

As the nation's first cold chain specialists and a complete supply chain partner,  
our collective efforts drive us towards a common goal we greatly value and cherish –  
**Keeping India happy, healthy and fresh.**



Your Complete Supply Chain Partner



THE IDENTITY

# Snowman Logistics Limited

The first company in India to set up a cold chain network.

Snowman is a joint venture between Gateway Distriparks Limited, Mitsubishi Corporation and Nichirei Corporation of Japan, and International Finance Corporation.

M/S Mitsubishi Corporation /  
Mitsubishi Logistics Corporation  
& Nichirei Corporation

(25.92 )

# Shareholding pattern

M/S Gateway Distriparks Limited and Associates

(53.12 )

International Finance Corporation

(19.99 )

Others (0.97 )

**Vision is the art of seeing things that are invisible. An aim makes it visible.**

OUR VALUES



# Vision

To be recognized as a trendsetter in supply chain management by setting standards in customer satisfaction and continuously improving the process.



# Mission

To build long term relationships with customers by improving efficiency of distribution processes.

**Taking responsibility means being sensitive to our environment and society.**



RESPONSIBILITY

## Our pledge

We are a responsible corporate that is sensitive to our environment and our society. From the policy level to implementation, we attempt to bring awareness and tackle key environmental and social issues.

Areas we focus on –

- Social and environmental assessment and management system
- Labor and working conditions
- Pollution prevention and abatement
- Community health, safety and security





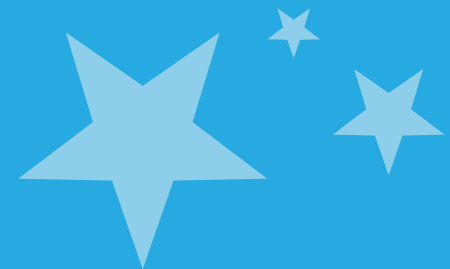


**An award is a job well done.  
A recognition, an affirmation that  
the path is right.**

RECOGNITIONS



- **First Indian cold chain company to be awarded ISO 22000:2005 certification for its cold stores by TUV SUD Management Services GmbH.**
- **ISO 14001:2009 certification for implementing environmental management systems.**



**It is visionaries and pioneers that  
give form to an idea.**

THE TEAM BEHIND US

- CHAIRMAN **Gopinath Pillai**
- VICE-CHAIRMAN **Keiichi Nakagaki**
- DIRECTOR **Prem Kishan Gupta**
- DIRECTOR **Shabbir Hassanbhai**
- DIRECTOR **Saroosh C. Dinshaw**
- DIRECTOR **Ravi Kannan**

# Gateway Distriparks

A container logistics company  
for more than two decades.

An Indo–Singapore joint venture to conduct business  
of General & Bonded Warehousing in containerised form.



# Mitsubishi Corporation

Japan's largest general trading company.

With over 200 bases of operations in approximately 80 countries worldwide and over 500 group companies.



# Nichirei Corporation

Japan's leading company in the food business.

- One of Japan's leading corporate groups
- World's 4<sup>th</sup> largest in the cold chain business



# Mitsubishi Logistics

Operating internationally in

- Multi-modal transportation
- Warehousing
- Other related businesses





# International Finance Corporation

The largest global development institute focused on the private sector.

IFC, a member of the World Bank Group provides finance and advice to private sector ventures alongwith partnering projects in developing countries.



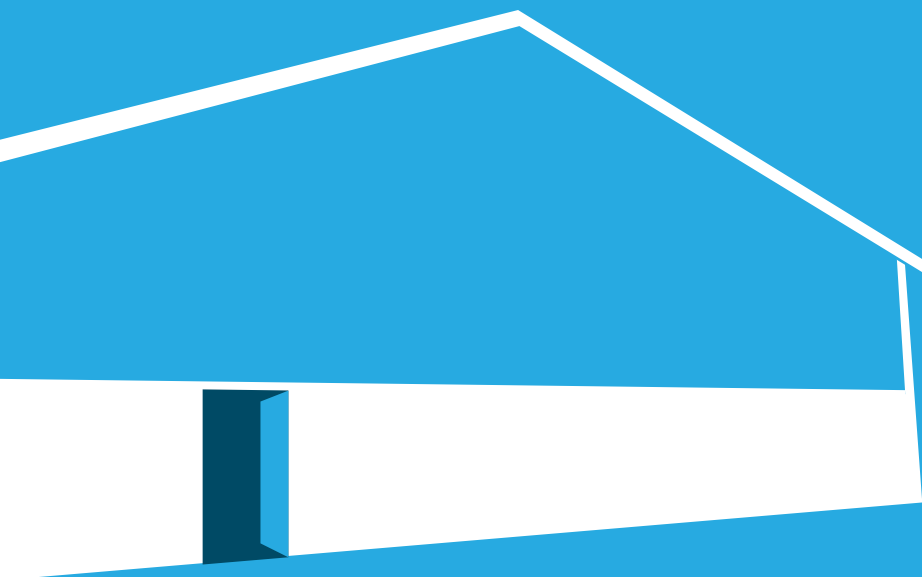
**We offer committed, responsible and efficient services that have changed the face of cold chain logistics in India.**

WAREHOUSING  
DISTRIBUTION  
TRANSPORTATION



**Our warehousing solutions cover the complete spectrum of ambient, chilled, frozen and blast capabilities.**

WAREHOUSING



# Warehousing Services

## Distribution Centers

- Regional distribution centers serve as integrated mixing centers
- Easy assembling and distributing to all outlets
- Wide variety of value-added services
- Supports seasonal surge and plant overflow, blast freezing, import/export services and local storage needs

## Port Facilities

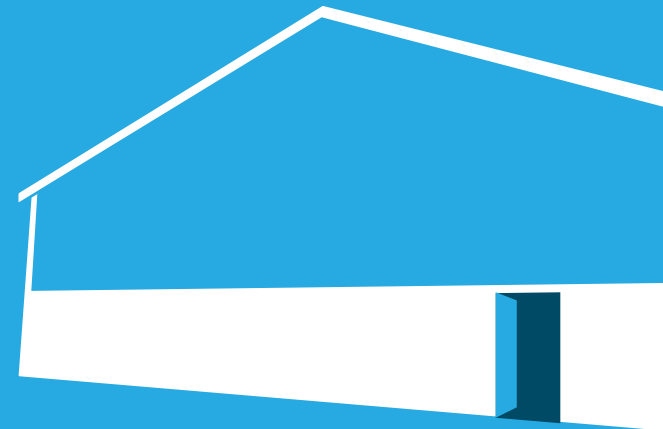
- Network includes facilities near ports near key port terminals
- Offers storage and other value-added services at strategic locations

## Customer Dedicated Facilities

- Leader in developing operations to manage complex distribution programs
- Dedicated warehousing operations providing: capital management, labor and systems for distribution needs
- Variety of value-added services
- Forecasting, sourcing from vendors and management of authorised vendors
- Customer attached facilities that offer storage and service on-site
- Managing Payouts and placement of orders

# Warehousing Infrastructure

- Multi-facility, environment-friendly refrigerant
- Chambers designed to accommodate products in the temperature range of +20 to -25°C
- Blast freezer with a refrigerant temperature of -40°C
- Fully palletized, ensuring zero damage to the products
- State-of-the-art reach truck
- Adequately illuminated stores with special sub-zero light fittings
- 100% power back-up with multi-generator

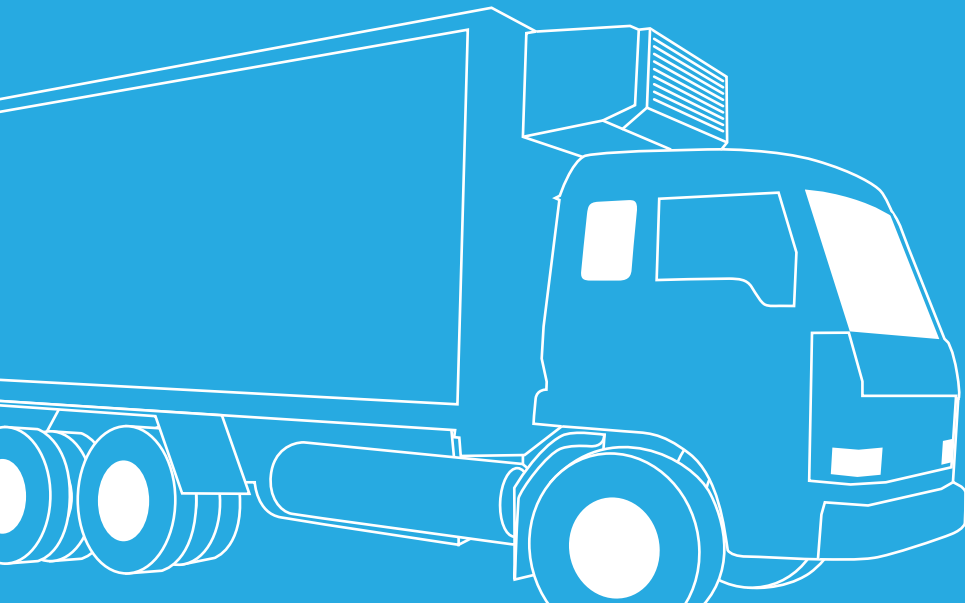




**We provide comprehensive transportation solutions through a robust fleet of company-owned and leased reefer and ambient vehicles.**

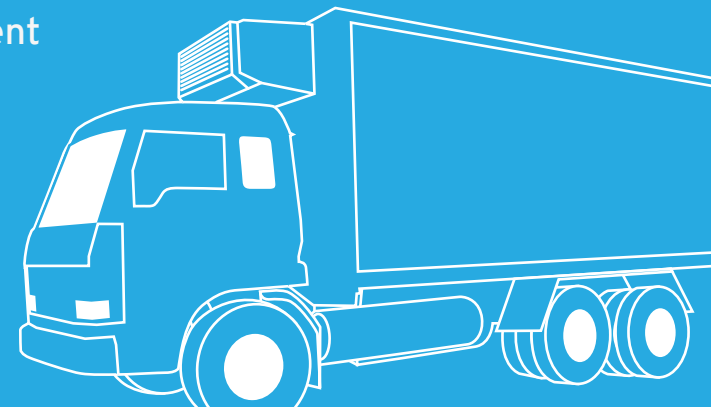
**Our team of well-trained, experienced drivers and technology ensures food safety, reliability and prompt delivery of products.**

TRANSPORTATION



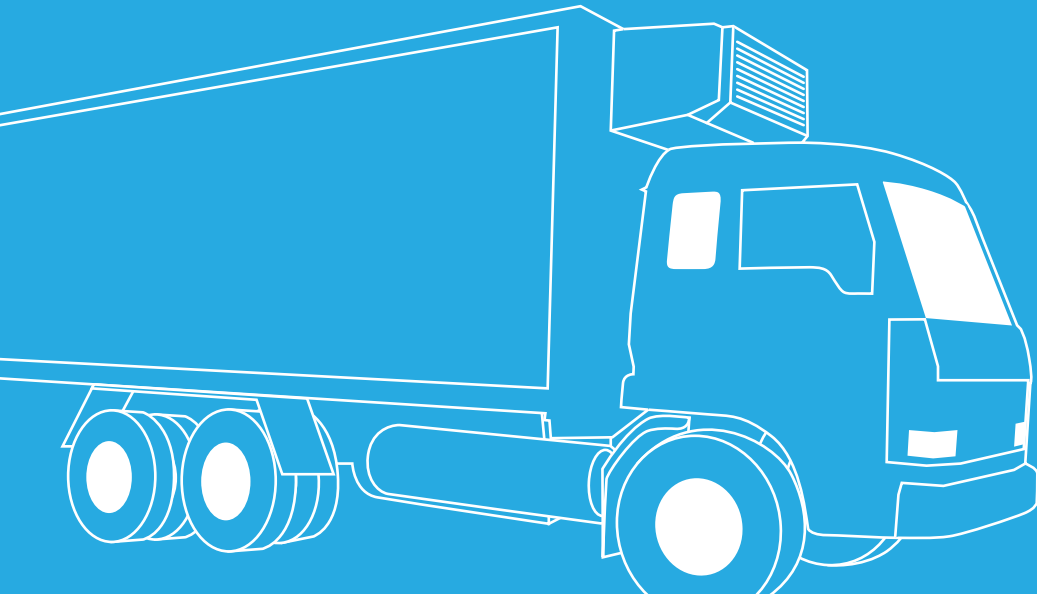
# Reefer Services

- Point to point (full truck load) service
- Customized milk run, door pickup and delivery
- Dedicated run for the customer
- Part cargo consolidation and movement
- Chilled, frozen and ambient movement
- Facilitates last mile distribution, multi-mode for air shipment
- Updated immediate information about cargo to client



# Transportation Infrastructure

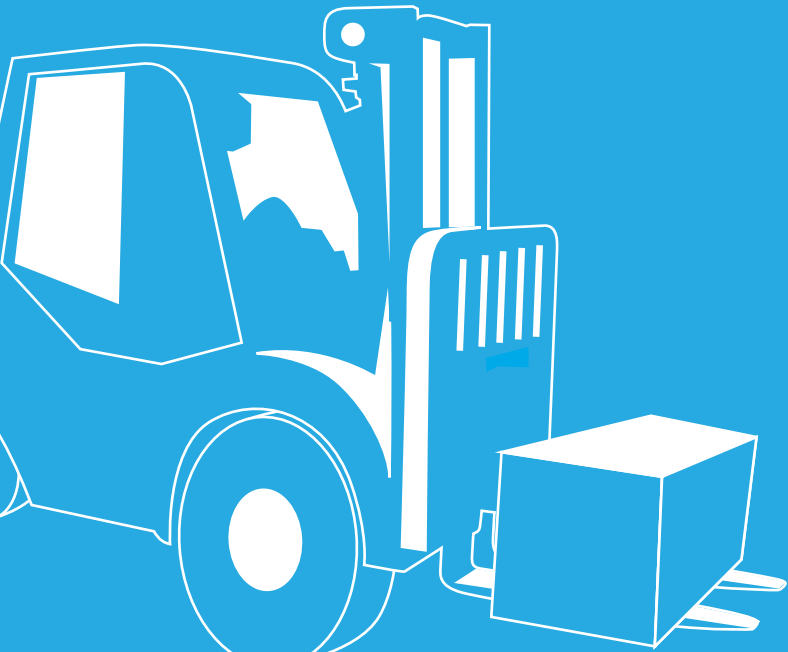
- Fleet size of more than 150+
- Vehicle tracking and temperature monitoring (data logger)
- Plugin support available at all facilities



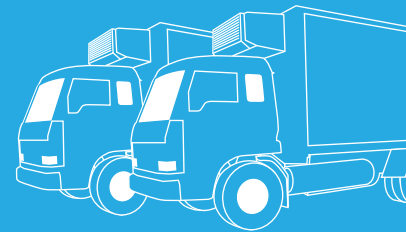


**We connect producers, importers and wholesalers of food products to retail, modern trade, institutions and end consumers.**

**The strength of our infrastructure and network provides "source to stores" logistics.**

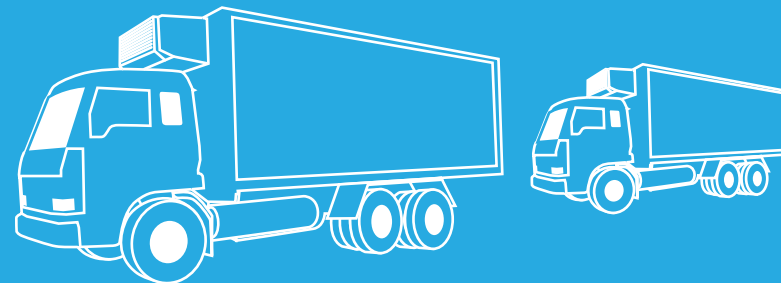


DISTRIBUTION



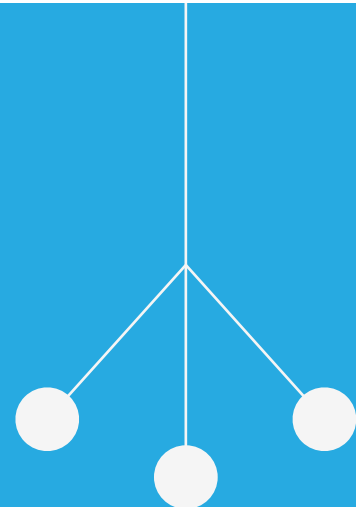
# Distribution Services

- Indenting, order bookings and category management
- Invoicing and receivable management
- Inventory management, supply & tax administration
- Safe handling of payment collection process from customers through dedicated teams
- Reverse logistics and safe disposal of expired and excess stocks as per Government norms
- Statutory norms follow up including tax management like sales tax, octroi, cess, etc.



**With a daily distribution of 500 metric tonnes, we keep India healthy.**

OUR DISTRIBUTION NETWORK

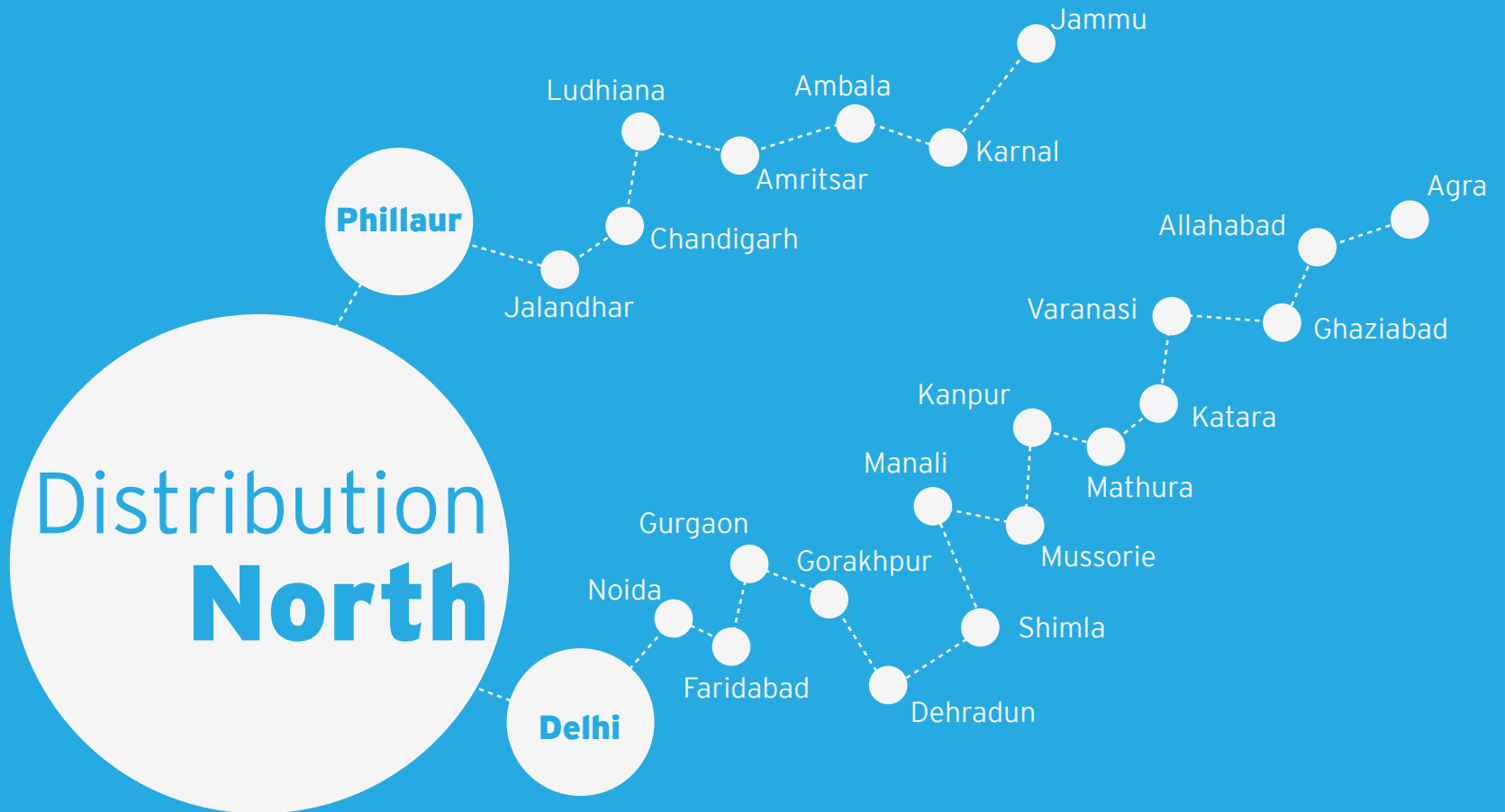


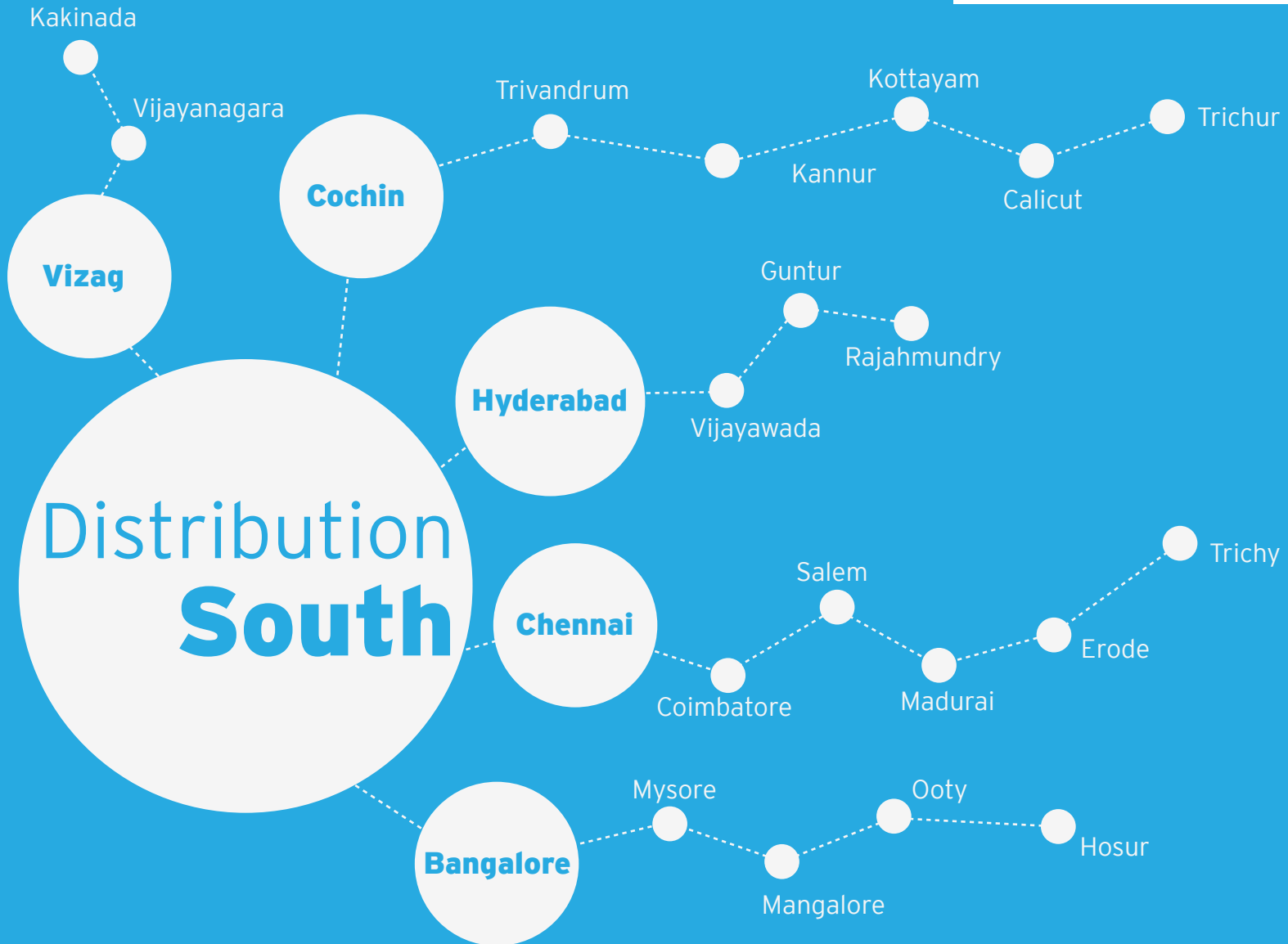
# The products we handle

Warehousing, transporting and distributing them with care

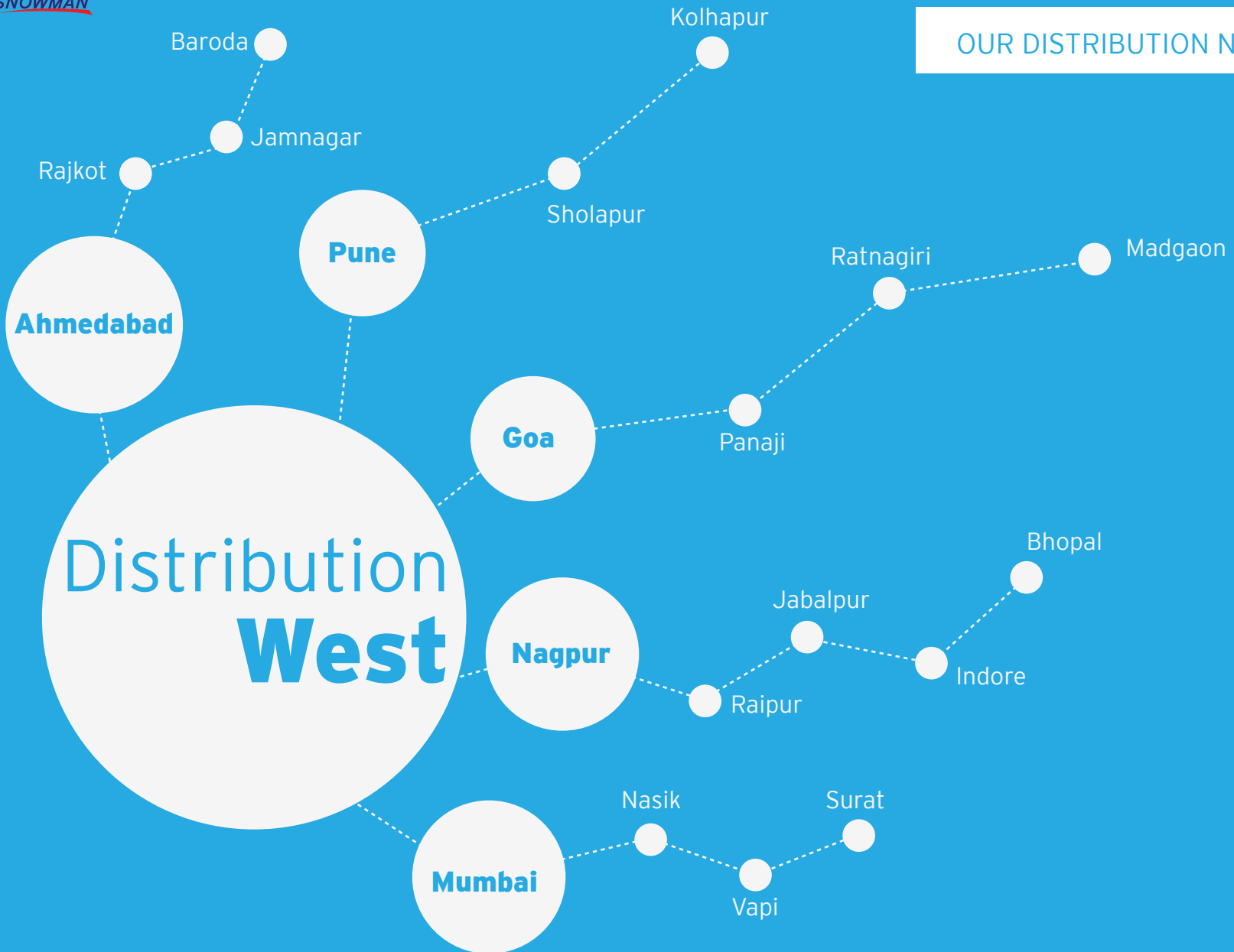
- Ice-cream
- Poultry, sea-food
- Dairy products
- Meat, fruits and vegetables
- Retail food chain
- Healthcare and pharmaceutical products
- Frozen and chilled products



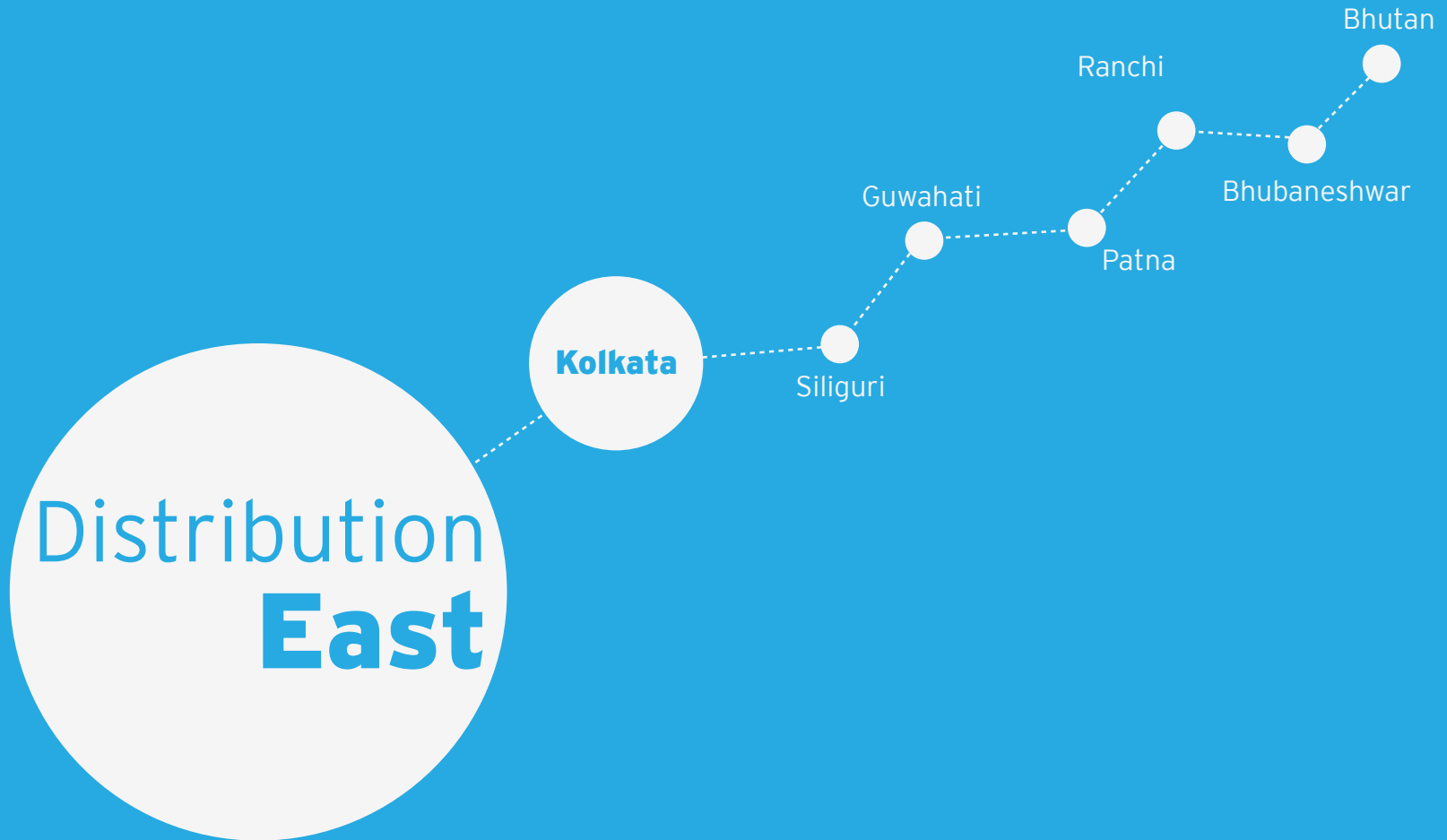




OUR DISTRIBUTION NETWORK



## OUR DISTRIBUTION NETWORK





# NETWORK

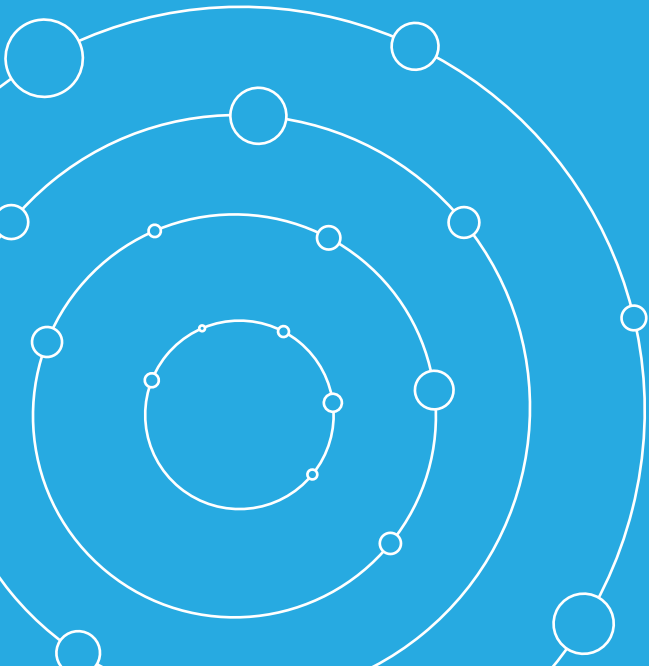
## END-TO-END PAN-INDIA SUPPLY CHAIN NETWORK

Our nationwide network remains unmatched and covers end-to-end solutions from source to stores.



**Efficient logistics require a scale  
that is expansive and exhaustive.**

OUR SCALE

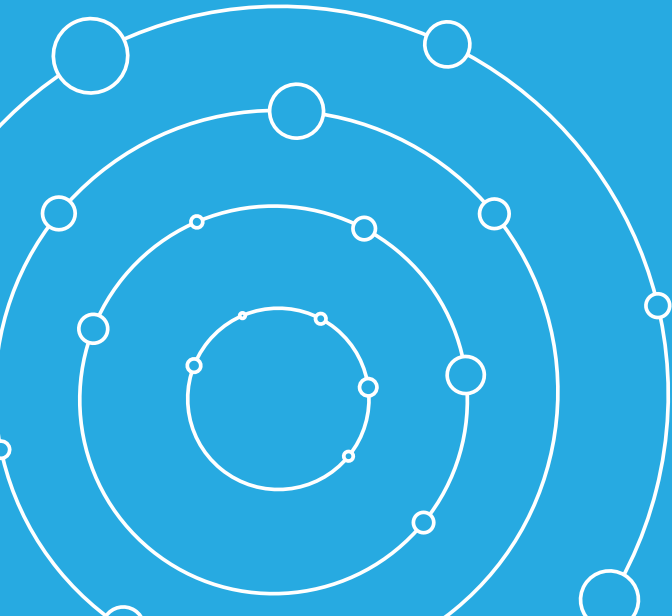


- 17 Cold storages  
(FSSA\*, ISO 22000 & ISO 14001 certified)
- 27,820 pallet positions for frozen and chilled products
- 18,36,120+ CFT of temperature controlled space

List of Branches	Pallet Capacity
KOLKATA	1,150
VIZAG	2,660
MUMBAI	8,110
NAGPUR	200
GOA	70
PUNE	580
AHMEDABAD	1,296
BALLABGARH	1,150
PHILLAUR	580
BANGALORE	5,500
CHENNAI	5,128
HYDERABAD	580
COCHIN	816
<b>TOTAL</b>	<b>27,820</b>

- 150+ Total Temperature Controlled Fleet Capacity
- GPS & Data logger installed
- We connect major cities with capability to scale at a short notice
- Reach to 4,000+ Modern Trade Outlets (MTOs)

Type of Fleet	Capacity
TATA 207	800
TATA 407	1.5 T
1109	3.5 T
1613	6.5 T
2518	12.5 T
4018	25 T



# IT Infrastructure

- State-of-the-art ERP
- Hardware and data maintained in highly secured environment
- Dedicated networking and high-speed connectivity
- 24x7 IT support by skilled professionals
- Auto alerts and reports to customers

# Value Added Services



**In cold chain logistics no one combines an exhaustive network, technology and a process-driven approach. Except us.**

## The Snowman edge

- Largest network
- Mix of owned and leased vehicles
- Customized solutions
- Best technology
- Economic
- Better control
- Process-driven approach
- Greater efficiency



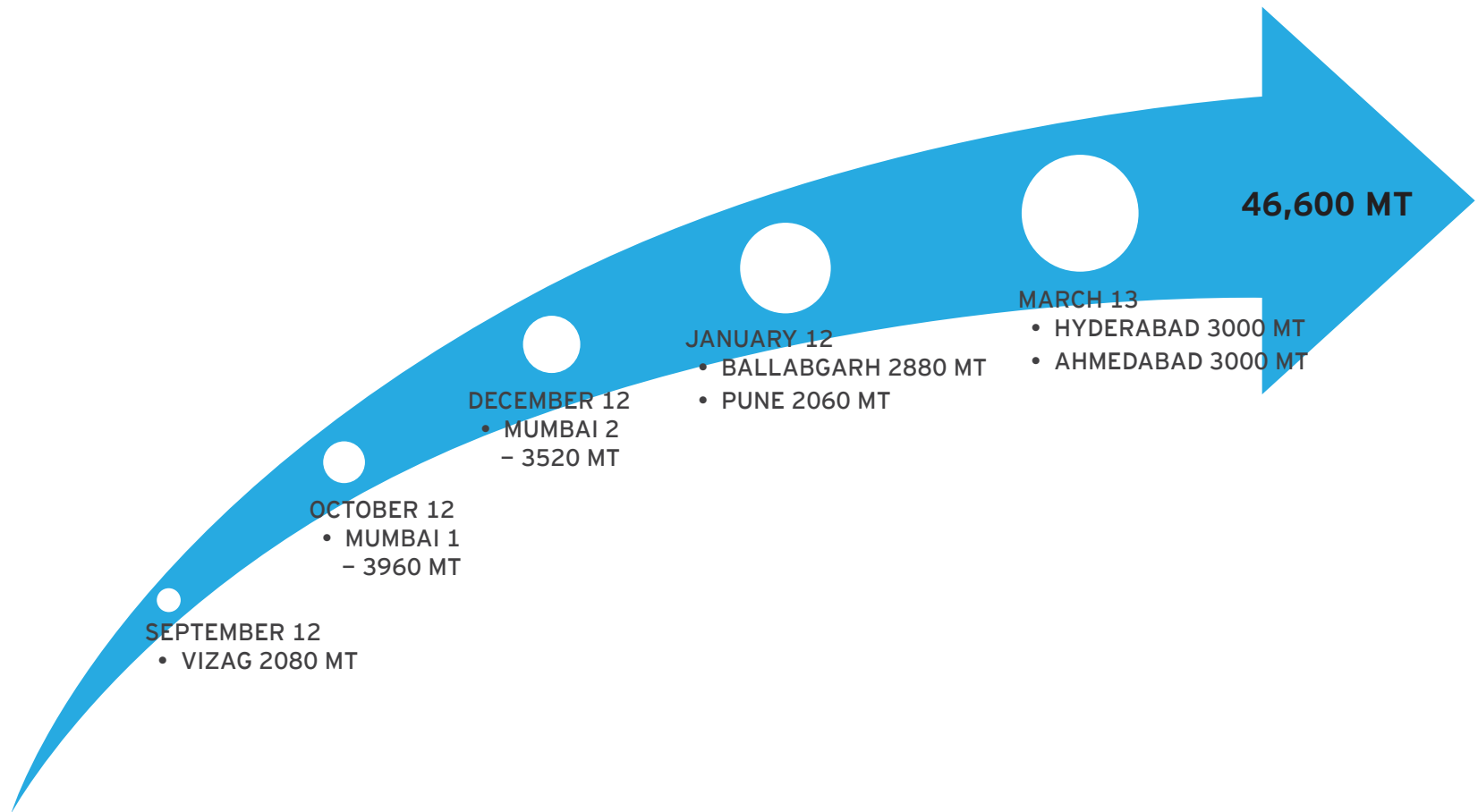
# Our supply chain partnerships

that gives us the reach we are proud of





# Way Forward



# Snowman Logistics Limited























# Transportation









**Thank You**