

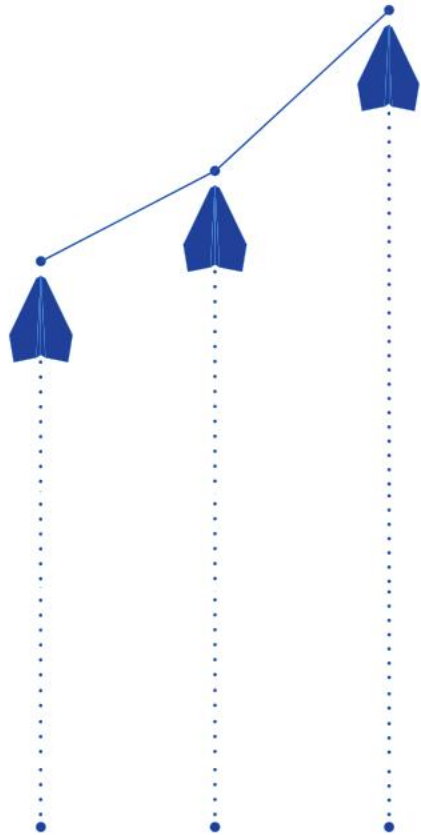
## CORPORATE PROFILE



**END TO END SERVICES**

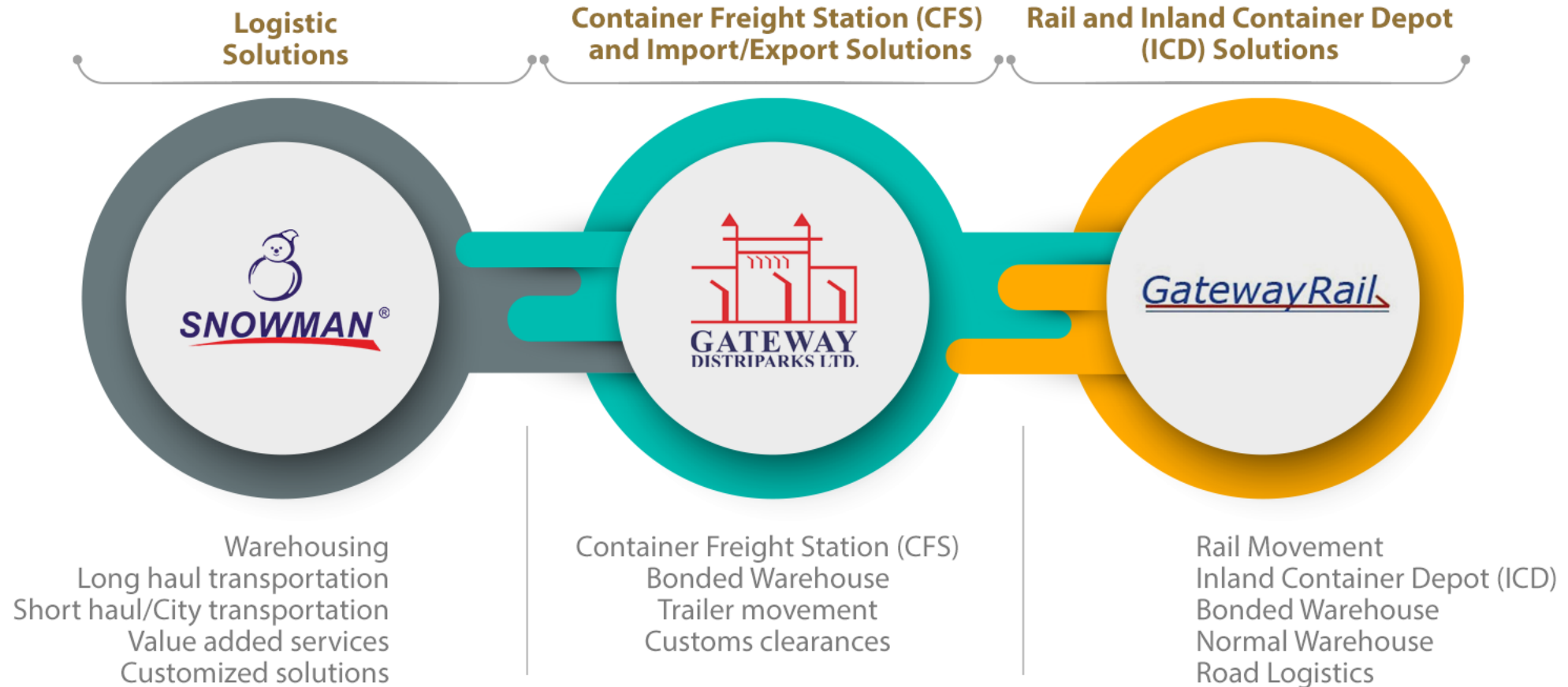
## CONTENT

# INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY



- Group Offering
- End to End Services
- Snowman at Glance
- Our Pan India Network
- Snowman Differentiator
- Quality Standards
- IT Capabilities
- Proud Customer Segment







### Vision

To be recognized as trend setter in supply chain management by setting standards in customer satisfaction and continuously improving the process



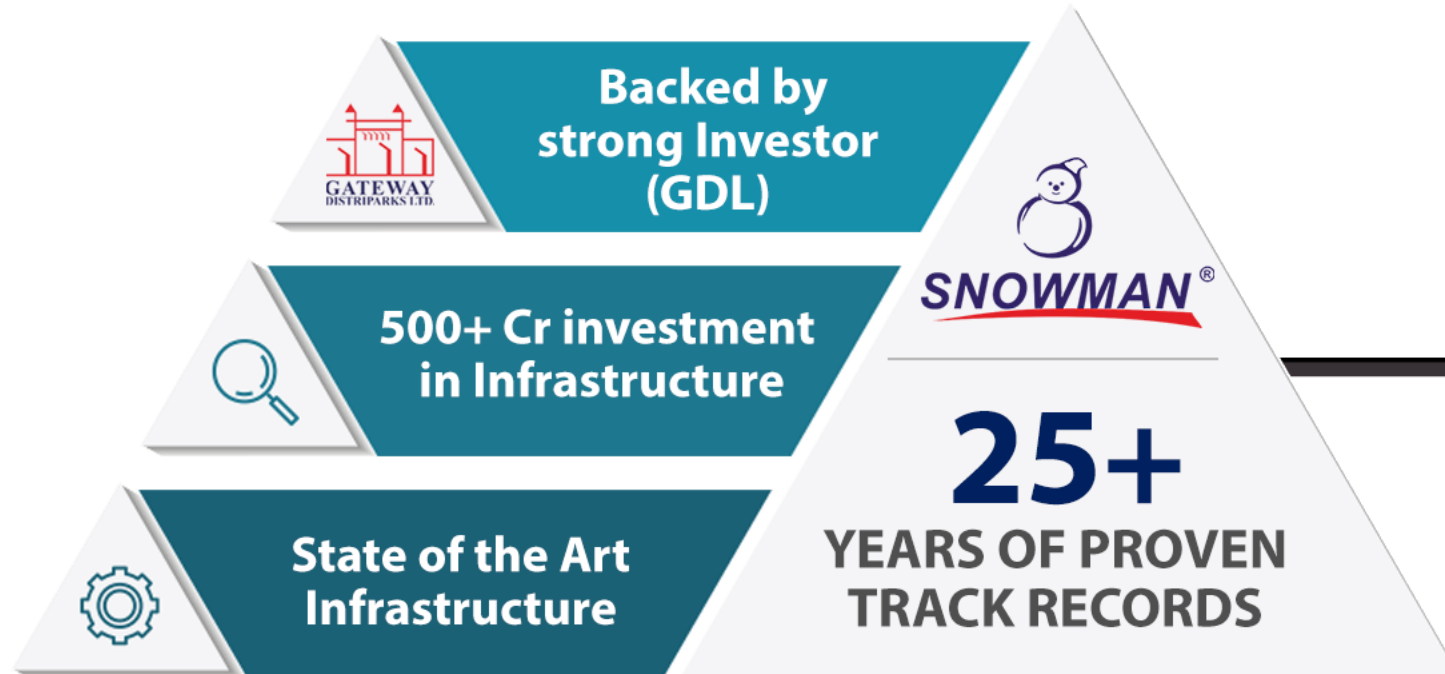
### Mission

To Build long term relationship with customer by improving efficiency of distribution process through innovative and cost effective logistics solutions of consistent quality and high standards



COMMITTED MANAGEMENT

INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY



EXPERIENCED LEADERSHIP



## VARIANT TEMPERATURE ZONE -25°C TO +25°C

# INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY

### -18° BELOW



POULTRY & MEAT



ICE CREAM



READY TO COOK



SEAFOOD

### 0° TO 10°



PHARMACEUTICAL



FRUITS & VEGETABLES



CHEESE & DAIRY



INDUSTRIAL PRODUCTS

### 10° TO 20°



CONFECTIONERIES



CHEESE



FRUIT PULP



EGGS

### CONTROLLED AMBIENT



SPICES



FOOD GRAINS



DRY FRUITS



BEVERAGES

## OUR PAN INDIA NETWORK

- Easy Scalability
- Replicate Processes and Systems Across India Faster
- Swift Reach to All Strategic Markets
- Single Point Communication for National Service



Own Infrastructure

Capacity (Pallet) **1,18,162**

Cities **17**

Warehouses **39**

Vehicles (Owned + Leased) **400+**



**2.7 Mn**

Total Land Area (SqFt)

**39.16 Mn**

Cold Storage Area (Cu Ft)

**60 Mn**

UOM Handled (Avg, Monthly)

**1200**

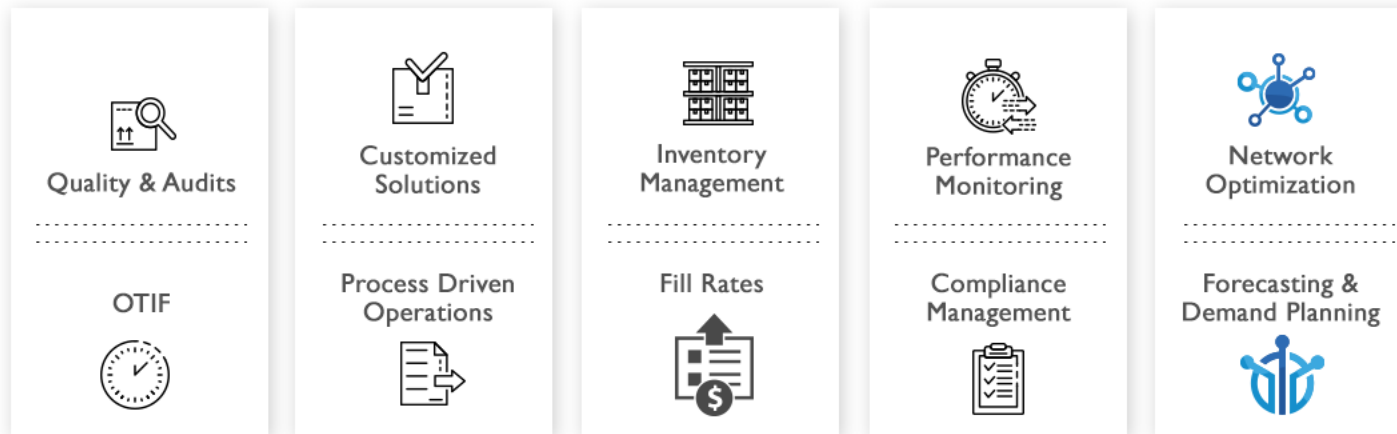
Delivery Touchpoints (Avg, Monthly)

"THE ONLY PAN INDIA NETWORK COMPANY"



## OFFERINGS – UN-RISK YOUR COLD CHAIN

# INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY



# END TO END SERVICES – OUR OFFERING

## INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY



SNOWEXPERTS	SNOWLINE <sup>®</sup>	SNOWPRESERVE <sup>®</sup>	SNOWREACH <sup>®</sup>	SNOWAGENT <sup>®</sup>	SNOWSERVE
<b>CONSULTING BUSINESS</b>	<b>PRIMARY TRANSPORTATIONS</b>	<b>WAREHOUSING (SHARED FACILITY)</b>	<b>LAST MILE CONNECT</b>	<b>CFA/SUPER STOCKIST OPERATIONS</b>	<b>DEDICATED WAREHOUSING</b>
<ul style="list-style-type: none"> <li>- Customized Solutions</li> <li>- Network Solution</li> <li>- Processes and Audits</li> <li>- Consultancy in SC</li> </ul>	<p><b>From: Suppliers/manufacturing</b> <b>To: CWH, HUB, CFA</b></p> <ul style="list-style-type: none"> <li>- Transportation of Cold &amp; Ambient</li> <li>- Long Haul First Mile transportation</li> <li>- 24x7 Tracking of Vehicle.</li> <li>- Trip Wise Billing.</li> </ul>	<ul style="list-style-type: none"> <li>- Dedicated and Variable Model</li> <li>- Shared and Dedicated Facilities</li> <li>- Fulfilment Centres</li> <li>- Bonded Warehouses</li> <li>- Receipt, Pick, Pack and Dispatches</li> <li>- Returns Management</li> </ul>	<ul style="list-style-type: none"> <li>- Secondary Transportation</li> <li>- Tertiary (B2B) Distribution</li> <li>- 24x7 Tracking of Vehicles</li> <li>- POD Management</li> <li>- Multi-temp Vehicles</li> <li>- Routing</li> <li>- Milk Run</li> </ul>	<ul style="list-style-type: none"> <li>- Forecasting</li> <li>- Material Planning</li> <li>- Stock Management</li> <li>- End to End Services including Billing and Collection</li> </ul>	<ul style="list-style-type: none"> <li>- Customer Dedicated Facilities</li> <li>- Customized Services</li> <li>- Repacking, Bundling and Related</li> <li>- Warehouse, Manpower, Compliance Management</li> <li>- Strategic Support</li> <li>- Includes all SNOWPRESERVE Services</li> </ul>
<b>PROJECT MANAGEMENT</b>		<b>VALUE ADDED SERVICES</b>			
		<ul style="list-style-type: none"> <li>- Packing, Repacking, Labelling</li> <li>- EXIM Operations</li> <li>- Blast Freezing</li> <li>- Palletization Activity</li> </ul>			



SNOWMAN LOGISTICS LTD.

## SERVICE OFFERINGS

# INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY

### WAREHOUSING

- Unloading, Inspection and GRN Entry
- Inventory Management, Cycle Count
- Stock Audits and Reconciliations
- FEFO and FIFO Management
- Pallet/Space Optimisation
- Warehouse Upkeep, Facility Management
- Quality, Health and Safety Compliances
- IOT Driven Temperature Monitoring
- Access Controls
- Picking and Dispatch Management
- Coordinating External Audits
- In-plant Warehousing Operations
- CFA /Super Stockist Operations
- Breakage & Expiry and Re-call Handling
- Pick Up from Distributors, Verifications
- Raising credit notes and
- Final Destruction after Defacing
- Expert Supervised Warehouse Operations

### TRANSPORT

- Routing & Scheduling
- Capacity Optimisation
- Online Temperature Monitoring System
  - Trip deviation auto alerts
  - Route and Location tracking
  - Exception handling and control
- Digital Locking

### OVERALL

- MIS & Reporting
- Coordinating with other
- 3PL/Plant/Customer
- Monthly Review Process on SLA/KPI

### VALUE ADDED SERVICES

- Customer Order Processing and Inventory Planning
- Records Management
- Blast Freezing
- Storage of Packaging Material
- Packing and Labelling of Shippers
- Barcoding, Track and Trace (Shipper Level)
- Palletization for Export Shipments as per Country Specific Requirements
- Business Continuity Plan
- Handling Trade Bodies
- Job Work like Re-Stickering/Re-Labeling, Specific Printing on Finish goods
- Validations and Procurement of Packing Materials for -20°C/2-8°C Products
- Export and Import Services through Group Company - Gateway Distriparks

### SMART SYSTEMS AND IoT

**Navision** – ERP, WMS app assists Snowman's operations, warehousing, finance, CRM, supply chain, analytics functions and Warehouse MIS.

**Transport Management System**  
Integrated system, contract management, POD auditing, profit and expenses monitoring system.

**Advanced Telematics solution** with dynamic monitoring of vehicle and system triggered alerts

**App based Compliance Management System**  
Application enables on time monitoring of warehouse operations and overall activities through online checklists.

**Chamber Monitoring system** enables accurate and on time chamber temperature monitoring and control across India.

**Complaints Management** - Complaint Management System is an online portal to record, analyze, track and close all the technical related complaints.

**Dashboards and Reports** - Power BI for a bright visibility of business

- **Barcoding - Track and Trace on Shipper Level**
- **Tech Visibility on Inventory Management and Store Orders**
- **Ability to Customize Solutions for Specific Client needs**
- **Advanced Dashboards and alerts for better visibility and best decision support system**
- **Common Platform to execute Supply Chain Transactions**
- **Robust end-to-end Technology**

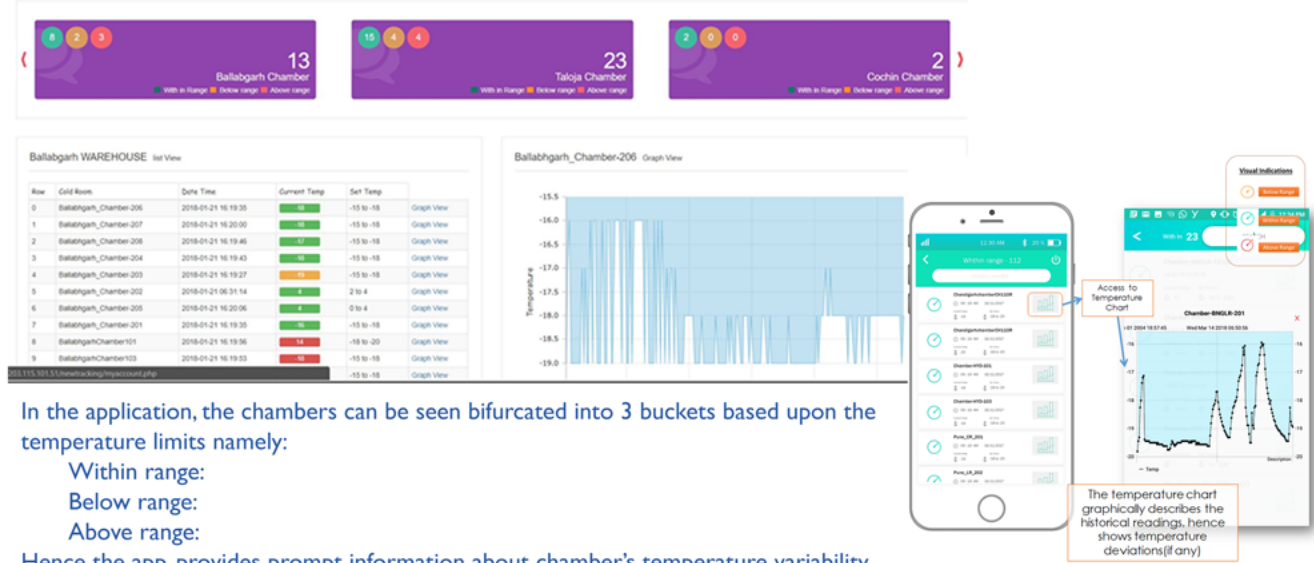
### COMMAND CENTRE - TRANSPORT | WAREHOUSE

SPEED	ROUTE	TEMPERATURE	MOTION
 <p><b>STRENGTH</b></p> <ul style="list-style-type: none"> <li>- Common Platform to execute supply chain transactions.</li> <li>- Manages Entire Supply Chain, End to End Operational visibility, emphasis on Integration, Transaction Oriented.</li> </ul>		 <p><b>ABILITY</b></p> <ul style="list-style-type: none"> <li>- Statistical analytics for quick decision and actions.</li> <li>- Integrated Transport Management System.</li> <li>- 24x7 real-time monitoring of vehicles and Warehouse chambers.</li> </ul>	
 <p><b>ALERTNESS</b></p> <ul style="list-style-type: none"> <li>- Auto alerts for Vehicle arrival and departure.</li> <li>- Escalation on deviations of Temperature,</li> <li>- Speed, Route &amp; Motion.</li> <li>- Event based Auto SMS, e-mail alerts</li> </ul>			

### CHAMBER MONITORING SYSTEM

The Chamber Monitoring Application enables accurate and on time chamber temperature monitoring at the warehouse locations across India. With the help of the application, one can have access to minute to minute updates of Chamber up and down time, temperature as well as door opening and closing status over the mobile phones anytime. The application provides live access to chamber details of 285 Chambers PAN India.

This application can be easily installed on smart phones, it captures on time chamber temperature as well as door opening and closing details. As per future development this application will also send temperature variation notifications and popups to minimize temperature variations.

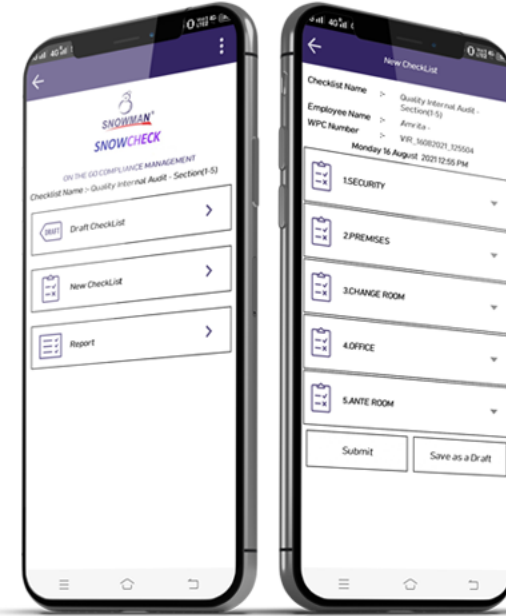


In the application, the chambers can be seen bifurcated into 3 buckets based upon the temperature limits namely:

- Within range:
- Below range:
- Above range:

Hence the app. provides prompt information about chamber's temperature variability.

### Warehouse Compliance Management Application



The Snowman Quality, Operations, Transport and Technical Assessment Application enables on time monitoring of warehouse operations and overall activities through online checklists.

These checklists include various compliance points which are entered by warehouse personnel which can thereby help in keeping a close track of activities across warehouse locations PAN India. The application includes functionality to save various checklists and search checklists after entry.

The application works online, the app captures GPS location of the user while checklist data entry.

## QUALITY STANDARDS

# INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY

### QUALITY MANAGEMENT SYSTEM

#### EXTERNAL QUALITY AUDITS

150 +  
QUALITY  
AUDITS  
YEARLY

#### SELF INSPECTION

140 +  
POINT  
CHECKLIST

To proficiently serve Pharmaceutical Sector we hold WHO GDP certification from SGS exclusively for pharmaceutical products for our warehouse location in Mumbai.

We are Government compliant under FSSAI for all our warehouse, we have obtained State Drug Licenses for all warehouses storing pharmaceutical products.

#### COMPLAINT MANAGEMENT

BM > CRM TEAM > COO, CEO

We take customer complaints really seriously, all the complaints are promptly attended with three tier complaint resolution matrix:



#### STAFF TRAINING

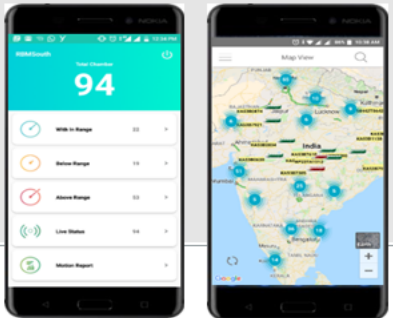
FSMS, GWP, GDP, EMS, H&S

Routine trainings are conducted for all our employees on timely exercised topics as per the training schedule for FSMS, GWP, GDP, EMS, H&S.

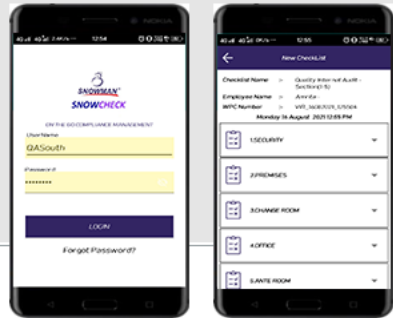


#### AUDIT & CONTROL TOOLS

Mobile app for Temperature monitoring and Quality auditing, faster than ever before



#### QUALITY AUDIT



### QUALITY STANDARD ACCREDITATIONS & CERTIFICATIONS



## OUR SUPPLY CHAIN PARTNERS

# INDIA'S LEADING COLD CHAIN LOGISTICS COMPANY

Thank You..

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