



12<sup>th</sup> August, 2025

**National Stock Exchange of India Ltd.**

Exchange Plaza, C - 1, Block G  
Bandra-Kurla Complex, Bandra (E),  
Mumbai-400 051  
Symbol: UNIECOM

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001  
Scrip Code: 544227

**Subject: Update under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

**Reference: Audited (Standalone and Consolidated) Financial Results for the quarter ended on 30<sup>th</sup> June, 2025.**

Dear Sir/Madam,

Greetings from Unicommerce eSolutions Limited.

Pursuant to Regulation 30 of SEBI Listing Regulations, as amended from time to time, please find enclosed the Press Release for the Audited (Standalone and Consolidated) Financial Results for the quarter ended on 30<sup>th</sup> June, 2025.

The same is available on the website of the Company at <https://unicommerce.com/>

You are requested to kindly take the abovementioned on record.

Thanking you.

**For UNICOMMERCE ESOLUTIONS LIMITED**

---

**Anil Kumar**

**Company Secretary**

**Membership Number: F8023**

**Encl:** As above

**Unicommerce eSolutions Ltd.**

**Registered Office:** Mezzanine Floor, A-83, Okhla Industrial Area Phase-II, New Delhi 110020, India.

**Corporate Office:** M3M Urbana Business Park, Tower B, 9th Floor, Sector 67, Gurugram 122001, Haryana, India.

**Tel +91-888 7790 22, email: [contactus@unicommerce.com](mailto:contactus@unicommerce.com) | Web: [www.unicommerce.com](http://www.unicommerce.com) |**

**CIN: L74140DL2012PLC230932**



## **Unicommerce eSolutions Limited reports robust Q1 FY26 Results**

### **Revenue Growth of 63.6% YoY to INR 449.3 Mn**

### **Adjusted EBITDA Grows 112.0% YoY to INR 94.7 Mn**

**New Delhi, August 12, 2025:** Unicommerce eSolutions Limited (BSE: 544227) (NSE: UNIECOM), announced its audited financial results for the quarter ended 30<sup>th</sup> June 2025.

#### **Key Consolidated Financial Highlights for Q1 FY26 are as follows:**

- Revenue increased by 63.6% YoY to INR 449.3 Mn, up from INR 274.7 Mn in Q1 FY25
- Adjusted EBITDA increased by 112.0% YoY to INR 94.7 Mn, up from INR 44.7 Mn in Q1 FY25
- Adjusted EBITDA margins increased by ~482 bps YoY to 21.1%, up from 16.3% in Q1 FY25
- PAT increased by 10.8% YoY to INR 38.9 Mn, up from INR 35.1 Mn in Q1 FY25
- PAT (excluding non-cash amortisation expenses related to Shipway acquisition) stood at INR 63.7 million, representing a year-over-year increase of 81.5%

At the end of Q1 FY26, the company's Annual Recurring Revenue stood at INR 1,797.4 Mn, reflecting a growth of ~63.6% YoY.

The financials for Q1 FY26 also include the financials of Unicommerce's subsidiary, Shipway Technology Private Limited.

#### **Other Notable Business Updates:**

- **International Operations Turned Profitable:** Our international business, spanning 6 countries, turned operationally profitable in Q1FY26. This was driven by a cost-effective delivery model, leveraging our established onboarding and support teams in India, which has enabled us to maintain a lean cost structure and a consistent addition of overseas clients.
- **Shipway turned PAT profitable:** Our logistics platform Shipway, offering courier aggregation and shipping automation, continued to focus on profitability and turned PAT profitable during the quarter.
- **UniReco launched commercially:** We have commercially launched our payment reconciliation module 'UniReco', which enables sellers to streamline their receivables from eCommerce platforms and identify potential revenue leakages. UniReco enhances the value proposition of our platform, strengthens client retention, and deepens our product suite.
- **Uniware Reaches 1 Billion+ Annual Transaction Run-Rate:** Uniware, our flagship platform, achieved an annual transaction run-rate of over 1 billion order items during the quarter – at par with the festive season quarter of FY25.
- **Strengthening customer base:** We have added 88 new clients in Q1 FY26 including Ajanta Shoes, Himalaya Wellness, Rupa, Lacoste, Richlook, SuperYou, Beyond Snack and Eat Better Co.



- **Enhanced product offerings:** We continue to innovate across our platforms to add enhancements and address new use cases:
  - We introduced several product enhancements on Uniware, including 'Blink Mode' for faster processing of high-volume workflows, multilingual support for invoices and labels and feature upgrades for B2B and quick commerce order management.
  - In Q1 FY26 we reached an annualised run-rate of 48 million items for quick commerce channels, compared to 20 million items in FY25.
  - For Shipway, we focused on improving user experience and expanding system integrations. In June 2025, Shipway launched its AI-powered chatbot 'Loca', to help brands get instant resolutions for post-purchase issues like shipment tracking, delivery delays, without human intervention.
  - For Convertway, feature additions aimed at enhancing WhatsApp message deliverability and enabling multi-agent functionality in the customer support module.

**Commenting on the results, Mr. Kapil Makhija, Managing Director & CEO said,**

*"Q1 FY26 marked a strong start to the year, with continued scale and meaningful product upgrades across our platforms.*

*Our international business for the Uniware platform maintained its positive momentum and achieved operational profitability during the quarter. We expanded our relationship with a key client in the Middle East and secured a significant contract in South-east Asia, representing a key milestone in our international operations. In addition, we also commercially launched our payment reconciliation module, UniReco, to enhance value for our clients. Uniware achieved an annual transaction run-rate of over 1 billion order items, matching the high-volume Diwali quarter of FY25.*

*We introduced multiple product enhancements on Uniware, including 'Blink Mode' to accelerate high-volume workflows, expanded capabilities for B2B and quick commerce order management, and multilingual support for invoices and labels. New client additions remained strong, with 88 new clients acquired in Q1 FY26, including established traditional and D2C brands such as Ajanta Shoes, Himalaya Wellness, Rupa, Lacoste, Richlook, SuperYou, Beyond Snack and Eat Better Co.*

*Shipway continued to see strong adoption from new and existing customers. We introduced several enhancements aimed at improving user experience and expanding integrations. Aligned with our focus on profitability, we reviewed and restructured select low-margin accounts, enabling Shipway to become PAT positive in this quarter. Convertway progressed steadily, with feature additions focused on improving WhatsApp message deliverability and introducing multi-agent support for the customer support module. Internally, we continue to embed AI across our operations, with applications including code development, improved ticket resolution, and enhanced productivity in client support functions.*

*Our focused execution allowed us to enhance operational performance while continuing to invest in long-term platform development. As we look ahead in FY26, we remain committed to disciplined execution, deepening client relationships, and strengthening platform capabilities."*



**Commenting on the financial performance, Mr. Anurag Mittal, Chief Financial Officer said,**

*“Q1 FY26 marked a strong start to the fiscal year, reflecting both top-line momentum and continued improvement in operating profitability. Our Consolidated revenue for the quarter reached ₹449.3 million, reflecting a year-over-year increase of 63.6%. Adjusted EBITDA rose by 112.0% YoY to ₹94.7 million, with margins expanding from 16.3% to 21.1%. Profit After Tax increased to ₹38.9 million, representing a 10.8% YoY growth.*

*The lower PAT growth compared to Adjusted EBITDA growth reflects amortisation expenses of ₹33.2 million related to intangible assets recognised from the acquisition of Shipway Technology Private Limited, in accordance with applicable accounting standards. Excluding this non-cash expense, PAT for the quarter would have been ₹63.7 million, representing a year-over-year increase of 81.5%.*

*The revenue performance was supported by the sustained scale of Uniware and continued growth momentum in Shipway. Our profitability improvement reflects disciplined cost management, use of AI to improve operational efficiency, and PAT-positive performance by Shipway. These results highlight the resilience of our operating model and our ability to deliver efficient growth.*

*During the quarter, we implemented Oracle as our financial ERP platform to strengthen internal systems and controls. Beginning Q2 FY26, we will transition to using this ERP system for our financial management and reporting needs.*

*As we continue to expand relationships with existing clients, onboard new accounts, and invest in strengthening our platforms to unlock additional business opportunities, we remain focused on maintaining financial discipline and advancing sustainable, profitable growth.”*



## One Stop for All E-commerce Automation Needs



Simplifying E-commerce for **7,000+** Clients Across Industries

## PERFORMANCE UPDATE Q1 FY26

Revenue	Adjusted EBITDA	Profit After Tax
<b>INR 449.3 Mn</b>	<b>INR 94.7 Mn</b>	<b>INR 38.9 Mn</b>
▲ <b>63.6% YoY Growth</b>	▲ <b>112.0% YoY Growth</b>	▲ <b>10.8% YoY Growth</b>

PAT, excluding non-cash amortisation expenses related to Shipway acquisition, stood at INR 63.7 million, representing a year-over-year increase of 81.5%. Please refer to our investor presentation for detailed information and notes.



### **About Unicommerce eSolutions Limited:**

Unicommerce is a leading e-commerce enablement Software-as-a-Service (“SaaS”) platform that enables end-to-end management of e-commerce operations for brands, marketplaces, and logistics service provider firms. Unicommerce’s comprehensive suite of SaaS products provides full-stack solutions that cover both the pre-purchase and post-purchase segments of e-commerce operations.

- Convertway by Unicommerce is a marketing automation platform that helps brands in customer engagement. It assists brands in increasing sales by capturing visitor information, enabling automated communications to prospective shoppers through WhatsApp, SMS and RCS running customised campaigns with smart segmentation, and providing support through live chatbots during or after order placement.
- Uniware is an order processing platform that handles the transaction processing once the customer has placed the order. It helps streamline operations by managing inventory across multiple locations, processing orders for multiple online and offline channels, managing returns, and reconciling order payments. Uniware comprises the seller management panel, order management, warehouse management, inventory management, and omnichannel retail solutions.
- Shipway by Unicommerce is a logistics management platform that offers full-service courier aggregation and shipping automation solutions that help brands and sellers reduce shipment costs. Its key solutions include smart courier allocation, order tracking, return and exchange automation, and related solutions.

Unicommerce has a strong and growing network of 280+ plug-and-play technology & partner integrations with leading marketplaces, logistics partners, and ERP systems, which enables clients to seamlessly deploy Unicommerce for inventory optimization, logistics automation, and efficient transfer of transactional information that supports invoice generation, financial accounting & taxation, and other regulatory compliances.

Unicommerce serves 7000+ clients in India, Southeast Asia, and the Middle East. Some of its marquee clients include FabIndia, Lenskart, Timex, TCNS, Mamaearth, Sugar, Emami, Urban Company, Cello, Symphony, Healthkart, boAt, Portronics, TMRW, Mensa, Landmark Group and many more.

The company’s product suite is sector and size-agnostic and designed to meet the business needs of various types and sizes of retail and e-commerce enterprises, both online and offline.

Incorporated in 2012, Unicommerce is ISO 27001 (standard for information security management system) & ISO 27701 (standard for privacy information management systems) certified. It is listed on the National Stock Exchange of India Limited and BSE Limited.



### **Disclaimer**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

### **Contact Details**

<b>Company:</b>	<b>Investor Relations Advisors:</b>
<b>Unicommerce eSolutions Limited</b>	<b>Strategic Growth Advisors Pvt. Ltd.</b>
CIN: L74140DL2012PLC230932	CIN: U74140MH2010PTC204285
Investor Relations	Mr. Rahul Agarwal / Mr. Karan Thakker
<a href="mailto:investor.relations@unicommerce.com">investor.relations@unicommerce.com</a>	<a href="mailto:rahul.agarwal@sgapl.net">rahul.agarwal@sgapl.net</a> / <a href="mailto:karan.thakker@sgapl.net">karan.thakker@sgapl.net</a>
	+91 98214 38864 / +91 81699 62562
<a href="http://www.unicommerce.com">www.unicommerce.com</a>	<a href="http://www.sgapl.net">www.sgapl.net</a>
For Media Queries	<a href="mailto:pressoffice@unicommerce.com">pressoffice@unicommerce.com</a>