

IPO Report

“Subscribe with Caution” to

Delhivery Ltd.

Retail and non-institutional investors can ignore this issue



IPO Report

6th May 2022

Salient features of the FPO:

- Logistics services player **Delhivery Ltd.** (Delhivery), is coming up with an IPO to raise around Rs. 5,235cr, which opens on 11th May and closes on 13th May 2022. The price band is Rs. 462 - 487 per share.
- The IPO is a combination of fresh and OFS. The company will not receive any proceeds from the OFS portion. However from the fresh issue net proceeds, Rs. 2,000cr and Rs. 1,000cr will be utilized to fund organic and inorganic growth initiatives, respectively.
- In Sept. 2021, Delhivery executed shares allotment to certain pre-IPO shareholders at a price of Rs. 380 per share, which is around 22% discount to the higher band of the IPO.
- With continuing volatility in the global equity market (arising from the ongoing Russia-Ukraine conflict, surge in crude & commodities prices and re-emergence of Covid-19 cases in China), the company has reduced the IPO size by around 30% from an earlier target of raising Rs. 7,460.

Key competitive strengths:

- Rapid growth, extensive scale and improvement in unit economics
- Proprietary logistics operating system
- Vast data intelligence capabilities
- Network design and engineering
- Integrated portfolio of logistics services
- Strong relationships with a diverse customer base
- Extensive ecosystem of partners, enabling an asset-light business model and extended reach
- Highly qualified, professional team

Risk and concerns:

- Unfavorable government policies and regulations
- Weakness in the economic activities
- Volatility in the domestic equity markets
- Revenue concentration risk
- Unfavorable rise in operating costs
- Continued loss making operations
- Competition

Below are the key highlights of the company:

- The Indian logistics sector is one of the largest in the world and presents a large addressable opportunity with a direct spends of USD 216bn in FY20. The sector is expected to grow at 9% CAGR to USD 365bn by FY26. Road transportation is the largest segment in the logistics market and is estimated at USD 124bn in FY20. It is further expected to grow by 8% CAGR to reach a size of USD 200bn by FY26.
- The logistics market mainly comprises of transportation and warehousing, of which transportation accounted for 70% i.e. USD 151bn in FY20. Organized players accounted for only 3.5% of the market and are expected to grow at 35% CAGR between FY20-26, taking the share to 12.5-15%.
- Apart from traditional logistics operators, the new-age tech-enabled logistic operators in India have built asset-light models with full control over operational decisions while network partners providing the assets. These players have grown rapidly over the past few years and consistently reduced operating losses as they have scaled operations. Delhivery has built an in-house logistics technology stack to meet the dynamic needs of modern supply chains. It has over 80 applications through which it provides various services and also governs the transaction flows from end-to-end.

Recommendation	Subscribe with Caution
Price band	Rs. 462 - 487 per share
Face value	Rs. 1
Shares for fresh issue	8.214 - 8.658cr shares
Shares for OFS	2.536 - 2.673cr shares
Fresh issue size	Rs. 4,000cr
OFS issue size	Rs. 1,235cr
Total issue size	10.749 - 11.331cr shares (Rs. 5,235cr)
Reserved for employees	0.041 - 0.043cr shares (Rs. 20cr)
Net issue size	10.708 - 11.288cr shares (Rs. 5,215cr)
Bidding date	11 th May - 13 th May 2022
MCAP at higher price band	Rs. 35,283cr
Enterprise value	Rs. 27,535cr

Book running lead manager	Kotak Mahindra Capital Company Ltd., Morgan Stanley India Company Pvt. Ltd., BofA Securities India Ltd. and Citigroup Global Markets India Pvt. Ltd.
Registrar	Link Intime India Pvt. Ltd.
Sector	Logistics Solution Provider
Promoters	The company is a professionally managed and thus does not have any identifiable promoter

Issue breakup		
Category	Percent of issue (%)	Number of shares
QIB portion	75%	8.031 - 8.466cr shares
Non institutional portion	15%	1.606 - 1.693cr shares
Retail portion	10%	1.071 - 1.129cr shares

Indicative IPO process time line	
Finalization of basis of allotment	19 th May 2022
Unblocking of ASBA account	20 th May 2022
Credit to demat accounts	23 rd May 2022
Commencement of trading	24 th May 2022

Pre and post - issue shareholding pattern		
	Pre-issue	Post-issue
Promoter & promoter group	00.00%	00.00%
Public	100.00%	100.00%
Total	100.00%	100.00%

Retail application money at higher cut-off price per lot	
Number of shares per lot	30
Employee discount	Rs. 25 per share
Application money	Rs. 14,610 per lot

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Key highlights of the company (Contd...):

Company name	Face value (Rs.)	CMP (Rs.)	MCAP (Rs. cr)	EV (Rs. cr)	Stock return (%)				TTM total operating revenue (Rs. cr)	TTM EBITDA (Rs. cr)	TTM PAT (Rs. cr)	TTM gross margin	TTM EBITDA margin	TTM PAT margin
					1 M	3 M	6 M	1 Y						
Delhivery Ltd.	1	487	35,283	27,535					5,813	(558)	(1,009)	24.2%	-9.6%	-17.4%
Blue Dart Express Ltd.	10	6,924	16,429	16,213	2.8%	3.5%	1.0%	32.3%	4,213	956	335	100.0%	22.7%	8.0%
GATI Ltd.	2	163	2,002	2,117	-1.8%	-21.9%	3.9%	61.5%	1,510	38	(133)	84.3%	2.5%	-8.8%
Mahindra Logistics Ltd.	10	498	3,582	3,355	-1.3%	-13.0%	-25.5%	-0.6%	4,083	198	37	99.8%	4.8%	0.9%
TCI Express Ltd.	2	1,775	6,833	6,748	2.7%	-5.4%	-11.0%	101.4%	1,063	179	136	100.0%	16.8%	12.7%
VRL Logistics Ltd.	10	568	5,021	5,106	16.0%	7.0%	29.5%	158.5%	2,329	374	141	100.0%	16.1%	6.1%
Average												96.8%	12.6%	3.8%

Company name	3Y top-line growth (CAGR)	3Y EBITDA growth (CAGR)	3Y PAT growth (CAGR)	3Y average EBITDA margin	3Y average PAT margin	3Y capital employed growth (CAGR)	3Y CFO growth (CAGR)	3Y average working capital cycle (Days)	3Y average fixed asset turnover (x)	3Y average total asset turnover (x)	3Y average RoE	3Y average RoIC
Delhivery Ltd.	48.5%	-72.4%	-51.7%	-35.8%	-43.0%	74.0%		14.9	3.4	0.4	-21.6%	-24.2%
Blue Dart Express Ltd.	1.8%	55.5%	6.5%	14.9%	1.5%	14.0%	75.6%	21.7	2.7	1.0	8.1%	11.8%
GATI Ltd.	-16.0%	-47.7%		2.9%	-7.0%	-18.5%	-29.6%	(71.1)	1.8	1.1	-17.1%	0.1%
Mahindra Logistics Ltd.	-7.9%	-5.8%	-40.8%	4.2%	1.6%	16.5%	75.9%	13.1	24.6	2.6	10.9%	12.9%
TCI Express Ltd.	-9.2%	6.2%	17.5%	13.1%	9.2%	17.2%	23.8%	43.0	4.7	2.2	25.6%	25.1%
VRL Logistics Ltd.	-8.6%	0.7%	-30.0%	13.3%	3.7%	4.7%	18.8%	19.4	2.3	1.8	12.1%	10.4%
Average	-8.0%	1.8%	-11.7%	9.7%	1.8%	6.8%	32.9%	5.2	7.2	1.7	7.9%	12.1%

Company name	TTM EPS (Rs.)	BVPS (Rs.)	DPS (Rs.)	Debt equity ratio (x)	Fixed asset turnover ratio (x)	Total asset turnover ratio (x)	TTM RoE	TTM RoCE	TTM P / E (x)	P / B (x)	EV / TTM Sales (x)	EV / TTM EBITDA (x)	MCAP / TTM Sales (x)	TTM Earning yield
Delhivery Ltd.	(13.9)	150.1	0.0	0.1	5.1	0.5	-9.3%	-37.7%	(35.0)	3.2	4.7	(49.4)	6.1	-2.9%
Blue Dart Express Ltd.	141.3	249.5	0.0	0.4	2.6	1.2	56.6%	29.3%	49.0	27.8	3.8	17.0	3.9	2.0%
GATI Ltd.	(10.8)	42.7	0.0	0.3	2.3	1.2	-25.3%	1.0%	(15.0)	3.8	1.4	55.1	1.3	-6.6%
Mahindra Logistics Ltd.	5.2	79.0	1.5	0.0	11.2	2.5	6.5%	12.8%	96.6	6.3	0.8	17.0	0.9	1.0%
TCI Express Ltd.	35.2	112.7	2.0	0.0	4.2	2.0	31.2%	47.8%	50.4	15.7	6.3	37.7	6.4	2.0%
VRL Logistics Ltd.	16.0	67.6	0.0	0.2	2.4	1.9	23.6%	23.3%	35.6	8.4	2.2	13.7	2.2	2.8%
Average			0.7	0.2	4.6	1.7	18.5%	22.9%	43.3	12.4	2.9	28.1	2.9	0.2%

Source: Choice Broking Research

- Based on the revenue in FY21, Delhivery was the largest and fastest growing fully-integrated logistics services player in India. It provides full range of logistics services, including express parcel delivery, heavy goods delivery, part truckload (PTL) freight, truckload (TL) freight, warehousing, supply chain solutions, cross-border express & freight services and supply chain software. Additionally the company provides value added services such as e-commerce return services, payment collection & processing, installation & assembly services and fraud detection.
- Express parcel delivery is the major revenue contributor (65-70%) for the company. Key growth driver for this segment is the growth in the e-commerce market and rising consumer expectations of faster goods delivery. In term of shipment volume and revenue, Delhivery was the largest and fastest growing third party logistics (3PL) player in FY21 and during 9M FY22. It had 16% share of the overall e-commerce volumes (including captive players) shipment in FY21, which further got increased to 24-25% during Q3 FY22. Among the 3PL players handling the e-commerce shipments, Delhivery had 40% market share in FY21. Its customers include e-commerce market place, e-commerce retailers, D2C brands, omni-channel retailers, SMEs, banks and financial institutions. As of 31st Dec. 2021, the company had 20,498 active customers in this segment.
- PTL is another vertical of the company contributing 10-15% to the revenue. PTL freight services is the fastest growing segment and post the acquisition of Spoton, Delhivery became the third largest PTL player in India in FY21 with a market share of around 8.3% in the organized PTL market. Together with Spoton, the company had 7,900 active customers across sectors like consumer durables, auto, lifestyle, fashion, e-commerce, FMCG and retail. TL freight and the supply chain services are other two verticals contributing around 5% and 10%, respectively, to the consolidated revenue in FY21.
- As of 31st Dec. 2021, Delhivery operated a pan-India network and provided services across 17,488 PIN codes (i.e. 90.6% of the pin codes of India). The company also operated 21 fully and semi-automated sortation centers and 82 gateways across India (excluding Spoton). Its automated sort centers have a capacity to handle 0.37cr shipments per day. Due to its fully integrated stack of services, asset-light model and technology-led control of network assets & partners, Delhivery has developed the ability to address all aspects of the supply chain, thereby catering to a large part of the overall logistics market in India.

Key highlights of the company (Contd...):

- In terms of growth, Delhivery has reported a robust business growth over FY19-21. However, the company remained loss making on the operating and PAT levels. On the back of 39.6% and 75.3% CAGR rise in the express delivery and PTL freight volume over FY19-21, it reported a 48.5% CAGR growth in the consolidated top-line to Rs. 3,646.5cr in FY21. The company remained in loss at operating level, but operating loss declining from Rs. 1,618.5cr in FY19 to Rs. 122.9cr in FY21. With 44.4% CAGR rise in depreciation charges, reported PAT declined by 51.7% CAGR to Rs. 415.7cr in FY21. Over FY19-21, cash flow from operating and investing activities were largely in red, however, the operations was well supported by equity funding. Financial liabilities increased by 61.4% CAGR with debt-to-equity ratio of 0.4x in FY21. On TTM basis, the company reported a top-line of Rs. 5,813.2cr with EBITDA and PAT loss of Rs. 557.8cr and Rs. 1,009.4cr, respectively.

Peer comparison and valuation: The domestic logistics sector presents a large addressable opportunity for organized players like Delhivery. The company with its integrated services, investments in technology & engineering and network & scale-driven efficiencies is well positioned to benefit from the expansion in the logistics market. At higher price band of Rs. 487, Delhivery is demanding an EV/TTM sales multiple of 4.7x, which is at premium to peer average of 2.9x. Considering the company's loss making operations, we are assigning a **"Subscribe with Caution"** rating for the issue.

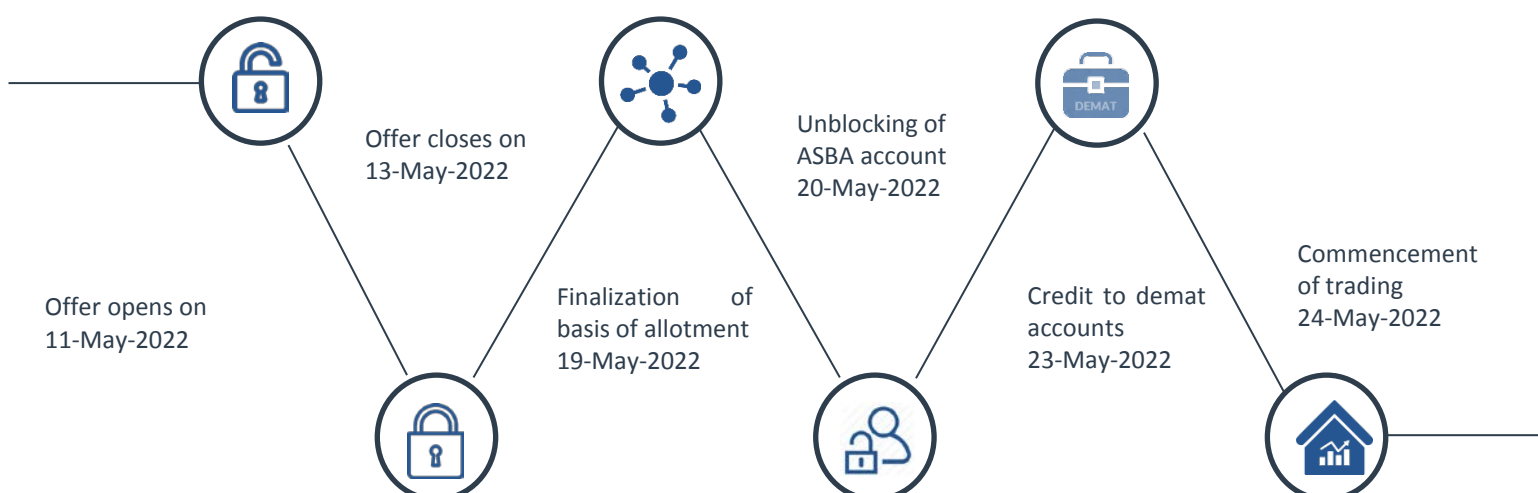
About the issue:

- Delhivery is coming up with an IPO with 10.749 - 11.331cr shares (fresh issue: 8.214 - 8.658cr shares; OFS shares: 2.536 - 2.673cr shares) in offering. The offer represents around 14.84% of its post issue paid-up equity shares of the company. Total IPO size is Rs. 5,235cr.
- The issue will open on 11th May 2022 and close on 13th May 2022.
- The issue is through book building process with a price band of Rs. 462 - 487 per share.
- The IPO is a combination of fresh and OPS. The company will not receive any proceeds from the OFS portion. However from the fresh issue net proceeds, Rs. 2,000cr and Rs. 1,000cr will be utilized to fund organic and inorganic growth initiatives, respectively.
- 0.041 - 0.043cr shares are reserved for eligible employees. Additionally the employee discount is set at Rs. 25 per share. Thus net IPO size is Rs. 5,215cr.
- 75% of the net issue are reserved for qualified institutional buyers, while 15% and 10% of the net issue is reserved for non-institutional bidders and retail investors, respectively.
- The company is a professionally managed and thus does not have any identifiable promoter.

Pre and post-issue shareholding pattern (%)		
	Pre-issue	Post-issue (at higher price band)
Promoter & promoter group	00.00%	00.00%
Public	100.00%	100.00%

Source: Choice Equity Broking

Indicative IPO process time line:



Financial performance:

Performance over FY19-21: In terms of growth, Delhivery has reported a robust business growth over FY19-21. However, the company remained loss making on the operating and PAT levels.

On the back of 39.6% and 75.3% CAGR rise in the express delivery and PTL freight volume over FY19-21, the company reported a 48.5% CAGR growth in the consolidated top-line to Rs. 3,646.5cr in FY21. Express parcel, PTL freight, TL freight and supply chain services segment contributed 69.9%, 10.5%, 5.9% and 10.7%, respectively to the consolidated revenue.

Total operating expenditure increased by 7.3% CAGR. Additionally, as a percent of top-line, operating expenditure declined from 197.9% in FY19 to 103.4% in FY21. Consequently, Delhivery remained in loss at operating level, but operating loss declining from Rs. 1,618.5cr in FY19 to Rs. 122.9cr in FY21.

With 44.4% CAGR rise in depreciation charges, reported PAT declined by 51.7% CAGR to Rs. 415.7cr in FY21. Over FY19-21, cash flow from operating and investing activities were largely in red, however, the operations was well supported by equity funding. Financial liabilities increased by 61.4% CAGR with debt-to-equity ratio of 0.4x in FY21.

On TTM basis, the company reported a top-line of Rs. 5,813.2cr with EBITDA and PAT loss of Rs. 557.8cr and Rs. 1,009.4cr, respectively.

Consolidated financial snapshot (Rs. cr)	FY19	FY20	FY21	TTM	CAGR over FY19-21	Y-o-Y (Annual)
(Rs. cr)	FY19	FY20	FY21	TTM	CAGR (%)	Y-o-Y (%)
Business from the sales of services	1,653.9	2,774.8	3,635.4	5,623.4	48.3%	31.0%
Business from the sales of traded goods	0.0	5.8	11.1	189.7		92.9%
Revenue from operations	1,653.9	2,780.6	3,646.5	5,813.2	48.5%	31.1%
Gross profit	403.2	591.0	858.2	1,407.8	45.9%	45.2%
EBITDA	(1,618.5)	(172.0)	(122.9)	(557.8)	-72.4%	-28.5%
Reported PAT	(1,783.3)	(268.9)	(415.7)	(1,009.4)	-51.7%	54.6%
Restated reported EPS	(24.6)	(3.7)	(5.7)	(13.9)	-51.7%	54.6%
Cash flow from operating activities	(242.7)	(633.9)	4.8	(312.4)		
NOPLAT	(1,788.5)	(427.7)	(477.6)	(1,038.2)	-48.3%	11.7%
FCF		574.4	(380.3)			
RoIC (%)	-52.5%	-15.7%	-15.4%	-16.9%	3,708 bps	22 bps
Revenue growth rate (%)		68.1%	31.1%			
Gross profit growth rate (%)		46.6%	45.2%			
Gross profit margin (%)	24.4%	21.3%	23.5%	24.2%	(84) bps	228 bps
EBITDA growth rate (%)		-89.4%	-28.5%			
EBITDA margin (%)	-97.9%	-6.2%	-3.4%	-9.6%		282 bps
EBIT growth rate (%)		-76.1%	11.7%			
EBIT margin (%)	-108.1%	-15.4%	-13.1%	-18.0%		228 bps
Restated reported PAT growth rate (%)		-84.9%	54.6%			
Restated reported PAT margin (%)	-107.8%	-9.7%	-11.4%	-17.4%		(173) bps
Inventory days	6.6	3.4	2.9	2.6	-34.1%	-15.0%
Debtor days	47.4	53.6	59.9	56.0	12.4%	11.8%
Payable days	(46.2)	(36.0)	(46.8)	(64.9)	0.7%	30.2%
Cash conversion cycle	7.8	21.0	15.9	(6.3)	42.7%	-24.2%
Fixed asset turnover ratio (x)	3.4	3.6	3.2	1.8	-2.3%	-10.0%
Total asset turnover ratio (x)	0.4	0.6	0.8	0.7	39.6%	24.3%
Current ratio (x)	9.2	4.2	3.3	3.0	-40.6%	-21.8%
Quick ratio (x)	9.2	4.1	3.2	3.0	-40.7%	-22.0%
Total debt (Rs.)	479.0	864.3	1,247.5	1,428.2	61.4%	44.3%
Net debt (Rs.)	(2,314.9)	(354.8)	262.5	(670.3)		
Debt to equity (x)	0.1	0.3	0.4	0.2	76.4%	61.3%
Net debt to EBITDA (x)	1.4	2.1	(2.1)	1.2		
RoE (%)	-52.6%	-8.5%	-14.7%	-16.9%	3,798 bps	(617) bps
RoA (%)	-43.9%	-6.2%	-9.0%	-12.0%	3,485 bps	(287) bps
RoCE (%)	-195.4%	-17.0%	-17.4%	-21.4%		(44) bps

Source: Choice Equity Broking



Competitive strengths:

- Rapid growth, extensive scale and improvement in unit economics
- Proprietary logistics operating system
- Vast data intelligence capabilities
- Network design and engineering
- Integrated portfolio of logistics services
- Strong relationships with a diverse customer base
- Extensive ecosystem of partners, enabling an asset-light business model and extended reach
- Highly qualified, professional team

Business strategy:

- Expand investments in infrastructure and network
- Continue to build scale in existing business lines
- Deepen customer relationships
- Enhance technology (software and hardware) capabilities
- Externalize logistics operating system
- Create new adjacent growth vectors
- Expand into high-growth international markets similar to India
- Pursue strategic alliances and select acquisition and investment opportunities



Risk and concerns:

- Unfavorable government policies and regulations
- Weakness in the economic activities
- Volatility in the domestic equity markets
- Revenue concentration risk
- Unfavorable rise in operating costs
- Continued loss making operations
- Competition

Financial statements:

Consolidated profit and loss statement (Rs. cr)

	FY19	FY20	FY21	TTM	CAGR over FY19 - 21	Annual growth over FY20
Revenue from operations	1,653.9	2,780.6	3,646.5	5,813.2	48.5%	31.1%
Freight, handling and servicing cost	(1,250.7)	(2,183.8)	(2,778.1)	(4,231.0)	49.0%	27.2%
Purchase of traded goods		(5.8)	(10.2)	(177.3)		76.9%
Change in inventory of traded goods				2.9		
Gross profit	403.2	591.0	858.2	1,407.8	45.9%	45.2%
Employee benefit expense	(344.6)	(490.9)	(610.9)	(1,144.8)	33.1%	24.5%
Fair value loss on financial liabilities at fair value through profit or loss	(1,480.7)		(9.2)	(308.9)	-92.1%	
Other expenses	(196.4)	(272.2)	(361.0)	(511.9)	35.6%	32.7%
EBITDA	(1,618.5)	(172.0)	(122.9)	(557.8)	-72.4%	-28.5%
Depreciation and amortization expense	(170.0)	(255.6)	(354.6)	(488.2)	44.4%	38.7%
EBIT	(1,788.5)	(427.6)	(477.6)	(1,046.1)	-48.3%	11.7%
Finance costs	(35.8)	(49.2)	(88.6)	(100.9)	57.3%	80.1%
Other income	41.0	208.1	191.8	130.0	116.3%	-7.8%
Exceptional items			(41.3)			
PBT	(1,783.3)	(268.8)	(415.7)	(1,017.0)	-51.7%	54.7%
Tax expenses		(0.1)		7.6		
Reported PAT	(1,783.3)	(268.9)	(415.7)	(1,009.4)	-51.7%	54.6%

Consolidated balance sheet statement (Rs. cr)

	FY19	FY20	FY21	TTM	CAGR over FY19 - 21	Annual growth over FY20
Equity share capital	1.0	1.0	1.6	21.7	30.6%	67.5%
Instruments entirely equity in nature	39.2	39.2	35.4	42.5	-4.9%	-9.6%
Other equity	3,348.2	3,130.3	2,799.8	5,915.7	-8.6%	-10.6%
Non current borrowings	64.8	166.3	217.1	203.9	83.0%	30.6%
Non current lease liabilities	242.5	387.1	653.8	691.3	64.2%	68.9%
Non current trade payables	2.5	0.1	0.0	0.0	-100.0%	-100.0%
Non current provisions	10.9	16.6	21.9	40.7	41.9%	31.9%
Net deferred tax liabilities				73.5		
Current borrowings	28.8	90.5	84.2	166.9	71.0%	-7.0%
Current lease liabilities	74.4	110.8	161.7	221.1	47.4%	46.0%
Other current financial liabilities	68.4	109.7	130.6	145.0	38.2%	19.0%
Current trade payables	158.2	273.4	442.2	783.8	67.2%	61.8%
Current provisions	6.8	10.4	12.2	19.2	34.3%	17.4%
Net current tax liabilities		0.1	0.1	0.0		-3.2%
Other current liabilities	16.9	22.0	37.1	104.2	48.0%	68.5%
Total liabilities	4,062.5	4,357.3	4,597.8	8,429.5	6.4%	5.5%
Property, plant and equipment	161.0	235.9	238.0	551.7	21.6%	0.9%
Intangible assets	13.1	11.4	14.0	407.4	3.4%	22.6%
Capital work-in-progress	0.9	26.7	76.8	64.8	833.9%	187.2%
Intangible assets under development		4.8		2.1		
Goodwill	16.4	18.6	18.6	1,386.1	6.7%	0.0%
Right-of-use assets	297.5	478.1	782.8	848.7	62.2%	63.7%
Non current investments	24.7	377.2	420.6	407.4	312.6%	11.5%
Non current loans	2.7			0.0		
Other non current financial assets	203.6	525.4	88.7	262.7	-34.0%	-83.1%
Non current net tax assets	59.6	105.0	123.2	138.9	43.7%	17.3%
Other non current assets	13.4	1.4	4.7	23.7	-40.5%	248.0%
Inventories	22.6	17.8	25.9	31.8	7.1%	45.5%
Trade receivables	214.7	601.3	594.6	891.8	66.4%	-1.1%
Current investments	1,130.4	810.4	707.6	1,737.5	-20.9%	-12.7%
Cash and cash equivalents	1,663.4	408.7	277.4	361.0	-59.2%	-32.1%
Current loans	0.2	2.7	26.4	9.0	971.8%	885.9%
Other current financial assets	195.1	644.4	1,081.5	1,031.0	135.4%	67.8%
Other current assets	43.1	87.4	117.0	274.1	64.8%	33.9%
Total assets	4,062.5	4,357.3	4,597.8	8,429.5	6.4%	5.5%

Source: Choice Equity Broking

Financial statements (Contd...):

Consolidated cash flow statement (Rs. cr)						
	FY19	FY20	FY21	TTM	CAGR over FY19 - 21	Annual growth over FY20
Cash flow before working capital changes	(47.4)	(59.2)	62.5	116.0		
Working capital changes	(172.5)	(529.5)	(39.5)	(444.4)	-52.1%	-92.5%
Cash flow from operating activities	(242.7)	(633.9)	4.8	(312.4)		
Purchase and construction of property, plant and equipment	(156.6)	(213.6)	(250.9)	(444.0)	26.6%	17.5%
Cash flow from investing activities	(939.4)	(932.5)	338.3	(2,659.2)		
Cash flow from financing activities	2,858.4	(16.7)	(146.7)	3,080.7		779.1%
Net cash flow	1,676.3	(1,583.1)	196.4	109.1	-65.8%	
Opening balance of cash	(13.7)	1,662.6	79.5	202.2		-95.2%
Closing balance of cash	1,662.6	79.5	275.9	311.4	-59.3%	247.0%

Consolidated financial ratios				
Particulars (Rs. mn)	FY19	FY20	FY21	TTM
Revenue growth rate (%)		68.1%	31.1%	
Gross profit growth rate (%)		46.6%	45.2%	
Gross profit margin (%)	24.4%	21.3%	23.5%	24.2%
EBITDA growth rate (%)		-89.4%	-28.5%	
EBITDA margin (%)	-97.9%	-6.2%	-3.4%	-9.6%
EBIT growth rate (%)		-76.1%	11.7%	
EBIT margin (%)	-108.1%	-15.4%	-13.1%	-18.0%
Restated reported PAT growth rate (%)		-84.9%	54.6%	
Restated reported PAT margin (%)	-107.8%	-9.7%	-11.4%	-17.4%
Turnover ratios				
Inventories turnover ratio (x)	73.1	137.4	166.6	182.9
Trade receivable turnover ratio (x)	7.7	6.8	6.1	6.5
Accounts payable turnover ratio (x)	10.5	12.9	10.2	7.4
Fixed asset turnover ratio (x)	3.4	3.6	3.2	1.8
Total asset turnover ratio (x)	0.4	0.6	0.8	0.7
Return ratios				
RoE (%)	-52.6%	-8.5%	-14.7%	-16.9%
RoA (%)	-43.9%	-6.2%	-9.0%	-12.0%
RoCE (%)	-195.4%	-17.0%	-17.4%	-21.4%
Per share data				
Restated adjusted EPS (Rs.)	(24.6)	(3.7)	(5.7)	(13.9)
DPS (Rs.)	0.0	0.0	0.0	0.0
BVPS (Rs.)	46.8	43.8	39.2	82.5
Operating cash flow per share (Rs.)	(3.3)	(8.7)	0.1	(4.3)
Free cash flow per share (Rs.)		7.9	(5.2)	
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%

Source: Choice Equity Broking

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