



# IPO INSIGHTS



## Zinka Logistics Solution Limited

**Issue Dates - Opens: 13-11-2024 | Closes: 18-11-2024**

<b>IPO Note</b>	<ol style="list-style-type: none"> <li>Zinka Logistics Solution Limited offers a digital platform, the Blackbuck app, for truck operators.</li> <li>Zinka Logistics Solution's Blackbuck app is a platform that offers payments, telematics, a freight marketplace, and vehicle financing services to help truck operators achieve their goals efficiently.</li> </ol>
<b>Rating</b>	★★ (Average)

### IPO SNAPSHOT

Issue Size	₹1114.72 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	₹550 Crores
Offer for Sale	₹564.72 Crores
Face Value Per Share	₹1
Price Band Per Share	₹259 to ₹273
Minimum Lot Size	54 shares
Listing On	BSE, NSE
Registrar to the Issue	Kfin Technologies Ltd

# IPO SNAPSHOT – Zinka Logistics Solution Limited

## About the Company

- Incorporated in 2015.
- Zinka Logistics Solution Limited is India's largest digital platform for truck operators (in terms of number of users), with 963,345 truck operators in the country transacting on their platform.
- India's growing economy needs the support of robust logistical capabilities and small and medium size truck operators are the backbone of logistics in the country.
- These truck operators are served through value chains which are unorganized and fragmented, making their operations inefficient.
- The Company is on a mission to digitally empower India's truck operators, helping them manage their business and grow their income.
- Using this platform, their customers (primarily comprising truck operators) digitally manage payments for tolling and fueling, monitor drivers and fleets using telematics, find loads on their marketplace and get access to financing for the purchase of used vehicles.
- Truck operators use the Blackbuck mobile application (the "Blackbuck App") for their diverse business needs.
- Truck operators manage their truck-level tolling and fueling operations through the Blackbuck App, and gain cost benefits and effective control over expenses through decreased risk of pilferage and unauthorized spending.

## Competitive Strengths

- India's largest digital platform for truck operators.
- Strong network effects of platform resulting in robust customer retention rates and higher monetization.
- Repeatable playbook of creating and launching new offerings.
- Omni channel distribution network with robust sales and service strategy driving customer adoption.
- Scalable and reliable in-house technology integrating with multiple stakeholders.
- High growth business with operating leverage and strong unit economics.
- Promoter-led management team and an experienced board.

## Financials (₹ in Crores)

Particulars	31-3-2022	31-3-2023	31-03-2024	Y-o-Y
Revenue	119.32	175.68	296.92	69%
EBITDA	-221.89	-232.49	-158.37	32%
EBITDA Margin	-186%	-132.3%	-53.3%	
PAT	-284.56	-290.50	-193.95	33%
PAT Margin	-238.48%	-165.36%	-65.32%	

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
C.E. Info Systems Ltd	83.06
Fleetcor Technologies Inc.	25.94
Full Truck Alliance Co. Ltd	885.54

Note- P/E ratio is calculated as on 8th November, 2024

## Promoters

- Rajesh Kumar Naidu Yabaji
- Chanakya Hridaya
- Ramasubramanian Balasubramaniam

## Objects of the issue

- Funding towards sales and marketing costs.
- Investment in Blackbuck Fiserv Private Limited, its NBFC subsidiary, for financing the augmentation of its capital base to meet its future capital requirements.
- Funding of expenditure about product development.
- General corporate purposes.

## DISCLAIMER

The information provided by or in this newsletter is generally from the press reports, electronic media, research websites and other media. It also includes information from interviews conducted, analysis, views expressed by our research team. Investors should not rely solely on the information contained in this publication and must make their own investment decision based on their specific objectives and financial positions and using such independent advisor as they believe necessary. The material and the information provided herein are not and should not be construed as an advice to buy or sell any of the securities named in this newsletter. SIHL may or may not hold positions in any of the securities named in this newsletter as a part of its business. Past performance is not necessarily an indication of future performance. SIHL does not assure for accuracy and correctness of information of reports in this newsletter.

