



No.1 for Cross-Border B2C logistics from China to Russia!

For marketplaces and retailers



Official logistics partner of



The Transformation of Russian E-commerce: New Challenges & Opportunities

In 2024, Russia's e-commerce market grew by 41%, reaching 9 trillion RUB (100 billion USD)

What Does This Mean for Logistics?

Surging demand for fast delivery – customers expect speed, especially for FMCG.

Marketplaces tightening logistics standards – transparency and flexibility are now essential.

Regional e-commerce is booming – optimizing warehouse networks is key to success.

How Are We Adapting?

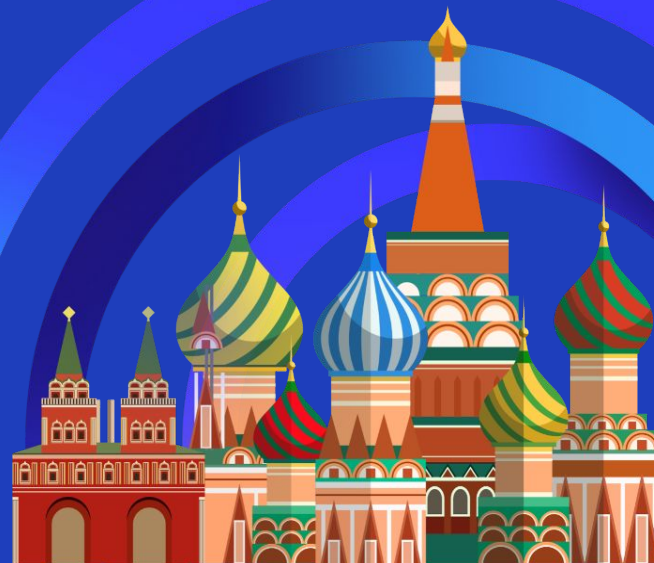
Expanding express logistics solutions for food and everyday essentials.

Strengthening infrastructure and optimizing delivery routes.

Integrating advanced digital tools for real-time tracking and operational efficiency.

As e-commerce evolves, efficient logistics is the key competitive advantage. We are already implementing solutions that help sellers deliver faster, more cost-effectively, and with greater reliability.

UNI DIGITAL
LOGISTICS



About UNI

UNI was officially established in Russia in 2004 and expanded into the Chinese market in 2015

We are a logistics operator approved by Russian customs to simplify B2C package processing procedures. We offer comprehensive cross-border e-commerce logistics services that include warehousing management, logistics transportation, customs declaration, and last-mile delivery.

We are a unique, highly collaborative, and vibrant team dedicated to cross-border B2C logistics! Our customer service team is available from Monday to Sunday, from 9 AM to 11 PM, ready to respond to your inquiries and committed to improving service levels and quality.

As our business volume continues to grow, UNI has established an office in Shenzhen. The opening of the new office in Shenzhen has brought UNI closer to a wide range of sellers. At the same time, the functions of the UNI Seller Center have been further enhanced, covering the entire logistics operation process. You can use the UNI Seller Center to manage package pickups, print labels for free, consolidate packages, and access secondary delivery services in Russia.

UNI assists you in safely and smoothly delivering cross-border packages to Russia, elevating the delivery service experience to a new level!

We are in business since 2004

in Russian market since 2004
and in Chinese market since 2015

More than 77 consolidation points

Shanghai, Dongguan, Yiwu,
Quanzhou, Jinjiang, Shenzhen,
Guangzhou, Putian, Ningbo, etc.

Free Pick-up service

From 2 parcels or more

Main stages

- 2004** • Establishment and start of operations of UNI
- 2010** • Obtaining a customs broker license for B2B shipments
- 2013** • Beginning of customs clearance of B2C parcels on an individual basis
- 2017** • Beginning of customs clearance of B2C parcels by registries
- 2018** • Launching of cloud warehouse management system for B2C operations
- 2020** • Launching of the project with Wildberries on export of B2C parcels with export VAT refund
- 2021** • Launching UNI GLOBAL for delivery of OZON B2C parcels from China and Turkey to Russia
- 2022** • Providing End2End services to Aliexpress, Yandex Market, Wildberries for B2C imports to Russia
- 2024** • UNI has opened its third customs clearance point in Novosibirsk

UNI Strengths



77+

Consolidation Points in China

For Fast and Convenient Shipping

With Free Pickup

We Will Collect Parcels from Your Warehouse
and Deliver Them to the Consolidation Point

20+

Years in the Market

Since 2004 in the Russian Market
Since 2015 in the Chinese Market
Since 2021 in Turkish

88+

Consolidation Points

77+ in China
1 in Hong Kong
10+ in Turkey

12 000 000+

Parcels

Sent in 2024



18

Logistics solutions

Cover All the Needs of Chinese Sellers



No.1 in Ozon's Tariff Conditions

Fast Delivery at Low Prices

Delivery from 5 Days and Less Than \$1 per 100g



We Take Full Responsibility for Cargo Safety

We Compensate for Any Losses During Delivery Stages

— Hello!
— 你好
— Merhaba!

Customer Service

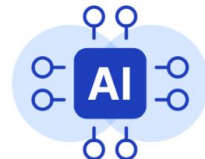
Support in Russian, Chinese, and Turkish



Fast Customs Clearance

We Are the Only Ones Approved by Russian Customs for Simplified B2C Parcel Processing in 3 Locations: Moscow, Novosibirsk, and Ussuriysk.

This Allows Us to Reduce the Time Required for All Customs Procedures and Speed Up Parcel Delivery Across Russia.



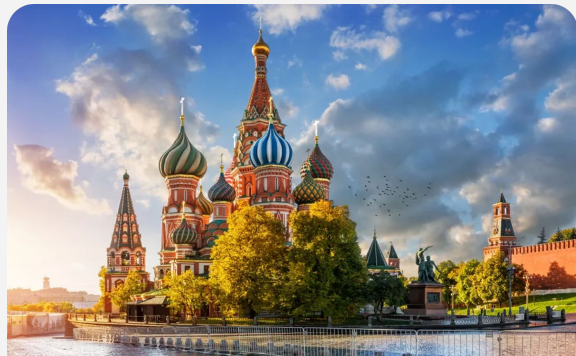
AI Technologies for Logistics

AI Optimizes Routes, Considering Traffic, Weather, and Accidents, Significantly Reducing Delivery Time.

Reduces Disruption Risks, Optimizes Inventory, and Stabilizes Logistics.

Predicts Demand and Market Trends, Helping to Adjust Prices Flexibly for Your Delivery Savings.

UNI customs warehouses in Moscow, Novosibirsk and Ussuriysk



Moscow

Customs warehouse size:	2100 m ²
Opening year:	2018
Daily capacity:	80 tons
Processing time:	24 hours
Delivery method:	Ground transportation + Air freight



Ussuriysk

Customs warehouse size:	2830 m ²
Opening year:	2018
Daily capacity:	90 tons
Processing time:	24 hours
Delivery method:	Ground transportation



Novosibirsk

Customs warehouse size:	560 m ²
Opening year:	2024
Daily capacity:	30 tons
Processing time:	24 hours
Delivery method:	Ground transportation + Air freight



UNI delivery network



The only one allowed by the Russian Customs to the simplified procedure of B2C parcels processing in 3 locations:

Moscow, Novosibirsk and Ussuriysk.

We are actively expanding our logistics infrastructure network and increasing number of new DROP-OFF points

You can ship your parcels at any of our more than 60 professional DROP-OFF points. Additionally, if you send more than 2 parcels a day, we can offer you free of charge pickup service.

Simplifying the delivery of your orders to your customers

Most competitive delivery times and prices

1 Place your order, pack and send the parcels to one of our DROP-OFF point

We do the rest

2 Consolidation and delivery to the airport of departure

3 Air or road delivery to Moscow, Novosibirsk and Ussuriysk

4 Terminal handling

5 Customs clearance at airport of arrival

6 Sending parcels to courier companies in Russia

7 Parcel delivery to customers in Russia

8 Your customers receive the goods in one of the pickup points or delivered directly to their doors

UNI Seller Center



Detailed Statuses

Track Every Stage of Your Parcel's Delivery



Resale

Resell the Parcel if the Customer Refused It



+10¥

Disposal

Choose disposal, and we will refund you 10¥



Return

Arrange for the Parcel to Be Returned to You



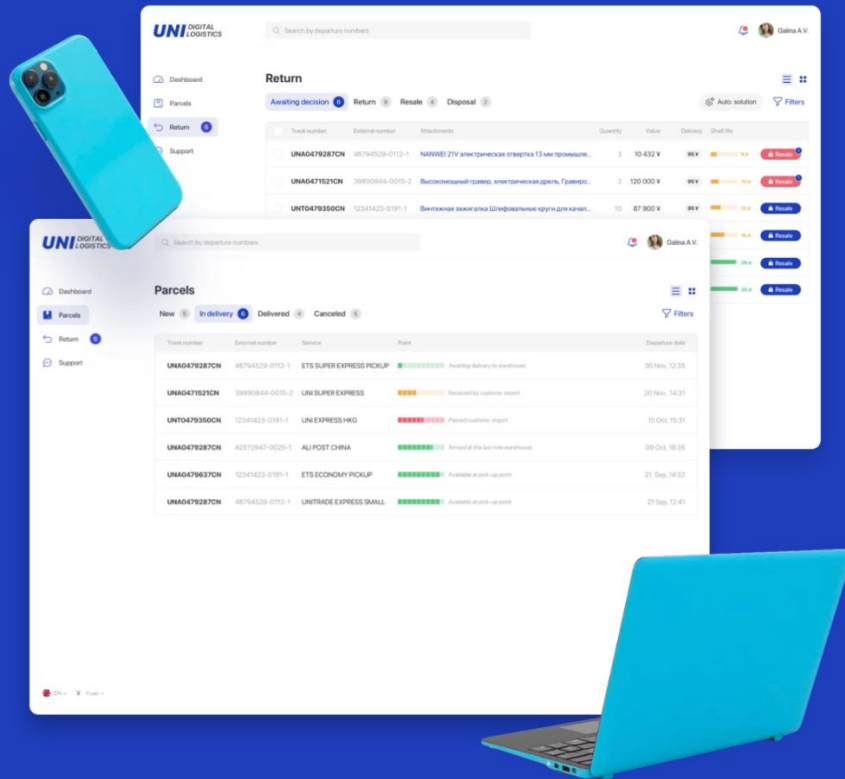
Convenient Compensation

Funds Directly to Your Personal Wallet in UNI Seller Center



WeChat APP

Manage Parcels Directly Through WeChat



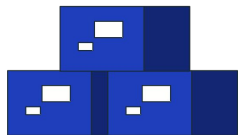
UNI Seller Center

UNI-Club

The UNI Club rewards sellers who actively use UNI Logistics with cashback, points, and exclusive bonuses. Members can earn points through referrals, shipping volume, and challenges, which can be redeemed for discounts, premium rewards, or withdrawn at any time.

Efficient and Convenient Pickup Service

- You can choose a convenient time and location for shipping
- Available for all addresses in China
- Schedule pickups for the same day or future dates
- We will keep you informed about the status and delivery of your packages
- We are pleased to offer the pickup service for free



UNI Seller Center Features are Even More Powerful

Parcel dynamics analysis of delivery locations across different regions, delivery times, average weights, and cost trends

Significant Advantages of Using Our FBP Warehouses Near the Russian Border

- Fastest delivery times to Russia
- Free storage and packaging
- Security assurance
- Proximity to entry points into Russia

Register UNI Seller Center



UNI-Club: Exclusive Seller Rewards Program

Maximize your earnings while shipping with UNI!

**UNI CLUB is not just about discounts —
it's a complete motivation system designed
to help sellers grow and stay in the UNI ecosystem.**

Key Benefits

Cashback on logistics turnover

Maximum benefits for active sellers.

Flexible point accumulation system

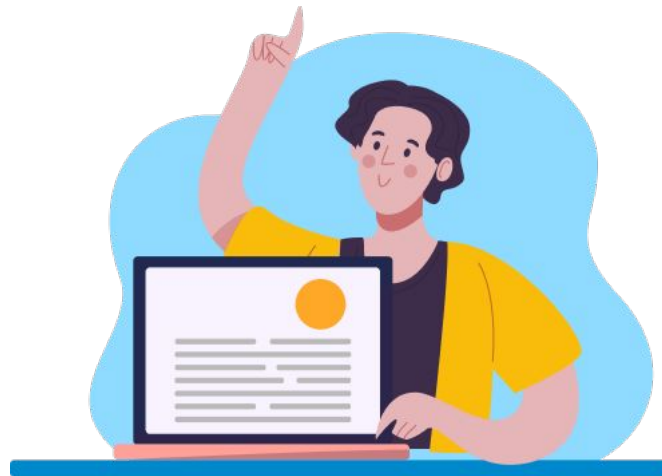
Earn points and exchange them for valuable rewards.

Gamification & Challenges

Get bonuses for achievements and brand promotion.

Full transparency

Track your progress in UNI Seller Center.



Sellers feedback



一颗柚子松

第一个留言

确认了眼神，是对的人
实惠便宜，不怕不取件带来的各种麻烦 好评



whisper

UNI物流服务好，时效快，价格实惠，不错的选择
🌹🌹



落叶知秋

我选择UNI是因为：严谨的工作，热情的服务，
飞快的运速，合理的价格完整的体系。我非常
喜欢俄罗斯的地理环境和人文情况。希望能与
UNI一直合作，也希望UNI越做越好。



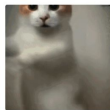
石狮子

用UNI很久了，贴单验货很负责，价格也不贵，
时效很稳定，售后服务也好 🌹🌹



无知是原罪

UNI，你是最棒的 🤗🤗



土豆爱吃马铃薯

推荐 uni 物流！运价优惠，轻货运输省成本。
发货高效，合作了一段时间了。好评！



97026168769

做ozon以来最人性化喜欢uni，物流运输及时且
快速，客服处理消息负责任，物流费便宜，低
价的退货服务使卖家买家退件无忧，最方便
的是买家拒收的包裹可以在俄罗斯仓库免费存放
30天，如有订单还能实现转售，真正实现了退
货无忧，喜欢uni 收起



厌倦^

Ozon 物流 uni 值得您选择！它速度快，时效性
强，让包裹迅速送达。全程可追踪，物流透
明。专业包装仓储，保障货物安全。优质客服
随时响应。价格实惠，助您降低成本。选 ozon
物流 uni，跨境物流轻松无忧！



萝卜木头

UNI物流服务质量高，物流运输的效率、可靠性
和稳定性方面表现良好，确保商品能够及时、
安全地送达目的地。
覆盖范围广，具备广泛的物流网络，能够触及
更多地区，满足跨境电... 展开



qzuser

@翔爱开夫斯基: 做ozon以来最喜欢uni，物
流运输及时且快速，客服处理消息负责任，物
流费便宜，低价的退货服务使卖家买家退件无
忧，最方便的是买家拒收的包裹可以在俄罗斯
仓库免费存放30天，如有订单还能实现转售，
真正实现了退货无忧，喜欢uni 收起



永远追随于晚霞

UNI物流是出了名的专业，不仅速度快，运费
低，不仅保证物件安全抵达，而且中途发生什
么损坏也有专业的售后理赔，过程也不复杂麻
烦，十分的靠谱



牛油果不好吃

我喜欢UNI，不仅仅是因为他的快时效，不
仅仅是因为他的稳定性，也不仅仅是他强大的清
关能力，更在于我使用他的后顾无忧👍自从用
了UNI，我的订单稳定增长，物流方面不需要我
操太多的心，这一点真心点赞👍👍



我叫我的名字

Uni是所有ozon官方合作物流里面最及时的，客
服处理消息最实际的，物流费最便宜的，用了
很多家物流，还是觉得Uni好用，Uninb



是一一呀

UNI物流值得依赖，很希望我们之后可以有进一
步的合作，也希望我们之后可以长期合作🌹一
起进军把俄罗斯市场做大，成为顶峰见见的伙
伴👍👍



心碎香菜

Uni是我用过的跨境物流里面最具性价比的，清
关速度快，服务质量高，覆盖范围广👍



稀碎的知识

UNI确实是我用过很好的一个物流，运输速度挺
快的，而且商品也能得到保障，非常推荐使用
UNI，以后也会继续使用的👍



汤圆国小兵

uni物流通过优化物流流程帮我降低了运输成
本，这一点我是最满意的，帮我提高了经济利
润。而且uni物流能确保货物的运输安全，运输
途中我也能放心，不用担心货物的破损丢失👍



翔爱开夫斯基

做ozon以来最喜欢uni，物流运输及时且快速，
客服处理消息负责任，物流费便宜，低价的退
货服务使卖家买家退件无忧，最方便的是买家
拒收的包裹可以在俄罗斯仓库免费存放30天，
如有订单还能实现转售，真正实现了退货无
忧，喜欢uni 收起



Game Over

22年年底从其他物流更换到Uni，总体来说合作
的愉快，渠道多样，价格相对便宜，上网
快，揽收点全年无休，时效总体稳定👍👍👍



很困的vv

UNI发货揽收流程非常丝滑，只要面单无折痕，
扫描就没问题，自动上传到OZON系统，很方便
👍👍



心碎香菜

Uni是真的负责，之前用别家的时候超重了直接
发 根本不管你会多多少运费，现在超重的客服
都会提醒还要不要发，不发可以退。有时候差
的不是运费 是对客服的一种负责任的心👍真
的大力推荐👍



叶叶

UNI物流的性价比超级高，揽收点网布局很广，
但最让我心动的是免费上门揽收服务，实在是
太贴心了！再加上物流服务的品质，真的很推
荐🌹🌹🌹

UNI advantages

UNI is your most reliable logistics partner:

Competitive Prices and Fast Delivery Times

China to Moscow: Delivery times start from 4 days, with shipping costs as low as under \$1



Over 20 Years

UNI has more than 20 years of experience in international logistics and customs clearance



Stable Delivery Times

We have delivered 12 million parcels within a year. We are always ready to handle all situations and respond quickly to any issues that arise.

Compensation for Destruction

If you choose to destroy the products within the specified timeframe (within 30 days), we will compensate you 10 yuan

Low-Cost Returns to China

We can return packages to any address in China for a very competitive price

Reselling Returns Across Russia

In your UNI system, you can select undelivered packages for redirection

Full Responsibility for Goods Safety

We will compensate for any losses during the delivery process



Professional Customer Service

Support is available in Chinese, English, and Russian



Main partners of UNI for Cross-Border B2C logistics

OZON

wildberries

Яндекс **Маркет**

AliExpress™

Let's do Cross-Border to Russia!

From the heart



to Russia!

Please scan to contact UNI customer service

For more information about our services, please reach out to our customer support




For inquiries about collaboration, please get in touch



Nastya
Head of BD



 **vivatao_ana**
kovaleva@unitrade.su
unitrade-global.com