



August 30, 2024

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 Financial Results for the quarter ended on 30th June, 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 Financial Results for the quarter ended on June 30, 2024.

This information is available on the website of the Company: <https://unicommerce.com/>

You are requested to kindly take the abovementioned on record.

Thanking you.

For UNICOMMERCE ESOLUTIONS LIMITED

Name: Ajinkya Jain

Designation: Company Secretary

Membership No.: A33261

Address: Sector 44, Gurugram, Haryana

Encl: As above

Unicommerce eSolutions Ltd.

Registered Office: Mezzanine Floor, A-83, Okhla Industrial Area Phase-II, New Delhi 110020 India
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Unicommerce eSolutions Limited Posts Robust PAT Growth of 31% YoY in Q1FY25

New Delhi, August 30, 2024: Unicommerce eSolutions Limited (BSE: 544227) (NSE: UNIECOM), announced its audited financial results for the quarter ended 30th June 2024.

Key Consolidated Financial Highlights for Q1FY25 are as follows:

- Revenue increased by ~9% YoY to INR 274.7 Mn in Q1FY25 from INR 251.6 Mn in Q1FY24
- Adjusted EBITDA increased by ~23% YoY to INR 44.7 Mn in Q1FY25 from INR 36.3 Mn in Q1FY24
- Adjusted EBITDA margins increased by ~185 bps YoY to 16.3% in Q1FY25 from 14.4% in Q1FY24
- PAT increased by ~31% YoY to INR 35.1 Mn in Q1FY25 from INR 26.8 Mn in Q1FY24

For the quarter ended 30th June 2024 (Q1FY25):

- Annual Recurring revenue stood at INR 1,098.8 Mn, reflecting a growth of ~9% YoY
- Revenue per employee for the quarter stood at INR 3.2 Mn on an annualised basis
- Client Concentration (Top 10 Clients Revenue) stood at 21.3%
- In Q1FY25, we added 85+ Enterprise clients. For the quarter ended 30th June 2024 our Enterprise clients stood at 855
- The number of order items processed for the quarter ended 30th June 2024 stood at 212.8 Mn and the Annual Transaction run rate is 850 Mn+

Commenting on the results, Mr. Kapil Makhija, Managing Director & CEO said, *“Unicommerce is simplifying eCommerce selling. India’s eCommerce is poised for continued growth, with increasing digital adoption and evolving consumer preferences towards online shopping being strong growth drivers. While the eCommerce industry’s long-term growth story is robust, we are also mindful of the recent slowdown that affected the sector due to macroeconomic challenges and shifts in consumer spending patterns. Despite this, we continue to acquire new clients across industry verticals, which is consistent with the overarching trend of increasing digital adoption by participants in the eCommerce ecosystem.*

Efficiency in operations and good user experience are vital for eCommerce, and various innovations in logistics, payments, and customer engagement are taking this forward across the eCommerce sector. Aligned with these trends, at Unicommerce, we, too, continue to expand our suite of products to simplify eCommerce for a growing client base of retailers and brands. Recently, we also launched two new solutions, UniReco (automated reconciliation of payments and returns) and UniShip (improved logistics management with order tracking). These new solutions allow us to address new needs of our clients and will support our future growth. We are optimistic about the future and confident in our ability to navigate the eCommerce landscape and deliver long-term value to all our stakeholders.”

Commenting on the financial performance, Mr. Anurag Mittal, Chief Financial Officer said, "We are happy to report that during Q1FY25, our revenue for the quarter grew by 9.2% YoY and stood at INR 274.7 Mn. We expect this growth momentum to continue. Adjusted EBITDA for the quarter grew by 23.2% YoY and stood at INR 44.7 Mn. As we continue to demonstrate operating leverage, adjusted EBITDA margin grew by ~185 bps YoY to 16.3%. Profit after tax grew by a robust 31.1% YoY to INR 35.1 Mn.

The Company's revenues are linked to the volume of transactions and the growth in transaction numbers is expected to drive further business growth. In addition, the expansion of our client base, the launch of new products and entry into new markets will contribute to revenue growth for this fiscal year."



PERFORMANCE UPDATE Q1 FY25





About Unicommerce eSolutions Limited:

Incorporated in 2012, Unicommerce is an e-commerce enablement Software-as-a-Service (“SaaS”) platform that enables end-to-end management of e-commerce operations for brands, sellers and logistics service provider firms. Unicommerce enables businesses to efficiently manage their entire journey of post-purchase e-commerce operations through a comprehensive product suite that includes warehouse and inventory management, multi-channel order management, omni-channel retail management, a seller management dashboard for marketplaces, and the newly launched UniShip, UniReco, and UniGPT. These products aid in streamlining e-commerce operations for the company’s clients and enables Unicommerce to become a critical part of the supply chain stack of its clients.

Unicommerce’s comprehensive suite of SaaS products acts as the nerve centre for e-commerce fulfilment operations for businesses and allows them to manage inventory across multiple locations, minimize fulfilment costs, process orders for multiple online and offline channels, manage returns, generate correct invoices, reconcile order payments, shipment tracking for customers, taxation and other regulatory compliances. 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.

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

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