

# Swiggy Limited

<b>Sensex</b>	80,378
<b>Nifty</b>	24,486

## ISSUE DETAILS

Issue Size (₹ Crs)	10,995-11,327
No. of shares under IPO (Cr)	29.045
Fresh issue (No. of shares) (Cr)	11.536
Offer for sale (No. of shares) (Cr)	17.51
Price band (₹)	371– 390
Post issue Market Cap. (₹ Crs)	83,265- 87,299
Bid/Issue Opens On	06/11/2024
Bid/Issue Closes On	08/11/2024

## Listing: BSE & NSE

<b>IPO Closing Date</b>	<b>Friday 08<sup>th</sup> Nov'24</b>
Finalization of Basis of Allotment	11/11/2024
Refunds / Unblocking of ASBA	12/11/2024
Credit of Equity Shares to D/P accounts	12/11/2024
Trading Commences	13/11/2024

<b>Shareholding Pattern</b>	<b>Pre-Issue (%)</b>
Promoters	-
Public	100%
<b>Total</b>	<b>100%</b>
<b>Shareholding Pattern</b>	<b>Post-Issue (%)</b>
Promoters	-
Public	100%
<b>Total</b>	<b>100%</b>

## IPO Details

The IPO consists of a fresh issue of ₹44,990mn worth of shares (115.36mn shares at the Upper Price Band of ₹390) and OFS of up to 175mn shares by its existing shareholders.

Some of the key selling shareholders in the OFS include Accel India IV (Mauritius) Ltd, Apoletto Asia Ltd, Alpha Wave Ventures LP, Baron Emerging Markets Fund, Coatue PE Asia XI LLC, DST Asia VI / EuroAsia V BV, Elevation Capital V Ltd, Goldman Sachs, Inspired Elite Investments Ltd, MIH India Food Holdings BV, Norwest Venture Partners VII-A Mauritius, and Tencent Cloud Europe BV.

<b>Objects of the Offer</b>	<b>(₹ mn)</b>
Investment in Scootsy for expansion of Dark Store Network	11,787
Brand marketing and Biz Promotions	11,153
Investment in technology and cloud infrastructure	7,034
Debt Repayment of Scootsy	1,648
General Corporate Purpose	13,368

## Valuation / Outlook

Proceeds from the IPO will be used to narrow the market share gap with Zomato by expanding its offerings into new segments and cities. Additional investment in Instamart will allow for expansion of its dark stores network, optimization of delivery logistics and increase SKU product range – in order to improve its position in the quick commerce domain. PAT continues to be in the red but has been showing consistent improvement over the last couple of years. Hence, we remain confident of the management's ability to put Swiggy's bottomline into the black in the near future. At the upper price band of ₹390 / share, Swiggy is valued at FY24 EV/Sales multiple of 7.7x, which we believe is fairly valued based on the current financials. Given the strong management backing and the oligopolistic industry structure – we believe that the stock is in a position to witness stellar gains as it gets tuned for increased shareholder returns, which may take some quarters. Hence, **we remain NEUTRAL to the IPO and recommend subscribing only from a long term perspective.**

## INDUSTRY OVERVIEW

Rapid infrastructure investments, increasing standards of living, improvements in ease of doing business and global economic integration are leading to sustained services sector resilience and in turn is a key driver for India reaching a GDP target of ₹297tn in FY24 GDP and a key factor for its 2028 target of ₹472tn.

The increasing affluence of the Indian middle class is going to continue to disproportionately drive growth in leisure and convenience-first services. Greater opportunities, higher standards of living and increased connectivity in such areas continues to attract talent, resulting in greater and denser urban centres – 50% of the population to reside in urban centres by 2050 vs. the current ~33%. A changing mindset along with focused efforts by the government and private sector employers to increase female participation continues to bear fruit (37% in FY23 vs 23% in FY18). With extremely busy lifestyles, nuclear families, increased traffic density and limited time – households are gravitating towards convenience providers - perceiving them as a beneficial trade-off between time and money. The increased need for better quality products and services has propelled the demand for organized retail across regions. A growing digitally-savvy populous, an increasing smartphone users' penetration (950mn+ by 2028), and a strong and robust digital payment infrastructure (UPI, Credit/Debit Cards, net banking, etc.) are strong catalysts fuelling digital commerce that offers greater purchase experience, versus traditional retail commerce – evident by the number of digital transactions that have grown at a 45% CAGR between FY18 and FY23. This ecosystem is particularly

favorable for high-frequency, fragmented categories like food services and retail, positioning hyperlocal platforms at the center of consumer trends with significant value across the value chain. Hyperlocal delivery platforms lead the charge owing to their quick fulfillment timelines and ability to handle high-frequency orders, resulting in growing consumer comfort across domains – delivery of food groceries, electronics, household essentials, travel, etc. Improved logistics infrastructure has increased the reach of organised channels. For suppliers, these platforms allow them to cater and advertise to a significantly larger audience thereby generating greater revenues at a negligible increase in fixed costs and commissions. On ground fulfillment of such services, via delivery partners, has opened up multiple avenues of employment at the grassroots level. The stable stream of income, lean skillset requirement, flexible working hours, access to credit and insurance facilities and an overall better quality of lifestyle has made fulfilment a lucrative opportunity. Overall, the technology evolution, rising dual-income households and busier lifestyles are the key catalysts for the increasing demand of such convenience based services, while the employment opportunities ensures proper and seamless supply and fulfilment of these services. Thus, we believe that the transition to digital and quick commerce signifies a structural shift in consumption patterns for households in the urban region, which will soon percolate to the larger semi-urban and rural regions as well.

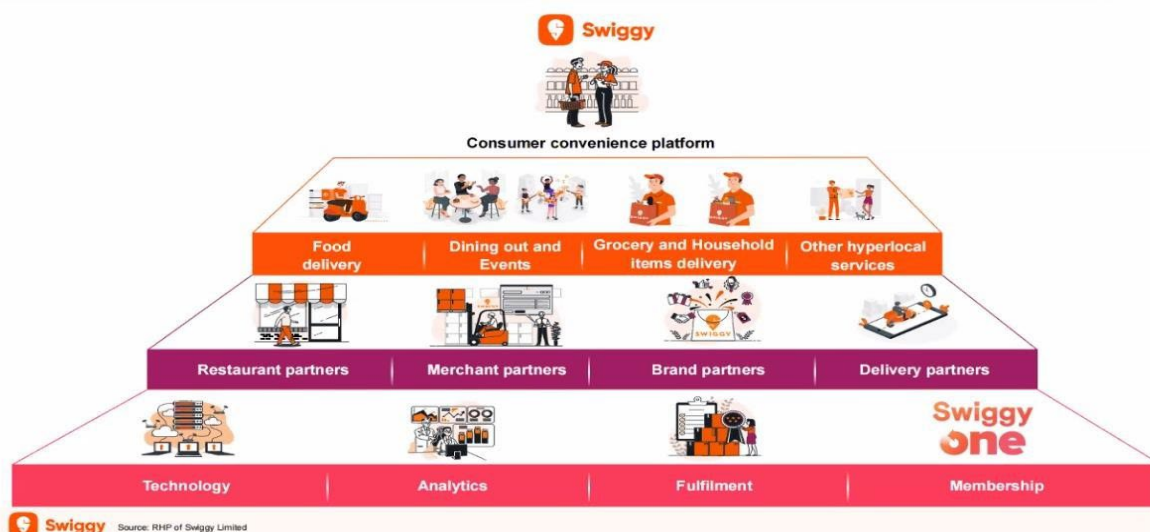
**Swiggy**

Founded in 2014, Swiggy is a Bangalore based marketplace platform which aggregates restaurants and merchant partners that can list their food and products, allows users to discover and purchase such items and facilitates the fulfilment of these orders through enabling delivery, reservations and payments, and lead generation for partners.

The platform segments its gamut of unique services into multiple offerings, each focusing on fulfilling a niche urban consumer need – browse, select, order and pay for food from restaurants and food outlets (“Food Delivery”), delivery of grocery and everyday household items (“Instamart”), same-day package deliveries (“Swiggy Genie”), restaurant reservations (“Dineout”), ticket bookings for events (“SteppinOut”), and engage in other hyperlocal commerce activities (“Swiggy Minis”).

These offerings are segmented into five business categories – (i) Food Delivery; (ii) Out-of-home (OOH) Consumption, covering dining out and events; (iii) Quick Commerce covering on-demand delivery of grocery and household items, (iv) Supply Chain and Distribution covering B2B supplies, warehousing, logistics and distribution for wholesalers and retailers, and (v) Platform Innovations covering new initiatives and offerings, such as Swiggy Genie, Swiggy Minis, among others.

For restaurants and merchant partners, Swiggy offers comprehensive business enablement solutions such as analytics-backed tools to enhance their online presence and user base; fulfilment services for streamlining their supply chain operations; and last-mile delivery.



Being one of the leading pioneers in a tech-based consumer-focused domain, Swiggy has become a synonymous brand name across households – christened as the most valuable brand in the Consumer Technology & Services Platforms category according to the Kantar BrandZ Most Valuable Indian Brands Report 2024.

## Revenue Split by Business Segments

### Food Delivery

Particulars (₹ mn)	FY22	FY23	FY24	Q1FY24	Q1FY25
Revenue from operations	33,913	41,300	51,601	11,926	15,153
Add: User delivery charges	10,385	10,492	8,726	2,581	1,854
Add: Fee from user (not included in revenue)	-	-	488	38	288
<b>Food Delivery Gross Revenue</b>	<b>44,298</b>	<b>51,792</b>	<b>60,816</b>	<b>14,545</b>	<b>17,296</b>
<b>Gross Order Value (GOV)</b>	<b>1,84,788</b>	<b>2,15,171</b>	<b>2,47,174</b>	<b>59,587</b>	<b>68,083</b>
<b>No. of Orders (mn)</b>	<b>454.1</b>	<b>516.9</b>	<b>577.7</b>	<b>131.0</b>	<b>156.0</b>
<b>Revenue (% of GOV)</b>	<b>18.4%</b>	<b>19.2%</b>	<b>20.9%</b>	<b>20.0%</b>	<b>22.2%</b>
<b>Gross Revenue (% of GOV)</b>	<b>24%</b>	<b>24.1%</b>	<b>24.6%</b>	<b>24.4%</b>	<b>25.4%</b>

### Quick Commerce (Instamart)

Particulars (₹ mn)	FY22	FY23	FY24	Q1FY24	Q1FY25
Revenue from operations	828	4,514	9,786	1,797	3740
Add: Delivery Fees from Users	414	959	1,092	325	293
<b>Quick Commerce Gross Revenue</b>	<b>1,242</b>	<b>5,473</b>	<b>10,877</b>	<b>2,123</b>	<b>4,034</b>
<b>Gross Order Value (GOV)</b>	<b>16,434</b>	<b>51,184</b>	<b>80,686</b>	<b>17,415</b>	<b>27,240</b>
<b>No. of Orders (mn)</b>	<b>41.66</b>	<b>128.48</b>	<b>175.46</b>	<b>39.53</b>	<b>55.90</b>
<b>Revenue (% of GOV)</b>	<b>5%</b>	<b>8.8%</b>	<b>12.1%</b>	<b>10.3%</b>	<b>13.7%</b>
<b>Gross Revenue (% of GOV)</b>	<b>7.6%</b>	<b>10.7%</b>	<b>13.5%</b>	<b>12.2%</b>	<b>14.8%</b>

### OOH Consumption (Dineout)

Particulars (₹ mn)	FY23	FY24	Q1FY24	Q1FY25
Revenue from operations	777	1,572	311	467
<b>Gross Order Value (GOV)</b>	<b>11,051</b>	<b>21,831</b>	<b>5,769</b>	<b>6,572</b>
<b>Revenue (% of GOV)</b>	<b>7%</b>	<b>7.2%</b>	<b>5.4%</b>	<b>7.1%</b>

### Platform Innovations

Particulars (₹ mn)	FY22	FY23	FY24	Q1FY24	Q1FY25
Revenue from operations	7,654	3,192	1,719	387.35	187.39
Add: Delivery Fees from Users	757	700	423	95.70	105.73
<b>Platform Innovations Gross Revenue</b>	<b>8,411</b>	<b>3,892</b>	<b>2,143</b>	<b>483.05</b>	<b>293.12</b>

## A Culture of Innovation

A core part of Swiggy's business strategy involves identifying and addressing convenience needs of users by leveraging insights from interactions with users and partners on the platform and deploying innovative and cost effective solutions and offerings that can not only plug the gap in a cost effective way but also increase user interaction on the platform.

New offerings are initially tested in target test markets, leveraging the existing network of users and partners to assess the market attractiveness and demand. Once a service is proven viable for achieving scale, profitable unit-economics and geographic reach through these tests, the firm starts scaling offerings across cities.

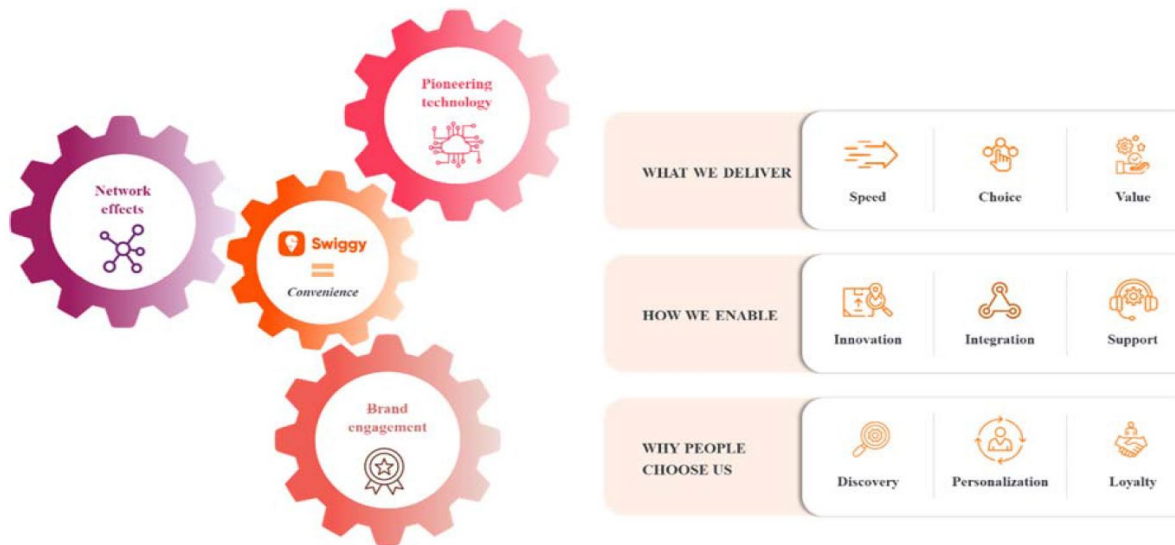
Strategic acquisitions that can help augment these services are also undertaken – most notable being the acquisition of 'Dineout' for enhancing offline experiences in restaurants. This acts as a self-reinforcing ecosystem where new offerings help drive interactions with users, and consequently enhances value for all ecosystem participants and the overall platform.

## The Platform

Front and centre to this strategy lies its multi-modal, multi-tenanted, flexible and scalable technology stack. The platform design consists of multiple algorithms and softwares that allow Swiggy to integrate new offerings on the platform quickly, thereby reducing costs and time in introducing new services in the market.

Being among the first hyperlocal commerce platforms, Swiggy pioneered the concept of restaurant-agnostic food delivery with the launch of its Food Delivery app in 2014. Its Quick Commerce ('Instamart') was launched in 2020, post its acquisition and ultimate merger of Mumbai-based Scootsy Logistics, a high-end food and essentials delivery service, into itself. The platform's ability to scale rapidly can be witnessed in the expansion of Instamart, which was expanded to 32 cities within 4 years of launch.

## Key Strengths



## Pioneers of high-frequency hyperlocal commerce categories driven by an innovation-led culture

With the launch of its delivery service in 2014 and Quick Commerce in 2020, Swiggy established itself as a leader in hyperlocal commerce innovation. The company focuses on enhancing user convenience, which drives engagement across its platform. By diversifying its offerings to include dining out, event bookings and product pick-up/drop-off, Swiggy expands both its service breadth and depth.

Through its robust technology stack, Swiggy is able to rapidly integrate new product offerings and services, exemplified by the rapid launch of "Swiggy Mall" within Instamart. Strategic acquisitions, such as Dineout, enhance service capabilities while maintain negligible equity dilution of 1.36%.

Through personalized recommendations and targeted advertising, it is able to enhance user interactions and create stakeholder value. Its data analytics capabilities further optimizes offerings and supply chain efficiency, positioning the company for sustained growth and competitive advantage.

## Increasing User Base and Engagement

Swiggy currently has witnessed over 112.73 mn transacting users since inception. The apps growing offerings, wide network of partners drive greater selection and faster delivery times continue to enhance user experience thereby enabling repeat orders, greater trust, higher order frequency and a growing base across its businesses. Its consumer centric culture of developing the platform for implementing different offerings and seamless user experience, increases the propensity of users to pay for convenience which in turn continues to drive higher engagement and user stickiness.

Avg. Monthly Transacting Users (mn)	FY 22	FY23	FY24	Q1-24	Q1-25
Overall	10.26	12.67	14.29	13.88	15.99
Food Delivery	9.86	11.57	12.73	12.56	14.03
Quick Commerce (Instamart)	1.10	3.20	4.24	3.89	5.24

To augment the value proposition to users, Swiggy offers a membership programme called “Swiggy One” which provides discounts and offers in addition to in-app payment solutions like digital wallet (Swiggy Money), Swiggy UPI, and a co-branded Swiggy-HDFC Bank credit card for additional benefits. For its restaurant partners, merchant partners (sellers of grocery and household items) and brand partners, the firm offers comprehensive business enablement solutions such as analytics-backed tools to enhance their online presence and user base, fulfilment services for streamlining their supply chain operations and last-mile delivery.

### Rich User Experience Owing to a Unified app

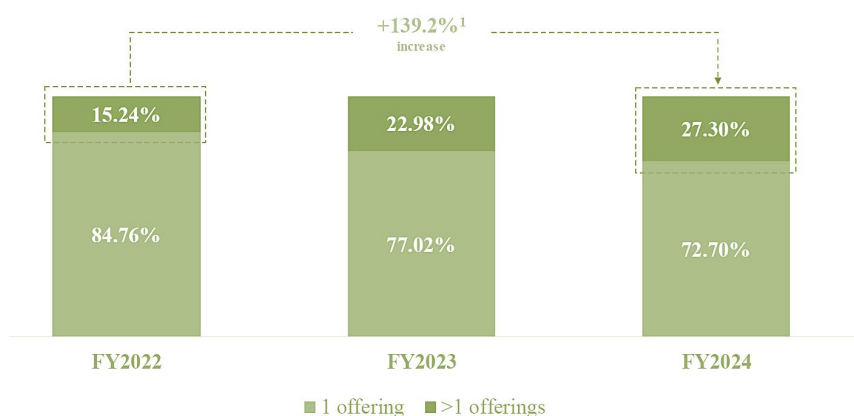
The strength of the company’s app lies in its ability to engage users across multiple offerings effectively. Swiggy’s pioneering position in convenience services and Consumer Technology has made the brand synonymous with convenience and quality in the minds of consumers. Being crowned as the most valuable brand in the Consumer Technology & Services Platforms category and being ranked as among India’s top 25 brands is further proof of the pudding.

Monthly GOV per Monthly Transacting User (₹)	FY22	FY23	FY24	Q1-24	Q1-25
Overall	1,633.8	1,825.1	2,039.4	1,987.1	2,124.5
Food Delivery	1,561.2	1,549.2	1,617.6	1,581.9	1,617.9
Quick Commerce	1,250.5	1,332.1	1,586.9	1,492.1	1,734.0

Through its unified app, the company is able to address a number of consumer-related needs – ordering-in, dining out, delivery of household items and intra-city logistics. This broad-based approach enables high user engagement and loyalty, reduced customer acquisition cost and an ability to drive new offerings cross-selling opportunities to a wide user base.

The platform integrates multiple high-frequency offerings with a streamlined payment infrastructure, creating a virtuous cycle that benefits all participants. Increased user engagement enhances delivery partner earnings, leading to faster delivery times and attracting potential consumers to the app. The higher traffic also attracts more restaurant, merchant, and brand partners, broadening service selections and driving user growth. Augmenting the high traffic, Swiggy also provides insights on platform interactions allowing partners to optimize their operations and enables personalized recommendations.

% Transacting Users split by number of services used





**A preferred medium for restaurant, merchant and brand partners**

The platform’s scale and unified app approach creates valuable opportunities for restaurant, merchant, and brand partners to engage with users at low incremental costs. Additionally, Swiggy offers various business enablement solutions, such as tools for targeted advertising, personalized recommendations, and real-time engagement to boost sales.

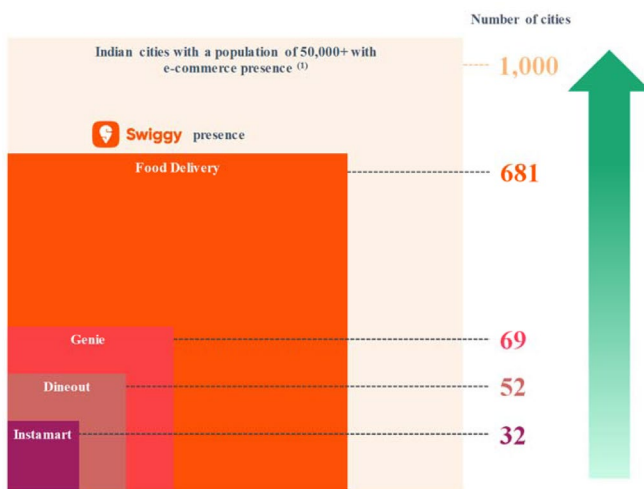
Avg. Monthly Transacting Restaurant Partners	FY 22	FY23	FY24	Q1-24	Q1-25
Food Delivery	1,29,036	1,74,598	1,96,499	183,138	223,671
OOH Consumption	-	10,426	26,575	22,889	33,352

The platform supports partners with an extensive on-demand delivery network, integrated payment systems, and end-to-end supply chain solutions, ensuring optimal returns on investment. Merchant partners benefit from inventory management through Dark Stores, reducing fixed costs and expanding outreach.

Through its data-analytics tools, Swiggy is able to enhance operational efficiency by analyzing demand patterns and optimizing delivery schedules and partner allocation. By understanding local user density and demand patterns across Dark Store locations, Swiggy is able to navigate fluctuating demand and order capacity. This helps reduce delivery times and costs while maximizing earnings for delivery partners.



**Growth Strategies**



	Q1FY25	Q1FY24	FY24	FY23	FY22
No. of New Cities Added	9	10	67	79	77

## Expanding offerings thereby increasing user base and growing the partner network

Swiggy aims to provide innovative solutions for urban users, targeting significant growth in the online food delivery and Quick Commerce markets.

To expand its user base and increase engagement, Swiggy will introduce new use cases focused on convenience, value, and faster delivery. The company plans to offer segmented services, such as budget-friendly options like PocketHero and premium listings like Swiggy Gourmet, while expanding its assortment of restaurant and merchant partners.

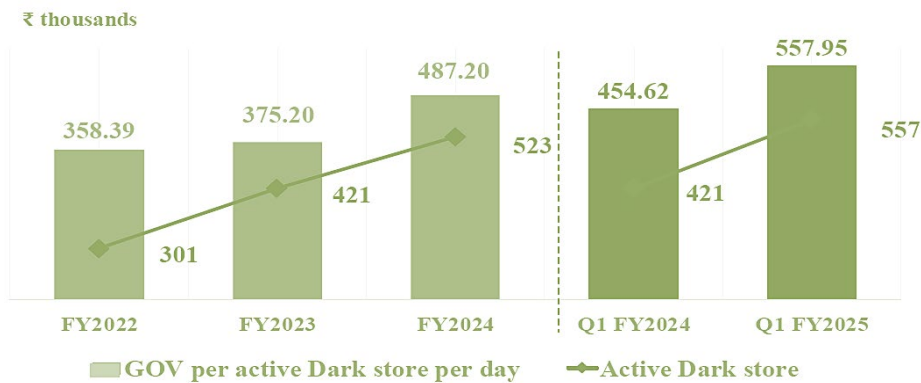
## Expand Dark Store footprint and basket-sizes for Quick Commerce

The company aims to expand its Quick Commerce network in existing and new cities by enhancing its Dark Store footprint. This will allow merchant partners to offer a broader product selection and improve order fulfillment efficiency.

New Dark Stores will continue to be strategically located to reduce delivery costs, improve delivery times and enhance user engagement. The company also plans to expand its non-grocery product categories (beauty, pet supplies, and electronics) to boost basket sizes and unit economics.

	Q1FY25	Q1FY24	FY24	FY23	FY22
No. of Dark Stores	581	444	538	460	330
Avg. Area of Dark Stores (sq. ft)	4,123	2,855	2,951	2,767	2,762

### GOV per active Dark store per day and Active Dark store

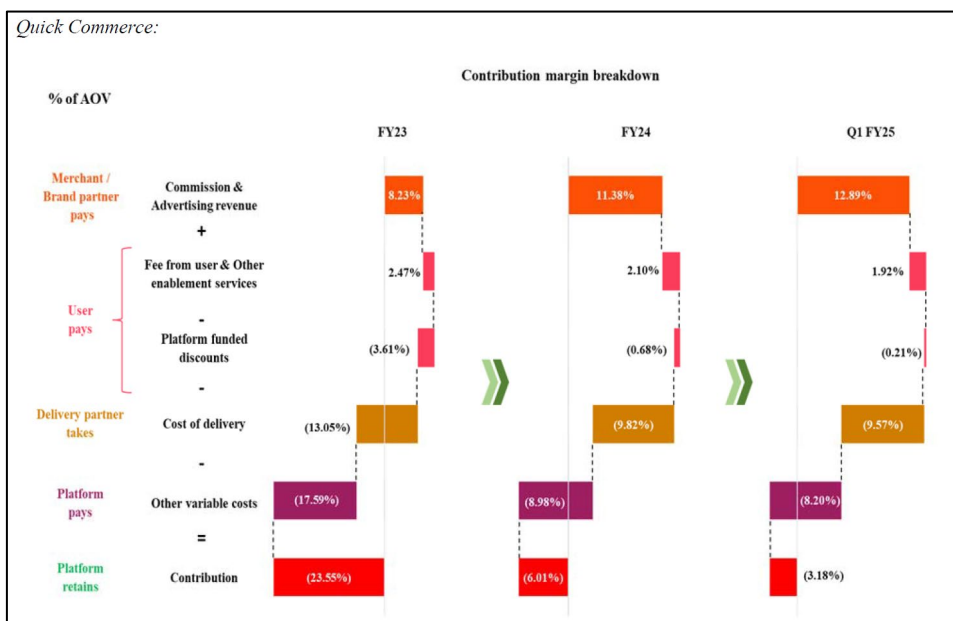
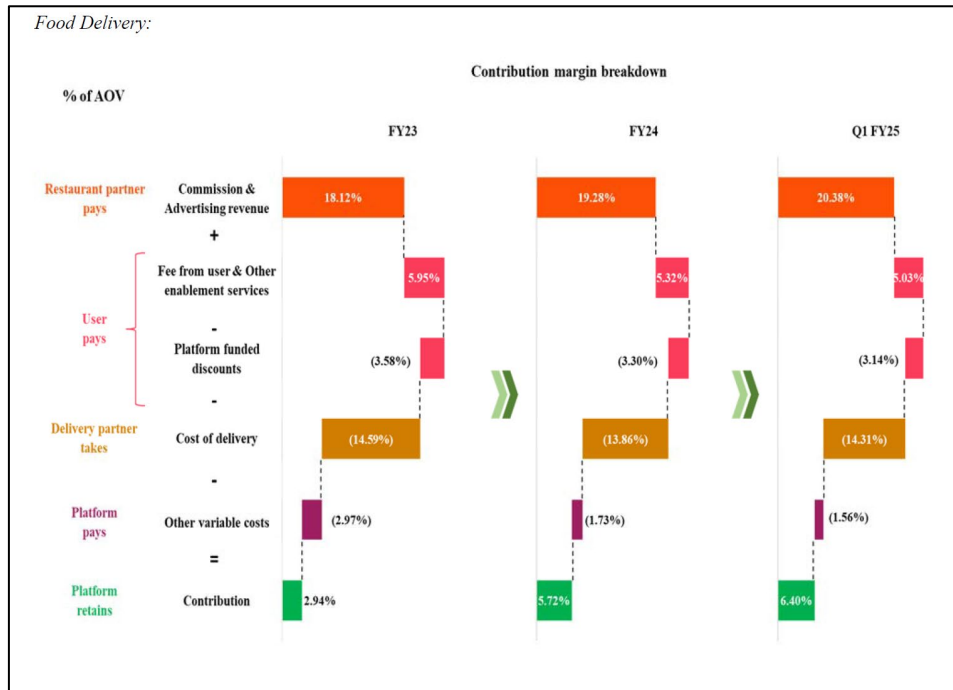


	FY25E	FY26E	FY27E	FY28E	Total
No. of Dark Stores to be Added	51	253	265	172	741
Avg. Area / Store (sq. ft)	3,500	3,500	3,500	3,500	-
Estimated Cap-Ex (₹ Crs)	45.3	242.8	274.7	192.6	755.4

## Improving contribution margin

With new offerings, the company incurs a high level of fixed costs for innovations, marketing, and promotions to drive user adoption at the initial stage. However, as these offerings scale, it benefits from repeat transactions and economies of scale.

Swiggy then leverages its established user and delivery partner network and operating leverage to enhance contribution margins as it scales. Its ability to scale rapidly drives better synergies across business segments and partners.



### Continue to invest in technology

Swiggy continues to invest in enhancing its in-house technology stack to improve platform experiences and operational efficiency. In line with Swiggy’s culture – these investments will be made with an aim to further innovate, iterate and improve the technology stack so as to enhance the platform experience and offerings for all stakeholders and improve operational efficiency. Investments will focus on expanding cloud capacity for greater user engagement and data handling.

### Optimizing last-mile delivery system and enhancing brand recall to the expanding user base

To improve supply chain efficiency, it is expanding the delivery network. Additionally, it will recruit top talent to strengthen the technology team and foster a culture of innovation. The company plans to streamline onboarding for delivery partners, provide better training, and leverage synergies across offerings.



Quick Commerce	Q1-25	Q1-24
No. of Product SKUs	19,200	8,800
Avg. Delivery Time (mins)	12.6	16.9
Avg. Order Value (₹)	487	441
Total Orders (mn)	55.90	39.53
Contribution Margin (%)	(3.18%)	(7.50%)

Targeted marketing campaigns, including digital media, sponsorships, and television ads, are also undertaken to attract users and partners. Restaurants are increasingly deploying advertising as the lever to increase growth and differentiate themselves from the competition. Many brands prefer advertising on transaction driven platforms where users have a higher intent to purchase. This offers brands a better return on investment and measurability of advertising spends. As the company expands geographically, brand-building campaigns will help raise awareness and encourage restaurant and brand partners to increase advertising spends on the platform.

Enhanced personalized recommendations aids in improving conversion rates and user loyalty, creating a cycle of growing transactions and brand recognition. Proactive engagement with users on social media, problem-solving chatbots and an app-based customer service experience further enhance customer retention.

## Risks & Concerns

- **Competitive Risk** – Zomato remains the major competitor in the Food Delivery and Quick Commerce (Blinkit). Homogeneity in terms of product SKUs, geographical reach, brand recall and overall business model between Zomato's Blinkit and Swiggy's Instamart means most end users focus remains on the platform offering the best value for money deal. Further, switching costs for users is very low. Pricing power is limited as small up moves in fees can result in a disproportionate decrease in the user base.
- **Delivery partner retention risk** – The backbone of the firm is its large and flexible network of delivery partners, which, coupled with a seamless experience of providing a user-centric platform has been essential to its success. With the boom in convenience services space and consumer-focused tech companies – a large delivery partner network is crucial to ensure timely fulfillment in the last mile delivery space. Thus, Delivery partners have access to a plethora of tech firms with whom they can tie up. The industry has most partners on-boarded on a contractual basis resulting in low switching barriers. Thus, any failure in attracting and retaining delivery partners in a cost-effective way may have an adverse effect on the operations.
- **Supplier Retention Risk** – With no exclusive tie-ups most restaurant, brand and merchant partners have multiple supply channels. Any inability to attract and/or retain partners will divert user engagement to other platforms thereby limiting revenue growth.
- **Dark Store Network Risk** – Swiggy's Instamart relies on the location, size and density of the Dark Stores to ensure access to a wide selection of products along with rapid and cost-effective delivery fulfillment methods – thereby enabling a superior customer experience and driving repeat orders.
- **Technology Risk** – Swiggy's offerings and services can only be availed through its unified app and website and the company has no consumer facing offline presence. The uninterrupted functioning of the technology platform is essential to the business. Any systems failures, data breaches and resulting interruptions in the availability of website, mobile application or platform could adversely affect operations.

## Strong Management Backing

**A team of dynamic entrepreneurs and experienced professionals continue remain the backbone of this technology based consumer centric platform. Throughout their tenure, the team has demonstrated leadership skills in innovation and execution prowess – thereby evolving the online Food Delivery and Quick Commerce industries in India to greater heights. Dedicated leaders for each business line allows for quick decision-making and ownership of results, ensuring smooth operations throughout the value chain.**

- **Anand Kripalu** is an Independent Director and the Chairman, since December, 2023. He is currently the managing director and global chief executive officer at EPL Limited. He holds a B.Tech degree in electrical engineering from IIT, Madras and a post graduate diploma in management from IIM, Calcutta. He also holds certification in advanced management program by The Wharton School, University of Pennsylvania. He was previously associated with Diageo in India - United Spirits Limited for 8 years. Further, he was also associated with Cadbury Schweppes Asia Pacific, Hindustan Lever Limited, and DCM Data Products.
- **Sriharsha Majety** is the Managing Director and Group Chief Executive Officer of Swiggy. He holds a bachelor's degree in engineering in electrical and electronics engineering from BITS, Pilani and a post graduate diploma in management from IIM, Calcutta. He was awarded the 'Entrepreneur of the Year 2019' at 'The Economic Times Awards for Corporate Excellence' by The Economic Times in November, 2019.
- **Lakshmi Nandan Reddy Obul** is a Whole-time Director - Head of Innovation. With over 10 years of experience, he holds a master's degree in science (honors) in physics from BITS, Pilani. He has previously worked with Intellectual Capital Advisory Services Pvt. Ltd. (Intellectap) as an associate, business consulting.
- **Shailesh Vishnubhai Haribhakti** is an Independent Director since January 24, 2023. He is a member of the ICAI, an associate member of the Association of Certified Fraud Examiners and a certified financial planner, a certified internal auditor and he has cleared final examination of the Institute of Cost and Works Accountants of India. His 15+ years of experience includes his previous association with Blue Star Limited, L&T Finance Holdings Limited, Raymond Limited, Ambuja Cements Limited and Torrent Pharmaceuticals Limited.
- **Sahil Barua** is an Independent Director on our Board since January 24, 2023. He holds a bachelor's degree in technology from National Institute of Technology Karnataka, Surathkal and a post graduate diploma in management from Indian Institute of Management, Bangalore. He is the co-founder and chief executive officer of Delhivery Limited for over 11 years and has previously worked with Bain and Company India Private Limited as a consultant for over 2 years.
- **Suparna Mitra** is an Independent Director on our Board since April 1, 2024. She is the chief executive officer of the watches and wearables division of Titan Company Limited ("Titan") and has been associated with Titan for 18 years and also serves on the Board of Governors for the Indian Institute of Management, Kozhikode for 5 years. Further, she has previously served on the board of Tata Power Solar Systems Ltd.

### Peer Comparison

Particulars	FY24	FY24	FY23	FY23	FY22	FY22
Overall	Swiggy	Zomato	Swiggy	Zomato	Swiggy	Zomato
B2C GOV (₹ mn)	3,49,691	4,79,180	2,77,405	N/A	2,01,223	N/A
Gross Revenue (₹ mn)	1,23,203	1,25,450	94,797	86,900	68,604	55,400
Adj. EBITDA (₹ mn)	-18,356	3,720	-39,103	-7,800	-32,338	9,700
<b>Food Delivery</b>						
Orders (mn)	578	753	517	647	454	535
GOV (₹ mn)	2,37,174	3,22,240	2,15,171	2,63,100	1,84,788	2,13,000
AOV (₹)	428	428	416	407	407	398
Gross Revenue (₹ mn)	60,816	77,920	51,792	61,500	44,298	47,600
Contribution Margin (% of GOV)	0	0	0	0	0	0
Adj. EBITDA (₹ mn)	-472	9,120	-10,350	-100	-14,095	-7,700
MTU (mn)	13	18	12	17	10	15
Active Restaurant Partners	1,96,499	2,47,000	1,74,598	2,10,000	1,29,036	1,80,000
<b>Quick Commerce</b>						
Orders (mn)	175	203	128	119	42	N/A
GOV (₹ mn)	80,686	1,24,690	51,184	64,500	16,434	N/A
AOV (₹)	460	613	398	542	394	N/A
Gross Revenue (₹ mn)	10,877	2,30,202	5,473	10,640	1,242	N/A
Contribution Margin (% of GOV)	-0	0	-0	-0	-0	N/A
Adj. EBITDA (₹ mn)	-13,091	-3,840	-20,268	-10,150	-8,833	N/A
MTU (mn)	4	5	3	3	1	N/A
Active Dark Stores	523	526	421	377	301	N/A
<b>Out of Home Consumption</b>						
GOV (₹ mn)	21,831	32,250	11,051	N/A	N/A	N/A
Gross Revenue (₹ mn)	1,572	2,570	777	2,300	-	2,400
Adj. EBITDA (₹ mn)	-1,736	-60	-1,372	-200	-65	-700

**Financials**

₹ Mn	Q1FY25	Q1FY24	FY24	FY23	FY22
Revenue	32,222	23,898	1,12,474	82,646	57,049
COGS	11,954	9,100	46,042	33,809	22,680
Gross Profit	20,269	14,798	66,432	48,837	34,368
% Margin	63%	62%	59%	59%	60%
Employee Exp	5,892	4,858	20,122	21,298	17,085
Other Exp	19,819	15,680	68,390	70,297	53,794
EBITDA	-5,442	-5,740	-22,080	-42,758	-36,511
% Margin	-17%	-24%	-20%	-52%	-64%
Dep & Amort Exp	1,217	913	4,206	2,858	1,701
EBIT	-6,659	-6,653	-26,286	-45,616	-38,212
Interest Exp	198	174	714	582	484
Exceptional Items	-131	-7	-306	-93	-1,732
Oth. Income	879	1,198	3,870	4,499	4,149
Profit / (Loss) of Associate	-1	-5	-66	-1	-10
PBT	-6,110	-5,641	-23,502	-41,793	-36,289
Tax	-	-	-	-	-
Profit / (Loss) After Tax	-6,110	-5,641	-23,502	-41,793	-36,289
% Margin	-19%	-24%	-21%	-51%	-64%
No. of shares (mn) (Post IPO)	2,238	2,238	2,238	2,238	2,238
EPS (Post IPO Dilution)	-2.73	-2.52	-10.50	-18.67	-16.21
RoE	-33%	-26%	-30%	-46%	-30%
RoCE	-35%	-31%	-33%	-50%	-31%
Net Worth	74,450	86,606	77,915	90,566	1,22,669
Gross Debt	2,566	-	2,112	-	-
Net Capital Employed	77,016	86,606	80,026	90,566	1,22,669
Cash/Equivalent	8,395	12,217	8,909	8,639	11,039
Net Debt	-5,829	-12,217	-6,797	-8,639	-11,039
Fixed Assets	4,679	3,556	4,528	3,137	3,116
Investments - Long Term	17,792	14,221	14,772	16,969	13,373
Investments - Short Term	29,183	46,929	37,285	48,572	90,680
Long Term Borrowings	1,546	-	960	-	-
Short Term Borrowings	1,020	-	1,152	-	-
Current Assets	62,223	79,398	67,366	78,227	1,21,336
Cash & Equivalents	8,395	12,217	8,909	8,639	11,039
Receivables	11,896	9,502	9,639	10,623	11,119
Current Liabilities	21,979	19,728	21,068	17,035	16,838
Net Payables	9,895	8,799	8,809	8,732	9,561
P/S	6.77	9.13	7.76	10.56	15.30
EV/Sales	6.73	9.00	7.70	10.46	15.11

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Name of the Security	<b>Swiggy Limited</b>
Name of the analyst	Prasad Hase
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Analyst :	No
Analyst's Relative : Yes / No	No
Analyst's Associate/Firm : Yes/No	No
Conflict of Interest	No
Receipt of Compensation	No
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