



Zomato Ltd.

# IPO DETAILS

Issue Opens

14<sup>th</sup> July 21, Wed

Issue Closes

16<sup>th</sup> July 21, Fri

Min. Lot Size

195 Shares

Issue Price Band

₹72 - ₹76

Issue size

Fresh Issue:  
1184.21 Mn Equity Shares  
(₹90,000 Mn)

OFS:

49.34 Mn Equity Shares  
(₹3,750 Mn)

Face Value

₹1

Listing at

NSE, BSE



Objectives of the Issue

Funding organic & inorganic growth initiatives.

Meeting general corporate purpose.

Rating

**SUBSCRIBE**

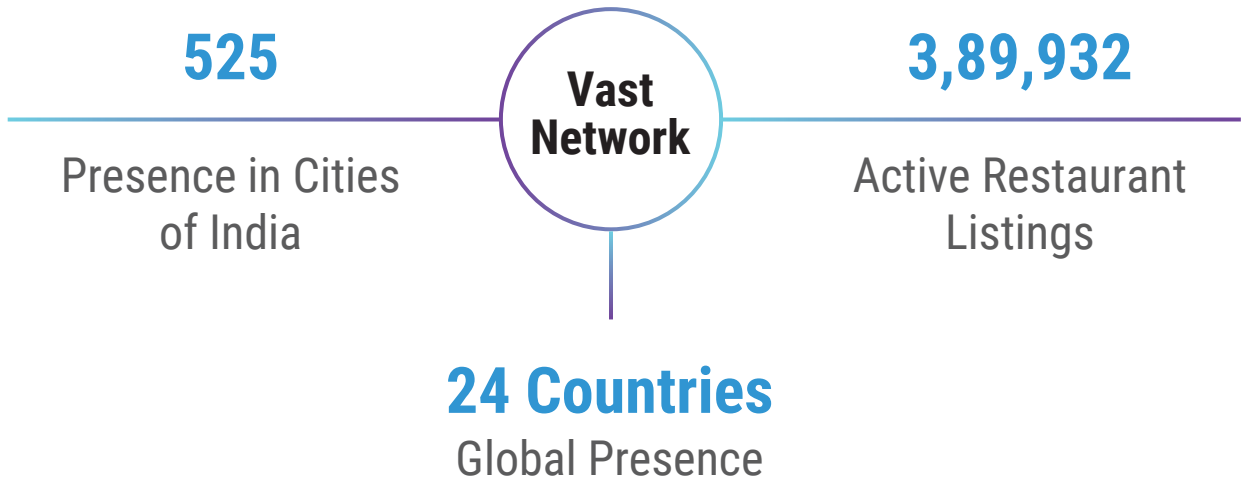
**APPLY NOW**



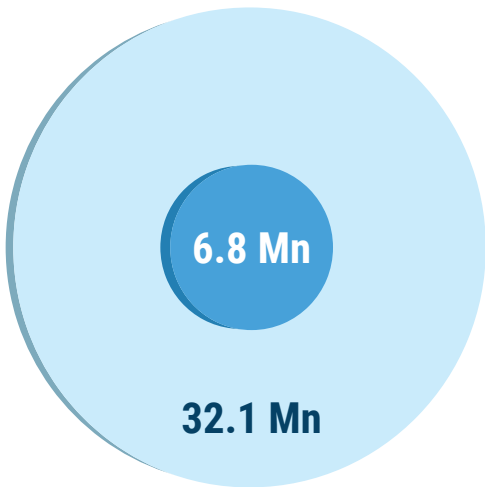
Zomato Ltd.

# Company Overview

Zomato is one of the leading food services platforms in India in terms of value of food sold as on March 31, 2021. The company's technology platform connects customers, restaurant partners and delivery partners, serving their multiple needs.

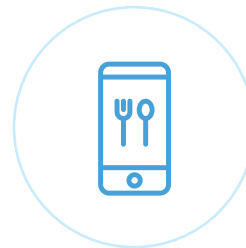


## Quick Stats (FY-21)



- Average MAU (Monthly Active Users) visited their platform in India.
- Customers ordered food every month (average monthly frequency of approx 3.0 times).

## Primary Offerings



Search & discover restaurants



Order food delivery



Book a table



Make payments for dining out



### Zomato Pro

A paid membership program that provides exclusive offers and additional discounts is offered by Zomato to its customers.



### Hyperpure

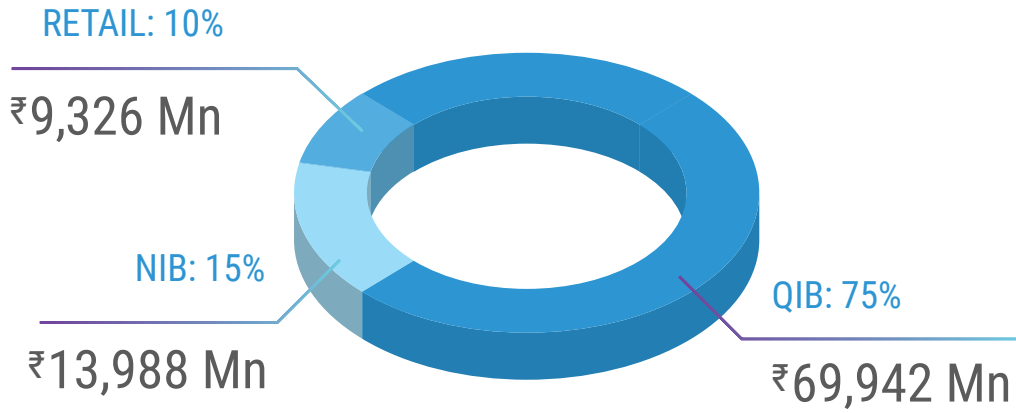
Another vertical that generates revenue from the supply of high-quality ingredients and kitchen products to restaurants.



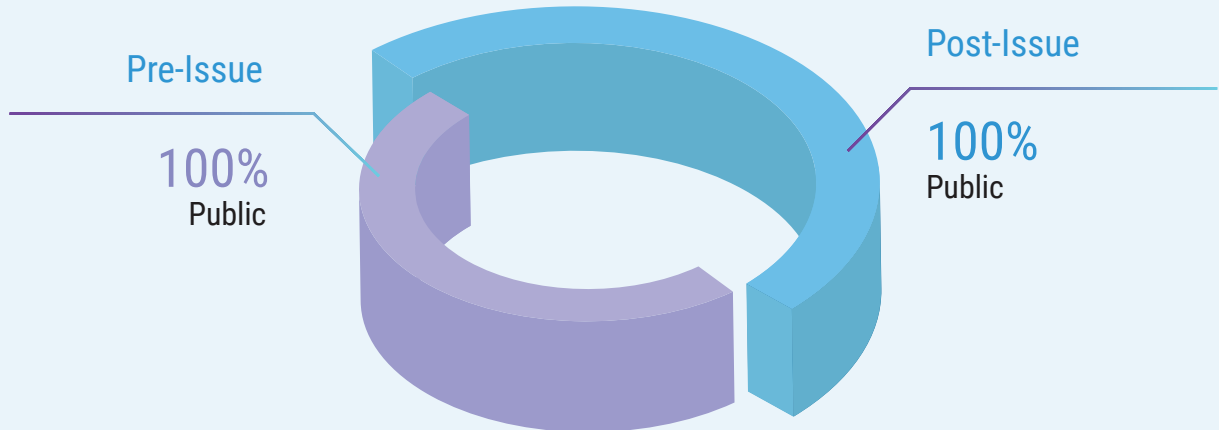
Zomato Ltd.

# Issue Details

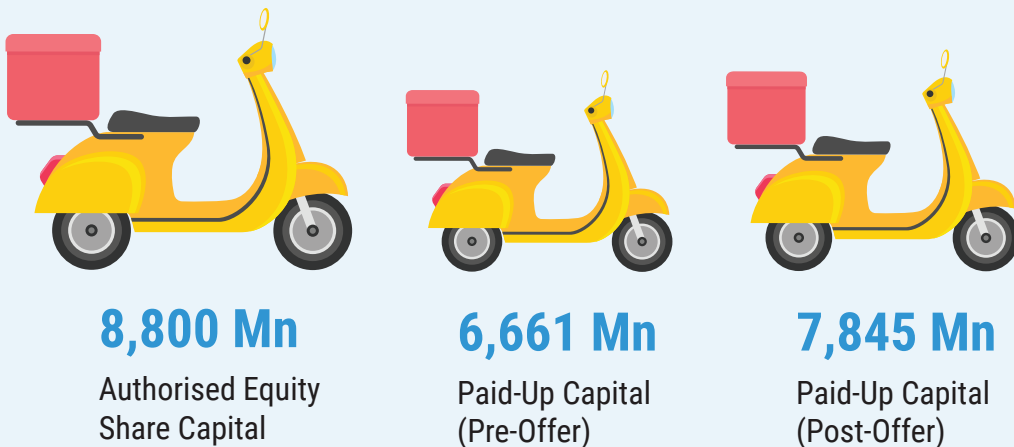
## Issue Break-Up



## Shareholding Pattern



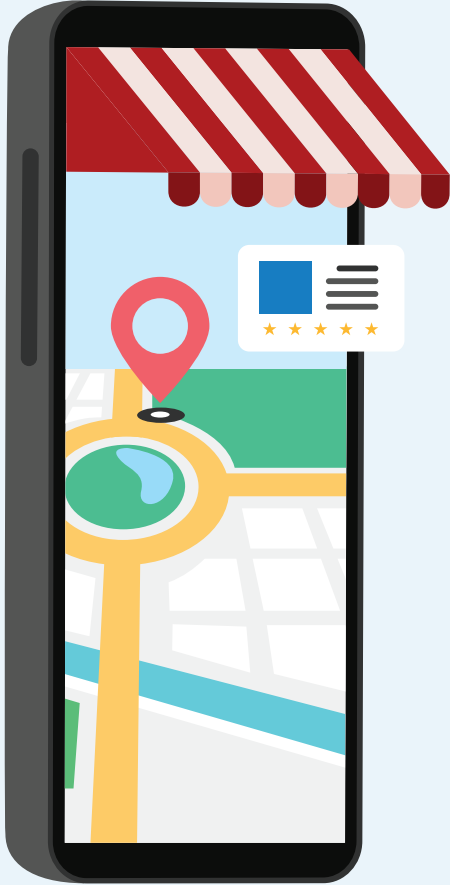
## Capital Structure (in ₹)





Zomato Ltd.

# Valuations



Market Capitalization

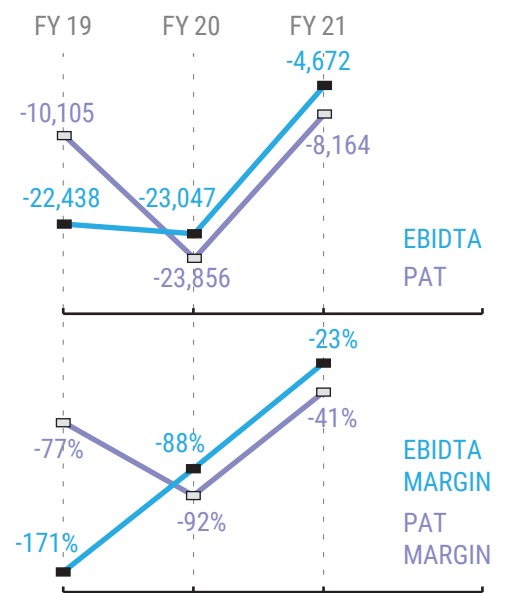
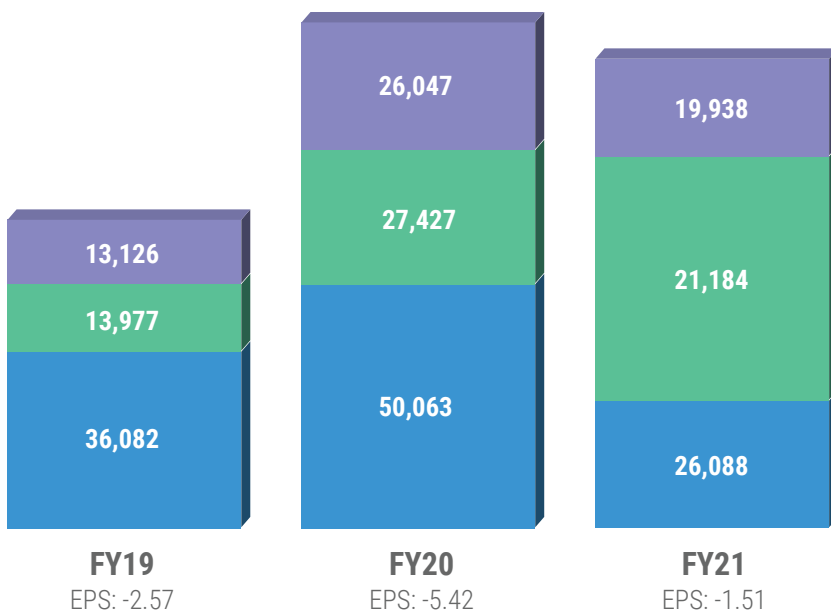
**5,96,234 Mn**

Price to Sales (P/S)

**29.9X**

## Financial Snapshot (in Mn ₹)

- Revenue
- Total Income
- Total Expenses





Zomato Ltd.

# Business Insights



## Competitive Strengths

- Strong network effects driven by unique content and transaction flywheels.
- Widespread and efficient on-demand hyperlocal delivery network.
- Technology and product-first approach to business.
- Strong consumer brand recognized across the length and breadth of India.



## Business Strategy

- Continuous focus on unit economics and growth at the same time.
- Expand and strengthen community across three businesses – food delivery, dining-out and Hyperpure.
- Invest in new products and technologies.
- Continue to build a strong consumer brand recognized across India.



## Risks

- The company has a history of net losses and anticipates increased expenses in the future.
- Unfavourable media coverage could harm business, financial condition, cash flows and results of operations.

## Promoters and Management Details

Kaushik Dutta - Chairman

Deepinder Goyal - Managing Director and CEO