



31st January, 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: 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 & nine month ended on 31st December, 2024.**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI Listing Regulations, as amended from time to time, please find enclosed the Press Release for the Audited (Standalone & Consolidated) Financial Results for the quarter and nine month ended on 31st December, 2024.

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

You are requested to kindly take the abovementioned on record.

Thanking you.

**For UNICOMMERCE ESOLUTIONS LIMITED**

---

**Name:** Kapil Makhija  
**Designation:** Managing Director & CEO  
**DIN:** 07916109  
**Address:** Sector 44, Gurugram, Haryana  
**Encl:** As above



## **Unicommerce eSolutions Limited Posts PAT Growth of 62%+ YoY in Q3 FY25 and 39%+ YoY in 9M FY25**

**New Delhi, January 31, 2025:** Unicommerce eSolutions Limited (BSE: 544227) (NSE: UNIECOM), announced its consolidated audited financial results for the quarter and nine months ended 31<sup>st</sup> December 2024.

### **Key Financial Highlights for Q3 FY25 are as follows:**

- Revenue increased by 26.1% YoY to INR 327.4 Mn, up from INR 259.6 Mn in Q3 FY24
- Adjusted EBITDA increased by 63.5% YoY to INR 88.8 Mn, up from INR 54.3 Mn in Q3 FY24
- Adjusted EBITDA margins increased by ~620 bps YoY to 27.1%, up from 20.9% in Q3 FY24
- PAT increased by 62.3% YoY to INR 62.9 Mn, up from INR 38.8 Mn in Q3 FY24

### **Key Financial Highlights for 9M FY25 are as follows:**

- Revenue increased by 16.2% YoY to INR 895.2 Mn, up from INR 770.5 Mn in 9M FY24
- Adjusted EBITDA increased by 42.7% YoY to INR 195.1 Mn, up from INR 136.8 Mn in 9M FY24
- Adjusted EBITDA margins increased by ~405 bps YoY to 21.8%, up from 17.7% in 9M FY24
- PAT increased by 39.3% YoY to INR 142.8 Mn, up from INR 102.5 Mn in 9M FY24

*Please Note: Shipway acquisition was completed on 17<sup>th</sup> December 2024 and the above financials include subsidiary (Shipway Technology) financials from the effective date.*

At the end of Q3 and 9M FY25, the company's Annual Recurring revenue stood at INR 1,309.6 Mn, reflecting a growth of ~26.1% YoY. The Annual Transaction run-rate for the platform crossed 1 Bn mark during the period.



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

*"We are pleased to report a strong YoY performance for both Q3 FY25 and 9M FY25, demonstrating our strong momentum.*

*This quarter, we continued expanding our enterprise client base, onboarding marquee brands such as Hidesign and Hummel while strengthening our engagement with existing clients like SUGAR Cosmetics. Our platform usage has seen a steady rise, achieving an annualized run rate of over 1 billion order items processed, reflecting the increasing adoption of our solutions.*

*Our strategic acquisitions of Shipway and Convertway have strengthened our position as a leading e-commerce enablement platform. With a combined customer base of 7,000+ across the three platforms, we are unlocking upsell and cross-sell opportunities, further enhancing the value we deliver across the e-commerce ecosystem.*

*As India's eCommerce market expands, we are well-positioned to capitalize on this opportunity. With our differentiated offerings, we remain confident in Unicommerce's ability to drive sustained growth and profitability."*

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

*"In Q3 FY25, including the Shipway acquisition effective December 17, 2024, our revenue grew by 26.1% YoY, reaching INR 327.4 Mn. For 9M FY25, revenue increased 16.2% YoY to INR 895.2 Mn, reflecting our consistent expansion.*

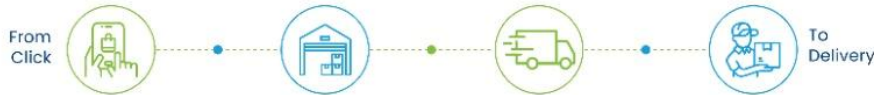
*Strong operating leverage in our business led to significant profitability improvements. Adjusted EBITDA for Q3 FY25 increased by 63.5% YoY to INR 88.8 Mn, while for 9M FY25, it grew 42.7% YoY to INR 195.1 Mn. Our Adjusted EBITDA margin expanded by ~620 bps YoY to 27.1% in Q3 FY25 and by ~405 bps YoY to 21.8% for 9M FY25.*

*Additionally, Profit After Tax (PAT) saw a strong growth of 62.3% YoY, reaching INR 62.9 Mn in Q3 FY25, while 9M FY25 PAT grew 39.3% YoY to INR 142.8 Mn.*

*With the expansion of our product offerings, continued operational efficiencies and inherent operating leverage, we are committed to delivering long-term value to our stakeholders while sustaining profitable growth."*



## One Stop for All E-Commerce Automation Needs



**Convert way**

Increase Sales

**110 Mn+**

Annual Notifications Run-Rate

**Unware**

Streamline Operations

**1 Bn+**

Annual Transaction Run-Rate

**Shipway**

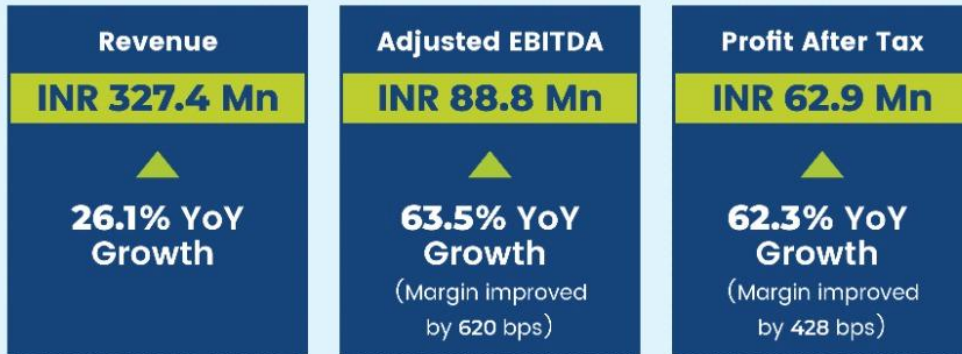
Reduce Costs

**7 Mn+**

Annual Shipments Run-Rate

Simplifying E-Commerce for **7,000+** Clients Across Industries

### PERFORMANCE UPDATE **Q3 FY25**



### PERFORMANCE UPDATE **9M FY25**



\*Please refer to our investor presentation for detailed information and notes



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

Unicommerce is a leading e-commerce enablement Software-as-a-Service (“SaaS”) platform that enables end-to-end management of e-commerce operations for brands, marketplaces, and logistics service provider firms. Unicommerce’s comprehensive suite of SaaS products provides full-stack solutions that cover both the pre-purchase and post-purchase segments of e-commerce operations.

- Convertway by Unicommerce is a marketing automation platform that helps brands in customer engagement. It assists brands in increasing sales by capturing visitor information, enabling automated communications to non-shoppers through WhatsApp and SMS, running customised campaigns with smart segmentation, and providing support through live chatbots during or after order placement.
- Uniware is an order processing platform that handles the transaction processing once the customer has placed the order. It helps streamline operations by managing inventory across multiple locations, processing orders for multiple online and offline channels, managing returns, and reconciling order payments. Uniware comprises the seller management panel, order management, warehouse management, inventory management, and omnichannel retail solutions.
- Shipway by Unicommerce is a logistics management platform that offers full-service courier aggregation and shipping automation solutions that help brands and sellers reduce shipment costs. Its key solutions include smart courier allocation, order tracking, return and exchange automation, and related solutions.

Unicommerce has a strong and growing network of 270+ plug-and-play technology & partner integrations with leading marketplaces, logistics partners, and ERP systems, which enables clients to seamlessly deploy Unicommerce for inventory optimization, logistics automation, and efficient transfer of transactional information that supports invoice generation, financial accounting & taxation, and other regulatory compliances.

Unicommerce serves 7000+ clients in India, Southeast Asia, and the Middle East. Some of its marquee clients include FabIndia, Lenskart, Timex, TCNS, Mamaearth, Sugar, Emami, Urban Company, Blue Star, Cello, Symphony, Healthkart, GNC, boAt, Portronics, TMRW, Mensa, Landmark Group, Edamama and many more.

The company’s product suite is sector and size-agnostic and designed to meet the business needs of various types and sizes of retail and e-commerce enterprises, both online and offline.

Incorporated in 2012, Unicommerce is listed on the National Stock Exchange India and the Bombay Stock Exchange.

[www.unicommerce.com](http://www.unicommerce.com)



**Disclaimer:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

**Contact Details**

<b>Company:</b>	<b>Investor Relations Advisors:</b>
<b>Unicommerce eSolutions Limited</b>	<b>Strategic Growth Advisors Pvt. Ltd.</b>
CIN: L74140DL2012PLC230932	CIN: U74140MH2010PTC204285
Mr. Deepak Gupta	Mr. Rahul Agarwal / Mr. Karan Thakker
<a href="mailto:investor.relations@unicommerce.com">investor.relations@unicommerce.com</a>	<a href="mailto:rahul.agarwal@sgapl.net">rahul.agarwal@sgapl.net</a> / <a href="mailto:karan.thakker@sgapl.net">karan.thakker@sgapl.net</a>
	+91 98214 38864 / +91 81699 62562
<a href="http://www.unicommerce.com">www.unicommerce.com</a>	<a href="http://www.sgapl.net">www.sgapl.net</a>