



# IPO NOTE

## SHADOWFAX TECHNOLOGIES LIMITED

NEUTRAL



### Rating:

**Neutral**



Shadowfax Technologies Ltd is a logistics solution provider company in India. The company offers e-commerce express parcel delivery and a suite of value-added offerings.

### OBJECTS OF THE ISSUE

- Network expansion capex for infrastructure and logistics facilities.
- Lease payments for first-mile, last-mile, and sorting centers.
- Branding, marketing & strategic growth, including acquisitions and general corporate purposes.

### FINANCIALS (RESTATED CONSOLIDATED)

| PARTICULARS (IN CRORE)      | FY 2025  | FY 2024  | FY 2023  |
|-----------------------------|----------|----------|----------|
| Equity Share Capital        | 151.7    | 0.24     | 0.23     |
| Net Worth                   | 660.43   | 421.78   | 176.32   |
| Total Income                | 2,514.66 | 1,896.48 | 1,422.89 |
| EBITDA Margin%              | 2.24%    | 0.60%    | -7.97%   |
| Net Profit/Loss of the year | 6.06     | -11.88   | -142.64  |

### FINANCIAL RATIOS OF FY25

#### ISSUE BREAK-UP (%)

|                |  |     |
|----------------|--|-----|
| QIB Portion    |  | 75% |
| NII Portion    |  | 15% |
| Retail Portion |  | 10% |

2.80

P\SALES ( Pre IPO)

1017.96x

P/E ( Pre IPO)

0.12

EPS ( Pre IPO)

### OUTLOOK & VALUATION

- Shadowfax benefits from strong growth in India's last-mile logistics and e-commerce delivery space.
- Revenue momentum is improving, but profitability remains low and margin visibility is still evolving.
- At a P/S (Price-to-Sales) ratio of roughly 2.8x, the IPO is priced at a premium compared to Delhivery.
- A massive chunk of their revenue comes from just two sources: Flipkart (which is also an investor) and Meesho.
- Suitable only for high-risk, long-term investors; conservative investors should wait post-listing for better price discovery.

#### INDICATIVE TIMETABLE

|                              |            |
|------------------------------|------------|
| Basis of Allotment           | 23-01-2026 |
| Refunds/Unblocking ASBA Fund | 27-01-2026 |
| Credit of Share to Demat A/c | 27-01-2026 |
| Listing Date                 | 28-01-2026 |



## COMPANY PROFILE

- Shadowfax Technologies Limited is a technology-led third-party logistics (3PL) company.
- The company enables digital commerce by providing end-to-end logistics solutions across India.
- Shadowfax operates a large, asset-light delivery network covering over 14,700 pin codes.
- It serves a diverse base of enterprise clients, including e-commerce marketplaces, quick commerce platforms, food delivery companies, and on-demand mobility players.
- Its service portfolio includes express parcel deliveries, reverse logistics, hyperlocal and quick commerce deliveries, and mobility-related logistics.
- The business is driven by proprietary, in-house technology platforms that support routing, partner management, security, and address intelligence.
- Shadowfax follows a scalable platform-based business model, leveraging a flexible gig workforce and data-driven operations.



## COMPETITIVE STRATEGIES

- Consistent market share expansion driven by deepening customer relationships and operating leverage.
- Continue to expand service portfolio.
- Continue to strengthen and expand network.
- Inorganic growth through acquisition for expansion of capabilities.
- Enabling EV fleets.



## KEY CONCERNS

- High dependence on a limited number of large clients for revenue.
- Exposure to seasonal demand fluctuations affects revenue predictability.
- Operations rely heavily on third-party delivery partners.
- Intense competition in the logistics and last-mile delivery sector.
- Any failure of technology systems could disrupt operations.



## KEY STRENGTHS

- Asset-light, technology-driven logistics platform with nationwide reach.
- Strong presence across high-growth segments like e-commerce and quick commerce.
- Scalable delivery network covering 14,700+ pin codes across India.
- Proprietary technology for routing, partner management, and security controls.
- Long-standing relationships with large enterprise clients.

## COMPARISON WITH LISTED INDUSTRY PEERS

| Name of the Company         | EPS (₹ Basic) | P/E     | NAV    | Revenue (cr.) | RoNW% |
|-----------------------------|---------------|---------|--------|---------------|-------|
| Shadowfax Technologies Ltd. | 0.13          | 1017.96 | 13.83  | 2514.6        | 0.97  |
| <b>Peer Group</b>           |               |         |        |               |       |
| Blue Dart Express Limited   | 106.38        | 50.70   | 657.05 | 5762.6        | 17.25 |
| Delhivery Limited           | 2.19          | 195.07  | 124.77 | 9372.0        | 1.75  |



### DISCLAIMER:

The information contained herein are strictly confidential and are meant solely for the information of the recipient and shall 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 permission of Swastika Investmart Ltd. ("SIL"). The contents of this document are for information purpose only. This document is not an investment advice and must not alone be taken as the basis for an investment decision. Before taking any decision to invest, the recipient of this document must read carefully the Red Herring Prospectus ("RHP") issued to know the details of IPO and various risks and uncertainties associated with the investment in the IPO of the Company. All recipients of this document must before acting on the given information/details, make their own investigation and apply independent judgment based on their specific investment objectives and financial position. They can also seek appropriate professional advice from their own legal and tax consultants, advisors, etc. to understand the risks and investment considerations arising from such investment. The investor should possess appropriate resources to analyze such investment and the suitability of such investment to such investor's particular circumstances before making any decisions on the investment. The Investor shall be solely responsible for any action taken based on this document. SIL shall not be liable for any direct or indirect losses arising from the use of the information contained in this document and accept no responsibility for statements made otherwise issued or any other source of information received by the investor and the investor would be doing so at his/her/its own risk. The information contained in this document should not be construed as forecast or promise or guarantee or assurance of any kind. The investors are not being offered any assurance or guaranteed or fixed returns on their investments. The users of this document must bear in mind that past performances if any, are not indicative of future results. The actual returns on investment may be materially different than the past. Investments in Securities market products and instruments including in the IPO of the Company are highly risky and they are generally not an appropriate avenue for someone with limited resources/ limited investment and low risk tolerance. Such Investments are subject to market risks including, without limitation, price, volatility and liquidity and capital risks. Therefore, the users of this document must carefully consider all the information given in the RHP including the risks factors before making any investment in the Equity Shares of the Company.

Swastika Investmart Ltd 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 Swastika Investmart Ltd nor Research Analysts 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. Swastika Investment Ltd may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report. Research entity has not been engaged in market making activity for the subject company. Research analyst has not served as an officer, director or employee of the subject company. We have not received any compensation/benefits from the Subject Company or third party in connection with the Research Report.

CORPORATE & ADMINISTRATIVE OFFICE - 48, Jaora Compound, M.Y.H. Road, Indore - 452 001 | Phone 0731 - 6644000

Compliance Officer: Ms. Sheetal Durapre Email: [compliance@swastika.co.in](mailto:compliance@swastika.co.in) Phone: (0731) 6644 241

Swastika Investmart Limited, SEBI Reg. No. : NSE/BSE/MSEI: INZ000192732 Merchant Banking: INM000012102 Investment Adviser: INA000009843 MCX/NCDEX: INZ000072532 CDSL/NSDL: IN-DP-115-2015 RBI Reg. No.: B-03-00174 IRDA Reg. No.: 713.