13th August, 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: Audited (Standalone & Consolidated) Financial Results for the quarter ended on 30th June, 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 7th August, 2026, we are enclosing the Investor Presentation for the Audited (Standalone and Consolidated) Financial Results for the quarter ended on 30th June, 2026.

The same is available on the website of the Company at https://unicommerce.com/investor-relations/

Please take the aforesaid document on record and oblige.

Thanking you,
For Unicommerce eSolutions Limited

Anil Kumar

Digitally signed by Anil Kumar
DN: c=IN, st=Punjab,
2.5.4.20=58f15bef8525d051b8f07aa1e4f0162c416e2f60e02a9cae2696afb400324035,
postalCode=160062, street=SASNagar Mohali Sector 66,
pseudonym=08512c798a1d4bbdbbf36bbab934a0be, title=4886,
serialNumber=5d6e52d6459cd6685d5083065c28340c3ba8b393d64e2829a6cad709a51ac2f9,
o=Personal, cn=Anil Kumar
Date: 2026.08.13 18:07:44 +05'30'

Anil Kumar
Company Secretary
Membership No. F8023

Encl.: as above

AI-First eCommerce Enablement

Investor Presentation – Q1 FY27

One Stop for All eCommerce Automation Needs

From Click → To Delivery

ConvertWay	Uniware	Shipway
Increase Sales	Streamline Operations	Reduce Costs

Disclaimer

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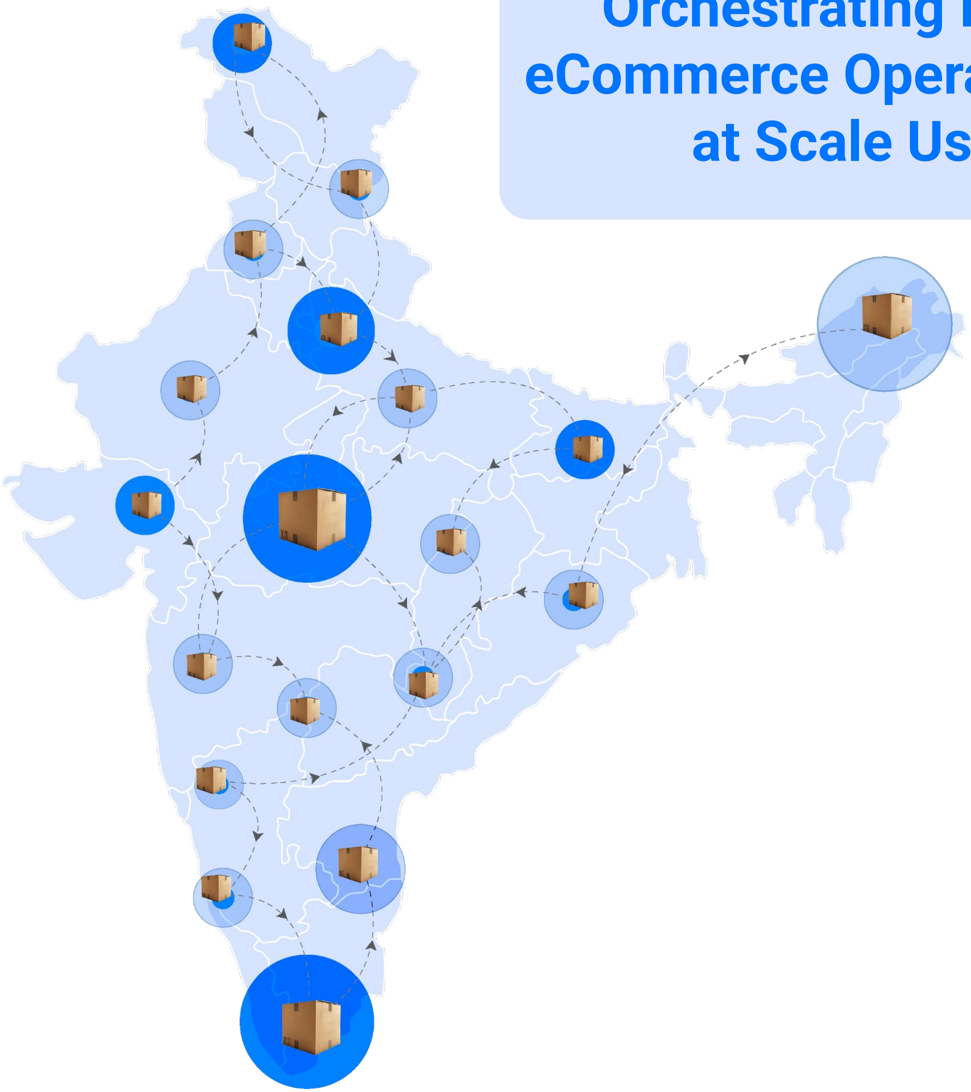
Table of Contents

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

Q1 FY27: Strong Momentum; Disciplined Investments to Scale the Business

Revenue	Adjusted EBITDA	Cash Balance	PAT
₹51.4 Cr	₹8.1 Cr	₹92.6 Cr	₹4.7 Cr
↑ 14.3% YoY^ +6.4 Cr	↓ 14.5% YoY^ -1.4 Cr	↑ 72.1% YoY^ +38.8 Cr	↑ 20.2% YoY^ +0.8 Cr

Accelerating double-digit growth momentum | Earnings reflecting planned investments | Healthy cash generation alongside investments

Key Highlights

- **Uniware revenue +12.8% YoY** (4th quarter of accelerating growth); **Shipway growing at +16.8% YoY[3]**
- **115 enterprise customers onboarded for Uniware**, up 30.7% from 88 in Q1 FY26
- **Marquee client additions** across categories, including Amul, Haldiram's, STUDDS, Pigeon, Mahindra Logistics, and The Sleep Company
- **Continued adoption** of our new products and modules – **Quick Commerce, B2B, UniReco and UniCapture**
- 5X **5X growth delivered over the past five years; FY27 lays the foundation for the next phase of 5X growth**
- **Disciplined investments in three areas to accelerate long-term growth** – AI-led product development, talent, and sales & marketing
- **Growth investments across platforms in H1 FY27;** Adjusted EBITDA to progressively improve in H2 FY27

Note: Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; ^YoY compares Q1 FY27 with Q1 FY26; (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) Cash balance includes Cash & Cash Equivalent, Bank balances other than cash and cash equivalent, Deposits and Investments; (3) Refers to Shipway Technology Private Limited which consists of Shipway and Convertway businesses

Kapil Makhija: Building on Momentum; FY27 Lays the Foundation for the Next Chapter of Growth

Kapil Makhija
MD & CEO

"We're pleased to start FY27 with **continued momentum. Our revenue grew 14.3% YoY to ₹51.4 crore**, driven by **double-digit growth across both Uniware and Shipway**. This sustained improvement reflects our platform strength, execution discipline, and the opportunity ahead.

Uniware grew 12.8% YoY, backed by strong client additions and healthy engagement with existing customers. **Shipway grew 16.8% YoY**, reinforcing confidence in its long-term potential. **In Q1 FY27, we onboarded 115 enterprise customers in Uniware**, including Amul, Haldiram's, STUDDS, Pigeon, Mahindra Logistics, and The Sleep Company. We also continued to witness growing adoption of our newer solutions, reinforcing our focus to expand the range of solutions available for brands, retailers and marketplaces.

As we look ahead, we are **AI-led product innovation, talent and capabilities for larger scale and go-to-market expansion to strengthen the long-term growth of our platforms**. These investments will be **funded through a portion of our earnings**, while we continue to add cash to our balance sheet.

The encouraging early outcomes have given us the conviction to invest more this year, with the **most of these investments being front-loaded into H1 FY27**. As these investments yield results, we expect **our profitability to improve in H2 FY27.** While the investments will moderate Adjusted EBITDA for the year, we believe these investments will accelerate future growth and strengthen operating leverage.

Over the past two years since listing, we have doubled both revenue and Adjusted EBITDA and expect 15%+ growth in Uniware, with **Shipway accelerating towards 20%+ by Q4 FY27**. Our philosophy stays the same: **stay technology-first, invest with discipline, and build patiently** - creating sustainable long-term value for customers and shareholders."

Anurag Mittal: Focused Capital Allocation Enabled by a Strong Financial Foundation

Anurag Mittal
CFO

“We began FY27 on a healthy note, reporting **revenue growth of 14.3% YoY to ₹51.4 crore**, driven by continued momentum across Uniware and Shipway. **Adjusted EBITDA for the quarter stood at ₹8.1 crore**, compared with ₹9.5 crore in Q1 FY26, while **Profit After Tax grew to ₹4.7 crore** from ₹3.9 crore in the corresponding quarter last year.

FY27 is a year of focused investment to build the next phase of growth. These investments span **three areas: AI and technology infrastructure; talent and capabilities** for larger scale and increasing sales capacity to complement our investments in **marketing initiatives across platforms** to drive customer acquisition and product adoption.

As our platform portfolio expands, **we see multiple avenues to compound growth across customers and products**. Our investments are focused on strengthening these growth drivers, increasing adoption across our product suite and building the capabilities required to serve a larger and more diverse customer base.

Our cash balance increased from ₹53.8 crore at the end of Q1 FY26 to **₹92.6 crore at the end of Q1 FY27, demonstrating continued cash generation** while we invest in the next phase of growth.

Our experience shows that **disciplined investments in the early years can build a larger, more profitable business over time.** We are applying the same approach across our newer growth areas. With a significant portion of the investment planned for H1 FY27, we expect the benefits to become progressively visible through growth momentum, operating leverage and an improving profitability trend in H2 FY27 "

Frequently Asked Questions (1/3)

Q. What were the key developments during Q1 FY27?

We began FY27 with healthy execution. **Revenue grew 14.3% YoY to ₹51.4 Cr**, from ₹44.9 Cr in Q1 FY26, with **double-digit growth across both Uniware and Shipway[1].**

Uniware delivered its **fourth consecutive quarter of improving growth**, while enterprise additions increased 30.7% YoY to 115. **Shipway also continued to grow steadily,** with a focus on enhancing products for larger enterprises and expanding go-to-market execution.

Adoption of newer products and modules across **quick commerce, B2B, UniReco and UniCapture is gradually increasing**, with usage growing among clients that adopted these capabilities in the past few quarters. Partner-led offerings in adjacent categories are also being tested to extend our value proposition and create additional revenue streams.

We are also **testing next-generation AI capabilities with a select group of clients** and will share further progress in the coming quarters.

Q. What gives us confidence in achieving 15%+ Uniware growth and 20%+ Shipway growth by Q4 FY27?

Uniware has delivered four consecutive quarters of improving growth. While reported growth was 12.8% YoY in Q1 FY27, underlying growth exceeded 15%, excluding the impact of a former top-ten client that discontinued operations last year. Growth is supported by higher enterprise additions, increasing platform usage as clients scale, and growing adoption of newer modules.

Shipway[1] grew 16.8% YoY in Q1 FY27 and remains at an early stage in a large market. The current investments in product capabilities for larger enterprises and go-to-market capacity are intended to accelerate customer acquisition and deepen adoption.

Together, this **operating momentum, product enhancements and targeted investments give us confidence in the growth trajectory for both platforms as we progress through FY27.**

Note: (1) Refers to Shipway Technology Private Limited which consists of Shipway and Convertway businesses

Frequently Asked Questions (2/3)

Q. How will Shipway evolve from here?

Shipway is already a meaningful part of our business, yet **remains at an early stage relative to the market opportunity**. With low share of the market today, we see substantial headroom for growth in a large market with healthy profit pools. Its **transaction-led model offers a materially larger revenue opportunity at scale.**

The past year focused on integration, continued growth and moving the business towards profitability. The next phase is about accelerating scale: strengthening product capabilities for larger enterprise customers, embedding AI more deeply, and expanding sales and marketing execution. We expect Shipway to exit FY27 with Q4 growth above 20% YoY.

As the business grows, **fixed costs will be spread across a larger revenue base, driving operating leverage and better profitability.** Over the next few years, **Shipway has the potential to become a larger business than Uniware**, with significant revenue and profit potential as it scales.

Q. Adjusted EBITDA margin declined in Q1 FY27. What is driving this, and is it temporary or structural?

The change in margin reflects **planned growth investments and not a change in the underlying economics of the business**. Since Q4 FY26, we have increased investment in AI-led product development, talent and capabilities for growing scale, and sales and marketing capacity. **A large part of this investment is directed towards Shipway** and is funded through a portion of our ongoing earnings.

The Uniware business continues to demonstrate operating leverage, with **standalone Adjusted EBITDA margin improving from 32.9% in Q1 FY26 to 35.3% in Q1 FY27,** despite continued investment in the platform.

We therefore **do not view the change in our Adjusted EBITDA margin as structural.** Most planned **investment is front-loaded in H1 FY27;** as revenue contribution builds and operating leverage increases, we expect an **improving profitability trajectory in H2 FY27** compared with H1.

Frequently Asked Questions (3/3)

Q. How will current investments support future growth?

Our experience with Uniware has shaped our approach to building **larger, profitable platforms over time through disciplined investments**. What began as a focused solution for complex operational workflows expanded through continuous product development, client feedback and capability building into a platform serving a wider range of use cases and clients. **We are applying the same approach to our newer growth opportunities.**

By combining **AI-led product development with stronger organisational capabilities and greater go-to-market capacity,** our investments support growth across platforms. While individual initiatives will mature at different rates, collectively they are **designed to increase the scale and relevance of our platforms over time.**

This should allow us to participate in a larger share of our clients' technology stack and operations, while creating stronger long-term operating leverage as our business grow.

Q. What are the planned uses of cash resources?

Our cash resources give us the flexibility to **invest for the next phase of growth while maintaining financial discipline**. We see two broad avenues for capital allocation: **pursuing selective inorganic opportunities and investing organically in the business**.

In M&A, our focus will remain on **adjacent businesses with a clear strategic fit and meaningful AI relevance**, particularly, opportunities that can strengthen our capabilities or broaden our addressable market. We will carefully assess key factors such as **valuation, integration synergies, and whether a business is already profitable or has a credible path to profitability within Unicommerce** for any relevant opportunities.

At the same time, our ongoing cash generation allows us to continue investing in product and execution. **This balanced approach gives us the flexibility to pursue attractive opportunities as they arise,** while staying focused on creating long-term shareholder value.

Table of Contents

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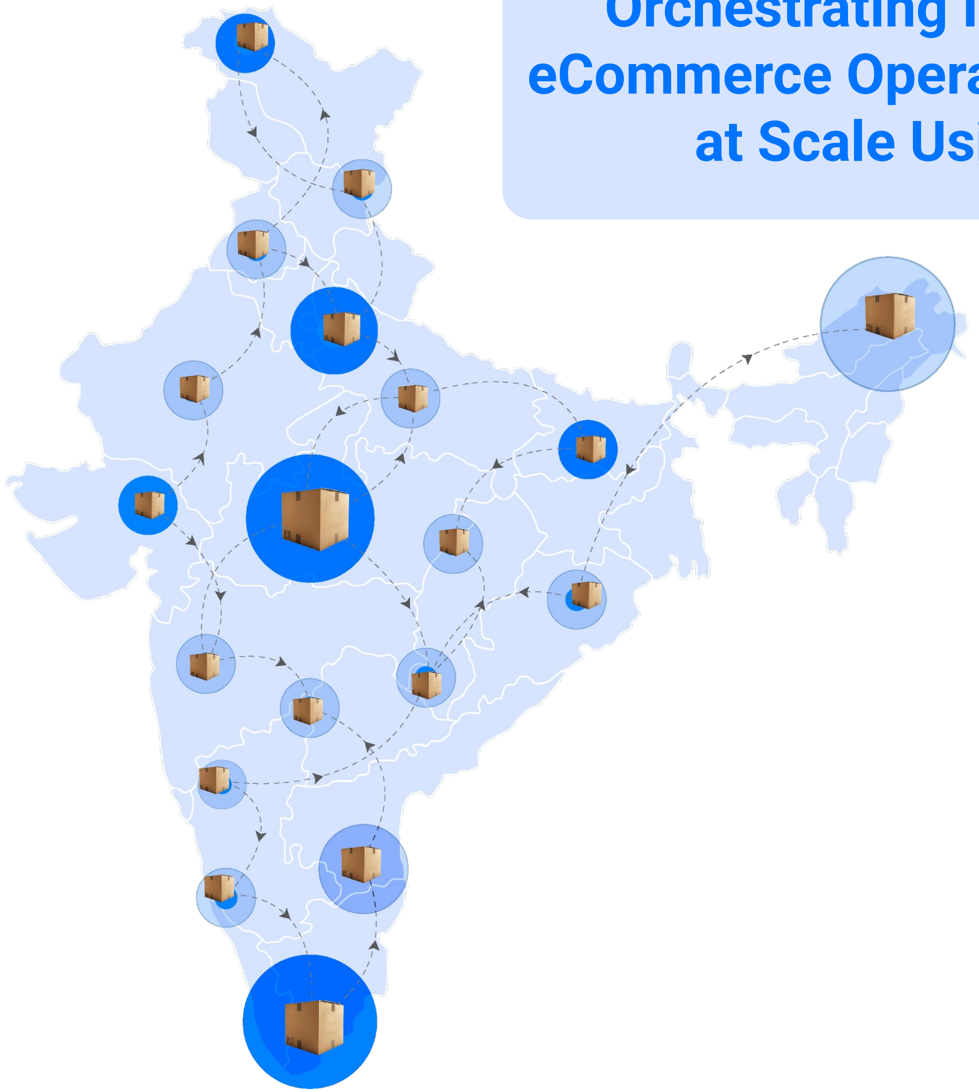


*Processed **25-30%** of all dropship volumes in India in **FY25** (1)*

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

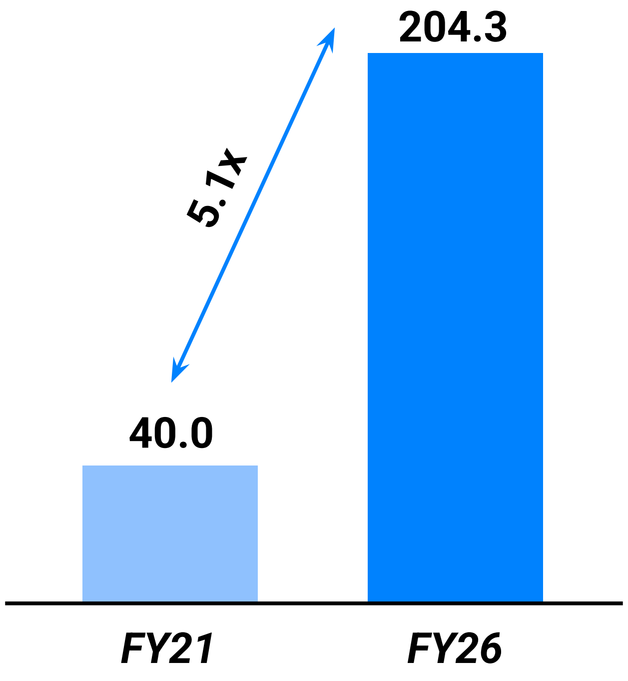
Scaled 5X With Sustained Profitability in the Past Five Years …

Journey to FY26

Proven track record of compounding, profitable growth

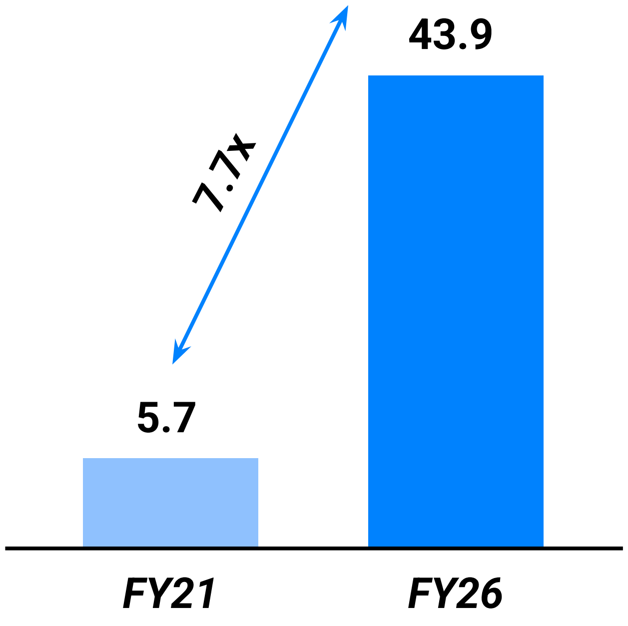
Revenue (INR Cr)

5x Revenue Growth in 5 Years



Adj. EBITDA[1] (INR Cr)

FY26 Adj. EBITDA larger than FY 21 Revenue



Key Tenets of Our Growth

Consistent operating principles

Tech-first Mindset

Lead through product innovation to drive customer value

Invest With Discipline

Develop solutions over long B2B maturity cycles

Build Patiently

Compound growth with continuous addition of features and capabilities

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

… FY27 will focus on helping clients sell more, fulfil better and be efficient, driving our next phase of 5X growth

Our Strategy for the Next Phase

3. AI – Inorganic Expansion

Adjacent Market Opportunities with AI Relevance Evaluation

2. AI – Organic Growth Initiatives

Convertway | Unicommerce/Uniware | Shipway

1. AI – AI-first Product Innovation

New Products | New Use Cases

4. Stringent Cost Management & Operating Leverage

AI at the Core of Our Products and Operations

1. Build the future
Detailed on subsequent slides

2. Scale our strengths
Detailed on subsequent slides

3. Expand horizons
Pursued as strategically aligned inorganic opportunities emerge

4. Financial discipline
Cost efficiency and operating leverage remain continuous priorities.

FY27 Investments Balance Near-Term Returns and Long-Term Value Creation

Investment Areas

1 AI-first Product Innovation

- *Accelerate AI-led product development with investments in technology, tools and talent*
- *Develop solutions aligned with client feedback and emerging operational challenges*

2a Talent & Capability Building

- *Strengthen senior capacity to build systems and processes for the next phase of growth*
- *Develop specialist capabilities across AI, partnerships and other strategic areas*

2b Go-to-market Expansion

- *Expand sales capacity and targeted marketing to accelerate growth*
- *Build a dedicated team for large client acquisition*

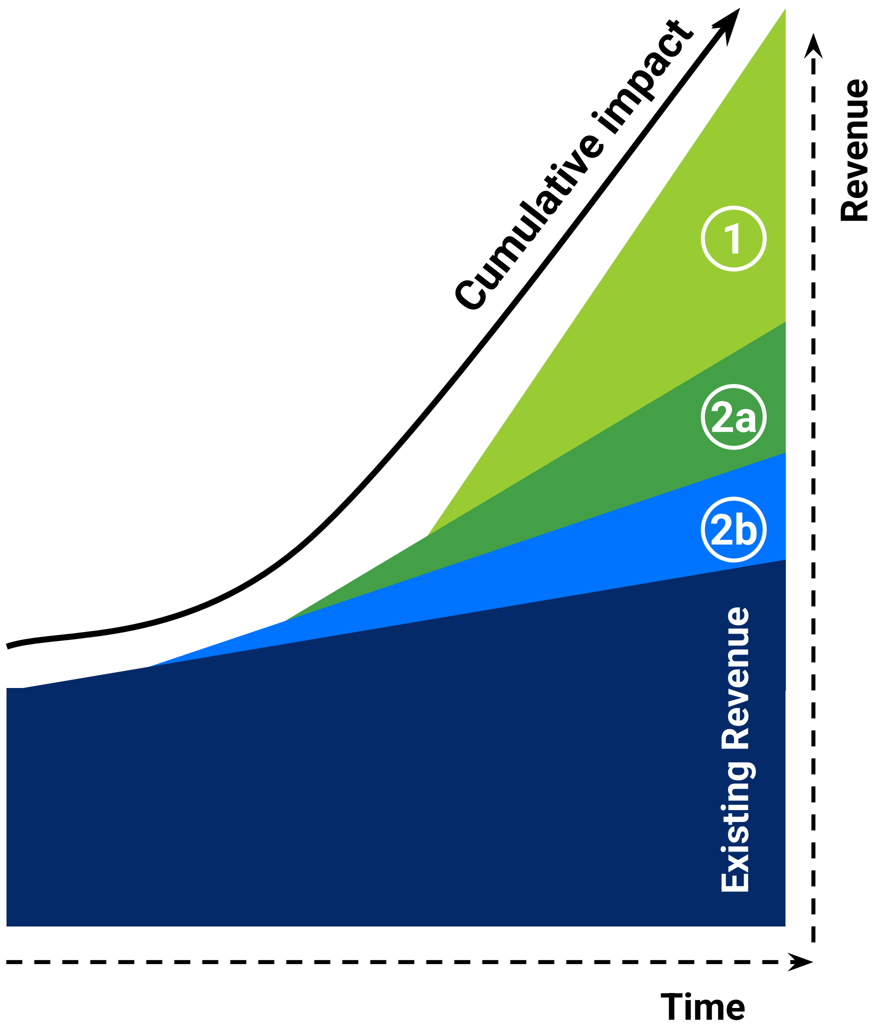
Value Realization

18-24 Months
Accelerated growth

6-18 Months
Step-up growth

0-6 Months
Incremental growth

Growth Acceleration Over Time



1. AI-First Product Development: Evolving From AI-assisted to Proactive AI Platforms in FY27 to Drive Greater Efficiency and Value for Clients

Stage 1: Pre FY22

No AI

System of Records
User-led execution

- *User defines workflows and actions*
- *Platform executes user instructions*
- *User remains responsible for monitoring operations*

Stage 2: FY23-26

1st Gen AI

System of Intelligence
AI-assisted execution

- *User requests actions and insights*
- *AI responds based on user prompts*
- *AI assists users with decisions*

Stage 3: FY27 Onwards

Current Progress
Beta test in progress with select clients

2nd Gen AI

Agentic System of Actions
AI-led execution

- *AI identifies signals before issues arise*
- *AI recommends & executes actions*
- *Users focus on decisions and exceptions*

Lower Effort, Higher Productivity	***Fewer Errors, Higher Accuracy***	***Better Experience, Higher Retention***

2. Strategic Investments in People, Capabilities, and Sales & Marketing to Build a Stronger Foundation for the Future

2a *Talent & Capability Building*

Leadership Capacity

- *Added top management bandwidth to drive more strategic initiatives for the next phase of growth*

Execution Excellence

- *Added mid-management leaders to accelerate execution and build systems and processes for the next stage of growth*

Strategic Capability Addition

- *Dedicated teams for:*
  - *Product partnerships to expand offerings*
  - *High-potential strategic clients*
  - *AI talent across product development and operations*

2b *Go-to-market Expansion*

Marketing & Demand Generation

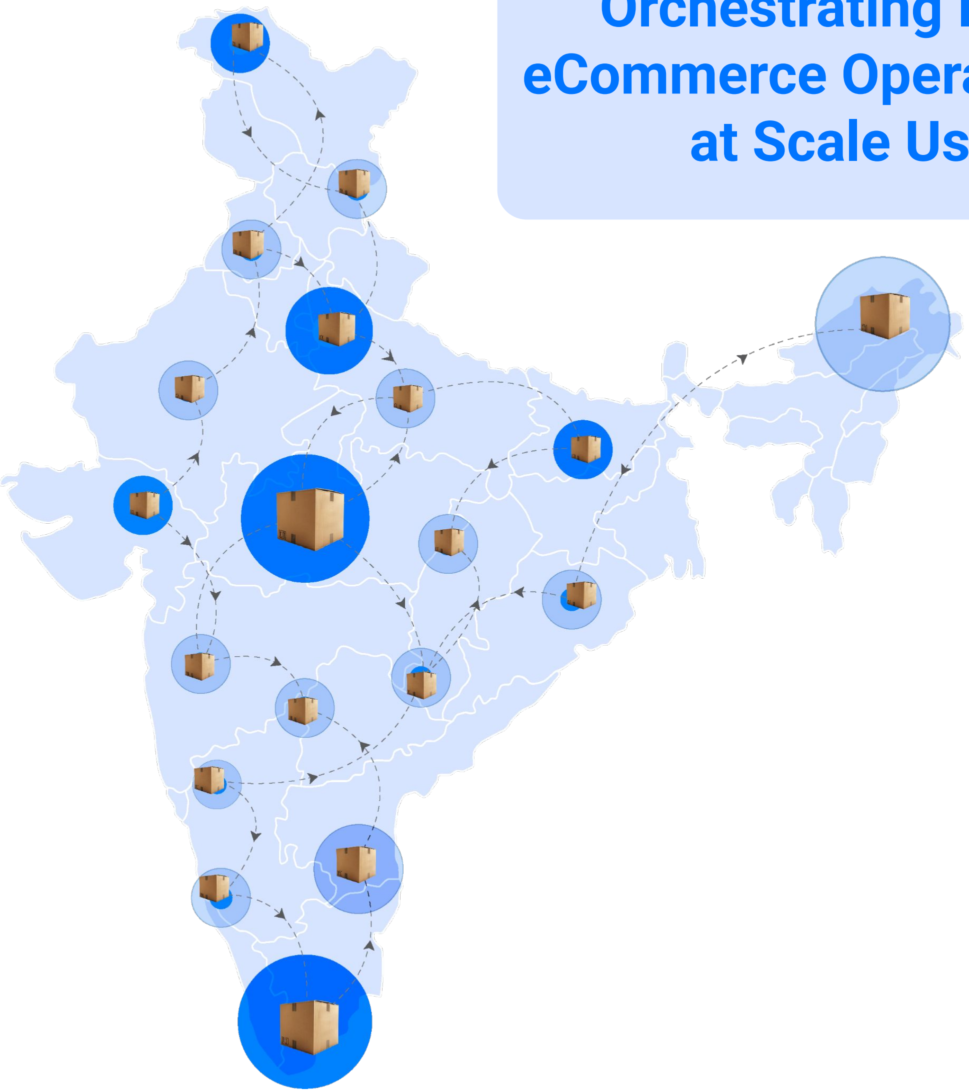
- *Expand inbound and outbound lead generation*
- *Increase digital marketing, SEO/AEO and web engagement*
- *Strengthen industry presence through events and ecosystem partnerships*

Sales and Onboarding

- *Expand enterprise sales capacity*
- *Increase solutioning and implementation capacity to support higher volumes*
- *Accelerate adoption and cross-sell*

Table of Contents

Orchestrating India's eCommerce Operations at Scale Using AI



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

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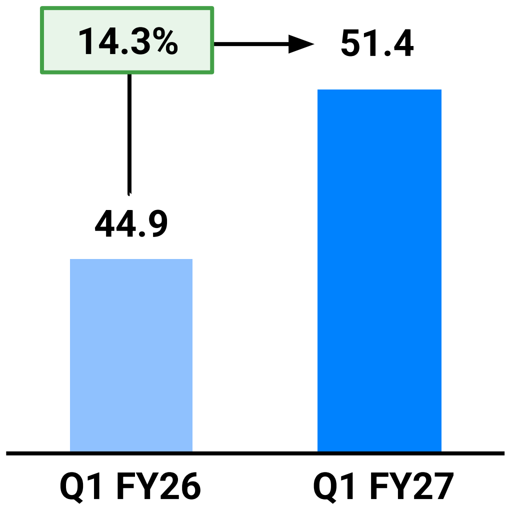
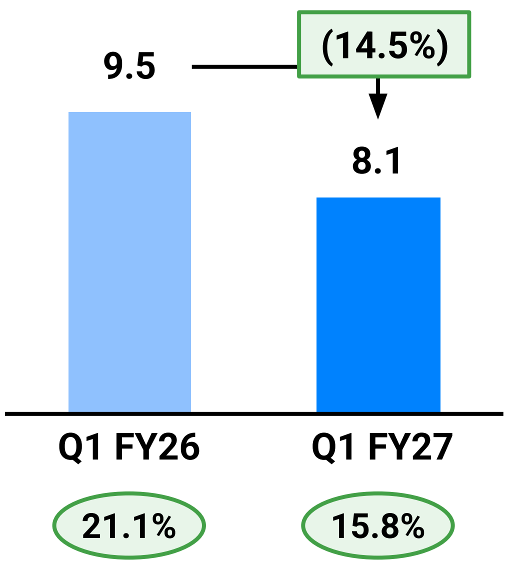
Q1 FY27: 14.3% Revenue Growth; Reinvesting a Part of Earnings to Accelerate Long-Term Growth

Revenue (₹ Cr)

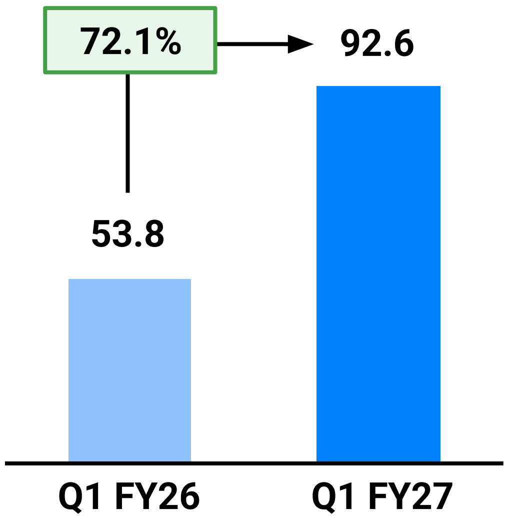


Adjusted EBITDA (₹ Cr)[1]

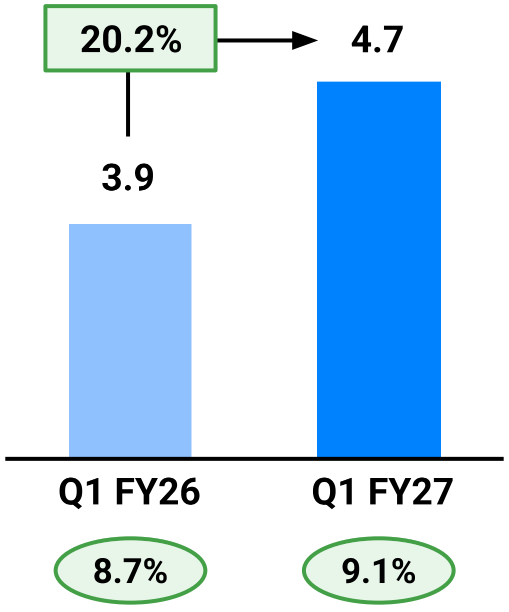
Near-term earnings moderated due to growth investments



Cash Balance[2] (₹ Cr)



Profit After Tax (₹ Cr)



- *Uniware grew 12.8% YoY; Shipway[3] grew 16.8% YoY*
- *Q1 FY27 revenue remained stable QoQ across Uniware and Shipway[3], following the seasonally stronger Q4 sale period, consistent with historical trends*

- *Planned growth investments are front-loaded in H1 FY27, with profitability expected to improve in H2 FY27. See investment areas from this slide onwards*
- *Standalone Uniware Adj. EBITDA margin continues to expand YoY rising from 32.9% to 35.3%*
- *Continued cash generation strengthens the balance sheet*

Notes: Consolidated financials includes subsidiary (Shipway Technology Pvt. Ltd.) financials; ^YoY compares Q1 FY27 with Q1 FY26; (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) Cash balance includes Cash & Cash Equivalent, Bank balances other than cash and cash equivalent, Deposits and Investments; (3) Refers to Shipway Technology Private Limited which consists of Shipway and Convertway businesses

XX% Margin as a % of Revenue

Continued Momentum in Marquee Customer Additions Across Categories

115 enterprise clients onboarded on Uniware in Q1 FY27 vs. 88 in Q1 FY26, including marquee traditional & D2C brands

Dairy

Amul

FMCG

Haldiram's

Automotive

STUDDS

Marketplaces

Snoonu

نمشي NAMSHI

Kitchen

Pigeon

Home

THE SLEEP COMPANY

Accessories

SWISS TIME HOUSE Since 1946

Fashion

HOUSE OF UNITED

Beauty

Curl up

Gardening

IFFCO Urban Gardens

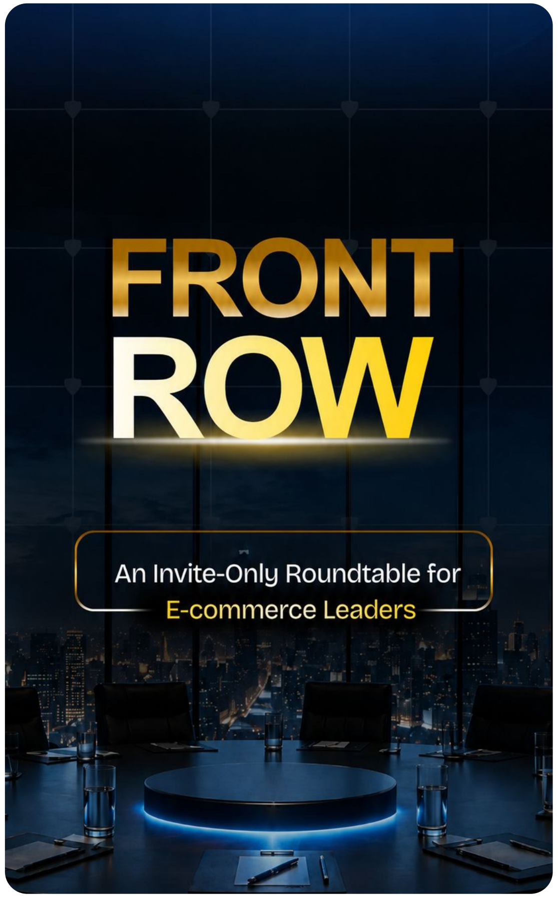
Logistics

Mahindra LOGISTICS

Note: Logos are the property of their respective owners and are used for representation purposes only

Expanding Ecosystem Engagement and Visibility Through Industry Events

Quick Commerce Roundtable



Engaging with leading brands and quick commerce stakeholders

Strengthening relationships with key decision makers

Creating opportunities through strategic industry engagement

Strengthening Recognition as an eCommerce Enablement Leader

GLOBAL RECOGNITION

IDC MARKETSCAPE 2026
MAJOR PLAYER

Features as a Major Player in "Worldwide AI-Enabled Order Orchestration and Fulfillment Applications for Retail and B2C"

IDC

INDUSTRY RECOGNITION

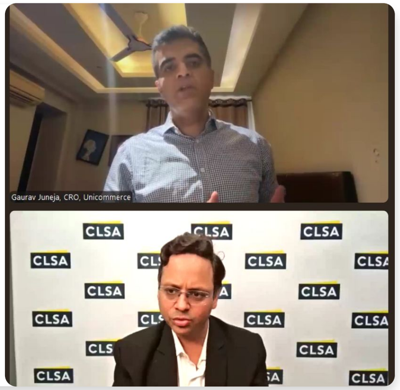
SAAS SUPPLY CHAIN ENABLER OF THE YEAR 2026

Recognized by the Institute of Supply Chain Management (ISCM) for continued commitment to helping brands streamline operations, optimize fulfillment, and scale efficiently across the ecommerce ecosystem.

THOUGHT LEADERSHIP

INDIA GEN AI ACCESS DAY: INDIAN SAAS CXOS BY CLSA

Our Chief Revenue Office, Gaurav Juneja, joined CLSA's virtual forum alongside the CEOs of Capillary Technologies and Amagi Media to discuss how Generative & Agentic AI is reshaping SaaS industry and value creation.



FORTUNE	At Unicommerce, AI is becoming the operating layer of e-commerce
Business Standard	Relaxo Footwears partners with Unicommerce
Business Standard	Waaree Energies partners with Unicommerce
BW RETAILWORLD www.bwretailworld.in	Opptra, Unicommerce To Scale Consumer Brands Across India, GCC & Southeast Asia
YOURSTORY	How Shipway is rewriting the economics of D2C shipping
Inc42	How Shipway Is Using AI To Drive Post-Purchase Efficiency For India's D2C Brands
THE ECONOMIC TIMES	India's D2C growth powered by Tier 2, 3 cities with 66 per cent new orders in FY26

Customer Stories Demonstrate the Diverse Applications of Our Platforms

Why Customers Choose Unicommerce

Astrotalk

Uniware | Shipway

Damandeep Singh Soni

Chief Business Officer, AstroTalk

When we started with Unicommerce, we were shipping just a few orders a day. Today, we process over 10,000 orders daily, with its OMS and WMS serving as the core infrastructure for our entire operation.

Anmol Jain

Co-founder, AstroTalk

"Shipway has helped us streamline parts of our logistics process while maintaining service quality. Real-time order updates have also helped reduce WISMO queries, keeping customers better informed about their orders."

ConvertWay

Prakash Kejriwal

Managing Director, Nature's Nectar

Uniware

Shashwat Diesh

Co-founder, Powerhouse91

Shipway

Himangi Dhir

Founder, Beclinical

Shipway

Shray Gandotra

Co-founder & CEO, Sarin Skin

Click icons to view testimonials

Appendix

Key Performance Indicators & Financials

Our Multi-Platform Product Suite

Key Performance Indicators – Q1 FY27

Financial numbers in ₹ Cr

KPIs	Q1 FY27	Q4 FY26	Q1 FY26	QoQ Growth	YoY Growth	FY26
Revenue from contract with customers[1]	51.4	51.6	44.9	(0.5%)	14.3%	204.3
Total Income	52.8	52.8	45.8	-	15.3%	208.4
Total Expense	48.2	46.9	40.6	2.8%	18.8%	179.6
Gross Margin[2]	51.9%	50.6%	54.2%	129 bps	(234 bps)	53.3%
Adj. EBITDA[3]	8.1	9.6	9.5	(15.3%)	(14.5%)	43.9
Adj EBITDA Margin%[4]	15.8%	18.5%	21.1%	(276 bps)	(531 bps)	21.5%
EBITDA[5]	5.5	6.9	8.4	(21.2%)	(34.9%)	35.4
EBITDA Margin%[6]	10.6%	13.4%	18.7%	(279 bps)	(806 bps)	17.3%
PBT	4.6	5.9	5.2	(22.7%)	(11.5%)	28.8
PBT Margin%[7]	8.9%	11.4%	11.5%	(255 bps)	(259 bps)	14.1%
PAT	4.7	3.4	3.9	37.5%	20.2%	20.5
PAT Margin%[8]	9.1%	6.6%	8.7%	(251 bps)	(44 bps)	10.0%
Annual Recurring Revenue[9]	205.5	206.5	179.7	(0.5%)	14.3%	206.5
Total Enterprise Clients (in Nos.)[#^]	1,228	1,126	979	9.1%	25.4%	1,126
Revenue per Employee[10#^]	0.5	0.5	0.4	-	20.4%	0.4
Share of Revenue from Top 10 Clients (%)[#^]	11.9%	11.8%	15.2%	-	(334 bps)	12.1%

- *Uniware grew 12.8% YoY; Shipway grew 16.8% YoY*
- *Q1 FY27 revenue remained stable QoQ across Uniware and Shipway, following the seasonally stronger Q4 sale period, consistent with historical trends*
- *EBITDA, Adjusted EBITDA and PBT margins moderated QoQ and YoY due to strategic investments made to accelerate long-term growth*
- *PAT improved QoQ and YoY due to tax benefits recognised during the quarter*

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 – Q1 FY27

Financial numbers in ₹ Cr

Particulars	For the quarter ended June 30, 2026 (Audited)	For the quarter ended March 31, 2026 (Audited)	For the quarter ended June 30, 2025 (Audited)	For the year ended March 31, 2026 (Audited)
Income				
Revenue from contract with customers	51.37	51.63	44.93	204.34
Other income	1.42	1.18	0.83	4.08
Total income (I)	**52.79**	**52.81**	**45.76**	**208.42**
Expenses				
Employee benefits expense	20.61	19.19	14.56	68.55
Server hosting expense	1.78	1.92	1.24	5.97
Finance costs	0.21	0.21	0.15	0.78
Depreciation and amortisation expense	2.11	2.00	3.93	9.95
Other expenses	23.51	23.58	20.72	94.39
Total expense (II)	**48.22**	**46.90**	**40.61**	**179.64**
Profit before tax (III = I-II)	**4.56**	**5.91**	**5.16**	**28.78**
Current tax	2.41	2.32	1.82	8.95
Adjustment of tax relating to earlier periods	-	0.37	–	0.37
Deferred tax charge/(credit)	(2.52)	(0.18)	(0.55)	(1.00)
Income tax expense (IV)	**(0.11)**	**2.51**	**1.27**	**8.32**
Profit for the quarter/year (V= III-IV)	**4.67**	**3.40**	**3.89**	**20.46**

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

unicommerce

Pre-purchase Stage

Marketing Automation

Convertway

featuring
Catalyst AI

Increase Sales

Order Processing

Operations Automation

uniware

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

lenskart, fabindia, TCNS Clothing Co. Ltd, BESTSELLER, HIDESIGN, bummer, Bewakoof, Paragon, SNITCH, hummel, TIMEX

Beauty, Personal Care & FMCG

mamaearth, WOW Skin Science, DOT & KEY Skincare, SUGAR, plum, emami, foxtale, mcaffeine, BEARDO, THE MAN COMPANY

Pharma, Nutrition & Medical

OZiva, BeatO, HEALTHKART

Home & Services

Urban Company, flo, nestasia, ugaoo, cello

Electronics

PORTRONICS, boAt, SENNHEISER

Brand Aggregators & House of Brands

G.O.A.T Brand Labs, iconic, MENSA House of Brands, upscalio, TMRW

International

LANDMARK GROUP, AIRSPEED, REDTAG., RSA GLOBAL

....and more

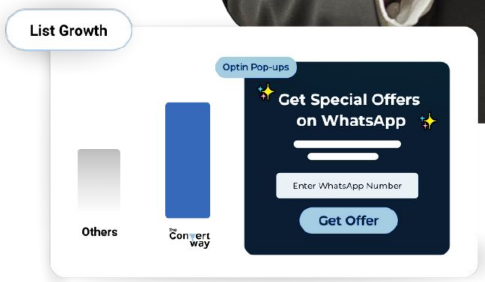
Note: (1) Count of clients and list of logos represent clients of Uniware, Shipway and Convertway as of Q4 FY26; Logos displayed are for representation purposes only and remain the property of their respective owners.

Convertway

Marketing Platform Unlocking Revenue Across Customer Journey

Comprehensive SaaS Suite to Automate Marketing

featuring **Catalyst AI**



- More Subscribers,
- More Conversions,
- More Retention.

AI Voice Agent | Whatsapp | RCS | SMS | Email

Supported Campaigns

Acquisition & Conversion
- Welcome
- Browse Abandon
- Cart Abandon
- Upsell

Retention & Support
- COD to Prepaid
- Win Back
- Reviews
- Support

Convertway

Plug-and-Play AI Conversational Commerce for Revenue Growth

Catalyst – AI Voice Agent That Closes Sales for eCommerce Brands

- **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

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

- 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

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

Note: Logos displayed are for representation purposes only and remain the property of their respective owners.

Shipway

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

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