47	(0.78)	-415%	2.47	1.22	103%	1.44	7.11	-80%
EBITDA%	12%	-3%		12%	5%		1%	7%	
PBIT	0.09	(1.51)	-106%	0.09	0.48	-81%	(3.13)	4.15	-175%
PBIT%	0%	-6%		0%	2%		-3%	4%	

Food Service Division	Q4 FY15-16	Q3 FY15-16	Growth Q-o-Q	Q4 FY15-16	Q4 FY14-15	Growth Q-o-Q	FY2015-16	FY2014-15	Growth Y-o-Y
SALES	8.23	7.29	13%	8.23	-	100%	17.91	-	100%
EBITDA	(0.23)	0.12	-285%	(0.23)	-	100%	0.05	-	100%
EBITDA%	-3%	2%		-3%			0%		
PBIT	(0.25)	0.10	-356%	(0.25)	-	100%	(0.02)	-	100%
PBIT%	-3%	1%		-3%			0%		

	Particulars	As at Current year end 31/03/2016 (Audited)	As at Previous year end 31/03/2015 (Audited)
A	Equity and Liabilities		
1	Shareholder's Funds		
	(a) Share Capital	16,708.80	16,667.65
	(b) Reserves and Surplus	27,213.42	25,144.54
	Sub-Total-Shareholder's Funds	43,922.22	41,812.19
2	Non-Current Liabilities		
	(a) Long-Term Borrowings	10,822.48	7,115.02
	(b) Other Long Term Liabilities	336.92	358.74
	(c) Long-Term Provision	64.72	32.90
	Sub-Total-Non-Current Liabilities	11,224.12	7,506.66
3	Current Liabilities		
	(a) Short-Term Borrowings	1,250.00	-
	(b) Trade Payables	858.17	325.61
	(c) Other Current Liabilities	4,809.89	4,167.32
	(d) Short-Term Provisions	12.77	1,012.57
	Sub-Total-Current Liabilities	6,930.83	5,505.50
	Total-Equity and Liabilities	62,077.17	54,824.34
B	Assets		
1	Non-Current Assets		
	(a) Fixed Assets	46,816.32	35,953.40
	(b) Deffered Tax Assets	4,092.00	3,088.62
	(c) Long-Term Loans and Advances	2,339.35	1,892.52
	(d) Other Non-Current Assets	7.72	13.96
	Sub-Total-Non-Current Assets	53,255.39	40,948.49
2	Current Assets		
	(a) Inventory	125.66	-
	(b) Trade Receivables	5,622.73	4,817.54
	(c) Cash and Bank Balances	2,110.71	8,372.69
	(d) Short-Term Loans and Advances	801.94	664.06
	(e) Other Current Assets	160.74	21.57
	Sub-Total-Current Assets	8,821.78	13,875.57
	Total-Assets	62,077.17	54,824.35

Segment wise Distribution of Revenues – 2015-16



Thank you