



Cold Chain Market – India

October 2014

Executive Summary

Market Overview

- Cold chain logistics market in India is valued at INR x1 bn in 20--, growing from around INR x2 bn in 20--
- Investments in Indian cold chain industry is expected to cross INR x3 bn by 20--
- Presently with deficit of x4%, aspect1 needs to increase x5% to eradicate result1
- New companies are venturing into service1 due to higher profitability

Drivers & Challenges

Drivers:

- Growth in Organized Retail
- Shift towards Horticultural Crops
- Growth in Processed Food Sector
- Demand from Pharmaceutical Sector
- Changing Consumption Pattern

Challenges:

- Lack of Logistical Support
- Uneven Distribution of Cold chains
- Cost of Establishment and Maintenance

Recent Developments

- Development1
- Development2
- Development3

Competitive Landscape

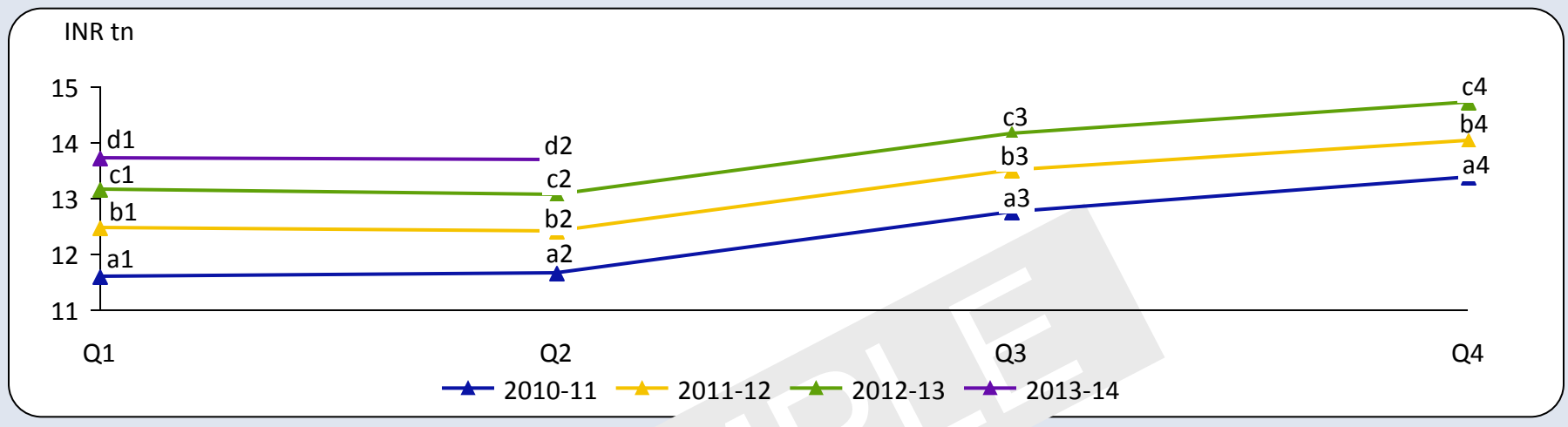
Key Players		
Brahmanand Himghar Ltd.	Snowman Logistics Ltd.	Fresh Healthy Enterprises Ltd.
Dev Bhumi Cold Chain Ltd.	Gati Kausar India Ltd.	Kelvin Cold Chain Logistics Pvt. Ltd.

• **Macro Economic Indicators**

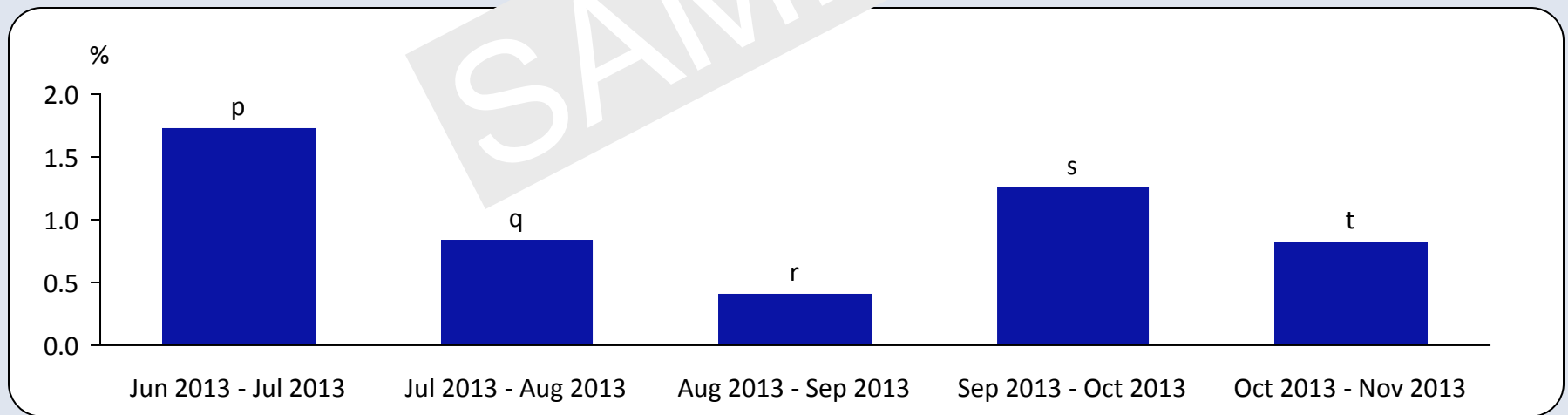
- Introduction
- Market Overview
- Government Initiatives
- Assisted Cold Chain Projects
- Drivers and Challenges
- Competitive Landscape
- Recent Developments
- Strategic Recommendations
- Appendix

Economic Indicators (-/-)

GDP at Factor Cost: Quarterly

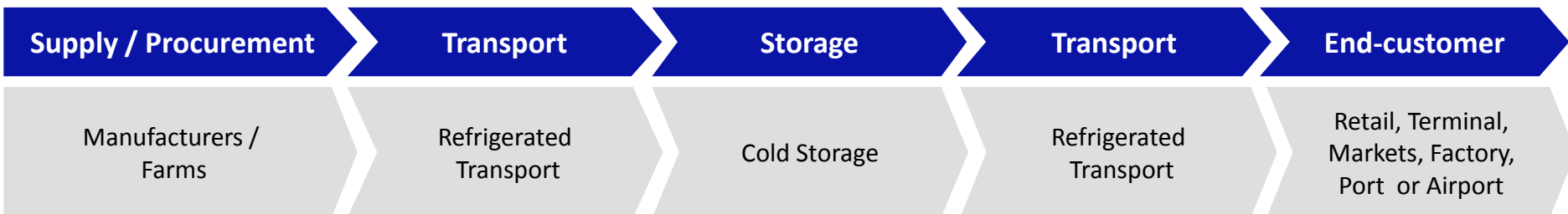
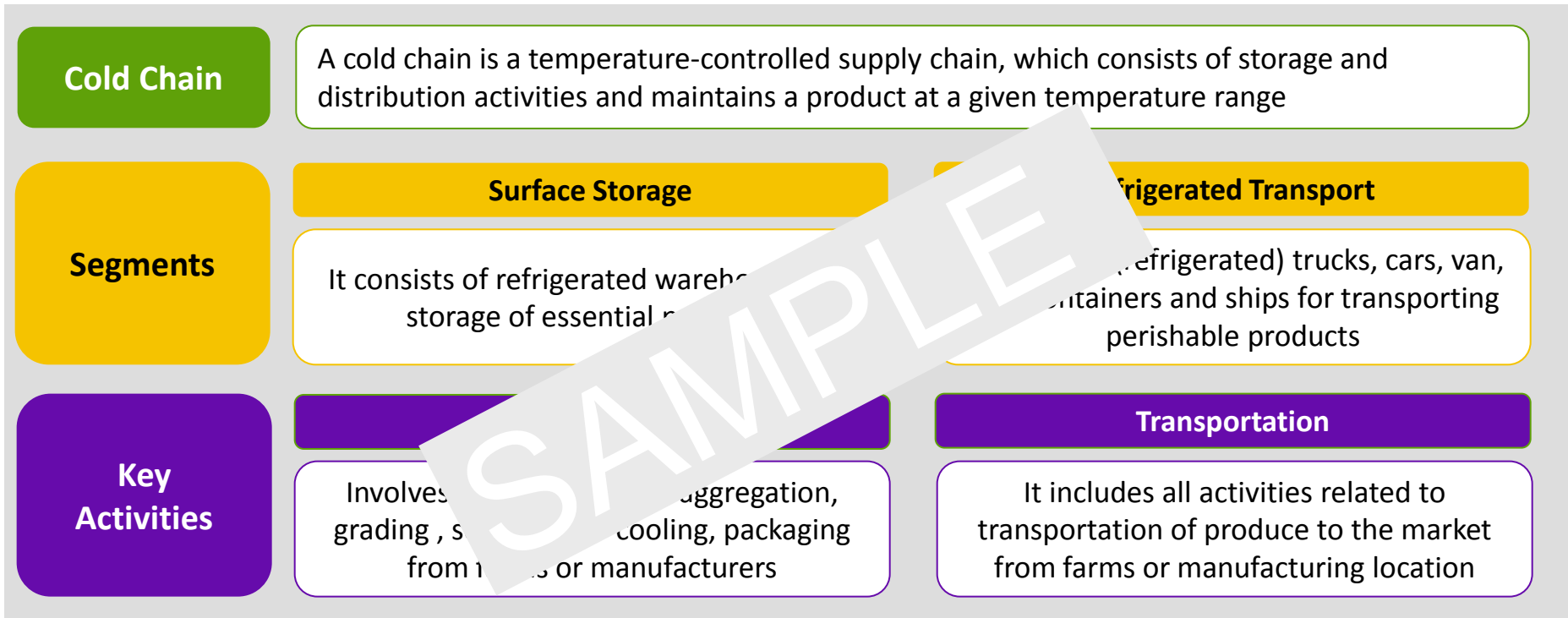


Inflation Rate: Monthly



Introduction

Cold Chain – Overview

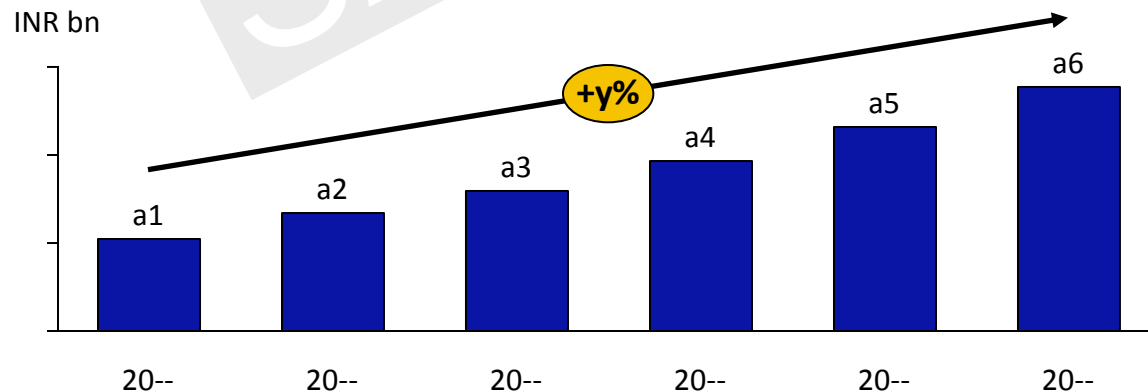


Cold chain industry is highly fragmented and somewhat dominated by segment1

Market Overview – India (1/3)

- Cold chain logistics market in India is valued at INR y1 bn in 20--, growing from around INR y2 bn in 20--
- Cold chain industry in India is largely untapped and somewhat dominated by the segment2
- Investments in Indian cold chain industry is expected to cross INR y3 bn by 20--
- Out of the total farm exports of INR y4 tn, fruits and vegetables accounts for ~INR y5 bn because of spoilage
 - Annually y5% of the fresh food produced in the country is wasted due to rotting costing producers and other stakeholders in the operations estimated INR y6 bn
 - Wastage of fruits and vegetables are higher in the region1 and region2 of country due to the regions' condition1 and condition2
- Cold chain primarily comprises of two segments – storage consisting of approximately y7% of the market share and transportation comprising around y8%






Cold Chain Logistics – Market Size & Growth






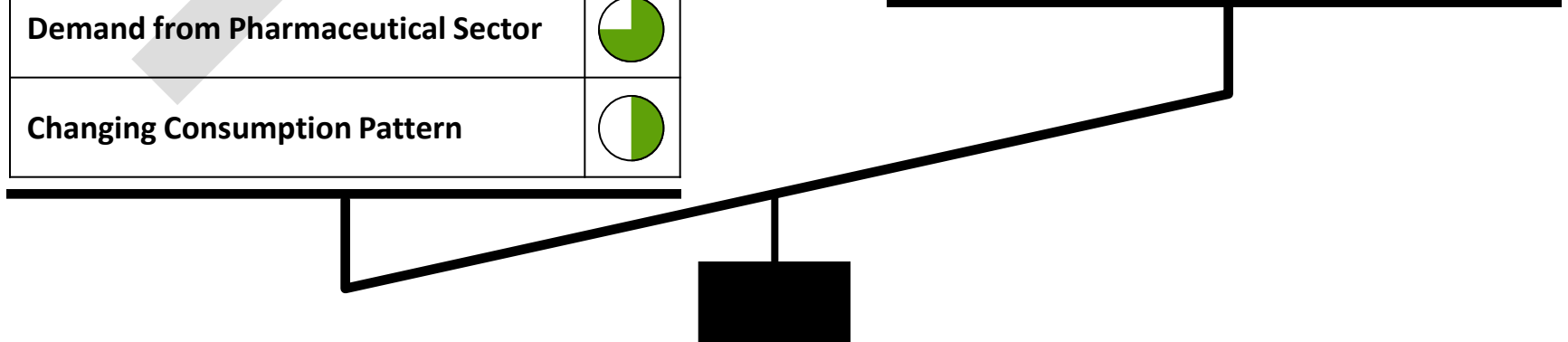
Assisted Cold Chain Projects (-/-)

Party	State	Product(s)		Date of Final Approval	Grant Approved	Grant Released
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		
CompanyName	StateName	ProductName		28.01.20--		

Drivers & Challenges – Summary

Drivers	
Growth in Organized Retail	
Shift towards Horticultural Crops	
Growth in Processed Food Sector	
Demand from Pharmaceutical Sector	
Changing Consumption Pattern	

Challenges	
Lack of Logistical Support	
Uneven Distribution of Cold chains	
Cost of Establishment and Maintenance	

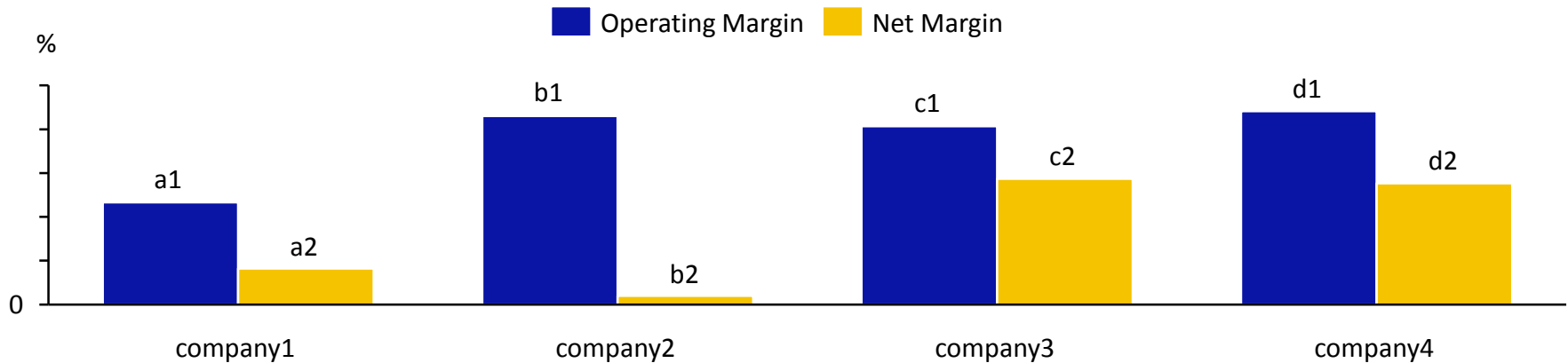




Competitive Benchmarking (-/-)

SAMPLE

Key Ratios of Top 4 Companies – Operational Basis (FY 2013) (1/3)



- Company1 recorded operating margin of -%, higher than that of company2, company3 and company4 which recorded operating margin of -%, - and -% respectively
- Thermax however recorded the highest net margin of -% higher than that of Ion Exchange, SPML and Va Tech Wabag which recorded net margins of -%, -% and -% respectively

Public: Domestic Company – Company 1

(1/4)

SAMPLE

Company Information

Corporate Address

Tel No.

Fax No.

Website

Year of
Incorporation

Ticker Symbol

Stock Exchange

Products and Services

Category	Products/Services
Sectors (EPC)	

Offices and Centres – India



Head Office

Key People

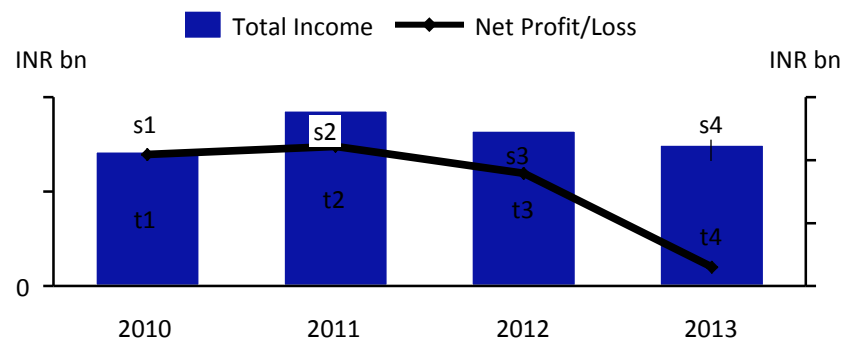
Name	Designation

Public: Domestic Company – Company 1

(2/4)

SAMPLE

Financial Snapshot



Financial Summary

- The company incurred a net loss of INR - bn in FY 2013, as compared to net profit of INR - bn in FY 2012
- The company reported total income of INR - bn in FY 2013, registering a decrease of -% over FY 2012
- The company earned an operating margin of -% in FY 2013, a decrease of - percentage points over FY 2012
- The company reported debt to equity ratio of - in FY 2013, an increase of - % over FY 2012

Key Financial Performance Indicators

Indicators	Value (17/01/2014)
Market Capitalization (INR mn)	
Total Enterprise Value (INR mn)	
EPS (INR)	
PE Ratio (Absolute)	

Key Ratios

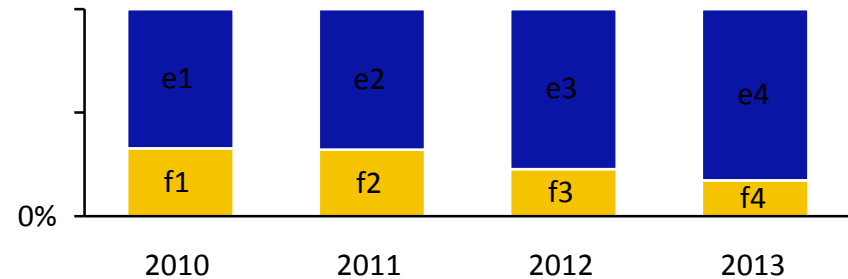
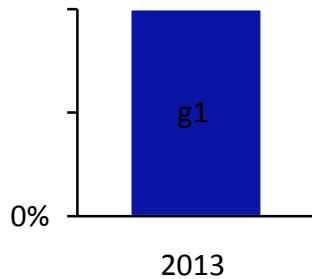
Particulars	y-o-y change (2013-12)	2013	2012	2011	2010
Profitability Ratios					
Operating Margin	↓				
Net Margin	↓				
Profit Before Tax Margin	↓				
Return on Equity	↓				
Return on Capital Employed	↓				
Return on Working Capital	↑				
Return on Assets	↓				
Return on Fixed Assets	↓				
Cost Ratios					
Operating costs (% of Sales)	↓				
Administration costs (% of Sales)	↓				
Interest costs (% of Sales)	↓				
Liquidity Ratios					
Current Ratio	↑				
Cash Ratio	↓				
Leverage Ratios					
Debt to Equity Ratio	↓				
Debt to Capital Ratio	↓				
Interest Coverage Ratio	↓				
Efficiency Ratios					
Fixed Asset Turnover	↓				
Asset Turnover	↓				
Current Asset Turnover	↓				
Working Capital Turnover	↑				
Capital Employed Turnover	↓				

↑ Improved ↓ Decline

Company 1

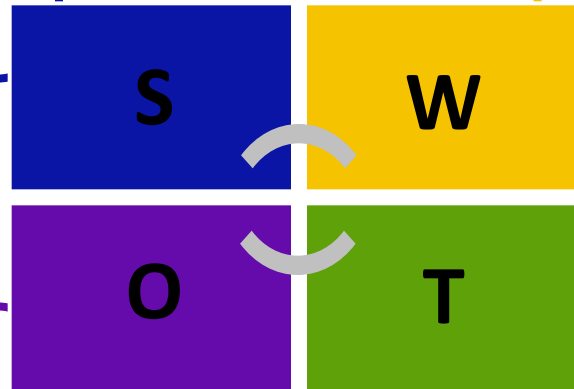
SAMPLE

Key Geographic Segments

[illegible]

Public: Domestic Company – Company 1 (4/4)

SAMPLE



Private: Domestic Company – Company 2 (1/5)

SAMPLE

Company Information

Corporate Address

Tel No.

Fax No.

Website

Year of Incorporation

Products and Services

Category

Products/Services

Products

Offices and Centres – India



Key People

Name	Designation

Private: Domestic Company – Company 2 (2/5)

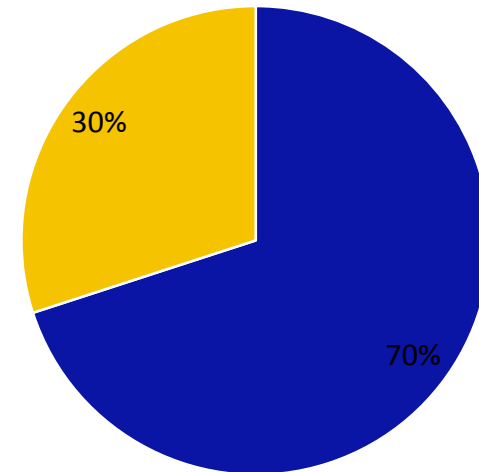
SAMPLE

Shareholders of the Company as on 28.09.2012

Name	No. of Shares held
X	
X	
Total	

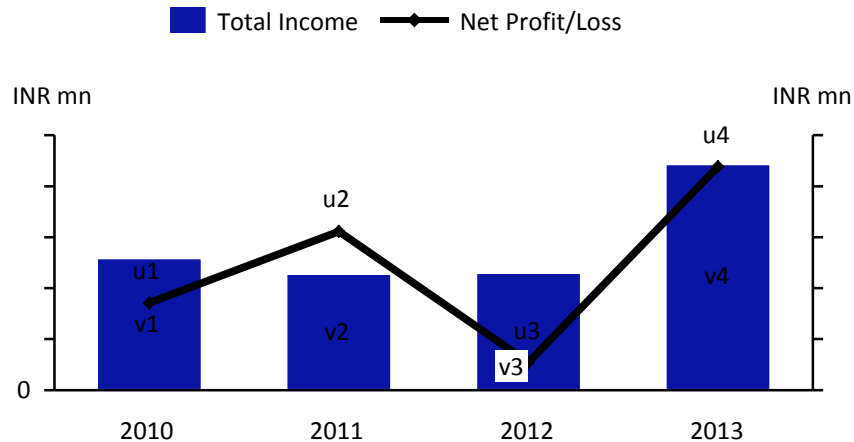
Ownership Structure

Corporate Bodies Foreign holdings



Private: Domestic Company – Company 2 (3/5)

Financial Snapshot



Financial Summary

- The company earned a net profit of INR - mn in FY 2013, as compared to net loss of INR - mn in FY 2012
- The company reported total income of INR - mn in FY 2013, registering an increase of -% over FY 2012
- The company earned an operating margin of -% in FY 2013, an increase of - percentage points over FY 2012
- The company reported debt to equity ratio of - in FY 2013, a decrease of -% over FY 2012

Key Ratios

Particulars	y-o-y change (2013-12)	2013	2012	2011	2010
Profitability Ratios					
Operating Margin	↑				
Net Margin	↑				
Profit Before Tax Margin	↑				
Return on Equity	↑				
Return on Capital Employed	↑				
Return on Working Capital	↓				
Return on Assets	↑				
Return on Fixed Assets	↑				
Cost Ratios					
Operating costs (% of Sales)	↑				
Administration costs (% of Sales)					
Interest costs (% of Sales)					
Liquidity Ratios					
Current Ratio	↑				
Cash Ratio	↑				
Leverage Ratios					
Debt to Equity Ratio	↑				
Debt to Capital Ratio	↑				
Interest Coverage Ratio					
Efficiency Ratios					
Fixed Asset Turnover	↑				
Asset Turnover	↑				
Current Asset Turnover	↓				
Working Capital Turnover	↓				
Capital Employed Turnover	↑				

↑ Improved ↓ Decline

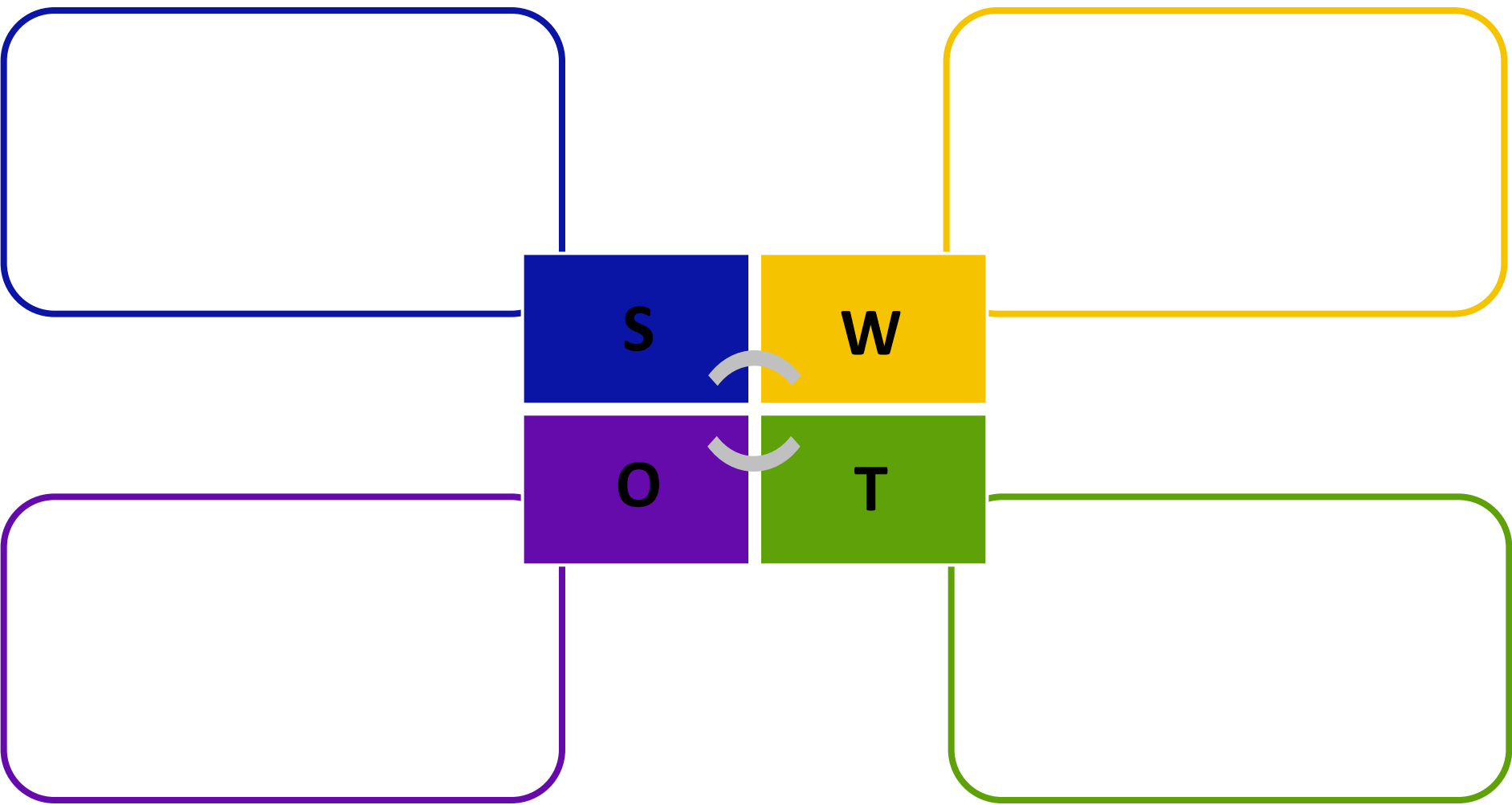
Company 2 (4/5)

Business Highlights

[illegible]

Private: Domestic Company – Company 2 – SWOT Analysis (5/5)

SAMPLE



Recent Developments – Cold Chain Market (1/2)

Development1

- [illegible]

Development2

- [illegible]

Development3

- [illegible]

Strategic Recommendations (1/2)

- *Companies need to focus on specific1 and specific2 early to leverage on specific3*

Recommendation1

Recommendation2

SAMPLE

Appendix

Ratio	Calculations
Operating Margin	$(\text{Operating Income} / \text{Revenues}) * 100$
Net Margin	$(\text{Net Profit} / \text{Revenues}) * 100$
Profit Before Tax Margin	$(\text{Income Before Tax} / \text{Revenues}) * 100$
Return on Equity (ROE)	$(\text{Net Income} / \text{Shareholders Equity}) * 100$
Return on Capital (ROCE)	$\text{EBIT} / (\text{Total Assets} - \text{Current Liabilities}) * 100$
Return on Working Capital	$(\text{EBIT} / \text{Working Capital}) * 100$
Return on Assets	$(\text{EBIT} / \text{Total Assets}) * 100$
Return on Fixed Assets	$(\text{EBIT} / \text{Fixed Assets}) * 100$
Operating Costs (% of Sales)	$(\text{Operating Expenses} / \text{Sales}) * 100$
Administration Costs (% of Sales)	$(\text{Administrative Expenses} / \text{Sales}) * 100$
Interest Costs (% of Sales)	$(\text{Interest Expenses} / \text{Sales}) * 100$

Ratio	Calculations
Current Ratio	$\text{Current Assets} / \text{Current Liabilities}$
Cash Ratio	$\{(\text{Cash \& Bank Balance} + \text{Marketable Securities}) / \text{Current Liabilities}\}$
Debt to Equity	$\text{Total Liabilities} / \text{Shareholders Equity}$
Debt to Capital Ratio	$\{\text{Total Debt} / (\text{Shareholders Equity} + \text{Total Debt})\}$
Interest Coverage Ratio	$\text{EBIT} / \text{Interest Expense}$
Fixed Asset Turnover	$\text{Sales} / \text{Fixed Assets}$
Asset Turnover	$\text{Sales} / \text{Total Assets}$
Current Asset Turnover	$\text{Sales} / \text{Current Assets}$
Working Capital Turnover	$\text{Sales} / \text{Working Capital}$
Capital Employed Turnover	$\text{Sales} / (\text{Shareholders Equity} + \text{Total Debt})$

Sources of Information

PRIMARY RESEARCH

Interviews

Leading Industry Experts

SECONDARY RESEARCH

Print Media

Leading Newspapers

Magazines and Journals

Annual Reports of Companies

Electronic Media

Regulatory Websites

Telecommunication & Technology Magazines

Company Websites

Premium Databases

Open Sources

Thank you for the attention

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