



21st 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: Intimation of Schedule of Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

Dear Sir/Madam,

Greetings from Unicommerce eSolutions Limited.

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the officials of the Company will be attending the Investor Conference as per below details:-

Date & Time	Nature of Meeting	Organised by
Wednesday, 28 th May, 2025 9:00 am onwards	1x1 / Group Meeting	Batlivala & Karani Securities India Private Limited

Investor Presentation to be shared with the investors during the aforesaid meetings is attached herewith for your reference and records. Discussions will also be based on publicly available information.

No unpublished price sensitive information (UPSI) is intended to be discussed during the interactions.

This information is submitted to you pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Please note that changes may happen due to exigencies on the part of Host / Company.

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.

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CIN: L74140DL2012PLC230932



Simplifying E-commerce

Investor Presentation – Q4 FY25

One Stop for All **E-commerce Automation** Needs



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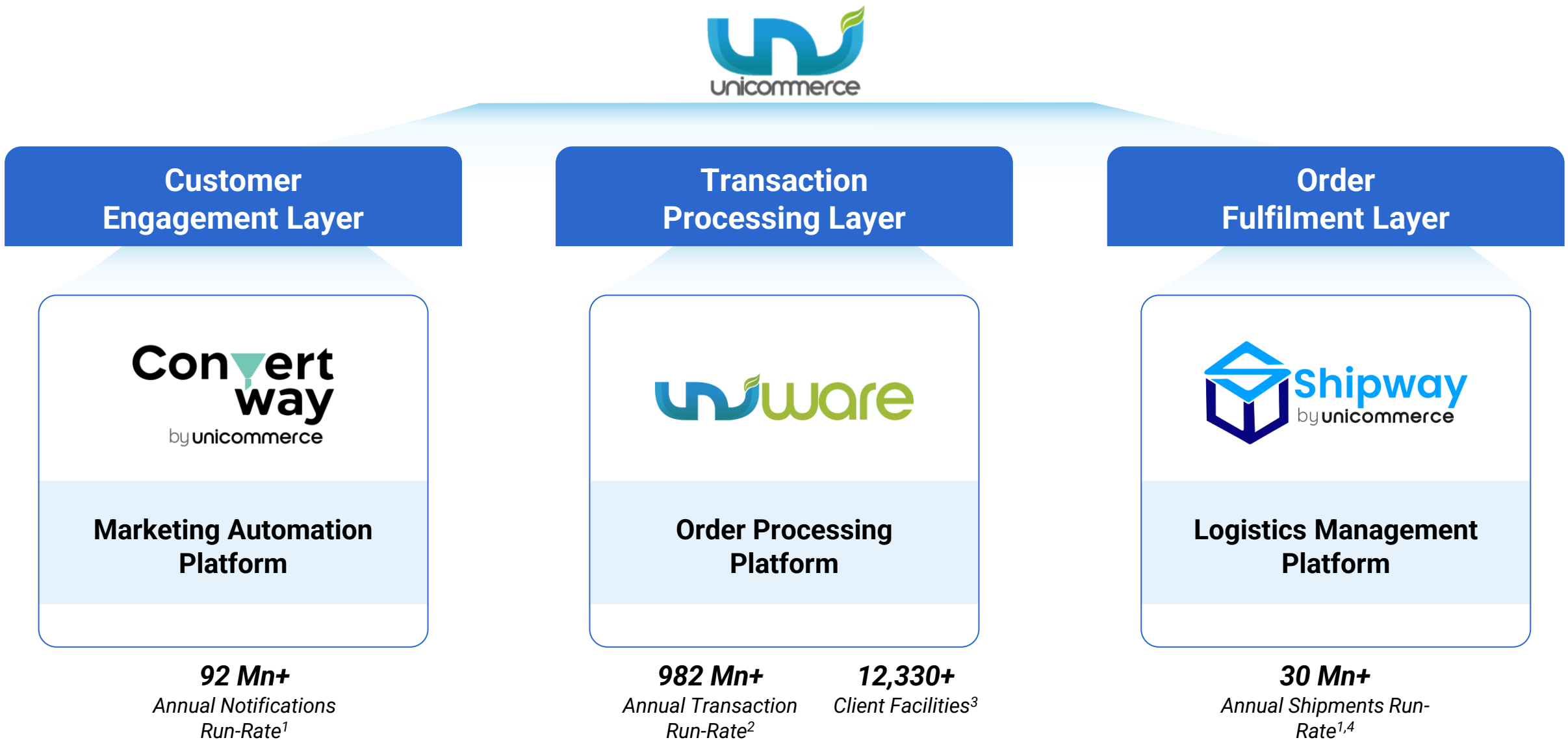
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Unicommerce provides SaaS products across the E-commerce value chain through three platforms



Note: 1) For Shipway and Convertway, the shipments or notifications have been taken into account for Q4 FY25 and multiplied by 4 to arrive at the annualised run-rate; 2) Invoice items processed in Q4 FY25 multiplied 4; 3) Includes both warehouses and stores; 4) 30 Mn+ Shipments Run-rate is sum of courier aggregation (8.2 Mn annual shipments run-rate) and shipping automation shipments (21.8 Mn annual shipments run-rate)

We offer an extensive suite of products to simplify E-commerce for brands and sellers



Customer Engagement Layer



-  Marketing Automation (Whatsapp/SMS)
-  Live Whatsapp Chatbot
-  User List Creation
-  Targeted Campaigns
-  Smart Customer Segmentation

Transaction Processing Layer



-  Order Management System
-  Warehouse & Inventory Management System
-  Omnichannel Retail Solution
-  Seller Management Panel
-  UniReco

Order Fulfilment Layer



-  Courier Aggregation
-  NDR Management
-  RTO Reduction Suite
-  Branded Tracking Page
-  Shipping, Return & Exchange Automation

Detailed Analytics and Reporting Across the eCommerce Order Journey

Marquee clients base uses Unicommerce's eCommerce Stack



7,000+¹
Clients

Fashion, Footwear & Accessories



Beauty, Personal Care & FMCG



Pharma, Nutrition & Medical



Home & Services



Electronics



Brand aggregators & house of brands



International

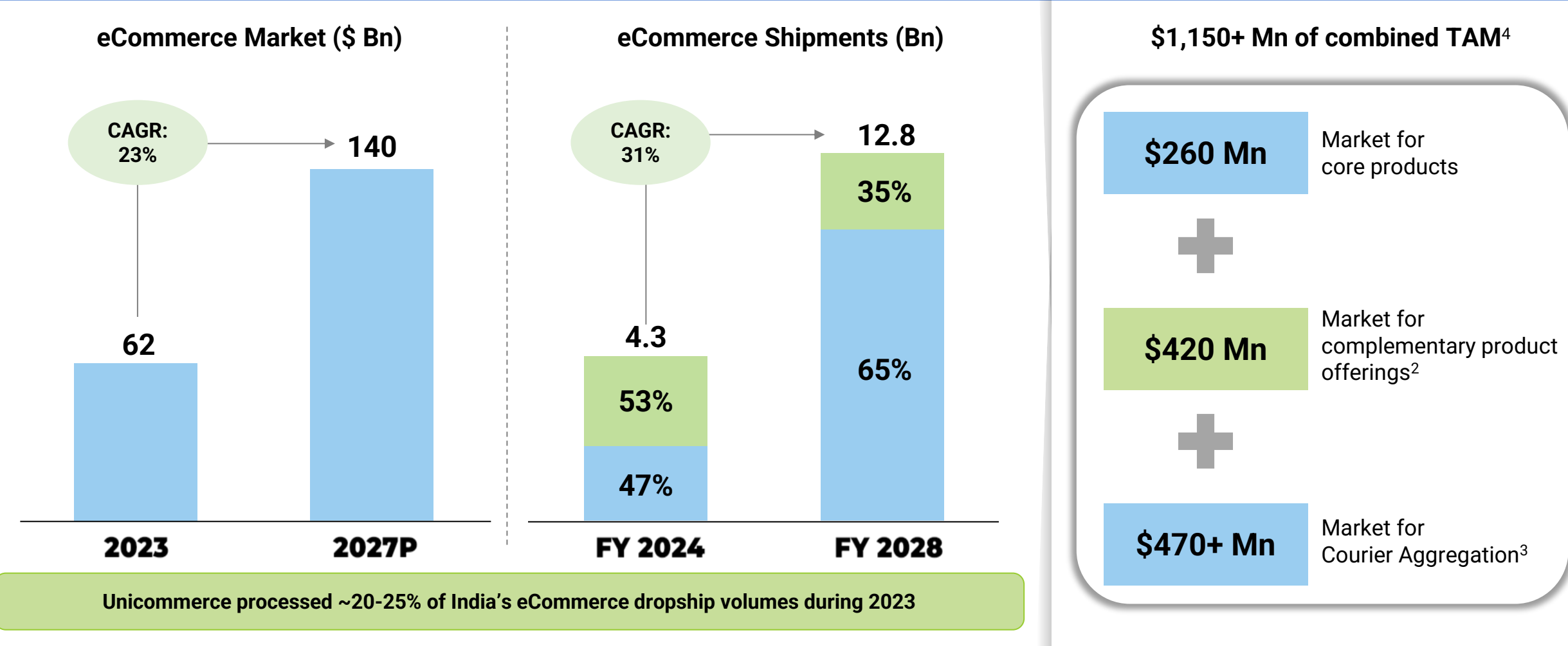


Fast-growing Indian eCommerce presents substantial growth opportunity; TAM expanded further by Shipway's acquisition



Growth Drivers – Core Products in India¹

Total Addressable Market, 2024¹



Notes: 1. Source: Redseer Report 2. Expansion of product portfolio into complementary product offerings, opportunity to build products in adjacencies across the eCommerce order journey and up-sell / cross-sell them to clients 3) Internal estimate for courier aggregation market INR 3,800-4,300 Crore; 4. Marketing Automation TAM is over and above the current combined TAM



Kapil Makhija
MD & CEO

"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."

Management Commentary (2/2)



Anurag Mittal
CFO

"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."

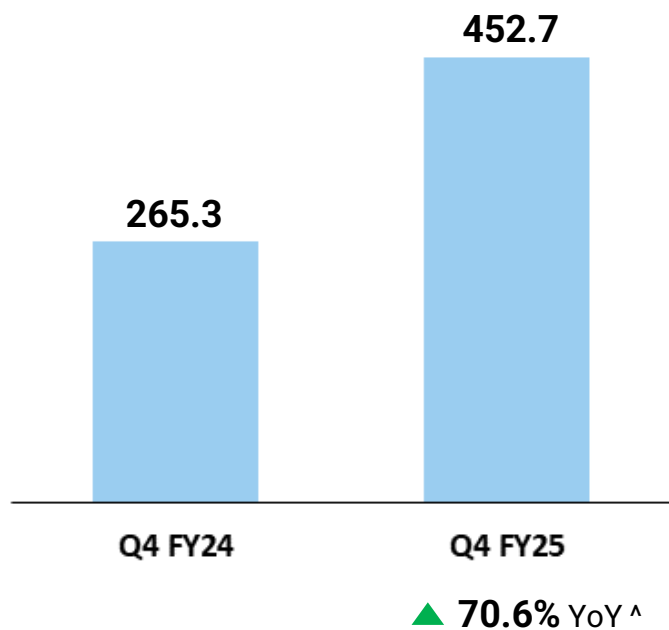
Q4 FY25 – Consolidated P&L Highlights

70%+ YoY Revenue growth and 98%+ Adj. EBITDA growth

xx% Margins%

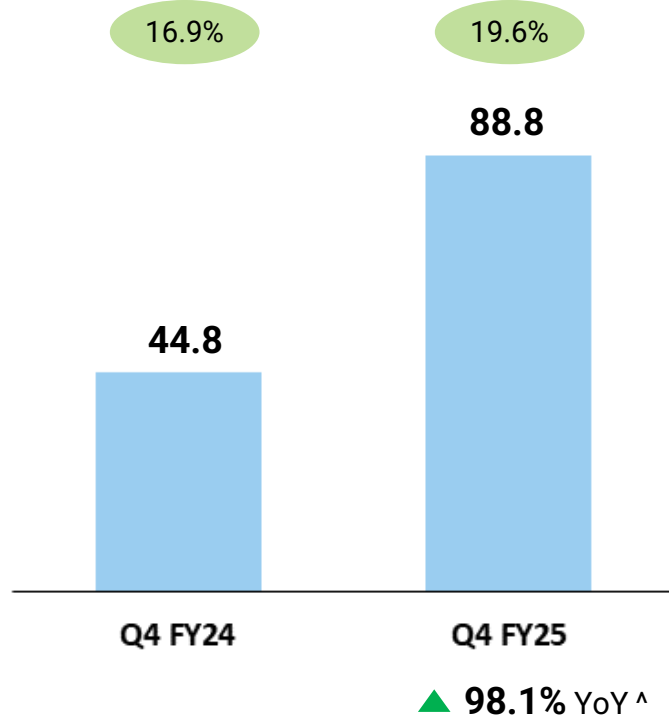
Revenue

INR (Mn)



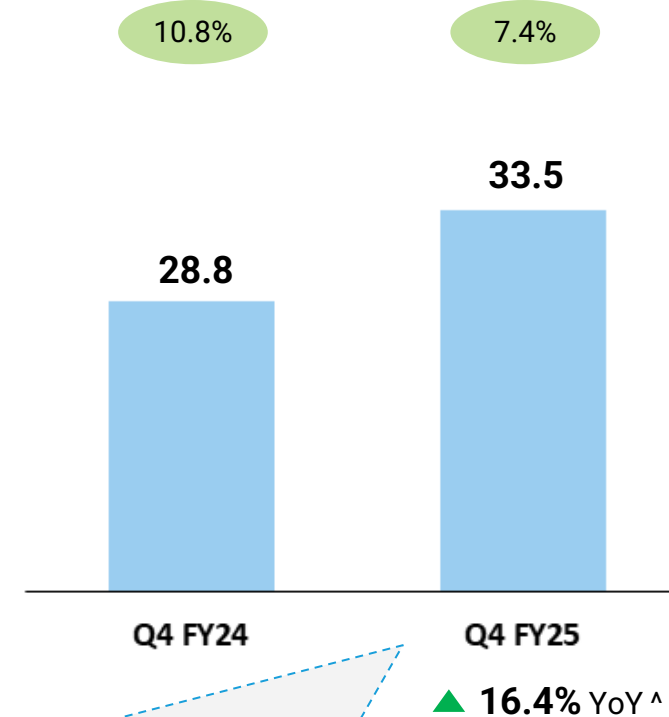
Adjusted EBITDA¹

INR (Mn)



Profit After Tax

INR (Mn)



PAT growth is lower compared to Adjusted EBITDA growth due to an amortisation expense of INR 37.9 Mn related to intangible assets from the 'Shipway Technology Pvt. Ltd.' acquisition.

FY25 – Consolidated P&L Highlights

30%+ YoY Revenue growth and 56%+ Adj. EBITDA growth

xx% Margins%

Revenue

INR (Mn)

1,035.8

1,347.9

FY24

FY25

▲ 30.1% YoY[^]

Adjusted EBITDA¹

INR (Mn)

17.5%

21.1%

181.6

283.9

FY24

FY25

▲ 56.3% YoY[^]

Profit After Tax

INR (Mn)

12.7%

13.1%

131.2

176.2

FY24

FY25

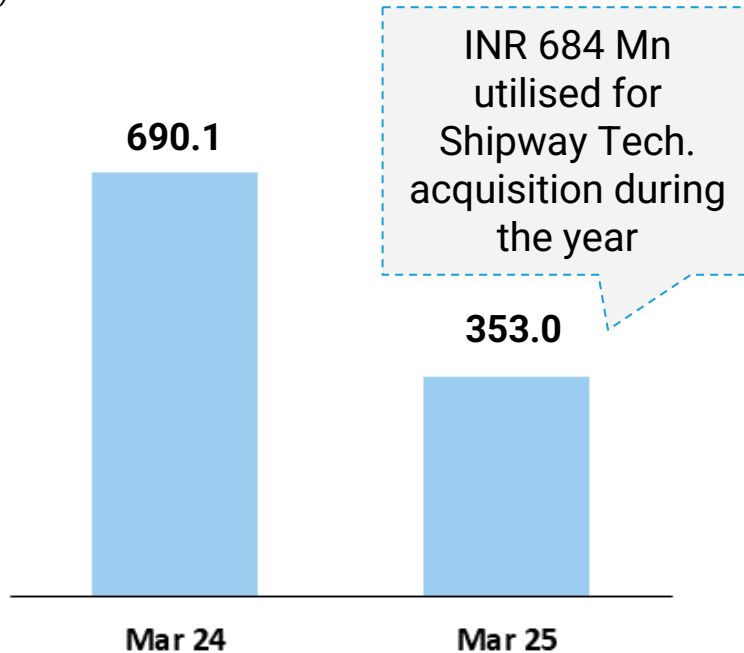
▲ 34.3% YoY[^]

PAT growth is lower compared to Adjusted EBITDA growth due to an amortisation expense of INR 37.9 Mn related to intangible assets from the 'Shipway Technology Pvt. Ltd.' acquisition.

We continue to add cash to our balance sheet and strategically allocate capital to strengthen our business

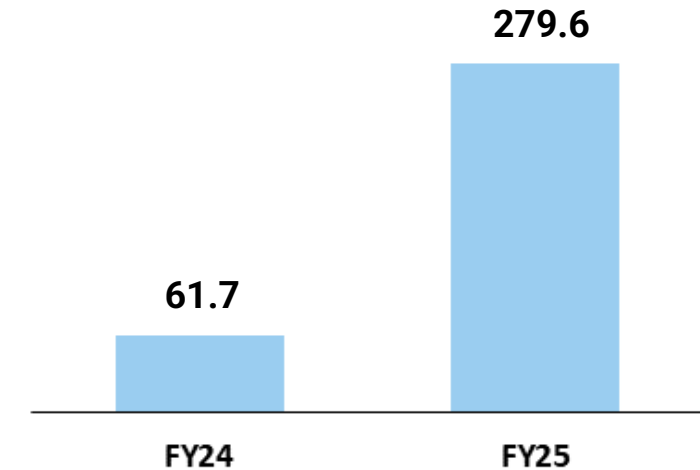
Cash & Bank Balance^

INR (Mn)



Cash Flow from Operations

INR (Mn)



Shipway Technology Pvt. Ltd. achieved adjusted EBITDA break-even in Q4 FY25, driven by revenue growth and post-acquisition cost optimisation



Revenue Growth



Direct Cost Optimisation



Indirect Cost Optimisation

Shipment growth via joint sales, marketing & cross-sell efforts leading to better market presence

Courier cost negotiations due to wider relationship across the group

Consolidation of certain corporate functions for better efficiency, productivity and consistency

Overlap among Uniware clients reached 10%+ and offers a meaningful cross-sell opportunity

Uniware onboarded 125 + new enterprise clients in Q4 FY25, our strongest quarter to date

Pharma



Fashion



Home



Accessories



Skin Care



Cosmetics



Fitness



FMCG



We continue to enhance our platforms and incorporate AI to increase revenue potential as well as reduce costs and boost productivity

Initiatives to increase retention and grow revenue

Uniware

- **B2B workflows:** AI parsing of paper, image & PDF purchase orders; optimised pick-paths speed for large-volume fulfilment
- **Order management:** Fewer clicks to process bulk flows, richer image previews, and smart print options to cut processing time and cost
- **Quick-commerce:** Deeper Blinkit integration with direct Advance Shipping Note push from Unicommerce

Shipway

- Introduced less than 500g weight slabs applicable to many categories with small items
- Improved courier assignment based on delivery time, speed, and cost
- Enhanced real-time shipment updates via webhooks

Convertway

- Added RCS (rich media SMS) as a new communication channel to complement WhatsApp and standard SMS
- Enabled in-chat product browsing on WhatsApp

Initiatives to decrease cost

- **Operations and Support:** Targeted training, automations and AI to reduce client queries and building new features with increased efficiency to help keep costs in check

Key Performance Indicators – Q4 FY25

Financial numbers in INR Million

KPIs [^]	Q4 FY25	Q3 FY25	Q4 FY24	QoQ Growth	YoY Growth
Revenue from contract with customers ¹	452.7	327.4	265.3	38.3%	70.6%
Total Income	463.4	342.4	277.3	35.3%	67.1%
Total Expense	415.4	256.8	239.3	61.8%	73.6%
Gross Margin% ²	55.6%	72.8%	78.4%	(1,718 bps)	(2,278 bps)
Adj. EBITDA ⁶	88.8	88.8	44.8	-	98.1%
Adj EBITDA Margin% ⁷	19.6%	27.1%	16.9%	(751 bps)	271 bps
EBITDA ⁴	82.4	83.3	36.4	(1.1%)	126.6%
EBITDA Margin% ⁵	18.2%	25.4%	13.7%	(724 bps)	450 bps
PBT	48.0	85.6	38.0	(44.0%)	26.3%
PBT Margin% ³	10.6%	26.1%	14.3%	(1,555 bps)	(371 bps)
PAT	33.5	62.9	28.8	(46.8%)	16.4%
PAT Margin%	7.4%	19.2%	10.8%	(1,183 bps)	(345 bps)
Annual Recurring Revenue ⁸	1,811.0	1,309.6	1,061.4	38.3%	70.6%
Total Enterprise Clients (in Nos.) [#]	953	934	795	2.0%	19.9%
Revenue per Employee ^{9#}	3.3	3.3	3.3	-	-
Number of items processed (in Mn) [#]	245.7	259.1	197.9	(5.2)%	24.1%
Share of Revenue from Top 10 Clients (%) [#]	19.7%	20.4%	25.4%	(68 bps)	(564 bps)

Notes: [^]Unaudited & basis management of accounts (1) Revenue from contract with customers is total revenue generated by our Company from SaaS 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) Restated Profit Before Tax Margin % represents Restated Profit Before Tax as a % of revenue from contract with customers for the respective period / year. (4) 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 restated profit for the period / year. (5) EBITDA Margin % represents EBITDA as a % of revenue from contract with customers for the respective period / year. (6) 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 restated profit for the period / year. (7) Adjusted EBITDA Margin % represents Adjusted EBITDA as a % of revenue from contract with customers for the respective period / year. (8) Annual Recurring Revenue ("ARR") is defined as revenue from contract with customers in the most recent quarter of the respective periods multiplied by 4. (9) 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 – FY25

Financial numbers in INR Million

KPIs [^]	FY25	FY24	YoY Growth
Revenue from contract with customers ¹	1,347.9	1,035.8	30.1%
Total Income	1,402.0	1,094.3	28.1%
Total Expense	1,160.9	919.6	26.2%
Gross Margin% ²	69.4%	78.5%	(908 bps)
Adj. EBITDA ⁶	283.9	181.6	56.3%
Adj EBITDA Margin% ⁷	21.1%	17.5%	353 bps
EBITDA ⁴	264.8	144.2	83.7%
EBITDA Margin% ⁵	19.6%	13.9%	572 bps
PBT	241.1	174.8	37.9%
PBT Margin% ³	17.9%	16.9%	101 bps
PAT	176.2	131.2	34.3%
PAT Margin%	13.1%	12.7%	41 bps
Annual Recurring Revenue ⁸	1,811.0	1,061.4	70.6%
Total Enterprise Clients (in Nos.) [#]	953	795	19.9%
Revenue per Employee ^{9#}	3.6	3.2	12.4%
Number of items processed (in Mn) [#]	950.3	772.3	23.0%
Share of Revenue from Top 10 Clients (%) [#]	19.0%	27.4%	(838 bps)

Notes: [^]Unaudited & basis management of accounts (1) Revenue from contract with customers is total revenue generated by our Company from SaaS 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) Restated Profit Before Tax Margin % represents Restated Profit Before Tax as a % of revenue from contract with customers for the respective period / year. (4) 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 restated profit for the period / year. (5) EBITDA Margin % represents EBITDA as a % of revenue from contract with customers for the respective period / year. (6) 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 restated profit for the period / year. (7) Adjusted EBITDA Margin % represents Adjusted EBITDA as a % of revenue from contract with customers for the respective period / year. (8) Annual Recurring Revenue ("ARR") is defined as revenue from contract with customers in the most recent quarter of the respective periods multiplied by 4. (9) 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 – Quarterly

(Consolidated numbers in INR Million)



Particulars	For the quarter ended March 31, 2025 (Audited)	For the quarter ended December 31, 2024 (Audited)	For the quarter ended March 31, 2024 (Unaudited)
Income			
Revenue from contract with customers	452.74	327.40	265.34
Other income	10.64	15.00	11.93
Total income (I)	463.38	342.40	277.27
Expenses			
Employee benefits expense	156.98	128.12	160.73
Server hosting expense	13.95	21.67	14.03
Finance costs	1.48	1.29	1.69
Depreciation and amortisation expense	43.58	11.39	8.63
Other expenses	199.41	94.34	54.22
Total expense (II)	415.41	256.81	239.30
Profit before tax (III = I-II)	47.97	85.59	37.97
Current tax	23.82	9.06	10.33
Adjustment of tax relating to earlier periods	-	11.38	-
Deferred tax	(9.30)	2.25	(1.11)
Income tax expense (IV)	14.52	22.69	9.22
Profit for the quarter/year (V= III-IV)	33.45	62.90	28.75

P&L – Full Year

(Consolidated numbers In INR Million)



Particulars	For the year ended March 31, 2025 (Audited)	For the year ended March 31, 2024 (Audited)
Income		
Revenue from contract with customers	1,347.90	1,035.81
Other income	54.05	58.53
Total income (I)	1,401.95	1,094.34
Expenses		
Employee benefits expense	611.48	649.57
Server hosting expense	60.53	54.06
Finance costs	5.77	3.89
Depreciation and amortisation expense	71.97	24.02
Other expenses	411.11	188.01
Total expense (II)	1,160.86	919.55
Profit before tax (III = I-II)	241.09	174.79
Current tax	65.58	47.84
Adjustment of tax relating to earlier periods	11.38	(0.39)
Deferred tax	(12.08)	(3.83)
Income tax expense (IV)	64.88	43.62
Profit for the quarter/year (V= III-IV)	176.21	131.17

Cash Flow Statement (1/2)

(Consolidated numbers in INR Million)



Particulars	For the year ended March 31, 2025 (Audited)	For the year ended March 31, 2024 (Audited)
Cash flow from operating activities		
Profit before tax for the year	241.09	174.79
Adjustment to reconcile profit before tax for the year to net cash flows:		
Depreciation of property, plant and equipment	5.09	5.57
Amortisation of Intangible assets	38.34	-
Depreciation of right of use of assets	28.54	18.45
(Gain)/loss on sale of property, plant and equipment	(0.01)	(0.07)
Share-based payment expense	19.12	37.44
Provision for doubtful debts and advances	17.40	10.72
Finance Costs - Interest on lease liability	5.74	3.89
Finance Costs - Interest on bank overdraft	0.03	-
Income on financial instruments at fair value through fair value profit and loss	(0.21)	(0.12)
Unwinding of discount on financial assets at amortised cost	(1.46)	(0.34)
Interest income on bank deposits	(39.42)	(25.84)
Gain on termination of lease liability	(3.98)	-
Interest income on loan to holding Company	-	(30.56)
Gain on redemption of mutual funds (net)	(5.65)	(1.01)
Operating profits before working capital changes	304.62	192.92
Working capital adjustments:		
Increase in trade payables and other payables	(20.73)	35.82
Increase in provisions	(5.07)	4.26
(Decrease)/increase in other liabilities	(109.49)	(9.27)
Increase in trade receivables	0.25	(25.16)
Increase in other assets	110.76	(67.79)
Cash generated from operations	280.34	130.78
Income taxes paid (net of refund)	(0.74)	(69.10)
Cash flow from operating activities (A)	279.60	61.68

Cash Flow Statement (2/2)

(Consolidated numbers In INR Million)



Particulars	For the year ended March 31, 2025 (Audited)	For the year ended March 31, 2024 (Audited)
Cash flow from investing activities		
Purchase of property, plant and equipment	(2.62)	(1.19)
Proceeds from sale of property, plant and equipment	0.01	0.07
Capital work in progress	(63.10)	-
Payment towards acquisition of business, net of cash acquired	(672.29)	-
Loan given to holding company	-	(500.02)
Loan repayment by holding company	-	500.02
Investment in bank deposits	(297.89)	(1,344.10)
Redemption of bank deposits	737.92	980.45
Investment in mutual fund	(513.97)	(399.11)
Redemption of mutual fund	543.91	400.30
Interest received on bank deposits	48.22	32.28
Interest received on loan to holding Company	-	34.45
Cash used in investing activities (B)	(219.81)	(296.85)
Cash flow from financing activities		
Proceeds from issue of equity shares	0.01	0.00
Interest paid on bank overdraft	(0.03)	-
Payment made on cancellation/settlement of options	(22.35)	-
Payment of principal portion of lease liabilities	(24.69)	(15.76)
Payment of interest portion of lease liabilities	(5.74)	(3.89)
Cash used in financing activities (C)	(52.80)	(19.65)
Net increase/(decrease) in cash and cash equivalents (A+B+C)	6.99	(254.82)
Cash and cash equivalents at the beginning of the year	12.73	267.55
Cash and cash equivalents at the end of the year	19.72	12.73

Balance Sheet (1/2)

(Consolidated numbers In INR Million)



Particulars	As at March 31, 2025 (Audited)	As at March 31, 2024 (Audited)
ASSETS		
Non-current assets		
Property, plant and equipment	10.92	4.80
Intangible assets	357.40	-
Intangible assets under development	63.10	-
Goodwill	1,172.10	
Right-of-use assets	72.82	74.46
Financial assets	-	
Other financial assets	35.29	6.36
Non current tax assets (net)	-	58.96
Deferred tax assets (net)	-	25.11
Total Non-Current Assets	1,711.63	169.69
Current assets		
Financial assets		
Investments	36.07	60.12
Trade receivables	136.39	132.94
Cash and cash equivalent	24.26	12.73
Bank balances other than cash and cash equivalent	1.50	0.50
Other financial assets	348.76	697.23
Prepayments	9.80	6.76
Other current assets	13.96	11.16
Total Current Assets	570.75	921.44
Total assets	2,282.38	1,091.13

Balance Sheet (2/2)

(Consolidated numbers In INR Million)



Particulars	As at March 31, 2025 (Audited)	As at March 31, 2024 (Audited)
EQUITY AND LIABILITIES		
Equity		
Equity share capital	103.27	58.89
Instruments entirely equity in nature	-	1.66
Other Equity	598.22	628.59
Total equity attributable to equity shareholders	701.49	689.14
Non-controlling Interest	-	-
Total equity	701.49	689.14
Liabilities		
Non-Current liabilities		
Financial Liabilities		
Lease liabilities	59.12	48.78
Other financial liabilities	0.02	
Provisions	49.81	47.24
Deferred tax liabilities (net)	63.07	-
Total Non-Current liabilities	172.02	96.02
Current liabilities		
Financial Liabilities		
Borrowings	4.54	
Lease liabilities	13.38	26.58
Other financial liabilities	1,047.73	58.88
Trade and other payables	-	
- total outstanding dues of micro and small enterprises	0.11	3.50
- total outstanding dues of creditors other than micro and small enterprises	202.22	64.77
Provisions	9.06	9.97
Current tax liabilities (net)	12.01	
Other current liabilities	119.82	142.27
Total Current liabilities	1,408.87	305.97
Total liabilities	1,580.89	401.99
Total equity and liabilities	2,282.38	1,091.13



For further information, please contact

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