



**February 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  
Scrip Code: [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 nine months ended December 31, 2025.

You are requested to take note of the same.

Thanking You,  
Yours Faithfully,

**For Snowman Logistics Limited**

**Sohan Singh Dhakad  
Company Secretary & Compliance Officer  
ACS No. 63562**

**Encl.: As above**

**Snowman Logistics Ltd.**

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CIN: L15122MH1993PLC285633 **T** 011 4055 4500

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**T** +91 22 39272004 **E** info@snowman.in **W** www.snowman.in



## Un-Locking Value of Your Supply Chain

Delivering Sustainable, Consistent Efficiency

[www.snowman.in](http://www.snowman.in)

**SNOWLINE**

**SNOWPRESERVE / SNOWDISTRIBUTE**

**SNOWREACH**



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

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# Q3 & 9M FY26 Highlights

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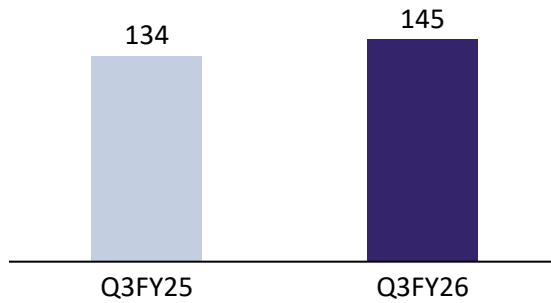


# Performance Highlights: Q3 & 9M FY26

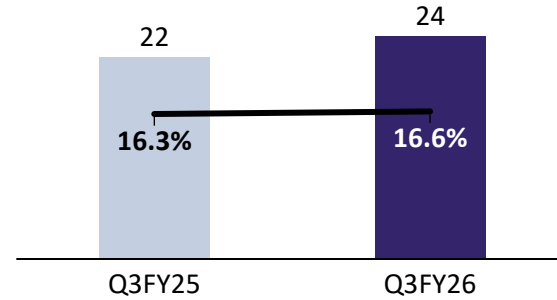


Quarter

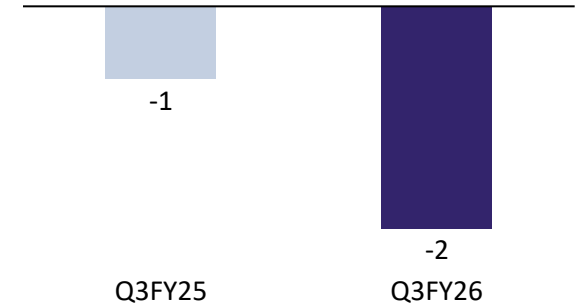
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)

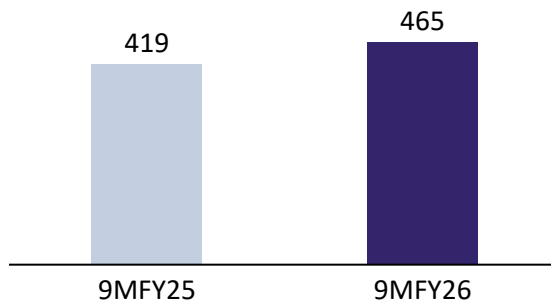


Net Income (Rs. Cr)\*

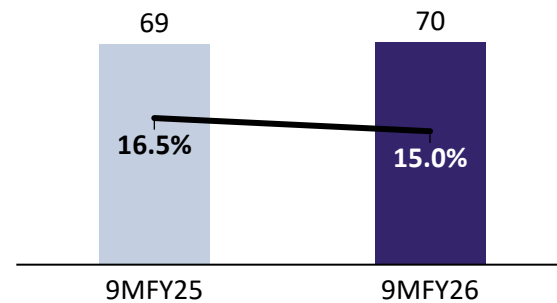


Nine Monthly

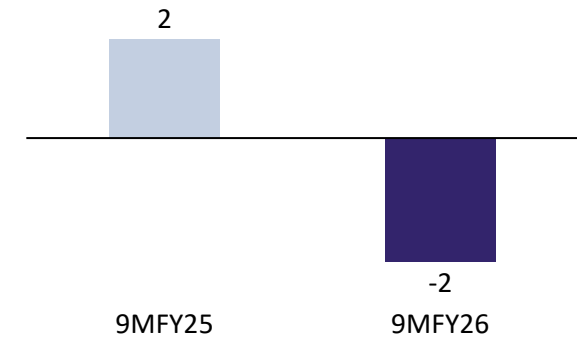
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)



Net Income (Rs. Cr)\*



\*Net Income includes an exceptional charge of ~Rs. 2.8 crore related to the impact of newly notified Labour Codes.

# Management Commentary

*We are pleased to report a continued positive growth into Q3FY26, with revenue for Q3 standing at ₹143.7 crore, reflecting a 9% year-on-year growth. This performance is a testament to the strategic investments made in expanding our cold chain infrastructure and strengthening our integrated logistics solutions.*

*During the quarter, we have added one more temperature-controlled facility in Jaipur with a capacity of adding 1,440 pallet positions. These additions have taken our total capacity to 1,55,099 pallets across 45 warehouses in 21 cities, further reinforcing our pan-India leadership in cold storage infrastructure.*

*Our warehousing services segment grew 18.6% year-on-year, while our trading and distribution vertical continued its strong momentum, registering a robust 14.1% growth. The transportation segment witnessed a temporary decline due to a shift in customer mix, but we expect a recovery in the coming quarters with new customer additions and improving fleet optimization.*



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

# P&L Statement



Particulars (Rs. In cr.)	Q3FY26	Q3FY25	YoY	Q2FY26	QoQ	9MFY26	9MFY25	YoY
Revenue from Operations	143.7	131.8	9.0%	155.6	-7.7%	462.1	415.5	11.2%
Other Income	1.3	2.1		0.6		2.6	3.9	
<b>Total Income</b>	<b>145.0</b>	<b>133.9</b>	<b>8.3%</b>	<b>156.2</b>	<b>-7.2%</b>	<b>464.7</b>	<b>419.4</b>	<b>10.8%</b>
COGS	44.3	39.6		57.7		163.9	129.2	
Operating Expenses	48.3	48.2		50.2		148.0	147.5	
Employee Expenses	11.5	10.1		11.6		33.8	30.5	
Other Expenses	16.8	14.2		16.1		49.3	43.1	
<b>EBITDA</b>	<b>24.1</b>	<b>21.8</b>	<b>10.2%</b>	<b>20.6</b>	<b>17.0%</b>	<b>69.7</b>	<b>69.1</b>	<b>0.8%</b>
<b>EBITDA Margin (%)</b>	<b>16.6%</b>	<b>16.3%</b>		<b>13.2%</b>		<b>15.0%</b>	<b>16.5%</b>	
Depreciation	17.4	16.1		17.4		50.3	47.7	
<b>EBIT</b>	<b>6.6</b>	<b>5.7</b>	<b>15.7%</b>	<b>3.2</b>	<b>108.8%</b>	<b>19.4</b>	<b>21.4</b>	<b>-9.4%</b>
Finance Cost	7.1	6.4		7.4		20.1	18.7	
<b>PBT before Exceptional items</b>	<b>-0.4</b>	<b>-0.6</b>	<b>NA</b>	<b>-4.2</b>	<b>NA</b>	<b>-0.7</b>	<b>2.7</b>	<b>NA</b>
Exceptional Items*	2.8	0.0		0.0		2.8	0.0	
<b>PBT after exceptional items</b>	<b>-3.2</b>	<b>-0.6</b>	<b>NA</b>	<b>-4.2</b>	<b>NA</b>	<b>-3.5</b>	<b>2.7</b>	<b>NA</b>
<b>Profit before Tax Margin (%)</b>	<b>NA</b>	<b>NA</b>		<b>NA</b>		<b>NA</b>	<b>0.7%</b>	
Tax	-1.3	0.0		-1.3		-1.2	0.9	
<b>Profit After Tax</b>	<b>-1.9</b>	<b>-0.6</b>	<b>NA</b>	<b>-2.9</b>	<b>NA</b>	<b>-2.2</b>	<b>1.8</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>NA</b>	<b>NA</b>		<b>NA</b>		<b>NA</b>	<b>0.4%</b>	

\*Exceptional Items indicate approximately Rs. 2.8 crore arising from the impact of the newly notified Labour Codes

# Segment Revenue



Segment Revenue (Rs. In Cr.)	Q3FY26	Q3FY25	YoY	Q2FY26	QoQ	9MFY26	9MFY25	YoY
Warehousing Services	64	54	18.6%	61	4.7%	188	169	11.3%
Transportation Services	31	35	-11.6%	32	-1.8%	96	106	-9.7%
Trading And Distribution	48	42	14.1%	63	-22.7%	178	140	27.0%
<b>Total Revenue</b>	<b>144</b>	<b>132</b>	<b>9.0%</b>	<b>156</b>	<b>-7.7%</b>	<b>462</b>	<b>416</b>	<b>11.2%</b>



# Business Overview

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# 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 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**.

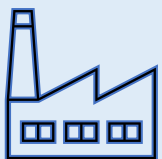
With **state-of-the-art facilities nationwide**, Snowman maintains top-quality infrastructure for safe, temperature-controlled logistics.



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



**2,805+**  
Workforce



**84%**  
Capacity utilization



**4,81,930**  
Pallets handled



**794+**  
Customers

# Key Asset Details



## Warehouse Division



**21**  
Cities



**45**  
Warehouses



**1,55,099**  
Pallet Capacity

## Transport Division



**325+**  
Leased Vehicles

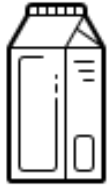


**281**  
Owned Vehicles

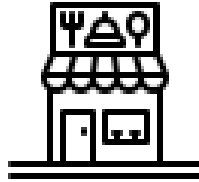


**600+**  
Total Vehicles

# Industries we service



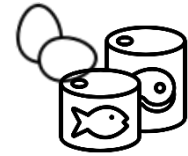
**Dairy & Ice cream**



**Restaurant Chains**



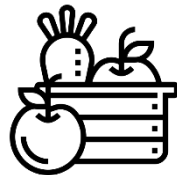
**Ready to Cook Food**



**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**  
**1,55,099**



# 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



Strong ERP system with deep analytics and business intelligence tools



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

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# 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<sup>®</sup>**

- 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



# Operational Capabilities



Warehousing

**SNOWPRESERVE<sup>®</sup>**

**150,000+**

Pallets handled (avg. monthly)

**70+ Mn**

UOM handled (avg. monthly)



Transportation

**SNOWLINE<sup>®</sup>**   **SNOWREACH<sup>®</sup>**

**2500+**

Trips per month (avg.)

**5000+**

Drops per month (avg.)



Fifth Party Logistics (5PL)

**SNOWDISTRIBUTE<sup>®</sup>**

**1500+**

SKU's handled

**1200+**

Customer stores served

**200+**

Vendor partners

Company:



CIN: L15122MH1993PLC285633

Mr. **Sohan Singh Dhakad**

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Investor Relations Advisor:

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