



IPO INSIGHTS



Swiggy Limited

Issue Dates - Opens: 06-11-2024 | Closes: 08-11-2024

IPO Note	<ol style="list-style-type: none"> Swiggy Limited provides its users with an easy-to-use platform that they can access via a single app to search, select, order, and pay for food (Food Delivery), grocery and household goods (Instamart) and have orders delivered to their homes via an on-demand delivery partner network. Swiggy is unique, as it is the only unified app in India that fulfills through its own platform all food and related missions of urban users of ordering-in, eating-out and cooking-at-home.
Rating	★★★

IPO SNAPSHOT

Issue Size	₹ 11,327.43 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	₹ 4,499 Crores
Offer for Sale	₹ 6,828.43 Crores
Face Value Per Share	₹ 1
Price Band Per Share	₹ 371 to ₹ 390
Minimum Lot Size	-
Listing On	BSE, NSE
Registrar to the Issue	Link Intime India Private Ltd

IPO SNAPSHOT-Swiggy Limited

About the Company

- Incorporated in 2014.
- Swiggy is a new-age, consumer-first technology company offering users an easy-to-use convenience platform, accessible through a unified app - to browse, select, order and pay for food ("Food Delivery"), grocery and household items ("Instamart"), and have the orders delivered to the doorstep through their on-demand delivery partner network.
- The platform of the company can be used to make restaurant reservations ("Dine out") and for events bookings ("SteppinOut"), avail product pick-up/ drop-off services ("Genie") and engage in other hyperlocal commerce (Swiggy Minis, among others) activities.
- Being among the first hyperlocal commerce platforms, Swiggy has successfully pioneered the industry in India, launching Food Delivery in 2014 and Quick Commerce in 2020, and due to the pioneering status of Swiggy, it is well-recognized as a leader in innovation in hyperlocal commerce and as a brand synonymous with the categories it is present in.
- The company augments the value proposition to users through their membership programme called "Swiggy One" providing discounts and offers; in-app payment solutions like digital wallet "Swiggy Money" (a pre-paid payments instrument), "Swiggy UPI", and Swiggy-HDFC Bank credit card for additional benefits.
- They offer comprehensive business enablement solutions to restaurant partners, merchant partners (that sell grocery and household items on their platform) and brand partners including their alliance partners such as analytics-backed tools to enhance their online presence and user base; fulfillment services for streamlining their supply chain operations; and last-mile delivery.
- Although Food Delivery and Quick Commerce categories in India are large addressable markets that are witnessing rapid online penetration, they are relatively nascent and have high growth headroom.

Competitive Strengths

- Pioneers of high-frequency hyperlocal commerce categories driven by an innovation-led culture.
- A consistently growing network of users.
- Rising user engagement on our platform.
- "Swiggy" brand delivered through a unified app with consistent user experience.
- A preferred choice for restaurant partners, merchant partners, brand partners and delivery partners.
- Our platform has created synergetic network effects driven by our wide user and partner base.
- An experienced professional management team and high standards of governance.

Financials (₹ in Crores)

Particulars	31-3-2022	31-3-2023	31-03-2024	Y-o-Y
Revenue	5704.89	8264.59	11247.39	36%
EBITDA	-3652.10	-4275.92	-2214.62	48%
EBITDA Margin	-64.0%	-51.7%	-19.7%	
PAT	-3628.89	-4179.30	-2350.24	44%
PAT Margin	-63.61%	-50.57%	-20.90%	

Note- The company is loss making.

Valuation

- Not Applicable: The PE ratio is not applicable because of the negative earnings.

Peers

Company Name	P/E ratio
Zomato Limited	619.39

Note- P/E ratio is calculated as on 29th October, 2024

Promoters

- The company does not have an identifiable promoter.

Objects of the issue

- Investment in the Material Subsidiary, Scootsy, for repayment or pre-payment, in full or in part, of certain or all of its borrowings.
- Investment in the Material Subsidiary, Scootsy, for (a) expansion of Dark Store network for Quick Commerce segment through setting up of Dark Stores; and (b) making lease/license payments for Dark Stores.
- Investment in technology and cloud infrastructure.
- Brand marketing and business promotion expenses for enhancing the brand awareness and visibility of its platform, across segments.
- Funding inorganic growth through unidentified acquisitions and general corporate purposes.

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