



27<sup>th</sup> April, 2026

**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: Annual Audited (Standalone and Consolidated) Financial Results for the quarter and financial year ended on 31<sup>st</sup> March, 2026**

Dear Sir/Madam,

Greetings from Unicommerce eSolutions Limited.

Pursuant to Regulation 30 of SEBI Listing Regulations, as amended from time to time, we are enclosing herewith the Press Release for the Annual Audited (Standalone and Consolidated) Financial Results for the quarter and financial year ended on 31<sup>st</sup> March, 2026.

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

Please take the aforesaid document on record and oblige.

Thanking you.

**For Unicommerce eSolutions Limited**

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**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 FY26 revenue jumps 51.6%; clocks 5X revenue growth in five years

**Adjusted EBITDA Up 54.5% in FY26 (YoY); Cash Flow from Operations Up 68.1% in FY26 (YoY)**

**New Delhi, April 27, 2026:** Unicommerce eSolutions Limited (BSE: 544227) (NSE: UNIECOM), announced its audited financial results for the full year and quarter ended 31<sup>st</sup> March 2026.

During FY 26, the Company delivered strong growth across revenue, profits, and cash generation. Its revenue grew 51.6% YoY to ₹204.3 crores and Adjusted EBITDA grew 54.5% YoY to ₹43.9 crores. The Company's cash more than doubled from ₹35.3 crores to ₹81.3 crores, driven by ₹47.0 crores of cash flow from operations.

To put the company's last five-year journey in perspective: in FY21, its revenue was ₹40 crores. This year, its Adjusted EBITDA alone exceeded that number. Over this period, the Company has scaled revenue 5x, grown integrations from 100 to 350, and consistently met the Rule of 40: where revenue growth plus Adjusted EBITDA margin exceeds 40%.

FY26 also marked a defining shift in how the Company operates. Unicommerce evolved into a multi-platform, full-suite eCommerce enablement SaaS business, with AI now embedded across its platforms and go-to-market strategy.

Looking ahead, the Company has set its sights on the next phase of similar growth. To achieve this, it has outlined the following strategic priorities:

- **Expanding the product portfolio with AI-first innovation**, building new products and expanding the use cases of existing ones, to capture additional revenue streams.
- **Focusing on growth initiatives across its platforms.** The company expects Uniware to sustain double-digit growth, while Shipway should grow at a faster pace, given its lower penetration and a larger addressable market.
- **Evaluating selective inorganic opportunities.** The company's key interest areas are in opportunities that are aligned with its existing platforms, are profitable or have a clear path to profitability, have an AI-relevance and are available at a reasonable valuation.
- **Maintaining financial discipline**, with a continued focus on cost management and operating leverage, even as it invests for growth.

### **Key Highlights:**

- Evolved from a single-platform offering to an ecosystem with Uniware, Shipway, and Convertway, becoming a one stop shop for eCommerce enablement across the value chain
- Transitioned from AI-enabled to AI-first, embedding AI across products and go-to-market strategy to enhance client outcomes and internal efficiency
- Onboarded over 450 enterprise clients during the year, including 149 additions in Q4 FY26 for Uniware, marking the **highest annual and quarterly additions in the Company's history.** These included a mix of established traditional retailers, and new-age D2C brands across categories such as Onida, Kenstar, Action Tesa, Nayasa, Ajanta Shoes, Lehar Footwear, Himalaya Wellness, Rupa, Lacoste, SuperYou, Trunativ, Vedantu, and Allen
- International Uniware business turned operationally profitable and is growing steadily



- Continued traction across new products and modules, with B2B and Quick Commerce modules adopted by 40-45% of Uniware enterprise users, alongside steadily increasing adoption of UniReco and UniCapture

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

- Revenue grew 51.6% year-on-year to ₹204.3 Cr, compared to ₹134.8 Cr in FY25
- Adjusted EBITDA increased 54.5% year-on-year to ₹43.9 Cr, up from ₹28.4 Cr in FY25
- Adjusted EBITDA margin stood at 21.5%
- Profit after tax increased 16.1% year-on-year to ₹20.5 Cr, up from ₹17.6 Cr in FY25
- Cash flow from operations increased 68.1% year-on-year to ₹47.0 crore, compared to ₹28.0 crore in FY25
- Cash and bank balance increased by 130.2% year-on-year from ₹35.3 crores at the end of FY25 to ₹81.3 crores at the end of March 31 2026, in line with the cash position prior to the Shipway acquisition

**Key Consolidated Financial Highlights for Q4 FY26 are as follows:**

- Revenue grew 14.0% year-on-year to ₹51.6 crore, compared to ₹45.3 Cr in Q4 FY25
- Adjusted EBITDA rose 7.8% YoY to ₹9.6 crore, reflecting continued operating leverage alongside growth investments, up from ₹8.9 Cr in Q4 FY25
- Adjusted EBITDA Margins stood at 18.5% in Q4 FY26 compared to 19.6% in Q4 FY25. This is due to targeted investments for Shipway initiated during the quarter. On a standalone basis, Uniware’s standalone performance continued to strengthen, with Adjusted EBITDA margins expanding from 32.1% to 40.8%, driven by strong operating leverage
- Profit after tax for the quarter stood at ₹3.4 crores, compared to ₹3.3 crores in Q4 FY25

**Consolidated Financial Highlights:**

Particulars (in ₹Cr)	FY26	FY25	YoY (%)	Q4FY26	Q4FY25	YoY (%)
Revenue	204.3	134.8	51.6%	51.6	45.3	14.0%
Adjusted EBITDA	43.9	28.4	54.5%	9.6	8.9	7.8%
Adjusted EBITDA Margin (%)	21.5%	21.1%	40 bps	18.5%	19.6%	(107 bps)
Cash Flow from Operations	47.0	28.0	68.1%	12.4	8.2	51.6%
PAT	20.5	17.6	16.1%	3.4	3.3	1.6%

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



*“FY26 marked a defining year for Unicommerce, reflecting both how eCommerce has changed and how we have evolved with it. Over the last five years, eCommerce has become far more complex. Brands now operate across marketplaces, quick commerce, brand websites, and B2B channels, while managing larger inventories and faster delivery expectations. Our platforms sit at the center of this complexity, acting as the operating system that helps businesses run at scale.*

*Over the five-year period, we have grown our revenue 5x. Importantly, our FY26 Adjusted EBITDA exceeded our revenues in FY21, highlighting the scale, discipline, and operating leverage we have built. We believe this creates a strong base to drive a similar growth trajectory going forward.*

*During FY26, we completed our evolution into a multi-platform eCommerce enablement SaaS company, with Uniware, Shipway, and Convertway spanning transaction processing, logistics, and customer engagement. This creates advantages that fragmented solutions cannot easily match.*

*We are excited about the next shift underway: AI. As the system of record for our customers’ operations, we capture granular data across the commerce lifecycle. This enables us to use AI for smarter decision-making. UniBot AI for warehouse operations, ShipSense AI for logistics allocation, and Catalyst Voice Bot AI for customer engagement are already live examples delivering outcomes. We see AI as a key driver of the next chapter of growth for Unicommerce.”*

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

*“We are pleased to report strong financial performance for FY26 and Q4 FY26, with growth across revenue, profitability, and cash generation.*

*Revenue for FY26 stood at ₹204.3 Cr, compared to ₹134.8 Cr in FY25, reflecting YoY growth of 51.6%. Adjusted EBITDA increased to ₹43.9 Cr from ₹28.4 Cr, a growth of 54.5%, driven by operating leverage, particularly within the Uniware business. We achieved the Rule of 40 in FY26, with revenue growth and Adjusted EBITDA margin together exceeding 40%, reflecting balanced growth and profitability.*

*The business continues to generate strong cash flows, with cash flow from operations of ₹47.0 Cr during FY26, compared to ₹28.0 Cr in FY25. Cash and bank balances rose to ₹81.3 Cr as of March 31, 2026, returning to levels similar to those prior to the Shipway acquisition.*

*Looking ahead, our focus remains on scaling all three platforms while continuing to invest in product, sales & marketing, AI, and go-to-market capabilities. As we make investments to support our long-term growth, we will continue to maintain a disciplined approach to cost management.”*

# A Journey of 5X Growth

Five years of scale, discipline, and execution



## FY26 : A Transformative Year

- First full year as a multi-platform SaaS business
- Established foundation as an AI-first organisation



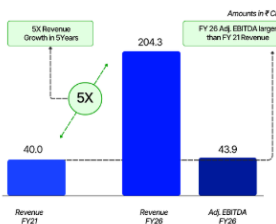
## From Automation to Decision-Making



## 5 Years of

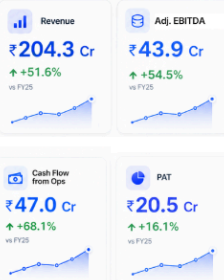
Disciplined High Quality Growth

- Revenue increased 5X over the last five years
- Adjusted EBITDA in FY26 exceeded total revenue in FY21
- Met Bufo of 40 over 5 Years

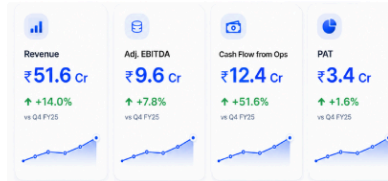


## FY26 Performance Snapshot

Key Financial Highlights



## Q4 FY26 Performance Snapshot



## FY27 & Beyond

Entering the Next Phase of Growth

- Deeper integration of AI across platforms
- Scaling growth across Unicare, Shipway, and Convertway
- Investments in go-to-market capabilities
- Sustained focus on cost discipline and operating leverage



## Powering the Next Phase of eCommerce in India





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

Unicommerce is a leading AI first 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 close to 350 plug-and-play technology & partner integrations across its three platforms 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 8,000+ 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, 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**

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