



5th May, 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 and year ended on 31st March, 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 Annual Audited (Standalone and Consolidated) Financial Results for the quarter and financial year ended on 31st March, 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.

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CIN: L74140DL2012PLC230932



Unicommerce eSolutions Limited Q4 FY25 and FY25 Results

Revenue Growth of 70.6% YoY in Q4 FY25 and 30.1% YoY in FY25

Adjusted EBITDA Grows 98.1% YoY in Q4 FY25 and 56.3% YoY in FY25

New Delhi, May 5, 2025: Unicommerce eSolutions Limited (BSE: 544227) (NSE: UNIECOM), announced its audited financial results for the quarter and year ended 31st March 2025.

Key Consolidated Financial Highlights for Q4 FY25 are as follows:

- Revenue increased by 70.6% YoY to INR 452.7 Mn, up from INR 265.3 Mn in Q4 FY24
- Adjusted EBITDA increased by 98.1% YoY to INR 88.8 Mn, up from INR 44.8 Mn in Q4 FY24
- Adjusted EBITDA margins increased by ~271 bps YoY to 19.6%, up from 16.9% in Q4 FY24
- PAT increased by 16.4% YoY to INR 33.5 Mn, up from INR 28.8 Mn in Q4 FY24

Key Consolidated Financial Highlights for FY25 are as follows:

- Revenue increased by 30.1% YoY to INR 1,347.9 Mn, up from INR 1,035.8 Mn in FY24
- Adjusted EBITDA increased by 56.3% YoY to INR 283.9 Mn, up from INR 181.6 Mn in FY24
- Adjusted EBITDA margins increased by ~353 bps YoY to 21.1%, up from 17.5% in FY24
- PAT increased by 34.3% YoY to INR 176.2 Mn, up from INR 131.2 Mn in FY24

Please Note: Shipway acquisition was completed on 17th December 2024 and the above financials include subsidiary (Shipway Technology) financials from the effective date.

At the end of Q4 and FY25, the company's Annual Recurring Revenue stood at INR 1,811.0 Mn, reflecting a growth of ~70.6% YoY.

Other Notable Business Updates:

- **Uniware** reached an Annual Transaction Run-Rate of 982 Mn+ with 12,330+ client facilities
- **Shipway** recorded an Annual Shipments Run-Rate of 30 Mn+
- **Convertway** achieved an Annual Notifications Run-Rate of 92 Mn+
- **Highest-ever new client acquisition in a quarter:** Unicommerce added more than 125 enterprise clients to Uniware in Q4 FY25 – our highest-ever quarterly addition. These clients include prominent brands such as Tata 1MG, Duroflex, Reid & Taylor, and Ethos, along with innovative brands featured on Shark Tank India, such as FAE Beauty and KIWI Kisan.

- **Success of cross-selling initiatives:** Our initial integration and cross-selling of Shipway and Convertway solutions has shown encouraging progress. Notable cross-platform client expansions include prominent names such as Baggit and Zouk. A current 10%+ client overlap across Uniware and the Shipway/Convertway platforms indicates significant headroom for growth through continued strategic cross-selling.
- **Enhanced product offerings:** We continue to innovate across our platforms to add enhancements and address new use cases. These include enhancing Uniware with improved B2B workflows for bulk processing, simplified order management capabilities for clients with limited warehousing needs, deeper integration for quick-commerce with Blinkit for Uniware, and supporting sub-500 gram package sizes for Shipway.

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

“We conclude FY25 marking a significant milestone – first, the 100% acquisition of ‘Shipway Technology Pvt. Ltd.’ has been approved by our board and our shareholders, and second, reaching Adjusted EBITDA breakeven for Shipway. These outcomes were the result of strong business synergies and effective cross-sell initiatives. The Shipway acquisition is well aligned with our long-term vision to be a one-stop shop for e-commerce enablement and will play a central role in our strategic roadmap.

The broader macro-environment continued to remain muted in FY25. Despite the headwinds, our Net Revenue Retention (NRR) for Uniware, which is measured as revenue growth in FY25 from clients active in FY24, stood at 103%. While the broader industry trend of slower e-commerce growth resulted in drop in NRR from 108% in FY24 to 103% in FY25, we remained focused on our core execution levers – maintaining a 100%+ NRR from existing clients, scaling new client acquisitions and expanding our cross-sell footprint, particularly for Shipway. We added over 125 new clients in Q4 FY25 for Uniware, our highest acquisition in a single quarter to date. Notable client additions this quarter include Tata 1MG, Duroflex, Reid & Taylor, and Ethos, along with emerging brands featured on Shark Tank India such as FAE Beauty and KIWI Kisan.

We also continue investing in enhancing our platforms to support new use cases such as B2B workflows, a simplified order management system, quick-commerce capabilities for Uniware, and supporting sub-500 gram package sizes for Shipway. In addition, we continue to add AI-led enhancements across our platforms to improve client experience. Looking ahead to FY26, we remain committed to disciplined execution with a focus on revenue growth, operational efficiency, and sustained profitability.”

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

“We are pleased to report that in Q4 FY25, our consolidated revenue reached INR 452.7 Mn, representing a 70.6% year-over-year increase. Adjusted EBITDA grew to INR 88.8 Mn, up 98.1% from Q4 FY24, while profit after tax rose 16.4% to INR 33.5 Mn.

For the full year, our revenue was INR 1,347.9 Mn, a 30.1% increase over FY24. Adjusted EBITDA for FY25 stood at INR 283.9 Mn, reflecting a 56.3% year-over-year growth, while PAT grew 34.3% to INR 176.2 Mn.

Our cash and bank balance stood at INR 353.0 Mn as of March 25, compared to INR 690.1 Mn as of March 24. The year-on-year change reflects the cash outflow of INR 684 Mn for the acquisition of ‘Shipway Technology Pvt. Ltd.’. Net cash flow from operations improved to INR 279.6 Mn in FY25, up from INR 61.7 Mn in FY24.

As we move into FY26, we are focused on further strengthening the Uniware platform and fully leveraging the Shipway acquisition. The integration has progressed well in a short span of time, with meaningful synergies already realized leading to Adjusted EBITDA break-even in Q4 FY25. We will continue to uphold similar discipline across the businesses.

We have consistently delivered strong performance over the years and expect to sustain this momentum, driven by operating leverage and growing profitability in our Uniware business, while Shipway is expected to contribute meaningfully to growth.”



One Stop for All E-commerce Automation Needs



Convert way

Increase Sales



92 Mn+

Annual Notifications Run-Rate

Unware

Streamline Operations



982 Mn+

Annual Transaction Run-Rate

Shipway

Reduce Costs



30 Mn+

Annual Shipments Run-Rate

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

PERFORMANCE UPDATE **Q4 FY25**

Revenue	Adjusted EBITDA	Profit After Tax
INR 452.7 Mn	INR 88.8 Mn	INR 33.5 Mn
▲	▲	▲
70.6% YoY Growth	98.1% YoY Growth	16.4% YoY Growth

PERFORMANCE UPDATE **FY25**

Revenue	Adjusted EBITDA	Profit After Tax
INR 1,347.9 Mn	INR 283.9 Mn	INR 176.2 Mn
▲	▲	▲
30.1% YoY Growth	56.3% YoY Growth	34.3% YoY Growth

*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 non-shoppers through WhatsApp and SMS, 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 275+ 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 listed on the National Stock Exchange India and the Bombay Stock Exchange.

www.unicommerce.com

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

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