



27th 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 & Consolidated) Financial Results for the quarter and financial year ended on 31st March, 2026

Dear Sir/Madam,

Greetings from Unicommerce eSolutions Limited.

Pursuant to Regulation 30 of SEBI Listing Regulations, as amended from time to time, and in continuation to our earlier communication sent on 20th April, 2026, we are enclosing the Investor Presentation for the Annual Audited (Standalone and Consolidated) Financial Results for the quarter and financial year ended on 31st 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

Anil Kumar
Company Secretary
Membership No. F8023

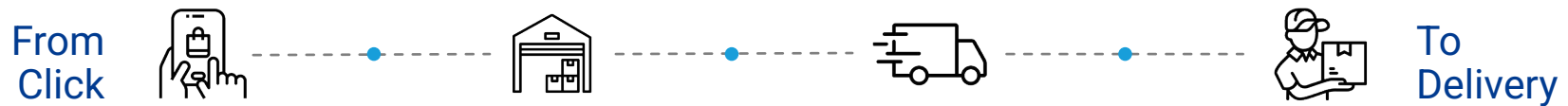
Encl.: as above



AI-First eCommerce Enablement

Investor Presentation – FY26 & Q4 FY26

One Stop for All eCommerce Automation Needs



Convertway

Increase
Sales

Unware

Streamline
Operations

Shipway

Reduce
Costs

Disclaimer

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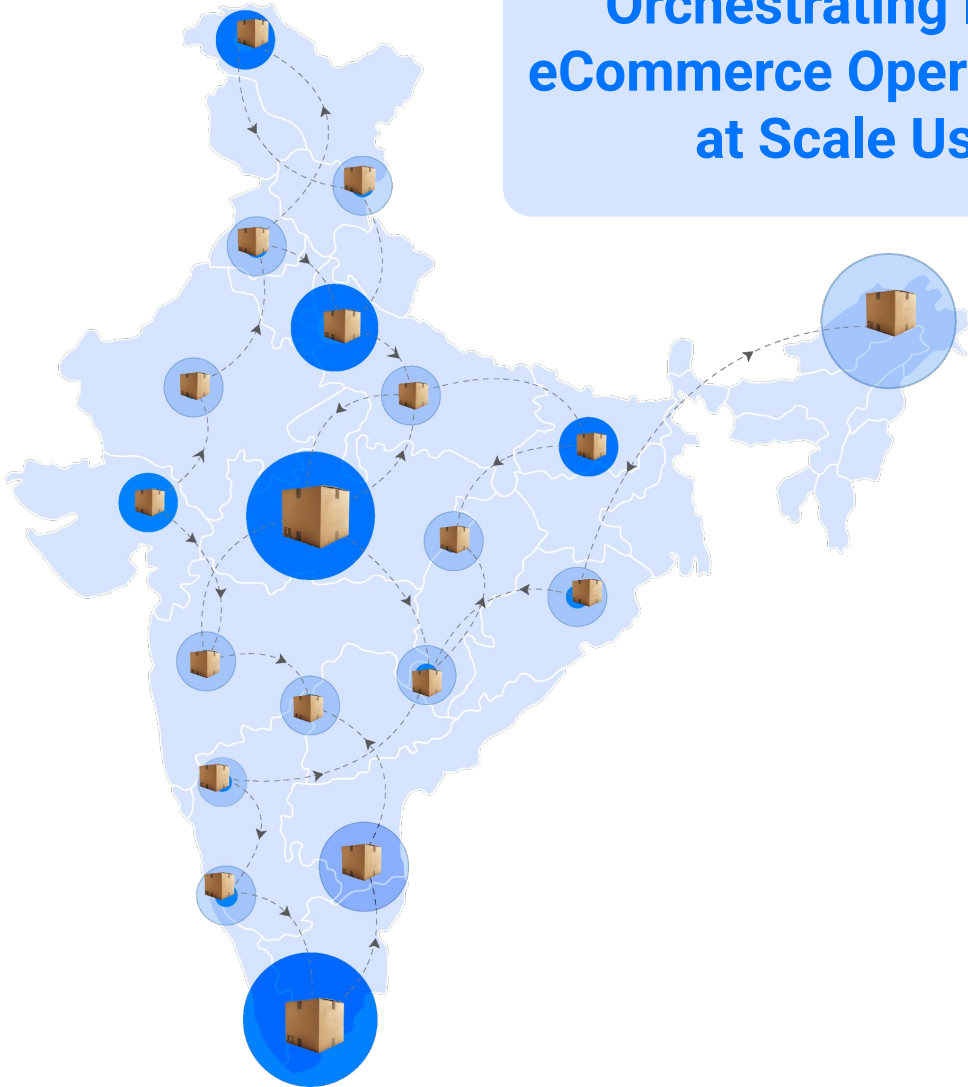
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03 FY 27 & Beyond

04 Q4 and FY26 Financial Results Summary

05 Appendix

Orchestrating India's eCommerce Operations at Scale Using AI



Processed **25-30%** of all dropship volumes in India in **FY25** ⁽¹⁾

Note: (1) "Unicommerce processes a significant share of eCommerce orders across retailers and brands, handling approximately 25-30% of all dropship volumes through its Uniware platform in FY25," as per 1Lattice Report - "B2C and SaaS e-commerce opportunities in India", Nov 2025

FY26: Delivered Rule of 40¹ With Strong Growth, Profitability, Cash Generation

FY26

Financial
Performance²



Revenue

↑ 51.6% YoY

₹204.3 Cr



Adjusted EBITDA³

↑ 54.5% YoY

₹43.9 Cr



Cash Flow From Ops

↑ 68.1% YoY

₹47.0 Cr



PAT[^]

↑ 16.1% YoY

₹20.5 Cr

Q4 FY26

Financial
Performance²



Revenue

↑ 14.0% YoY

₹51.6 Cr



Adjusted EBITDA^{3,#}

↑ 7.8% YoY

₹9.6 Cr



Cash Flow From Ops

↑ 51.6% YoY

₹12.4 Cr



PAT^{^,#}

↑ 1.6% YoY

₹3.4 Cr

Note: [^]PAT growth is lower compared to Adjusted EBITDA growth primarily due to the impact of non-cash amortisation expenses related to the acquisition of Shipway Technology Private Limited. Amortisation relates to intangible assets recognised as part of the acquisition accounting; [#]Q4 FY26 Adjusted EBITDA and PAT reflect the impact of growth investments undertaken during the quarter in Shipway (1) The rule of 40 is an industry accepted standard which is used to assess the growth and profitability of SaaS companies. It says that the sum of the revenue growth over a year and profitability (Adjusted EBITDA as a percentage of revenue) must be at least 40%. The rule of 40 was met for FY26. (2) Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; YoY compares FY26 with FY25; (3) Adjusted EBITDA has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the PAT

Established the Foundation for an AI-first, Multi-Platform Business in FY26

Business Evolution



First full year as a **multi-platform eCommerce enablement SaaS company**



AI-first solutions across demand generation, operations, and logistics, enhancing outcomes for clients



Shipway: Growing in a large market with low penetration; **Uniware: Sustained profitability profile with growth improvement in H2**

Operational Momentum



Uniware returned to double-digit growth, up 11.7% YoY in Q4 FY26, driven by growth initiatives



Shipway grew **17.7% YoY in Q4 FY26** with continued go-to-market momentum



450+ enterprise clients onboarded to Uniware in FY26, highest to date



Marquee customer acquired across categories, including, Onida, Kenstar, Action Tesa, Nayasa, Ajanta Shoes, Lehar Footwear, Himalaya Wellness, Rupa, Lacoste, SuperYou, Trunativ, Vedantu, and Allen



Continued cross-sell momentum with **increasing adoption of new products**

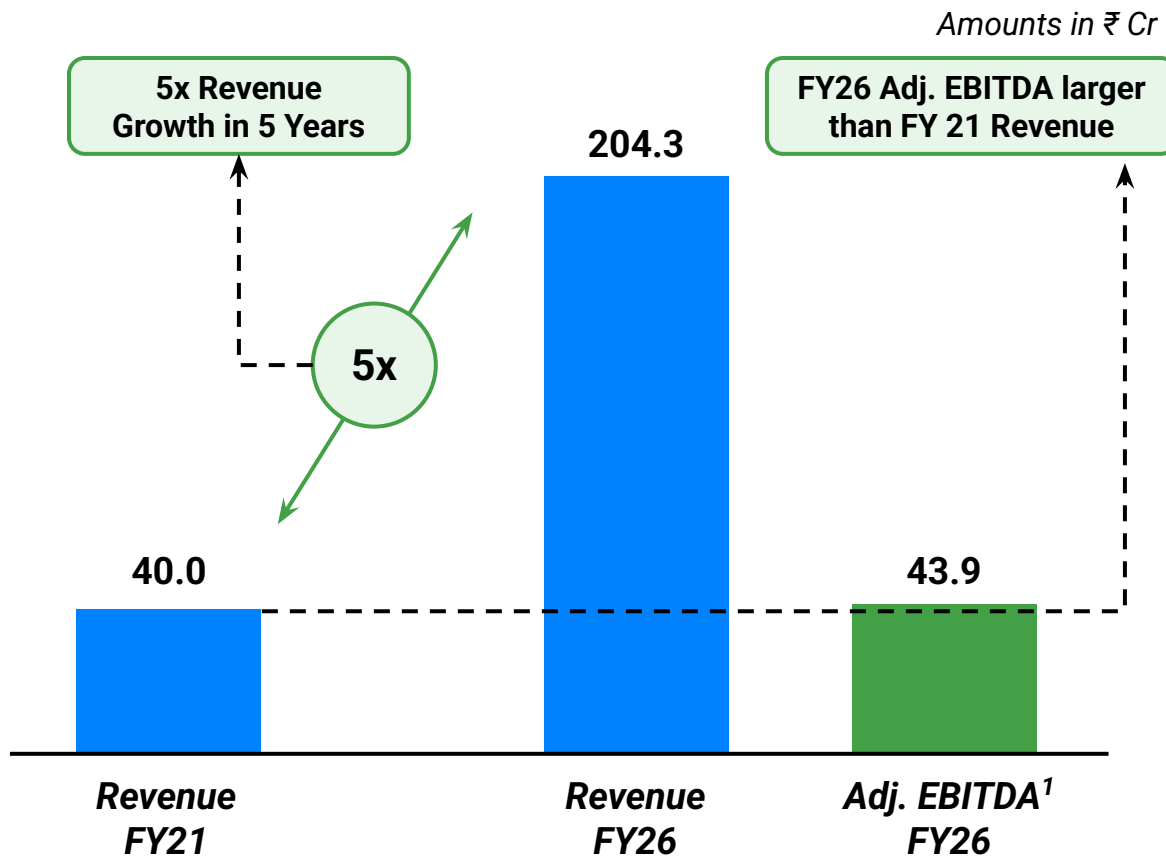


Targeted investments initiated in **Shipway** in Q4 FY26 to support long-term growth

5x Revenue Growth in Five Years; Now Building for Similar Growth Ahead

Journey to FY26

Scaled 5x with sustained profitability, establishing a multi-platform foundation



FY 27 & Beyond

Leverage the foundation to drive multiple revenue streams with disciplined profitability



AI-first Product Innovation



Organic Growth Initiatives



Selective Inorganic Expansion



Cost Discipline and Operating Leverage

Calibrated FY27 investments to build AI capabilities, expand sales & marketing capacity and strengthen senior talent for future growth

Note: (1) Adjusted EBITDA has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the PAT

Kapil Makhija: Building for the Next Phase of Growth in an Evolving eCommerce and AI Landscape



Kapil Makhija
MD & CEO

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.**

We had a **strong execution during the year** and onboarded **over 450 enterprise clients on Uniware, the highest in our history**, with a mix of traditional enterprises and digital-first brands. Our **newer modules are gaining traction**, with 35–40% of enterprise clients now using B2B and quick commerce capabilities. Our international business turned profitable and continues to outpace the domestic segment. **Uniware returned to double-digit growth in Q4 FY26, and Shipway achieved profitability within two quarters of acquisition and continues to scale.**

Looking ahead, we aim to replicate the growth of the last five years. We anchor our approach on four priorities, expanding our product portfolio with AI-first innovation to deepen use cases and open new revenue streams; driving growth across all platforms; evaluating selective inorganic opportunities aligned with our platform strategy; and maintaining financial discipline while we invest in growth.

Starting Q4 FY26, we have started investments in sales & marketing, AI-first product development, and senior capacity to strengthen our go-to-market execution. **As eCommerce grows more complex, our role becomes more integral, positioning us well to capture the opportunities ahead.**

Anurag Mittal: Focus on Revenue Growth With Profitability & Cash Generation



Anurag Mittal

CFO

“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**.

Profit after tax stood at ₹20.5 Cr, compared to ₹17.6 Cr in FY25, a **growth of 16.1%**. The narrower PAT expansion relative to Adjusted EBITDA reflects non-cash amortisation of intangible assets from the Shipway acquisition. **EPS increased from ₹1.58 to ₹1.78**.

For **Q4 FY26, revenue stood at ₹51.6 Cr**, reflecting **YoY growth of 14.0%**. The sequential moderation from Q3 reflects the inherent seasonality of Indian eCommerce. Q3 is the peak demand quarter, driven by extended festive activity including Diwali and Christmas. Q4, in contrast, is characterised by shorter, event-driven spikes such as end-of-season and Republic Day sales, which are largely discount-led and inventory-clearance in nature. Volumes therefore normalise in Q4.

Adjusted EBITDA for the quarter was ₹9.6 Cr, up 7.8% YoY, and PAT stood at ₹3.4 Cr, up 1.6%. The moderate growth in profitability reflects **planned investments initiated for Shipway during the quarter**, including strengthening sales and marketing, adding AI-focused product and engineering talent, and onboarding experienced mid-senior team members to build execution capacity for the scale ahead.

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**.

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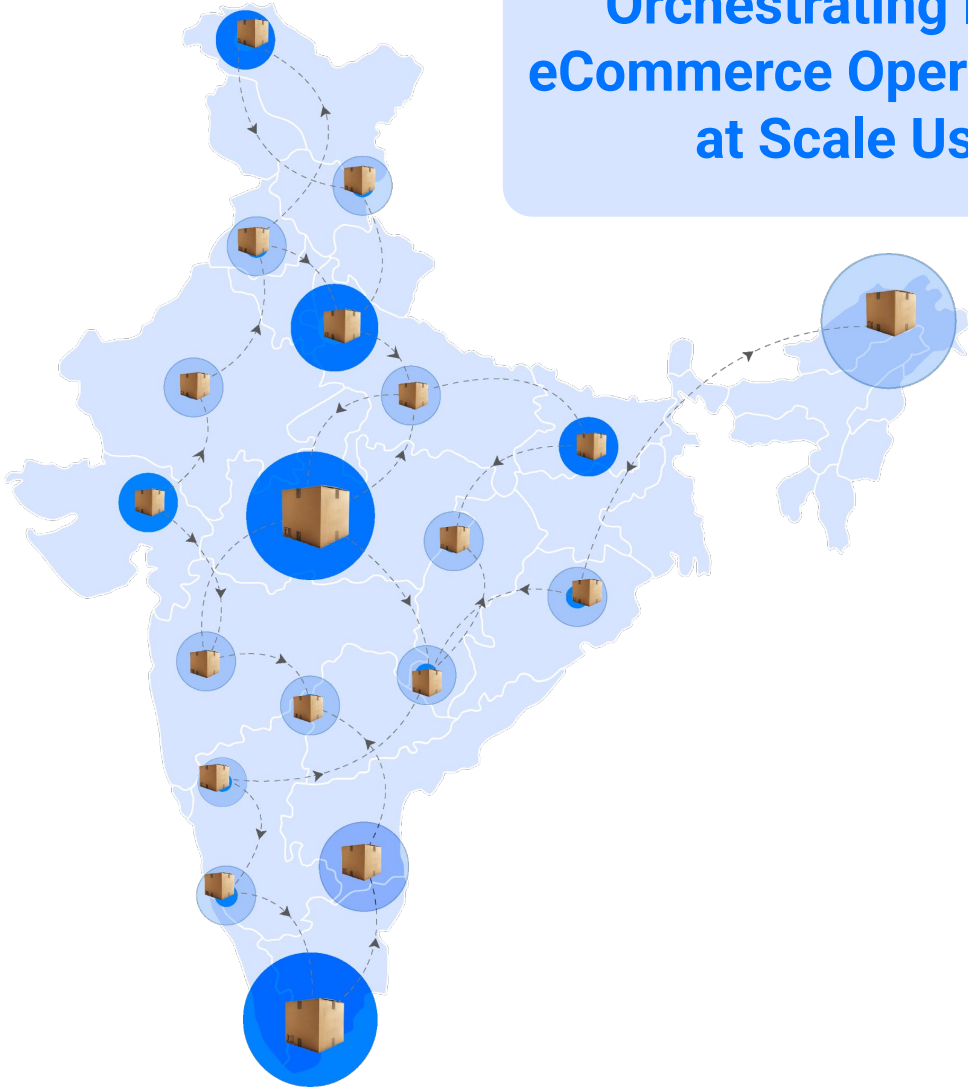
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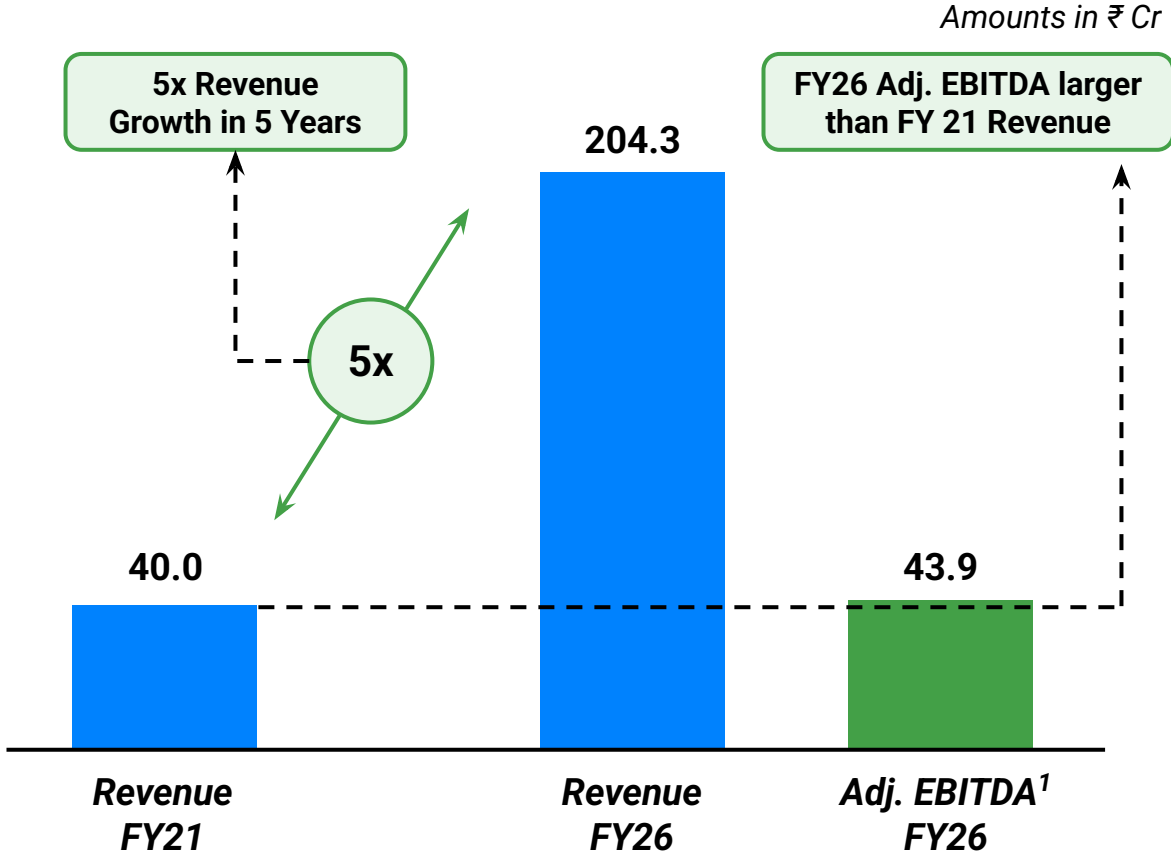


Processed 25-30% of all dropship volumes in India in FY25 ⁽¹⁾






Note: (1) Unicommerce processes a significant share of eCommerce orders across retailers and brands, handling approximately 25-30% of all dropship volumes through its Uniware platform in FY25, As per 1Lattice Report - "B2C and SaaS e-commerce opportunities in India", Nov 2025

Scaled 5x With Sustained Profitability in the Past Five Years, Establishing an AI-first, Multi-platform Foundation

Journey to FY26



FY26 at a Glance

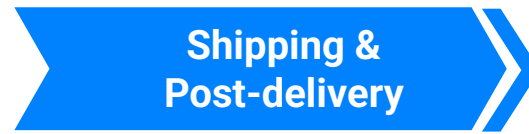
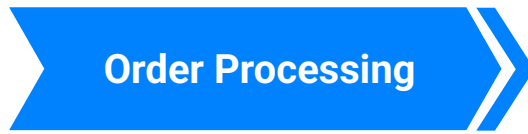
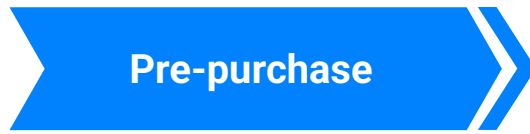
-  1. Transitioned to a **multi-platform**, expanding **addressable market**
-  2. Embedded **AI across products and go-to-market strategy** to enhance capabilities and efficiency
-  3. Strong **growth in acquisitions, scale and product adoption**; **International business turned profitable**
-  4. Scaled to **8,000+ client businesses across D2C and traditional brands**
-  5. Delivered consistent **revenue growth and profitability**

Note: (1) Adjusted EBITDA has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the PAT

1. Transitioned to a Full-Stack eCommerce Enablement Platform

First full year as a multi-platform company, expanding capabilities across the eCommerce value chain

Capturing Value Across the eCommerce Journey



Marketing Automation

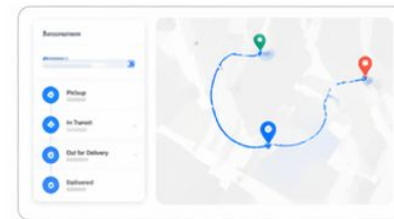
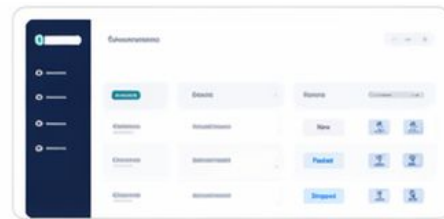
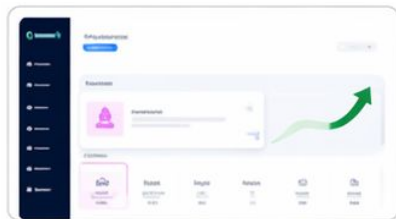
Operations Automation

Logistics Automation

Convertway

Unware
Unreco Uncapture

Shipway



For complete details of our platforms capabilities, [refer to appendix](#).

Client Success Story



Fashion Brand

Convertway + Unware + Shipway

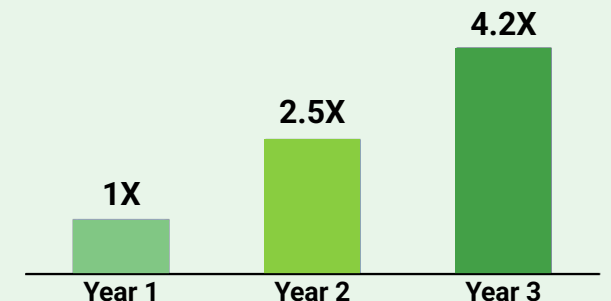


Used our 3 platforms across their entire purchase process



Multi-dimensional growth, retention and increased LTV

Revenue Growth



2. Embedded AI Across Products to Enhance Capabilities and Customer Value

AI Embedded Across Platforms

Convertway

Featuring

Catalyst AI

AI voice agent to drive conversion for brands websites



Click to Play Demo

unware

Featuring

UniBot AI

AI assistant for managing eCommerce operations



Click to Play Demo

Shipway

Featuring

ShipSense AI

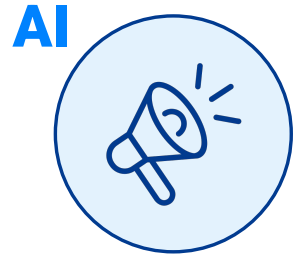
AI-driven courier allocation to optimise cost and delivery outcomes



Click to Play Demo

2. AI Applied Across Go-to-market For Better Targeting, Onboarding and Ops

AI Embedded Across Our Go-to-market Strategy



Marketing

**Marketing
Intelligence Agent**

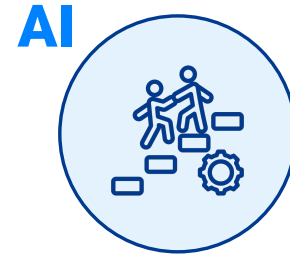
- Lead identification and segmentation
- Content generation
- Campaign management



Sales

**Solution
Advisory Agent**

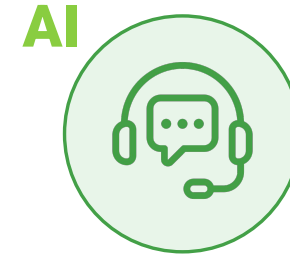
- Pre-meeting research and preparation
- Technical assessment and solution creation



Onboarding

**Adoption
Acceleration Agent**

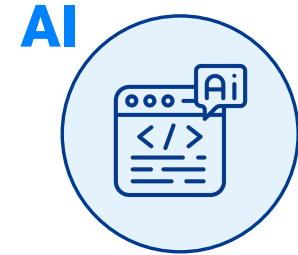
- Account setup and data preparation
- Activation tracking
- Training effectiveness analysis



Support

**Service
Resolution Agent**

- Issue detection and classification
- Response drafting
- Quality monitoring



Technology

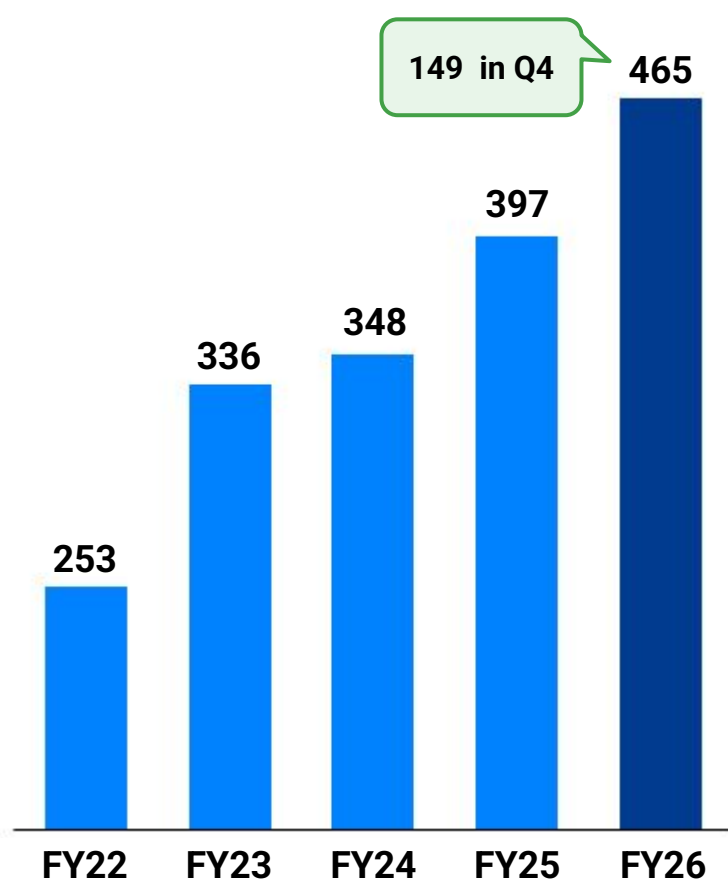
**Engineering
Productivity Agent**

- PRD and code writing
- Rapid prototyping
- UI/UX design
- Code review support

3. Strong Momentum Across Acquisitions, Adoption and Usage Expansion

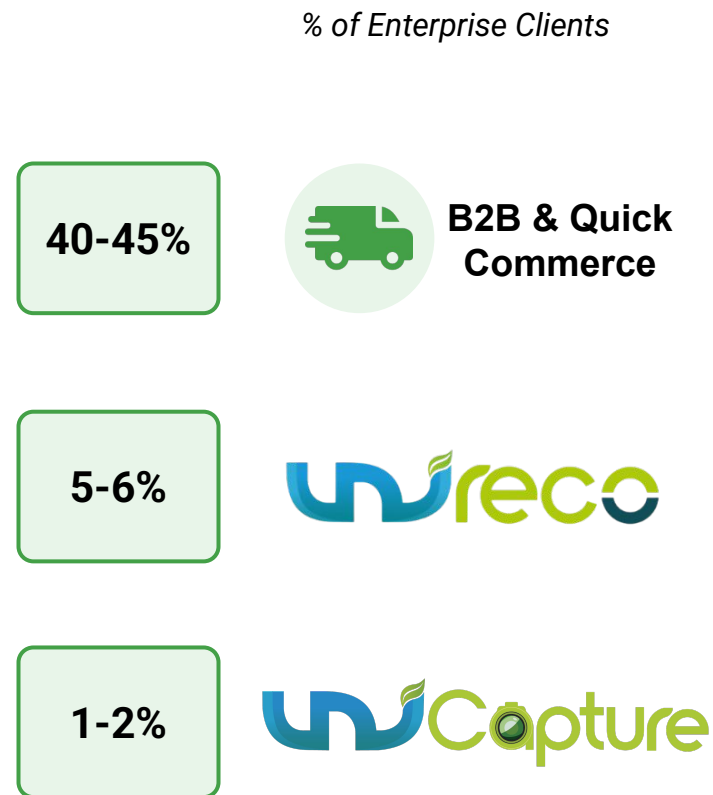
Uniware Enterprise Acquisitions

FY26 and Q4 represent the highest annual and quarterly enterprise onboarding to date



New Product Adoption

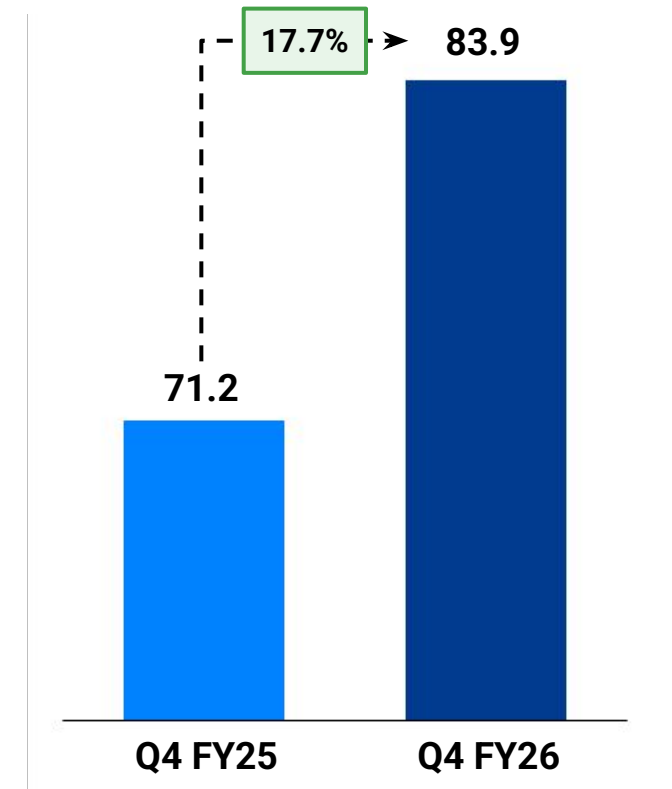
Continued increase in adoption and usage across new products



Shipway & Convertway Growth

Steady YoY growth in a large addressable market

Annualised Revenue Run-rate¹ (₹ Cr)



Note: (1) Defined as revenue for Shipway Technology Private Limited in the most recent quarter of the respective periods multiplied by 4

4. 450+ Enterprise Clients Onboarded in FY26, Highest Addition to Date

Trusted by 8,000+ Leading D2C and Traditional Brands

Apparel

 LACOSTE

 The Souled Store

 RUPA®

Electronics

 ONIDA

 KENSTAR

Home

 pepperfry

 TESA®

 NAYASA®
JEENE KA ANDAAZ, NAYASA!

FMCG

 SUPERVOO

 TruNATIV®

Personal Care

 Himalaya™
SINCE 1930

 sebamed®
clinically tested pH 5.5

 Dr. Veda
-PURE MAGIC-

Footwear

 Ajanta
SHOES Since 1956

 Lehar
FOOTWEAR

Education

 Vedantu

 ALLEN
CAREER INSTITUTE

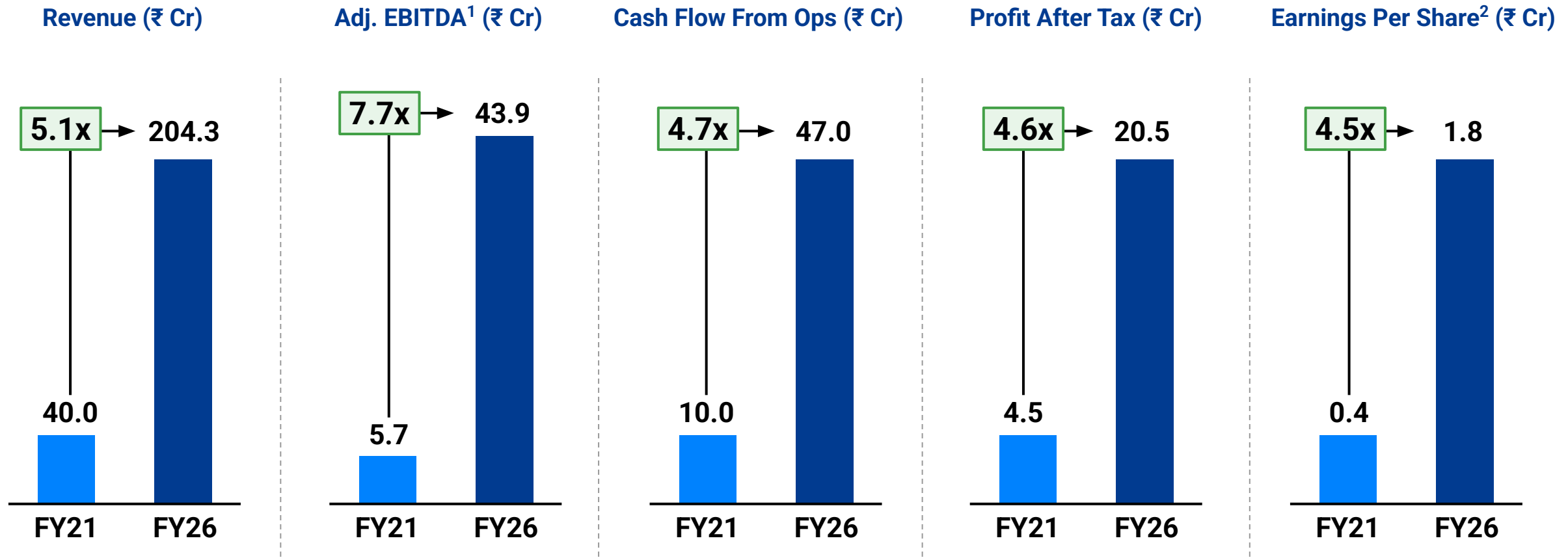
Marketplaces

 Jupiter

 moglix scapia

5. Five Years of Consistent Growth Across Revenue, Profitability and Cash

Rule of 40 maintained over 5 years with profitability improving ahead of revenue



Note: Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; (1) Adjusted EBITDA has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the PAT (2) EPS for FY 21 has been calculated on the basis of share count post-split and bonus issue

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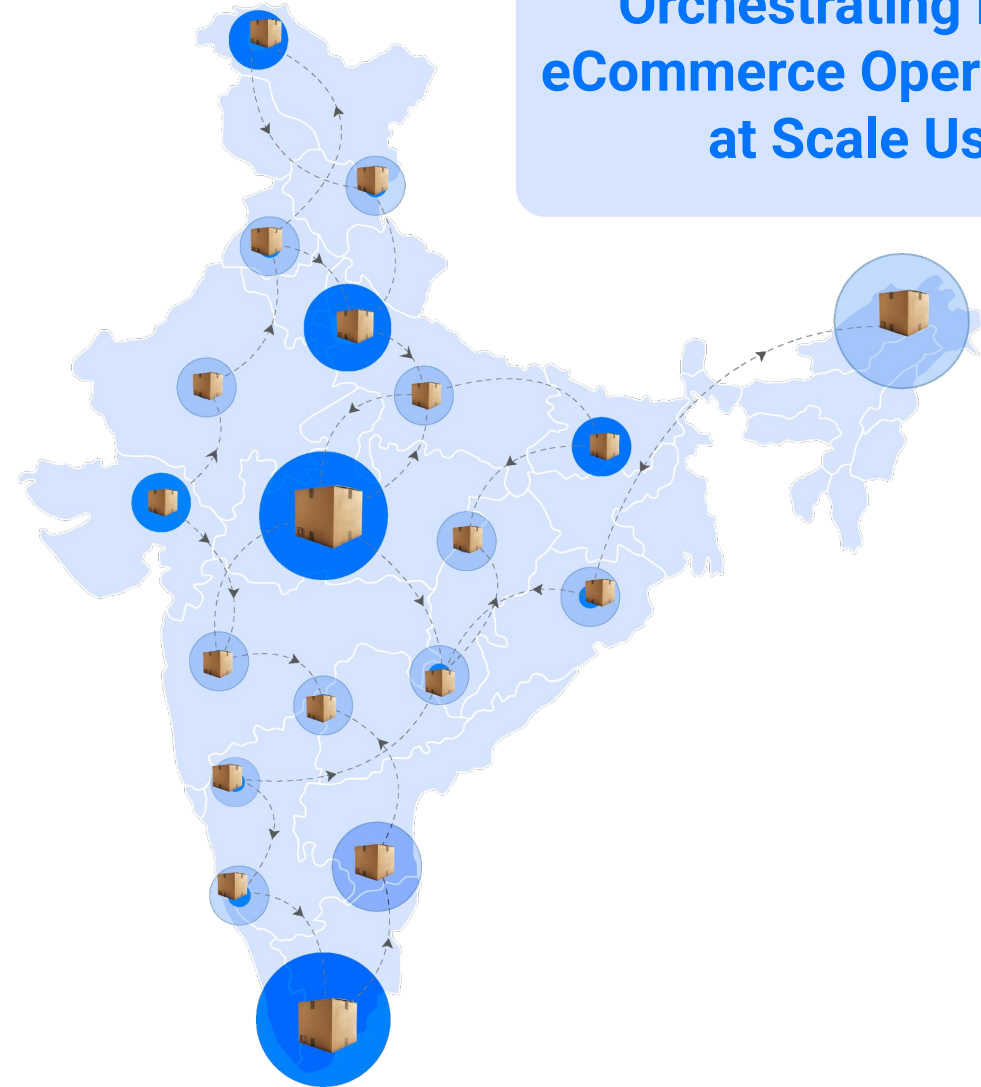
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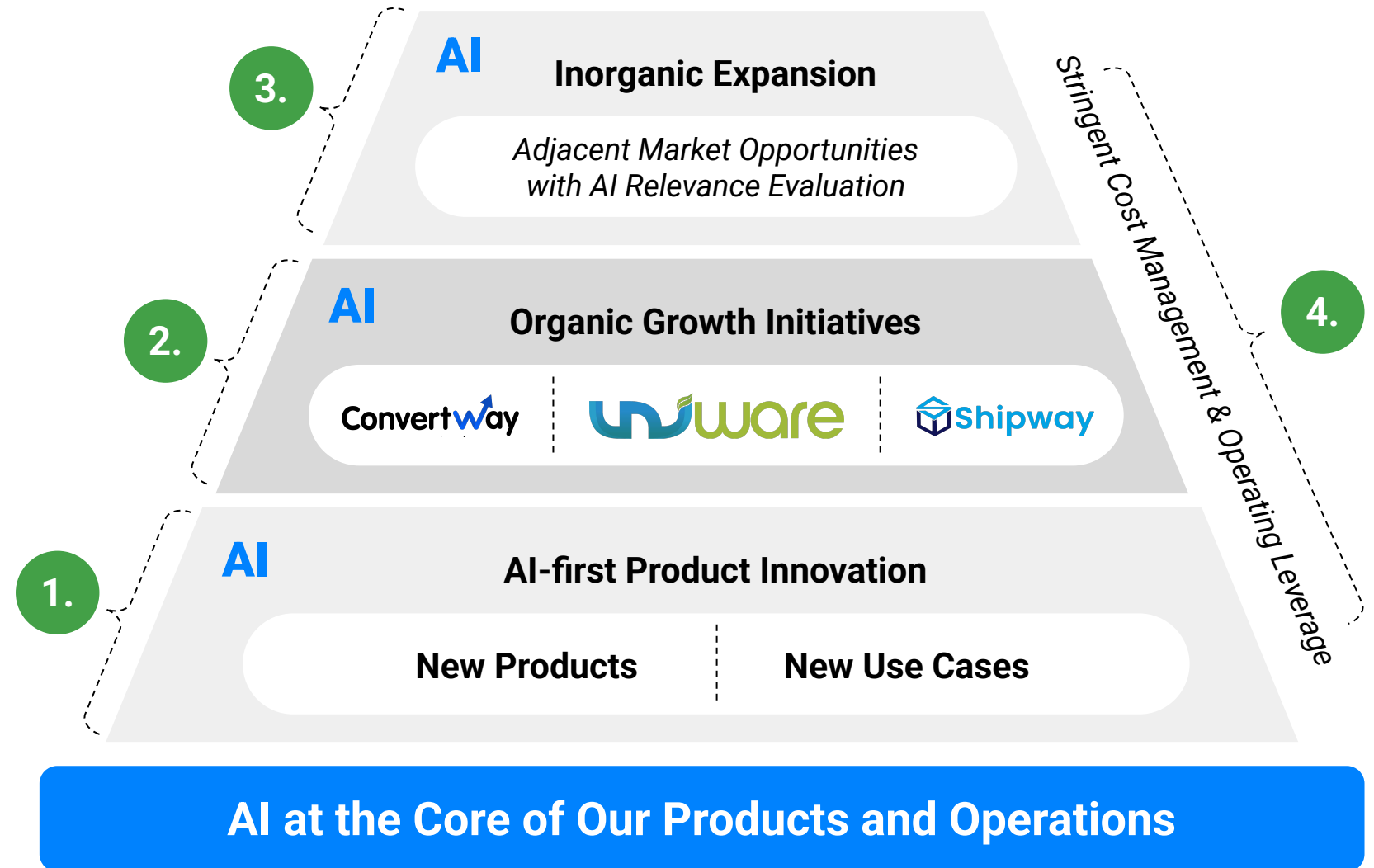
Processed **25-30%** of all dropship volumes in India in **FY25** ⁽¹⁾

FY 27 & Beyond

Building For The Next Phase of Growth

AI-first Innovation to Drive New Revenue Streams, Alongside Organic and Inorganic Expansion

Our Strategy for the Next Phase



Path to the Next Phase of Growth Through Layered Growth Drivers

Client Value Proposition Shaping Our Strategy

Sell More. Fulfil Better. Be Efficient.

1. AI-first Product Innovation

AI Drive Value for Clients

- *Develop AI-first products and expand use cases across platforms to increase monetisation*
- *Improve retention through deeper integration and ease of use*

2. Organic Growth Initiatives

AI Win More Clients & Grow Together

- *Increase revenue from existing customers through higher usage and scale enablement*
- *Acquire new customers through platform depth, cross-sell, and market expansion*

3. Selective Inorganic Expansion

AI Expand Strategically

- *Evaluate M&A opportunities adjacent to our business, with clear strategic fit and AI relevance*
- *Focus on disciplined valuations and integration synergies*
- *Prioritise opportunities with profitability or a clear path to profitability*

4. Cost Discipline and Operating Leverage


- *Maintain cost discipline with calibrated investments to support long-term growth*
- *Drive operating leverage and sustain healthy profitability*

Calibrated Investments in FY27 to Support Future Growth

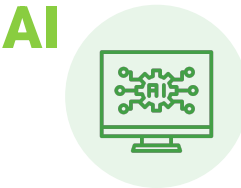
Key Investment Areas



Investing to enhance our platform and drive new product adoption



Investing to drive scale in a large addressable market with low penetration for Shipway



AI Product & Engineering

Build AI capabilities through focused hiring

Sales & Marketing

Scale capacity; Established dedicated team for high-value clients

Senior Talent

Strengthen execution depth

Software & AI Tools

Embed AI across product and go-to-market strategy

Investments initiated from Q4 FY26 to drive future growth and deepen product capabilities

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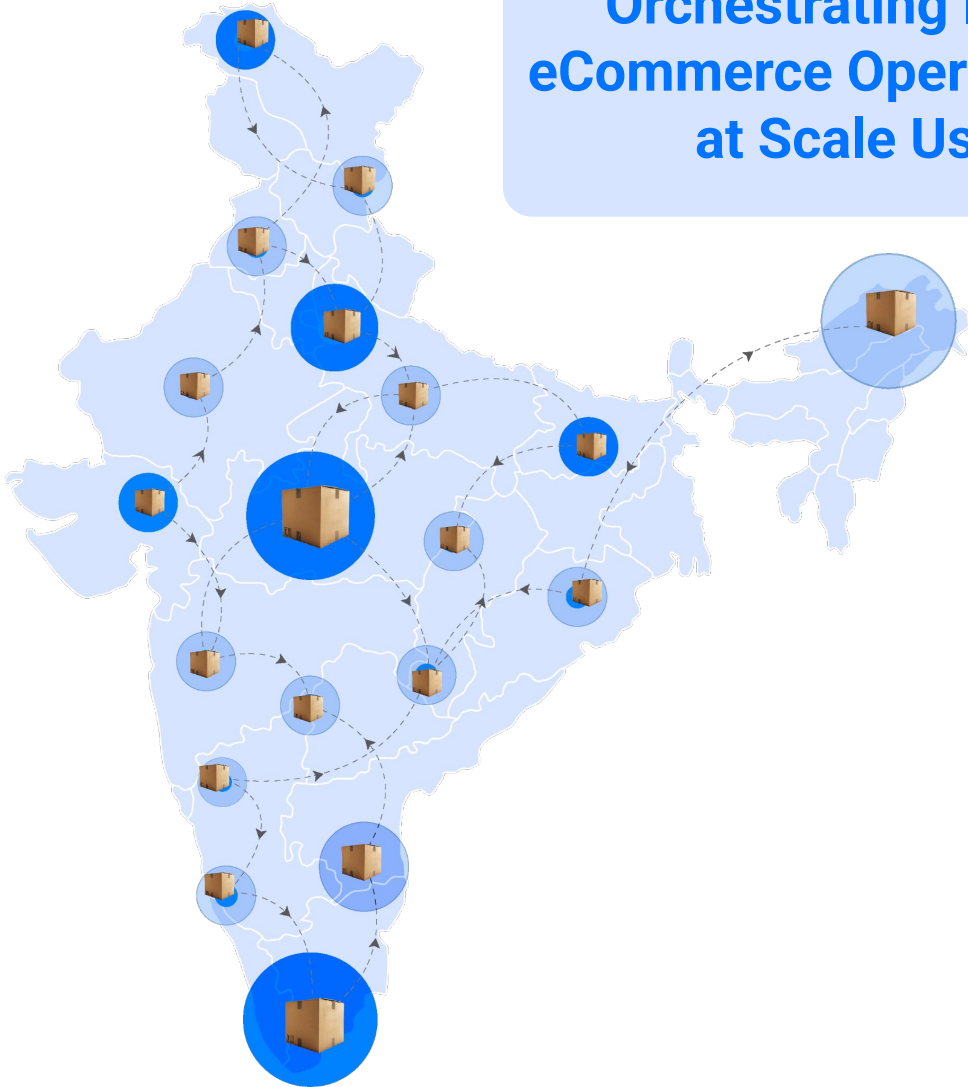
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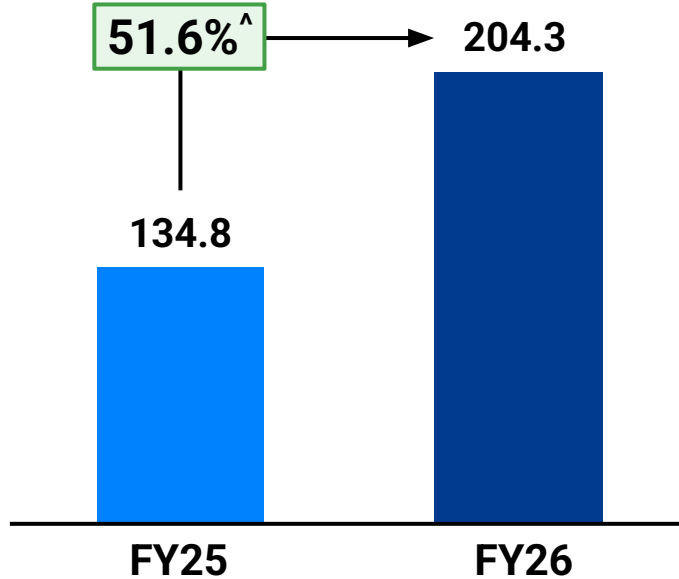


Processed **25-30%** of all dropship volumes in India in **FY25** ⁽¹⁾

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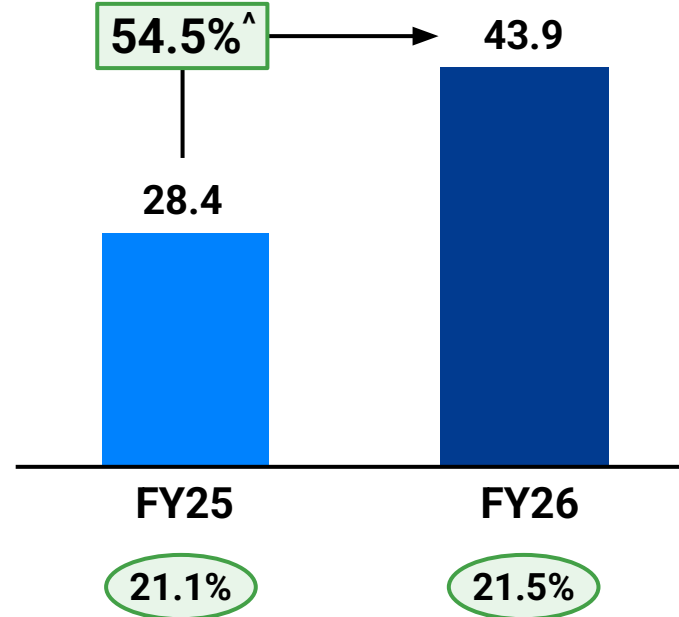
FY26: 51.6% YoY Revenue Growth and 54.5% YoY Adjusted EBITDA Growth

Revenue (₹ Cr)



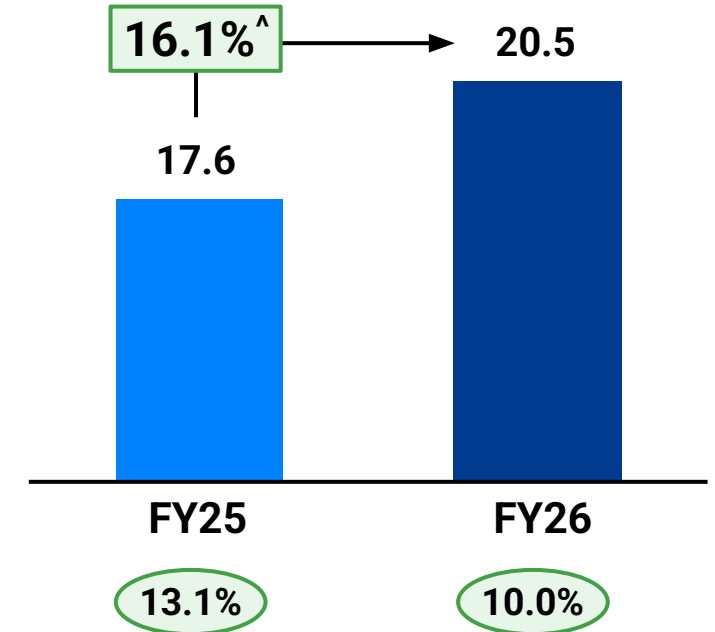
- Growth led by Shipway²; Uniware returned to double-digit YoY growth in Q4 FY26 after subdued demand environment during parts of the year

Adjusted EBITDA (₹ Cr)¹



- Driven by operating leverage and cost management; Adj. EBITDA margin stable despite Shipway² consolidation
- Standalone Adj. EBITDA margin: 25.0% → 37.5%

Profit After Tax (₹ Cr)



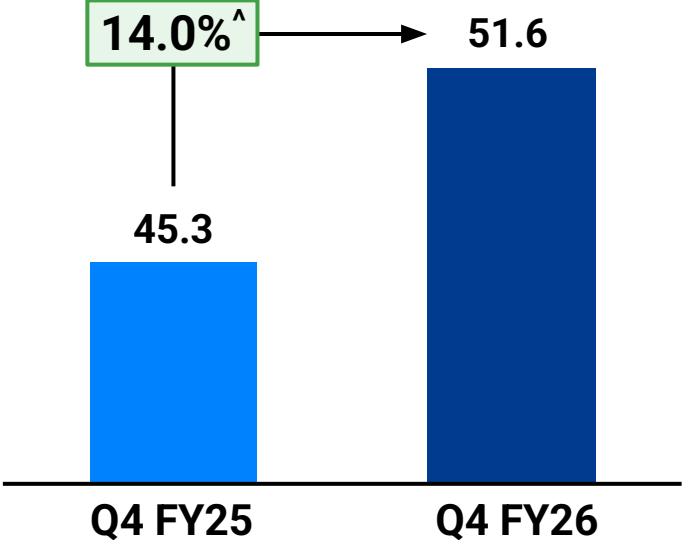
- Lower growth in PAT vs Adjusted EBITDA due to non-cash expenses, including amortisation related to Shipway² acquisition

Notes: Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; [^]YoY compares FY26 with FY25; (1) Adjusted EBITDA has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the PAT (2) Refers to Shipway Technology Private Limited which consists of Shipway and Convertway businesses

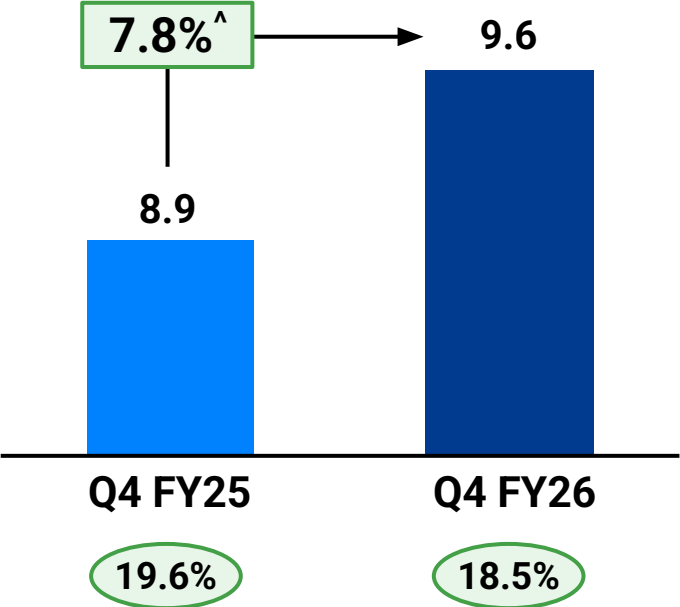
XX% Margin as a % of Revenue

Q4 FY26: 14.0% YoY Revenue Growth and 7.8% YoY Adjusted EBITDA Growth

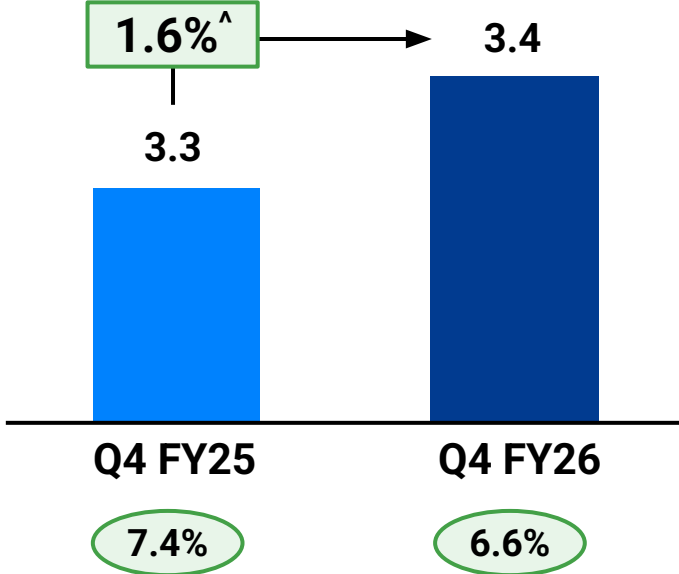
Revenue (₹ Cr)



Adjusted EBITDA (₹ Cr)¹



Profit After Tax (₹ Cr)



- Uniware +11.7% YoY; Shipway² +17.7% YoY
- QoQ decline due to seasonality (Q3 driven by festive demand; Q4 limited to event-led sales); Similar trend observed last year

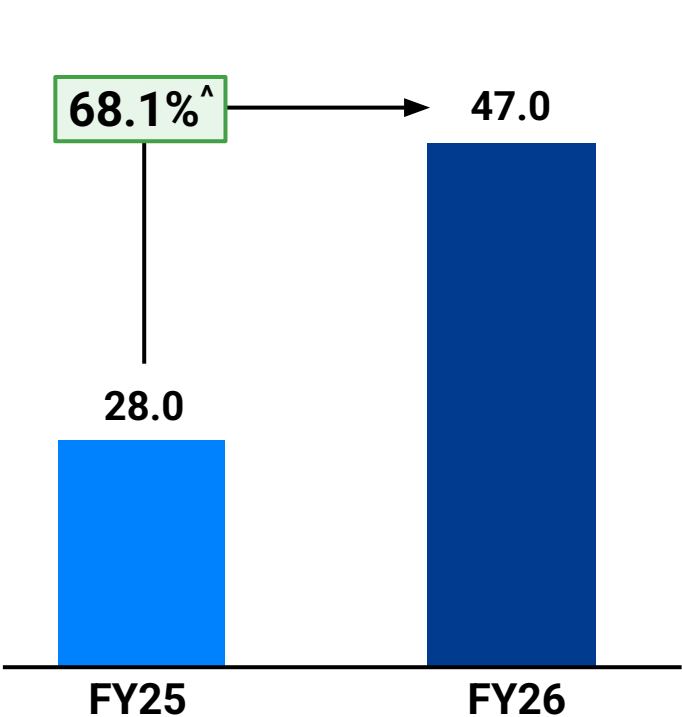
- Adjusted EBITDA & PAT growth moderated due to investments in Shipway² and Uniware, starting Q4 FY26
- Standalone Adj. EBITDA margin (Q4 FY25 vs. Q4 FY26): 32.1% → 40.8%
- For details on investment areas, refer to [this section](#)

Notes: Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; [^]YoY compares Q4 FY26 with Q4 FY25; (1) Adjusted EBITDA has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the PAT (2) Refers to Shipway Technology Private Limited which consists of Shipway and ConvertWay businesses

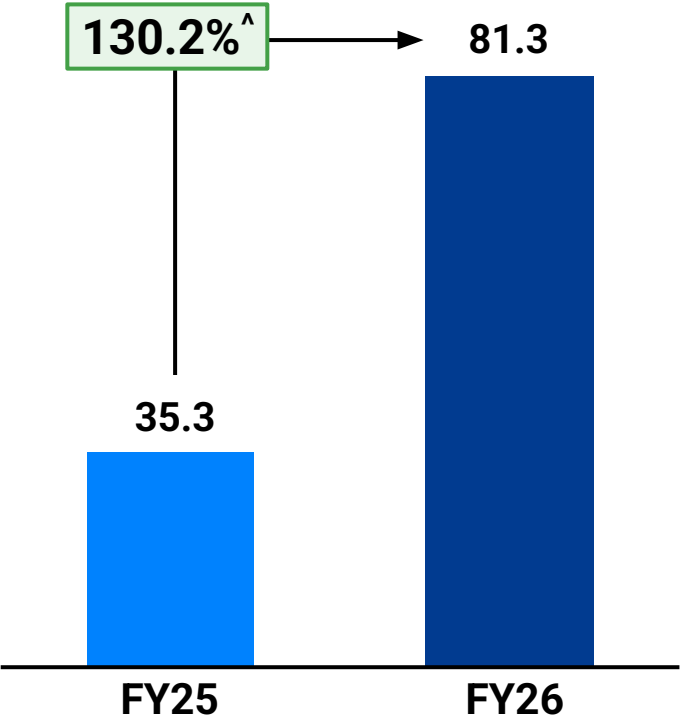
XX% Margin as a % of Revenue

Strong Cash Generation Enabling Disciplined Investment in Existing Businesses and Strategic Inorganic Expansion in The Future

Cash Flow From Operations (₹ Cr)



Cash & Bank Balance (₹ Cr)¹



Cash position has returned to pre-Shipway Technology acquisition levels within five quarters

Note: Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; [^]YoY compares FY26 with FY25;; (1) Cash & Bank Balance includes Cash & Cash Equivalent, Bank balances other than cash and cash equivalent, Deposits and Investments

Table of Contents

01 Executive Summary

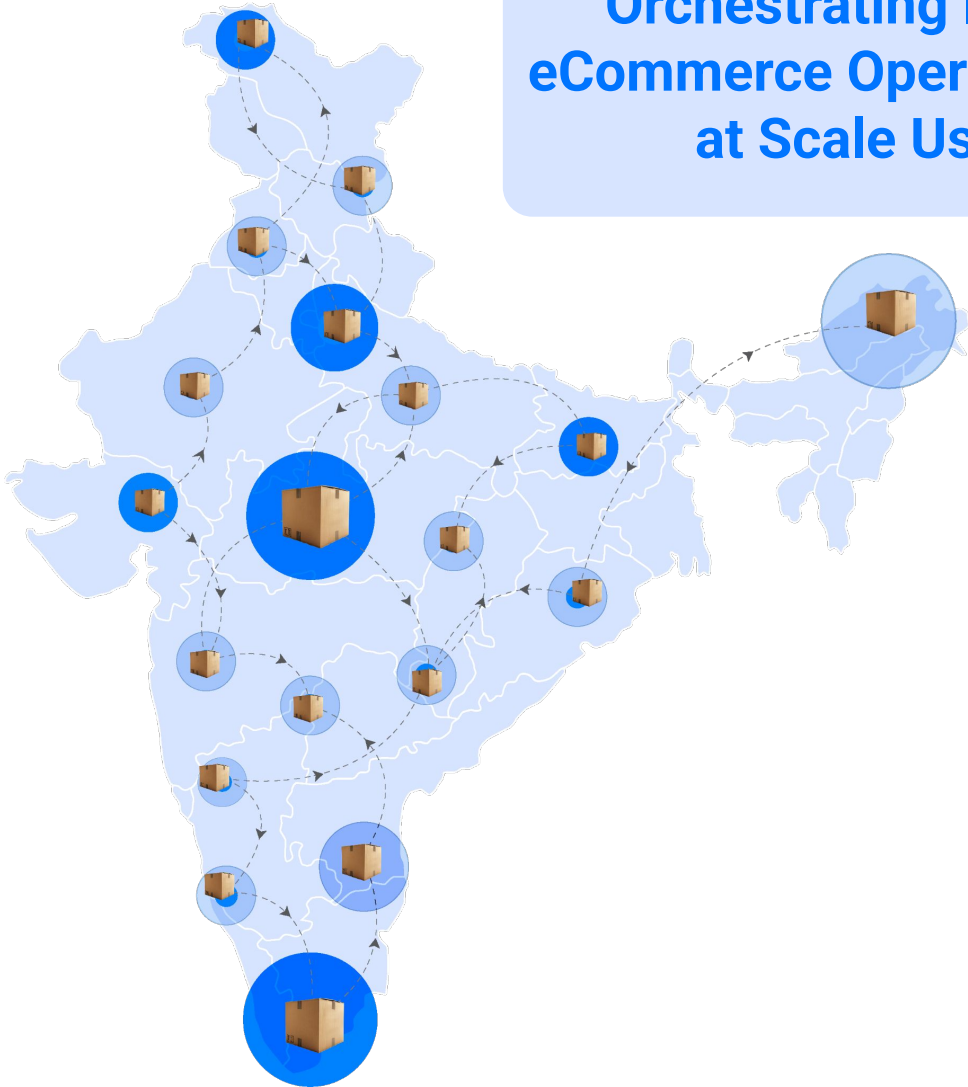
02 FY26 at a Glance

03 FY 27 & Beyond

04 Q4 and FY26 Financial Results Summary

05 Appendix

Orchestrating India's eCommerce Operations at Scale Using AI



Processed 25-30% of all dropship volumes in India in FY25 ⁽¹⁾

Note: (1) Unicommerce processes a significant share of eCommerce orders across retailers and brands, handling approximately 25-30% of all dropship volumes through its Uniware platform in FY25, As per 1Lattice Report - "B2C and SaaS e-commerce opportunities in India", Nov 2025

Appendix



**Key Performance
Indicators
& Financials**



**Our Multi-Platform
Product Suite**

Key Performance Indicators – FY26

Financial numbers in ₹ Cr

KPIs	FY26	FY25	YoY Growth
Revenue from contract with customers ¹	204.3	134.8	51.6%
Total Income	208.4	140.2	48.7%
Total Expense	179.6	116.1	54.8%
Gross Margin ²	53.3%	69.4%	(1,616 bps)
Adj. EBITDA ³	43.9	28.4	54.5%
Adj EBITDA Margin% ⁴	21.5%	21.1%	40 bps
EBITDA ⁵	35.4	26.5	33.8%
EBITDA Margin% ⁶	17.3%	19.6%	(231 bps)
PBT	28.8	24.1	19.4%
PBT Margin% ⁷	14.1%	17.9%	(380 bps)
PAT	20.5	17.6	16.1%
PAT Margin% ⁸	10.0%	13.1%	(306 bps)
Annual Recurring Revenue ⁹	206.5	181.1	14.0%
Total Enterprise Clients (in Nos.) ^{#^}	1,126	953	18.2%
Revenue per Employee ^{10#^}	0.4	0.4	-
Share of Revenue from Top 10 Clients (%) ^{#^}	12.1%	19.0%	(692 bps)

- Margin change reflects full-year consolidation of Shipway (vs 105 days in FY25), leading to a business mix shift rather than operational impact. Core Uniware profitability improved.

Standalone margins improved from FY25 to FY26:

- Adj. EBITDA: 25.0% → 37.5%
 - EBITDA: 23.3% → 31.6%
 - PBT: 25.6% → 32.2%
 - PAT: 19.1% → 24.0%
- PAT, excluding non-cash amortisation expenses related to Shipway acquisition, in FY26 is ₹25.3 Cr, compared to ₹20.4 Cr in FY25, up 23.6%

Notes: ^Unaudited & basis management of accounts (1) Revenue from contract with customers is total revenue generated by our Company from SaaS income and shipping service income, excluding other income sources. (2) Gross margin percentage represents the margin generated by the business after deducting the direct costs incurred to serve the clients, divided by revenue from contract with customers during the respective period / year. Direct costs include server hosting expense, software services and support cost attributable to business operation. (3) Adjusted EBITDA represents adjusted earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the profit for the period / year. (4) Adjusted EBITDA Margin % represents Adjusted EBITDA as a % of revenue from contract with customers for the respective period / year. (5) EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the profit for the period / year. (6) EBITDA Margin % represents EBITDA as a % of revenue from contract with customers for the respective period / year. (7) Profit Before Tax Margin % represents Profit Before Tax as a % of revenue from contract with customers for the respective period / year. (8) Profit After Tax Margin % represents Profit After Tax as a % of revenue from contract with customers for the respective period / year. (9) Annual Recurring Revenue ("ARR") is defined as revenue from contract with customers in the most recent quarter of the respective periods multiplied by 4. (10) Revenue from contract with customers / employee represents revenue from contract with customers divided by the average number of employees for the respective periods. For quarter periods, the ratio has been calculated on the basis of annualised revenue from contract with customers for the given period / year; (#) KPIs relate to Uniware platform only

Key Performance Indicators – Q4 FY26

Financial numbers in ₹ Cr

KPIs	Q4 FY26	Q3 FY26	Q4 FY25	QoQ Growth	YoY Growth
Revenue from contract with customers ¹	51.6	56.4	45.3	(8.5%)	14.0%
Total Income	52.8	57.6	46.3	(8.3%)	14.0%
Total Expense	46.9	47.7	41.5	(1.7%)	12.9%
Gross Margin ²	50.6%	53.5%	55.6%	(291 bps)	(504 bps)
Adj. EBITDA ³	9.6	13.4	8.9	(28.6%)	7.8%
Adj EBITDA Margin% ⁴	18.5%	23.8%	19.6%	(523 bps)	(107 bps)
EBITDA ⁵	6.9	10.9	8.2	(36.6%)	(15.8%)
EBITDA Margin% ⁶	13.4%	19.4%	18.2%	(596 bps)	(475 bps)
PBT	5.9	9.9	4.8	(40.5%)	23.1%
PBT Margin% ⁷	11.4%	17.6%	10.6%	(616 bps)	84 bps
PAT	3.4	7.4	3.3	(54.0%)	1.6%
PAT Margin% ⁸	6.6%	13.1%	7.4%	(651 bps)	(80 bps)
Annual Recurring Revenue ⁹	206.5	225.6	181.1	(8.5%)	14.0%
Total Enterprise Clients (in Nos.) ^{#^}	1,126	1,039	953	8.4%	18.2%
Revenue per Employee ^{10#^}	0.5	0.5	0.3	-	0.2
Share of Revenue from Top 10 Clients (%) ^{#^}	11.8%	11.8%	19.7%	-	(787 bps)

- *Uniware grew 11.7% YoY; Shipway grew 17.7% YoY*
- *Revenue declined QoQ due to seasonality, with Q3 benefiting from festive demand and Q4 limited to event-led sales. Consistent with last year on a standalone basis*
- *Margins declined both QoQ and YoY due to investments initiated in Q4 FY26 to support long-term growth. For more details, refer to [this section](#)*

Notes: ^Unaudited & basis management of accounts (1) Revenue from contract with customers is total revenue generated by our Company from SaaS income and shipping service income, excluding other income sources. (2) Gross margin percentage represents the margin generated by the business after deducting the direct costs incurred to serve the clients, divided by revenue from contract with customers during the respective period / year. Direct costs include server hosting expense, software services and support cost attributable to business operation. (3) Adjusted EBITDA represents adjusted earnings before interest, taxes, depreciation and amortisation which has been arrived at by adding share-based payment expenses (part of employee benefits expenses) to EBITDA. EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the profit for the period / year. (4) Adjusted EBITDA Margin % represents Adjusted EBITDA as a % of revenue from contract with customers for the respective period / year. (5) EBITDA refers to earning before interest, taxes, depreciation and amortisation which has been arrived at by adding total tax expense, finance cost, depreciation and amortisation expense and reducing other income to the profit for the period / year. (6) EBITDA Margin % represents EBITDA as a % of revenue from contract with customers for the respective period / year. (7) Profit Before Tax Margin % represents Profit Before Tax as a % of revenue from contract with customers for the respective period / year. (8) Profit After Tax Margin % represents Profit After Tax as a % of revenue from contract with customers for the respective period / year. (9) Annual Recurring Revenue ("ARR") is defined as revenue from contract with customers in the most recent quarter of the respective periods multiplied by 4. (10) Revenue from contract with customers / employee represents revenue from contract with customers divided by the average number of employees for the respective periods. For quarter periods, the ratio has been calculated on the basis of annualised revenue from contract with customers for the given period / year; (#) KPIs relate to Uniware platform only

P&L – FY26

Financial numbers in ₹ Cr

Particulars	For the quarter ended March 31, 2026 (Audited)	For the quarter ended December 31, 2025 (Audited)	For the quarter ended March 31, 2025 (Audited)	For the year ended March 31, 2026 (Audited)	For the year ended March 31, 2025 (Audited)
Income					
Revenue from contract with customers	51.63	56.39	45.27	204.34	134.79
Other income	1.18	1.22	1.06	4.08	5.40
Total income (I)	52.81	57.62	46.34	208.42	140.20
Expenses					
Employee benefits expense	19.19	17.87	15.70	68.55	61.15
Server hosting expense	1.92	1.45	1.39	5.97	6.05
Finance costs	0.21	0.22	0.15	0.78	0.58
Depreciation and amortisation expense	2.00	2.02	4.36	9.95	7.20
Other expenses	23.58	26.13	19.94	94.39	41.11
Total expense (II)	46.90	47.69	41.54	179.64	116.09
Profit before tax (III = I-II)	5.91	9.93	4.80	28.78	24.11
Current tax	2.32	2.71	2.38	8.95	6.56
Adjustment of tax relating to earlier periods	0.37	-	-	0.37	1.14
Deferred tax charge/(credit)	(0.18)	(0.17)	(0.93)	(1.00)	(1.21)
Income tax expense (IV)	2.51	2.54	1.45	8.32	6.49
Profit for the quarter/year (V= III-IV)	3.40	7.39	3.35	20.46	17.62

Note: The figures in the table have been converted from millions to crores. Totals may not add up due to rounding off.

Cash Flow Statement (1/2)

Financial numbers in ₹ Cr

Particulars	For the year ended March 31, 2026 (Audited)	For the year ended March 31, 2025 (Audited)
Cash flow from operating activities		
Profit before tax for the year	28.78	24.11
Adjustment to reconcile profit before tax for the year to net cash flows:		
Depreciation of property, plant and equipment	0.60	0.51
Amortisation of Intangible assets	7.19	3.83
Depreciation of right of use of assets	2.17	2.85
Unrealised exchange (gain)/loss	(0.03)	-
(Gain)/loss on sale of property, plant and equipment	-	(0.00)
Loss on sale of property, plant and equipment	0.08	-
Share-based payment expense	8.44	1.91
Loss allowance on financials assets	0.30	1.74
Finance Costs - Interest on lease liability	0.76	0.57
Finance Costs - Interest on bank overdraft	0.02	0.00
Income on financial instruments at fair value through fair value profit and loss	(1.21)	(0.02)
Unwinding of discount on financial assets at amortised cost	(0.03)	(0.15)
Interest income on bank deposits	(2.29)	(3.94)
Loss on modification of lease liability	0.18	-
Gain on termination of lease liability	-	(0.40)
Gain on sale of investments	(0.12)	(0.56)
Operating profits before working capital changes	44.82	30.46
Working capital adjustments:		
Increase/(decrease) in trade payables and other payables	4.81	(2.07)
Increase/(decrease) in provisions	(1.16)	(0.51)
Increase/(decrease) in other liabilities and other financial liabilities	6.47	(10.95)
Decrease/(increase) in trade receivables	2.38	0.02
Decrease/(increase) in other assets and other financial assets	(2.98)	11.08
Cash generated from operations	54.33	28.03
Income taxes paid (net of refund)	(7.33)	(0.07)
Cash flow from operating activities (A)	47.00	27.96

Note: The figures in the table have been converted from millions to crores. Totals may not add up due to rounding off.

Cash Flow Statement (2/2)

Financial numbers in ₹ Cr

Particulars	For the year ended March 31, 2026 (Audited)	For the year ended March 31, 2025 (Audited)
Cash flow from investing activities		
Purchase of property, plant and equipment	(0.63)	(0.26)
Proceeds from sale of property, plant and equipment	0.15	0.00
Addition to Intangible assets	(1.50)	(6.31)
Payment towards acquisition of business, net of cash acquired	-	(67.23)
Investment in bank deposits	(33.90)	(29.79)
Redemption of bank deposits	17.50	73.79
Investment in mutual fund	(30.00)	(51.40)
Redemption of mutual fund	3.75	54.39
Interest received on bank deposits	1.86	4.82
Cash used in investing activities (B)	(42.78)	(21.98)
Cash flow from financing activities		
Proceeds from issue of equity shares	0.00	0.00
Payment made on cancellation/settlement of options	-	(2.23)
Interest paid on bank overdraft	(0.02)	(0.00)
Payment of principal portion of lease liabilities	(1.82)	(2.47)
Payment of interest portion of lease liabilities	(0.76)	(0.57)
Cash used in financing activities (C)	(2.60)	(5.28)
Net increase/(decrease) in cash and cash equivalents (A+B+C)	1.62	0.70
Cash and cash equivalents at the beginning of the year	1.97	1.27
Cash and cash equivalents at the end of the year	3.60	1.97

Note: The figures in the table have been converted from millions to crores. Totals may not add up due to rounding off.

Balance Sheet (1/2)

Financial numbers in ₹ Cr

Particulars	As at March 31, 2026 (Audited)	As at March 31, 2025 (Audited)
ASSETS		
Non-current assets		
Property, plant and equipment	1.52	1.09
Right-of-use assets	9.14	7.28
Goodwill	117.21	117.21
Intangible assets	36.36	35.74
Intangible assets under development	-	6.31
Financial assets		
Other financial assets	31.62	3.53
Total non-current assets	195.86	171.16
Current assets		
Financial assets		
Investments	31.19	3.61
Trade receivables	10.99	13.64
Cash and cash equivalents	3.60	2.43
Bank balances other than cash and cash equivalents	3.15	0.15
Other financial assets	19.86	34.88
Other current assets	5.92	2.38
Total current assets	74.70	57.07
Total assets	270.55	228.24

Note: The figures in the table have been converted from millions to crores. Totals may not add up due to rounding off.

Balance Sheet (2/2)

Financial numbers in ₹ Cr

Particulars	As at March 31, 2026 (Audited)	As at March 31, 2025 (Audited)
EQUITY AND LIABILITIES		
Equity		
Equity share capital	11.24	10.33
Other Equity	181.73	59.82
Total equity	192.97	70.15
Liabilities		
Non-current liabilities		
Financial Liabilities		
Lease liabilities	7.57	5.91
Other financial liabilities	-	0.00
Provisions	3.01	3.68
Deferred tax liabilities (net)	5.34	6.31
Total non-current liabilities	15.92	15.90
Current liabilities		
Financial Liabilities		
Borrowings	-	0.45
Lease liabilities	1.90	1.34
Trade and other payables	-	-
total outstanding dues of micro and small enterprises	0.06	0.01
total outstanding dues of creditors other than micro and small enterprises	24.98	20.22
Other financial liabilities	12.74	104.77
Provisions	1.68	2.21
Current tax liabilities (net)	3.18	1.20
Other current liabilities	17.13	11.98
Total current liabilities	61.67	142.19
Total liabilities	77.58	158.09
Total equity and liabilities	270.55	228.24

Note: The figures in the table have been converted from millions to crores. Totals may not add up due to rounding off.

Appendix



**Key Performance
Indicators
& Financials**



**Our Multi-Platform
Product Suite**

AI-first SaaS Platforms Enabling eCommerce Across the Value Chain

One Stop for All eCommerce Automation Needs



Pre-purchase Stage

Marketing Automation

Convertway
featuring Catalyst AI

Increase Sales



Order Processing

Operations Automation

Unware
featuring UniBot AI

Streamline Operations



Shipping & Post-delivery

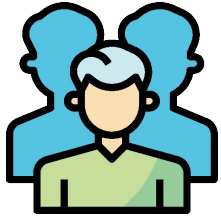
Logistics Automation

Shipway
featuring ShipSense AI

Reduce Costs



Adopted by Marquee Enterprises Across the eCommerce Ecosystem



8,000+¹
Clients

Fashion, Footwear & Accessories



Beauty, Personal Care & FMCG



Pharma, Nutrition & Medical



Home & Services



Electronics



Brand Aggregators & House of Brands



International



Marketing Platform Unlocking Revenue Across Customer Journey

Comprehensive SaaS Suite to Automate Marketing

featuring **Catalyst AI**



AI Voice Agent



Whatsapp



RCS



SMS



Email



Broadcast

BRAND

Purchase
Drive Conversion
4/8 Flows

Liza, the moment you've been waiting for has arrived! The sale is now live. Enjoy **50% OFF** on our collection!

35k
Total Revenue
55X
ROI

SHOP NOW

List Growth

Optin Pop-ups

Get Special Offers on WhatsApp

Enter WhatsApp Number

Get Offer

Others

Convertway

Order Checkout Page

Search Item: XL (Extra - Large)

PRICE: ₹1500.00

Checkout Now

After 15 mins: Send Notifications (Action Taken: Yes)

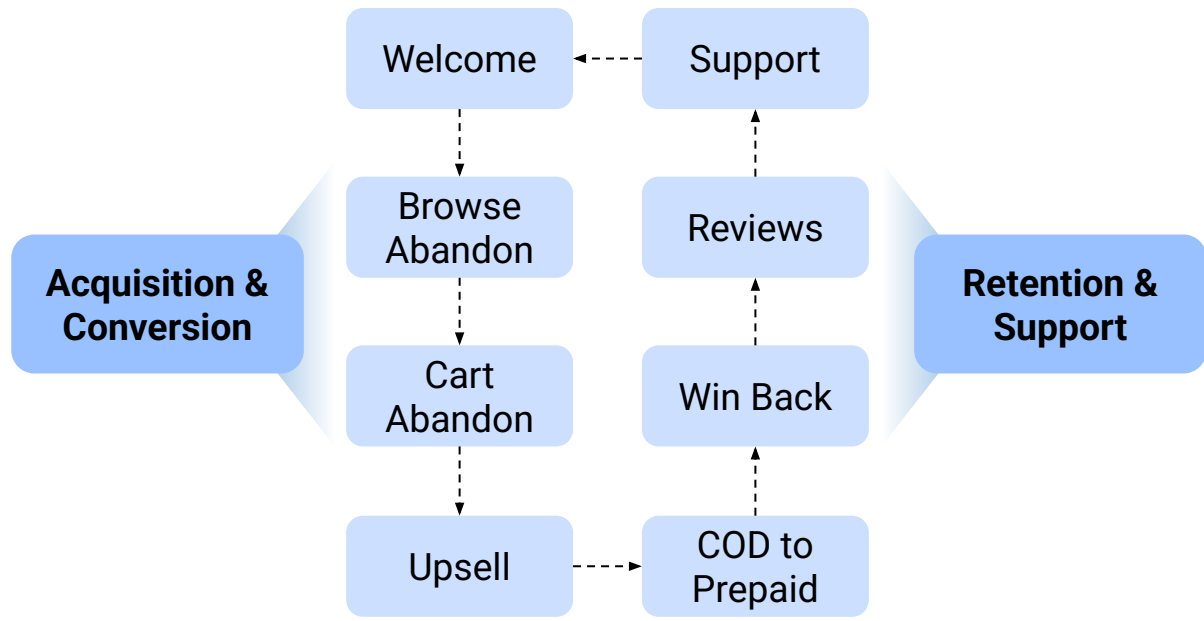
After 24 Hours: Send Follow-up Notifications (Action Taken: No)

Automated Flow

Shop Now

More Subscribers,
 More Conversions,
 More Retention.

Supported Campaigns



Plug-and-Play AI Conversational Commerce for Revenue Growth

Catalyst – AI Voice Agent That Closes Sales for eCommerce Brands

A video player interface with a black background. At the top, a green arc of light curves across the screen. The text 'Catalyst' is centered in a white serif font, with 'Convertway's AI Voice Agent' below it in a white sans-serif font. A red play button icon is centered below the text.

Catalyst Convertway's AI Voice Agent



Click to Play Demo Video

- **Human-like** conversations at scale
- **Personalised** for each brand and product
- **Bilingual** support
- Dynamic **language switch**
- Upto **1.5x** conversions



Mission-Critical System of Record for eCommerce Operations

Comprehensive SaaS Suite to Automate Operations

featuring **UniBot AI** ✨

1 Bn+ order items processed yearly

1L+ SKUs handled monthly

99.99% Order fulfillment rate

Built for Enterprise Scale and Complexity of Operations

Extensive Product Portfolio

Order Management System

D2C Website

Marketplace

Quick Commerce

B2B / Wholesale

Warehouse & Inventory Management System

Omnichannel Retail Management System

Vendor Management Panel for Marketplaces

UniReco: Payment Reconciliation

UniCapture: Shipment Video Capture for Dispute Claims



290+ Integrations to Bring All Systems Together

Shipping Providers

Marketplace

Quick Commerce

ERP / POS

Industry-first AI Assistant Enabling Conversational Operations

UniBot AI Assistant – Easy Way to Run Your eCommerce Operations



The graphic features a white and blue robot character on the left, pointing towards a large smartphone. The phone screen displays a chat interface with the UniCommerce logo at the top. The chat messages include: "What are my pending orders for today?", "50 Orders Pending", "Generate invoices and labels for 20 orders.", and "Here are the invoices and labels for your 20 orders." Below the chat is a yellow "INVOICE" button. To the right of the phone is a large red YouTube play button icon. The text "UniBot AI Assistant" is prominently displayed in white on a blue background. Below this is a yellow button with the text "Ask Anything" and a white button with the text "Click to Play Demo Video".

- Initiate **actions based on conversational commands** such as generation of pick-list, processing of orders, etc.
- Generate **visualisations and data analysis**
- Resolve **support queries**

New Uniware Modules Expanding Monetisation Opportunities

blinkit  **instamart**

zepto  **bigbasket**



Quick Commerce & B2B

- ✓ Custom workflows to process bulk orders across Quick Commerce, B2B/wholesale trade
- ✓ Auto-fetch POs from QC portals or emails
- ✓ Validate MRP, selling price, EAN, and HSN codes to avoid disputes
- ✓ Process within short timeline, auto-generate e-way bills and e-invoices for compliance



UniCapture

- ✓ Video proof to address return-claim disputes with marketplaces and shipping providers
- ✓ Verify dispatch accuracy
- ✓ Cloud storage with quick retrieval
- ✓ Plug and play set-up



**Click to Play
Demo Video**



UniReco

- ✓ Identify payment mismatches and unexplained deductions
- ✓ Manage the complexity of dynamic rate cards
- ✓ Identify losses from expected returns not received
- ✓ Normalise financial transaction data across channels



Flexible Logistics Automation for Evolving D2C Needs

Comprehensive SaaS Suite to Automate Logistics Operations



Full-service Courier Aggregation SaaS with a Software-Only Automation Option to Manage Own Courier Relationships

Courier Aggregation with ShipSense AI Allocation

Shipway Cargo for B2B Courier Aggregation

Non-Delivery Follow-ups

RTO Reduction Suite

Branded Tracking Page Module for Website

Refund and Exchange Management Module for Website

Value-added Services

Non-Delivery Follow-ups

Fraud Detection

COD Verification

Address Verification

Branded Communications

Early COD Remittance



AI-Driven Order Allocation Based on Data, Not Assumptions

ShipSense AI Courier Allocation – Optimising Cost and Delivery Experience for Every Order



- **Auto-selects the best-fit courier** per order based on cost and past performance at the order location
- **Cuts shipping costs and reduce RTO**
- **No manual rules or changes required**



For further information, please contact

Company:	Investor Relations Advisors:
 <p>CIN: L74140DL2012PLC230932 Investor Relations investor.relations@unicommerce.com</p> <p>www.unicommerce.com</p>	 <p>CIN: U74140MH2010PTC204285 Mr. Rahul Agarwal / Mr. Karan Thakker rahul.agarwal@sgapl.net / karan.thakker@sgapl.net +91 98214 38864 / +91 81699 62562</p> <p>www.sgapl.net</p>