

August 4, 2025

Q1FY26 Result Update

☑ Change in Estimates | ☑ Target | ☑ Reco

Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	ACCUMULATE		BUY	
Target Price	466		444	
Sales (Rs. m)	99,378	1,13,119	1,01,437	1,16,158
% Chng.	(2.0)	(2.6)		
EBITDA (Rs. m)	7,147	10,353	6,893	10,147
% Chng.	3.7	2.0		
EPS (Rs.)	4.8	8.5	4.6	8.4
% Chng.	4.6	1.5		

Key Financials - Consolidated

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	81,415	89,319	99,378	1,13,119
EBITDA (Rs. m)	1,266	3,758	7,147	10,353
Margin (%)	1.6	4.2	7.2	9.2
PAT (Rs. m)	(2,264)	1,674	3,582	6,358
EPS (Rs.)	(3.1)	2.2	4.8	8.5
Gr. (%)	NA	NA	113.9	77.5
DPS (Rs.)	-	-	-	-
Yield (%)	-	-	-	-
RoE (%)	NA	1.8	3.7	6.3
RoCE (%)	NA	NA	1.2	3.7
EV/Sales (x)	3.6	3.3	3.1	2.6
EV/EBITDA (x)	NA	77.7	42.5	28.9
PE (x)	NA	191.4	89.5	50.4
P/BV (x)	3.5	3.4	3.3	3.1

Key Data DELH.BO | DELHIVER IN

52-W High / Low	Rs.449 / Rs.237
Sensex / Nifty	80,600 / 24,565
Market Cap	Rs.321bn / \$ 3,666m
Shares Outstanding	747m
3M Avg. Daily Value	Rs.1381.89m

Shareholding Pattern (%)

Promoter's	-
Foreign	52.95
Domestic Institution	29.60
Public & Others	17.46
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	12.0	34.0	5.6
Relative	16.3	28.8	7.3

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B2C volume growth back in double-digit

Quick Pointers:

- B2C shipment volumes register double-digit growth after 5 quarters to 208mn parcels
- Service EBITDA margin of PTL business zooms to 10.7% (3.2% in 1QFY25).

We increase our FY26E/FY27E EBITDA estimates by 3.7%/2.0% amid strong performance in 1QFY26 but downgrade DELHIVER IN to ACCUMULATE (earlier BUY) with a TP of Rs466 given 34% appreciation in stock price since our last update report. While DELHIVER IN's top-line was a miss by 6.8% due to weak performance from SCS and cross border businesses, B2C shipment volume growth was back in double-digits after 5 quarters. Operating performance was better than our estimate with EBITDA margin of 6.5% (PLe 5.5%) while PAT was aided by higher other income of Rs1,299mn (PLe Rs1,059mn) due to MTM gains. As retention volumes at E-com express are trending higher at ~55-65% versus earlier expectation of ~30%; near term earnings pressure arising from acquisition related integration cost of Rs3,000mn will be low. Improvement in the service EBITDA margin profile of PTL/SCM division to 13%/15% and 5%/6% in FY26E/FY27E respectively is expected to provide additional earnings cushion. We expect sales CAGR of 13% over the next 2 years with EBITDA margin of 7.2%/9.2% in FY26E/FY27E and arrive at DELHIVER IN's per share value of Rs405 (40x FY27E EBITDA; no change in target multiple). We value E-com express separately at Rs61 per share and arrive at a blended TP of Rs466. Downgrade to ACCUMULATE amid sharp appreciation in stock price.

Revenue grew 5.6% YoY: Revenue grew by 5.6% YoY to Rs22,940mn in 1QFY26 (PLe Rs24,622mn). B2C segment's volume stood at 208mn in 1QFY26, up 13.7% YoY while realization was down 3.3% YoY to Rs.67.5/parcel. Consequently, B2C revenue increased 10.0% YoY to Rs.14,030mn. PTL segment saw volume/revenue growth of 14.8%/16.8% YoY to ~0.46mmt (PLe 0.45mmt)/Rs.5,080mn (PLe Rs5,047mn) in 1QFY26, while the realization improved marginally by 1.7% YoY to Rs11,092/ton. Supply chain services (SCS) revenue was down 20.8% YoY to Rs.2,050mn in 1QFY26 as warehousing service to one quick-com client was discontinued. FTL revenue was down 5.1% YoY to Rs1,480mn while cross border revenue decreased 44.2% YoY Rs240mn.

EBITDA/PAT margin at 6.5%/4.0%: EBITDA increased 53.3% YoY to Rs1,488mn (PLe Rs1,342mn). PAT increased 67.5% YoY to Rs910mn (PLe Rs554mn, CE Rs615mn). Beat at PAT level was due to higher other income of Rs1,299mn (PLe Rs1,059mn) aided by MTM gains. Service EBITDA margins for Express parcel/PTL/SCS stood at 16.3%/10.7%/7.2% in 1QFY26.

Con-call highlights: 1) Revenue of SCS segment was down 20.8% YoY to Rs2,050mn as warehousing service to one quick-comm client was discontinued. 2) Steady state margin guidance for B2C express parcel segment remains intact at ~16-18%. 3) DELHIVER IN invested Rs140mn in 2 new services: Rapid Commerce (2-hour same-day delivery; via 20 dark stores in 3 cities, currently) and

Delivery Direct (on-demand intracity service in Ahmedabad, Delhi NCR, and Bengaluru) in 1QFY26. Rapid commerce services will be expanded to 3 more cities with total dark stores count of 35-40 by 4QFY26E. **4)** Yield decline in B2C parcel segment was driven by a double-digit drop in average weight per parcel. **5)** Volume transition from E-com Express to Delhivery's network has started from July-25. **6)** Retention volumes at E-com express are trending higher at ~55-65% versus earlier expectation of ~30% odd. **7)** SCS business is expected to scale revenues of ~Rs18-20bn with service EBITDA margin of 12%+ over the next 3 years supported partly by a strong pipeline of ~Rs10bn (~Rs3bn of supply chain mandates in active conversion stages). **8)** PTL division is expected to achieve service EBITDA margin of ~16-18% at a quarterly load of ~600-640K tons driven by better fixed cost absorption, improved utilization, and pricing discipline. **9)** Trucking utilization stood at ~60-65%. **10)** Current asset turnover stands at ~2x with a target of reaching 3x in the B2C parcel and PTL businesses. **11)** Corporate overheads to stabilize at ~6-7% of revenue in steady state (0.5-0.7% of annual reduction expected). **12)** Steady state capex to be at ~4% of revenue.

Exhibit 1: Q1FY26 Result Overview

Y/e March (Rs mn)	1QFY26	1QFY25	YoY gr.	4QFY25	QoQ gr.	1QFY26E	% Var	FY26E	FY25	YoY gr.
Revenue	22,940	21,723	5.6%	21,916	4.7%	24,622	-6.8%	99,378	89,319	11.3%
Operating expense	16,378	15,795	3.7%	15,663	4.6%	17,925	-8.6%	70,737	65,348	8.2%
% of revenue	71.4%	72.7%		71.5%		72.8%		71.2%	73.2%	
Employee expense	3,527	3,328	6.0%	3,375	4.5%	3,632	-2.9%	14,836	13,759	7.8%
% of revenue	15.4%	15.3%		15.4%		14.8%		14.9%	15.4%	
Other expense	1,547	1,629	-5.0%	1,686	-8.2%	1,724	-10.2%	6,658	6,454	3.2%
% of revenue	6.7%	7.5%		7.7%		7.0%		6.7%	7.2%	
Total expense	21,452	20,752	3.4%	20,725	3.5%	23,280	-7.9%	92,232	85,561	7.8%
EBITDA	1,488	971	53.3%	1,191	25.0%	1,342	10.9%	7,147	3,758	90.2%
EBITDA Margin (%)	6.5%	4.5%		5.4%		5.5%		7.2%	4.2%	
Depreciation	1,475	1,194	23.5%	1,425	3.5%	1,490	-1.0%	6,002	5,349	12.2%
EBIT	14	(224)	NM	(234)	NM	(148)	NM	1,144	(1,591)	NM
Interest expense	340	282	20.5%	337	0.9%	357	-4.7%	1,415	1,258	12.5%
Other income	1,299	1,099	18.2%	1,119	16.1%	1,059	22.7%	3,914	4,401	-11.1%
Exceptional item	-	(51)	NM	-	NM	-		-	(51)	NM
Profit from associates	(76)	(12)	NM	169	NM	-	NM	(76)	70	NM
PBT	897	530	69.3%	717	25.0%	554	61.9%	3,568	1,571	127.1%
Total tax	(14)	(14)	NM	(8)	NM	-		(14)	(50)	NM
PAT	910	544	67.5%	726	25.5%	554	64.3%	3,582	1,621	120.9%
PAT Margin (%)	4.0%	2.5%		3.3%		2.3%		3.6%	1.8%	

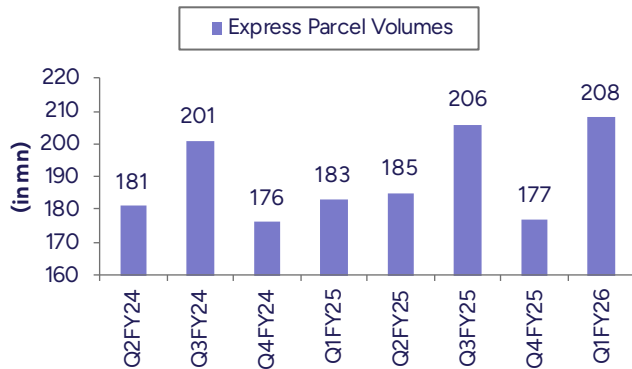
Source: Company, PL

Exhibit 2: Service EBITDA margin trajectory of key segments

(Rs mn)	1QFY26	4QFY25	3QFY25	2QFY25	1QFY25	4QFY24	3QFY24	2QFY24	1QFY24	FY25	FY24	FY23
Total service EBITDA	2980.0	2670.0	2560.0	2030.0	2580	2380.0	3060.0	2010.0	1960.0	9840.0	9410.0	4240.0
% margin	13.0%	12.2%	10.7%	9.3%	11.9%	11.5%	14.0%	10.4%	10.2%	11.0%	11.6%	5.8%
Express parcel	2280.0	2000.0	2320.0	1960.0	2320	2140.0	2990.0	2030.0	2170.0	8610.0	9330.0	6370.0
% margin	16.3%	15.9%	15.6%	15.1%	18.2%	17.6%	20.6%	16.8%	18.1%	16.2%	18.4%	14.0%
Part truck load	540.0	560.0	180.0	140.0	140	90.0	-70.0	-180.0	-300.0	1010.0	-460.0	-2360.0
% margin	10.7%	10.8%	3.8%	2.9%	3.2%	2.2%	-1.8%	-4.9%	-8.5%	5.4%	-3.0%	-20.5%
Supply chain services	150.0	120.0	50.0	-90.0	110	140.0	130.0	140.0	120.0	200.0	530.0	250.0
% margin	7.2%	5.4%	2.1%	-4.4%	4.4%	6.0%	7.3%	8.5%	5.9%	2.2%	6.8%	3.2%
Others	10.0	(20.0)	10.0	10.0	10.0	0.0	10.0	30.0	-40.0	20.0	10.0	-20.0

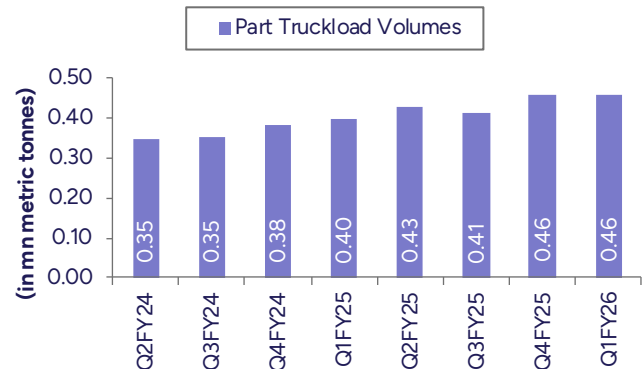
Source: Company, PL

Exhibit 3: Express Parcel volumes stood at 208mn for 1QFY26



Source: Company, PL

Exhibit 4: Part Truckload volumes grew 14.8% YoY in 1QFY26



Source: Company, PL

Exhibit 5: EV/EBITDA valuation

Particulars (Rs mn)	FY27E
EV/EBITDA	40.0
EBITDA*	6,499
EV	2,59,977
Less: Debt#	397
Add: Cash	42,640
Equity Value	3,02,221
No of shares	746
Per share value of Delhivery (Rs)	405
Per share value of E-com (Rs)	61
SoTP (Rs)	466

Source: PL

* Pre-IND AS EBITDA after reducing rent

Excluding lease liability debt

Financials

Income Statement (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	81,415	89,319	99,378	1,13,119
YoY gr. (%)	12.7	9.7	11.3	13.8
Cost of Goods Sold	59,707	65,348	70,737	80,348
Gross Profit	21,708	23,971	28,641	32,770
Margin (%)	26.7	26.8	28.8	29.0
Employee Cost	14,368	13,759	14,836	15,404
Other Expenses	6,074	6,454	6,658	7,013
EBITDA	1,266	3,758	7,147	10,353
YoY gr. (%)	NA	196.8	90.2	44.9
Margin (%)	1.6	4.2	7.2	9.2
Depreciation and Amortization	7,216	5,349	6,002	6,566
EBIT	(5,949)	(1,591)	1,144	3,787
Margin (%)	NA	NA	1.2	3.3
Net Interest	885	1,258	1,415	1,631
Other Income	4,527	4,401	3,914	4,278
Profit Before Tax	(2,531)	1,501	3,644	6,434
Margin (%)	NA	1.7	3.7	5.7
Total Tax	47	(50)	(14)	-
Effective tax rate (%)	(1.9)	(3.3)	(0.4)	-
Profit after tax	(2,579)	1,551	3,657	6,434
Minority interest	-	-	-	-
Share Profit from Associate	87	70	(76)	(76)
Adjusted PAT	(2,264)	1,674	3,582	6,358
YoY gr. (%)	NA	NA	113.9	77.5
Margin (%)	NA	1.9	3.6	5.6
Extra Ord. Income / (Exp)	(228)	(53)	-	-
Reported PAT	(2,492)	1,621	3,582	6,358
YoY gr. (%)	NA	NA	120.9	77.5
Margin (%)	(3.1)	1.8	3.6	5.6
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	(2,492)	1,621	3,582	6,358
Equity Shares O/s (m)	737	746	746	746
EPS (Rs)	(3.1)	2.2	4.8	8.5

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	36,757	44,849	52,492	59,938
Tangibles	31,475	38,928	45,010	51,057
Intangibles	5,282	5,921	7,482	8,882
Acc: Dep / Amortization	16,663	19,420	22,755	26,617
Tangibles	12,273	14,088	16,300	18,830
Intangibles	4,390	5,332	6,454	7,787
Net fixed assets	20,095	25,429	29,737	33,321
Tangibles	19,203	24,840	28,710	32,226
Intangibles	892	589	1,027	1,095
Capital Work In Progress	286	329	296	266
Goodwill	13,442	13,442	13,442	13,442
Non-Current Investments	18,399	18,831	18,831	18,831
Net Deferred tax assets	(134)	(77)	(78)	(80)
Other Non-Current Assets	2,807	3,080	17,141	17,484
Current Assets				
Investments	17,781	25,561	11,561	11,561
Inventories	164	165	183	209
Trade receivables	14,297	14,121	15,519	17,665
Cash & Bank Balance	4,032	3,360	5,518	9,634
Other Current Assets	1,819	1,772	1,807	1,843
Total Assets	1,14,530	1,20,631	1,28,580	1,38,801
Equity				
Equity Share Capital	737	746	746	746
Other Equity	90,710	93,576	97,158	1,03,516
Total Networth	91,446	94,322	97,904	1,04,262
Non-Current Liabilities				
Long Term borrowings	402	25	25	25
Provisions	647	748	777	816
Other non current liabilities	8,436	11,381	12,926	14,579
Current Liabilities				
ST Debt / Current of LT Debt	854	372	372	372
Trade payables	7,974	8,552	10,074	11,467
Other current liabilities	4,637	5,156	6,425	7,201
Total Equity & Liabilities	1,14,530	1,20,631	1,28,580	1,38,801

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	(2,444)	1,571	3,582	6,358
Add. Depreciation	7,216	5,349	6,002	6,566
Add. Interest	132	68	1,415	1,631
Less Financial Other Income	4,527	4,401	3,914	4,278
Add. Other	43	(814)	-	-
Op. profit before WC changes	4,946	6,175	10,999	14,555
Net Changes-WC	151	(249)	15,368	0
Direct tax	(373)	(252)	(56)	(57)
Net cash from Op. activities	4,724	5,674	26,311	14,498
Capital expenditures	(4,684)	(4,757)	(10,311)	(10,150)
Interest / Dividend Income	-	-	-	-
Others	3,693	3,721	(13,971)	(254)
Net Cash from Invt. activities	(991)	(1,036)	(24,282)	(10,404)
Issue of share cap. / premium	54	39	-	-
Debt changes	-	-	-	-
Dividend paid	-	-	-	-
Interest paid	(134)	(73)	(1,415)	(1,631)
Others	(3,581)	(4,289)	1,545	1,653
Net cash from Fin. activities	(3,661)	(4,323)	130	22
Net change in cash	72	315	2,159	4,116
Free Cash Flow	(926)	842	16,000	4,348

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	(3.1)	2.2	4.8	8.5
CEPS	6.7	9.4	12.9	17.3
BVPS	124.1	126.5	131.3	139.8
FCF	(1.3)	1.1	21.5	5.8
DPS	-	-	-	-
Return Ratio(%)				
RoCE	NA	NA	1.2	3.7
ROIC	NA	NA	1.4	4.7
RoE	NA	1.8	3.7	6.3
Balance Sheet				
Net Debt : Equity (x)	(0.2)	(0.3)	(0.2)	(0.2)
Net Working Capital (Days)	29	23	21	21
Valuation(x)				
PER	NA	191.4	89.5	50.4
P/B	3.5	3.4	3.3	3.1
P/CEPS	64.0	45.6	33.4	24.8
EV/EBITDA	233.9	77.7	42.5	28.9
EV/Sales	3.6	3.3	3.1	2.6
Dividend Yield (%)	-	-	-	-

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Net Revenue	21,897	23,783	21,916	22,940
YoY gr. (%)	12.8	8.4	5.6	5.6
Raw Material Expenses	16,381	17,508	15,663	16,378
Gross Profit	5,516	6,275	6,252	6,562
Margin (%)	25.2	26.4	28.5	28.6
EBITDA	573	1,024	1,191	1,488
YoY gr. (%)	(467.3)	(6.3)	159.5	53.3
Margin (%)	2.6	4.3	5.4	6.5
Depreciation / Depletion	1,313	1,417	1,425	1,475
EBIT	(740)	(393)	(234)	14
Margin (%)	(3.4)	(1.7)	(1.1)	0.1
Net Interest	305	333	337	340
Other Income	1,196	987	1,119	1,299
Profit before Tax	151	260	548	972
Margin (%)	0.7	1.1	2.5	4.2
Total Tax	(16)	(12)	(8)	(14)
Effective tax rate (%)	(10.5)	(4.5)	(1.5)	(1.4)
Profit after Tax	166	272	556	986
Minority interest	-	-	-	-
Share Profit from Associates	(64)	(22)	169	(76)
Adjusted PAT	102	250	726	910
YoY gr. (%)	(109.9)	54.6	(233.8)	52.7
Margin (%)	0.5	1.1	3.3	4.0
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	102	250	726	910
YoY gr. (%)	(109.9)	113.4	(206.0)	67.5
Margin (%)	0.5	1.1	3.3	4.0
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	102	250	726	910
Avg. Shares O/s (m)	739	740	743	746
EPS (Rs)	0.1	0.3	1.0	1.2

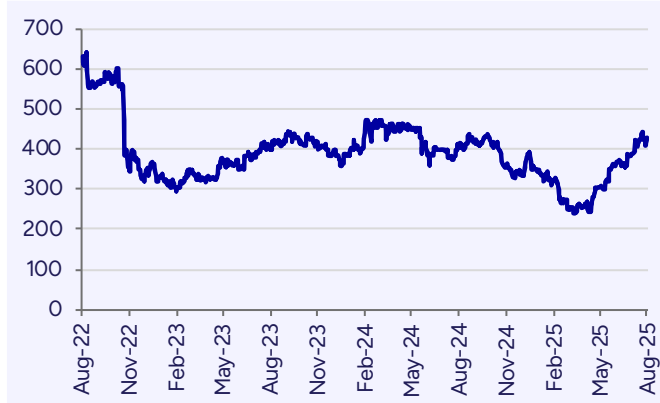
Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
B2B revenue per tonne	10,616	11,138	11,416	11,645
B2C revenue per shipment	69	71	71	72

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	09-Jul-25	BUY	444	410
2	19-May-25	BUY	387	321
3	09-Apr-25	BUY	350	249
4	10-Feb-25	Hold	340	315
5	09-Jan-25	Hold	361	335
6	10-Dec-24	Hold	361	371
7	18-Nov-24	UR	-	331
8	08-Oct-24	Accumulate	430	417
9	05-Aug-24	Accumulate	450	416

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Chalet Hotels	BUY	1,130	859
2	Delhivery	BUY	444	410
3	DOMS Industries	BUY	3,087	2,456
4	Imagicaaworld Entertainment	BUY	93	66
5	Indian Railway Catering and Tourism Corporation	BUY	864	785
6	InterGlobe Aviation	BUY	6,517	5,740
7	Lemon Tree Hotels	BUY	175	147
8	Mahindra Logistics	Hold	383	408
9	Navneet Education	Hold	145	143
10	Nazara Technologies	Hold	1,241	1,357
11	PVR Inox	Hold	1,045	972
12	S Chand and Company	BUY	286	229
13	Safari Industries (India)	BUY	2,386	2,230
14	Samhi Hotels	BUY	308	221
15	TCI Express	Hold	778	744
16	V.I.P. Industries	UR	-	422
17	Zee Entertainment Enterprises	BUY	177	134

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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