

August 16, 2017

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: Investors Presentation on Unaudited Financial Results for the Quarter ended on
June 30, 2017**

Please find enclosed herewith Investors Presentation on Unaudited Financial Results for the Quarter ended on June 30, 2017.

Please take the same on records and acknowledge the receipt.

Thanking you,

Yours faithfully,

For Infibeam Incorporation Limited


Shyamal Trivedi
Vice President & Company Secretary



Encl: As Above

INFIBEAM INCORPORATION LIMITED

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CIN:L64203GJ2010PLC061366

Earnings Presentation

1Q FY18 – Quarter ending June 2017



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

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EARNINGS CALL AGENDA

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Key Highlights

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About Infibeam

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Financial Performance

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Business Developments

5

Significant Value Creation

KEY HIGHLIGHTS

❑ Key 1Q FY18 Financial highlights

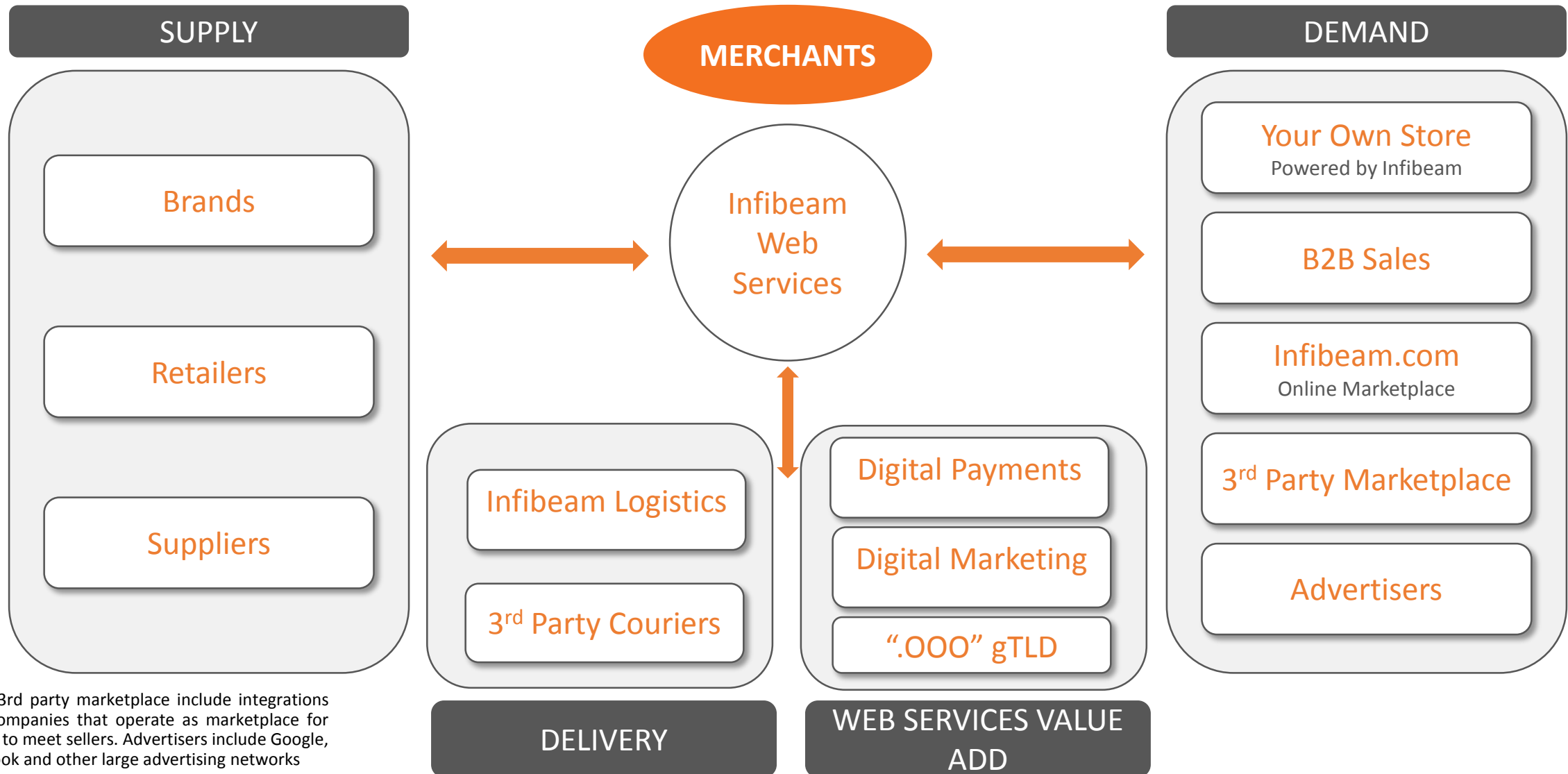
- Consolidated 1Q FY18 revenue grew 79% YoY to Rs. 1846 million
- Consolidated 1Q FY18 EBITDA grew 115% YoY to Rs. 364 million
- Consolidated 1Q FY18 PAT grew 105% YoY to Rs. 197 million
- Services Segment maintains high growth momentum. Revenue up 249% YoY, EBITDA at 39%

❑ Key milestones achieved in 1Q FY18

- Acquisition of leading payment gateway service provider, “CC Avenue”
- End-to-End e-Commerce Portfolio with integration of Payment Gateway
- Investment in RemitGuru, international online money remittance service
- Strong inroads in securing Government Contracts
- Strong International Market Traction

❑ Growth In Shareholders Value: >US\$1 billion market capitalization

INFIBEAM – POWERING DIGITAL ENTERPRISE

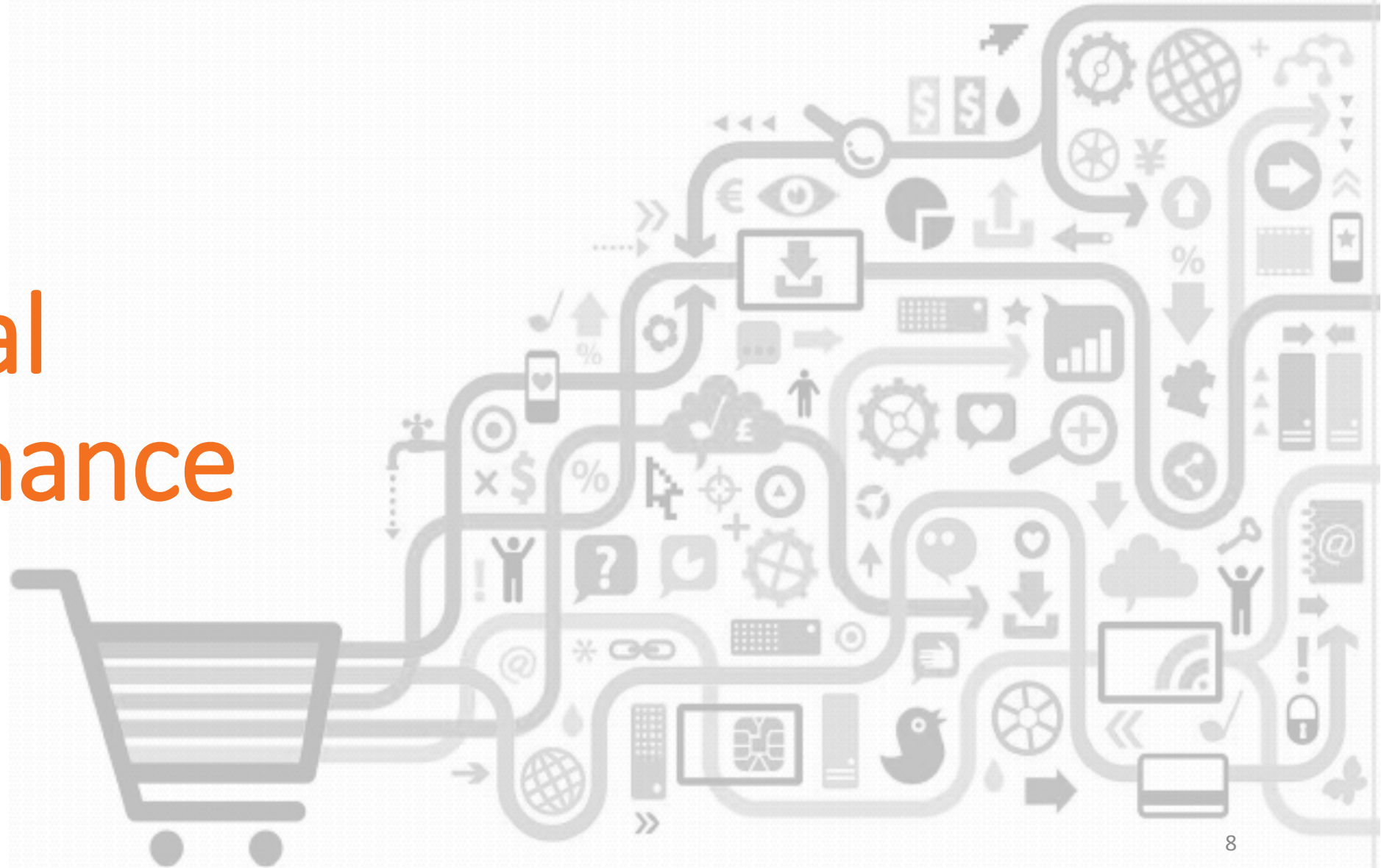


OPERATIONS SNAPSHOT – Q1FY18

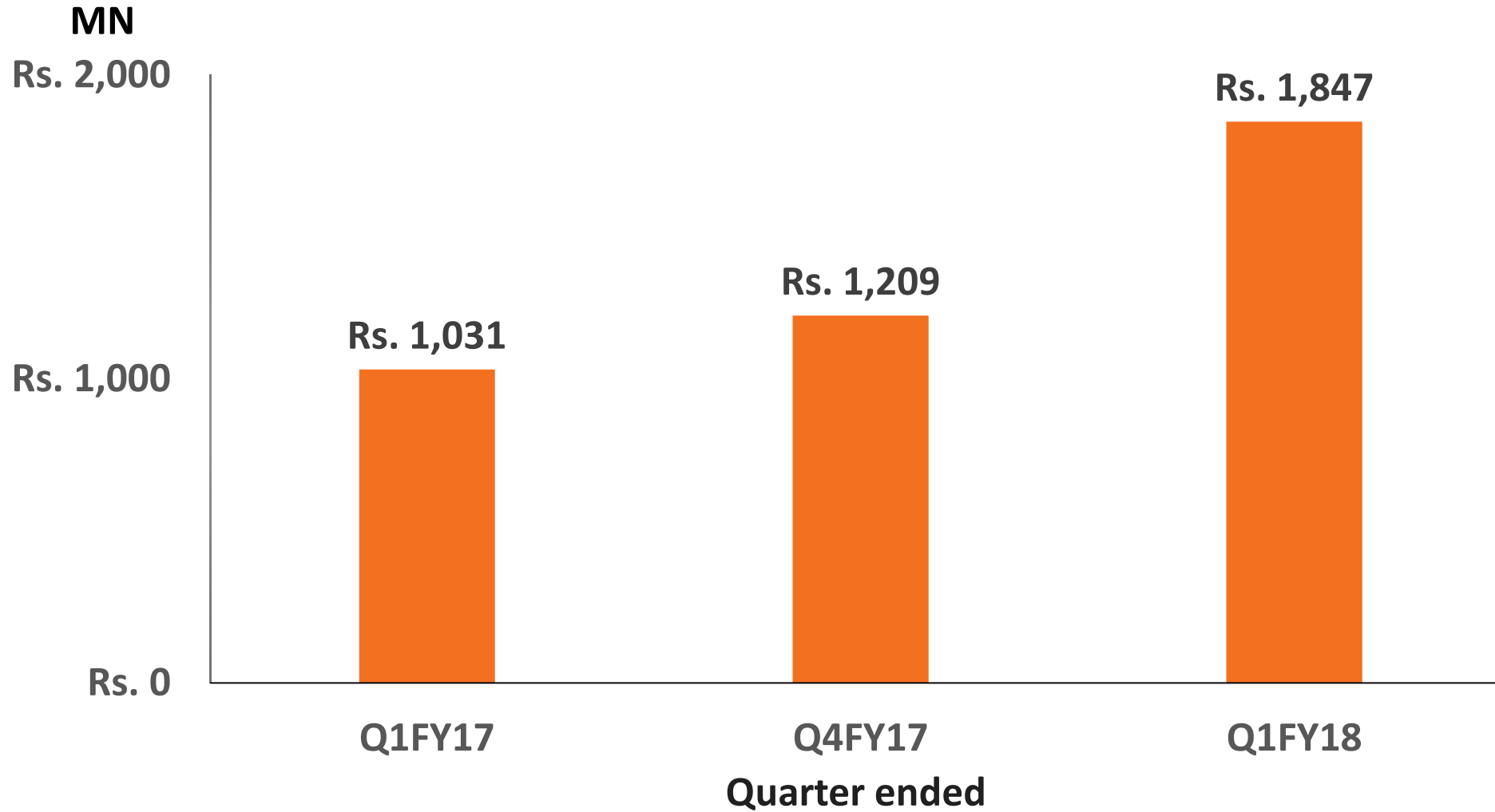
	Scale	Revenue	Impact
SERVICE	4,502 Cr Processed Transactions ¹	Rs 1,121 Mn Service Revenue (Apr-Jun FY17)	39% Segment Result in Q1 FY18
PRODUCT	8.11 Mn Active Users on Infibeam.com ²	Rs 725 Mn Product Revenue (Apr-Jun FY17)	2% Gross Margin in Q1 FY18
TOTAL	15 Mn+ SKUs offered on infibeam.com ¹	Rs 1,847 Mn Total Revenue (Apr-Jun FY 17)	20% EBITDA Margins in Q1 FY18 ³

Note : (1) As of qtr ended June 30, 2017, Registered merchants are 76,829 (2) As of qtr ended June 30, 2017 , based on last login in the immediately preceding 12 months; (3) as reported in financials

Financial Performance

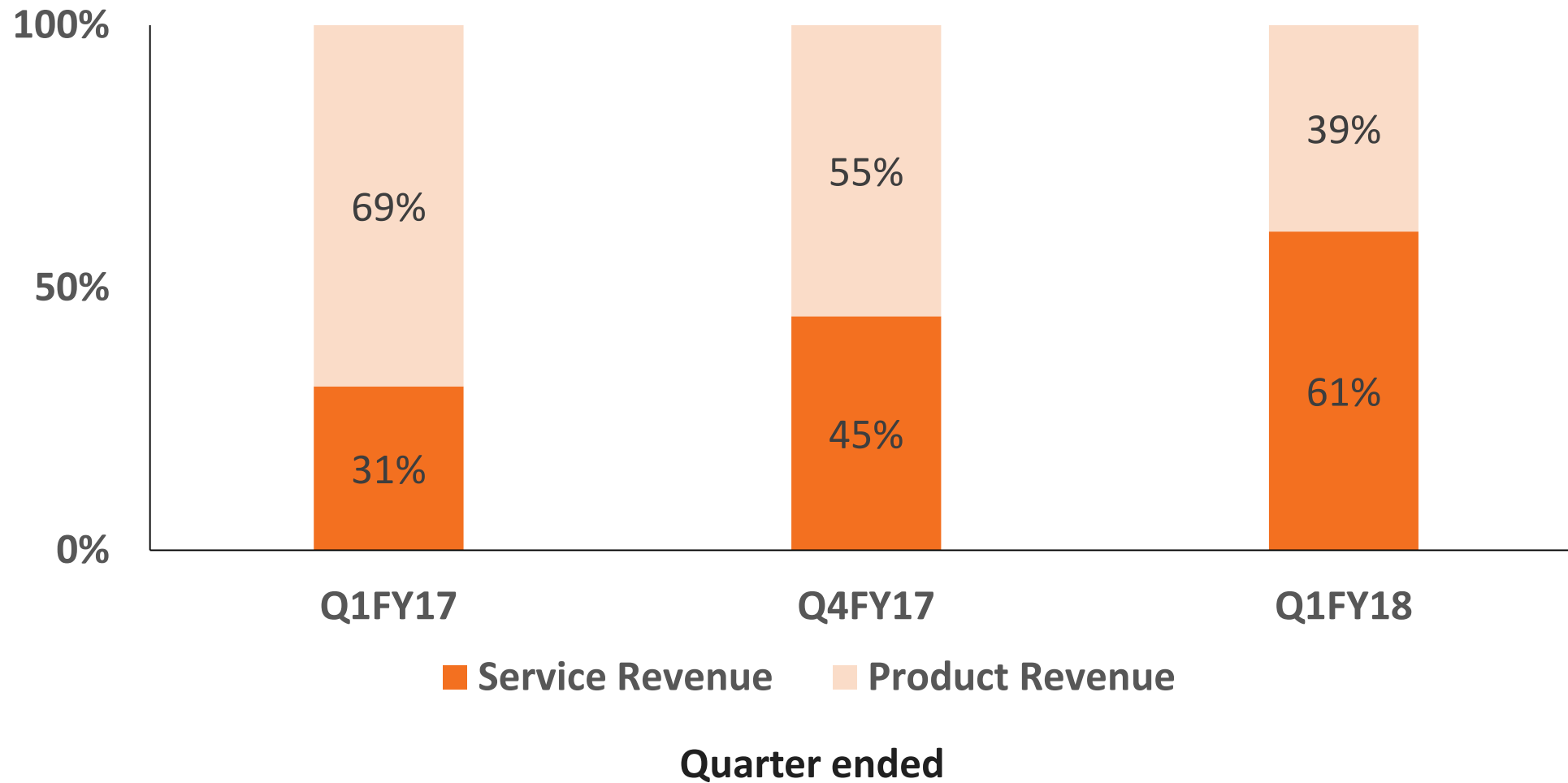


CONSOLIDATED REVENUE Q1FY18



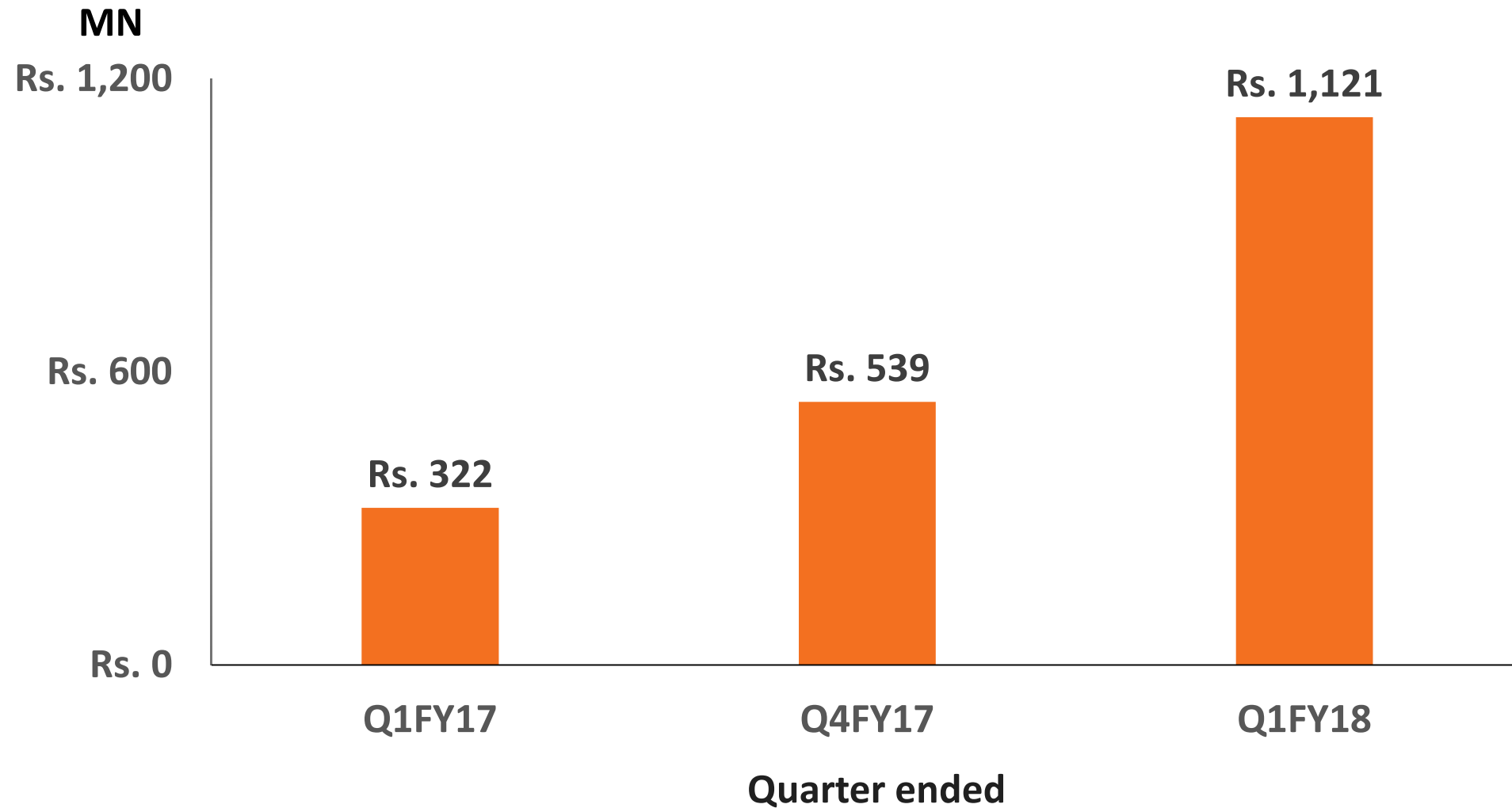
Note: Revenue from Operations.
The bar graph may not visually appear in proportion to scale.

CONSOLIDATED REVENUE COMPOSITION Q1FY18

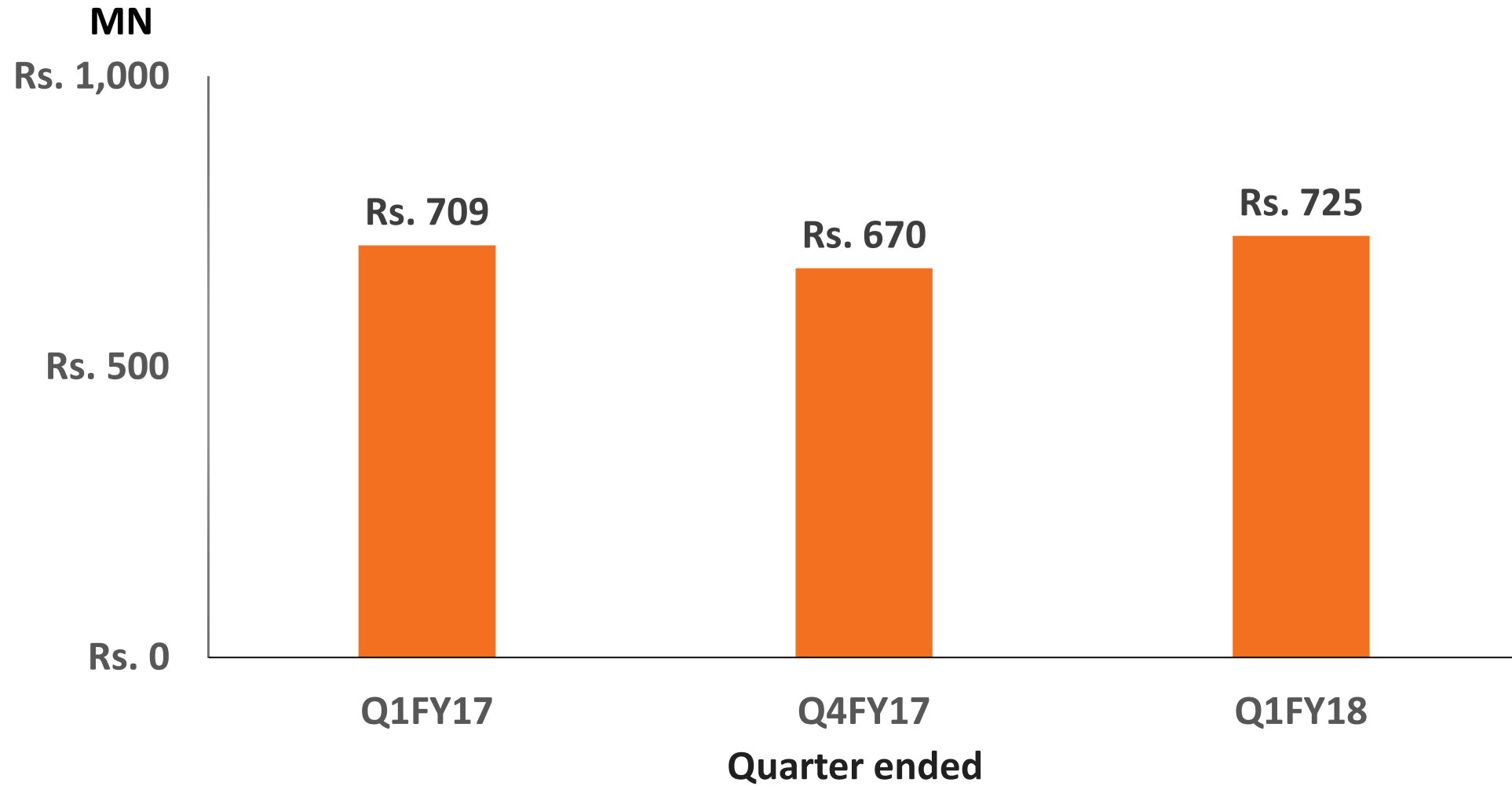


Note: Revenue from Operations.
The bar graph may not visually appear in proportion to scale. Decimals are rounded off to closest integer.

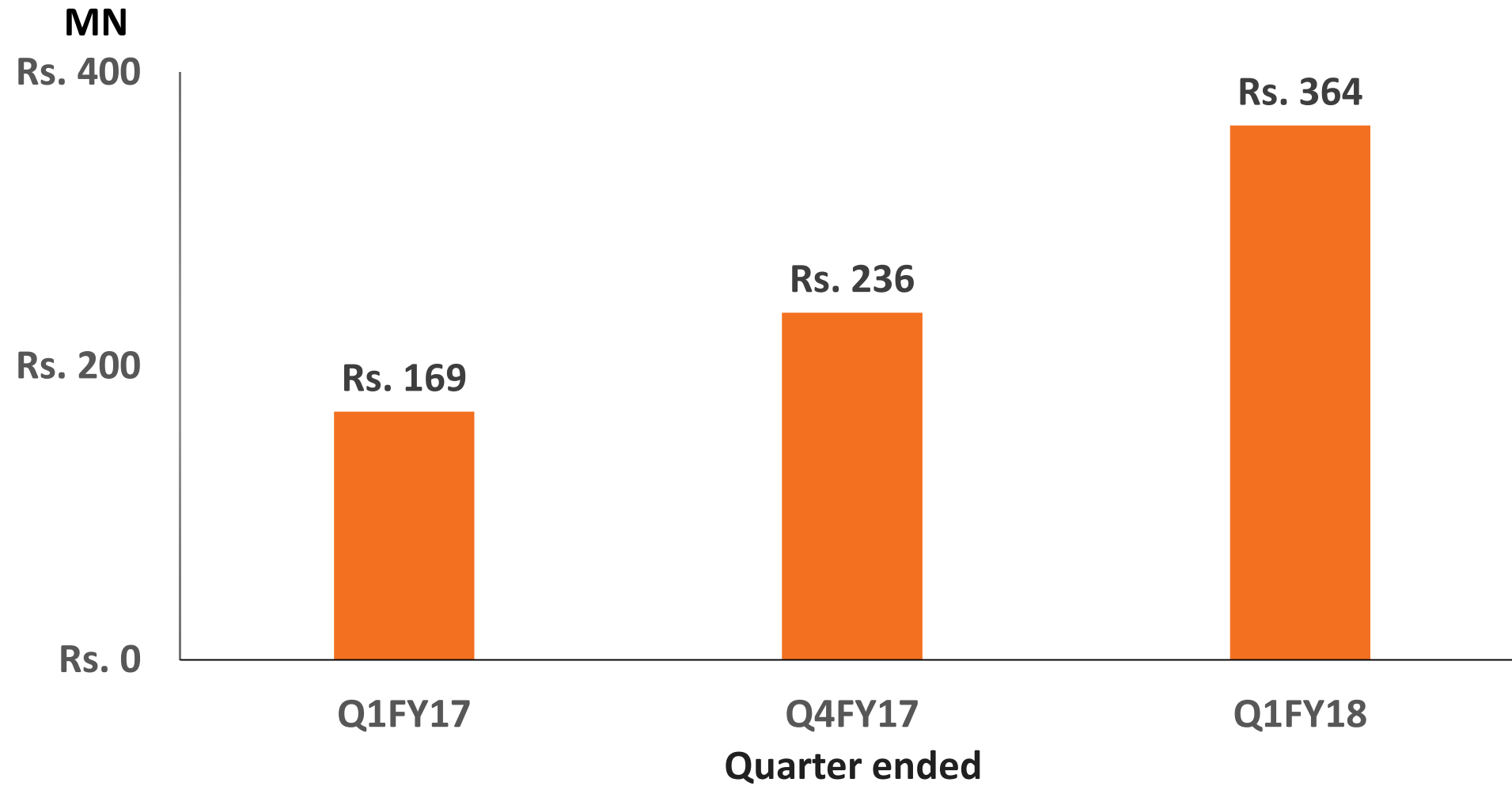
Q1FY18 REVENUE – SERVICES SEGMENT



Q1FY18 REVENUE – PRODUCT SEGMENT

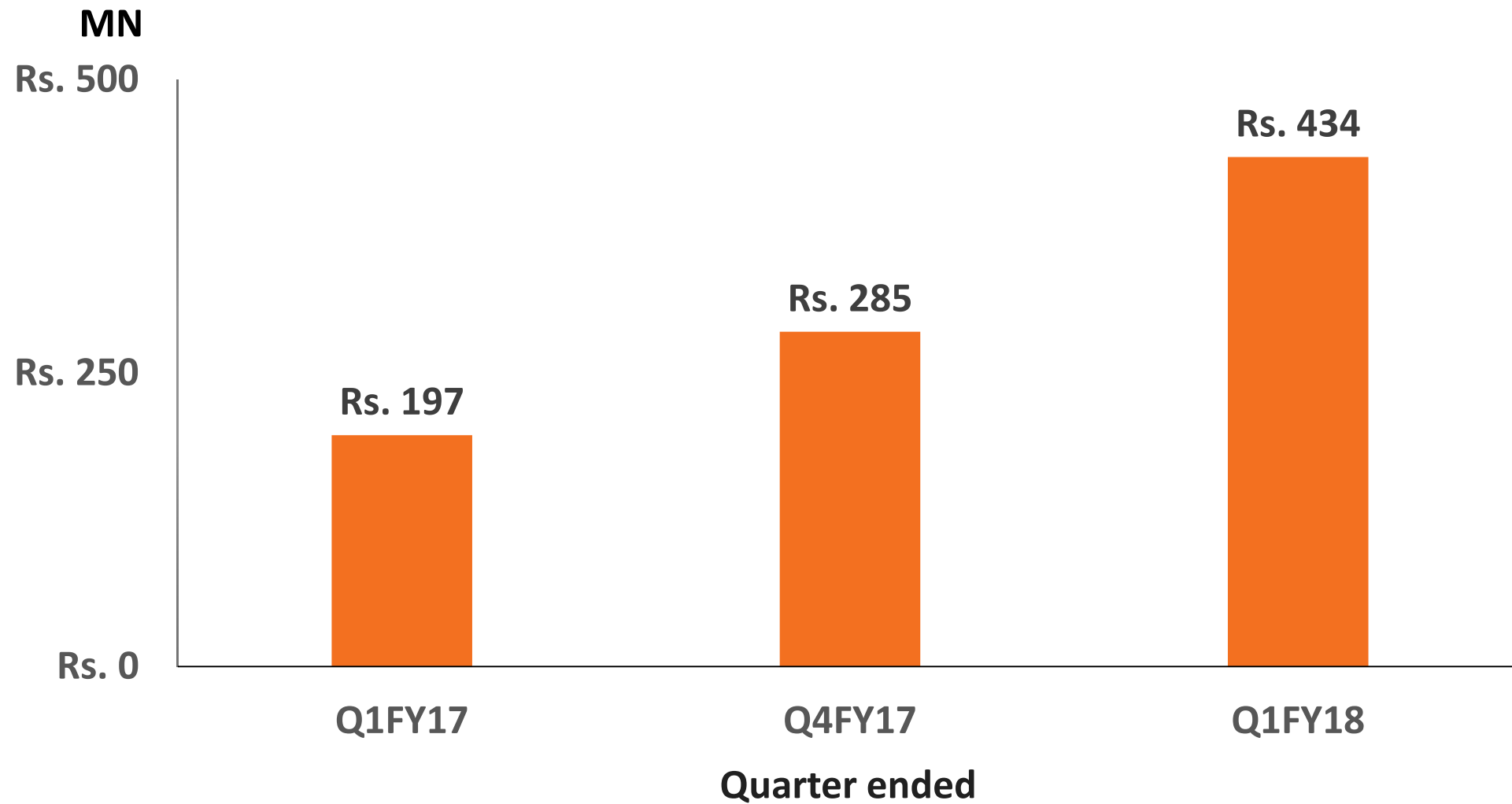


Q1FY18 EBITDA

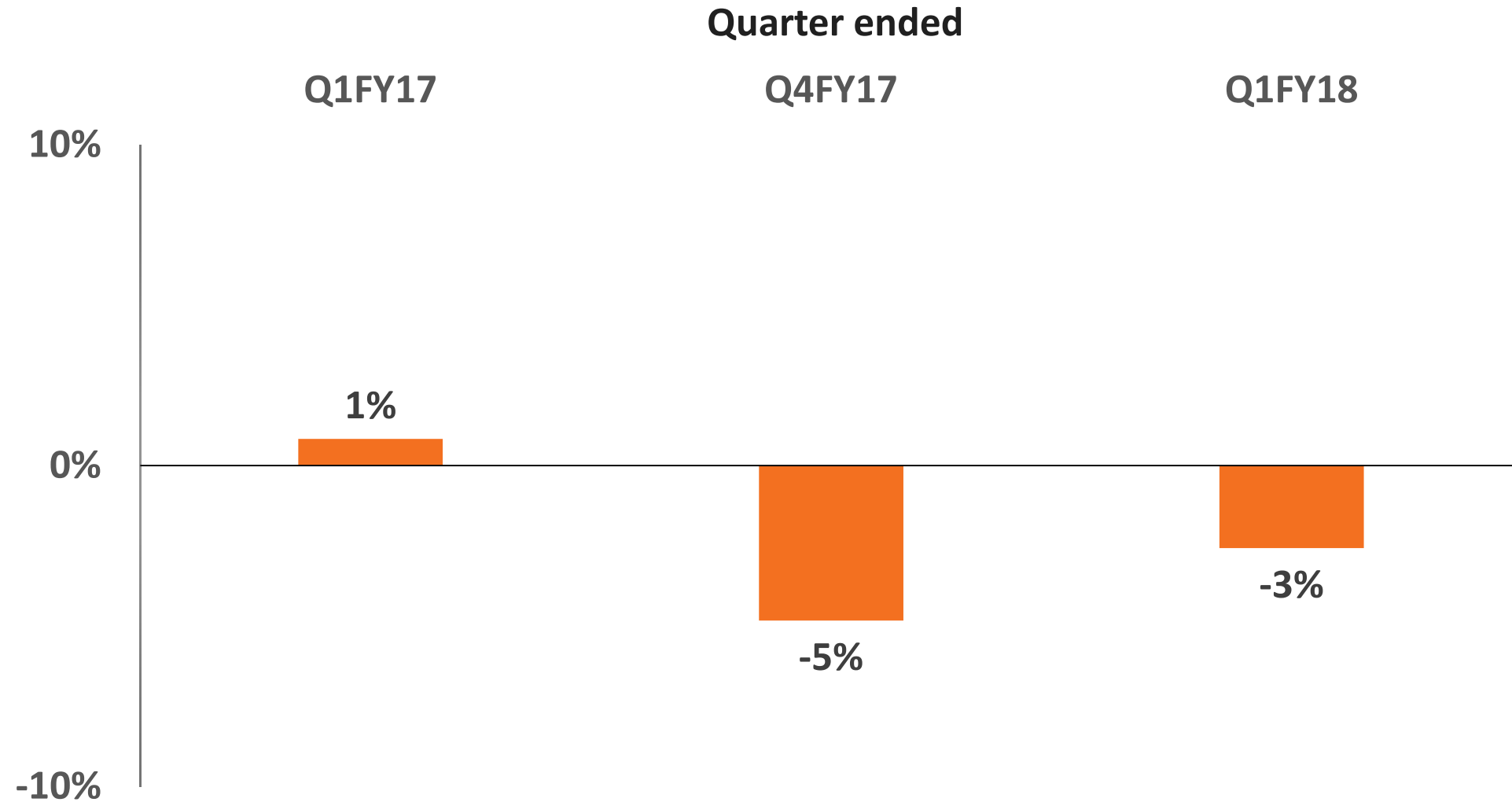


Note: EBITDA excludes other income
The bar graph may not visually appear in proportion to scale.

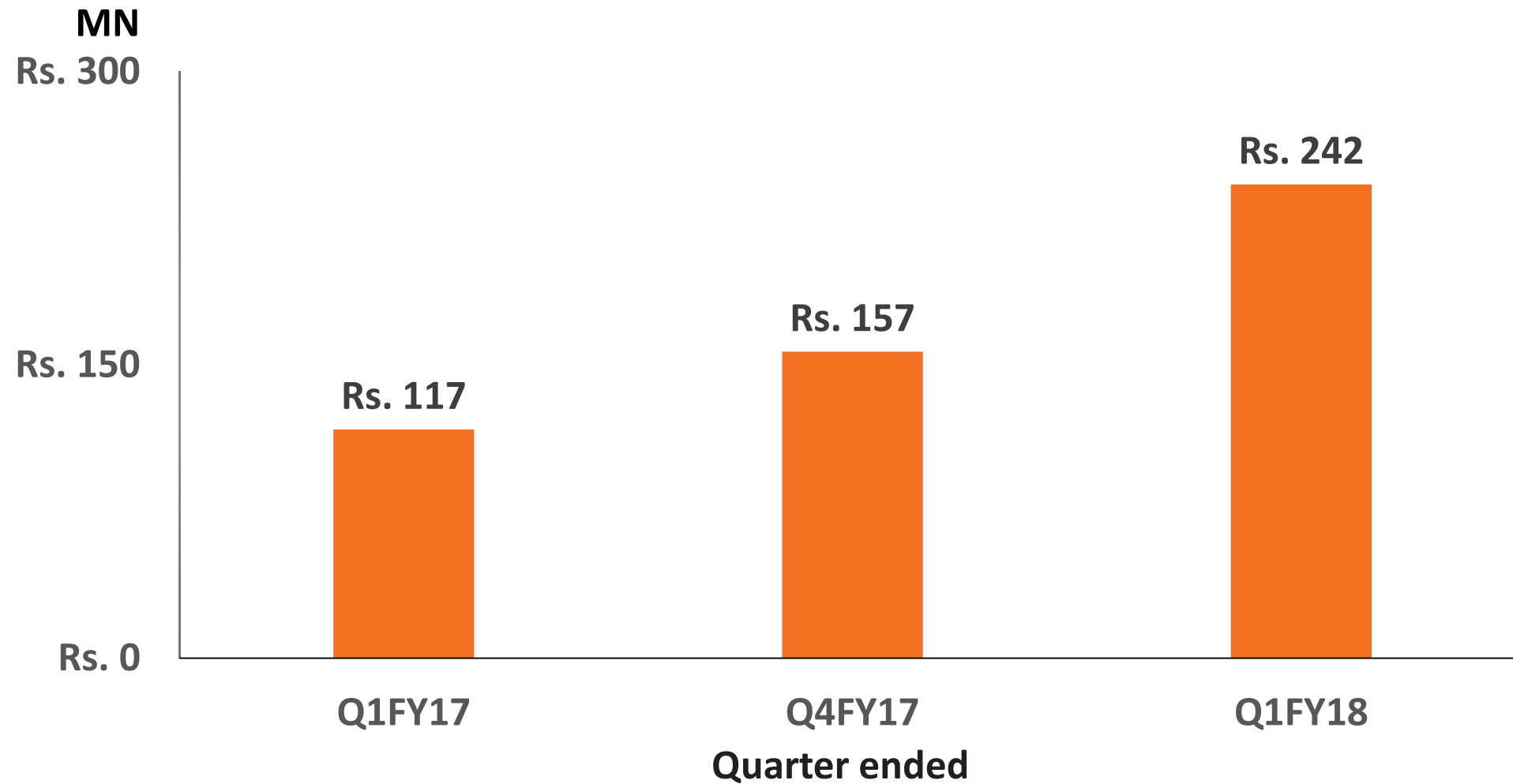
Q1FY18 SERVICES SEGMENT RESULT



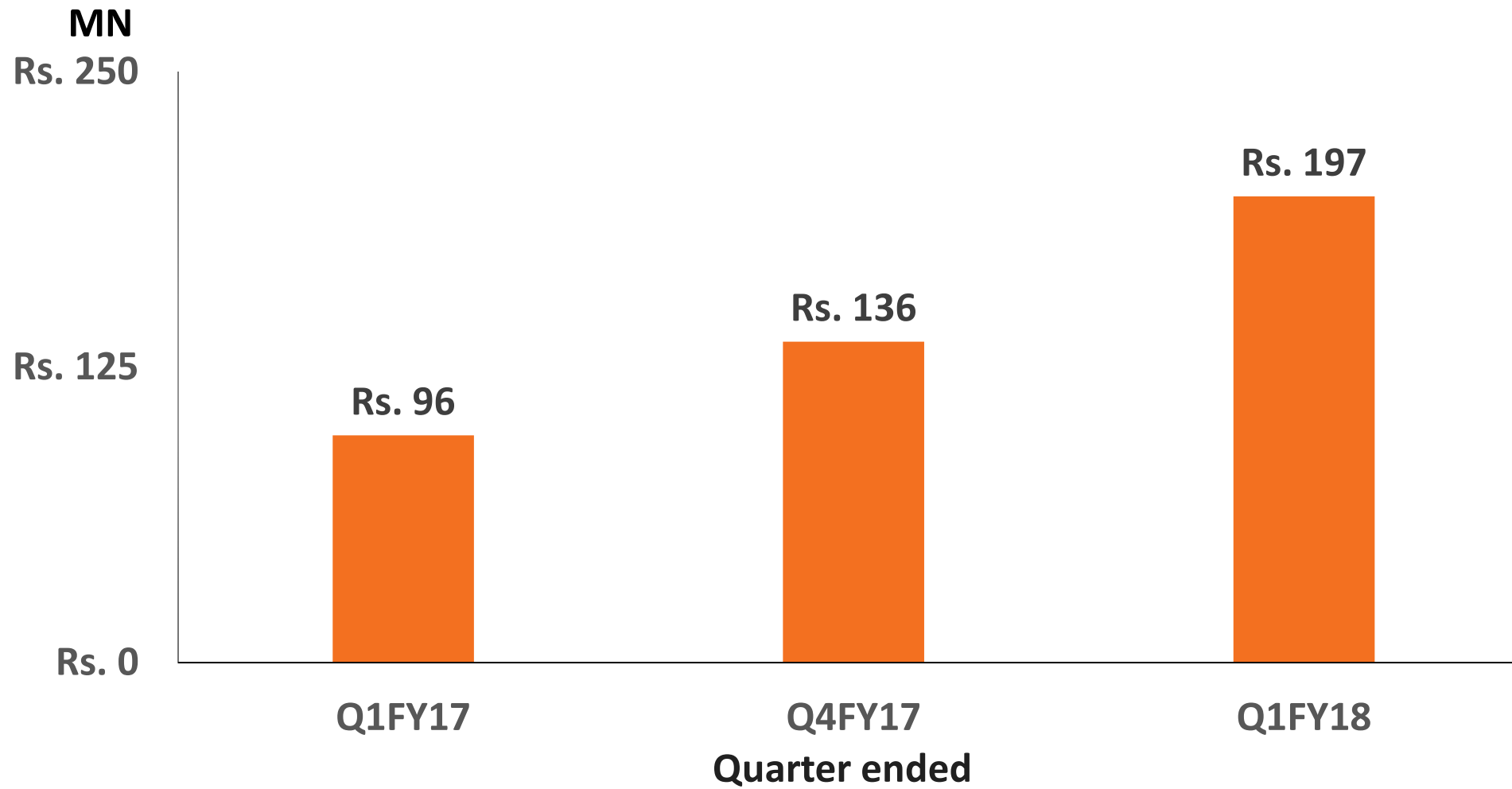
Q1FY18 PRODUCT EBITDA (% OF REVENUE)



Q1FY18 PROFIT BEFORE TAX



Q1FY18 PROFIT AFTER TAX



Q1FY18 EARNING PER SHARE

In INR per Share

Rs. 3.50

Rs. 3.00

Rs. 2.50

Rs. 2.00

Rs. 1.50

Rs. 1.00

Rs. 1.86

Q1FY17

Rs. 2.69

Q4FY17

Qtr ended

Rs. 3.02

Q1FY18

NEW DEVELOPMENTS IN Q1FY18

Corporate Actions

- Board of Directors approved acquisition of Avenues (India) Private Limited ("CC Avenue")
- Split of Equity Shares from existing Face Value ("FV") of Rs. 10/- per share to FV Re. 1/- per Share
- Investment in RemitGuru as an Anchor Investor

New deal wins

- Infibeam and its consortium partners won contract by the Government of India for Design, Development, Implementation, and Operation & Maintenance of 'Government e-Marketplace' ("GeM")

NEW DEVELOPMENT – UPDATE ON INVESTMENT IN CC AVENUE

Merger Application

Merger application filed with stock exchanges and SEBI. Other Legal formalities on amalgamation with regulatory approvals as next milestone. Goodwill generated from the transaction will be amortized as per standard.

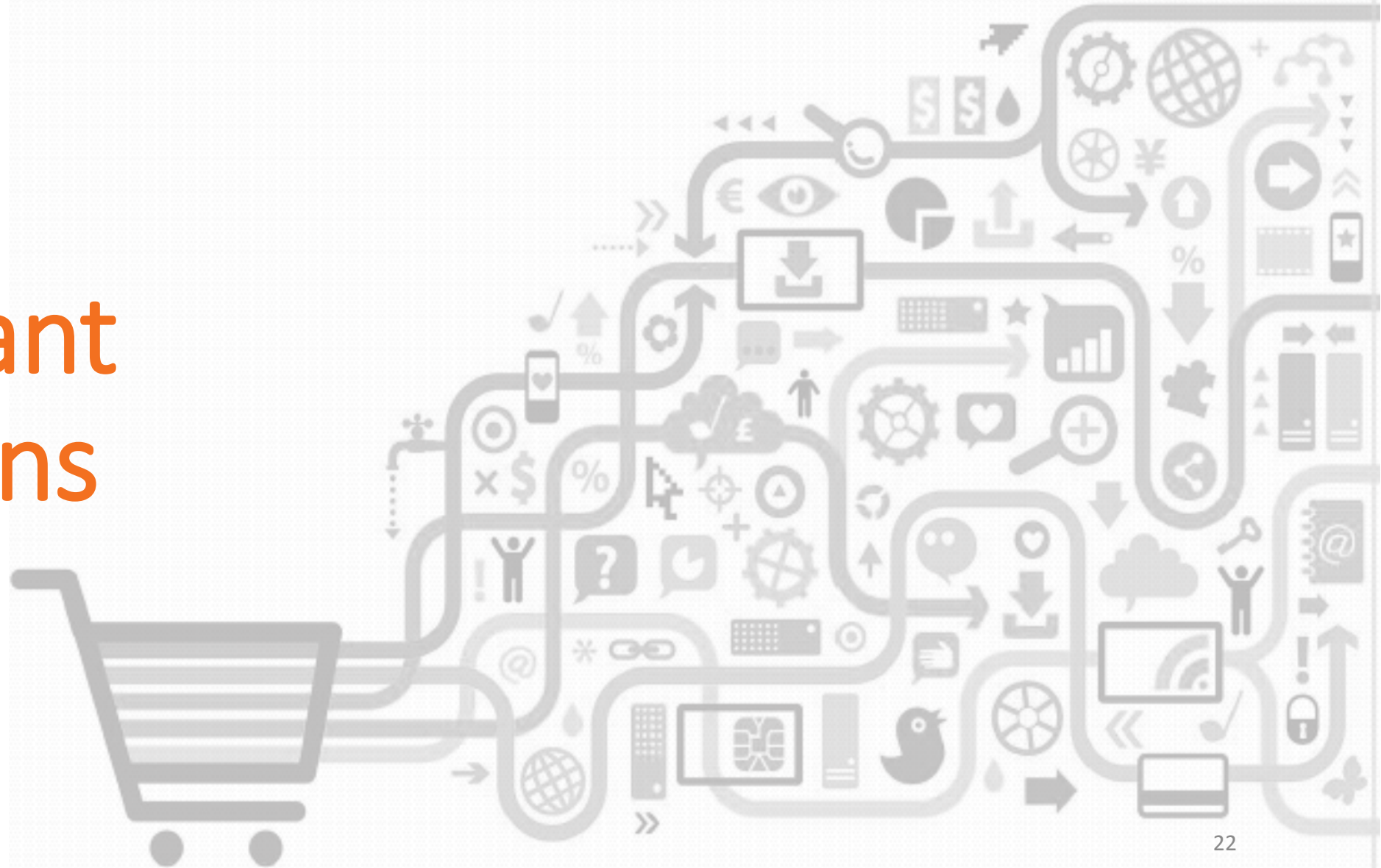
Other relevant information:

- Deal Value: Approximately INR 20 Bn
- Board Approval received
- Merger completion expected before Dec 2017

Rationale:

- Cross border e-Commerce opportunity,
- growing digital payments market in India and globally,
- An end-to-end e-Commerce services portfolio

Significant Inclusions



RECENT INCLUSIONS

S&P BSE Exchange Recognition

- From 26th August 2016 Infibeam has been a part of S&P BSE 500 Index.
- Infibeam is a part of A Group in S&P BSE 500 Index.

NSE Exchange Recognition

- On 26th May 2017, Infibeam was included in NIFTY Alpha 50 Index. NIFTY Alpha 50 Index aims to measure the performance of securities listed on NSE India with high alphas. It is a well-diversified 50 stock index.
- On 31st March, 2017 Infibeam was included in Futures and Options segment of NSE India.

MSCI Index Inclusion

- Morgan Stanley India Domestic Index (MSCI) a leading provider of benchmark indices globally have added Infibeam in their listing.



THANK YOU.

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