



DELHIVERY

Small World



FOUNDERS

SAHIL BARUA

- Co-founder & CEO of the company
- Completed BE Mechanical Engineering from NIT, Karnataka
- Pursued PGDM course at IIM Bangalore

KAPIL BHARATI

- Co-Founder & CTO of the company
- He is an alumnus of IIT, Delhi.

SURAJ SAHARAN

- An ex-Bain & Company consultant
- He is an IIT Bombay graduate in Mechanical Engineering

BHAVESH MANGLANI

- He was a PGDCM/MBA, Systems, Finance student at IIM Calcutta
- He left the company on March 29, 2021

MOHIT TANDON

- He is an alumnus of IIT Kanpur
- he left the company on March 29, 2021.

WEBSITE

 delhivery.com

ABOUT

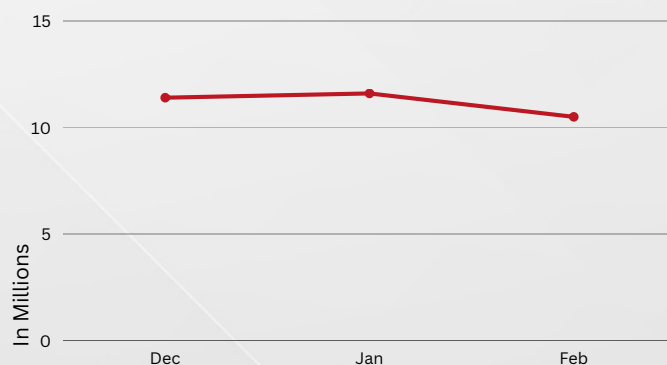
- It was founded by Sahil Barua along with Mohit Tandon, Suraj Saharan, Bhavesh Manglani, and Kapil Bharati in May 2011
- It is one of the biggest B2B, B2C, and C2C logistic courier service providers in India
- It started out as a courier company for e-commerce firms like Snapdeal or Myntra.
- It is headquartered in Gurugram, Haryana.
- Delhivery joined the unicorn Club in 2019 when it raised \$413 million in a Series F round.
- It has last been valued at \$4.77 Billion in May 2022.

ANALYTICS

• Website Rankings

- Global Rank: 5941
- Country rank: 427
- Category Rank (eCommerce & Shopping): 10

• Traffic Overview



source: similarweb.com

SERVICES THEY PROVIDE

- last-mile delivery
- transit warehousing
- reverse logistics
- payment collection
- seller-to-warehouse shipping
- seller-to-customer shipping

REVENUE MODEL

- It creates a connection between the consignors, agents and truckers offering road transport solutions.
- The company runs on a B2B business model, where they provide services that are majorly focused on business people.

The services offered by Delhivery can be divided into 3 primary departments

- Warehousing - Flexible warehousing across 40+ cities in India
- Transportation - Largest pan-India reach across 19000+ pin codes and 2500+ cities
- ECommerce - Ready integration with Shopify, WooCommerce, Magento & Opencart.

It generates revenue through these two primary sources:

- Freight charges for the transportation of goods
- Fees for the handling and processing of orders.



THE GROWTH

- They have over 1400 serviceable pin codes on their list.
- 19,990+ sq ft of warehouse space in Delhi as well as in Bangalore
- Flexible warehousing across 40+ cities in India
- eCommerce brands like Flipkart, Amazon, eBay, Snapdeal, Jabong, and Healthkart are their customers.
- It claims to possess a capacity of processing more than 15 lakhs (around 1.5 million) parcels per day in over 17,500 pin codes in India across 2,300 towns and cities.
- It opened its IPO on May 11, 2022

COMPETITORS

- Blue Dart
- Ecom Express
- DotZot
- FSC (Future Supply Chain)
- Ekart Logistics
- Shadowfax
- Delex
- Delivery.com
- BlackBuck

THE VISION

Become the operating system for commerce in India, through a combination of world-class infrastructure, logistics operations of the highest quality, and cutting-edge engineering and technology capabilities.