



Date: August 02, 2024

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001 India

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051 India

Scrip Code: 543529

Symbol: DELHIVERY

Sub: Investor Presentation for the ‘Earnings Conference Call’ scheduled to be held on August 02, 2024, by Delhivery Limited (‘the Company’).

Dear Sir/ Madam,

In furtherance to our earlier communication dated July 26, 2024 w.r.t. Earnings Conference Call and pursuant to the provisions of Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find a copy of the Investor Presentation, on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2024, proposed to be presented at the upcoming Earnings Conference Call scheduled to be held today, i.e., Friday, August 02, 2024, at 06:00 P.M. (IST) by the Company.

This presentation will also be hosted on the Company’s website at www.delhivery.com

You are requested to take the same on your record.

Thank you.

**Yours sincerely,
For Delhivery Limited**

Madhulika Rawat
Company Secretary & Compliance Officer
Membership No: F8765
Place: Bengaluru

Encl: As above



An aerial photograph of a large, modern industrial warehouse. The roof of the building is white and features the word 'DELIVERY' in large, bold, black letters. The building is surrounded by a parking lot filled with many trucks and cars. The background shows some trees and other buildings in a suburban or industrial area.

DELIVERY

Earnings Presentation
Q1 FY25

Safe harbour and disclaimer

This Presentation is prepared by Delhivery Limited (“Company”) and is for information purposes only without regards to specific objectives, financial situations or needs of any particular person and nothing in it shall be construed as an invitation, offer, solicitation, recommendation or advertisement in respect of the purchase or sale of any securities of the Company or any affiliates in any jurisdiction or as an inducement to enter into investment activity and no part of it shall form the basis of or be relied upon in connection with any contract or commitment or investment decision whatsoever. This Presentation does not take into account, nor does it provide any tax, legal or investment advice or opinion regarding the specific investment objectives or financial situation of any person. This Presentation and its contents are confidential and proprietary to the Company and/or its affiliates and no part of it or its subject matter be used, reproduced, copied, distributed, shared, or disseminated, directly or indirectly, to any other person or published in whole or in part for any purpose, in any manner whatsoever.

Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, labour laws, import duties, litigation and labour relations etc.

Investment in equity and equity related securities involve a degree of risk and investors should not invest any funds in this Company without necessary diligence and relying on their own examination of Delhivery Limited along with the equity investment risk which doesn't guarantee capital protection.



*Continued profitable
performance*

DELHIVERY

Q1 FY25 highlights

- 1 Profitable start to the financial year**
 - a** EBITDA (+4.5%) and Adj. EBITDA (+1.7%) profitability continued
 - b** Express Parcel service EBITDA stable at ~18%, continued improvement in PTL service EBITDA with expansion to 3.2%
- 2 Stable Express Parcel volume performance with growth across non-marketplace segments**
- 3 Robust 25% growth YoY in PTL revenues despite challenging market environment in Q1**
- 4 26% growth YoY in SCS revenues on back of strong season and new accounts; robust pipeline**

India's largest integrated logistics platform⁽¹⁾

₹2,172 Cr



Q1 FY25 revenue from services
YoY: 12.6% / QoQ: 4.7%

183 Mn



Express Parcel shipments in Q1 FY25
YoY: 0.6% / QoQ: 4.1%

399K Tons



PTL freight tonnage in Q1 FY25
YoY: 16.1% / QoQ: 3.9%

₹97Cr / 4.5%

EBITDA / EBITDA margin
Q1 FY24: (₹13 Cr) / (0.7%)
Q4 FY24: ₹46 Cr / 2.2%

₹37 Cr / 1.7%

Adj. EBITDA / Adj. EBITDA margin
Q1 FY24: (₹25 Cr) / (1.3%)
Q4 FY24: ₹21 Cr / 1.0%

₹54Cr / 2.4%

PAT / PAT margin
Q1 FY24: (₹89 Cr) / (4.4%)
Q4 FY24: (₹69 Cr) / (3.1%)

3 Bn+

Express Parcel shipments since inception

5 Mn+ Tons⁽²⁾

PTL freight tonnage since inception

(1) As per RedSeer report basis FY21 revenue
(2) Includes Spoton's full year tonnage for FY22

Key operating metrics

As of end of / for the period

	Q1 FY23	Q1 FY24	Q4 FY24	Q1 FY25
Pin-code reach ⁽¹⁾	18,435	18,530	18,793	18,783
Countries and territories served ⁽²⁾	220+	220+	220+	220+
No. of Active Customers ⁽³⁾	29,282	26,514	33,278	35,277
Infrastructure (in million sq ft.)	18.89	17.39	18.82	18.73
Gateways	96	101	111	112
Automated sort centers	21	24	29	31
Freight service centers	237	128	129	120
Express delivery centers	2,948	3,170	3,506	3,567
Partner centers (constellation/BAs)	1,210	1,039	939	834
Processing centers	189	176	160	162
Team size ⁽⁴⁾	58,045	60,322	63,713	67,897
Partner agents ⁽⁵⁾	29,808	34,858	34,422	35,552
Fleet size – daily average	11,366	11,961	15,065	15,832

(1) Out of 19,300 Pin-codes as per India Post

(2) Through Delhivery and partner (FedEx and Aramex) networks

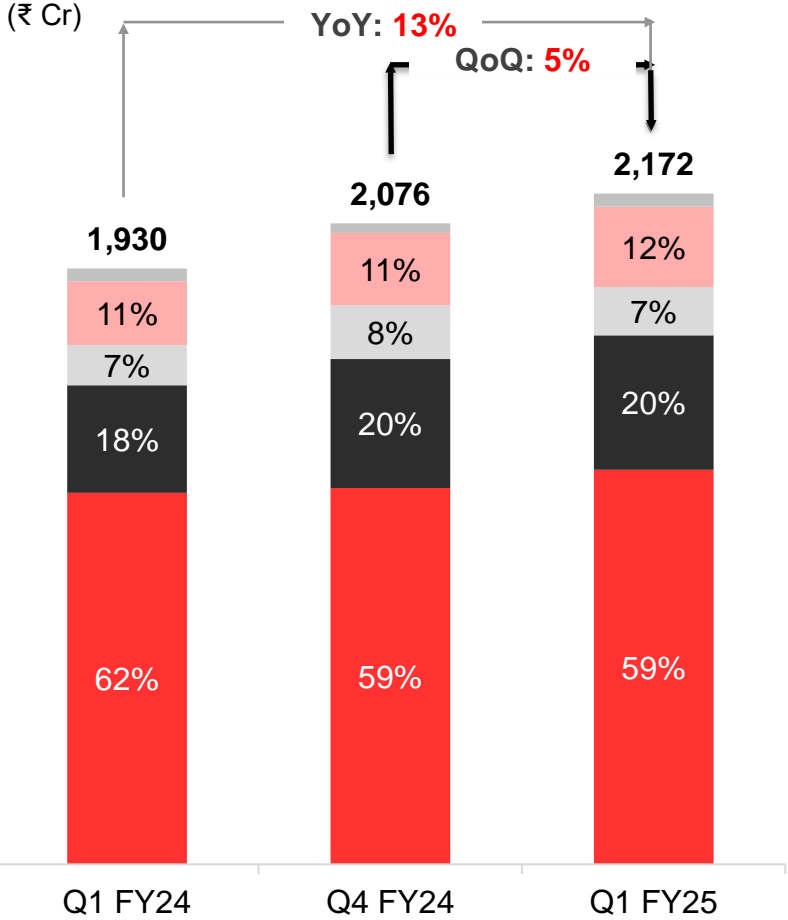
(3) Active Customers for a quarter are those customers on whom an invoice was raised at least once during such quarter

(4) Includes permanent employees and contractual workers (excluding partner agents, daily wage manpower and security guards) as of the last day of the relevant period

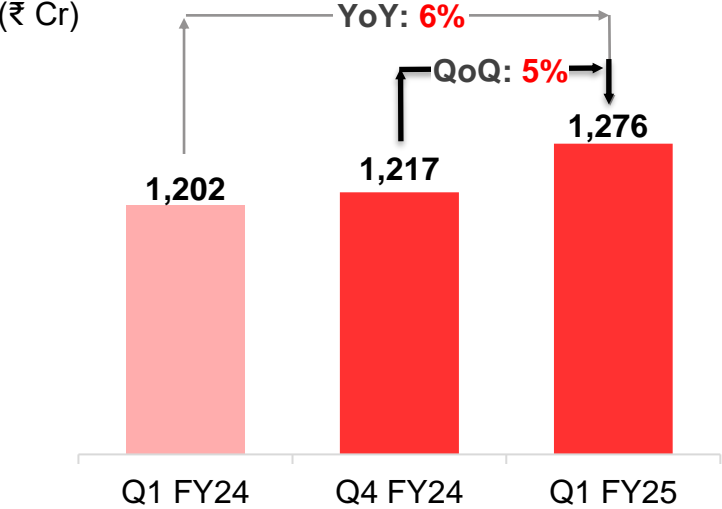
(5) Count of last mile delivery partner agents in the last month of the relevant period

Q1 FY25 performance

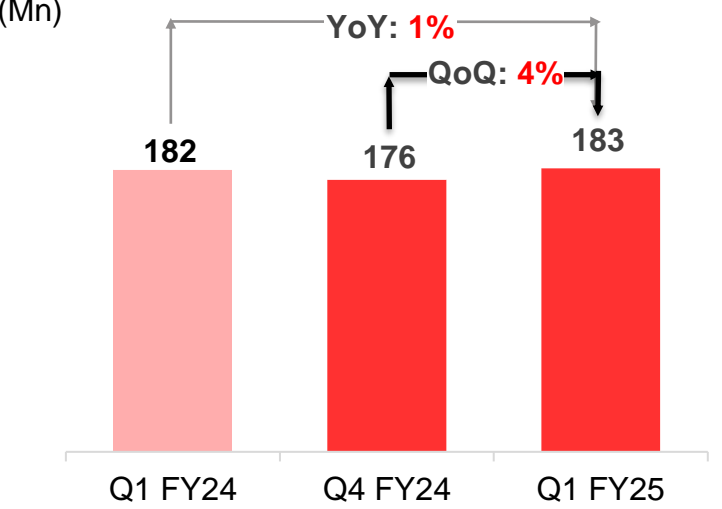
Revenue from services



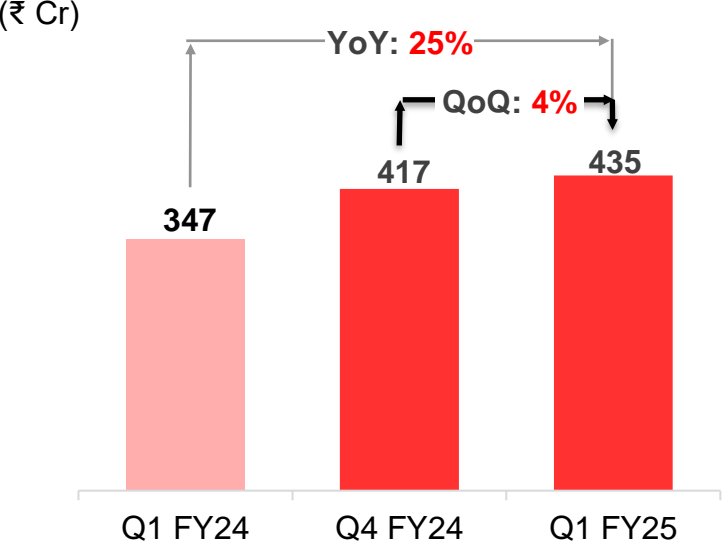
Express Parcel revenue



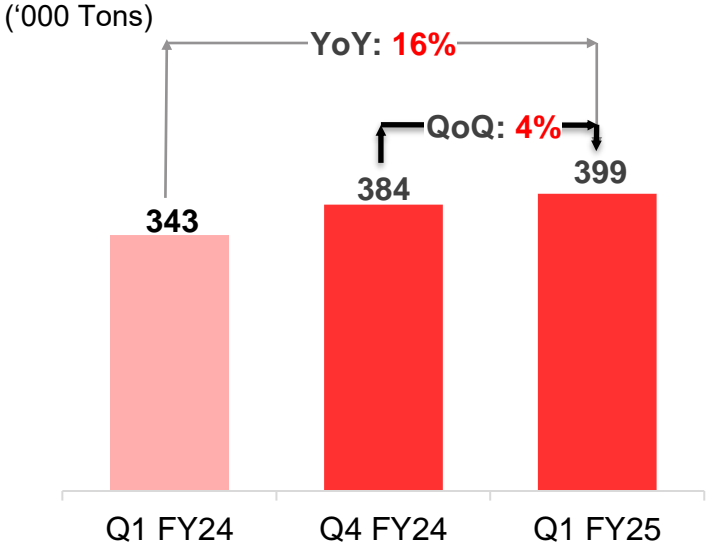
Express Parcel shipments



PTL freight revenue



PTL freight tonnage

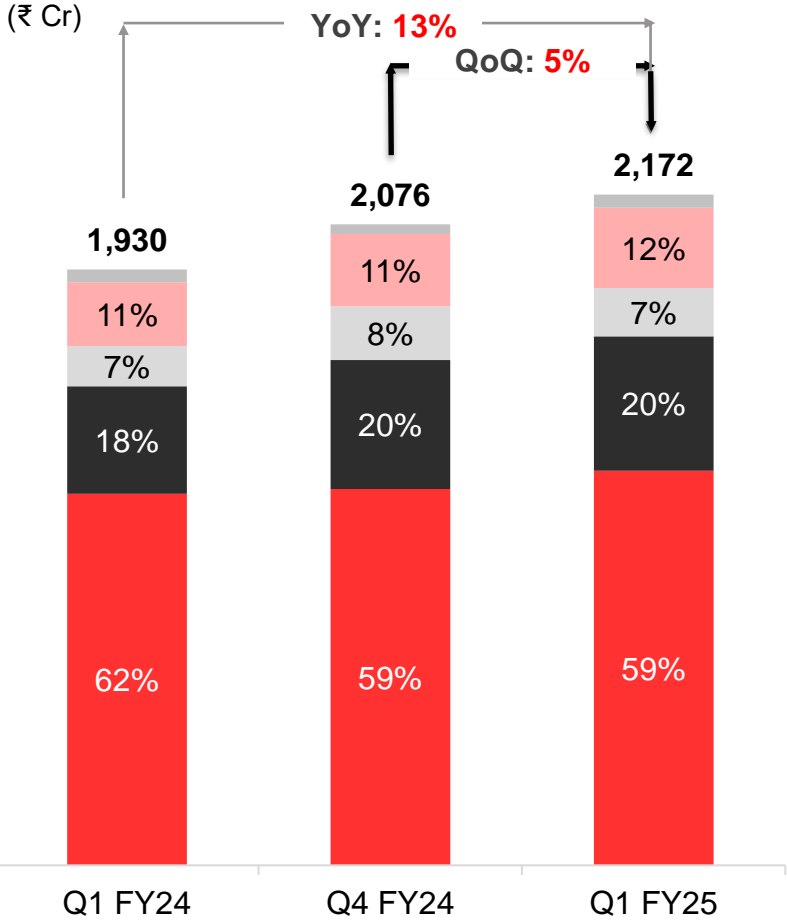


■ Express Parcel ■ PTL ■ TL ■ SCS ■ Cross Border

Note: Due to rounding off, totals may not correspond with the sum of individual figures

Q1 FY25 performance

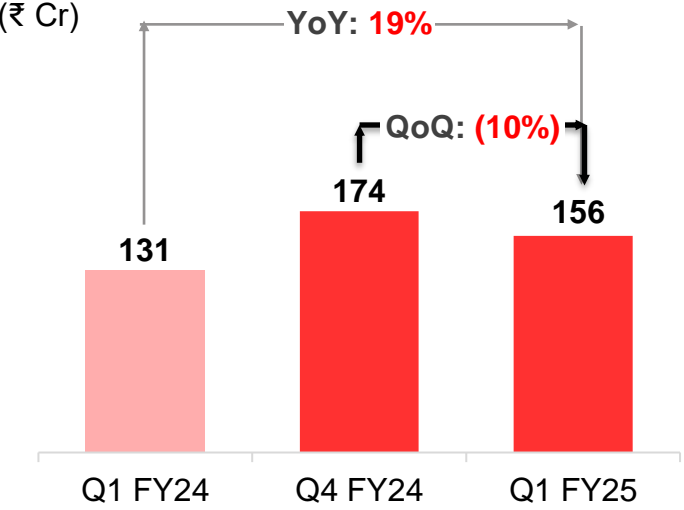
Revenue from services



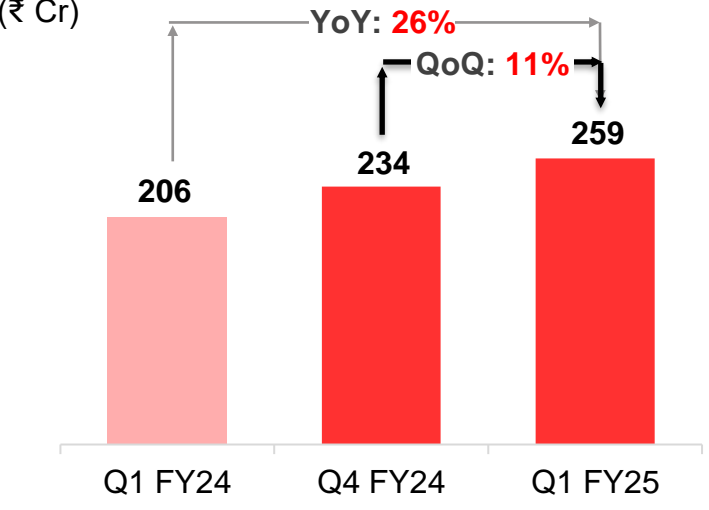
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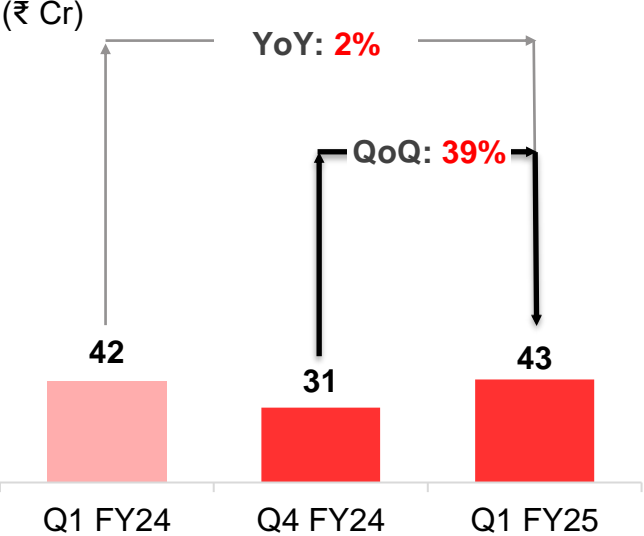
TL Service revenue



Supply Chain Services revenue



Cross Border Services revenue



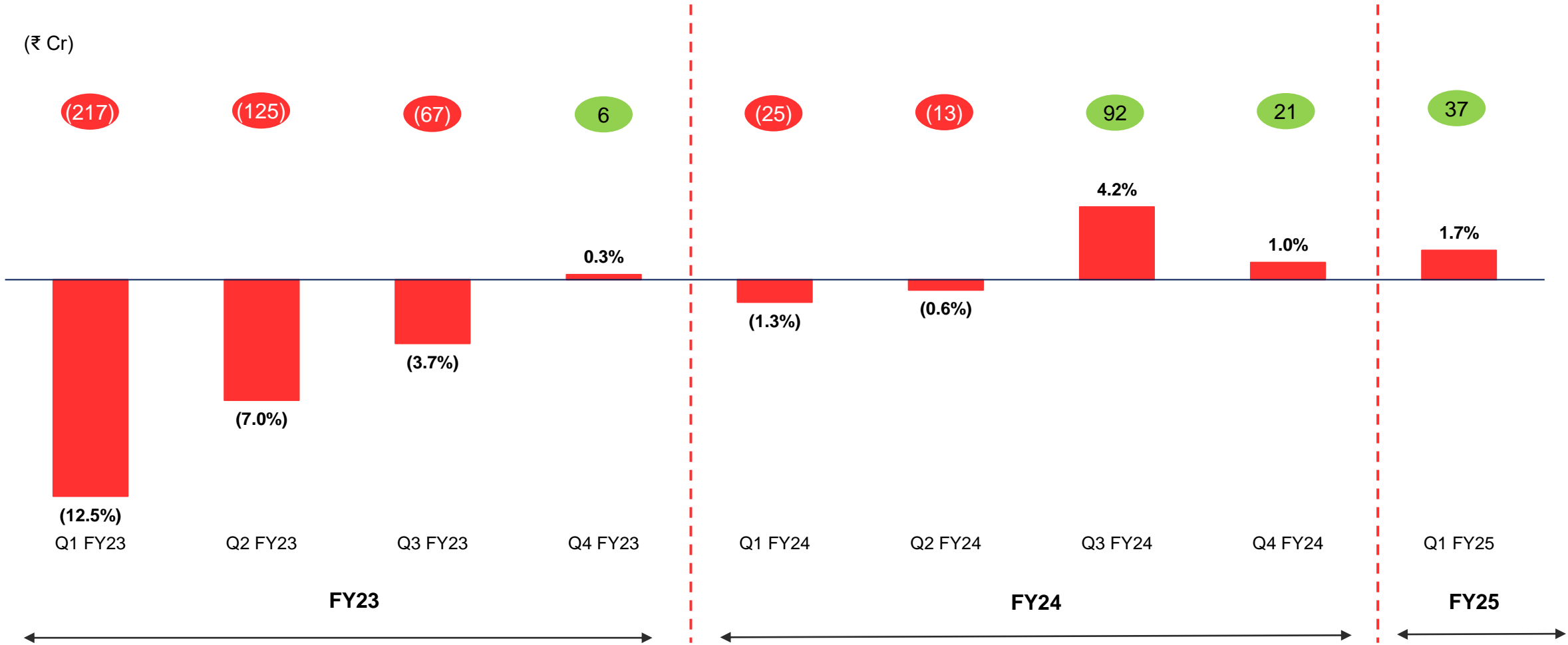
Service line-wise profitability

₹ Cr	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25
Revenue from services	1,746	1,796	1,824	1,860	1,930	1,942	2,194	2,076	2,172
Total service EBITDA	(6)	86	139	205	196	201	306	238	258
% margin	(0.3%)	4.8%	7.6%	11.0%	10.2%	10.4%	14.0%	11.5%	11.9%
Express Parcel	94	134	190	219	217	203	299	214	232
% margin	8.9%	11.9%	15.9%	18.6%	18.1%	16.8%	20.6%	17.6%	18.2%
Part Truckload	(111)	(52)	(48)	(26)	(30)	(18)	(7)	9	14
% margin	(42.8%)	(17.9%)	(17.3%)	(8.0%)	(8.5%)	(4.9%)	(1.8%)	2.2%	3.2%
Supply Chain Services	13	7	(5)	10	12	14	13	14	11
% margin	5.5%	3.7%	(2.8%)	5.4%	5.9%	8.5%	7.3%	6.0%	4.4%
Others	(3)	(2)	1	2	(4)	3	1	0	1
Corporate overheads	211	210	206	200	221	214	214	217	221
As % of revenue from services	12.1%	11.7%	11.3%	10.7%	11.4%	11.0%	9.7%	10.5%	10.2%
Wages	117	114	112	107	119	117	115	111	114
Marketing	11	6	3	3	5	10	10	10	14
Technology	44	44	43	39	43	44	45	44	46
G&A	40	46	48	50	53	43	43	52	47
Adjusted EBITDA	(217)	(125)	(67)	6	(25)	(13)	92	21	37
% margin	(12.5%)	(7.0%)	(3.7%)	0.3%	(1.3%)	(0.6%)	4.2%	1.0%	1.7%

Note: Due to rounding off, totals may not correspond with the sum of individual figures

Adjusted EBITDA

(₹ Cr)



Quarterly and full year financial performance

₹ Cr	Q1 FY24	Q4 FY24	Q1 FY25	QoQ%	YoY%
Income					
Revenue for services	1,930	2,076	2,172	4.7%	12.6%
Other income	101	119	110	(7.9%)	8.5%
Total income	2,031	2,195	2,282	4.0%	12.4%
Expense					
Total freight, handling and servicing cost	1,438	1,519	1,580	4.0%	9.8%
Employee benefit expense	353	357	333	(6.8%)	(5.8%)
<i>Employee benefit expense excl. share based payments</i>	299	308	312	1.3%	4.5%
<i>Employee benefit expense: share based payments</i>	55	49	21 ⁽¹⁾	(57.6%)	(61.8%)
Other expense	152	154	163	6.0%	7.5%
Finance costs	20	27	28	4.0%	44.5%
Depreciation and amortisation expense	167	200	119	(40.4%)	(28.6%)
<i>Property, plant and equipment</i>	83	114	44 ⁽²⁾	(61.4%)	(46.8%)
<i>Right-of-use assets</i>	56	62	67	7.5%	18.6%
<i>Amortization on intangible assets</i>	28	24	8 ⁽²⁾	(64.8%)	(70.1%)
Total expenses	2,130	2,257	2,223	(1.5%)	4.4%
Share of profit / (loss) of associates (net)	6	6	(1)	nm	nm
Profit / (Loss) before exceptional items and tax	(92)	(56)	58	nm	nm
Exceptional items	-	(15)	(5)	-	nm
Tax expense	(3)	(2)	(1)	nm	nm
Profit / (Loss) after tax	(89)	(69)	54	nm	nm
EBITDA	(13)	46	97	111.6%	nm
EBITDA margin	(0.7%)	2.2%	4.5%	226 Bps	514 Bps

(1) One time benefit of ~ ₹19 Cr due to reversal of cost against unvested ESOPs of employees who exited the company

(2) Out of the total reduction in depreciation and amortization expense in Q1 FY25, ₹39 Cr was due to the change adopted in depreciation and amortization method w.e.f. from April 1, 2024. Refer to the appendix for more details

Note: Due to rounding off, totals may not correspond with the sum of individual figures

Appendix

Adjusted EBITDA bridge

₹ Cr	Q1 FY24	Q4 FY24	Q1 FY25	Remarks
Total revenue from services	1,930	2,076	2,172	
Less: Freight handling and servicing cost	1,438	1,519	1,580	
Less: Employee benefit expense	353	357	333	
Less: Other expenses	152	154	163	
Reported EBITDA	(13)	46	97	
Add: Share based payment expenses	55	49	21	Accounting expenses towards ESOPs already granted
Less: Actual lease rent paid	66	75	81	Actual cash rent paid on leased properties recognized under Ind AS 116
Adjusted EBITDA	(25)	21	37	

Note: Due to rounding off, totals may not correspond with the sum of individual figures

Cost drivers – Q1 FY25 vs Q4 FY24

₹ Cr	Q1 FY23	Q1 FY24	Q4 FY24	Q1 FY25
Freight, Handling and Servicing Cost⁽¹⁾	1,453	1,438	1,519	1,580
% of Revenue from services	83.2%	74.5%	73.2%	72.7%
Line haul expenses	648	648	708	721
% of revenue	37.1%	33.6%	34.1%	33.2%
Vehicle rental expenses	361	388	391	409
% of revenue	20.7%	20.1%	18.8%	18.8%
Contractual manpower expenses	240	233	254	273
% of revenue	13.8%	12.1%	12.2%	12.6%
Rent	64	69	76	72
% of revenue	3.7%	3.6%	3.6%	3.3%
Security expenses	24	23	21	21
% of revenue	1.4%	1.2%	1.0%	1.0%
Power, fuel & water charges	44	38	47	50
% of revenue	2.5%	2.0%	2.3%	2.3%
Packing material	7	7	3	4
% of revenue	0.4%	0.4%	0.2%	0.2%
Stores and spares	8	7	2	4
% of revenue	0.4%	0.4%	0.1%	0.2%
Lost shipment expense (net)	56	26	18	27
% of revenue	3.2%	1.3%	0.9%	1.2%

(1) Breakup as per notes to accounts

Note: Due to rounding off, totals may not correspond with the sum of individual figures

Impact of change in the depreciation & amortization method

We have revised our depreciation and amortization method from Written Down Value (WDV) to Straight Line Method (SLM) w.e.f. April 1, 2024 to better reflect the pattern of economic benefits derived from the use of assets. The below table summarizes the impact of change in the method over the next 5 years-

₹ Cr	FY25	FY26	FY27	FY28	FY29
Depreciation on PP&E as per SLM, corresponding to net block ⁽¹⁾ as on March 31, 2024 and gross additions during Q1 FY25 (A)	173	162	145	121	96
Depreciation on PP&E as per WDV, corresponding to net block ⁽¹⁾ as on March 31, 2024 and gross additions during Q1 FY25 (B)	351	210	131	80	50
Impact on PBT (C=B-A)	178	48	(14)	(41)	(46)
Amortization on intangible assets as per SLM, corresponding to net block ⁽¹⁾ as on March 31, 2024 and gross additions during Q1 FY25 (D)	33	33	16	2	1
Amortization on intangible assets as per WDV, corresponding to net block ⁽¹⁾ as on March 31, 2024 and gross additions during Q1 FY25 (E)	43	21	6	1	0
Impact on PBT (F=E-D)	10	(11)	(10)	(1)	(0)
Total impact on PBT (C+F)	187	37	(24)	(42)	(47)

For Q1 FY25, the impact of change in depreciation and amortization method on PBT is Rs. 39 Cr

(1) CWIP & Goodwill are not taken into consideration

Note: The useful life and residual remains unchanged for all asset classes. Refer to the next annexure for more details
Due to rounding off, totals may not correspond with the sum of individual figures

Useful life and residual value remains unchanged

Asset	Useful life		Residual value	
	WDV	SLM	WDV	SLM
Plant & Machinery	Sorter & conveyor : 10 years Others : 5 years	Sorter & conveyor : 10 years Others : 5 years	5%	5%
Vehicle	8 years	8 years	5%	5%
Computer	3 years	3 years	5%	5%
Furniture and fitting	5 years	5 years	5%	5%
Leasehold improvement	HQ and mega facility: Lease term Others: 5 years	HQ and mega facility: Lease term Others: 5 years	5%	5%
Office equipment	5 years	5 years	5%	5%
Land and building	NA	NA	5%	5%
Customer relationship	5 years	5 years	1%	1%
IT Software	5 years	5 years	5%	5%
Non-compete	As per the agreement (3-5 years)	As per the agreement (3-5 years)	1%	1%
Other intangibles	5 years	5 years	1%	1%

Employee Stock Options⁽¹⁾

Estimated P&L charge (non-cash) for ESOPs already granted

₹ Cr	Cost of time-based options ⁽²⁾	Cost of performance-based options ⁽³⁾
FY25	111	38
FY26	58	12
FY27	18	2
FY28	2	-
FY29	0	-
Total	188	51

Number of employees holding ESOPs (vested + unvested) : 1,506

ESOPs ungranted

	Total	% of shares outstanding on a fully diluted basis ⁽⁴⁾
ESOPs ungranted, of which	39,662,322	4.93%
<i>Time-based ESOPs⁽⁵⁾</i>	24,182,322	3.01%
<i>Performance-based ESOPs⁽⁶⁾</i>	15,480,000	1.93%

Note: Any new ESOP grants made in the future will be duly notified to the stock exchanges

(1) As of June 30, 2024

(2) Related to costs attributable to time-based ESOPs already granted; in event of forfeiture of ESOPs upon resignation/ termination of employee prior to completion of vesting, costs will be reversed

(3) Related to costs attributable to performance-based ESOPs already granted. The cost is calculated using Monte Carlo simulation.

(4) Including ungranted and already granted ESOPs

(5) Vesting period ranges from 3 to 4 years

(6) To be unlocked in three equal tranches upon achieving share prices of ₹800, ₹1,000 and ₹1,200; and vest equally over 2 years thereafter

Definitions and abbreviations

Cross Border	Cross border ocean & air freight and express parcel services by the Company
Pro forma financials	The pro forma consolidated P&L and adjusted EBITDA compiled by our Company to illustrate the impact of the acquisition of SpotOn Logistics Private Limited on our consolidated financial statements for the year ended March 31, 2022 as if the acquisition occurred on 1 st April 2021. These have not been reviewed / audited by auditors
PTL freight	Part truck load freight service by the Company
RedSeer report	Report titled “Logistics Market in India” dated April 21, 2022 prepared by RedSeer in connection with the public offer by the Company
SCS	Supply chain services by the Company through which the Company provides integrated supply chain solutions (warehousing & transportation)
TL	Truck load freight service by the Company which connects shippers with fleet-owners and suppliers of truckload capacity across the country via a centralized bidding and matching engine

