



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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Regd. Office: Plot No. M-8, Taloja Industrial Area, MIDC, Raigad, Navi Mumbai, Maharashtra -410206
T +91 22 39272004 **E** info@snowman.in **W** www.snowman.in



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

www.snowman.in

SNOWLINE



SNOWPRESERVE / SNOWDISTRIBUTE



SNOWREACH



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

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Q3 & 9M FY26 Highlights

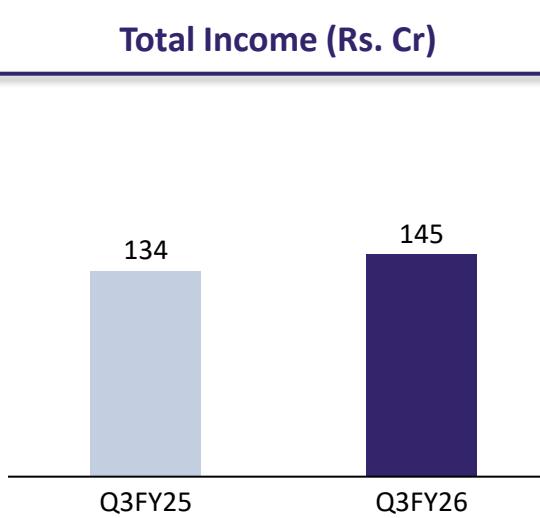


Performance Highlights: Q3 & 9M FY26

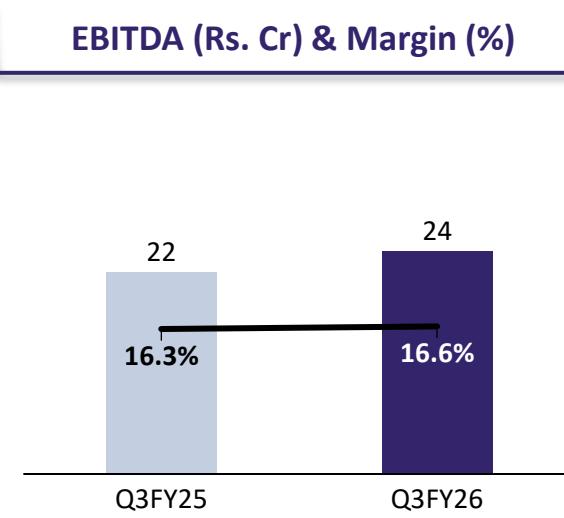


Quarter

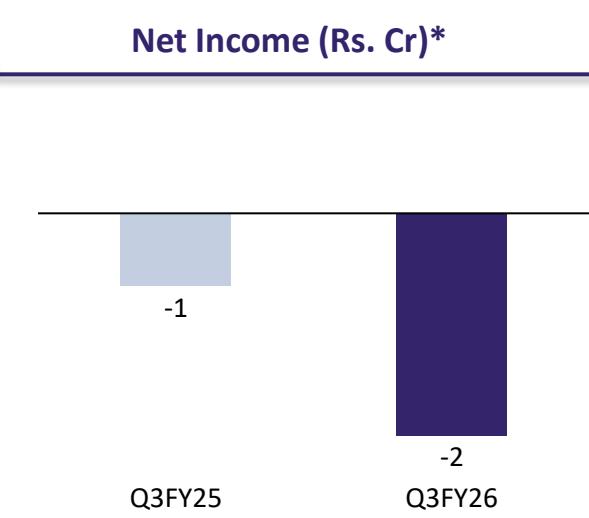
Total Income (Rs. Cr)



EBITDA (Rs. Cr) & Margin (%)

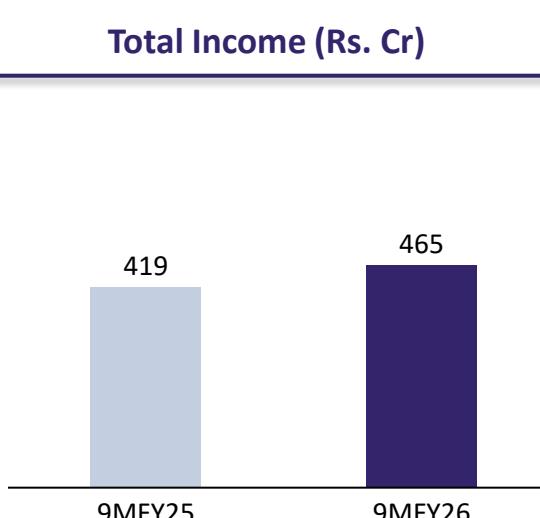


Net Income (Rs. Cr)*

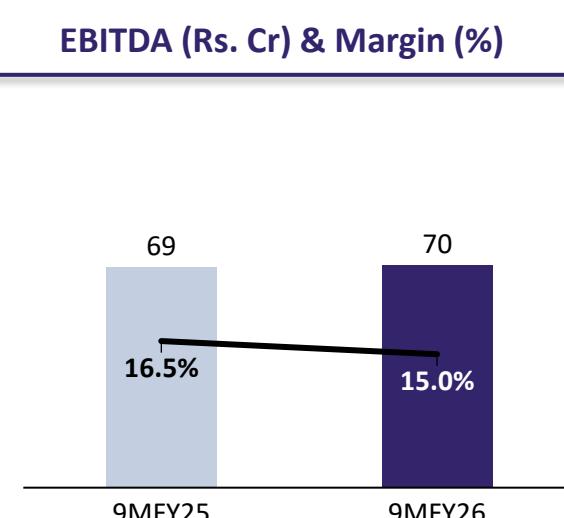


Nine Monthly

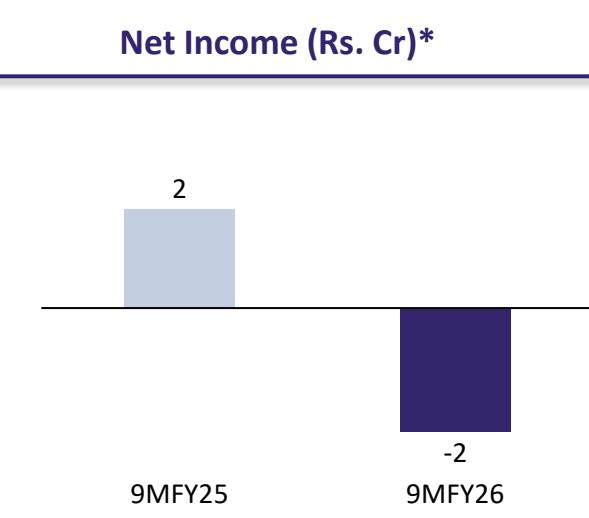
Total Income (Rs. Cr)



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	
Total Income	145.0	133.9	8.3%	156.2	-7.2%	464.7	419.4	10.8%
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	
EBITDA	24.1	21.8	10.2%	20.6	17.0%	69.7	69.1	0.8%
EBITDA Margin (%)	16.6%	16.3%		13.2%		15.0%	16.5%	
Depreciation	17.4	16.1		17.4		50.3	47.7	
EBIT	6.6	5.7	15.7%	3.2	108.8%	19.4	21.4	-9.4%
Finance Cost	7.1	6.4		7.4		20.1	18.7	
PBT before Exceptional items	-0.4	-0.6	NA	-4.2	NA	-0.7	2.7	NA
Exceptional Items*	2.8	0.0		0.0		2.8	0.0	
PBT after exceptional items	-3.2	-0.6	NA	-4.2	NA	-3.5	2.7	NA
Profit before Tax Margin (%)	NA	NA		NA		NA	0.7%	
Tax	-1.3	0.0		-1.3		-1.2	0.9	
Profit After Tax	-1.9	-0.6	NA	-2.9	NA	-2.2	1.8	NA
PAT Margin (%)	NA	NA		NA		NA	0.4%	

*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%
Total Revenue	144	132	9.0%	156	-7.7%	462	416	11.2%

Business Overview



Business Snapshot



Industry Leader in cold chain Logistics & Supply Chain



45 warehouses, including cold storage & dry warehouses

Seamless supply chain solutions with easy accessibility & uninterrupted supply

Over 3 million+ sq. ft. of land area

600+ trucks ensuring a robust nationwide network

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

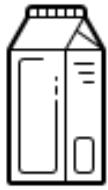
Owned Vehicles



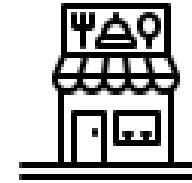
600+

Total Vehicles

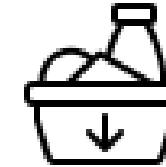
Industries we service



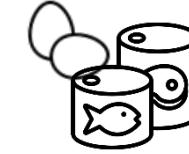
Dairy & Ice cream



Restaurant Chains



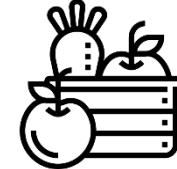
Ready to Cook Food



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



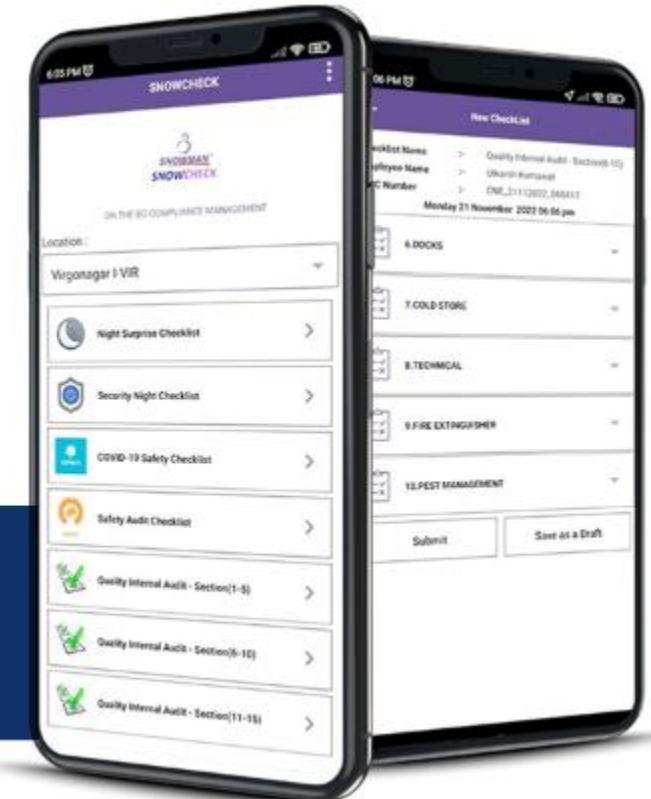
Quality audits yearly

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



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®

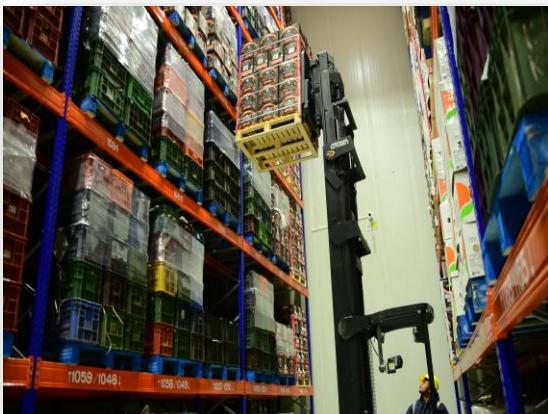
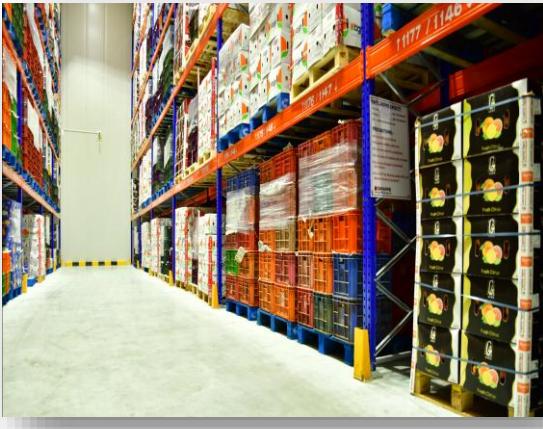


Dedicated Warehousing

- 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



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



Operational Capabilities



Warehousing



Transportation



Fifth Party Logistics (5PL)

SNOWPRESERVE [®]

150,000+

Pallets handled (avg. monthly)

70+ Mn

UOM handled (avg. monthly)

SNOWLINE [®]

2500+

Trips per month (avg.)

5000+

Drops per month (avg.)

SNOWDISTRIBUTE [®]

1500+

SKU's handled

1200+

Customer stores served

200+

Vendor partners

Company:



CIN: L15122MH1993PLC285633

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