Date: November 05, 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: Press Release

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI Listing Regulations, as amended from time to time, we are enclosing herewith the Press Release for the Un-audited (Standalone and Consolidated) Financial Results for the quarter and half year ended September 30, 2026.

Please take the aforesaid document on record and oblige.

Thank you,

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

NIKHIL KUMAR
Digitally signed by NIKHIL KUMAR
Date: 2026.11.05 11:47:05 +05'30'

Nikhil Kumar
Company Secretary

Place: Gurugram

Shiprocket
Simplifying commerce

Press release

Shiprocket Q2 FY27: Turns PAT positive. Revenue up 35% YoY; Adjusted EBITDA climbs to ₹142 Mn

Gurugram, 5 November, 2026: Shiprocket, India's largest ecommerce enablement platform for MSMEs, today reported consolidated results for the quarter ended September 30, 2026 ("Q2 FY27"). The company turned profit after tax positive at ₹6 Mn, against a loss of ₹203 Mn a year earlier and ₹137 Mn in Q1 FY27. Revenue from operations grew 35% year-on-year to ₹6,736 Mn and Adjusted EBITDA grew to ₹142 Mn.

Both the Core and Emerging engines drove the turn. The Core Business generated ₹591 Mn of Adjusted EBITDA, up 29% on 25% revenue growth. The company is also serving hyperlocal requirements of its core segment, opening another significant opportunity. The Emerging Business revenue grew by 61%, narrowing its Adjusted EBITDA margin from (31.5%) to (21.2%). With IPO proceeds received in the quarter, the company repaid all borrowings and closed the half debt-free, with net cash from operating activities of ₹551 Mn in H1 FY27.

Q2 FY27 highlights

- **Platform scale:** Trailing twelve month (TTM) GMV of **₹373,987 Mn** across **233 Mn** unique transactions, serving more than **236,100 active merchants**. Core Business transactions grew 37% YoY in the quarter.
- **Segment performance:** Core Business revenue grew **25% YoY to ₹4,615 Mn**. Emerging Business grew **61% YoY to ₹2,122 Mn**, led by Martech (+102%) and Omnichannel (+79%), and now contributes 31% of revenue, up from 26% a year ago.
- **Profitability:** Contribution up **43% YoY to ₹1,300 Mn (19.3% of revenue)**, Adjusted EBITDA grew to **₹142 Mn** and PAT of **₹6 Mn** against a loss of ₹203 Mn, a ₹209 Mn swing YoY. Core Business Adjusted EBITDA margin rose to 12.8% from 12.4%. Emerging Business contribution margin rose to 15.4% from 10.1%, and its Adjusted EBITDA margin improved from (31.5%) to (21.2%).
- **Cross-sell:** Merchants served via Emerging Business grew **75% to 62,025** (TTM), and 9.3% of Core merchants now use an Emerging product, up 140 bps. 17,281 new merchants joined through Emerging products in the quarter, 3.2x the 5,396 a year ago.
- **Balance sheet:** Net cash from operating activities of **₹551 Mn** in H1 FY27, against ₹238 Mn in H1 FY26. Borrowings of ₹2,420 Mn at March 31, 2026 fully repaid.

Where the growth came from

Omnichannel grew 79% as brands used Shiprocket to replenish quick commerce dark stores. Appointment-based deliveries run on booked slots with real-time purchase order visibility from platforms such as Blinkit and Zepto, so dark stores are stocked ahead of demand.

Martech, now Fastrr (Ads, Checkout and Engage), grew 102% and powers TTM GMV of ₹91,400 Mn. Fewer than 10% of Shiprocket merchants use a Martech product today.

Built as a tech-first platform

Shiprocket shipped AI-native products and features across the merchant journey in Q2:

- **Aitlas:** tracks and improves how brands appear in AI search, a new discovery channel for D2C brands.
- **Hyper-personalised Journeys using AI:** retargeting journeys built from a single prompt.
- **Features added in Fastrr Checkout:** payment-link sharing and discount nudges to lift conversion.
- **Shipping analytics:** a revamped dashboard that uses AI to identify and fix choked shipping lanes.

The platform now handles 14 Bn+ API hits a month.

Management commentary

Commenting on the results, **Saahil Goel, Managing Director and CEO of Shiprocket**, said:

"Indian commerce is splitting across more channels every year. A small brand today sells on its own website and on Instagram, replenishes quick commerce dark stores, and is starting to be found through AI search. For a large company, every new channel means a new team. For a small seller, it means friction. Shiprocket is building the infrastructure that removes this friction, so that any MSME in India can sell, ship and grow on the same footing as India's biggest brands, every channel a switch away on one dashboard. Growing 35% with positive Adjusted EBITDA and operating cash flow shows we can build it from our own operations.

We are in the business of making other people a business, and our ambition is simple: to see the next generation of great Indian brands built on Shiprocket."

Adding to this, **Tanmay Kumar, CFO of Shiprocket**, said:

"PAT turned positive this quarter on three drivers. First, scale in Core: transactions grew 37% and Adjusted EBITDA grew faster than revenue. Second, the Emerging engine kept firing: Martech and Omnichannel, our fastest-growing lines, more than doubled Emerging contribution on 61% revenue growth. Third, a stronger balance sheet: IPO proceeds retired all our borrowings, which cut finance costs, and the surplus now earns interest income.

We generated ₹551 Mn from operations in the first half, more than twice last year, and we are debt-free. Emerging now brings merchants onto the platform on its own, not only through cross-sell from Core. Around 17,300 merchants joined Shiprocket through our Emerging products this quarter, more than three times the number a year ago."

About Shiprocket

Shiprocket is India's largest ecommerce enablement platform, helping MSMEs sell, ship and grow across channels. Since its founding, Shiprocket has expanded from a shipping aggregator into a full-stack commerce platform spanning marketing tech, checkout, omnichannel enablement, cross-border and AI-powered merchant tools, serving over 236,000 active merchants and processing 233 million transactions in a year.