

18 May 2026

India | Equity Research | Results Update

Delhivery

New Age Logistics

Delivering superior growth: Beats estimates across the board

In Q4FY26, express parcel volume grew ~73% YoY (I-Sec est. ~65% YoY), aided by: 1) Consolidation in 3PL industry and 2) e-commerce demand revival. Efficiencies of scale aided an EBITDA margin beat of ~40bps (I-Sec est), primarily driven by a PTL service EBITDA expansion of 240bps QoQ. Management guided 15-20% YoY volume growth in express parcel and an ROIC >25% in the transport business in the medium term. Despite an improving growth outlook, management does not expect competition-led price erosion. New disclosures by management, including segmental EBITDA, improve visibility on the health of the underlying core business. We think consolidation is likely to continue in FY27. We adjust our estimates to reflect the investment outlook into new businesses. Reiterate **BUY** with TP of INR 600.

Q4FY26 performance review

Delhivery's Q4FY26 consol. revenue was INR 28.5bn (up 1.6% QoQ/30.0% YoY), ~3.9% ahead of our estimate. EBITDA was INR 2.1bn, with margin at 7.5% (up 208bps YoY). Adj. EBITDA was INR 1.5bn, with margin at 5.3% (up 279bps YoY). PAT was INR 724mn in Q4FY26 (vs. PAT of INR 726mn in Q4FY25).

Express parcel revenue was INR 18.4bn, up 45.9% YoY (flattish QoQ), driven by volume growth of 3.7% QoQ/72.9% YoY. Service-level EBITDA margin was 18.8% for express parcel, driven by operating leverage. PTL revenue grew 7.6% QoQ/20.3% YoY to INR 6.2bn. PTL freight tonnage grew 8.3% QoQ/19.9% YoY. Service-level EBITDA margin was 13.4% (up 240bps QoQ) for PTL. Supply-chain services' revenue was down 19.2% YoY to INR 1.9bn; service-level EBITDA margin was 11.10%.

Management commentary

Management guided for 15-20% YoY growth in the express parcel segment, broadly in line with the underlying e-commerce industry growth. Management acknowledged that the operating environment in Q4FY26 and entering Q1FY27 remained volatile and inflationary, led by disruptions arising from the Iran war. However, rising input costs are being actively managed through structured pricing mechanisms, with fuel surcharge and diesel price hike (DPH) indexing frameworks covering >90% of contracts across businesses.

Financial Summary

Y/E March (INR mn)	FY25A	FY26A	FY27E	FY28E
Net Revenue	89,319	1,05,083	1,25,309	1,46,046
EBITDA	3,758	6,400	13,003	16,617
EBITDA Margin (%)	4.2	6.1	10.4	11.4
Net Profit	1,621	1,525	7,809	10,495
EPS (INR)	2.1	2.0	10.5	14.1
EPS % Chg YoY	-	(6.8)	411.7	34.7
P/E (x)	217.2	233.2	45.6	33.8
EV/EBITDA (x)	84.1	50.6	24.5	18.7
RoCE (%)	(1.8)	(0.6)	5.1	6.9
RoE (%)	1.7	1.6	7.5	9.1

Abhisek Banerjee

abhisek.banerjee@icicisecurities.com
+91 22 6807 7574

Jayram Shetty

jayram.shetty@icicisecurities.com

Nirant Dhumal

nirant.dhumal@icicisecurities.com

Market Data

Market Cap (INR)	356bn
Market Cap (USD)	3,717mn
Bloomberg Code	DELHIVER IN
Reuters Code	DELH BO
52-week Range (INR)	490 /320
Free Float (%)	73.0
ADTV-3M (mn) (USD)	12.5

Price Performance (%)	3m	6m	12m
Absolute	13.1	9.0	46.8
Relative to Sensex	22.1	20.0	55.6

ESG Score	2024	2025	Change
ESG score	62.9	65.1	2.2
Environment	41.4	45.3	3.9
Social	58.7	63.0	4.3
Governance	83.3	82.5	(0.8)

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

Source: SES ESG, I-sec research

Earnings Revisions (%)	FY27E	FY28E
Revenue	3.0	3.7
EBITDA	(3.7)	(2.9)
EPS	2.2	5.9

Previous Reports

01-02-2026: [Q3FY26 results review](#)

06-11-2025: [Q2FY26 results review](#)

In the PTL business, management stated that the company continues to expand its direct sales and servicing footprint beyond metro cities and remains confident of sustaining 20%+ annual PTL volume growth over the near-to-medium term.

In the supply chain business, the company exited lower-margin contracts and end-client industries, resulting in service EBITDA margin expansion to 10.9% in FY26 vs. 2.2% in FY25. Management highlighted a pipeline of >INR 18bn across consumer durables, auto, FMCG, lifestyle, chemicals and e-commerce clients.

On new initiatives, Delhivery Local, the company's on-demand intra-city logistics service, is now operational across six cities. The business exited FY26 with an annualised revenue run rate of ~INR 600mn alongside improving contribution margins. Management expects the vertical to surpass ~INR 2bn annualised revenue run rate in FY27, driven by deeper penetration in existing cities and expansion into newer markets.

Management guided for adjusted EBITDA margin expansion from a current 7.6% to ~10% over the next 8-10 quarters. In the PTL segment, management expects steady-state service EBITDA margin profitability to reach 16-18%.

The company achieved positive FCF generation in FY26, supported by EBITDA margin expansion (0.9% in FY24 to 4.4% in FY26), lower capex intensity (7.4% of revenue in FY24 to 4.7% in FY26) and improvement in working capital days (28 days in FY24 to 11 days in FY26).

Valuation

We maintain **BUY** on the stock with a target price of INR 600, as per our three-stage DCF model. The implied EV/EBITDA at our TP is 36x one-year forward.

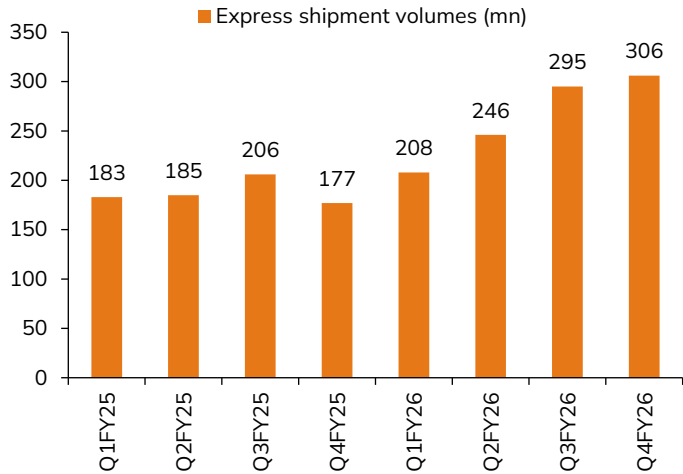
Key risks: 1) Pricing pressure in the express parcel or PTL business; and 2) worsening medium-term growth visibility due to global headwinds.

Exhibit 1: Q4FY26 review

(INR mn)	Q4FY26	Q4FY25	Chg. YoY (%)	Q3FY26	Chg. QoQ (%)	I-Sec estimate	Diff.
Total income from operations	28,500	21,916	30.0	28,050	1.6	27,438	3.9
Operating expenses	20,056	15,663	28.0	19,796	1.3	19,400	3.4
Employee wages	4,166	3,375	23.4	4,097	1.7	4,097	1.7
Other expenses	2,135	1,686	26.6	2,069	3.2	2,050	4.2
Total expenses	26,358	20,725	27.2	25,962	1.5	25,547	3.2
EBITDA	2,142	1,191	79.9	2,088	2.6	1,891	13.3
EBITDA Margin (%)	7.5	5.4	208 bps	7.4	-201 bps	6.9	
Adjusted EBITDA	1,510	550	174.5	1,470	2.7	1,342	12.5
EBITDA Margin (%)	5.3	2.5	279 bps	5.2	-273 bps	4.9	40.76
Depreciation	1,833	1,425	28.6	1,866	(1.8)	1,866	(1.8)
Other Income	594	1,119	(46.9)	771	(23.0)	771	(23.0)
Finance Cost	341	337	1.0	372	(8.4)	350	(2.7)
PBT	578	548	5.5	348	66.3	447	29.5
Tax	(51)	(8)		(29)		(12)	
PAT	629	556	13.1	377	67.0	458	37.3
PAT after minority	724	726	(0.2)	396	83	436	66.0

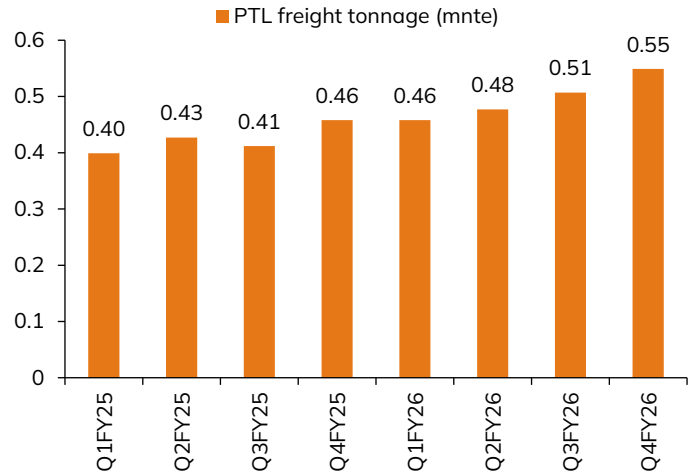
Source: I-Sec research, Company data

Exhibit 2: Express shipment volumes (mn)



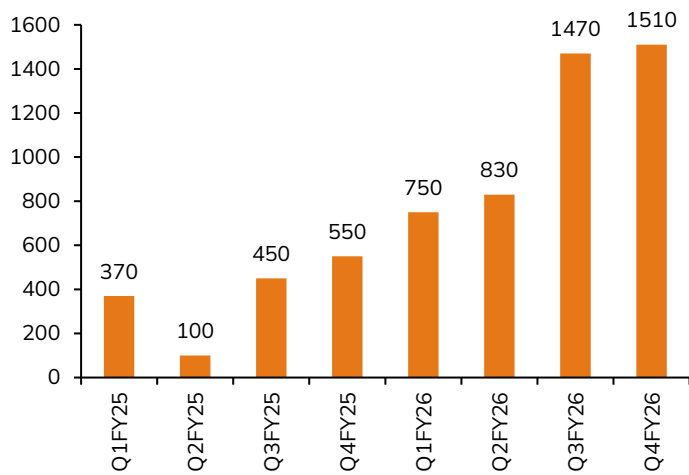
Source: I-Sec research, Company data

Exhibit 3: PTL freight tonnage (mnte)



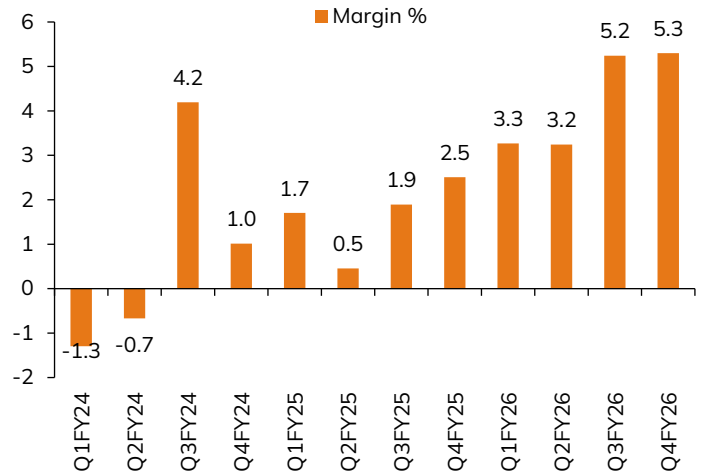
Source: I-Sec research, Company data

Exhibit 4: Adjusted EBITDA (INR mn)



Source: I-Sec research, Company data

Exhibit 5: Adjusted EBITDA margin (%)



Source: I-Sec research, Company data

Exhibit 6: Shareholding pattern

%	Sep'25	Dec'25	Mar'26
Promoters	-	-	-
Institutional investors	83.6	83.6	84.5
MFs and other	29.9	32.8	33.2
Insurance	1.5	1.6	3.1
FIIIs	52.2	49.2	48.2
Others	16.4	16.4	15.5

Source: Bloomberg, I-Sec research

Exhibit 7: Price chart



Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 8: Profit & Loss

(Rs mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Net Sales	89,319	1,05,083	1,25,309	1,46,046
Operating Expenses	20,213	24,024	24,099	25,869
EBITDA	3,758	6,400	13,003	16,617
EBITDA Margin (%)	4.2	6.1	10.4	11.4
Depreciation & Amortization	5,349	6,954	7,310	8,189
EBIT	(1,591)	(554)	5,694	8,428
Interest expenditure	1,258	1,441	962	1,106
Other Non-operating Income	4,401	3,586	3,945	4,340
Recurring PBT	1,552	1,591	8,677	11,661
Profit / (Loss) from Associates	70	72	-	-
Less: Taxes	(50)	(121)	868	1,166
PAT	1,602	1,712	7,809	10,495
Less: Minority Interest	-	-	-	-
Extraordinary (Net)	-	-	-	-
Net Income (Reported)	1,621	1,525	7,809	10,495
Net Income (Adjusted)	1,621	1,525	7,809	10,495

Source Company data, I-Sec research

Exhibit 9: Balance sheet

(Rs mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Total Current Assets	33,968	32,398	38,900	49,747
of which cash & cash eqv.	3,368	2,451	7,857	16,191
Total Current Liabilities & Provisions	11,270	15,799	17,169	20,546
Net Current Assets	22,699	16,599	21,731	29,201
Investments	35,782	29,615	29,615	29,615
Net Fixed Assets	11,846	15,961	18,981	22,079
ROU Assets	12,994	13,180	13,180	13,180
Capital Work-in-Progress	329	10	10	10
Total Intangible Assets	14,030	25,176	25,176	25,176
Other assets	11,689	11,437	11,437	11,437
Deferred Tax Assets	-	-	-	-
Total Assets	1,09,362	1,11,970	1,20,122	1,30,690
Liabilities				
Borrowings	397	25	25	25
Deferred Tax Liability	77	268	268	268
provisions	748	206	549	622
other Liabilities	-	-	-	-
Equity Share Capital	746	749	749	749
Reserves & Surplus	93,576	96,121	1,03,930	1,14,425
Total Net Worth	94,322	96,870	1,04,679	1,15,174
Minority Interest	-	-	-	-
Total Liabilities	1,09,362	1,11,970	1,20,122	1,30,690

Source Company data, I-Sec research

Exhibit 10: Quarterly trend

(INR mn, year ending March)

	Jun-25	Sep-25	Dec-25	Mar-26
Net Sales	22,940	25,593	28,050	28,500
% growth (YOY)	5.6	16.9	17.9	30
EBITDA	1,488	682	2,088	2,142
Margin %	6.5	2.7	7.4	7.5
Other Income	1,299	922	771	594
Net Profit	910	(505)	396	724

Source Company data, I-Sec research

Exhibit 11: Cashflow statement

(Rs mn, year ending March)

	FY25A	FY26A	FY27E	FY28E
Operating Cashflow	5,674	9,115	16,698	20,726
Working Capital Changes	(249)	347	617	936
Capital Commitments	(4,757)	(4,050)	(6,641)	(7,302)
Free Cashflow	917	5,065	10,057	13,424
Other investing cashflow	3,721	(737)	(3,689)	(3,984)
Cashflow from Investing Activities	(1,036)	(4,787)	(10,331)	(11,287)
Issue of Share Capital	39	13	-	-
Interest Cost	(73)	(32)	(962)	(1,106)
Inc (Dec) in Borrowings	(857)	(1,108)	-	-
Dividend paid	-	-	-	-
Others	-	-	-	-
Cash flow from Financing Activities	(4,323)	(5,299)	(962)	(1,106)
Chg. in Cash & Bank balance	315	(971)	5,406	8,334
Closing cash & balance	315	(971)	5,406	8,334

Source Company data, I-Sec research

Exhibit 12: Key ratios

(Year ending March)

	FY25A	FY26A	FY27E	FY28E
Per Share Data (INR)				
Reported EPS	2.2	2.0	10.4	14.1
Adjusted EPS (Diluted)	2.1	2.0	10.5	14.1
Cash EPS	1.2	6.8	13.4	17.9
Dividend per share (DPS)	-	-	-	-
Book Value per share (BV)	129.4	132.9	143.6	158.0
Dividend Payout (%)	-	-	-	-
Growth (%)				
Net Sales	9.7	17.6	19.2	16.5
EBITDA	196.8	70.3	103.2	27.8
EPS (INR)	-	(6.8)	411.7	34.7
Valuation Ratios (x)				
P/E	217.2	233.2	45.6	33.8
P/CEPS	386.9	70.3	35.4	26.5
P/BV	3.7	3.6	3.3	3.0
EV / EBITDA	84.1	50.6	24.5	18.7
Dividend Yield (%)	-	-	-	-
Operating Ratios				
Gross Profit Margins (%)	26.8	29.0	29.6	29.1
EBITDA Margins (%)	4.2	6.1	10.4	11.4
Effective Tax Rate (%)	(3.2)	(7.6)	10.0	10.0
Net Profit Margins (%)	1.8	1.6	6.2	7.2
Net Debt / Equity (x)	-	-	-	-
Net Debt / EBITDA (x)	-	-	-	-
Total Asset Turnover (x)	0.8	0.9	1.1	1.2
Inventory Turnover Days	-	-	-	-
Receivables Days	60	51	45	44
Payables Days	37	42	40	43
Profitability Ratios				
RoE (%)	1.7	1.6	7.5	9.1
RoCE (%)	(1.8)	(0.6)	5.1	6.9
RoIC (%)	(1.4)	(1.3)	7.8	11.1

Source Company data, I-Sec research

This report may be distributed in Singapore by ICICI Securities, Inc. (Singapore branch). Any recipients of this report in Singapore should contact ICICI Securities, Inc. (Singapore branch) in respect of any matters arising from, or in connection with, this report. The contact details of ICICI Securities, Inc. (Singapore branch) are as follows: Address: 10 Collyer Quay, #40-92 Ocean Financial Tower, Singapore - 049315, Tel: +65 6232 2451 and email: navneet_babbar@icicisecuritiesinc.com, Rishi_agrawal@icicisecuritiesinc.com and Kadambari_balachandran@icicisecuritiesinc.com.

"In case of eligible investors based in Japan, charges for brokerage services on execution of transactions do not in substance constitute charge for research reports and no charges are levied for providing research reports to such investors."

New I-Sec investment ratings (all ratings based on absolute return; All ratings and target price refers to 12-month performance horizon, unless mentioned otherwise)
BUY: >15% return; ADD: 5% to 15% return; HOLD: Negative 5% to Positive 5% return; REDUCE: Negative 5% to Negative 15% return; SELL: < negative 15% return

ANALYST CERTIFICATION

I/We, Abhisek Banerjee, MBA; Jayram Shetty, CA; Nirant Dhupal, MBA; authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of the ICICI Securities Inc. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products. Registered Office Address: ICICI Venture House, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. CIN: L67120MH1995PLC086241, Tel: (91 22) 6807 7100. ICICI Securities is Sebi registered stock broker, merchant banker, investment adviser, portfolio manager, Research Analyst and Alternative Investment Fund. ICICI Securities is registered with Insurance Regulatory Development Authority of India Limited (IRDAI) as a composite corporate agent and with PFRDA as a Point of Presence. ICICI Securities Limited Research Analyst SEBI Registration Number – INH000000990. ICICI Securities Limited SEBI Registration is INZ000183631 for stock broker. ICICI Securities AIF Trust's SEBI Registration number is IN/AIF3/23-24/1292 ICICI Securities is a subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on www.icicibank.com.

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities and its analysts, persons reporting to analysts and their relatives are generally prohibited from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

Recommendation in reports based on technical and derivative analysis centre on studying charts of a stock's price movement, outstanding positions, trading volume etc as opposed to focusing on a company's fundamentals and, as such, may not match with the recommendation in fundamental reports. Investors may visit icidirect.com to view the Fundamental and Technical Research Reports.

Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

ICICI Securities Limited has two independent equity research groups: Institutional Research and Retail Research. This report has been prepared by the Institutional Research. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the Retail Research.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances. This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

ICICI Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction.

ICICI Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither ICICI Securities nor Research Analysts and their relatives have any material conflict of interest at the time of publication of this report.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

ICICI Securities or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities and ICICI Securities as an entity are engaged in various financial service businesses, they might have financial interests or actual/ beneficial ownership of one percent or more or other material conflict of interest in various companies including the subject company/companies mentioned in this report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject ICICI Securities and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

This report has not been prepared by ICICI Securities, Inc. However, ICICI Securities, Inc. has reviewed the report and, in so far as it includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk free return to the investors.

ICICI Securities Limited has not used any Artificial Intelligence tools for preparation of this Research Report.

SEBI Guidelines for Research Analyst (RA) requires all RAs to disclose terms and conditions pertaining to Research Services to all clients. Please go through the "Mandatory terms and conditions" and "Most Important Terms and Conditions. ([Link](#))

Name of the Compliance officer (Research Analyst): Mr. Atul Agrawal, Contact number: 022-40701000, E-mail Address : complianceofficer@icicisecurities.com

For any queries or grievances: [Mr. Jeetu Jawrani](#) Email address: headservicequality@icicidirect.com Contact Number: 18601231122
