



May 06, 2026

**The General Manager,
Department of Corporate Services
National Stock Exchange of India Limited**
Exchange Plaza
Plot No. C/1, G Block, Bandra Kurla
Complex,
Bandra, Mumbai – 400 051
NSE Symbol: [SNOWMAN]

**The Manager,
Department of Corporate Services
BSE Limited**
Floor 25, PhirozeJeejeebhoy Towers, Da
Street, Mumbai
Mumbai – 400 001
Scrip Code: 538635
Equity ISIN: INE734N01019

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation for the quarter and year ended March 31, 2026.

You are requested to take note of the same.

Thanking You,
Yours Faithfully,

For Snowman Logistics Limited

**Richa Gupta
Company Secretary & Compliance Officer
ACS No. A56523**

Encl.: As above

Snowman Logistics Ltd.

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Un-Locking Value of Your Supply Chain Delivering Sustainable, Consistent Efficiency

www.snowman.in

SNOWLINE

SNOWPRESERVE / SNOWDISTRIBUTE

SNOWREACH



SOURCE | PRIMARY TRANSPORTATION | MOTHER WAREHOUSE/CFA | SECONDARY TRANSPORTATION | MARKET

Safe Harbour



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Q4 & FY'26 Highlights

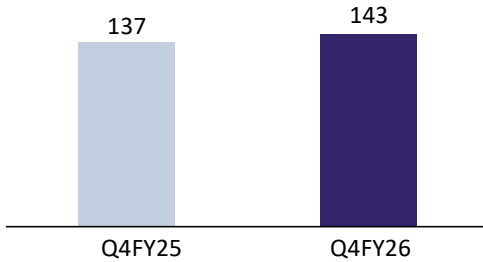


Performance Highlights: Q4 & FY'26

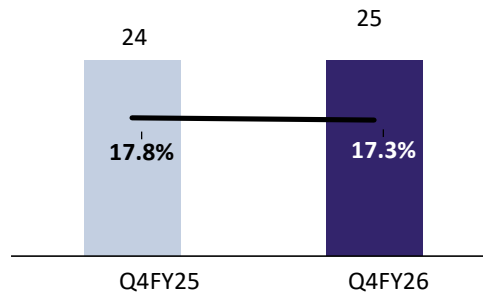


Quarter

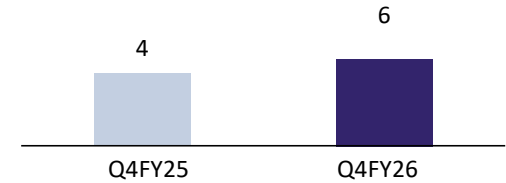
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)

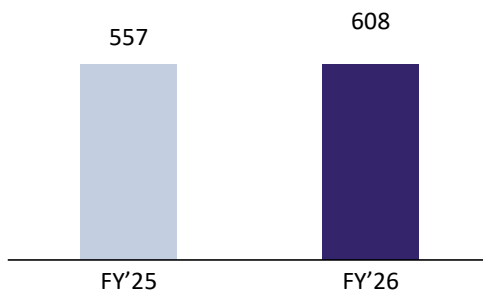


Net Income (Rs. Cr)*

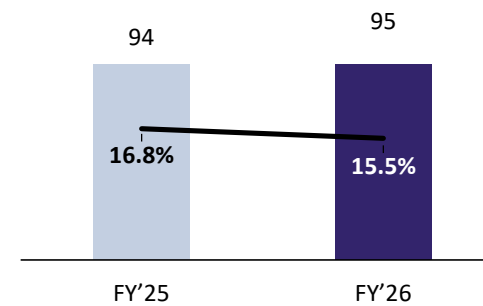


Annual

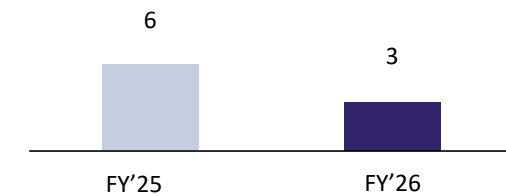
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)



Net Income (Rs. Cr)*



*Net Income includes an exceptional charge of ~Rs. 2.7 crore related to the impact of newly notified Labour Codes.

Management Commentary



We are pleased to announce a revenue of ₹604.4 crore for the financial year 2026, resulting in a consistent year-on-year growth of 9.5%. Our EBITDA stood at ₹94.5 crore, with a healthy margin of 15.5%, reflecting the resilience of our business model and the continued benefits of our strategic investments in cold chain infrastructure, integrated logistics solutions, and our focused transition towards a scalable 5PL platform.

Our warehousing segment continued to demonstrate strong momentum, growing 11.7% year-on-year, while the trading and distribution vertical sustained its robust performance with a growth of 22.5%. The transportation segment witnessed a decline on a year-on-year basis, primarily driven by the strategic shift of certain businesses from a 3PL to a more integrated and value-accretive 5PL model. This transition is expected to enhance long-term margins, improve customer retention, and strengthen our end-to-end service capabilities.

During the year, we commissioned four state-of-the-art facilities across Kolkata, Krishnapatnam, Kundli, and Jaipur, adding approximately 17,000 pallet positions to our warehousing capacity. Looking ahead, we remain committed to our expansion roadmap, with an additional 13,000 pallet positions under development at Pune and Patna, which will further strengthen our network and support future growth.



**Mr. Padamdeep Singh Handa,
CEO & Whole-time director**

P&L Statement



Particulars (Rs. In cr.)	Q4FY26	Q4FY25	YoY	Q3FY26	QoQ	FY26	FY25	YoY
Revenue from Operations	142.3	137.0	3.9%	143.7	-1.0%	604.4	552.5	9.4%
Other Income	1.1	0.3		1.3		3.6	4.2	
Total Income	143.4	137.3	4.4%	145.0	-1.1%	608.0	556.8	9.2%
COGS	43.0	39.8		44.3		206.8	169.0	
Operating Expenses	50.5	51.5		48.3		198.5	199.1	
Employee Expenses	11.2	8.9		11.5		45.0	39.4	
Other Expenses	13.9	12.7		16.8		63.2	55.7	
EBITDA	24.8	24.4	1.7%	24.1	3.1%	94.5	93.5	1.0%
EBITDA Margin (%)	17.3%	17.8%		16.6%		15.6%	16.8%	
Depreciation	17.3	15.3		17.4		67.5	63.1	
EBIT	7.5	9.1	-17.0%	6.7	13.0%	26.9	30.5	-11.7%
Finance Cost	6.6	5.8		7.1		26.7	24.5	
PBT before Exceptional items	0.9	3.3	-72.3%	-0.4	Nm	0.2	6.0	-96.9%
Exceptional Items*	0.0	0.0		2.8		2.7	0.0	
PBT after exceptional items	0.9	3.3	-71.4%	-3.1	Nm	-2.6	6.0	nm
Profit before Tax Margin (%)	0.6%	2.4%		-2.2%		-0.4%	1.1%	
Tax	-4.6	-0.6		-1.3		-5.9	0.3	
Profit After Tax	5.5	3.9	41.8%	-1.8	Nm	3.3	5.7	-41.2%
PAT Margin (%)	3.9%	2.8%		-1.3%		0.5%	1.0%	

*Exceptional Items indicate approximately Rs. 2.7 crore arising from the impact of the newly notified Labour Codes

Segment Revenue



Segment Revenue (Rs. In Cr.)	Q4FY26	Q4FY25	YoY	Q3FY26	QoQ	FY26	FY25	YoY
Warehousing Services	65	58	13.0%	64	2.3%	253	227	11.7%
Transportation Services	30	36	-16.0%	31	-4.3%	126	142	-11.3%
Trading And Distributions	47	43	8.0%	48	-3.2%	225	184	22.5%
Total Revenue	142	137	3.9%	144	-1.0%	604	553	9.4%

Business Overview



Business Snapshot



Industry Leader in cold chain Logistics & Supply Chain

Over 3 million+ sq. ft. of land area

45 warehouses, including cold storage & dry warehouses

600+ trucks ensuring a robust nationwide network

Seamless supply chain solutions with easy accessibility & uninterrupted supply

Subsidiary of **Gateway Distriparks Limited**

Business Overview



Snowman Logistics Ltd was incorporated in 1993 and Gateway Distriparks acquired a majority stake in 2006. The company has **over 25 years of industry leadership** and innovation in cold chain logistics.

The company operates the **largest cold chain network** in India, with **45** warehouses across **21** cities, **catering to diverse customer needs**.

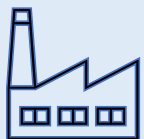
With **state-of-the-art facilities nationwide**, Snowman maintains top-quality infrastructure for safe, temperature-controlled logistics.



The company **aims to increase its warehousing capacity** to meet the growing demand from the organized sector and further solidify its market leadership.

Developed **advanced customized software and apps** to enhance operational processes, ensuring faster and more reliable service.

Snowman is **first Indian cold chain company to introduce 5PL services**, which offer innovative and integrated solutions



13
Customer industries



2,689+
Workforce



86%
Capacity utilization



4,79,208
Pallets handled



794+
Customers

Key Asset Details



Warehouse Division

Transport Division



21
Cities



325+
Leased Vehicles



45
Warehouses



269
Owned Vehicles

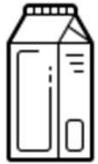


1,54,319
Pallet Capacity



600+
Total Vehicles

Industries we service



Dairy & Ice cream



Restaurant Chains



Ready to Cook Food



Meat, Poultry & Seafood



FMCG



Fresh Produce



Healthcare, Pharma



E-commerce

Nation-wide storage capacity



- Easy scalability
- Pan India connectivity
- Continuous expansion
- Presence in most of the industrial hubs
- Single point communication for national service
- Replicate processes and system across India faster

Total Pallet Capacity
1,54,319



Quality Standards



External audit



Quality audits yearly

Internal audit



Travel path checks

Snowman has a stringent quality management system with periodic audits and real time temperature monitoring



App-based audit & temp. control tools



Complaint management



Skill development



Food Safety Management System



Environment Management System



BRC certifications at specific locations



FSSAI License



Good Distribution Practices



4 EIA certified warehouses

Technology-Driven Logistics Ecosystem



Microsoft Dynamics 365 Business Central
ERP, WMS managing operations, warehousing,
finance, CRM, supply chain, analytics & warehouse MIS



Transport management system
Integrated system, contract management, POD auditing
with on-time delivery performance



24x7 Command centre
IoT based dynamic monitoring of vehicles and
system triggered alerts



Online chamber monitoring
for real-time temperature control with alerts
and escalations



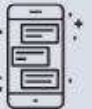
Order management system
A network enabled technology platform to orchestrate
the service delivery ecosystems



Smart Systems and IoT

Innovating
each step forward

Mobile app-based
online checklists for
Warehouse compliance management



Digital lock (chamber/vehicle)
with secure electronic
locking system



Dashboards and reports
for robust and transparent
reporting systems



Complaint ticketing system
for tracking Internal
technical complaints



Business Divisions



Service Offerings



SNOWLINE®

A long-haul transportation solution with real-time tracking and temperature monitoring systems, ensuring the safe and efficient movement of goods across the country.

SNOWPRESERVE®

Advanced warehousing solutions that help organize, optimize, preserve, and fulfill inventory requirements. Our focus on high fill rates, inventory accuracy, and high-velocity operations management sets us apart.

SNOWREACH®

Short-haul or city delivery management systems that **ensure swift last-mile connectivity** to distributors and retailers.

SNOWDISTRIBUTE®

A revolutionary super stockist solution that goes beyond traditional 3PL services. It **encompasses inventory ownership, sourcing, procurement, distribution, and consolidation.**

This offering positions Snowman as a strategic partner for businesses looking to outsource their entire supply chain.

Transport Division



Long haul primary transportation

SNOWLINE®



Dedicated Warehousing

- From: Suppliers /manufacturing, To: CWH, HUB,CFA
- Transportation of cold and ambient
- Long haul first mile transport management
- 24x7 tracing of vehicle
- Trip wise building

Key Features

- Load capacity 12 to 18 Ton
- From manufacturers to mother warehouse to distribution centre
- Flexible billing solutions- per KM, trip based or dedicated
- 24x7 live monitoring through on-premise command Centre



Secondary, inter-state & intra-city distribution



SNOWREACH®

Dedicated Warehousing

- Secondary transportation
- Tertiary (B2B) Distribution
- 24x7 tracking of vehicles
- POD Management
- Multi-temp vehicles
- Routing & Milk run

Key Features

- Load capacity less than 12 Ton
- For inter-state and intra-city
- Multi-temp vehicles used for transporting
- 24x7 live monitoring through on-premise command centre

Warehouse Division



SNOWPRESERVE®

Warehousing

- Dedicated and variable model
- Shared and dedicated facilities
- Fulfilment center's
- Bonded warehouses
- Receipt, pick, pack & dispatches
- Returns management
- Rooftop Solar

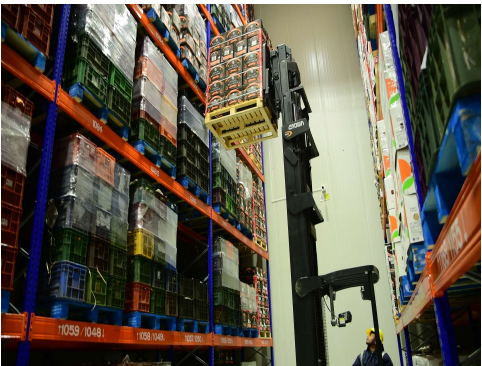
Customer Value Add

- Packing, repacking, labelling
- EXIM operations
- Blast freezing

Key Features

- Strategically located warehouses
- Multi-purpose separate chambers
- Separate ante room & Packing rooms
- Reefer plug for transport vendors
- 100% power backup with integrated solar power
- G+4/G+5 racking

Temperature-controlled warehouses (-25° C to +25° C)



Trading & Distribution Division



SNOWDISTRIBUTE[®]

- Introduced 5PL in the cold chain logistics / SCM sector
- 5PL leverages technologies to drive highly efficient networks, guaranteeing the best optimization in the entire value chain
- Sourcing services and getting the best contracts in place for client companies
- Strong & efficient ecosystem for supply chain for fast & accurate deliveries

Key Features

- Forecasting
- Material Planning
- Sourcing and Procurement
- Stock Management
- Inventory Ownership
- Vendor Management
- Compliance Management
- End-to-End Service including Billing and Collections
- Vendor Audits



Goods



Logistics



Packaging



Warehouse



Delivery



Store

Operational Capabilities



Warehousing

SNOWPRESERVE®

150,000+

Pallets handled (avg. monthly)

70+ Mn

UOM handled (avg. monthly)



Transportation

SNOWLINE® **SNOWREACH**®

2500+

Trips per month (avg.)

5000+

Drops per month (avg.)



Fifth Party Logistics (5PL)

SNOWDISTRIBUTE®

1500+

SKU's handled

1200+

Customer stores served

200+

Vendor partners

Company:



CIN: L15122MH1993PLC285633

Ms. **Richa Gupta**

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