



November 18, 2016

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Company Code No.: 539807	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Company Symbol: INFIBEAM
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Dear Sir/ Madam,

Sub: Presentation on Unaudited Financial Results for the Quarter and Half Year ended September 30, 2016

Please find enclosed herewith Presentation on the Unaudited Financial Results for the Quarter and Half Year ended September 30, 2016.

Please acknowledge the receipt.

Thanking you,

Yours faithfully,

For Infibeam Incorporation Limited


Shyamal Trivedi
Vice President & Company Secretary



Encl: Presentation

INFIBEAM INCORPORATION LIMITED

Regd. Office: 9th Floor, "A" Wing, Gopal Palace, Nehrunagar, Ahmedabad 380015. Phone: +91.79.4040.3600

CIN:L64203GJ2010PLC061366



Infibeam Incorporation Limited

Financial Results

Q2 FY17

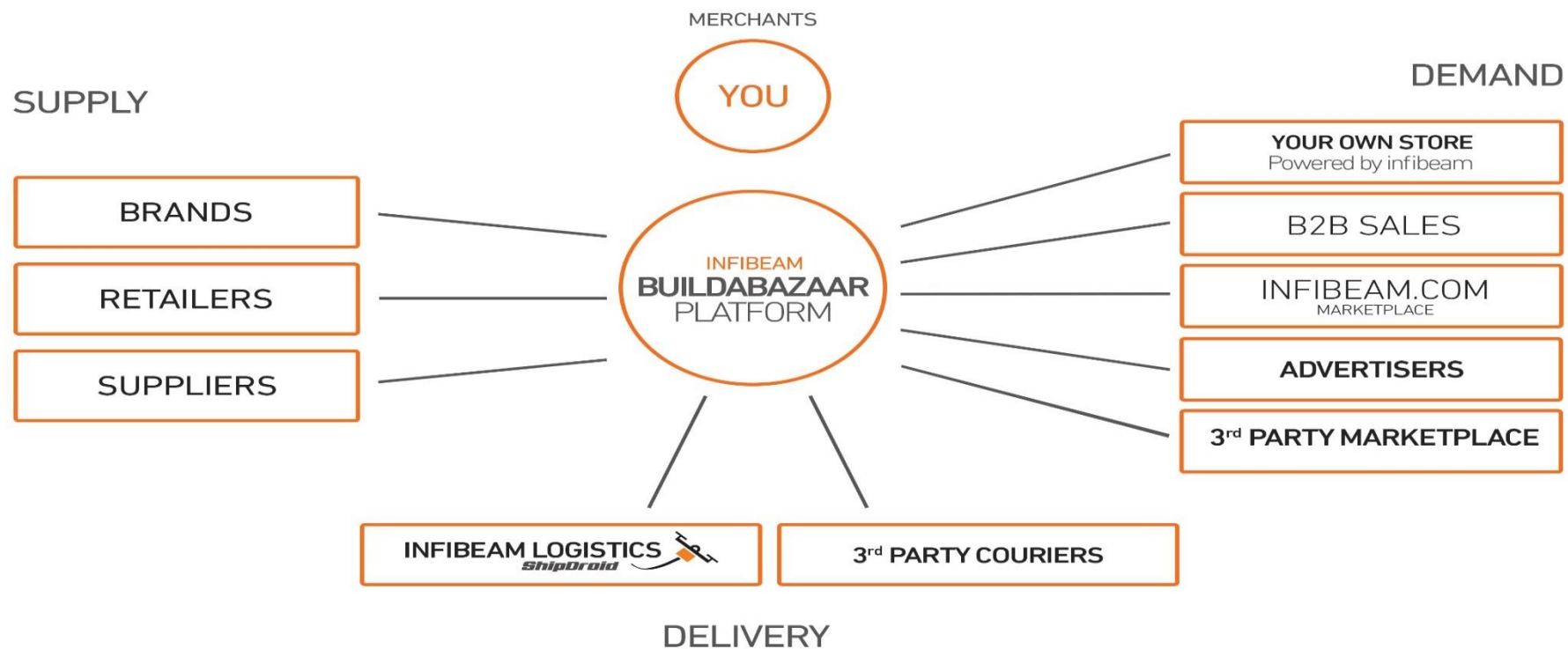
DISCLAIMER



This presentation contains certain words and statements concerning Infibeam Incorporation Limited (“the Company”) and its prospects, and other statements relating to the Company’s expected financial position, business strategy, the future development of the Company’s operations and the general economy in India & global markets, are forward looking statements. Such statements involve known and unknown risks, uncertainties and other factors, which may cause actual results, performance or achievements of the Company, or industry results, to differ materially from those expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future business strategies and the environment in which the Company will operate in the future. Actual results could differ materially for a variety of reasons, including fluctuations in foreign exchange rates, changes in global economic conditions and consumer spending, world events, the rate of growth of the Internet and online commerce, the amount that Infibeam invests in new business opportunities and the timing of those investments, the mix of products sold to customers, the mix of net sales derived from products as compared with services, the extent to which we owe taxes, competition, management of growth, potential fluctuations in operating results, international growth and expansion, the outcomes of legal proceedings and claims, risks of inventory management, seasonality, the degree to which the Company enters into, maintains, and develops commercial agreements, acquisitions and investment of strategic transactions, payments risks, and risks of warehouse and logistics productivity. Other risks and uncertainties include, among others, risks related to new products, services, and technologies, system interruptions, government regulation and taxation, and fraud. The other important factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements include, among others, changes in government policies or regulations of India and, in particular,

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INFIBEAM – POWERING DIGITAL ENTERPRISE



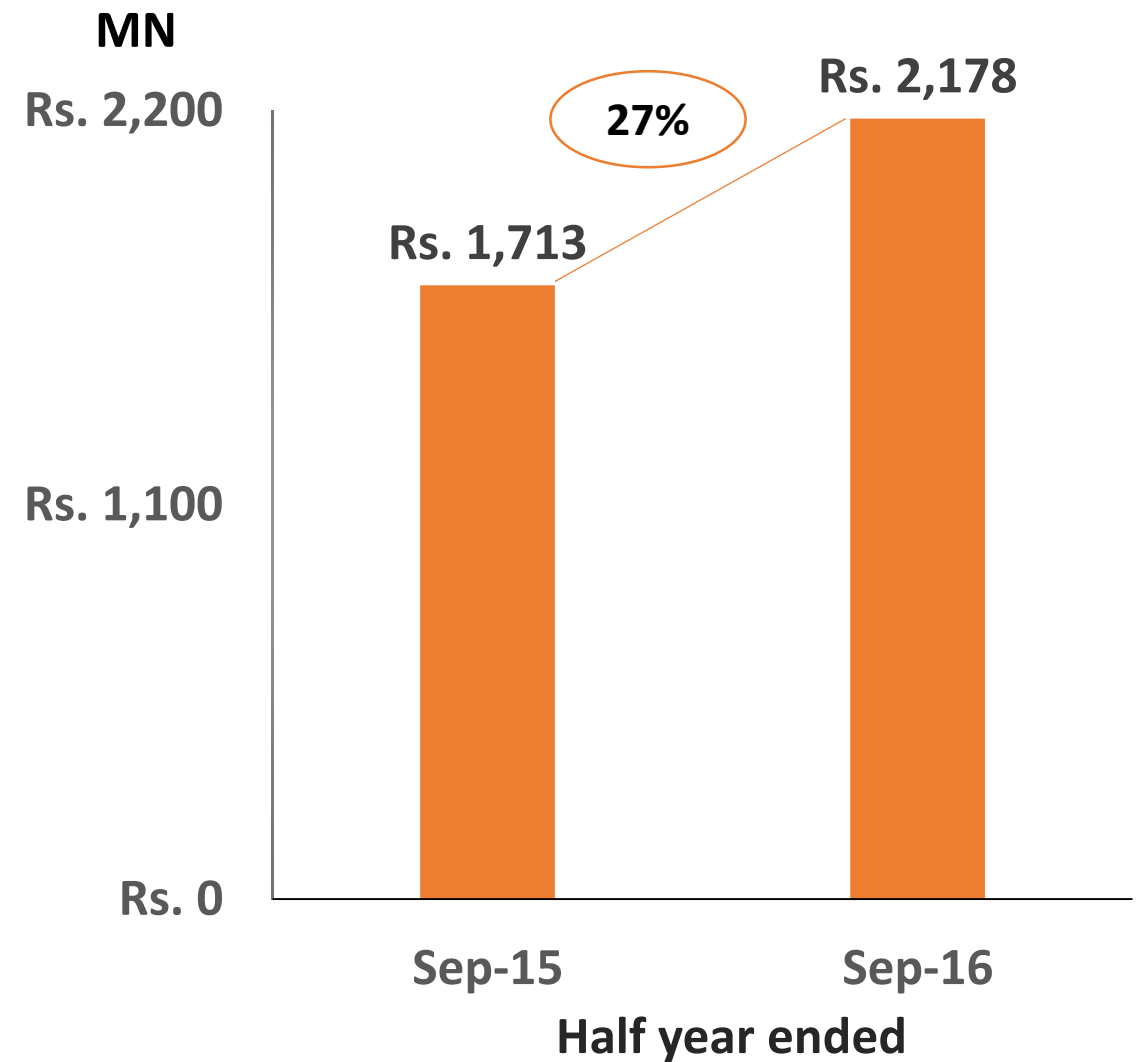
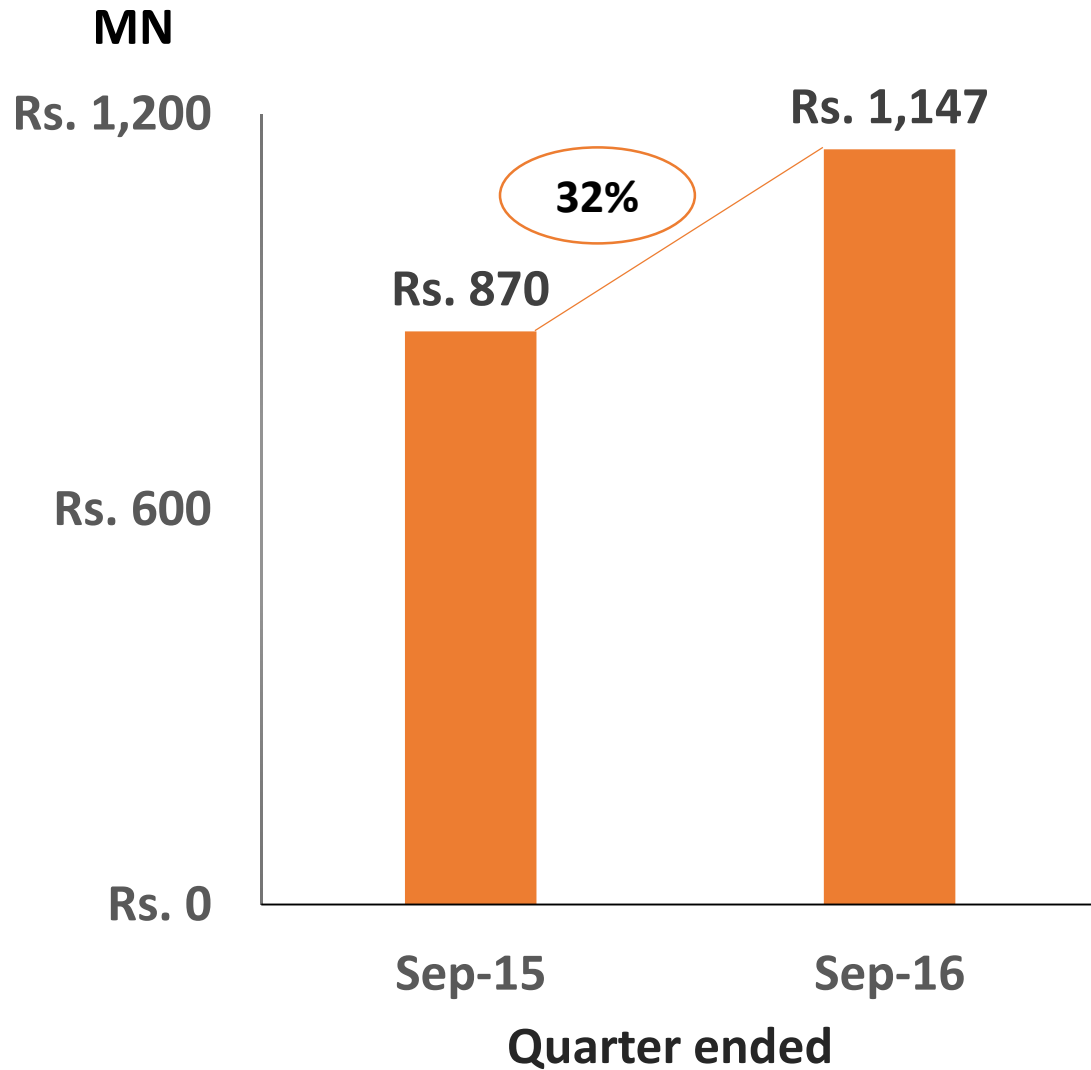
Note: 3rd party marketplace include integrations with companies that operate as marketplace for buyers to meet sellers. Advertisers include Google, Facebook and other large advertising networks

OPERATIONS SNAPSHOT – Q2FY17

	Scale	Revenue	Impact
SERVICE	61,248 Registered merchants ¹	Rs 336 Mn Service Revenue (Jul-Sept FY17)	66% Segment Result in Q2 FY17
PRODUCT	8.24 Mn Active Users on Infibeam.com ²	Rs 811 Mn Product Revenue (Jul-Sept FY17)	1.1% Gross Margin in Q2 FY17
TOTAL	15 Mn+ SKUs offered on infibeam.com ¹	Rs 1,147 Mn Total Revenue (Jul-Sept FY 17)	19% EBITDA Margins in Q2 FY17

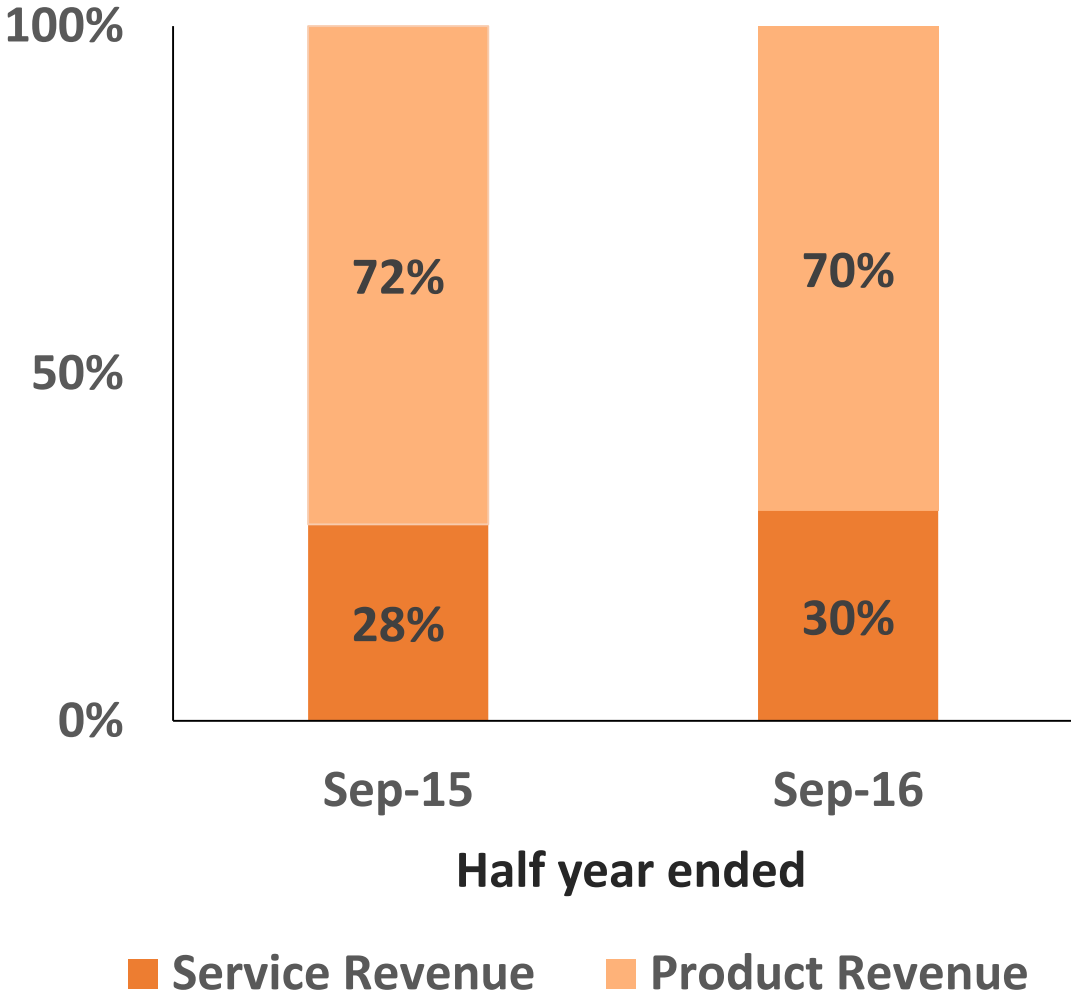
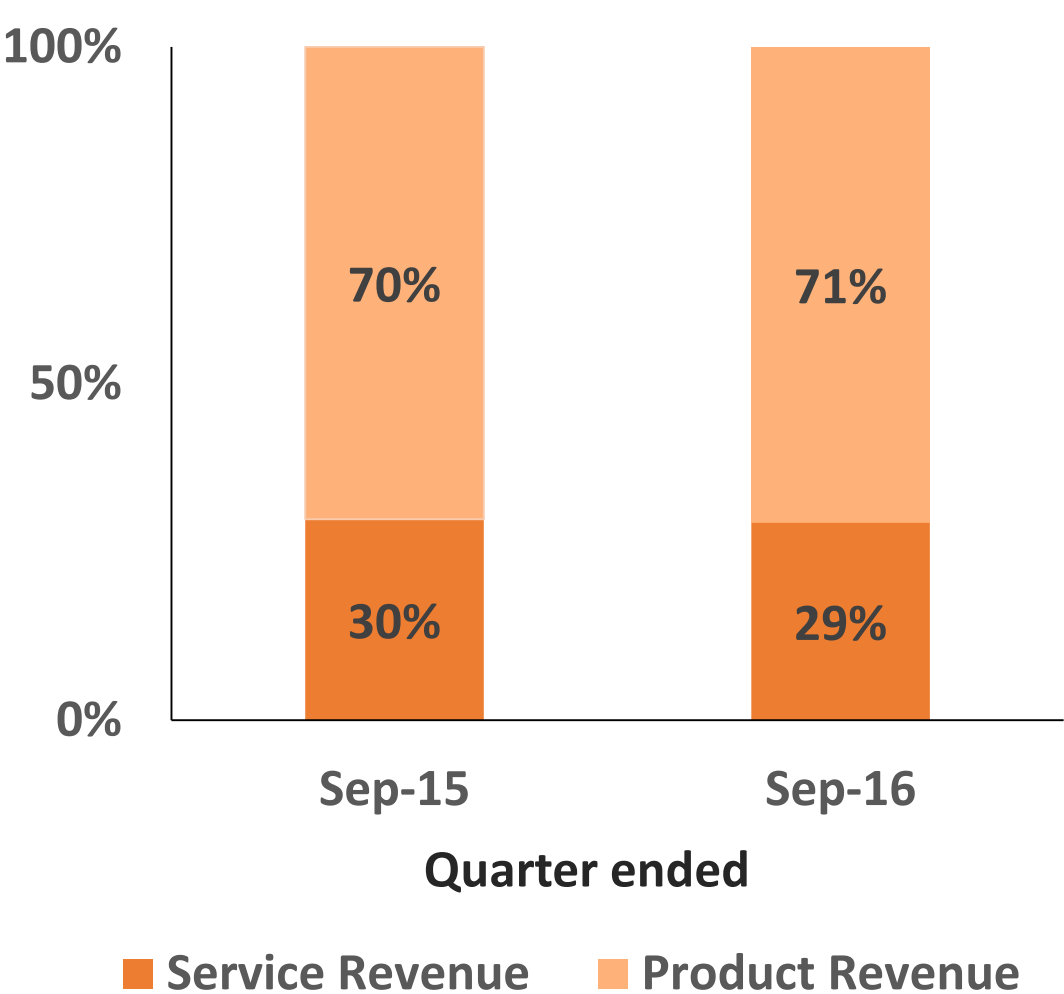
Note : (1) As of qtr ended Sept 30, 2016; (2) As of qtr ended Sept 30, 2016 , based on last login in the immediately preceding 12 months;

CONSOLIDATED REVENUE Q2FY17



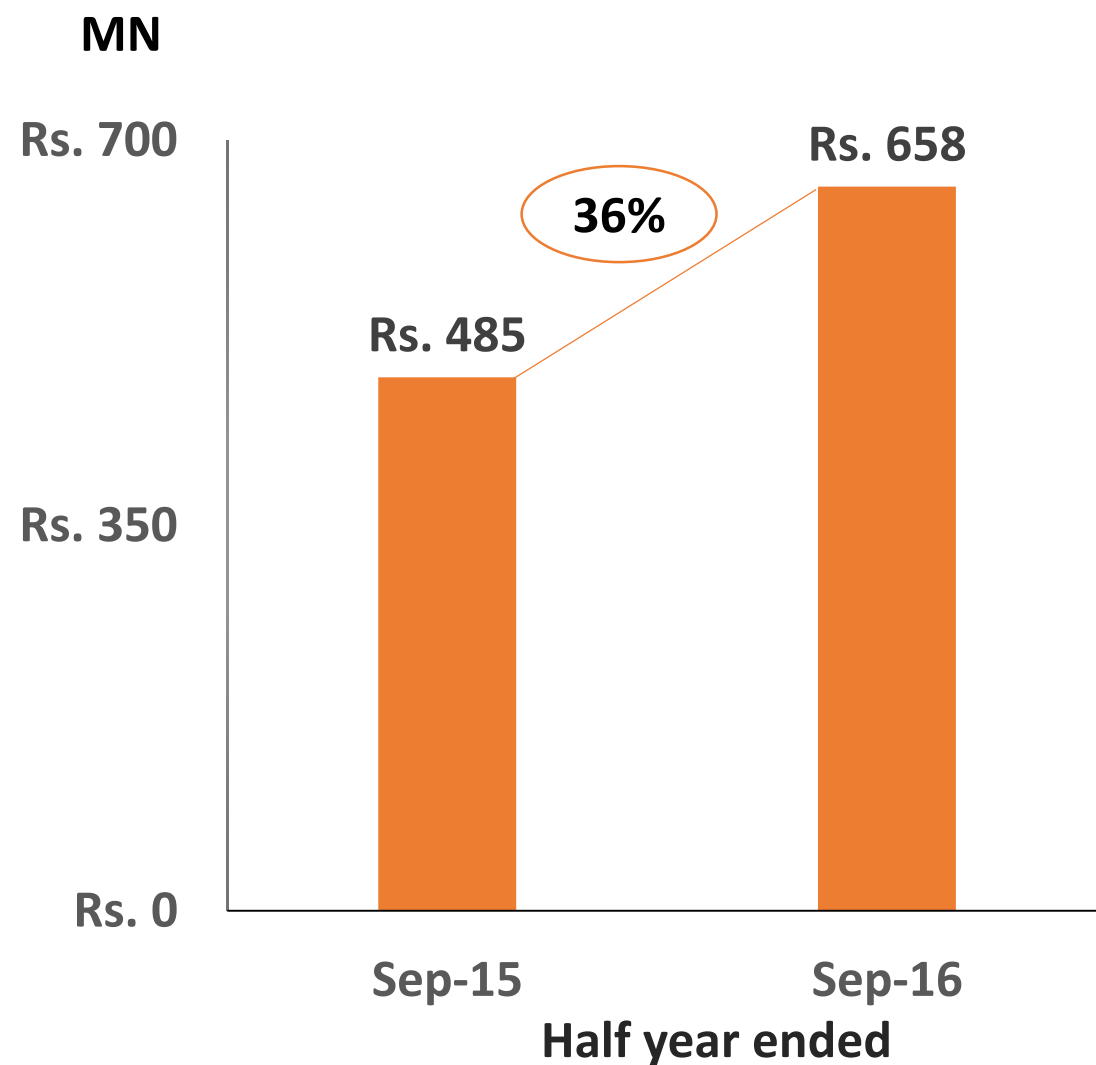
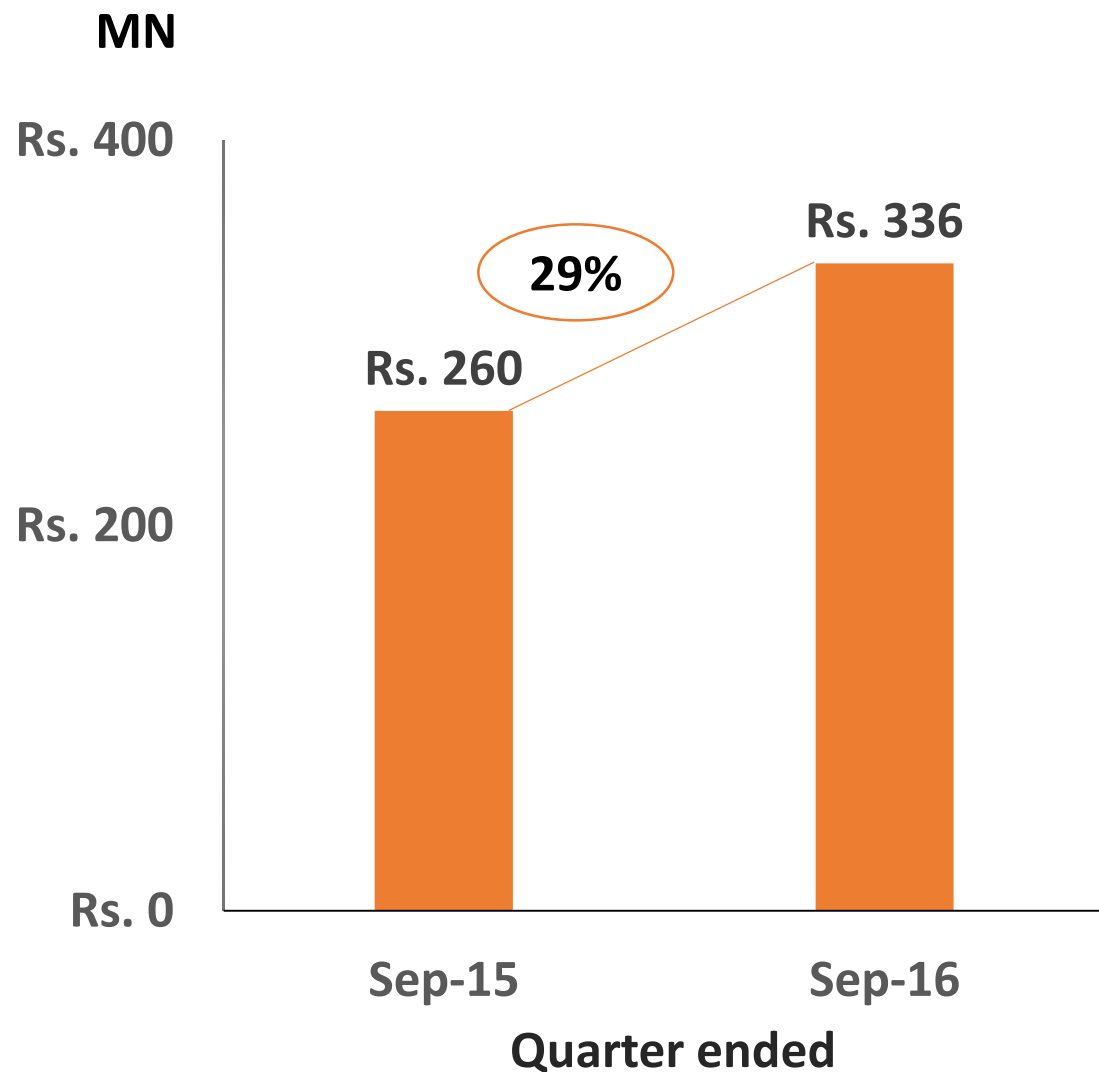
Note: Revenue from Operations.
The bar graph may not visually appear in proportion to scale.
Infibeam Incorporation Limited

CONSOLIDATED REVENUE Q2FY17



Note: Revenue from Operations.
The bar graph may not visually appear in proportion to scale. Decimals are rounded off to closest integer.
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Q2FY17 REVENUE – SERVICES SEGMENT



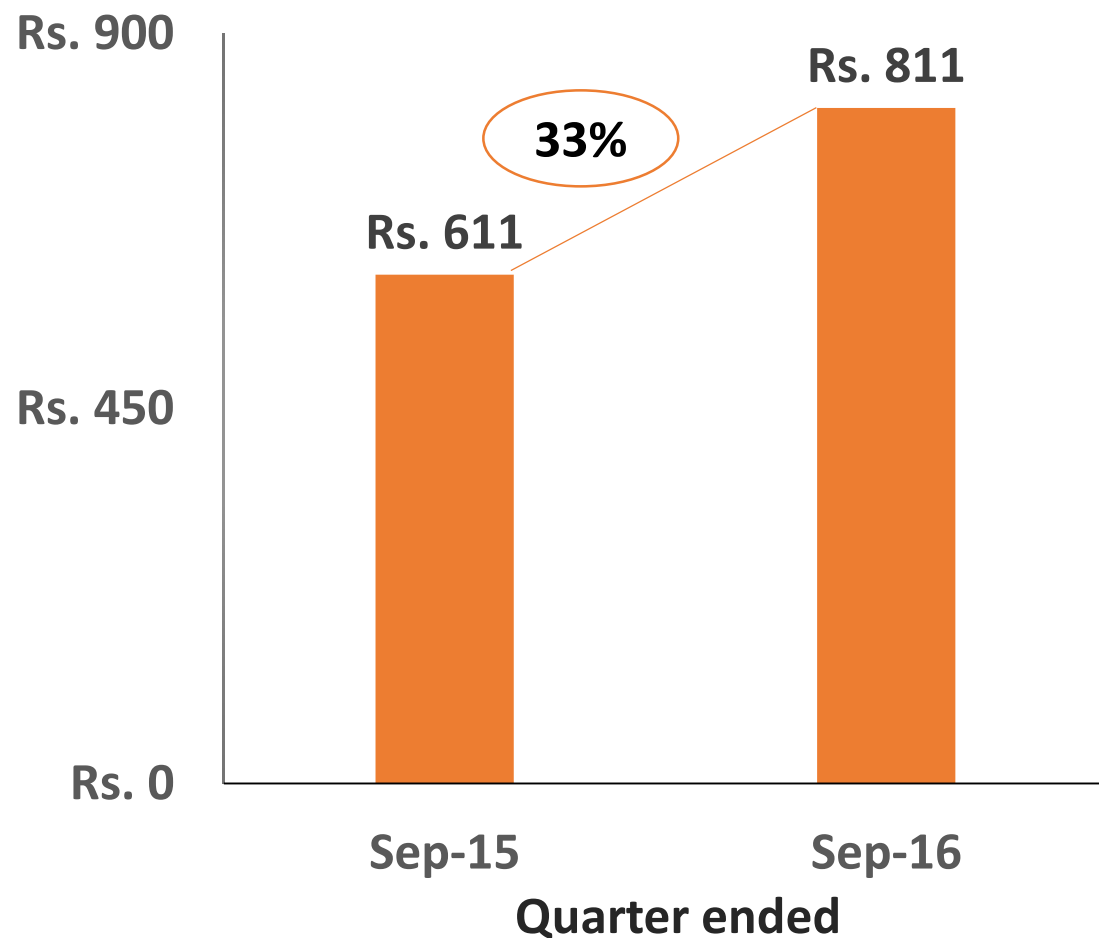
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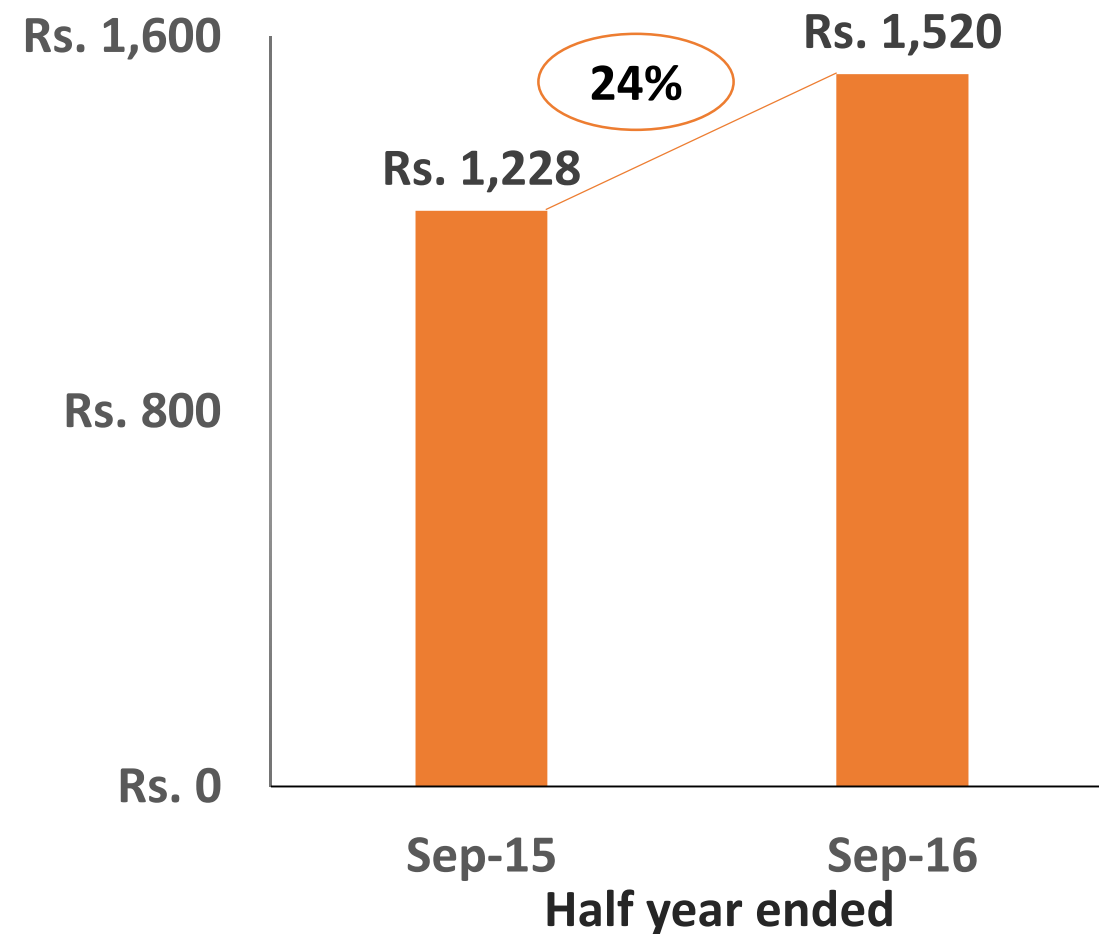
Q2FY17 REVENUE – PRODUCT SEGMENT



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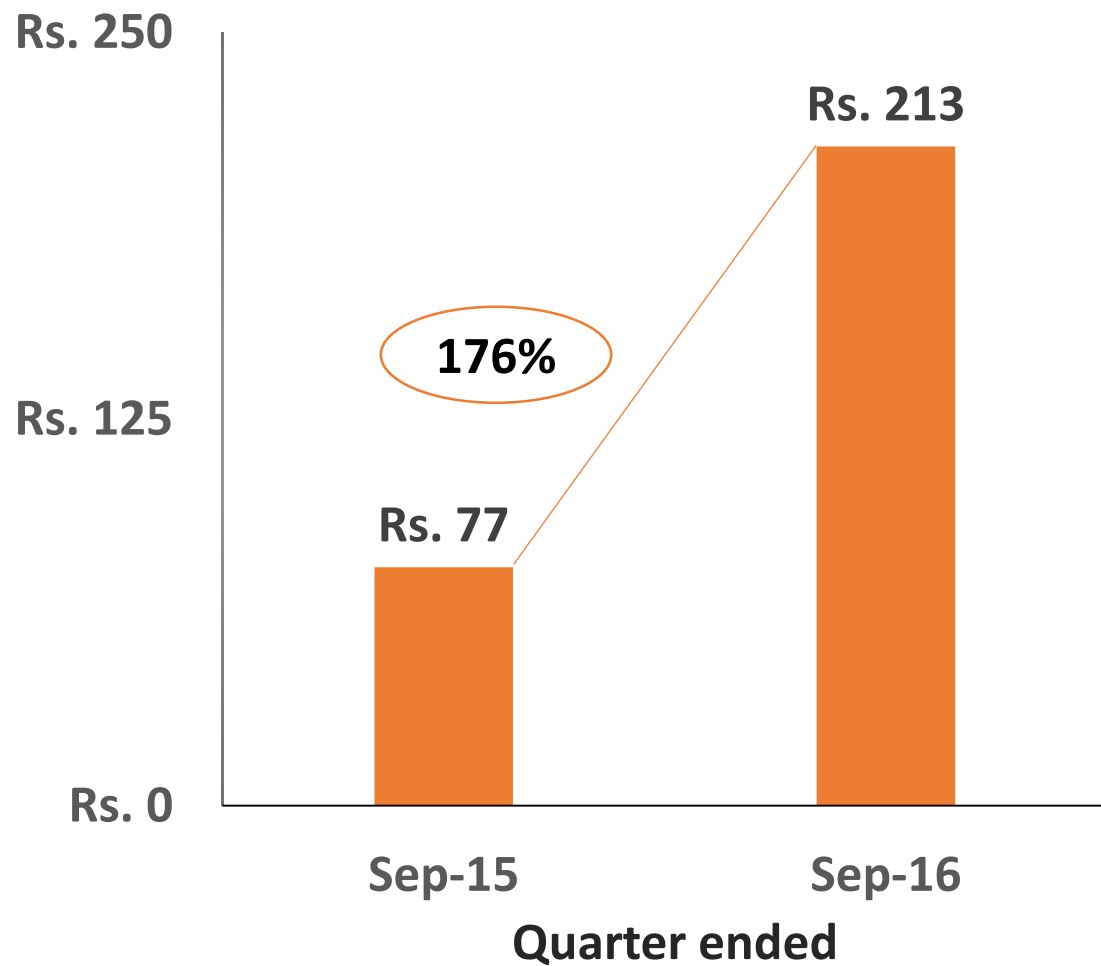
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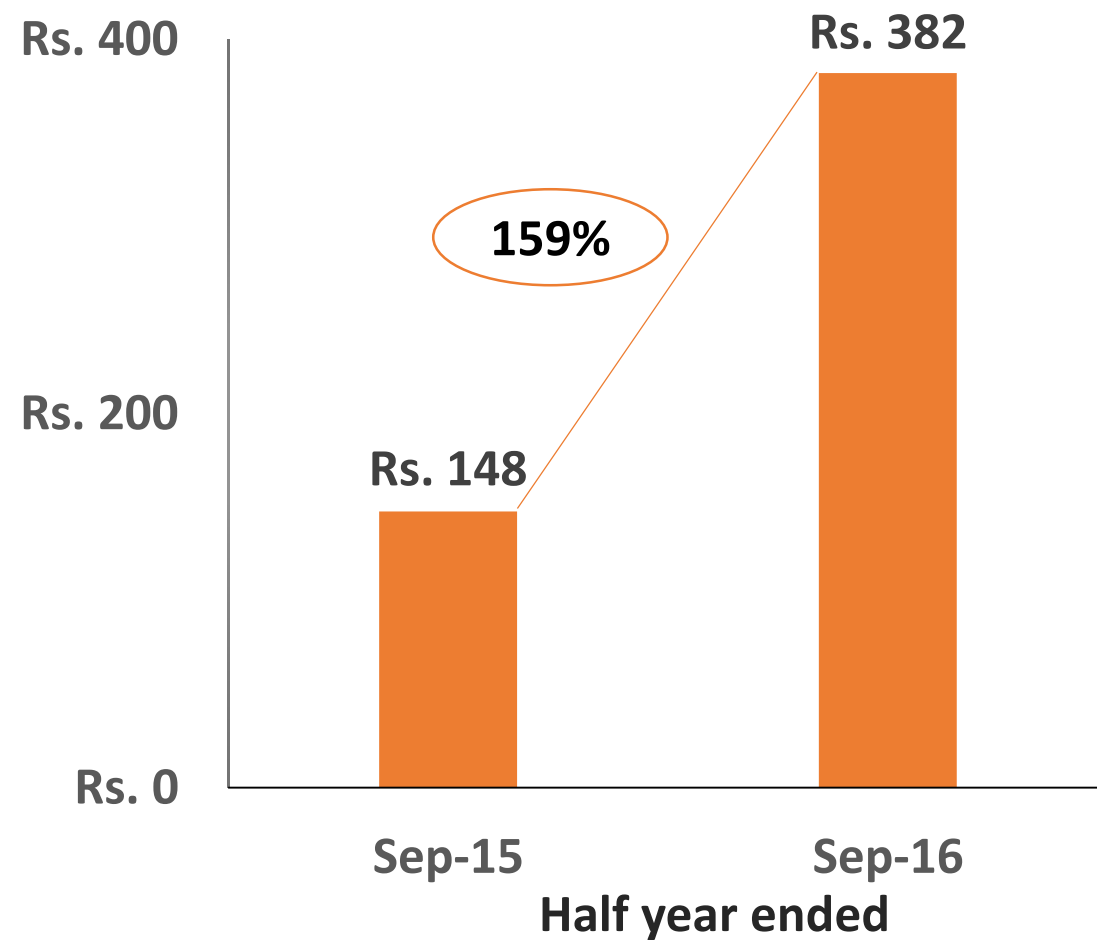
Q2FY17 EBITDA



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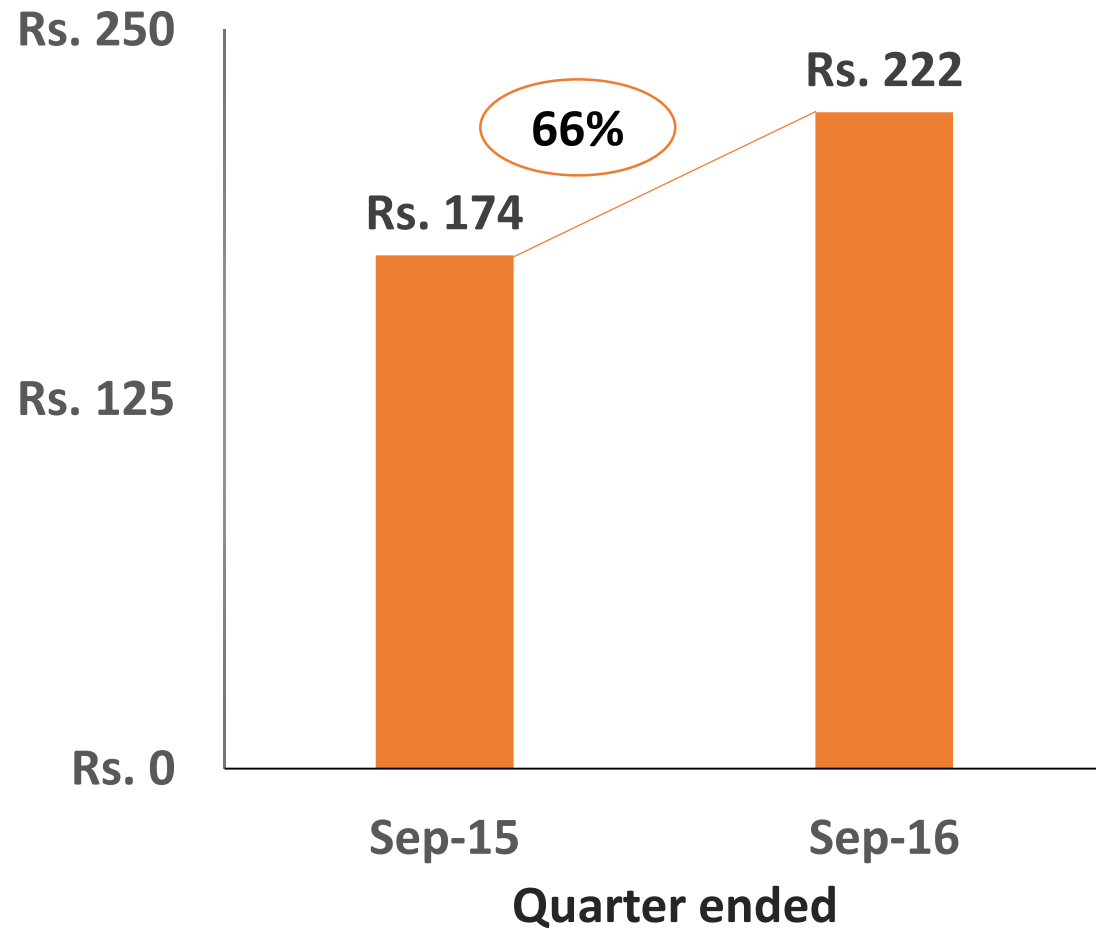


Note: EBITDA excludes other income
The bar graph may not visually appear in proportion to scale.

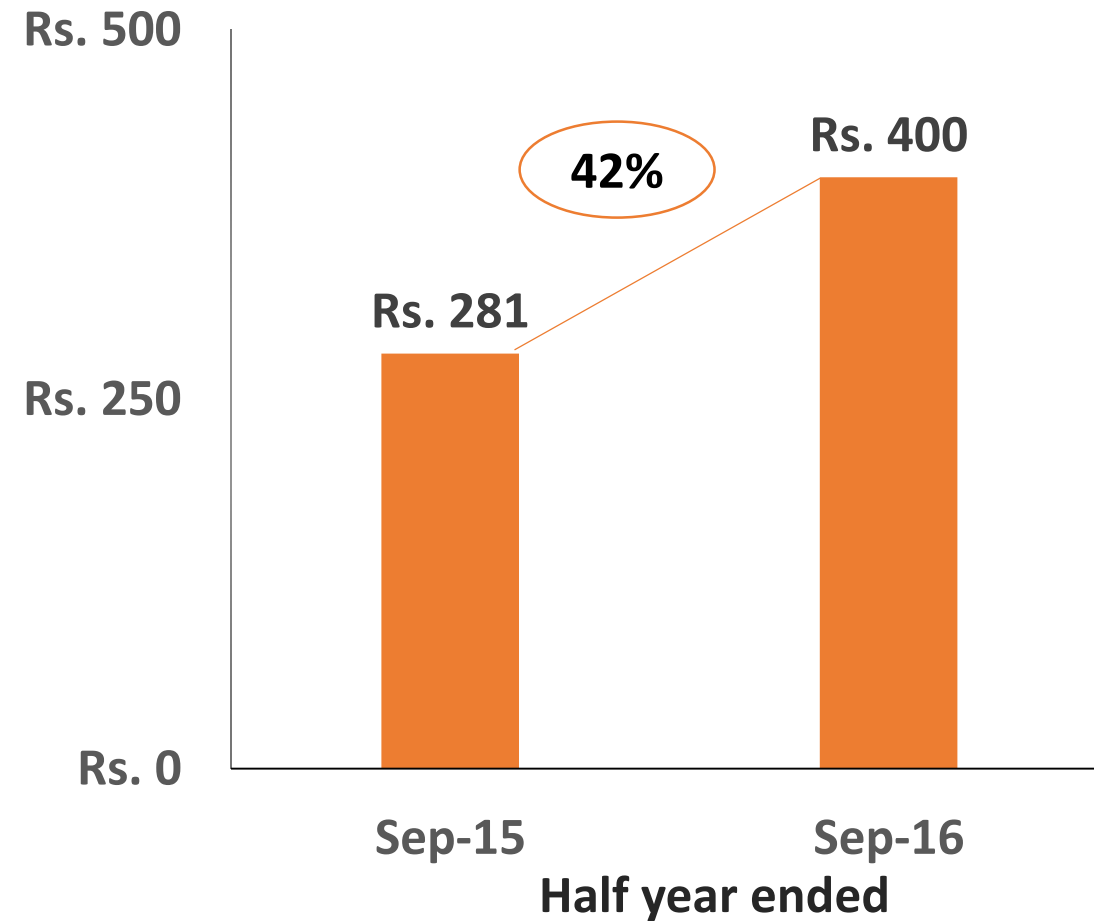
Q2FY17 SERVICES SEGMENT RESULT



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Q2FY17 PRODUCT SEGMENT RESULT



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Quarter ended

Sep-15

Sep-16

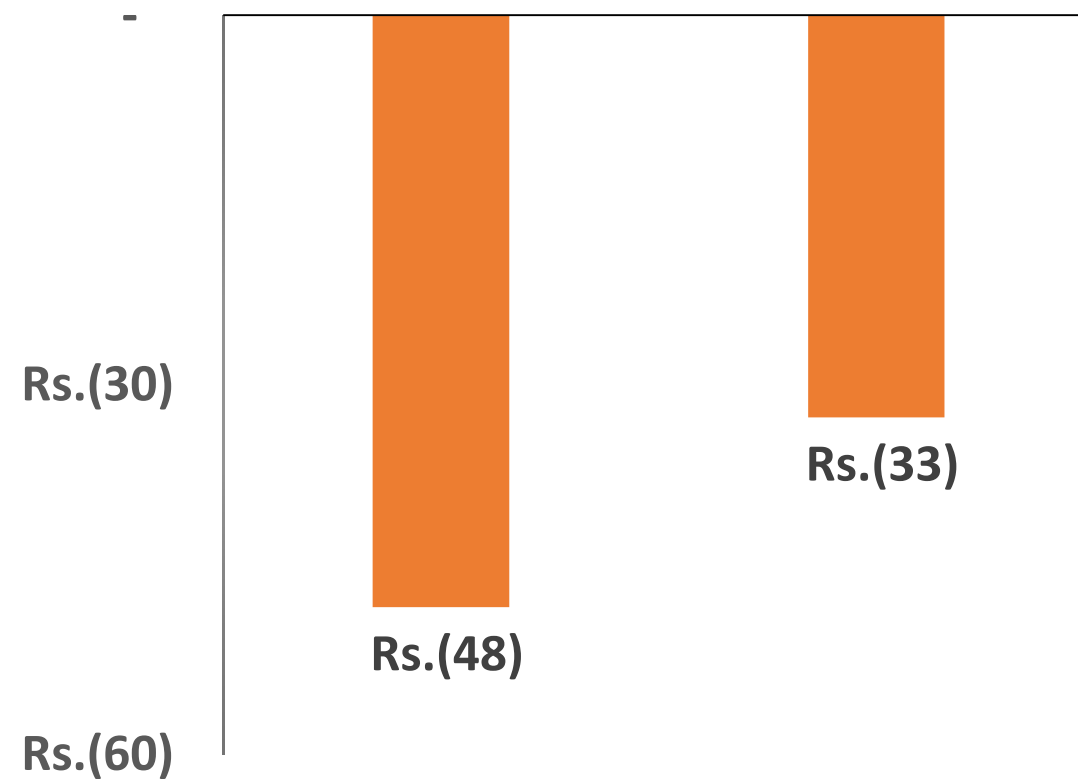


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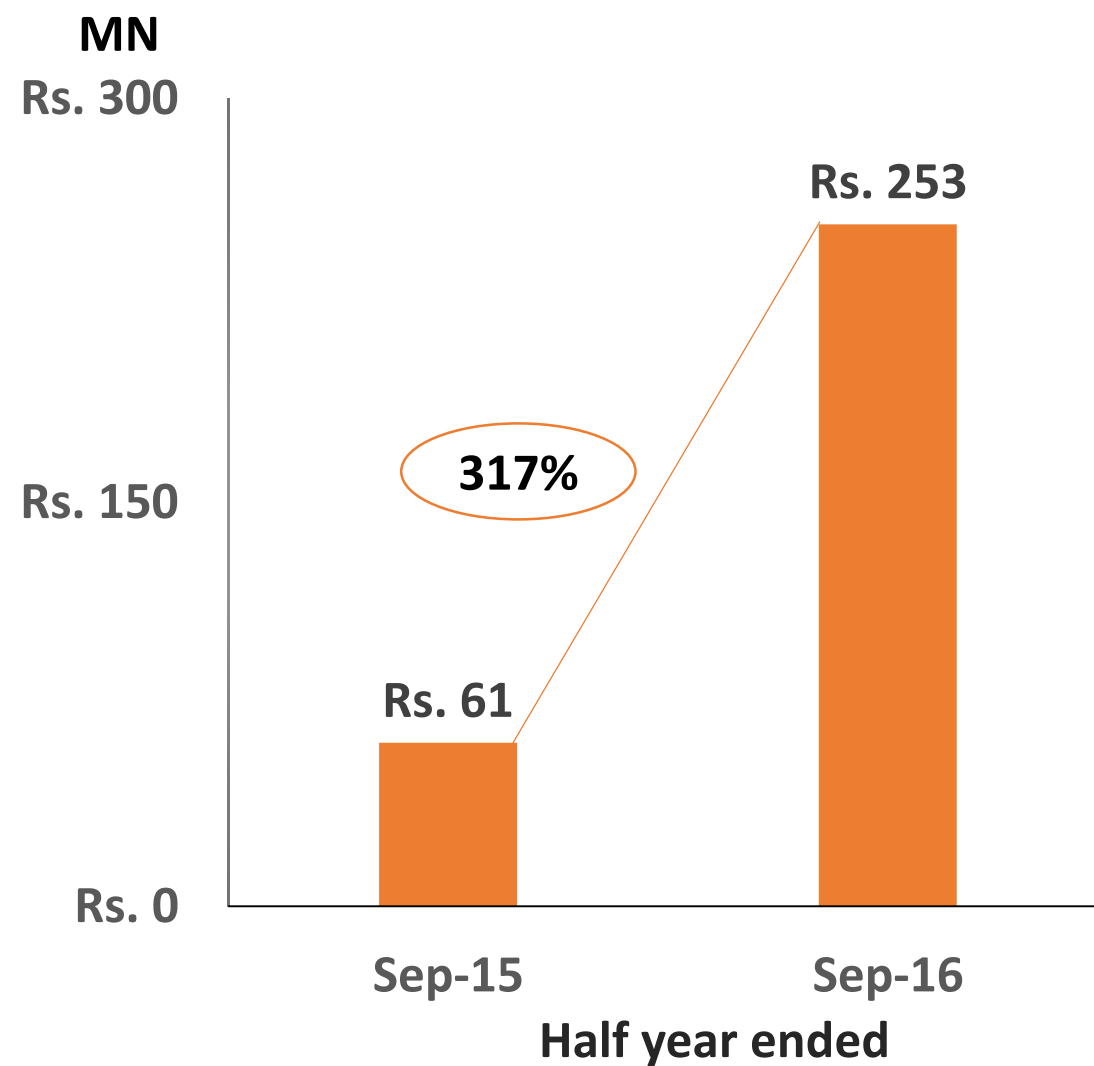
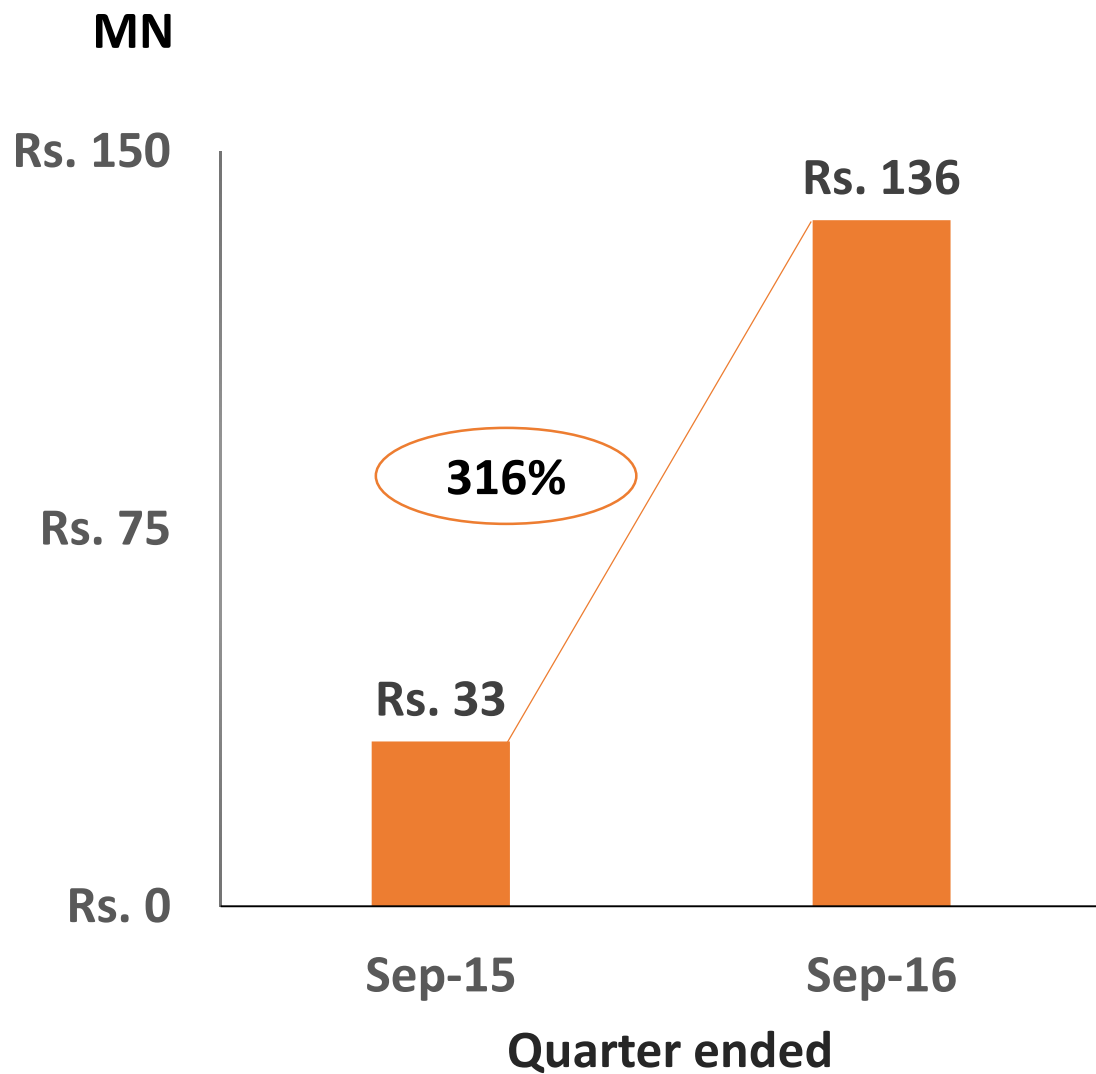
Half year ended

Sep-15

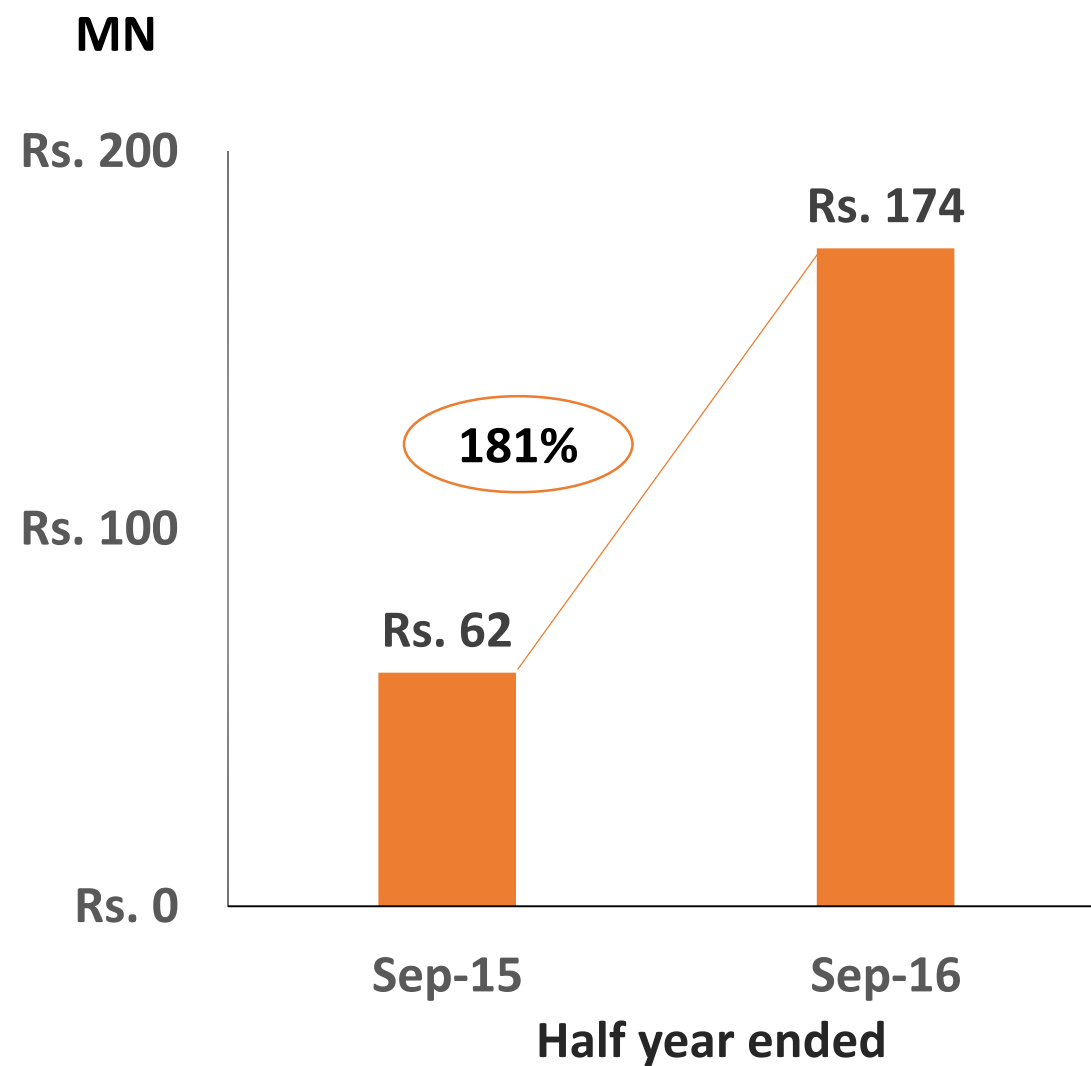
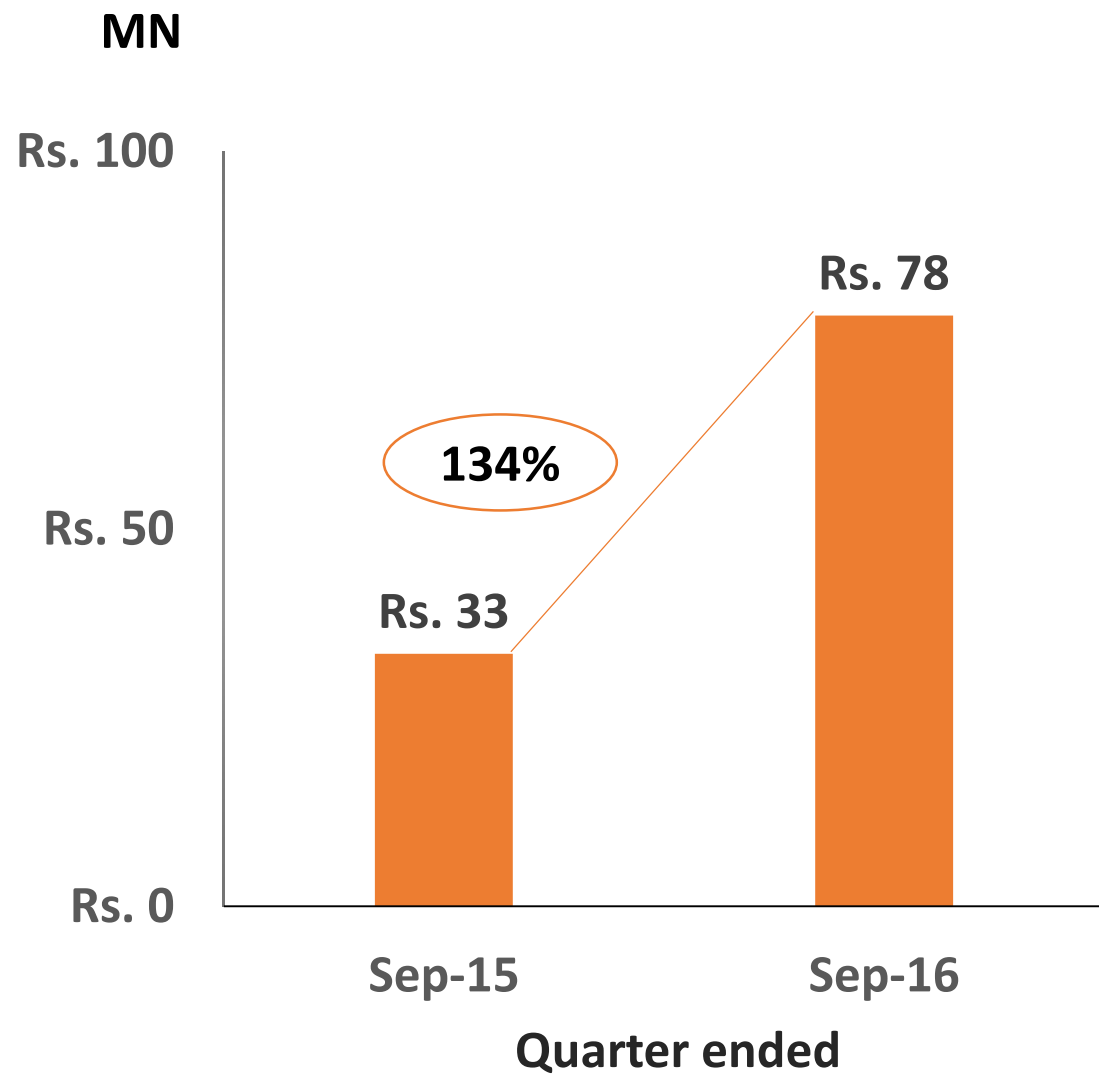
Sep-16



Q2FY17 PROFIT BEFORE TAX



Q2FY17 PROFIT AFTER TAX



NEW DEVELOPMENT IN Q2 FY 17



An MOU with IL&FS Township & Urban Assets Limited ("ITUAL") for undertaking and implementing projects in digital space and e-commerce for central government, various state governments and Private Partners. A Special Purpose Vehicle ("SPV"), being set up by Infibeam, will provide its state of art technology and office premises for the same with a targeted revenue opportunity of INR 1250 Crores in 5 years starting from 2017-18.



A Joint Venture and Licensing arrangements through wholly owned subsidiary i.e. Infibeam Global EMEA FZ-LLC, with Dubai UAE based KSK Capital for offering e-commerce solutions of marketplace and distributed marketplace along with digital marketing under its global platform which will cater to 40 countries in Middle East and Africa (MEA) region for offering e-commerce solutions to merchants and customers..



Saudi Telecom (JAWWY)

Partner with Saudi Telecom to provide Company's technology platform to launch next generation mobile experience "Jawwy". Launched in H1 FY17.

Fully owned Subsidiary in Dubai

Infibeam Global EMEA FZ-LLC has been setup in Dubai and operational. In Q2 FY17, wholly owned subsidiary has signed up clients in the region to generate additional service revenue.

JV MoU with KSK Capital Dubai

In Q2 FY17, Company thru its fully owned subsidiary in Dubai signed an MoU to offer e-commerce solutions across 40 countries in ME and Africa. As next steps, Company will get into definitive agreement within this financial year.

GCMMF Contract (Amul)

Infibeam signed an MoU with GCMMF for developing 'online and mobile' framework. Pilot launch in progress.



MoU with IL&FS Subsidiary

Entered into an MoU with IL&FS in Q2 FY17 to undertake and implement several projects in digital and e-commerce for Central, State Govt and Private Partners

Investment in CCAvenue

Completed acquiring stake in CC Avenue, a leading payment solutions provider in India. Work towards deep payment integration into the platform under way.

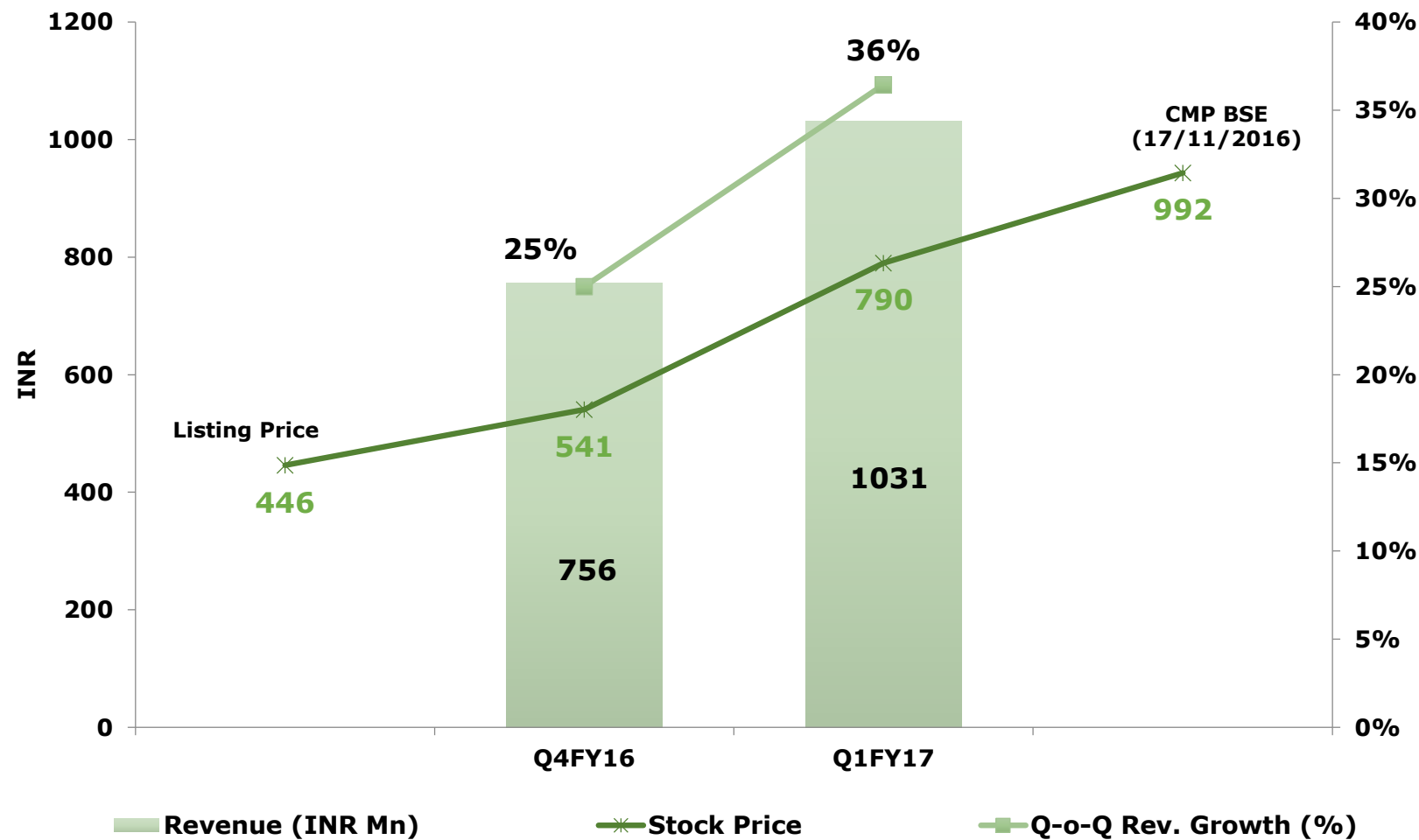
IPO PROCEEDS UPDATE

- **Setting up of cloud data center and purchase of property for setting up registered and corporate office of our company:** The Company has executed the Transfer Deed and taken possession of GIFT Two building in GIFT City as per the agreed payment terms in prospectus. The equipment for data center is expected to be purchased within this financial year.
- **Setting up of Logistics Centre:** Company plans to expand across additional 75 centers within the next 3 years at an estimated capital cost of Rs. 375 Mn. The investment is expected to result into cost efficiencies and incremental revenue from services. The company will be reporting the progress on Capex as and when they are incurred on quarterly basis under the terms stated in prospectus.
- **Purchase of Software:** Company has initiated work towards Mobile Ad framework and the software is expected to be purchased and put to use in a phase wise manner over a period of next 24 months. The company will be reporting the progress in successive quarters.
- **General Corporate Purpose:** As stated in prospectus, the IPO & Advertisement expenses have been incurred and accounted for in the full year Financial statement of March 31, 2016. The company, through its fully owned subsidiary, made an investment in CC Avenues as a part of long term strategy.

POST IPO PERFORMANCE



Listing date on 4th April, 2016



Quarterly Average Price (in INR)

Disclaimer: Share price rounded off to integer. For exact share price, please check BSE/ NSE for exact share price.
Infibeam Incorporation Limited

- Morgan Stanley India Domestic Index (MSCI) a leading provider of benchmark indices globally have added Infibeam Incorporation Limited in their recent-companies listing. Infibeam is one of the companies which have been included in the list, which will be effective from 30th November, 2016.
- From August 26th, 2016 Infibeam Incorporation Limited has entered into S&P BSE 500 Index replacing Transport Corporation of India.



THANK YOU.

ir@infibeam.ooo