

06 February 2025

India | Equity Research | Results update

# Swiggy

Internet

# Gains share in food delivery; QC losses grow higher than expected

In FD, we estimate Swiggy to have gained market share of ~30bps on GOV basis and ~50bps on MTU basis. This is broadly in line with our survey findings (link). Adj. EBITDA margin in FD improved ~90bps QoQ despite marginal decline in take rate driven by cost optimisation. Pre-contribution expenses in FD were down 1.2% QoQ, which we believe implies 3-4% QoQ improvement in unit economics. In QC, GOV growth at ~88% YoY was lower than Blinkit primarily due to lower store additions (Instamart (IM) added 96 stores in Q3 vs BK adding 216 stores). Contribution margin declined 270bps QoQ in QC for IM vs 80bps decline for BK. While this seems starkly worse, pre-contribution expenses /sq ft in IM have increased 8.6% QoQ which is understandable given it has increased city count from 54 to 84. Maintain **BUY**.

# Q3FY25 performance review

Revenue in Q3FY25 was INR 36.0bn (up 10.9% QoQ/31.0% YoY), in line with our estimates. EBITDA loss was INR 7.3bn (from INR 5.5bn in Q2FY25). EBITDA margin was -18.2% (down 279bps QoQ/94bps YoY). Net loss was INR 8.0bn.

Consolidated adj. revenue in Q3FY25 was INR 42.6bn (up 10.1% QoQ/29.3% YoY). Adj. EBITDA loss was INR 4.9bn and adj. EBITDA margin (as a percentage of adj. revenue) was -11.5%. Cash balance as of Dec'24 was INR 81.8bn.

## Food delivery

In Q3FY25, food delivery GOV, at INR 74.4bn, grew 3.4% QoQ/19.2% YoY. Adj. revenue (food delivery) was INR 18.6bn, up 2.9% QoQ/21.3% YoY. Food delivery contribution margin (as a % of GOV) was 7.4% (up 80 bps QoQ) Adjusted EBITDA was INR 1.8bn, at 2.5% margin (+87 bps QoQ).

# Quick commerce

Quick commerce's GOV grew 15.5% QoQ/88.1% YoY to INR 39.1bn. Quick commerce's adj. revenue was INR 6.0bn, up 17.5% QoQ/105.8% YoY. Contribution margin was -4.6% (down from -1.9% in Q2FY25). Adj. EBITDA margin (as a % of GOV) was -14.8% in Q3FY25 (vs -10.6% in Q2FY25), impacted by lower CM, increased marketing expenses and manpower costs.

# **Financial Summary**

Y/E March (INR mn)	FY24A	FY25E	FY26E	FY27E
Net Revenue	1,12,474	1,54,949	2,17,261	3,01,558
EBITDA	(22,080)	(23,996)	(15,529)	8,740
EBITDA Margin (%)	(19.6)	(15.5)	(7.1)	2.9
Net Profit	(23,435)	(26,931)	(17,897)	3,304
EPS (INR)	(10.7)	(12.1)	(8.0)	1.4
EPS % Chg YoY	-	12.7	(33.5)	-
P/E (x)	(40.6)	(36.0)	(54.1)	300.0
EV/EBITDA (x)	(48.3)	(44.2)	(69.0)	121.8
RoCE (%)	(30.8)	(31.6)	(21.8)	8.0
RoE (%)	(27.9)	(29.3)	(17.7)	3.2

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#### **Market Data**

Market Cap (INR)	972bn
Market Cap (USD)	11,160mn
Bloomberg Code	SWIGGY IN
Reuters Code	SWIG.BO
52-week Range (INR)	617 /389
Free Float (%)	9.0
ADTV-3M (mn) (USD)	0.0

Price Performance (%)	3m	6m	12m
Absolute	0.0	0.0	0.0
Relative to Sensex	0.0	0.0	0.0

ESG Score	2023	2024	Change
ESG score	NA	NA	NA
Environment	NA	NA	NA
Social	NA	NA	NA
Governance	NA	NA	NA

**Note** - Score ranges from 0 - 100 with a higher score indicating higher ESG disclosures.

Source: SES ESG, I-sec research

# **Previous Reports**

10-01-2025: Initiating Coverage



# Supply chain and distribution

Supply chain and distribution grew  $\sim$ 16.5% QoQ/22.9% YoY in Q3FY25 to INR 16.9bn. Adj. EBITDA loss for segment was INR 779mn with EBITDA margin of -4.6% (vs -5.1% in Q2FY25).

# **Management commentary**

#### **Food Delivery**

Management reaffirmed its annual growth guidance of 18-22% and ~5% adjusted EBITDA margin in medium term. The company's 10-minute delivery service, Bolt, is currently contributing 9% of food delivery volumes. Adjusted EBITDA margin improved to 2.5% of GOV (up from 1.6% in Q2), driven by 80-bps improvement in contribution margin (now at 7.4% of GOV) and operating leverage benefits from scale expansion. Additionally, 65% of restaurant partners are using the platform's self-service advertising tool.

# **Quick Commerce**

Management maintained its guidance for contribution breakeven by Q3FY26. The take rate improved by 27bps QoQ to 15.4%, supported by higher advertising revenue. Despite 12.9% growth in MTUs, total order growth was 7.4%. Management explained that new users require time to mature and become more engaged. Contribution margin declined to -4.6% in Q3FY25 (from -1.9% in Q2FY25), despite improvements in AOV take rates. Management attributed the margin contraction a) Store expansion and replacements (smaller stores upgraded to larger formats), which are still scaling; b) increased competitive intensity, leading to higher customer incentives; c) higher investments in customer acquisition and activation; d) seasonal expenses on store and delivery infrastructure to support peak event demand.

Despite near-term pressures from increased store expansion in Q4FY25 and heightened competition, management expects contribution margins to remain rangebound in the near term due to structural improvements in cost efficiencies. Notably, GOV contribution from non-grocery categories has increased from 3.5% to 14% YoY. Management stated quick commerce strategy remains focused on densification within existing cities and managing controlled expansion in selected tier 2 cities. Management noted new tier 2 stores break even in six months, similar to stores in metros. Management also highlighted that densification is also improving cost efficiencies, particularly in last-mile delivery, and has had no impact on rental costs.

Management stated that most store addition expansion beyond the current, guidance will be growth-led rather than focused on expanding into previously unserved areas, with megapod expansions enabling a broader product assortment—electronics, appliances, and general merchandise—without significantly increasing store count.

### Store expansion

- 96 net new dark stores were added in Q3FY25 (+16% QoQ), compared to 52 in Q2.
- Older, small-format stores were replaced with larger stores (up to 20K SKUs), increasing average store size from 3,200 sq. ft. in Q2 to 3,475 sq. ft. in Q3.
- Total store footprint expanded to 2.45mn sq. ft. (+26% QoQ) as of Dec'24.



# **Other Updates**

Management launched the standalone Instamart app to better understand user behaviour. However, it continues to benefit from the one-app strategy, with over 30% of users engaging with multiple services, improving stickiness and engagement.

At consolidated group level, management reiterated its goal of achieving positive adjusted EBITDA by Q3FY26 (Oct-Dec'25).

# Valuation

We maintain **BUY** on Swiggy with three-stage DCF-based target price of INR 740. **Risks:** Slowdown in discretionary spending and negative externalities disrupting business operations.

Exhibit 1: Q3FY25 performance

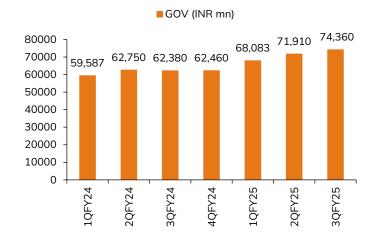
(INR bn)	Q3FY25	Q2FY25	Q3FY24	QoQ (%)	YoY (%)	vs Isec	Var (%)
Net Sales	39.9	36.0	30.5	10.9	31.0	39.8	0.2
EBITDA	-7.3	-5.5	-5.3	30.9	38.1	-5.9	23.2
EBITDA %	-18.2%	-15.4%	-17.2%	-279 bps	-94 bps	-14.8%	-339 bps
PAT	-8.0	-6.3	-5.7	27.7	39	-5.9	35.0
Adjusted Revenue	42.6	38.7	33.0	10.1	29.3	43	0.2
Adjusted EBITDA	-4.9	-3.4	-5.0	44.8	(1.5)	-3.7	30.7
Adjusted EBITDA as % of adjusted revenue	-11.5%	-8.7%	-15.1%	-275 bps	359 bps	-8.8%	-268 bps
Food delivery							
GOV (INR bn)	74.4	71.9	62.4	3.4	19.2	74.9	(0.7)
Adjusted Revenue	18.6	18.1	15.3	2.9	21.3	18.9	(1.4)
Adjusted EBITDA	1.8	1.2	0.2	59.9	883.2	1.3	39.9
Contribution as % of GOV	7.4%	6.6%	5.9%	80 bps	150 bps	6.8%	60 bps
Adjusted EBITDA as a % of GOV	2.5%	1.6%	0.3%	87 bps	217 bps	1.8%	72 bps
Instamart							
GOV (INR bn)	39.1	33.8	20.8	15.5	88.1	43.4	(9.9)
Adjusted Revenue	6.0	5.1	2.9	17.5	105.8	6.5	(7.3)
Adjusted EBITDA	-5.8	-3.6	-3.4	61.3	68.7	-4.2	39.1
Contribution as % of GOV	-4.6%	-1.9%	-6.8%	-270 bps	220 bps	-2.1%	-248 bps
Adjusted EBITDA as a % of GOV	-14.8%	-10.6%	-16.5%	-420 bps	170 bps	-9.6%	-522 bps

Source: I-Sec research, Company data



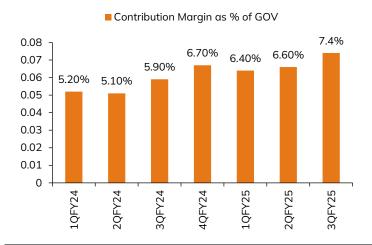
# **Food delivery**

#### **Exhibit 2: GOV**



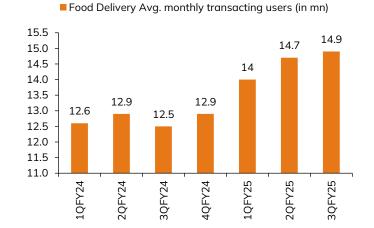
Source: I-Sec research, Company data

Exhibit 3: Contribution margin as % of GOV



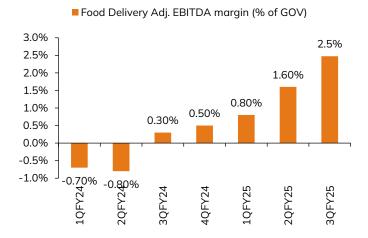
Source: I-Sec research, Company data

# Exhibit 4: Avg. monthly transacting users (in mn)



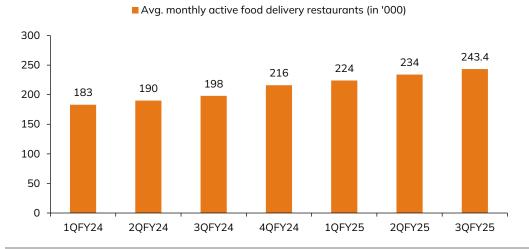
Source: I-Sec research, Company data

# Exhibit 5: Adj. EBITDA margin (% of GOV)



Source: I-Sec research, Company data

## Exhibit 6: Avg. monthly active food delivery restaurants (in '000)

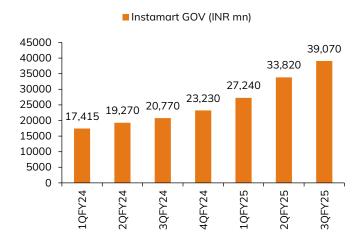


Source: I-Sec research, Company data



# Instamart

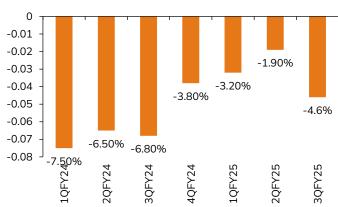
## Exhibit 7: GOV



Source: I-Sec research, Company data

0

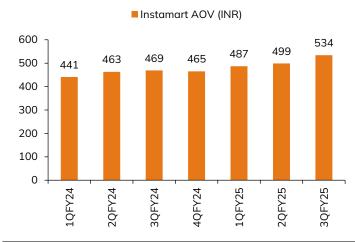
**Exhibit 8: Contribution margin as % of GOV** 



■ Contribution Margin as % of GOV

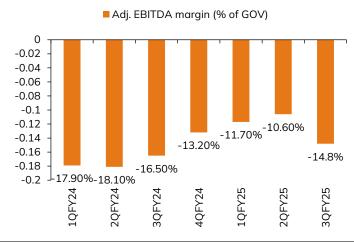
Source: I-Sec research, Company data

#### **Exhibit 9: AOV**



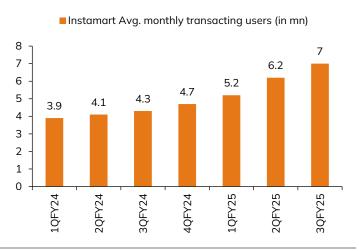
Source: I-Sec research, Company data

# Exhibit 10: Adj. EBITDA margin (% of GOV)



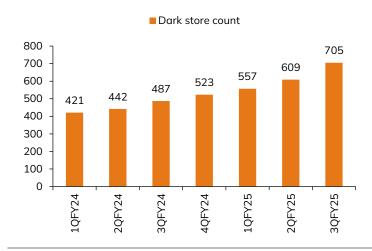
Source: I-Sec research, Company data

#### Exhibit 11: Avg. monthly transacting users (in mn)



Source: I-Sec research, Company data

#### **Exhibit 12: Dark store count**



Source: I-Sec research, Company data

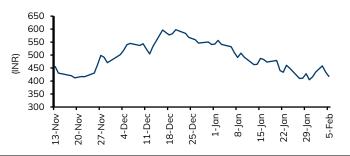


Exhibit 13: Shareholding pattern

%	Nov'24	Dec'24
Promoters	100.0	100.0
Institutional investors	13.3	13.9
MFs and others	3.9	4.4
Fls/Banks	0.5	0.3
Insurance	1.6	1.4
FIIs	7.3	7.8
Others	86.7	86.1

Source: Bloomberg, I-Sec research

Exhibit 14: Price chart



Source: Bloomberg, I-Sec research



# **Financial Summary**

# **Exhibit 15: Profit & Loss**

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Net Sales	1,12,474	1,54,949	2,17,261	3,01,558
Operating Expenses	88,512	1,21,219	1,57,903	1,95,671
EBITDA	(22,080)	(23,996)	(15,529)	8,740
EBITDA Margin (%)	(19.6)	(15.5)	(7.1)	2.9
Depreciation & Amortization	4,206	5,300	6,521	7,598
EBIT	(26, 285)	(29, 296)	(22,050)	1,141
Interest expenditure	714	759	721	825
Other Non-operating Income	3,870	3,124	4,874	4,090
Recurring PBT	(23,130)	(26,931)	(17,897)	4,406
Profit / (Loss) from Associates	(66)	(66)	(66)	(66)
Less: Taxes	-	-	-	1,101
PAT	(23, 130)	(26,931)	(17,897)	3,304
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	-	-	-	-
Net Income (Reported) Net Income (Adjusted)	(23,502) (23,435)	(26,997) (26,931)	(17,963) (17,897)	3,238 3,304

Source Company data, I-Sec research

# **Exhibit 16: Balance sheet**

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Total Current Assets	30,082	62,714	62,952	86,063
of which cash & cash eqv.	8,909	34,771	23,179	30,628
Total Current Liabilities &	18,056	24,479	33,955	46,778
Provisions	10,030	24,473	33,333	40,770
Net Current Assets	12,025	38,234	28,996	39,285
Investments	51,711	51,711	51,711	51,711
Net Fixed Assets	7,571	7,801	7,014	5,340
ROU Assets	5,878	6,530	7,569	9,096
Capital Work-in-Progress	-	-	-	-
Total Intangible Assets	6,965	6,965	6,965	6,965
Other assets	1,485	1,515	1,545	1,576
Deferred Tax Assets	1,603	1,603	1,603	1,603
Total Assets	87,238	1,14,359	1,05,403	1,15,576
Liabilities				
Borrowings	2,112	0	0	0
Deferred Tax Liability	-	-	-	-
provisions	391	399	407	415
other Liabilities	290	290	290	290
Equity Share Capital	1,55,763	1,55,763	1,55,763	1,55,763
Reserves & Surplus	(77,848)	(49,275)	(59,278)	(50,640)
Total Net Worth	77,915	1,06,488	96,484	1,05,123
Minority Interest	-	-	-	-
Total Liabilities	87,238	1,14,359	1,05,403	1,15,576

Source Company data, I-Sec research

# **Exhibit 17: Cashflow statement**

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Operating Cashflow	(13,127)	(12,961)	(10,011)	10,109
<b>Working Capital Changes</b>	1,988	(368)	(2,376)	(2,863)
Capital Commitments	(3,440)	(3,500)	(3,500)	(3,500)
Free Cashflow	(9,687)	(9,461)	(6,511)	13,609
Other investing cashflow	18,025	3,124	4,874	4,090
Cashflow from Investing Activities	14,585	(376)	1,374	590
Issue of Share Capital	-	44,100	-	-
Interest Cost	(66)	(759)	(721)	(825)
Inc (Dec) in Borrowings	1,076	(2,112)	-	-
Dividend paid	-	-	-	-
Others	-	-	-	-
Cash flow from Financing Activities	(1,228)	39,199	(2,954)	(3,250)
Chg. in Cash & Bank balance	229	25,862	(11,592)	7,449
Closing cash & balance	8,554	34,771	23,179	30,628

Source Company data, I-Sec research

# **Exhibit 18:** Key ratios

(Year ending March)

	FY24A	FY25E	FY26E	FY27E
Per Share Data (INR)				
Reported EPS	(10.7)	(12.1)	(8.0)	1.4
Adjusted EPS (Diluted)	(10.7)	(12.1)	(8.0)	1.4
Cash EPS	(7.5)	(7.4)	(6.0)	3.0
Dividend per share (DPS)	-	-	-	-
Book Value per share (BV)	35.5	47.6	43.1	47.0
Dividend Payout (%)	-	-	-	-
Growth (%)				
Net Sales	36.1	37.8	40.2	38.8
EBITDA	(48.4)	8.7	(35.3)	_
EPS (INR)	-	12.7	(33.5)	-
Makantian Batias (a)				
Valuation Ratios (x) P/E	(40 G)	(26 A)	(E / 1)	200.0
P/CEPS	(40.6) (57.5)	(36.0) (59.0)	(54.1) (71.9)	300.0 147.0
P/BV	(57.5)	(59.0)	10.1	9.2
EV / EBITDA	(48.3)	(44.2)	(69.0)	121.8
P / Sales	9.9	7.3	5.2	3.8
Dividend Yield (%)	-	-	-	-
Operating Ratios				
Gross Profit Margins (%)	_	-		-
EBITDA Margins (%)	(19.6)	(15.5)	(7.1)	2.9
Effective Tax Rate (%)	-	-	-	25.0
Net Profit Margins (%)	(20.6)	(17.4)	(8.2)	1.1
NWC / Total Assets (%)	-	-	-	-
Net Debt / Equity (x)	-	-	-	-
Net Debt / EBITDA (x)	-	-	-	-
Profitability Ratios				
RoCE (%)	(30.8)	(31.6)	(21.8)	0.8
RoE (%)	(27.9)	(29.3)	(17.7)	3.2
RoIC (%)	(78.2)	(85.8)	(62.6)	3.1
Fixed Asset Turnover (x)	16.2	20.2	29.3	48.8
Inventory Turnover Days	2	1	1	1
Receivables Days	33	95	45	43
Payables Days	32	30	29	28



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