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SHIPROCKET LIMITED

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IPO Report

12th Aug 26

Snapshot

Shiprocket is an end-to-end, new age, merchant-first, and API-led technology platform designed to enable e-commerce transactions for India's MSMEs and Large Retailers. Shiprocket platform simplifies logistics, checkout, payments, fulfilment, and cross-border trade, enabling Merchants to sell online and offline efficiently and at scale. According to the Redseer Report, company is the largest new-age end-to-end horizontal e-commerce enablement platform (in terms of revenue from operations) registered in India in Fiscal 2026. Company's platform is purpose-built to simplify e-commerce for Merchants who sell directly to end consumers through their own websites, apps or social media channels ("**Direct Commerce**").

VALUATION

Company is bringing the issue at price band of Rs 92-97 per share at p/b multiple of 3x on post issue FY26 basis.

Company has profitable and scalable core business with operating Leverage & Expanding platform network effects driving merchant growth and service adoption. Company is leveraging scale to optimize its business performance with self-serve platform offering enterprise-grade experience drawing organic traffic. Company has diversified merchant base minimizing revenue concentration risk along with full transaction accountability enhancing merchant trust and retention Company's modular and open platform enabling rapid expansion Hence, we recommend "Subscribe" to issue.

Price Band (Rs./Share)	**92-97**
Opening date of the issue	**12th Aug '2026**
Closing Date of the issue	**14th Aug '2026**
No of shares pre issue	63,62,78,384 Eq Shares
Issue Size	Rs 1617.49 Cr
Fresh Issue	Rs 885.50 Cr
OFS	Rs 731.99 Cr
Face Value (Rs/ share)	Rs 10/share
Bid Lot	154
Employee Discount	Rs 9 per share
BIDDING DETAILS	
QIBs (Including Anchor)	75% of the offer (Approx 12,49,85,970 eq Shares)
Non-Institutional	15% of the offer (Approx 2,49,97,194 eq Shares)
Retail	10% of the offer (Approx 1,66.64,796 eq Shares)
Employee Reservation	Upto Rs1 Cr
Lead managers	Axis Capital, BofA Securities, JM Financial, Kotak Mahindra Capital
Registrar to the issue	KFin Technologies Ltd

WHAT WE LIKE

Profitable and Scalable Core Business with Operating Leverage

Company's Core Business has been profitable since Fiscal 2022, demonstrating the ability of its platform-based business model to drive growth while maintaining cost efficiency. By structuring its operations around a tech-enabled, asset-light platform, company have been able to scale efficiently while optimizing company's fixed costs, comprising employee benefits expense and server and communication cost. This gives rise to operating leverage within company's Core Business. From Fiscal 2024 to Fiscal 2026, Revenue from Operations - Core Business increased by a CAGR of 17.02%. As company's revenue grew, company was able to serve more Merchants without a proportional increase in costs, as reflected in the improved Adjusted EBITDA of company's Core Business.

Modular and Open Platform Enabling Rapid Expansion

Company have built a platform that enables the development, acquisition, and integration of new products and offerings, supporting the entire e-commerce transaction cycle. According to the Redseer Report, unlike vertical enablement platforms, which focus on single-function solutions and require businesses to stitch together multiple services, horizontal end -to-end e-commerce enablement platforms offer a seamless, end-to-end commerce stack. For example, Merchants integrating their phone number on company's platform can use it for shipping updates, checkout conversions, and remarketing, streamlining multiple functions through a si ngle integration.

Self-Serve Platform Offering Enterprise-grade Experience Drawing Organic Traffic

Company's self-serve platform is intuitive and offers an efficient user experience for Merchants. According to the Redseer Report, smaller and individual retailers lacking the technical know-how to build a website, rely on direct communication to receive orders. Complatform is easy to use, with 96.73% of company's Merchant onboarding was completed without any intervention from its support team for the Core Business in Fiscal 2026. This removes the need for extensive external support.

COMPANY BACKGROUND

Company's business was founded on being a shipping enabler, with its Core Business now encompassing:
i Company's Domestic Shipping platform, whereby company provide Merchants with access to logistics partners to deliver goods to end consumers within India, and
ii Company's Shipping Apps, which are value added software utilities that enhance Merchants' Domestic Shipping transactions by offering features like instant pickups, order tracking, secure shipments, weight discrepancy intelligence, and early COD remittance, (collectively, the "**Core Business**").
Company's business has evolved into a platform that offers a range of additional tools and platforms that Merchants can leverage independently of, or in addition to, its Core Business offerings, to enhance Merchant operations and the end consumer experience. Company's business also has offerings that focus on new market creation and solving challenges in early stages of the order journey and underserved segments of e-commerce. These additional offerings primarily comprise:
i Cargo and fulfilment, which includes (a) company's fulfilment business, comprising fulfilment centres across India, in which Merchants can store inventory with company's assistance to process orders, (b) a cargo platform through which Merchants can access heavy logistics providers for partial truckload and full truckload deliveries within India, and (c) a unified commerce platform, Shiprocket Omuni, that connects online marketplaces, brand websites and physical retail stores into a single system;
ii Cross-border platform, which enables international shipments through end-to-end solutions for customs clearance and overseas deliveries;
iii Ads and marketing solutions, which includes (a) data-driven marketing strategies and targeted marketing campaigns that Merchants can leverage to optimize ad spend and drive end consumer conversions, while minimizing marketing overheads and (b) a checkout platform, Fastrr Checkout, that optimizes the end-consumer checkout experience by providing single sign-on, pre-filled data, multiple payment options, fraud prevention and data-driven marketing solutions; and
iv Others, which includes (a) capital solutions to address company's Merchants' working capital needs by collaborating with credit partners to offer business loans and credit lines, (b) hyperlocal deliveries through Shiprocket Quick to enable same-day service within cities, and (c) other Merchant solutions within the Emerging Business segment. (collectively, the "**Emerging Business**").

Company's platform supported 214,769 Active Merchants which collectively processed 202.08 million unique transactions in Fiscal 2026. These Merchants served 69.58 million end consumers in Fiscal 2026, with a 57.78% repeat rate for end consumers on company's platform. Company's platform caters to Merchants of all sizes. Company had 10,090 Power Merchants in Fiscal 2026, comprising 4.70% of its Active Merchant base for such period. Company's Merchants span across diverse product categories, including beauty and personal care, apparel and footwear, home décor and electronics. Regardless of their size or the nature of their business, its Merchants can choose from its portfolio of advanced offerings, which can be tailored to their individual needs. This enables them to grow their business, operate efficiently, reduce costs and deliver enhanced experiences for end consumers. This leads to Merchant retention and brand recall and enables company to launch new offerings quickly and cost effectively.

OBJECTS OF OFFER

Requirement of Funds and Utilisation of Net Proceeds
Company proposes to utilise the Net Proceeds towards funding the following objects:
(i) Investment in the growth of the Shiprocket's platforms by way of; investment in marketing initiatives primarily for company's Emerging Business and for its Core Business; and
(i) investment in technology infrastructure and capabilities primarily for company's Emerging Business and for its Core Business.
(ii) Repayment / prepayment, in full or in part, of certain borrowings availed of by Company including payment of the interest accrued thereon; and
(iii) Funding inorganic growth through unidentified acquisitions and general corporate purposes.

RISKS

Company had Restated Loss for the year of ₹792.45 million, ₹744.49 million and ₹5,951.81 million for Fiscals 2026, 2025 and 2024, respectively. If company is unable to generate adequate revenue growth and manage its expenses, company may continue to incur significant losses.

Source:RHP

Consolidated Financials (Rs in Mn)

Financials	FY24	FY25	FY26
Total Revenue (A)	13159.76	16320.12	20241.41
Total Expenditure (B)	16093.43	16919.81	20906.74
EBIDTA	-2933.67	-599.69	-665.33
EBIDTA Margin	-22.29	-3.67	-3.29
Other Income	418.57	428.09	532.80
Depreciation	759.78	352.20	362.97
EBIT	-3274.88	-523.80	-495.50
Interest	233.14	220.69	263.93
PBT	-3508.02	-744.49	-759.43
Share of profit in Asso	0.00	0.00	0.00
PBIT	-3508.02	-744.49	-759.43
Exceptional	-2443.79	0.00	-33.02
PBT	-5951.81	-744.49	-792.45
Tax	0.00	0.00	0.00
PAT	-5951.81	-744.49	-792.45
NPM	-45.23	-4.56	-3.91
ROE%	-46.13	-4.99	-5.20
EPS	-10.32	-1.24	-1.23
Eq Cap	5.18	6.36	6,362.50
Net Worth	12,861.77	14,912.51	15,243.11

(Source: RHP)

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