

Robust 1Q show; more growth ahead

Internet ▶ Result Update ▶ July 22, 2025

CMP (Rs): 272 | TP (Rs): 330

Eternal registered strong 1Q results, with Blinkit reporting 140% YoY GOV growth and 50bps QoQ improvement in adj EBITDA margin. Over the next 2-3 quarters, Eternal is set to gradually make a transition in the quick commerce (QCom) business, from its current marketplace model to an inventory ownership model; this will drive ~100bps margin expansion, albeit require net working capital of ~18 days. The management sees enough room for store-count expansion in all cities, to 3,000 stores from the 1,544 currently. Food delivery GOV grew 16% YoY, and the management expects FY26 GOV growth at 15-20%. We believe QCom has a long growth runway and Blinkit is seen capitalizing well on this. As QCom is currently in the 'landgrab' phase, we believe EBITDA breakeven for Blinkit is still some time away. Food delivery is likely to remain a cash cow for the company, and we expect the business to see 20%+ EBITDA CAGR over the long term. We retain BUY on the stock while revising up our TP (DCF-based) by ~14% to Rs330 (from Rs290 earlier).

Excellent execution on the QCom front

Eternal's QCom business reported a 140% YoY growth in GOV (Rs118bn), surpassing food delivery GOV (Rs108bn, up 16% QoQ) for the first time. The management indicated strong growth momentum even in the cities where the company has good geographical coverage. We believe that QCom has a long growth runway, in tier-2 cities too; this gives visibility to the management to expand to 3,000 stores. As Eternal has become an Indian-Owned-and-Controlled-Company (IOCC), it will make a transition in its QCom business, from a marketplace model to inventory ownership over the next 2-3 quarters. The management expects ~100bps margin expansion over time, as it can start working with brands directly and have more control on inventory. This will result in QCom revenue converging with the NOV, Hyperpure revenue decreasing on account of scale down of the non-restaurant business, net working capital (NWC) in QCom increasing, and NWC in the Hyperpure business decreasing.

Food delivery the cash cow now; District has long-term potential

Food delivery posted 16% GOV growth, while adj EBITDA grew 44% YoY to Rs4.51bn. As adj EBITDA margin has already reached 5.0% of NOV, we expect it to grow in line with revenue. The mgmt sees food delivery revenue growing 15%+ in FY26 and trending toward 20% in FY27. As market expansion is steady, we expect revenue and EBITDA growth to log at ~15% for this business. The mgmt has decided to follow the model of Rotational Leadership, wherein it appoints a CEO for a fixed tenure of 2 years. The objective of this form of operational model is to ensure continued activity and innovation in the system. Eternal has appointed Aditya Mangla as CEO of the food delivery business. The going-out (District) business is growing at 30%+, with average MTU of ~2mn. While the business is clocking strong unit economics, it is currently at a nascent stage.

Target Price – 12M	Mar-26
Change in TP (%)	13.8
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	21.3

Stock Data	ETERNAL IN
52-week High (Rs)	305
52-week Low (Rs)	190
Shares outstanding (mn)	9,650.4
Market-cap (Rs bn)	2,622
Market-cap (USD mn)	30,383
Net-debt, FY26E (Rs mn)	(179,273.2)
ADTV-3M (mn shares)	60
ADTV-3M (Rs mn)	12,215.1
ADTV-3M (USD mn)	141.5
Free float (%)	71.7
Nifty-50	25,090.7
INR/USD	86.3

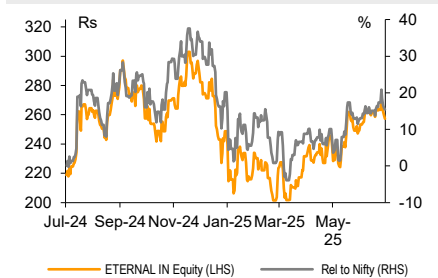
Shareholding, Jun-25

Promoters (%)	0.0
FPIs/MFs (%)	42.3/26.6

Price Performance

(%)	1M	3M	12M
Absolute	7.3	16.0	24.1
Rel. to Nifty	7.3	11.5	21.4

1-Year share price trend (Rs)



ETERNAL: Financial Snapshot (Consolidated)

Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	121,140	202,430	323,838	428,780	568,792
EBITDA	420	6,370	16,038	29,994	53,927
Adj. PAT	3,510	5,270	11,665	19,292	37,693
Adj. EPS (Rs)	0.4	0.5	1.2	2.0	3.9
EBITDA margin (%)	0.3	3.1	5.0	7.0	9.5
EBITDA growth (%)	0	1,416.6	151.8	87.0	79.8
Adj. EPS growth (%)	0	35.1	121.3	65.4	95.4
RoE (%)	1.8	2.1	3.8	6.1	10.9
RoIC (%)	(9.7)	(2.0)	3.0	10.2	25.2
P/E (x)	671.9	497.5	224.8	135.9	69.6
EV/EBITDA (x)	5,323.9	351.0	139.4	74.6	41.5
P/B (x)	11.6	8.6	8.5	8.0	7.2
FCFF yield (%)	0.2	(0.3)	0.2	0.8	1.4

Source: Company, Emkay Research

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Exhibit 1: Quarterly Snapshot

(Rs mn)	1QFY26	4QFY25	QoQ	1QFY25	YoY
B2C GOV	249,600	213,830	17%	154,550	62%
Food Delivery	107,690	97,780	10%	92,640	16%
Blinkit	118,210	94,210	25%	49,230	140%
Going-Out	23,700	21,840	9%	12,680	87%
Adjusted Revenue	75,630	61,880	22%	45,200	67%
Revenue	71,670	58,330	23%	42,060	70%
Adjusted EBITDA	1,720	1,650	4%	2,990	-42%
Adj. EBITDA Margin	2.3%	2.7%		6.6%	
EBITDA	1,150	720	60%	1,770	-35%
Depreciation	3,140	2,870		1,490	
EBIT	-1,990	-2,150	7%	280	-811%
EBIT Margin	-2.8%	-3.7%		0.7%	
Interest Paid	-670	-560	20%	-250	
Other Income	3,540	3,680	-4%	2,360	
PBT	880	970	-9%	2,390	-63%
Tax	630	580	9%	-140	
PAT	250	390	-36%	2,530	-90%
EPS	0.03	0.04	-25%	0.29	-90%

Source: Company, Emkay Research

ETERNAL: Consolidated Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	121,140	202,430	323,838	428,780	568,792
Revenue growth (%)	71.1	67.1	60.0	32.4	32.7
EBITDA	420	6,370	16,038	29,994	53,927
EBITDA growth (%)	0	1,416.6	151.8	87.0	79.8
Depreciation & Amortization	5,260	8,630	11,552	14,720	15,227
EBIT	(4,840)	(2,260)	4,486	15,273	38,700
EBIT growth (%)	0	0	0	240.4	153.4
Other operating income	-	-	-	-	-
Other income	8,470	10,770	14,199	14,033	15,890
Financial expense	720	1,540	2,786	3,583	4,332
PBT	2,910	6,970	15,899	25,723	50,258
Extraordinary items	0	0	0	0	0
Taxes	(600)	1,700	4,235	6,431	12,564
Minority interest	0	0	0	0	0
Income from JV/Associates	0	0	0	0	0
Reported PAT	3,510	5,270	11,665	19,292	37,693
PAT growth (%)	0	50.1	121.3	65.4	95.4
Adjusted PAT	3,510	5,270	11,665	19,292	37,693
Diluted EPS (Rs)	0.4	0.5	1.2	2.0	3.9
Diluted EPS growth (%)	0	35.1	121.3	65.4	95.4
DPS (Rs)	0	0	0	0	0
Dividend payout (%)	0	0	0	0	0
EBITDA margin (%)	0.3	3.1	5.0	7.0	9.5
EBIT margin (%)	(4.0)	(1.1)	1.4	3.6	6.8
Effective tax rate (%)	(20.6)	24.4	26.6	25.0	25.0
NOPLAT (pre-IndAS)	(5,838)	(1,709)	3,292	11,455	29,025
Shares outstanding (mn)	8,680	9,650	9,650	9,650	9,650

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	8,680	9,070	9,070	9,070	9,070
Reserves & Surplus	195,450	294,100	298,607	317,899	355,593
Net worth	204,130	303,170	307,677	326,969	364,663
Minority interests	(70)	(70)	(70)	(70)	(70)
Non-current liab. & prov.	0	0	0	0	0
Total debt	0	0	0	0	0
Total liabilities & equity	211,550	323,550	344,152	372,745	418,542
Net tangible fixed assets	2,870	9,650	12,722	14,437	15,762
Net intangible assets	7,540	9,120	6,306	3,490	1,504
Net ROU assets	6,900	19,180	31,744	37,496	41,303
Capital WIP	180	510	1	1	1
Goodwill	47,170	57,370	57,370	57,370	57,370
Investments [JV/Associates]	22,230	22,230	22,230	22,230	22,230
Cash & equivalents	122,390	172,420	179,273	199,822	237,988
Current assets (ex-cash)	24,380	65,750	92,363	113,836	142,437
Current Liab. & Prov.	22,010	32,680	57,856	75,936	100,051
NWC (ex-cash)	2,270	33,070	34,508	37,900	42,386
Total assets	211,550	323,550	344,152	372,745	418,542
Net debt	(122,390)	(172,420)	(179,273)	(199,822)	(237,988)
Capital employed	211,550	323,550	344,152	372,745	418,542
Invested capital	59,850	109,210	110,904	113,196	117,021
BVPS (Rs)	23.5	31.4	31.9	33.9	37.8
Net Debt/Equity (x)	(0.6)	(0.6)	(0.6)	(0.6)	(0.7)
Net Debt/EBITDA (x)	(291.4)	(27.1)	(11.2)	(6.7)	(4.4)
Interest coverage (x)	5.0	5.5	6.7	8.2	12.6
RoCE (%)	1.8	3.4	6.1	9.2	15.8

Source: Company, Emkay Research

Cash flows					
Y/E Mar (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	2,910	6,970	6,009	25,723	50,258
Others (non-cash items)	3,420	8,220	8,753	10,987	9,142
Taxes paid	(1,050)	(1,180)	(1,502)	(6,431)	(12,564)
Change in NWC	4,110	(8,670)	2,983	(3,241)	(3,379)
Operating cash flow	6,460	3,080	10,317	23,588	38,853
Capital expenditure	(2,020)	(9,310)	(6,262)	(6,772)	(6,772)
Acquisition of business	0	(20,050)	0	0	0
Interest & dividend income	6,180	8,190	13,799	13,633	15,490
Investing cash flow	(3,470)	(79,930)	15,666	(7,139)	(13,282)
Equity raised/(repaid)	230	85,010	0	0	0
Debt raised/(repaid)	(400)	0	0	0	0
Payment of lease liabilities	(1,960)	(4,050)	0	0	0
Interest paid	(20)	(40)	0	0	0
Dividend paid (incl tax)	0	0	0	0	0
Others	80	(500)	(11,000)	(9,900)	(9,405)
Financing cash flow	(2,070)	80,420	(11,000)	(9,900)	(9,405)
Net chg in Cash	920	3,570	14,983	6,549	16,166
OCF	6,460	3,080	10,317	23,588	38,853
Adj. OCF (w/o NWC chg.)	2,350	11,750	7,334	26,829	42,232
FCFF	4,440	(6,230)	4,055	16,816	32,081
FCFE	9,900	420	15,068	26,866	43,239
OCF/EBITDA (%)	1,538.1	48.4	64.3	78.6	72.0
FCFE/PAT (%)	282.1	8.0	129.2	139.3	114.7
FCFF/NOPLAT (%)	(76.1)	364.5	123.2	146.8	110.5

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E Mar	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	671.9	497.5	224.8	135.9	69.6
EV/CE(x)	11.0	7.4	7.3	6.8	6.1
P/B (x)	11.6	8.6	8.5	8.0	7.2
EV/Sales (x)	18.5	11.0	6.9	5.2	3.9
EV/EBITDA (x)	5,323.9	351.0	139.4	74.6	41.5
EV/EBIT(x)	(462.0)	(989.3)	498.4	146.4	57.8
EV/IC (x)	37.4	20.5	20.2	19.8	19.1
FCFF yield (%)	0.2	(0.3)	0.2	0.8	1.4
FCFE yield (%)	0.4	-	0.6	1.0	1.6
Dividend yield (%)	0	0	0	0	0
DuPont-RoE split					
Net profit margin (%)	2.9	2.6	3.6	4.5	6.6
Total asset turnover (x)	0.6	0.8	1.1	1.3	1.6
Assets/Equity (x)	1.0	1.0	1.0	1.0	1.0
RoE (%)	1.8	2.1	3.8	6.1	10.9
DuPont-RoIC					
NOPLAT margin (%)	(4.8)	(0.8)	1.0	2.7	5.1
IC turnover (x)	2.0	2.4	2.9	3.8	4.9
RoIC (%)	(9.7)	(2.0)	3.0	10.2	25.2
Operating metrics					
Core NWC days	6.8	59.6	38.9	32.3	27.2
Total NWC days	6.8	59.6	38.9	32.3	27.2
Fixed asset turnover	1.8	2.5	3.3	4.0	4.9
Opex-to-revenue (%)	75.9	69.4	62.9	59.5	55.6

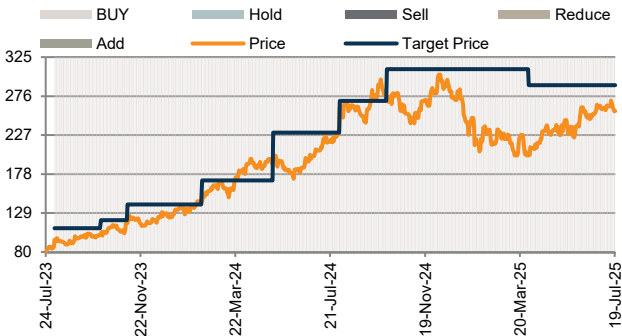
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
02-May-25	234	290	Buy	Dipeshkumar Mehta
31-Mar-25	202	290	Buy	Dipeshkumar Mehta
20-Jan-25	240	310	Buy	Dipeshkumar Mehta
01-Jan-25	277	310	Buy	Dipeshkumar Mehta
23-Oct-24	264	310	Buy	Dipeshkumar Mehta
01-Oct-24	274	310	Buy	Dipeshkumar Mehta
22-Aug-24	258	270	Buy	Dipeshkumar Mehta
02-Aug-24	262	270	Buy	Dipeshkumar Mehta
01-Jul-24	204	230	Buy	Dipeshkumar Mehta
25-Jun-24	202	230	Buy	Dipeshkumar Mehta
09-Jun-24	184	230	Buy	Dipeshkumar Mehta
03-Jun-24	175	230	Buy	Dipeshkumar Mehta
27-May-24	184	230	Buy	Dipeshkumar Mehta
14-May-24	187	230	Buy	Dipeshkumar Mehta
09-May-24	195	230	Buy	Dipeshkumar Mehta
31-Mar-24	182	170	Buy	Dipeshkumar Mehta
01-Mar-24	167	170	Buy	Dipeshkumar Mehta
08-Feb-24	144	170	Buy	Dipeshkumar Mehta
31-Dec-23	124	140	Buy	Dipeshkumar Mehta
30-Nov-23	119	140	Buy	Dipeshkumar Mehta

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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Ratings	Expected Return within the next 12-18 months.
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ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

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