UNI DIGITAL LOGISTICS

CHINA → RUSSIA · E-COMMERCE LOGISTICS

Ship from China.
Sell in Russia.

A Russian cross-border B2C logistics operator

Warehousing · freight · customs · last mile, end to end



Marketplaces

WB, Yandex Market
MVideo, AliExpress, Joom

Direct sales

Your own sites and other online channels

Warehousing & tech

Storage and digital shipment management

20+ years moving goods from China to Russia

A Russian company since 2004, operating in China since 2015

Approved by Russian Customs for simplified B2C parcel processing. We cover the full chain:

Warehousing | **Freight** | **Customs** | **Last mile**

2004
founded in Russia

2015
entered China, office in Shenzhen

2M+
parcels delivered monthly



Marketplaces we serve

UNI ships China-to-Russia orders for sellers on these platforms

Wildberries

Yandex Market

MVideo

AliExpress

Joom

Plus your own websites and other online channels

UNI Offline / B2C: direct delivery to Russian shoppers

Our mission



“

We are bringing China and Russia closer. Our goal is convenient, reliable infrastructure for Chinese sellers growing in Russia: quality products from China for shoppers, fast and secure delivery for sellers.

Kirill Durnov

Managing Partner, UNI Digital Logistics

Milestones

2004	UNITRADE founded and begins operations
2010	Customs broker license for B2B cargo
2013	Individual customs clearance of B2C parcels
2017	Registry-based clearance of B2C parcels
2018	Cloud WMS launched for B2C operations
2020	Wildberries project: B2C exports with VAT refund
2021	Ozon B2C parcels shipped from China and Turkey
2022	End-to-end B2C imports for AliExpress, Yandex and Wildberries
2024	Third customs clearance point opens in Novosibirsk
2025	Yekaterinburg opens; direct routes to 5 countries
2026	New UNI Seller Center

Russian e-commerce keeps growing

+19%
online sales growth in 2025

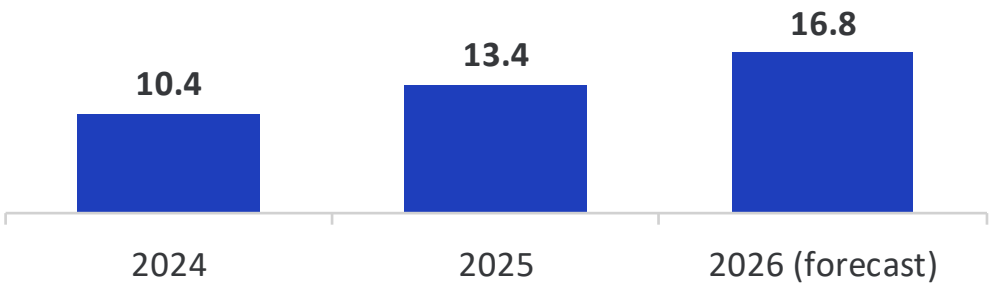
₽13.4T
market size in 2025 (≈ $160B)

8.3B
orders in 2025 (+24%)

26%
e-commerce share of retail

Market size, ₽ trillion

2024–2025 actual; 2026 forecast



What this means for sellers

- 60%+ of orders are regional; Siberia and the Far East grow fastest
- Marketplaces keep tightening SLAs
- Speed and reliability win

UNI infrastructure

100+

drop-off points in China

40,000+

pickup points in Russia

4

customs clearance points

10 km

from Dongning warehouse to the border

90 days

of free FBP storage (promotion)

Drop-off across China



100+

drop-off points
across China

Free pickup

From 5 parcels, anywhere in China. Book in UNI Seller Center for today or any date you choose

Where we are

- ✓ Shenzhen
- ✓ Guangzhou
- ✓ Dongguan
- ✓ Shanghai
- ✓ Yiwu
- ✓ Ningbo
- ✓ Jinjiang
- ✓ Putian
- ✓ Nanjing
- ✓ Jinhua
- ✓ Jixi
- ✓ Hong Kong

Our own customs warehouses in 4 cities



Moscow

Area	**2,100 m²**
Opened	**2018**
Capacity	**80 t/day**
Processing	**24 hours**
Transport	**road + air**



Ussuriysk

Area	**2,830 m²**
Opened	**2018**
Capacity	**90 t/day**
Processing	**24 hours**
Transport	**road**



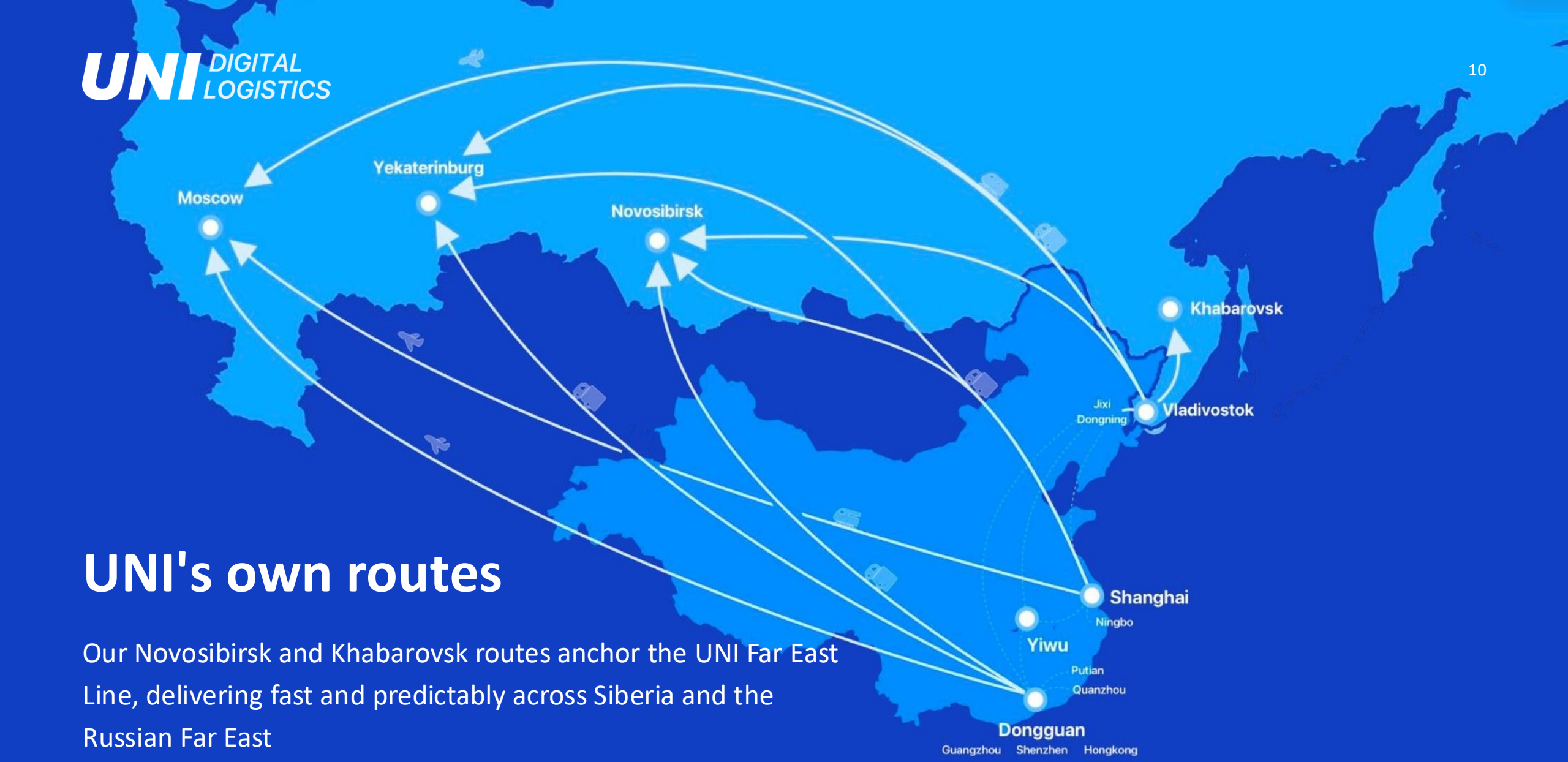
Novosibirsk

Area	**560 m²**
Opened	**2024**
Capacity	**30 t/day**
Processing	**24 hours**
Transport	**road + air**



Yekaterinburg

Area	**1,760 m²**
Opened	**Sept 2025**
Capacity	**60 t/day**
Processing	**24 hours**
Transport	**road + air**



UNI's own routes

Our Novosibirsk and Khabarovsk routes anchor the UNI Far East Line, delivering fast and predictably across Siberia and the Russian Far East

UNI Express: speed sells

8 days

from DGM warehouse (South China) to Moscow

Faster delivery means more orders

Speed = reviews = cash flow

Pickup anywhere in China

Book it in UNI Seller Center

Air freight end to end

Fast-track clearance at the border crossing

Proven customs clearance

No held shipments: compliant, secure, fast

Electronics and battery-powered devices

Accepted for shipping

UNI × Wildberries

FBS

Keep stock; hand orders to UNI after the sale

FBP via WB Plus

Pre-stock at the UNI warehouse in Dongning

One inventory

The same stock sells on WB and Yandex Market

After the sale

WB returns: ship back, resell or dispose

UNI GOLDEN STANDARD

8 days
FBS

6 days
FBP

FBP Dongning: inventory next to the border

6 days stated average from order to Moscow warehouse

90 days of free storage (promotion)

What UNI handles at the warehouse

Receiving → **Put-away** → **Pick & pack** → **Labeling** → **Dispatch**

UNI × Yandex Market

FBS + UNI warehouse

Ship per order or pre-stock at UNI FBP

5 channels

Economy, Express, Super Express
and 2 Extra Small channels (up to 500 g)

Pickup from 5 parcels

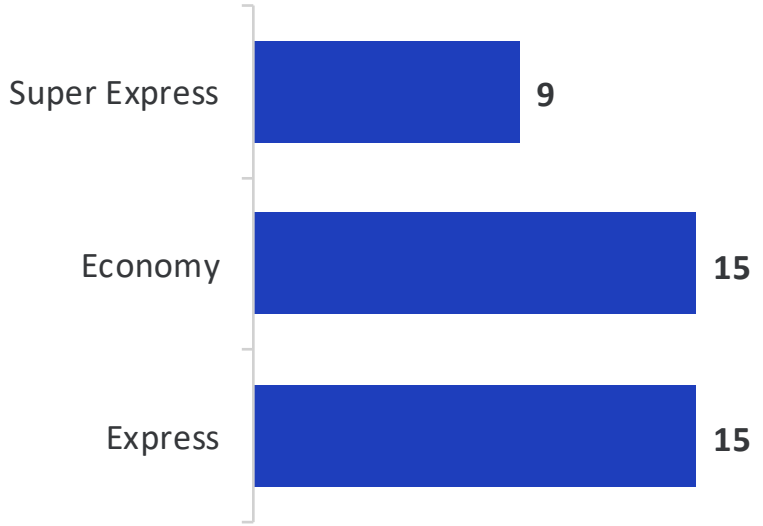
Free pickup for direct orders

Returns

To China or Russia

Average times, August 2026

days from order to delivery



UNI Offline / B2C

01

Direct sales

Your sites, DTC and other channels shipping to Russian shoppers

02

Pick a channel

Based on recipient ID, weight, dimensions, contents and timing

03

Create shipments

Manual or Excel upload: rates, payment, labels

04

Track delivery

Statuses in Offline Seller Center; API for 200+ parcels a day

To pick a channel we need: recipient ID availability, weight, dimensions, contents and target delivery time

B2C: four delivery options

WITH ID

Super Economy

20–25 days

Parcel ≤ 30 kg

CNY/parcel + CNY/kg

15 + 35 × kg

WITH ID

Express

10–15 days

Parcel ≤ 30 kg

CNY/parcel + CNY/kg

15 + 60 × kg

Min. batch 50 kg

NO ID

Economy · 5 kg

20–30 days*

Parcel ≤ 5 kg

CNY/parcel + CNY/kg

15 + 35 × kg

NO ID

Economy · 20 kg

20–30 days*

Parcel ≤ 20 kg

CNY/parcel + CNY/kg

50 + 35 × kg

* ID = recipient's passport details. With-ID channels bill by chargeable weight; no-ID channels by actual weight.

UNI Seller Center

WB and Yandex stores

Connect via API key or token, manage shipments

FBP warehouse

Inbound and pickup requests, stock, statuses

Offline / B2C

Registration, labels, payment and tracking

NEW

Store transfer

Move a store to another account yourself

released

September 25

Not available while an FBP warehouse is linked: clear stock, finish operations and delete the warehouse first

Seller Center: tracking, analytics, rewards

Track delivery

Free sign-up; live status for every parcel until delivery

Analytics

Regions, transit times, average weight and cost trends

Online pickup booking

Your time and address, any date, free of charge

Referral program

Earn a bonus per referred seller, withdraw anytime

Sign up for
UNI Seller Center

Free to join

Returns and guarantees

Paid to dispose

CNY 10 per parcel for disposal within 14 days

Return to China

CNY 50 to any address in China

Resell within Russia

Redirect unclaimed parcels in the UNI system

Every type of return

Customer returns, unclaimed parcels, re-exports

Full liability

We cover any loss during delivery

Trilingual support

Chinese, English and Russian

Why sellers choose UNI

One stock, two marketplaces

WB and Yandex both sell from UNI stock

✓ **Less split inventory**

Warehouse by the border

10 km from the border, UNI handles every step

✓ **Less manual work for you**

Drop-off and pickup

100+ drop-off points in China

40,000+ pickup points in Russia

✓ **More ways to send and receive**

Choice and control

90 days of promotional storage; B2C with or without ID; parcel tracking and return options

One UNI ecosystem

Wildberries

FBS and WB Plus
Stock in Dongning

Yandex Market

FBS and UNI FBP
warehouse services

Direct sales

UNI Offline / B2C
Channel per order

UNI digital services

Marketplace and Offline Seller Center manage every shipment and warehouse operation

To recommend a solution, we need:

✓ platform | ✓ product | ✓ weight | ✓ dimensions | ✓ volume | ✓ delivery time

Grow your Russian e-commerce with UNI

Customer support

Hotline

0755-6683 7271

Hours (Beijing time)

9:00–12:00
13:30–18:00

Scan the QR code or message our official WeChat account, UNI电子物流

Partnerships



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