

Unicommerce eSolutions IPO

Unicommerce eSolutions IPO Price: ₹102 to ₹108 per share
IPO Dates: 6 August 2024 - 8 August 2024



Company Overview

Unicommerce eSolutions, established in February 2012, is a leading Software-as-a-Service (SaaS) platform specializing in e-commerce enablement, particularly in transaction processing. The company offers comprehensive solutions for managing e-commerce operations from end to end, catering to brands, sellers, and logistics service providers. Its suite of SaaS products helps streamline post-purchase processes, including warehouse and inventory management, multi-channel order management, omni-channel retail management, seller management for marketplaces, logistics tracking and courier allocation, and payment reconciliation.

Product Suite and Services

Unicommerce provides a range of key products, including:

1. Warehouse and Inventory Management System (WMS)
2. Multi-Channel Order Management System (OMS)
3. Omni-Channel Retail Management System (Omni-RMS)
4. Seller Management Panel (Uniware)
5. Post-Order Services (UniShip)
6. Payment Reconciliation (UniReco)

These solutions facilitate efficient order processing, ensuring timely and accurate handling of operations for their clients.

Technology and Integrations

As of March 31, 2024, Unicommerce has extensive technology and partner integrations, including partnerships with 101 logistics companies and 11 integrations with ERP, POS, and other systems. This robust network supports an integrated supply chain for their clients. The company's OMS has processed 791.63 million order items and features integrations with 131 marketplaces and web store software, enabling automated order information flow.

Clientele and Market Presence

Unicommerce serves diverse sectors such as fashion, electronics, home and kitchen, FMCG, beauty, sports, fitness, nutrition, health, pharma, and third-party logistics. Notable clients include Lenskart, SupperBottoms, Zivame, Chumbak, Paragon, PharmEasy, XpressBees, Shiprocket, Mamaearth, Sugar Cosmetics, and Cello. Since the fiscal year 2023, Unicommerce has expanded its international footprint, now serving 43 enterprise clients across 7 countries, mainly in Southeast Asia and the Middle East.

Corporate Structure and Growth

In December 2023, Unicommerce eSolutions Pvt. Ltd transitioned to a public limited company, rebranding as Unicommerce eSolutions Ltd. Its promoters include AceVector Ltd (formerly Snapdeal Ltd), Starfish I Pte. Ltd., Kunal Bahl, and Rohit Kumar Bansal. The company operates as a comprehensive e-commerce enablement SaaS platform, supporting a wide range of clients, including D2C brands, brand aggregators, traditionally offline brands, retailers, marketplaces, logistics players, and SMBs.

Competitive Strengths

Unicommerce's key strengths include:

- **Strong Governance Practices:** Backed by experienced management and notable investors, contributing to robust corporate governance.
- **Largest E-commerce Enablement SaaS Platform:** Acts as a central hub for the business operations of clients.
- **Comprehensive and Modular Product Suite:** Offers a wide range of plug-and-play integrations, making it a vital part of clients' tech stacks.
- **Diverse and Growing Client Base:** Includes prominent Indian and global clients, fostering long-term relationships with opportunities for upselling and cross-selling.

- **Proprietary Technology Platform:** Designed for scalability and adaptability across various industries.
- **Consistent Profitable Growth:** Maintains strong cash flows over the past three financial years.

Unicommerce eSolutions IPO Specifics:

IPO Date	August 6, 2024 to August 8, 2024
Listing Date	Tuesday, August 13, 2024
Face Value	₹1 per share
Price Band	₹102 to ₹108 per share
Lot Size	138 Shares
Total Issue Size	25,608,512 shares (aggregating up to ₹276.57 Cr)
Offer For Sale	25,608,512 shares (aggregating up to ₹276.57 Cr)
Issue Type	Book Built Issue IPO
Listing At	BSE, NSE
Share holding pre issue	102,434,048
Share holding post issue	102,434,048

Unicommerce eSolutions IPO Timetable (Important Dates)

IPO Open Date	Tuesday, August 6, 2024
IPO Close Date	Thursday, August 8, 2024
Basis of Allotment	Friday, August 9, 2024
Initiation of Refunds	Monday, August 12, 2024
Credit of Shares to Demat	Monday, August 12, 2024
Listing Date	Tuesday, August 13, 2024
Cut-off time for UPI mandate confirmation	5 PM on August 8, 2024

Unicommerce eSolutions IPO Lot Size

Bidders have the opportunity to bid for a minimum of 138 shares, with the option to increase in multiples. The table below outlines the minimum and maximum investment thresholds for both retail investors and High Net Worth Individuals (HNIs), specifying the corresponding number of shares and amounts involved.

Application	Lots	Shares	Amount
Retail (Min)	1	138	₹14,904
Retail (Max)	13	1,794	₹1,93,752
S-HNI (Min)	14	1,932	₹2,08,656
S-HNI (Max)	67	9,246	₹9,98,568
B-HNI (Min)	68	9,384	₹10,13,472

Unicommerce eSolutions IPO Reservation

QIB Shares Offered	Not more than 75% of the Net offer
Retail Shares Offered	Not less than 10% of the Offer
NII (HNI) Shares Offered	Not less than 15% of the Offer

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Unicommerce eSolutions Limited IPO Financial Information

Unicommerce eSolutions Limited experienced a growth of 17.71% in its revenue while witnessing a substantial increase of 101.95% in profit after tax (PAT) during the period from March 31, 2024, to March 31, 2023.

Period Ended	31 Mar 2022	31 Mar 2023	31 Mar 2024
Assets	59.03	81.74	109.11
Revenue	61.36	92.97	109.43
Profit After Tax	6.01	6.48	13.08
Net Worth	41.37	51.89	68.91
Reserves & Surplus	31.47	37.70	45.87

Amount in ₹ Crore

Key Performance Indicator - Unicommerce eSolutions IPO

KPI	Values
Market Cap	₹ 1,106.29 Cr
ROE	17.36%
ROCE	25.93%
EPS	₹1.28
P/E (x)	84.59
RoNW	18.98%
P/BV	15.81

as of Mar 31, 2024

Objects of the Issue:

The company will not be entitled to any proceeds resulting from the Offer, and all the Offer Proceeds will be distributed to the Selling Shareholders based on the proportion of Offered Shares sold by each respective Selling Shareholder in connection with the Offer.

Prospectus Links:

Prospectus: Official documents that provide detailed information about the IPO and the company.

[Unicommerce eSolutions Limited IPO DRHP.](#)

[Unicommerce eSolutions Limited IPO RHP.](#)