



October 28, 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, Dalal Street, Mumbai Mumbai – 400 001 Scrip Code: 538635 Equity ISIN: INE734N01019
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Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 and other applicable provision, if any of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the Un-Audited Financial Results of the Company for the quarter ended September 30, 2026.

The same is also available on the website of the Company i.e. www.snowman.in

You are requested to take note of the same.

Thanking You,
Yours Faithfully,

For Snowman Logistics Limited

RICHA
GUPTA

Digitally signed
by RICHA GUPTA
Date: 2026.10.28
12:46:08 +05'30'

Richa Gupta
Company Secretary & Compliance Officer
ACS No. A56523

Encl.: As above

Snowman Logistics Ltd.

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Investor Presentation

Q2 & H1 FY27



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Management Commentary



Padamdeep Singh Handa

CEO & Whole-time Director

“

We are pleased to report continued growth in Q2 FY27. Revenue increased 5.1% year on year to ₹163.6 crore, while EBITDA grew 22.8% to ₹25.3 crore. Our investments in cold chain infrastructure, network capacity and integrated logistics solutions continue to support performance.

Warehousing services grew 7.6%, transportation grew 5.6%, and trading and distribution grew 2.4% year on year. Our digital platforms, real-time visibility and data-driven decisions are helping us strengthen customer experience and operational performance.

Our warehouse network continues to maintain healthy utilization. With seasonal demand expected to strengthen and a healthy customer acquisition pipeline, we remain focused on improving throughput and asset utilization and delivering sustainable growth in the quarters ahead.”

Snowman at a Glance



Cold chain leadership

Incorporated in 1993, with over 25 years of industry leadership. Gateway Distriparks acquired a majority stake in 2006.

Integrated logistics

Nationwide temperature-controlled warehouses, dedicated fleet for transportation, and India's first cold chain 5PL offering.

Quality & compliance

Majority of warehouses hold ISO 22000, ISO 14001 and FSSAI certifications. Selected sites carry specialised approvals.

40

WAREHOUSES

21

CITIES

1,51,618

PALLET CAPACITY

350+

TOTAL VEHICLES

-25°C to +25°C

STORAGE TEMPERATURE RANGE

85%

CAPACITY UTILISATION for Q2 FY27

A subsidiary of Gateway Distriparks Limited

Customers & Industries



Dairy & Ice Cream



Restaurant Chains



Ready-to-Cook Food



Meat, Poultry & Seafood



FMCG



Fresh Produce



Healthcare & Pharma



E-commerce



Bakery & Confectionery

Nationwide Storage Capacity



1,51,618

TOTAL PALLET CAPACITY

A connected national network

Derabassi	Pune	Krishnapatnam
Ballabgarh	Hyderabad	Chennai
Lucknow	Visakhapatnam	Shoolagiri
Jaipur	Bhubaneswar	Coimbatore
Ahmedabad	Kolkata	Cochin
Surat	Siliguri	Bangalore
Mumbai	Guwahati	Kundli
		Patna*



* Patna expansion. Locations are indicative. Map not to scale.

One Integrated Cold Chain Platform



SNOWPRESERVE

TEMPERATURE-CONTROLLED WAREHOUSING

Storage from -25°C to +25°C.

Shared or dedicated facilities, fixed / variable models, fulfilment centers and bonded warehouses.

Receipt, pick, pack, dispatch and returns. Packing, repacking, labelling, EXIM and blast freezing.

Separate chambers, ante rooms and packing rooms, G+4 / G+5 racking and reefer plugs.

100% power backup with integrated rooftop solar.



SNOWLINE

LONG-HAUL TRANSPORT

Primary transport for cold and ambient cargo.

12–18 tonne vehicles connect suppliers and manufacturing to CWHs, hubs, CFAs and distribution centres.

First-mile transport management with 24×7 vehicle and temperature monitoring.

Flexible billing per km, by trip or on a dedicated basis.



SNOWREACH

REGIONAL & LAST-MILE DISTRIBUTION

Short-haul delivery to distributors and retailers.

Vehicles below 12 tonnes for secondary and tertiary B2B, interstate and intra-city distribution.

Multi-temperature vehicles, routing and milk runs.

24×7 command-centre tracking and POD management.

Dedicated warehousing support.



SNOWDISTRIBUTE

5PL TRADING & DISTRIBUTION

A super-stockist solution extending beyond traditional 3PL.

Forecasting, material planning, sourcing and procurement with contract support.

Stock management and inventory ownership.

Vendor management, audits and compliance.

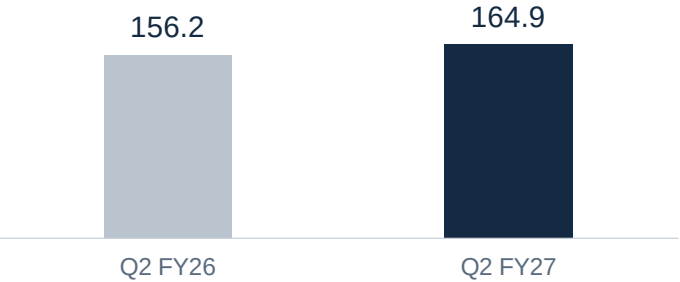
End-to-end distribution, consolidation, billing and collections.

Technology enables efficient networks and fast, accurate deliveries.

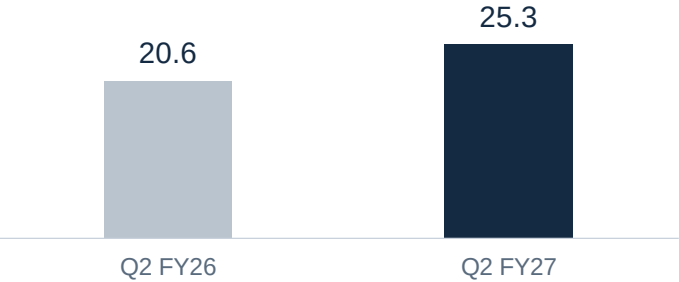
Performance Highlights: Q2 & H1 FY27

QUARTER

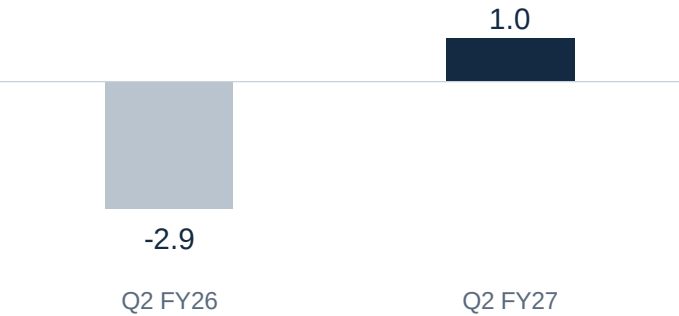
Total Income (₹ cr)



EBITDA (₹ cr)

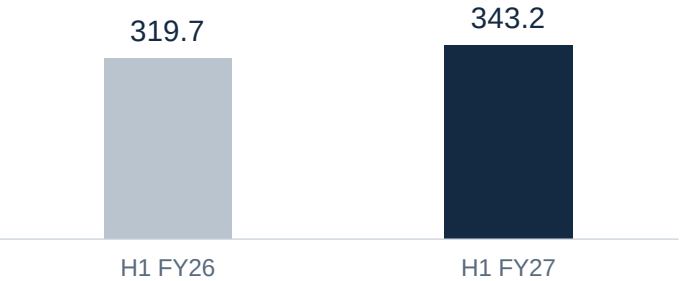


Profit After Tax (₹ cr)

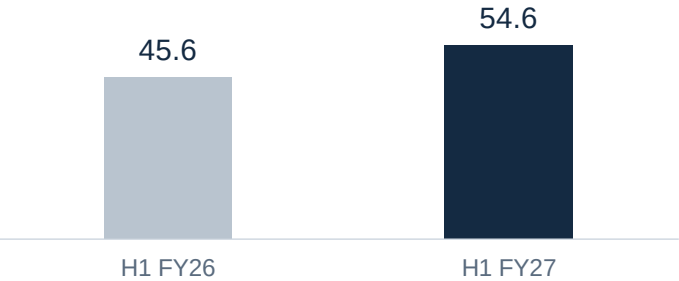


HALF YEAR

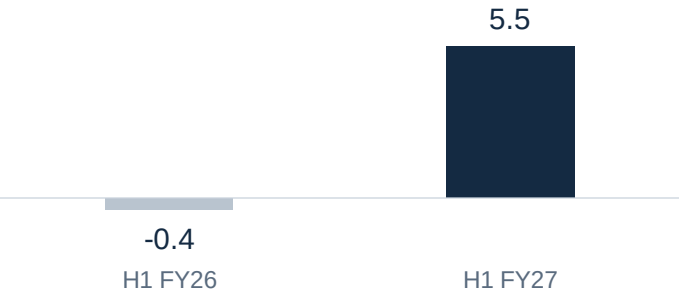
Total Income (₹ cr)



EBITDA (₹ cr)



Profit After Tax (₹ cr)



EBITDA margin: 13.2% to 15.3%

EBITDA margin: 14.3% to 15.9%

Profit & Loss Statement



Particulars (₹ cr)	Q2 FY27	Q2 FY26	YoY	Q1 FY27	QoQ	H1 FY27	H1 FY26	YoY
Revenue from Operations	163.6	155.6	5.1%	177.7	-7.9%	341.2	318.3	7.2%
Other Income	1.3	0.6		0.7		2.0	1.3	
Total Income	164.9	156.2	5.5%	178.4	-7.6%	343.2	319.7	7.4%
COGS	56.9	57.7		63.9		120.8	119.6	
Operating Expenses	55.0	50.2		58.0		113.0	99.7	
Employee Expenses	12.4	11.6		12.0		24.5	22.2	
Other Expenses	15.2	16.1		15.1		30.4	32.5	
EBITDA	25.3	20.6	22.8%	29.3	-13.8%	54.6	45.6	19.3%
EBITDA Margin (%)	15.3%	13.2%		16.43%		15.9%	14.3%	
Depreciation	17.5	17.4		17.4		34.9	32.9	
EBIT	7.8	3.2	144.3%	11.9	-34.9%	19.7	12.8	54.4%
Finance Cost	6.3	7.4		6.5		12.8	13.0	
PBT before Exceptional Items	1.5	-4.2	-135.5%	5.4	-72.3%	6.9	-0.3	NA
Exceptional Items	0.0	0.0		-1.6		-1.6	0.0	
PBT after Exceptional Items	1.5	-4.2	-135.5%	7.0	-78.7%	8.5	-0.3	NA
Profit before Tax Margin (%)	0.9%	-2.7%		3.9%		2.5%	-0.1%	
Tax	0.5	-1.3		2.5		3.0	0.1	
Profit After Tax	1.0	-2.9	-132.9%	4.5	-78.9%	5.5	-0.4	NA
PAT Margin (%)	0.6%	-1.9%		2.5%		1.6%	-0.1%	
EPS (₹)	0.06	(0.17)		0.27		0.33	(0.02)	

₹ Cr unless stated. EPS in ₹. Growth rates as disclosed.

Technology Across the Cold Chain



24x7

COMMAND CENTRE

Dynamic vehicle monitoring with IoT and system-triggered alerts.

01 Integrated systems

Microsoft Dynamics 365 Business Central ERP and WMS support operations, finance, CRM, supply chain, analytics and warehouse MIS. Order management coordinates service delivery.

02 Transport execution

The transport management system integrates contracts, POD auditing and on-time delivery performance with live vehicle visibility.

03 Temperature & compliance

Online chamber monitoring provides real-time temperature alerts and escalations. Mobile checklists and digital chamber / vehicle locks support compliance and security.

04 Reporting & issue resolution

Dashboards and reports provide transparent performance information. A ticketing system tracks internal technical complaints.

Container logistics and cold chain within one group

50.01%

OWNERSHIP OF SNOWMAN

10

OPERATING CONTAINER TERMINALS

35

TRAIN RAKES

500+

TRAILERS



Gateway's container logistics network

6 Rail-linked inland container depots and 4 container freight stations present pan-India connecting major industrial hubs with maritime ports.

Rail and road transport, container handling, and general and bonded warehousing support EXIM supply chains.



Snowman's cold chain network

Temperature-controlled warehousing and refrigerated transport serve food, pharmaceutical and other sensitive cargo.

Distribution and 5PL services extend the group's coverage into domestic customer supply chains.

www.gatewaydistriparks.com

Investor Relations



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