**Date:** September 08, 2026

To,

BSE Limited,
20th Floor, P.J. Towers,
Dalal Street,
Mumbai - 400001.
BSE Scrip Code: **544871**

National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051
NSE Scrip Symbol: **SHIPROCKET**

**Subject: Investor Presentation on the Financial Results of the Company for the quarter ended June 30, 2026**

Dear Sir/ Madam,

Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made to the Analysts and/or Institutional Investors on the Unaudited Financial Results of the Company for the quarter ended June 30, 2026.

The same is available on the website of our Company at https://www.shiprocket.in/investor-relations/results/

Request you to kindly take the same on record.

Thank you,

**For Shiprocket Limited**
**(Previously known as Shiprocket Private Limited**
**Originally known as Bigfoot Retail Solutions Private Limited)**

**Nikhil Kumar**
**Company Secretary**

**Place**: Gurugram

Shiprocket

# Simplifying Commerce

## Earnings Presentation
## Q1 FY2027

# Safe Harbour and Disclaimer

This presentation contains statements that are, or may be deemed to be, forward-looking statements, including statements relating to the Company's business objectives, strategy, growth prospects, product and service expansion, estimates of revenue and margin, future financial or operating performance, and industry outlook. Such statements may be identified by words such as “plans”, “expects”, “will”, “anticipates”, “believes”, “intends”, “projects”, “estimates” or words of similar meaning. Forward-looking statements are based on assumptions and expectations of future events which the Company cannot guarantee to be accurate or to be realised, and are subject to risks and uncertainties, many of which are outside the Company's control. Actual results, performance or achievements may differ materially from those expressed or implied in such statements. Readers are cautioned not to place undue reliance on them. The Company assumes no obligation to update or revise any forward-looking statement to reflect subsequent events, information or developments, except as required under applicable law.

The financial information in this presentation for the quarter ended 30 June 2026 is unaudited. It has been prepared in accordance with Ind AS 34 “Interim Financial Reporting” and has been subjected to a limited review by the Company's statutory auditors pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Figures for the quarter ended 31 March 2026 are the balancing figures between the audited full-year figures and the audited year-to-date figures up to the third quarter of that financial year. All figures are in ₹ million unless stated otherwise, and individual amounts may not sum to totals due to rounding.

In addition to financial information presented in accordance with Ind AS, this presentation contains certain non-GAAP measures, including Adjusted EBITDA, Adjusted EBITDA Margin and Contribution Margin, each also presented for the Core Business and the Emerging Business. Management uses these measures to evaluate operating performance and believes they provide useful additional information to investors. They are not measures of performance under Ind AS, are not uniformly defined, may not be comparable to similarly titled measures presented by other companies, have limitations as analytical tools, and should not be considered in isolation or as a substitute for measures prepared in accordance with Ind AS. Definitions and reconciliations to the nearest Ind AS measure are set out in the Appendix.

Some operating metrics are derived from the Company's internal management systems, are not defined under Ind AS, and have not been audited or reviewed by the statutory auditors or by any independent agency. Metrics presented on a trailing twelve months (“TTM”) basis are computed over the twelve-month period ended on the relevant measurement date. Because certain operating metrics within that period are counted only once, TTM figures are not the sum of, and will not reconcile to, the constituent quarterly figures. Measurement methodologies may be refined over time, and prior periods will be restated where this occurs.

This Presentation is prepared by Shiprocket Limited (“Company”) and is for information purposes only without regards to specific objectives, financial situations or needs of any particular person and nothing in it shall be construed as an invitation, offer, solicitation, recommendation or advertisement in respect of the purchase or sale of any securities of the Company or any affiliates in any jurisdiction or as an inducement to enter into investment activity and no part of it shall form the basis of or be relied upon in connection with any contract or commitment or investment decision whatsoever . This Presentation does not take into account, nor does it provide any tax, legal or investment advice or opinion regarding the specific investment objectives or financial situation of any person . This Presentation and its contents are confidential and proprietary to the Company and/or its affiliates and no part of it or its subject matter be used, reproduced, copied, distributed, shared, or disseminated, directly or indirectly, to any other person or published in whole or in part for any purpose, in any manner whatsoever .

# Business Overview

Simplify. Enable. Compound.

How the platform works, and why it compounds.

Shiprocket | Scale as of FY 2026

| | | |
|---|---|---|
| ₹327,772 Mn<br>GMV | 202 Mn<br>Transactions | 214,769<br>Active merchants |
| 730 Mn+<br>Transactions since 2016 | 155 Mn+<br>Consumers served since 2016 | 19,000+<br>PIN codes served |

**SCALE, WITHOUT ASSET OWNED MODEL**

THE OPPORTUNITY

# The structural shift of India's ~60 Mn retail MSMEs moving from offline to digital

Supported by formalisation and deeper Tier 2/3 penetration

**300-320 Mn**
Online shoppers today

**~8% → 14-15%**
Share of online commerce - today → 2030

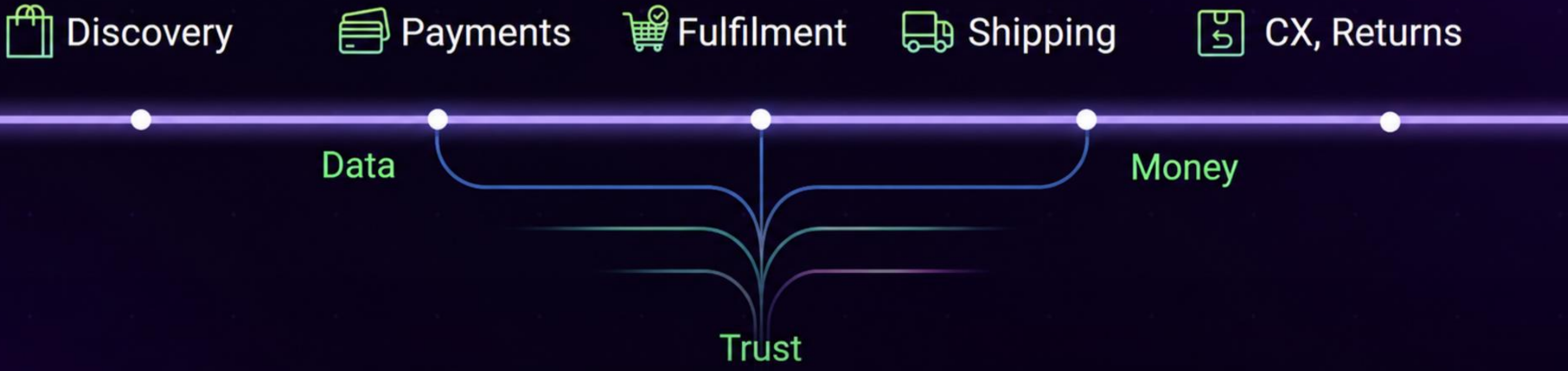
**~60 Mn**
Retail MSMEs in India

**~45%**
Of India's online retail GMV comes from Tier 2+ cities

**We are building for the backbone of Bharat.**

ONE PLATFORM

# Shiprocket runs the full commerce stack for Indian direct commerce




**250+** partners powering the ecosystem for commerce

**42** courier partners, one platform

SYSTEM OF SUBSYSTEMS

# Shiprocket is a system of subsystems

| PLATFORMS | PRODUCTS | UNDERLYING SYSTEMS: OMS | LMS | CRM | WMS | TMS | FEATURES |
|---|---|---|---|---|---|---|---|
| Shipping Experience Platform | Domestic Shipping | ✓ | ✓ | ✓ | | | Aggregation; Integrations; Dispute Management; Control Tower; APIs; Return Management; Unified Inventory; Rider Allocation |
| | Post-Ship Experience | | | ✓ | | | |
| | Cargo | ✓ | ✓ | ✓ | | | |
| | Fulfilment | ✓ | ✓ | ✓ | ✓ | | |
| | Hyperlocal Shipping | ✓ | ✓ | ✓ | | | |
| Marketing Platform | Marketing Automation Tool | | | ✓ | | | Tracking Communication; Customer Support; Multichannel Marketing; Audience Intelligence |
| | Advertising Tools | ✓ | ✓ | | | | |
| | ONDC Integration | | | | | | |
| Checkout Platform | One-Click Checkout | ✓ | | ✓ | | | Logistics Solutions; Prefilled Checkout; Discounting Engine; Loan Tracking |
| Fintech Platform | Business Loans | | | ✓ | | | |
| Cross-Border Platform | Parcels | ✓ | ✓ | ✓ | ✓ | ✓ | |
| | Cargo | ✓ | ✓ | ✓ | ✓ | ✓ | |

**Shiprocket has the capabilities to be the de-facto operating system for merchants**

# Two Segments: Core drives profits, Emerging compounds growth

## Core

### SHIPPING

- Shiprocket Delivery Boost
- Shiprocket Early COD
- Shiprocket Secure
- Shiprocket Brand Boost
- Shiprocket Engage+

Multi-courier aggregation, control tower, single layer for dispute management, value added tech and services

**Profit Engine**

## Emerging

### CHECKOUT & MARTECH

- Shiprocket Checkout
- Shiprocket Ads

One click checkout engine with single sign-on, fraud check and address fill

### CROSS BORDER

- Shiprocket CROSS BORDER

Shipping across 146 countries

### OMNICHANNEL

- Shiprocket Fulfilment
- Shiprocket Omuni
- Shiprocket Cargo

25+ locations, multichannel operations, WMS, OMS

**Growth Engine**

# Track record of strengthening capabilities through strategic M&A

**Fiscal 2022** — Rocketbox (by Shiprocket)
- TAM expansion (PTL/FTL)
- Stack expansion (Cargo)
- Capability expansion

→

**Fiscal 2022** — Glaucus
- Stack expansion (Fulfilment)
- Capability expansion

→

**Fiscal 2023** — Pickrr (By Shiprocket)
- Consolidation
- Stack expansion (Checkout + Cargo)

→

**Fiscal 2023** — Omuni (Powered by Shiprocket)
- TAM expansion (Offline)
- Stack expansion (Omni-channel)
- Capability expansion (Omni-channel)

MERCHANT UNIVERSE

# In the Business of Helping Others Build A Business

**<3%** of revenue comes from our biggest merchant

- Selling on social media
- Selling on own website
- Exporting goods from India
- Delivering from local stores

and many more…

# Q1 Fiscal 2027
# Highlights

# Q1 FY2027 | Revenue up 34% YoY, Adjusted EBITDA up ~9x

Shiprocket

## Quarterly Growth Metrics

### TTM Metrics
Q1 FY2027

**216 Mn**
Transactions processed

**346,618 Mn**
GMV Processed

**224,314**
Active Merchants

### Broad-Based Volume Growth

▲ **31%** GMV up

▲ **36%** Transactions up

### Operating leverage on account of platform scaling

▲ **34%** Revenue up

**9x** Adj EBITDA Increase

### Platform growing steadily

▲ **14%** Merchants

▲ **18%** ARPU

**13Bn+ Monthly API Hits | 250+ Ecosystem Partners | 4th Largest Product Catalogue in India**

Transactions: count of distinct transactions processed by Merchants with the Company for the relevant period, regardless of the number of products or services availed.
GMV:Sum of invoice of value of goods processed from Unique Transactions by the Merchants on the Shiprocket
Active Merchants:A Merchant, identified by a unique mobile number, who has utilised Shiprocket's services at least once during the relevant period
API Hits refer to the number of times an Application Programming Interface (API) is called or accessed by users, systems, or applications within a given period. Each "hit" represents a single request made to the API, regardless of whether the request is successful or results in data retrieval
Ecosystem Partners :Comprises our partners, including logistics and fulfilment centre providers, communication platforms, shopping carts, social media platforms and marketplaces, payment gateways, ERPs, developers, credit providers and loyalty, discount and reward providers
Product catalogue refers to the total number of products listed on our active merchants website/App

# Q1 FY2027 | Our performance improved across key financial metrics

Shiprocket

**₹ 5,921 Mn**
Revenue from operations
▲ +34% YoY

**₹ 4,117 Mn**
Core Business Revenue
▲ +22% YoY

**₹ 1,804 Mn**
Emerging Business Revenue
▲ +70% YoY

**₹ 89 Mn**
Overall Adj EBITDA
▲ +9x YoY

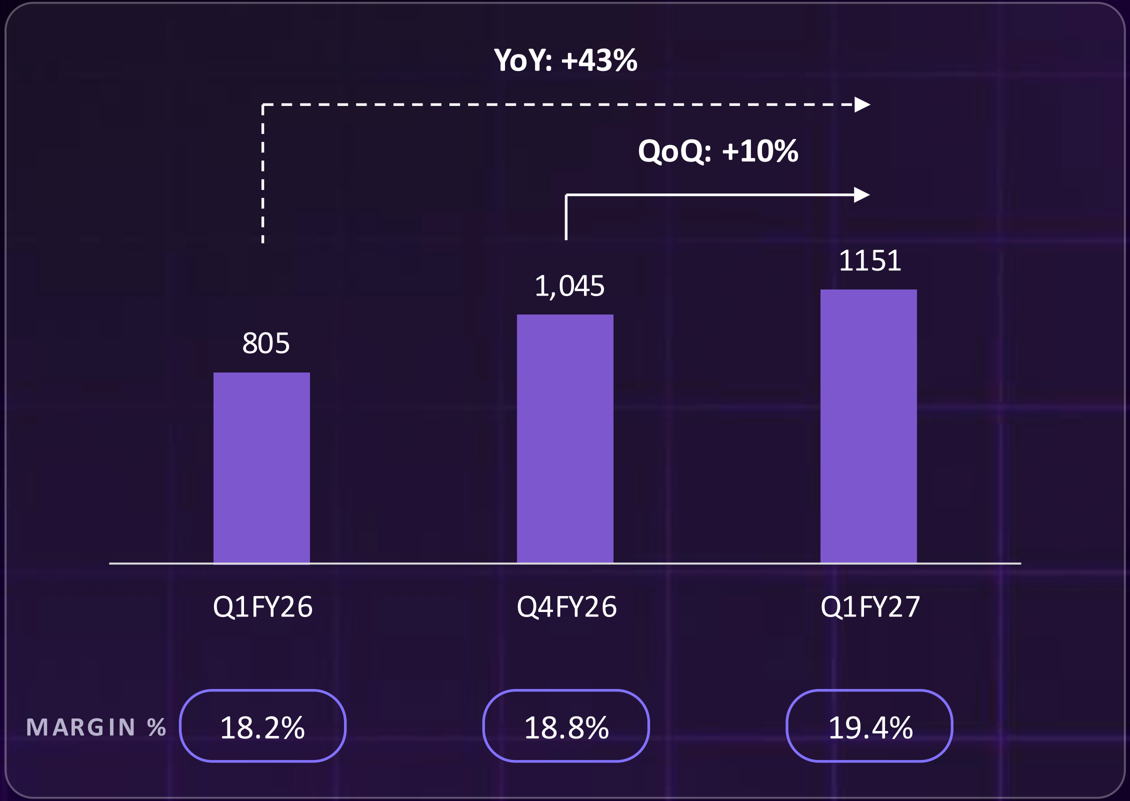
**₹ 527 Mn** 12.8% margin
Adj. EBITDA – Core Business
▲ +50bps YoY

**₹ (438) Mn** (24.3)% margin
Adj. EBITDA – Emerging Business
▲ +1380bps YoY

# Revenue up 34% YoY, with contribution margin 124 bps higher at 19.4%

Revenue from Operations (₹ Mn)


Contribution Margin (₹ Mn)

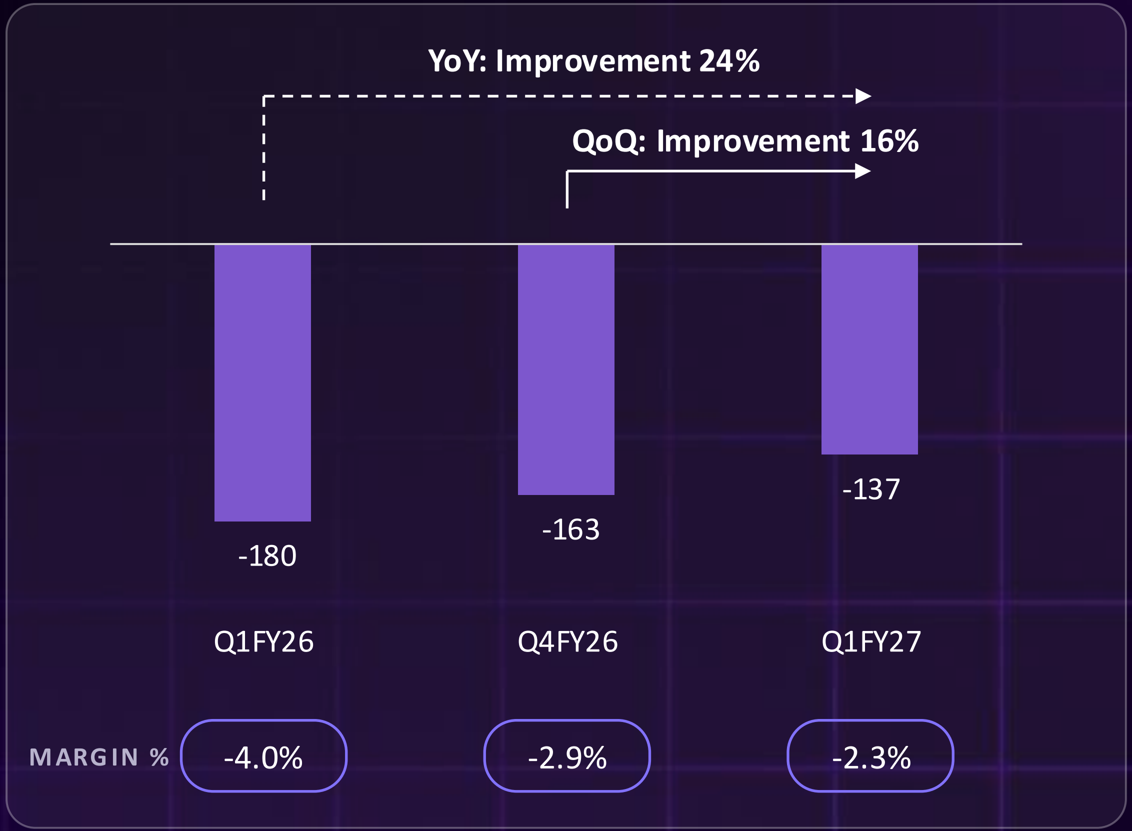



All figures are in ₹ million unless stated otherwise. Non-GAAP measures are reconciled to the nearest Ind AS measure in the Appendix.
Contribution Margin (non-GAAP): Revenue from Operations less Cost of Merchant Solutions, communication cost, Payment Gateway Charges, promotional cashback and incentives, performance marketing costs, fulfilment centre related costs and salary costs forKey Account Managers and the Performance Marketing team. Contribution Margin % is Contribution Margin divided by Revenue from Operations.

# Adjusted EBITDA up ~9x YoY to ₹89 Mn;  24% improvement in PAT

Adjusted EBITDA (₹ Mn)

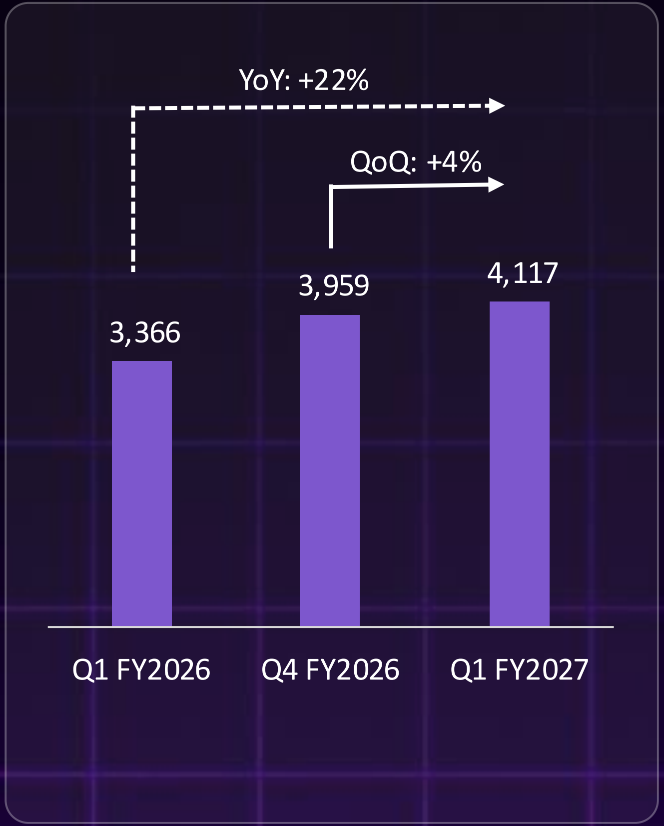

PAT (₹ Mn)



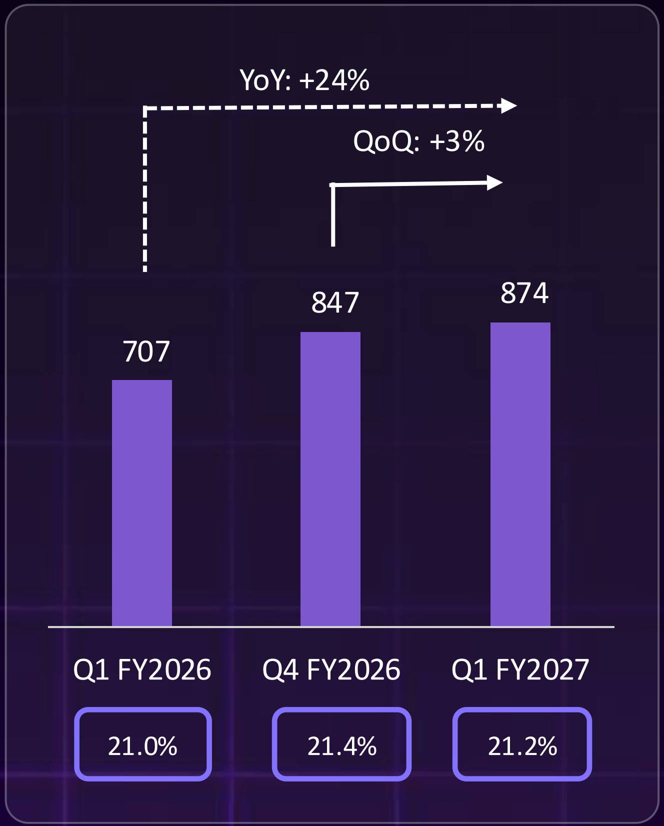

All figures are in ₹ million unless stated otherwise. Non-GAAP measures are reconciled to the nearest Ind AS measure in the Appendix.
Adjusted EBITDA (non-GAAP): Revenue from Operations less Cost of Merchant Solutions, Purchase of traded goods, Changes in inventories of traded goods, Employee benefits expense (excluding Share Based Payment Expense), Other expenses, and Rent expenses not included in Other expenses in accordance with Ind AS 116 – Leases.
Adjusted EBITDA Margin is Adjusted EBITDA divided by Revenue from Operations.
PAT: profit/(loss) for the period, being Total Income less Total expenses, Exceptional items, Share of loss of an associate and Total tax expense.
PAT Margin s PAT divided by Total Income.

## Core | Revenue up 22% YoY at an Adjusted EBITDA margin that improved to 12.8%

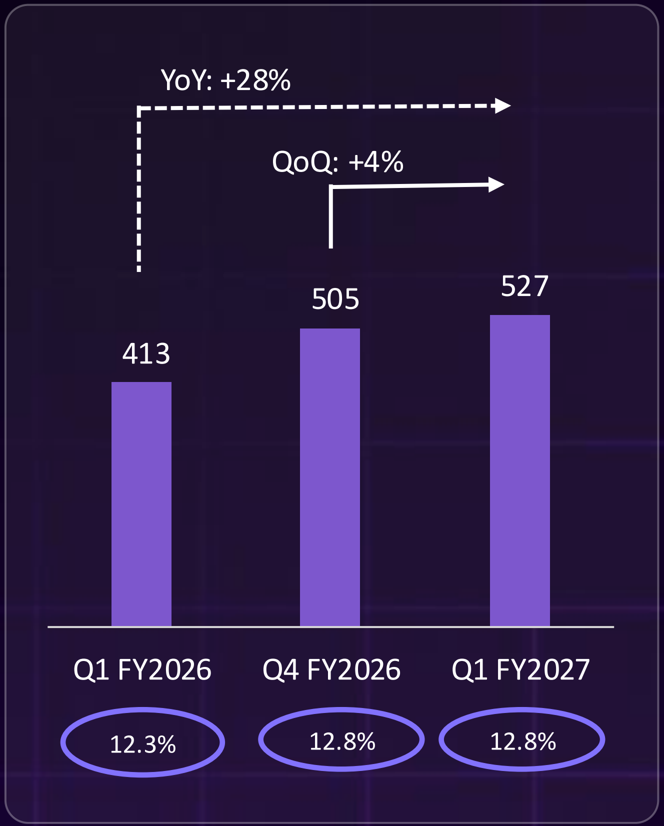
### Revenue from Operations (₹ Mn)



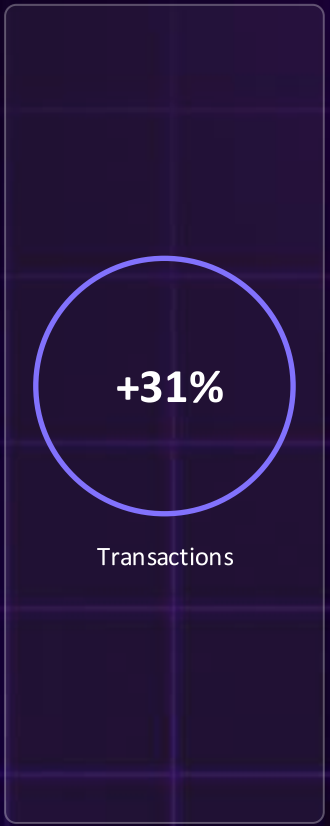

### Contribution Margin (₹ Mn)




### Adjusted EBITDA (₹ Mn)




### Growth (YoY)




Contribution Margin %
Adjusted EBITDA %

All figures are in ₹ million unless stated otherwise. Non-GAAP measures are reconciled to the nearest Ind AS measure in the Appendix.
Core Business and Emerging Business measures are computed on the same basis, applied to the Revenue from Operations and attributable expenses of the respective segment.
Adjusted EBITDA (non-GAAP): Revenue from Operations less Cost of Merchant Solutions, Purchase of traded goods, Changes in inventories of traded goods, Employee benefits expense (excluding Share Based Payment Expense), Other expenses, and Rent expenses not included in Other expenses in accordance with Ind AS 116 – Leases. Adjusted EBITDA Margin is Adjusted EBITDA divided by Revenue from Operations.
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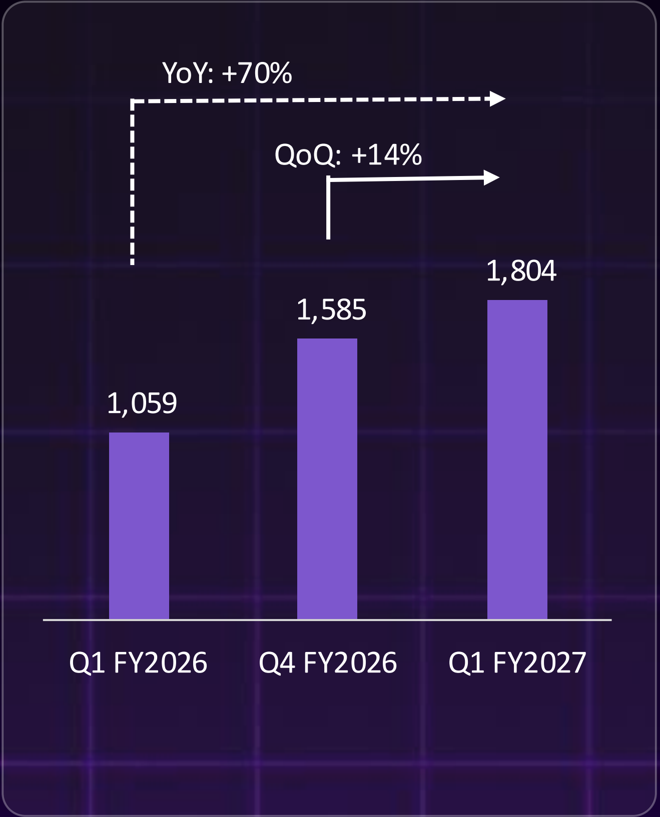
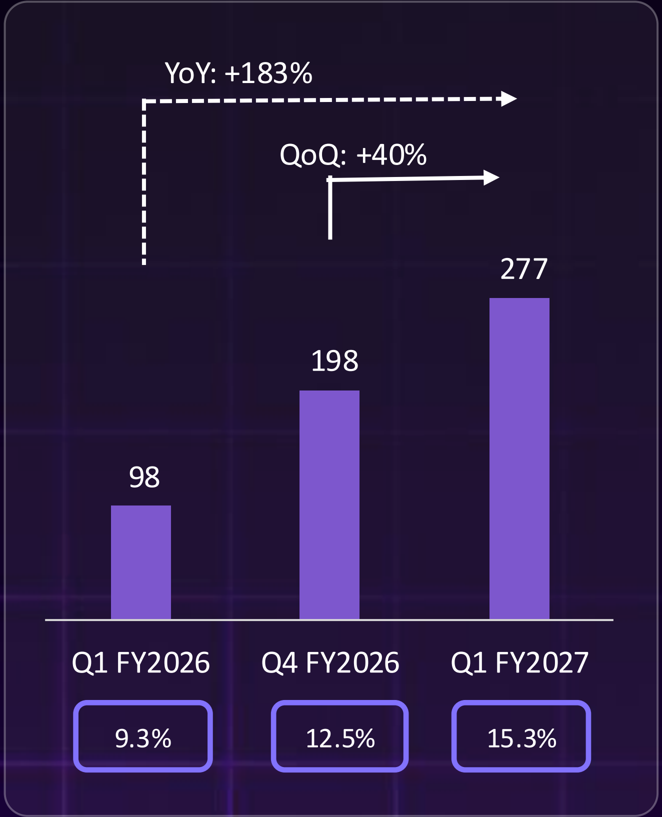
# Emerging | Revenue up 70% YoY, Adjusted EBITDA margin better by 1,380 bps

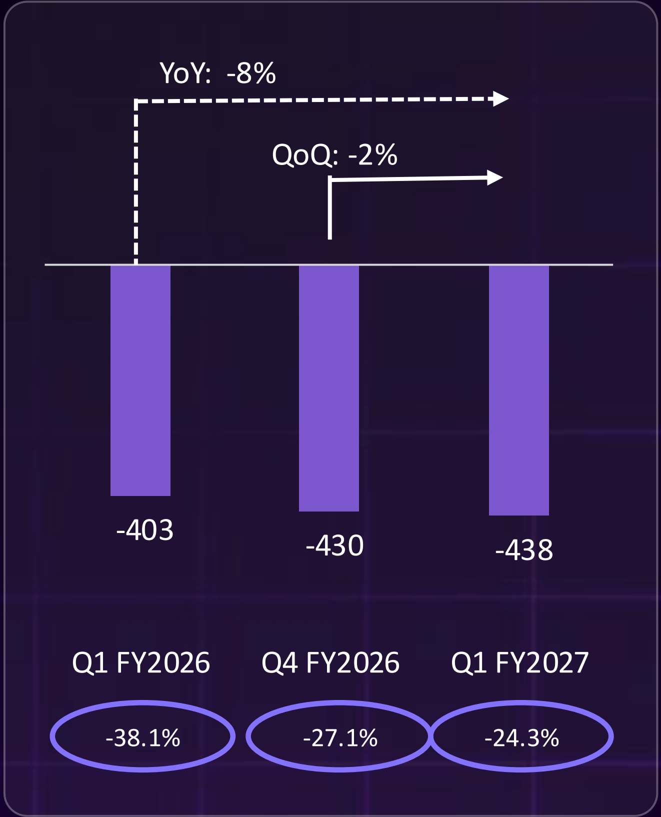
### Revenue from Operations (₹ Mn)




### Contribution Margin (₹ Mn)




### Adjusted EBITDA (₹ Mn)




### Revenue Growth (YoY)

**+193%**
Martech

**+92%**
Omnichannel

**-2.3%**
Cross Border

Contribution Margin %
Adjusted EBITDA %

All figures are in ₹ million unless stated otherwise. Non-GAAP measures are reconciled to the nearest Ind AS measure in the Appendix.
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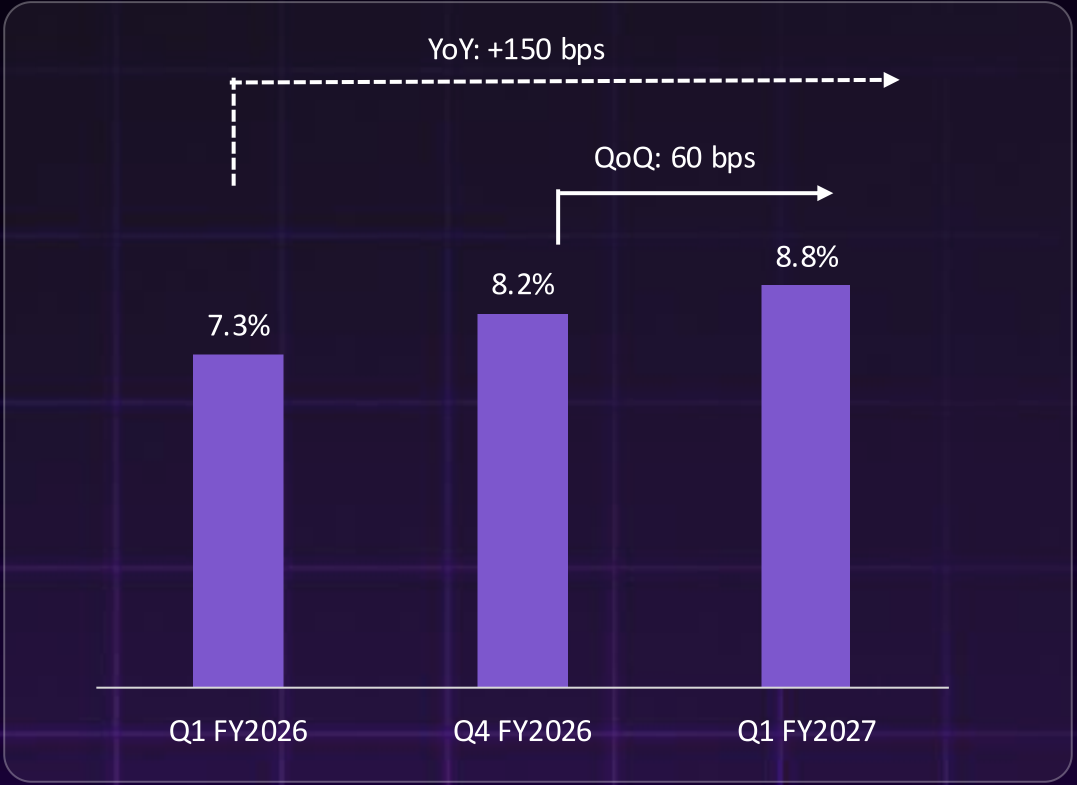
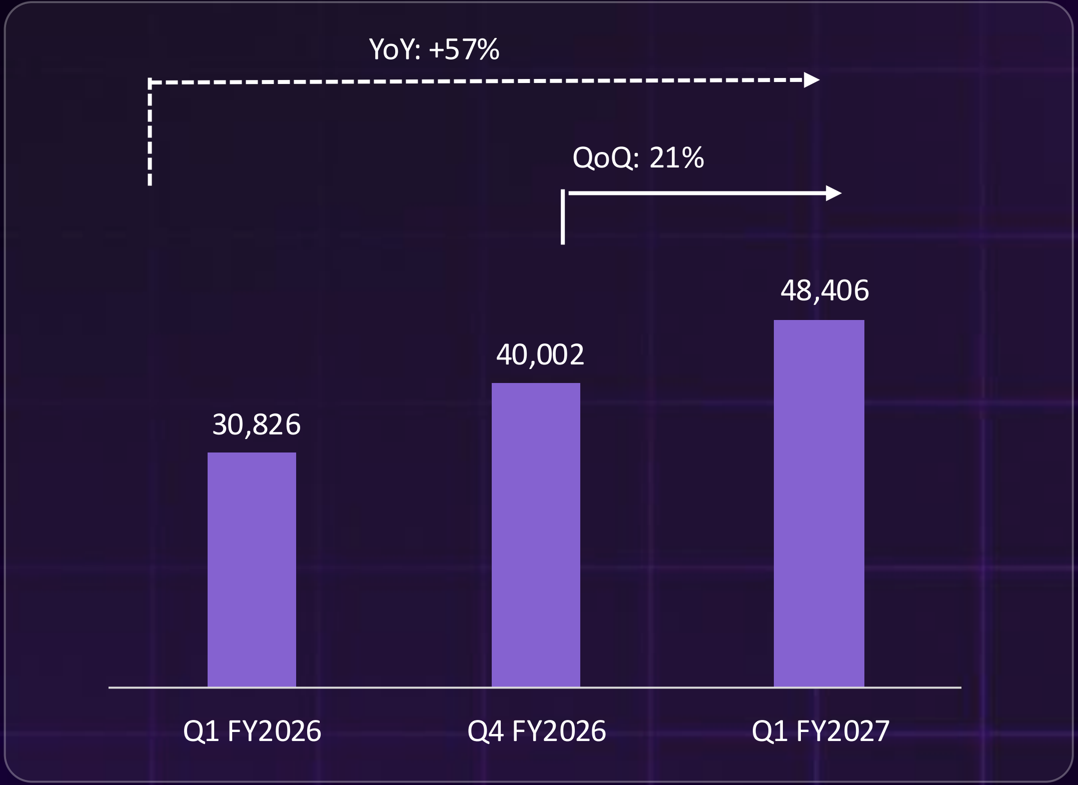
# A wider base buying more of the stack: cross-sell up 150 bps YoY

% of Core Business Merchants using Emerging Products




Merchants served via Emerging Business




Merchants served via Emerging Business: A Merchant, identified by a unique mobile number, who has utilised Shiprocket's Emerging business services at least once during the trailing twelve months period.

# Segment Performance: Q1FY26 vs Q1FY27

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| Particulars (₹Mn) | CORE Q1FY26 | CORE Q1FY27 | EMERGING Q1FY26 | EMERGING Q1FY27 | TOTAL Q1FY26 | TOTAL Q1FY27 |
|---|---|---|---|---|---|---|
| Revenue from Operations | 3,366 | 4,117 | 1,059 | 1,804 | 4,425 | 5,921 |
| Contribution Margin | 707 | 874 | 98 | 277 | 805 | 1,151 |
| *Contribution Margin %* | *21.0%* | *21.2%* | *9.3%* | *15.3%* | *18.2%* | *19.4%* |
| Cost between CM and Adj EBITDA | (294) | (347) | (501) | (715) | (795) | (1,062) |
| *Cost as % of Revenue* | *8.7%* | *8.4%* | *47.3%* | *39.6%* | *18.0%* | *17.9%* |
| Adjusted EBITDA | 413 | 527 | (403) | (438) | 10 | 89 |
| *Adjusted EBITDA %* | *12.3%* | *12.8%* | *(38.1%)* | *(24.3%)* | *0.2%* | *1.5%* |
| **Segment results** | **413** | **527** | **(403)** | **(438)** | **10** | **89** |
| Other Income | | | | | 138 | 137 |
| Share Based Payment Expense | | | | | (250) | (285) |
| Finance Cost | | | | | (64) | (64) |
| Dep., Amortization & Ind AS 116 | | | | | (14) | (14) |
| **Loss before tax** | | | | | **(180)** | **(137)** |

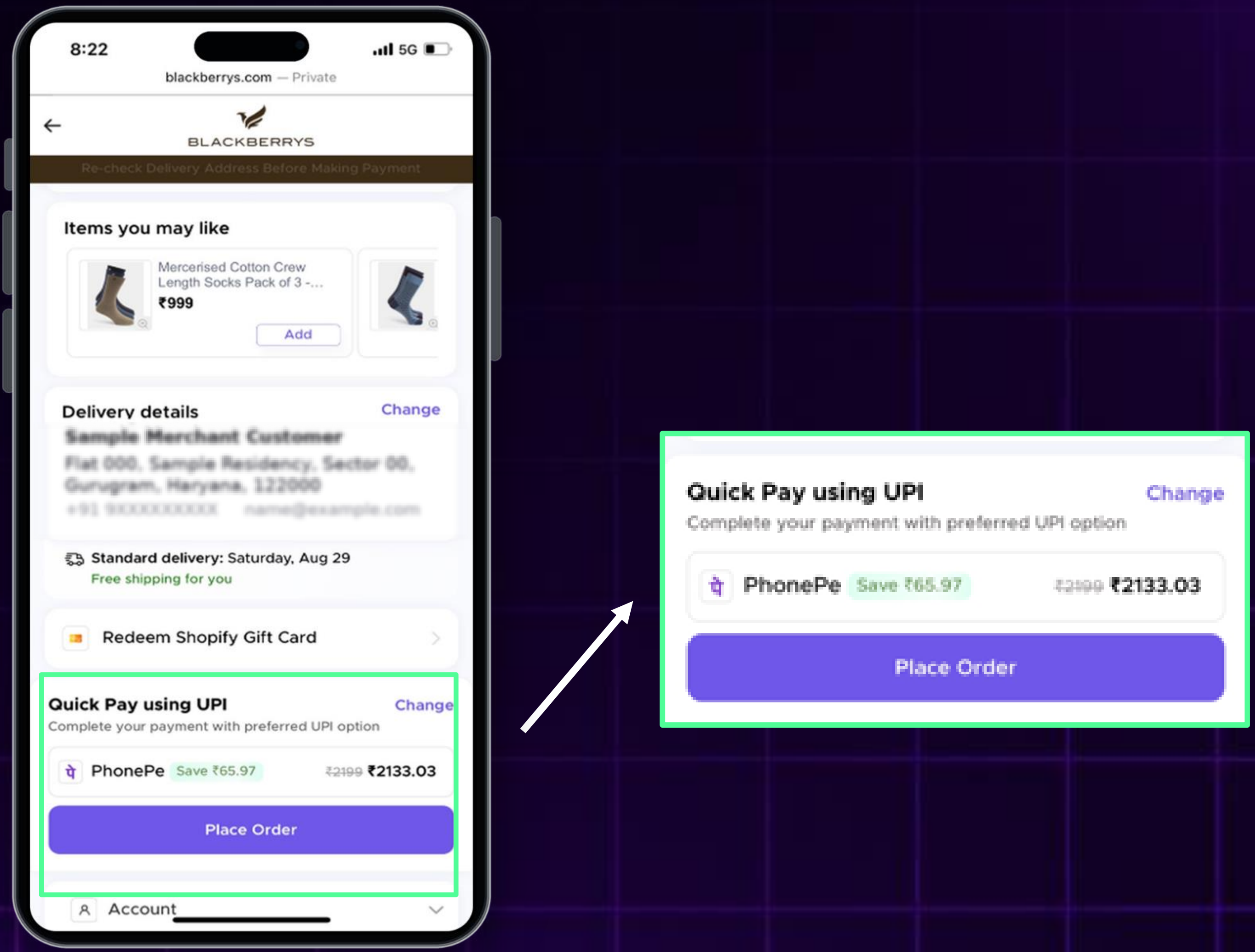
# Quikpay

Pay in one tap. We show the shopper their own UPI app at checkout, with an instant discount.

### WHAT IT DOES

**Increase in prepaid share**

**Increase in conversion rate**



## Martech | Steal Deal lifts order value on traffic the merchant already has

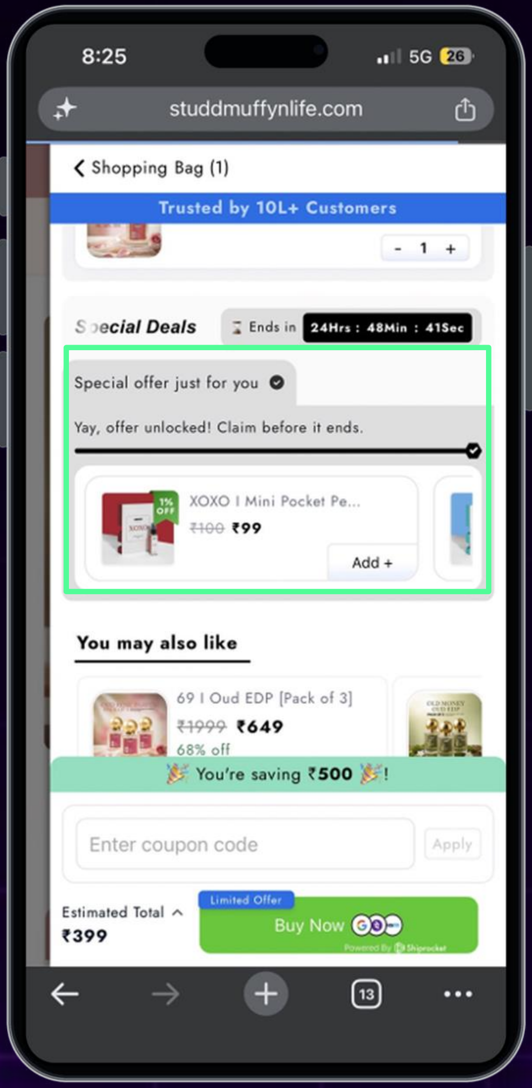
# Steal Deal

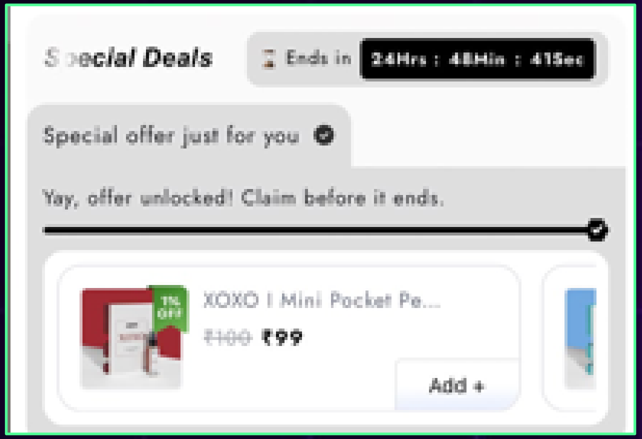
A limited-time offer inside the cart. Shoppers unlock one extra deal before they pay.

### WHAT IT DOES

**Increase in average order value**

**Higher attach rate per order**

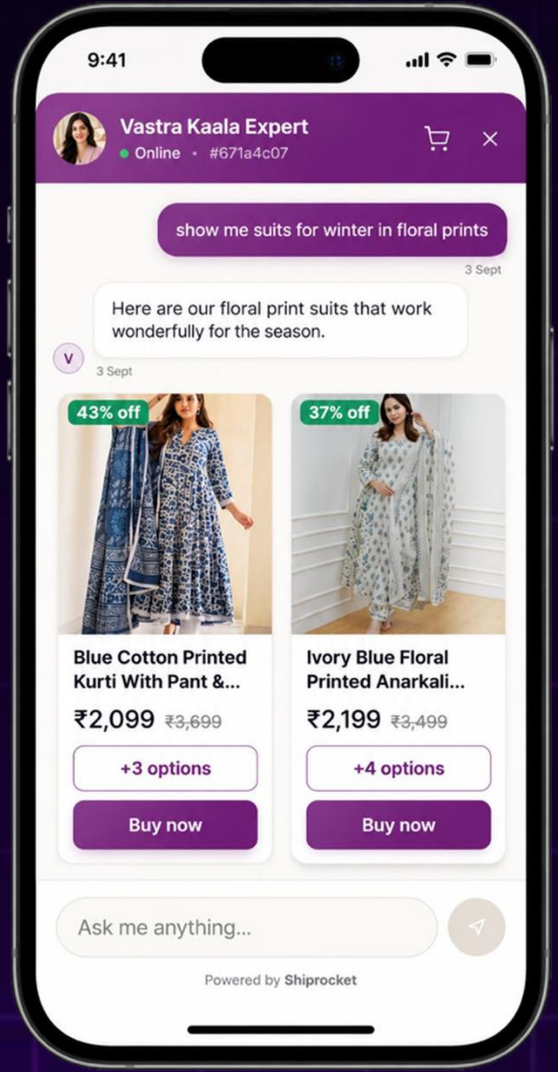


# AI Assist Chatbot

**Answers shopper questions on the store, instantly:**

- Recommends the right products in the chat
- Cuts pre-purchase drop-off and support load
- Live on merchant storefronts today



# Martech | AI Ads puts big-brand creative in the hands of a small merchant

## AI Ads Platform

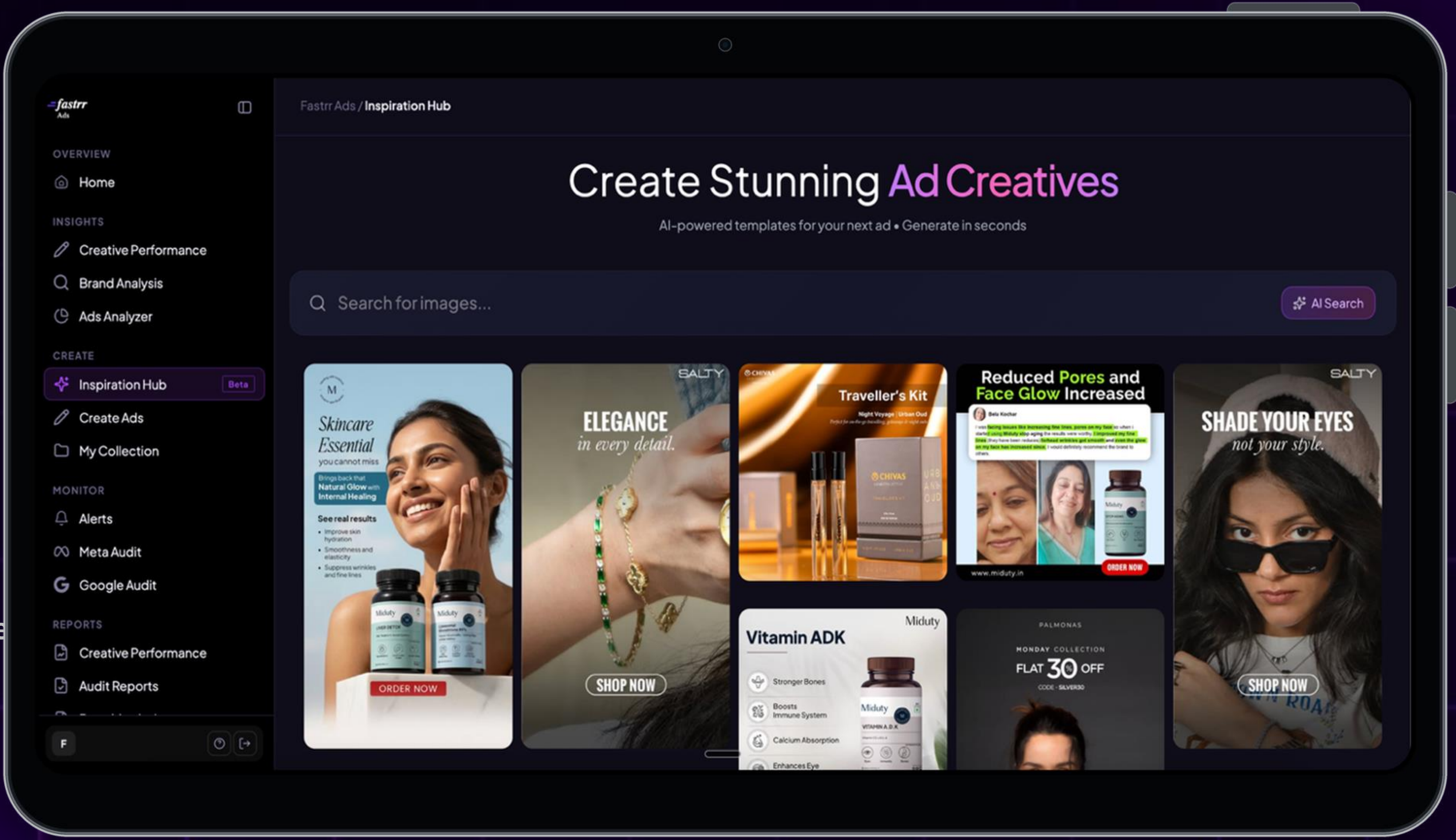
Ad creatives in minutes - no designer, no agency.

**Static**

**Editable**

**Shorts**

**360° Creative**



# Omnichannel | Quick commerce slot booking is now automatic, and live

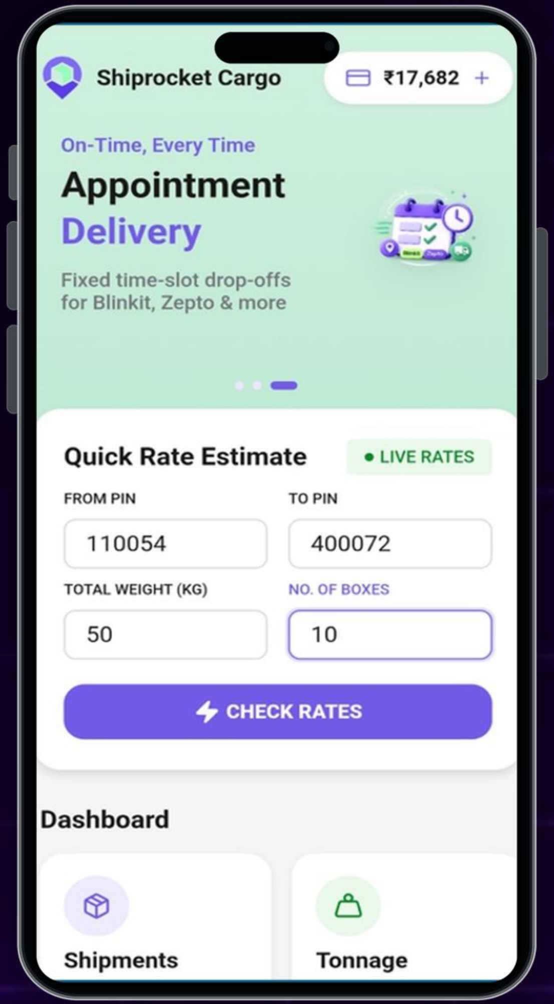
OMNICHANNEL · QUICK COMMERCE · LIVE

**Booking delivery slots with Quick commerce is now automatic**

**BEFORE**
Emails and spreadsheets. The same details typed in twice.

**NOW**
Both systems update each other on their own.


The same cycle, every single order



Shiprocket

# Thank you.

For any queries, please write to us at **investors@shiprocket.com**

# Key Performance Indicators

| Metrics | Unit | Q1 FY2026 | Q4 FY2026 | Q1 FY2027 |
|---|---|---|---|---|
| Power Merchants* | Count | 10,282 | 10,090 | 10,170 |
| Power Merchant ARPU* | ₹ Mn | 1.50 | 1.78 | 1.87 |
| End consumers served* | Mn | 63 | 70 | 73 |
| New end consumers served* | Mn | 30 | 29 | 30 |
| Repeat end consumers served* | Mn | 33 | 40 | 43 |
| Repeat rate of end consumers served* | % | 53% | 58% | 59% |
| CAC for Core Business | ₹ | 3,136 | 2,781 | 3,560 |
| CAC for Overall Business | ₹ | 5,888 | 6,527 | 6,429 |
| Revenue from operations per Product & Technology Employee (Qtrly) | ₹ Mn | 12.86 | 15.71 | 16.13 |
| Revenue from operations per Employee (Qtrly) | ₹ Mn | 3.19 | 3.77 | 3.97 |
| New Merchants joined company's platform through Emerging Business (Qtrly) | Count | 5,893 | 3,975 | 12,091 |

*Metric is calculated on a trailing twelve months basis for the respective period. TTM metrics are not the sum of, and will not reconcile to, the constituent quarterly figures.
Power Merchants: Merchants with an average of more than 100 unique transactions per Active Month. Power Merchant ARPU: Revenue from Power Merchants divided by the count of Power Merchants. CAC: spend on performance marketing, salaries for the merchant acquisition team and promotional cashback and incentives to acquire new Merchants, divided by new Merchants acquired in the relevant business during the period. Repeat rate of end consumers served: repeat end consumers served as a percentage of end consumers served.

# Reconciliation | Adjusted EBITDA Bridge

*(in ₹ million, except as indicated otherwise)*

| Particulars | Q1 FY2026 | Q4 FY2026 | Q1 FY2027 |
|---|---|---|---|
| **Revenue from Operations (A)** | **4,425** | **5,544** | **5,921** |
| Add: Other income (B) | 138 | 120 | 137 |
| Less: Employee benefit expenses (C) | 901 | 984 | 1,065 |
| Less: Other expenses (D) | 3,700 | 4,690 | 4,965 |
| **EBITDA before exceptional items (E = A+B-C-D)** | **(38)** | **(10)** | **28** |
| Add: Exceptional items (F) | – | 28 | – |
| **EBITDA (G = E+F)** | **(38)** | **18** | **28** |
| *EBITDA margin (%) (G/A)* | *(0.86%)* | *0.32%* | *0.47%* |
| Add: Share based payment expense (H) | 250 | 284 | 285 |
| Less: Rent expenses not included in other expenses as per Ind AS 116 (I) | 64 | 79 | 87 |
| Less: Other income (J) | 138 | 120 | 137 |
| Less: Exceptional items (K) | – | 28 | – |
| **Adjusted EBITDA (L = G+H-I-J-K)** | **10** | **76** | **89** |
| *Adjusted EBITDA margin (%) (L/A)* | *0.22%* | *1.36%* | *1.51%* |