

# Retail Equity Research

## Delhivery Ltd.

**Accumulate**

Sector: Logistics Solution Provider

06<sup>th</sup> June, 2025

Stock Type	Bloomberg Code	Sensex	NSE Code	BSE Code	Time Frame	Target	Rs. 431
Small Cap	DELHIVERY:IN	81,442	DELHIVERY	543529	12 Months	CMP	Rs. 369

Data as of: 05-06-2025

Company Data			
Shareholding (%)	Q2FY25	Q3FY25	Q4FY25
Promoters	0.0	0.0	0.0
FII's	55.0	53.7	52.0
MFs/Institutions	28.6	29.0	30.0
Public	6.5	7.3	7.7
Others	10.0	10.0	10.2
Total	100.0	100.0	100.0
Promoter Pledge	Nil	Nil	Nil
Price Performance	3 Month	6 Month	1 Year
Absolute Return	45.8%	8.4%	-5.2%
Absolute Sensex	10.5%	-0.1%	5.6%
Relative Return	35.3%	8.5%	-10.8%

\*over or under performance to benchmark index



Y.E March (cr)	FY25A	FY26E	FY27E
Sales	8,932	10,278	11,891
Growth (%)	9.7	15.1	15.7
EBITDA	376	678	1,034
EBITDA Margin (%)	4.2	6.6	8.7
PAT Adjusted	167	318	530
Growth (%)	-173.7	90.2	66.8
Adjusted EPS	2.2	4.3	7.1
Growth (%)	-172.9	90.2	66.8
P/E	113.7	86.6	51.9
P/B	148.0	208.7	197.1
EV/EBITDA	49.8	40.2	26.3
ROE (%)	1.7	3.3	5.2
D/E	0.0	0.0	0.0

### On track to deliver sustained growth

**Delhivery Ltd.** is India's largest fully integrated logistics provider. With a robust network spanning 18,700+ pin codes, 24 automated sort centres, and 57,000+ team members, it is revolutionising commerce through cutting-edge tech, world-class infrastructure and seamless logistics, delivering over 2 billion orders.

- Delhivery's consolidated revenue saw a 5.6% YoY increase, reaching Rs. 2,192cr in Q4FY25, owing to increasing the Part Truckload (PTL) volumes. Indian operations contributed Rs. 2,191cr (+5.6% YoY). International revenue, which accounts for a tiny fraction, saw a sharp 184.1% YoY jump to Rs. 3cr.
- EBITDA witnessed a substantial 159.5% YoY growth to Rs. 119cr, with a notable margin expansion of 320bps YoY to 5.4%, driven by higher volumes, enhanced operational efficiency across the networks and better fleet utilisation.
- As a result, the reported profit after tax (PAT) rose to Rs. 73cr, benefitting from lower tax expenses (-62.6% YoY) and a higher share of profits from its associate companies (+169.9% YoY).
- Delhivery's strategic initiatives drove steady performance in its core transportation businesses in Q4FY25, positioning the company for sustained momentum in FY26.

### Outlook & Valuation

Though the Express Parcel division still faces challenges, the impending acquisition of Ecom Express is likely to boost yields and margins by leveraging a broader network and operational efficiencies. Increasing PTL volumes without compromising on pricing, combined with the benefits of an integrated network, should result in a favourable margin trajectory in the long term. As the lowest-cost player, a position strengthened by the Ecom deal, Delhivery is well-poised to increase yields, enhance profitability and gain significant market share. Its rapid commerce service is also gaining traction from business-to-business customers seeking faster supply chain solutions. Therefore, **we remain optimistic and assign an Accumulate rating on the stock, with a target price of Rs. 431, based on 2.7x FY27E P/S.**

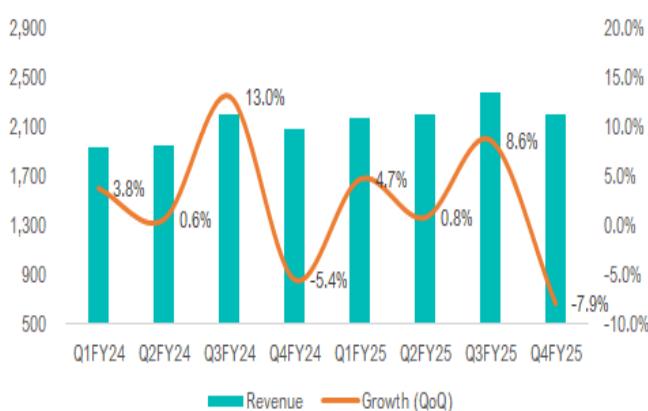
### Quarterly Financials Consol.

Rs.cr	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
Sales	2,192	2,076	5.6	2,378	-7.9	8,932	8,142	9.7
EBITDA	119	46	159.5	102	16.3	376	127	196.8
Margin (%)	5.4	2.2	320bps	4.3	110bps	4.2	1.6	260bps
EBIT	-23	-155	n.m.	-39	n.m.	-159	-595	n.m.
PBT	72	-71	n.m.	24	201.2	157	-244	n.m.
Rep. PAT	73	-68	n.m.	25	190.4	162	-249	n.m.
Adj PAT	73	-54	n.m.	25	190.4	167	-227	n.m.
Adj. EPS (Rs)	1.0	-0.7	n.m.	0.3	189.3	2.2	-3.1	n.m.

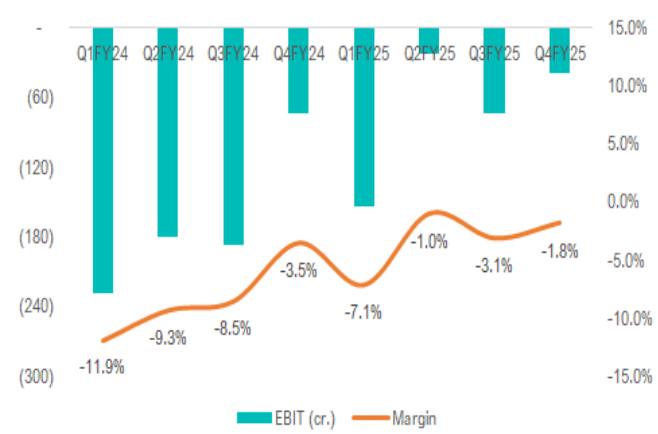
## Key concall highlights

- The Express Parcel segment saw a modest 3.2% YoY revenue growth to Rs. 1,256cr, driven by a 1.0% YoY increase in shipments to 177mn, despite facing intense competition that led to aggressive pricing strategies from rivals, which put pressure on the business.
- On the other hand, the Part Truckload (PTL) business segment clocked a significant 24.0% YoY growth to Rs. 517cr, driven by a 19.0% YoY increase in tonnage to 458,000 tonne. However, Supply Chain Services revenue declined 2.1% YoY to Rs. 229cr, largely. Meanwhile, TL revenue decreased 13.2% YoY to Rs. 151cr, whereas Cross Border Services revenue rose 9.7% YoY to Rs. 34cr.
- Looking ahead, the management expects the capital expenditure requirements to remain relatively steady, with a gradual decline to 3.5% and 4% of its revenue in the long term.
- Delhivery announced plans to acquire Ecom Express, a deal currently awaiting approval from the Competition Commission of India, for a proposed consideration of Rs. 1,400cr, including an additional Rs. 300cr to cover lease liabilities and operating losses, which will flow through the P&L.
- As of Q4FY25, Delhivery operated 18 dark stores. The older stores are processing between 350 and 400 orders daily, and aim to reach a break-even point of 700-800 orders per day. The company has set a goal to expand its store network to 50 by FY26.

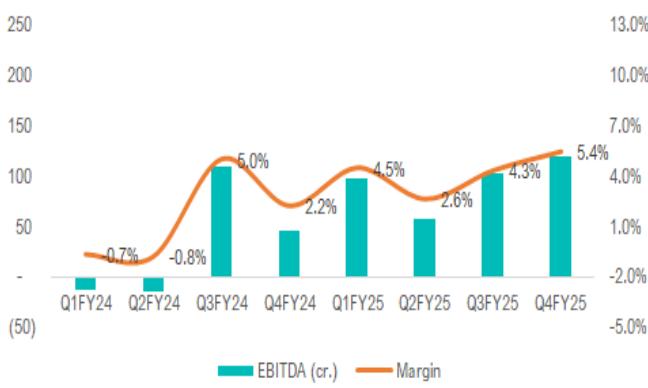
### Revenue



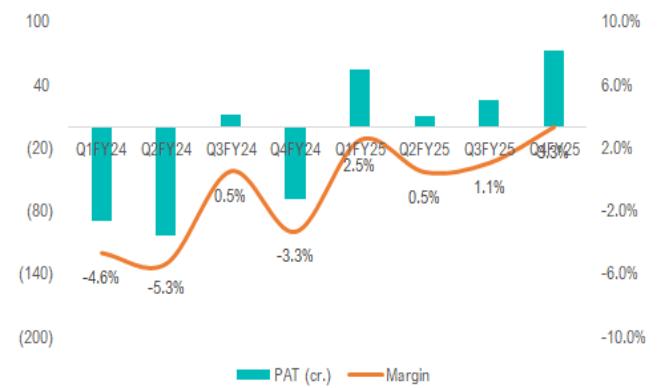
### EBIT



### EBITDA



### PAT



### Segment Revenue

Particulars	Q4FY25	Q4FY24	YoY Growth (%)	Q3FY25	QoQ Growth (%)
Express Parcel	1,256	1,217	3.2%	1,488	-15.6%
Part Truckload	517	417	24.0%	462	11.9%
Supply Chain Services	229	234	-2.1%	222	3.2%
Truckload	151	174	-13.2%	160	-5.6%
Cross Border Services	34	31	9.7%	43	-20.9%
Others	5	3	79.8%	3	38.4%
<b>Total Revenue</b>	<b>2,192</b>	<b>2,076</b>	<b>5.6%</b>	<b>2,378</b>	<b>-7.9%</b>

## Consolidated Financials

### Profit & Loss

Y.E March (Rs. Cr)	FY23A	FY24A	FY25A	FY26E	FY27E
<b>Sales</b>	<b>7,225</b>	<b>8,142</b>	<b>8,932</b>	<b>10,278</b>	<b>11,891</b>
% change	5.0	12.7	9.7	15.1	15.7
<b>EBITDA</b>	<b>-452</b>	<b>127</b>	<b>376</b>	<b>678</b>	<b>1,034</b>
% change	-4.3	n.m.	196.8	80.5	52.5
Depreciation	831	722	535	599	669
<b>EBIT</b>	<b>-1,283</b>	<b>-595</b>	<b>-159</b>	<b>79</b>	<b>366</b>
Interest	89	89	126	141	169
Other Income	319	439	442	449	451
<b>PBT</b>	<b>-1,053</b>	<b>-244</b>	<b>157</b>	<b>388</b>	<b>647</b>
% change	n.m.	n.m.	n.m.	147.0	66.8
Tax	-45	5	-5	70	117
Tax Rate (%)	4.3	-1.9	-3.2	18.0	18.0
<b>Reported PAT</b>	<b>-1,008</b>	<b>-249</b>	<b>162</b>	<b>318</b>	<b>530</b>
<b>PAT att. to common shareholders</b>	<b>-1,008</b>	<b>-249</b>	<b>162</b>	<b>318</b>	<b>530</b>
Adj.*	-	22	5	-	-
<b>Adj. PAT</b>	<b>-1,008</b>	<b>-227</b>	<b>167</b>	<b>318</b>	<b>530</b>
% change	n.m.	n.m.	n.m.	90.2	66.8
No. of shares (cr)	72.9	73.7	74.6	74.6	74.6
<b>Adj EPS (Rs.)</b>	<b>-13.8</b>	<b>-3.1</b>	<b>2.2</b>	<b>4.3</b>	<b>7.1</b>
% change	n.m.	n.m.	n.m.	90.2	66.8
DPS (Rs.)	-	-	-	-	-

### Balance Sheet

Y.E March (Rs. Cr)	FY23A	FY24A	FY25A	FY26E	FY27E
Cash	645	403	336	307	422
Accts. Receivable	1,524	1,430	1,412	1,619	1,867
Inventories	19	16	16	16	16
Other Cur. Assets	4,774	4,101	4,188	4,396	4,673
Investments	612	998	1,022	1,092	1,168
Gross Fixed Assets	2,646	3,381	3,856	4,411	5,041
Net Fixed Assets	1,462	1,920	2,484	2,439	2,398
CWIP	22	29	33	35	36
Intangible Assets	1,535	1,433	1,403	1,409	1,415
Def. Tax -Net	239	259	288	303	327
Other Assets	381	864	881	883	885
<b>Total Assets</b>	<b>11,213</b>	<b>11,453</b>	<b>12,063</b>	<b>12,496</b>	<b>13,207</b>
Current Liabilities	1,221	1,261	1,371	1,534	1,716
Provisions	51	65	75	78	82
Debt Funds	199	126	40	44	48
Other Liabilities	566	857	1,146	1,090	1,080
Equity Capital	73	74	75	75	75
Res. & Surplus	9,104	9,071	9,358	9,676	10,206
Shareholder Funds	9,177	9,145	9,432	9,750	10,281
Minority Interest	-	-	-	-	-
<b>Total Liabilities</b>	<b>11,213</b>	<b>11,453</b>	<b>12,063</b>	<b>12,496</b>	<b>13,207</b>
<b>BVPS</b>	<b>126</b>	<b>124</b>	<b>127</b>	<b>131</b>	<b>138</b>

### Cash Flow

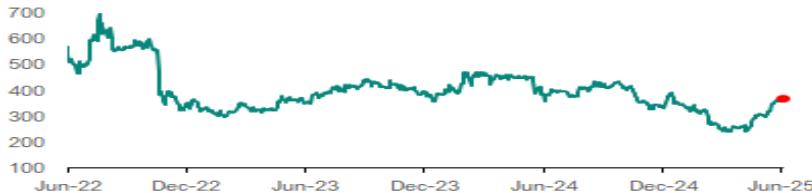
Y.E March (Rs. Cr)	FY23A	FY24A	FY25A	FY26E	FY27E
<b>Net inc. + Depn.</b>	<b>-177</b>	<b>472</b>	<b>697</b>	<b>917</b>	<b>1,199</b>
Non-cash adj.	83	-15	-105	-92	-67
Other adjustments					
Changes in W.C	64	15	-25	-338	-394
<b>C.F. Operation</b>	<b>-30</b>	<b>472</b>	<b>567</b>	<b>487</b>	<b>738</b>
Capital exp.	-594	-468	-476	-555	-630
Change in inv.	-2,915	129	168	-69	-76
Other invest.CF	98	240	204	233	236
<b>C.F - Investment</b>	<b>-3,411</b>	<b>-99</b>	<b>-104</b>	<b>-391</b>	<b>-471</b>
Issue of equity	3,937	5	4	-	-
Issue/repay debt	-120	-74	-86	4	5
Dividends paid	-	-	-	-	-
Other finance.CF	-278	-298	-350	-129	-156
<b>C.F - Finance</b>	<b>3,538</b>	<b>-366</b>	<b>-432</b>	<b>-125</b>	<b>-152</b>
Chg. in cash	98	7	31	-29	116
Closing Cash	645	403	336	307	422

### Ratios

Y.E March	FY23A	FY24A	FY25A	FY26E	FY27E
<b>Profitab. &amp; Return</b>					
EBITDA margin (%)	-6.3	1.6	4.2	6.6	8.7
EBIT margin (%)	-17.8	-7.3	-1.8	0.8	3.1
Net profit mgn. (%)	-13.9	-3.1	1.8	3.1	4.5
ROE (%)	-11.0	-2.7	1.7	3.3	5.2
ROCE (%)	-13.7	-6.4	-1.7	0.8	3.5
<b>W.C &amp; Liquidity</b>					
Receivables (days)	77.0	64.1	57.7	57.5	57.3
Inventory (days)	1.2	1.0	0.9	0.8	0.7
Payables (days)	50.7	48.7	47.8	48.0	48.2
Current ratio (x)	5.3	4.4	4.2	4.0	4.0
Quick ratio (x)	2.8	2.7	3.1	2.8	2.8
<b>Turnover &amp; Leverage</b>					
Gross asset T.O (x)	3.0	2.7	2.5	2.5	2.5
Total asset T.O (x)	0.7	0.7	0.8	0.8	0.9
Int. covge. ratio (x)	-14.4	-6.7	-1.3	0.6	2.2
Adj. debt/equity (x)	0.0	0.0	0.0	0.0	0.0
<b>Valuation</b>					
EV/Sales (x)	3.3	4.0	2.1	2.7	2.3
EV/EBITDA (x)	-52.6	256.9	49.8	40.2	26.3
P/E (x)	-24.0	-144.7	113.7	86.6	51.9
P/BV (x)	188.8	262.2	148.0	208.7	197.1

## Recommendation Summary - (last 3 years)

Dates	Rating	Target
06-Jun-25	Accumulate	431

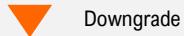
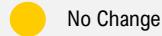
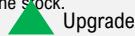


### Investment Rating Criteria

Ratings	Large caps	Midcaps	Small Caps
Buy	Upside is above 10%	Upside is above 15%	Upside is above 20%
Accumulate	-	Upside is between 10%-15%	Upside is between 10%-20%
Hold	Upside is between 0% - 10%	Upside is between 0%-10%	Upside is between 0%-10%
Reduce/sell	Downside is more than 0%	Downside is more than 0%	Downside is more than 0%

#### Not rated/Neutral Definition:

**Buy:** Acquire at Current Market Price (CMP), with the target mentioned in the research note; **Accumulate:** Partial buying or to accumulate as CMP dips in the future; **Hold:** Hold the stock with the expected target mentioned in the note.; **Reduce:** Reduce your exposure to the stock due to limited upside.; **Sell:** Exit from the stock; **Not rated/Neutral:** The analyst has no investment opinion on the stock.



To satisfy regulatory requirements, we attribute 'Accumulate' as Buy and 'Reduce' as Sell.

The recommendations are based on 12 month horizon, unless otherwise specified. The investment ratings are on absolute positive/negative return basis. It is possible that due to volatile price fluctuation in the near to medium term, there could be a temporary mismatch to rating. For reasons of valuations/ return/lack of clarity/event we may revisit rating at appropriate time. Please note that the stock always carries the risk of being upgraded to BUY or downgraded to a HOLD, REDUCE or SELL.

Not rated/Neutral- The analyst has no investment opinion on the stock under review.

### DISCLAIMER & DISCLOSURES

**Certification:** I, Arun Kailasan, author of this Report, hereby certify that all the views expressed in this research report reflect our personal views about any or all of the subject issuer or securities. This report has been prepared by the Research Team of Geojit Investments Limited, hereinafter referred to as GIL.

For general disclosures and disclaimer: [Please Click here](#)

CRISIL has provided research support in preparation of this research report and the investment rational contained herein along with financial forecast. The target price and recommendation provided in the report are strictly GIL's views and are NOT PROVIDED by CRISIL. Further, CRISIL expresses no opinion on valuation and the associated recommendations. CRISIL has no financial liability whatsoever, to the subscribers / users of this report.

#### Regulatory Disclosures:

Group companies/ Fellow subsidiaries of Geojit Investments Ltd (GIL) are Geojit Financial Services Limited (GFSL), Geojit Technologies Private Limited (Software Solutions provider), Geojit Credits Private Limited (NBFC), Geojit Fintech Private Ltd, Geojit IFSC Ltd (a company incorporated under IFSC Regulations), Qurum Business Group Geojit Securities LLC (a subsidiary of holding company in Oman engaged in Financial Services ), Barjeel Geojit Financial Services LLC (a joint venture of holding company in UAE engaged in Financial Services), and BBK Geojit Consultancy and Information KSC (C) (a joint venture in Kuwait-engaged in Financial services). In the context of the SEBI Regulations on Research Analysts (2014), GIL affirms that we are a SEBI registered Research Entity and in the course of our business as a stock market intermediary, we issue research reports /research analysis etc. that are prepared by our Research Analysts. We also affirm and undertake that no disciplinary action has been taken against us or our Analysts in connection with our business activities.

In compliance with the above-mentioned SEBI Regulations, the following additional disclosures are also provided which may be considered by the reader before making an investment decision:

#### 1. Disclosures regarding Ownership:

GIL confirms that:

(i) Its associates have no financial interest or any other material conflict in relation to the subject company (ies) covered herein, at the time of publication of the research report.  
 (ii) Its associates have no actual beneficial ownership of 1% or more in relation to the subject company (ies) covered herein, at the end of the month immediately preceding the date of publication of the research report.

Further, the Analyst confirms that:

(i) He, his associates and his relatives shall take reasonable care to ensure that they do not have any financial interest in the subject company (ies) covered herein, and they have no other material conflict in the subject company, at the time of publication of the research report.  
 (ii) He, his associates and his relatives have no actual/beneficial ownership of 1% or more in the subject company covered, at the end of the month immediately preceding the date of publication of the research report.

#### 2. Disclosures regarding Compensation:

During the past 12 months, GIL or its Associates:

(a) Have not received any compensation from the subject company; (b) Have not managed or co-managed public offering of securities for the subject company (c) Have not received any compensation for investment banking or merchant banking or brokerage services from the subject company. (d) Have not received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company. e) Have not received any compensation or other benefits from the subject company or third party in connection with the research report (f) The subject company is / was not a client during twelve months preceding the date of distribution of the research report.

#### 3. Disclosure by GIL regarding the compensation paid to its Research Analyst:

GIL hereby confirms that no part of the compensation paid to the persons employed by it as Research Analysts is based on any specific brokerage services or transactions pertaining to trading in securities of companies contained in the Research Reports.

**4. Disclosure regarding the Research Analyst's connection with the subject company:** It is affirmed that I, Arun Kailasan, Research Analyst (s) of GIL have not served as an officer, director or employee of the subject company.

**5. Disclosure regarding Market Making activity:** Neither GIL/its Analysts have engaged in market making activities for the subject company.

**6. Disclosure regarding conflict of interests:** GIL shall abide by the applicable regulations/ circulars/ directions specified by SEBI and Research Analyst Administration and Supervisory Body (RAASB) from time to time in relation to disclosure and mitigation of any actual or potential conflict of interest. GIL will endeavour to promptly inform the client of any conflict of interest that may affect the services being rendered to the client.

7. "Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors."

8. Clients are required to keep contact details, including email id and mobile number/s updated with the GIL at all times.

9. In the course of providing research services by GIL, GIL cannot execute/carry out any trade (purchase/sell transaction) on behalf of, the client. Thus, the clients are advised not to permit GIL to execute any trade on their behalf.

10. GIL will never ask for the client's login credentials and OTPs for the client's Trading Account Demat Account and Bank Account. The Clients are advised not to share such information with anyone including GIL.

**11. Standard Warning:** "Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

12. Disclosures regarding Artificial Intelligence tools: Neither Geojit Investments Limited nor its Analysts have utilized any AI tools in the preparation of the research reports.

Please ensure that you have read the "Risk Disclosure Documents for Capital Market and Derivatives Segments" as prescribed by the Securities and Exchange Board of India before investing.

**Geojit Investments Ltd.** Registered Office: 7th Floor 34/659-P, Civil Line Road, Padivattom, Kochi-682024, Kerala, India. Phone: +91 484-2901000, Website : [www.geojit.com/GIL](http://www.geojit.com/GIL) . For investor queries: [customercare@geojit.com](mailto:customercare@geojit.com)

#### GRIEVANCES

**Step 1:** The client should first contact the RA using the details on its website or following

contact details: Compliance officer: Ms. Indu K. Address: 7th Floor, 34/659-P, Civil Line Road, Padivattom, Ernakulam.; Phone: +91 484-2901367; Email: [compliance@geojit.com](mailto:compliance@geojit.com). For Grievances: [grievances@geojit.com](mailto:grievances@geojit.com). **Step 2:** If the resolution is unsatisfactory, the client can also lodge grievances through SEBI's SCORES platform at [www.scores.sebi.gov.in](http://www.scores.sebi.gov.in) **Step 3:** The client may also consider the Online Dispute Resolution (ODR) through the Smart ODR portal at <https://smartodr.in>

Corporate Identity Number: U66110KL2023PLC080586, SEBI Stock Broker Registration No: INH000019567; Depository Participant : IN-DP-781-2024.

Digitally signed by  
**ARUN KAILASAN**  
 Date: 2025.06.06  
 11:40:26 +05'30'