



EXCITED

For The Hottest

IPO?



ABOUT THE COMPANY

Zomato is an Indian multinational restaurant aggregator and food delivery company founded by Pankaj Chaddah and Deepinder Goyal in 2008. Zomato provides information, menus and user-reviews of restaurants as well as food delivery options from partner restaurants in select cities. As of 2019, the service is available in 24 countries and in more than 10,000 cities.

In February 2021, Zomato raised US\$250 million from five investors, including Tiger Global Management, at a valuation of US\$5.4 billion.

On 29 June 2021, Zomato signed a deal with Grofers to invest nearly \$120 Million in the online grocery firm by acquiring 9.3% stakes of the company

Zomato was founded as Foodiebay in 2008, and was renamed Zomato on 18 January 2010 as Zomato Media Pvt. Ltd. In 2011, Zomato expanded across India to Delhi NCR, Mumbai, Bangalore, Chennai, Pune and Kolkata.

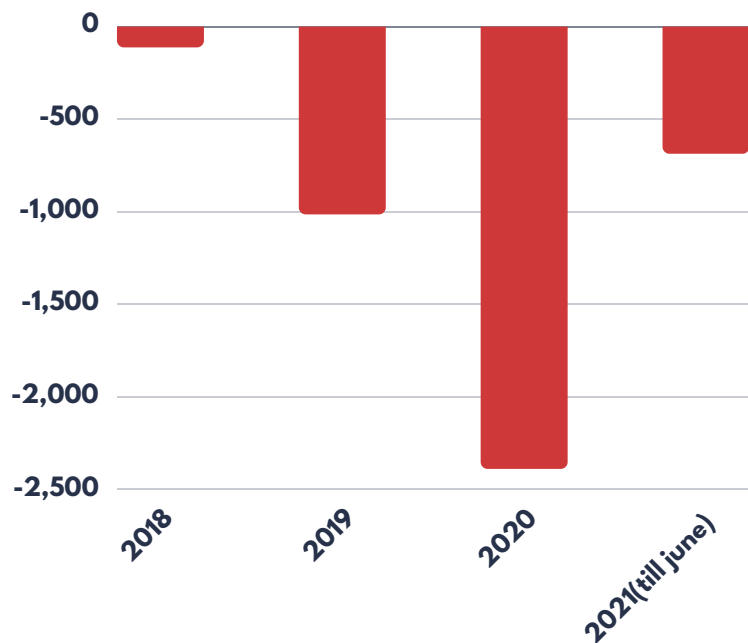
"NEELA PAPUCHARU WITH CHICKEN MAKES YOU FEEL HEAVEN"

- O. R. NIRMAL

In 2019, Zomato acquired Seattle-based food portal Urbanspoon, which led to the firm's entry into the United States and Australia. This U.S.-expansion brought Zomato into direct competition with similar models such as Yelp and Foursquare

Company Profile

REVENUE, INFO EDGE, FOOD ORDER VOLUME



IF IT'S INTERNET IT IS INFOEDGE

Info Edge is involved in three broad groups of online businesses: Its core business, recruitment, in which it has clear leadership position. An internal portfolio of businesses dealing with online platforms for real estate, education and matrimony.

Info Edge owns 18.4% stake in zomato.

Zomato had an order volume of over 200 million during the first half of the financial year 2020, almost four times the volume of the previous year. The food delivery company offered its delivery services in about 500 cities across India with over 200 thousand delivery partners at that time.

Brands Acquired

By Zomato



TongueStun

Uber
Eats



FITSO



Sparse Labs

runnr



Zomata

60,000 Crores

Company valuation
(as of 1st July 2021)

Key Challenges

- 1) Players like Amazon entering into food delivery business
- 2) No Moat or barriers for New player entry in food delivery business.
- 3) Unjustified Valuations. Can't grow the business as per Valuations.



23

Zomato has presence in over 23 countries.



1.4 M

Zomato, has over 1.4 million restaurants listed globally



2X

Zomato's revenue nearly doubles, loss widens 160% in 2019-20



Sales Revenue

Revenue from service	86.04 %
Revenue from sale of traded goods	10.04 %
Income from provision of platform service	3.91 %
Royalty income	<1 %

Financial Report

Cash and Cash equivalent	Rs306cr(FY 21)
Investments	Rs 2,205 cr
Bank balance	Rs 597 cr
Financial asset	Rs 629 cr



FINANCIAL SNAPSHOT

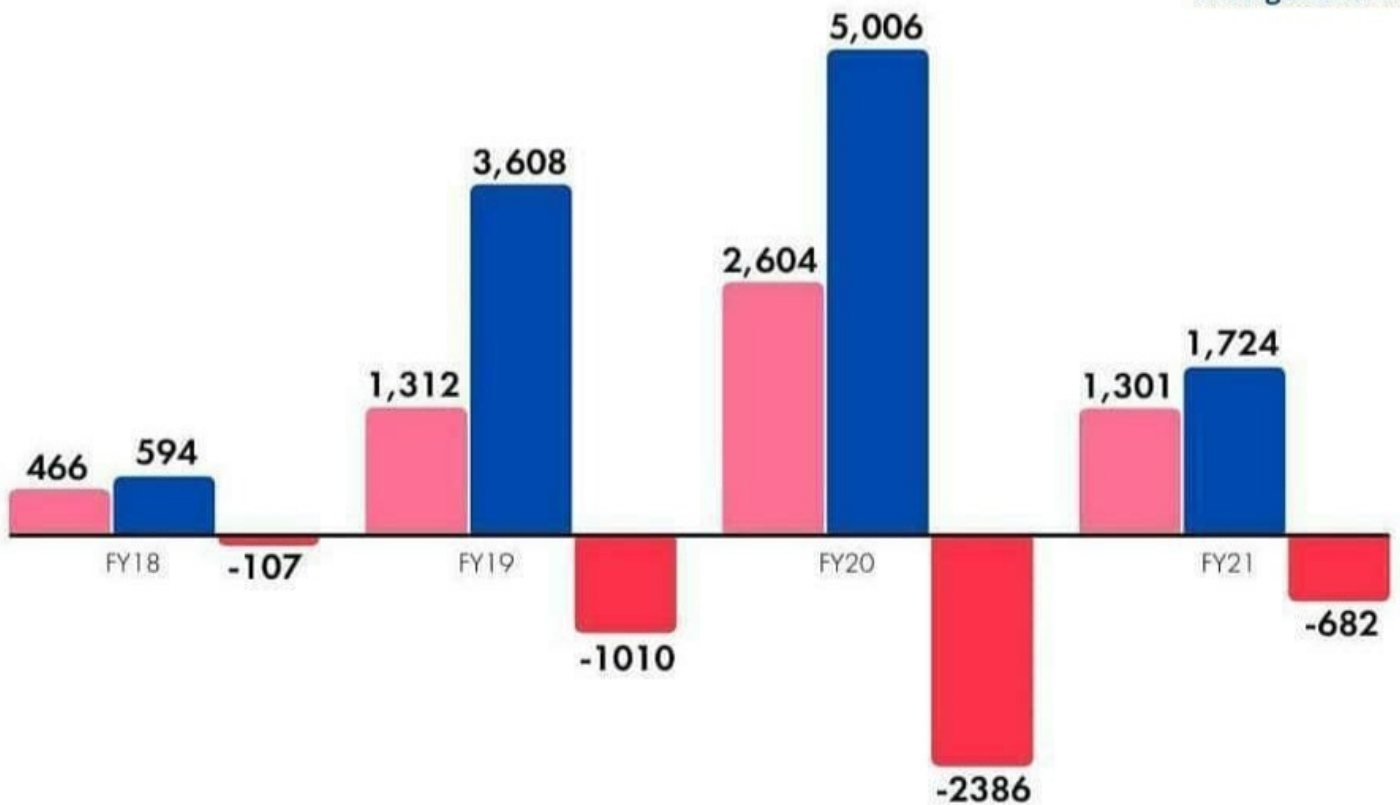
zomato

● Revenue

● Expense

● **LOSES**

All figures are in Cro



SWIGGY

ZOMATO

Funding raised:

\$465.5 million



Funding raised

\$600 million

Presence:

45 Cities



Presence:

38 cities,

claims to touch 50 soon

Number of restaurant partners:

45000



Number of restaurant partners:

54,000

Delivery partners:

1 lakh



Delivery partners:

74,000

Operating Revenue FY 18:

Rs 442 cr



Operating Revenue FY 18:

Rs 466.36 cr

Operating Loss FY 18:

Rs 397 cr



Operating Loss FY 18:

Rs 106.31 cr

IPO DETAILS



Biding dates :

14 July '21 - 16 July

Min. Investment :

Rs. 14,040

Price Range :

Rs. 72 - Rs 76

Lot size :

195 Shares

Issue size :

9375 crore

DIRECTOR'S STATEMENT

Our view on Zomato ipo

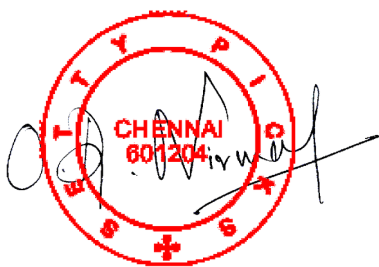
I would apply for zomato ipo just for listing gains

we are not betting on long term story as valuation are not justified by any means.

The business is great they have a good edge over its competitor swiggy by means of market share and revenue. But the entry of amazon in food business and ola in food business makes the growth of zomato difficult in future

No barrier to entry into the market makes it a greatest threat to zomato. Anyone can enter into the market overnight

zomato is much similar to Aviation Industry where entry of new players makes you to keep your prices competitive. You can't keep on increase the prices as you wish as people will change provider easily



O. R. NIRMAL

CHIEF Executive OFFICER