

February 15, 2018

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
December 31, 2017**

Please find enclosed herewith Investors Presentation on Unaudited Financial Results for the Quarter ended on December 31, 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

***“Digital Transactions
driving growth”***



Earnings Presentation
Q3 FY18 – Quarter ending December 2017



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AGENDA

1

Infibeam Web Services (IWS) - Platform for Ecommerce Transactions

2

Business Development

3

Financial Performance

4

New Business Opportunities

Infibeam Web Services (IWS) - A Platform for Ecommerce Transactions

Infibeam's Web Services Framework; a transformational growth opportunity for the company

Internet Economy Driven By Platforms Globally ...

Amazon	Alibaba	Facebook	Tencent
Apple	Google / Alphabet	Microsoft	Oracle
SAP	eBay	Shopify	Infibeam

... Platforms Are Asset Light & Scalable

E-Commerce Services	Payments	Social Media	Utility
Infibeam - CCAvenue No. of txn: 100+ Mn FY18E NPV#: \$ 3+ Bn		WhatsApp	Uber
	Shopify	Paypal	Facebook
	Baozun	Alipay	Instagram
			AirBnB
			Netflix

Transaction Platform: Exponential Growth Prospects Have Emerged

IWS Scalable Opportunities

	Infibeam Businesses	Current
Subscription / Transaction platform	BuildaBazaar: SaaS Ecommerce ERP Platform	<ul style="list-style-type: none"> 88K+ merchants
Transaction platform	CCAvenue: Digital Payment Gateway	<ul style="list-style-type: none"> US\$ 3+ billion NPV for FY18E 100 million Yearly transactions 240+ payment options incl. UPI & Rupay
	Buildabazaar GeM: Online Procurement for Government purchase	<ul style="list-style-type: none"> INR 45 billion+ since launch ~0.5 million products available
	BillAvenue: Interoperable unified bill payments	<ul style="list-style-type: none"> Services just Launched 5 lakh agents registered Revenue to be earned for every BillAvenue registered Agent and Biller

Infibeam Will Earn On Every Transaction And The Revenue Opportunity Is Significant

BUSINESS DEVELOPMENT UPDATES

Increasing Focus on Transaction based services

Can GeM Become The Largest Marketplace In India ... :

IWS Scalable Opportunities

GeM e-commerce is powered by Infibeam Web Services

- Infibeam's scalable ecommerce platform has been offered to Indian Government for its **estimated public procurements worth US\$ 100+ billion**
- Infibeam's **revenue is linked to the order value of every transaction**

GeM statistics (www.gem.gov.in)		
New Version GeM 3.0	Procurements* INR 6-7 Tn US\$ 100 bn	No. of States 20
Products 456,837	Services 8,808	Orders 282,094
Buyers 16,522	Sellers 73,480	Order Value # INR 44 Bn

What's New on GeM 3.0

- New Rating for Buyers and Vendors
- Improved Catalogue Management
- Smart Business Intelligence / Analytics
- Order value rose from INR 22 Bn to INR 44 Bn
- Orders rose from 0.12 Mn to 0.28 Mn

* Estimated Annual Procurement Value by the Government of India based on current procurement in the country

As of Feb 2018;

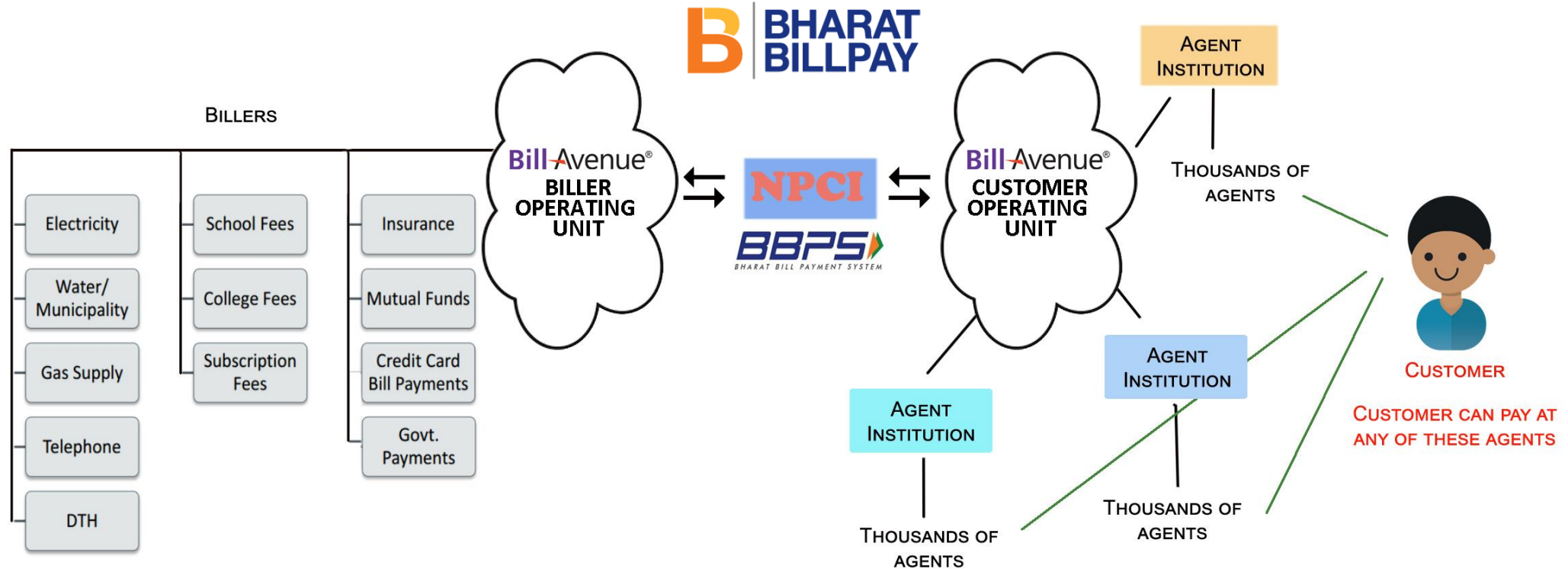
Digital Payments Scaling Up Rapidly; *We are just getting started*

KEY FACTS

- **100+ Mn** successful payments transactions in the last 12 months
- **Majority of Top Performing Merchants** processing through us
- **Avg. 100+ merchants** added everyday
- Merchant **MDR for Debit Cards dropping to 0** can lead to an exponential leap in Debit Cards usage
- Big merchants like IRCTC, Odisha Govt. Tax Collection, Bharat Gas, Hindustan Petroleum, FasTag National Highway Toll Collection, are **already live with us**

These developments will significantly contribute to both transaction volumes and value

THE BHARAT BILL PAY SYSTEM ... A Game Changer In The Billing Ecosystem



- Opportunity to **earn on every transaction** done through BillAvenue's on-boarded Agents and Billers
- With the BBPS in place, a customer gains instant access to Bills across various utilities at one location and can pay the bills and get receipts instantly... **a classic one stop shop model**
- For the Biller the payment collection is more **efficient and cost effective** reducing costs and human error

BillAvenue's Network ... *Empowers Customers To Pay Bills Anywhere in India*

BillAvenue Network

- **Lakhs of agents** registered across India
- **Over a dozen billers** registered
- **On-going registration** of agents and billers

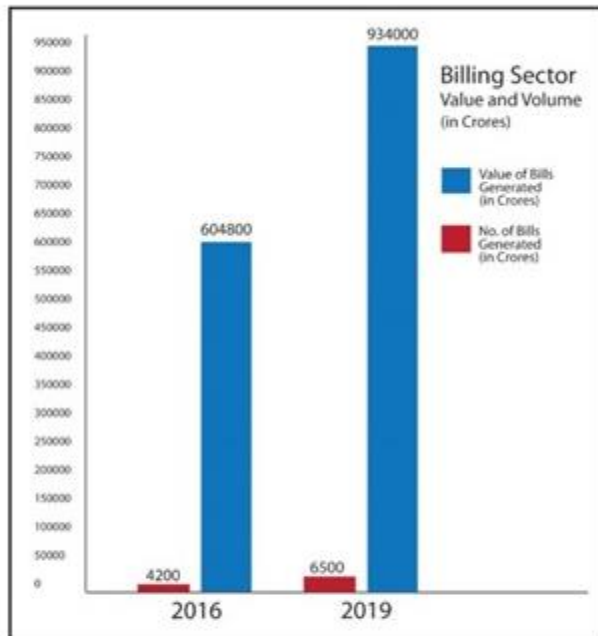
Growth Drivers

- **Tie up with the best Agent networks** in the country
- **Generous commercial terms** will make us the preferred choice of Operating Unit
- With easier access for customers and the availability of all major **bills at one access point**, bill payments will see immense traction
- Large sections of the country still uses cash to pay bills. These **access points will help grow numbers**

120 Mn Daily Bills Generated in India ...

Significant Revenue Opportunity From Daily Bill Payments

Market Opportunity for Bill Payments in India



Billing Sector- Bills Generated Data Volume and Value		
	Year	
No. of Bills	2016	2019
Bills Generated in crores	4200	6500
Days in a Year	365	365
crores / day	12	18
	Year	
Value of Bills	2016	2019
Bills Generated Value in crores	604800	934000
Days in a Year	365	365
crores / day	1657	2559
Avg. Value of bill	144	144

Revenue has started accruing from Jan 2018

No. of Bills Generated/ Day:

2016
120 Mn

2019
180 Mn

Value of Bills Generated/ Day:

2016
\$260 Mn

2019
\$400 Mn

Hospitality Industry ... *Transaction Based Opportunity for Digital Payments*

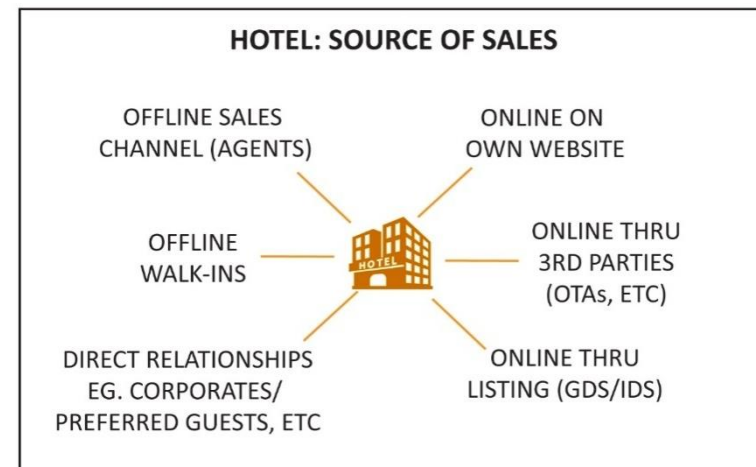
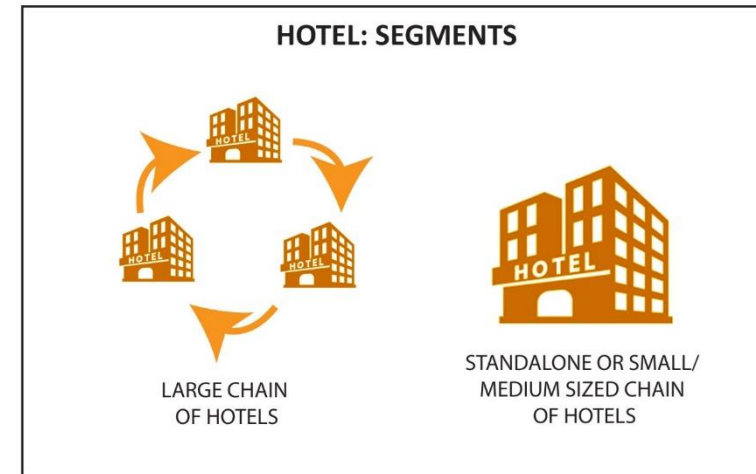
Global

- The retail value of the global hotel industry was US\$ 550 billion in 2016.
- The Middle East and Africa are the most expensive regions for hotel room rates with a \$165.97 US dollar daily room rate on average

India

Number of Branded Hotel Rooms (India)		
Year	# of Rooms	Possible Annual Room Nights
FY 2012	84313	30,774,245
FY 2015	107695	39,308,675
FY 2016	113622	41,472,030
FY 2021 E	170433	62,208,045

Source: CARE Ratings



Hospitality Industry ... *Transaction Based Opportunity for Digital Payments*

Offering

- A subscription based Centralised Reservation System platform offering **real-time inventory management** for empowering hoteliers to maximise sales
- Inbuilt payment tool for hoteliers drives transaction based digital payments growth

Market Opportunity

- Considering avg. occupancy rates at 70% for India, we expect an **annual 43.4 Mn room nights** by FY 2021
- **50% more rooms in the branded hotel** category by FY 2021 is expected to be added
- **Growth driven by the mid-market segment**, will account for 45% of new inventory
- **Tier-II towns (Mass Market)** will witness a sharp rise in the number of branded hotel rooms by FY 2021

P2P Remittance Platform ...

Transaction Based Opportunity from Online International Remittances



B2B, bank grade, customized
remittance platform for
banks/financial institutions

White Label remittance platform built for top banks and Fis in India
More in the pipeline



B2C, global remittance /
payment solution

Global Consumer Remittance Market is Enormous

\$586 Bn

Est. global consumer
remittances in 2015

\$260 Bn

Flowing to the top 10
countries (#1 India, #2
China, 3# Philippines)

5%

Annual growth rate in
global remittances in
near term

90%

Est. market share with
traditional players. Less
than 15% is digital

Digital remittance players will win the market

FINANCIAL PERFORMANCE

Revenue growth buoyed by increasing transactions on the platform

Rising Profits *leads to maiden dividend declaration*

- Infibeam rewards its shareholders for trusting the company with their investments
- Infibeam declares interim dividend
 - One of the only profitable companies in India in the e-commerce and digital payments sector to reward its shareholders/investors
- Board of Directors have recommended a maiden interim dividend of INR 0.10 per equity share (10%) having face value of INR 1 each

Strong Q3 FY18 Performance ... led by increasing transaction business' growth

○ Key Financial highlights during Q3 FY18

- Consolidated Q3 FY18 revenue grew **108% YoY** to **Rs. 2,135 million**
 - Revenue boosted by Platform and Payments growth; IWS Revenue up 252% YoY, EBITDA up 162% YoY
- Consolidated Q3 FY18 EBITDA grew **132% YoY** to **Rs. 485 million**
- Consolidated Q3 FY18 PAT grew **146% YoY** to **Rs. 308 million**

○ Key Operational Highlights

- No. of transactions processed on our platform in Q3 FY18 were **23.5 million**
- Net Processing value amounted to **Rs. 54,140 Mn**
- Number of Merchants on the platform at **88,993**; up **34.6%** year-on-year
- Bharat Bill Pay Service (BBPS) launched under the brand, **BillAvenue**
- **GeM 3.0** launched with new interface and new features; 20 States incl. Union Territories signed MoU with Centre

○ Maiden Interim Dividend: 10%

○ Network18 Group through its Subsidiary Company invests in Infibeam

○ CCAvenue Merger with Infibeam: SEBI and CCI approval received.

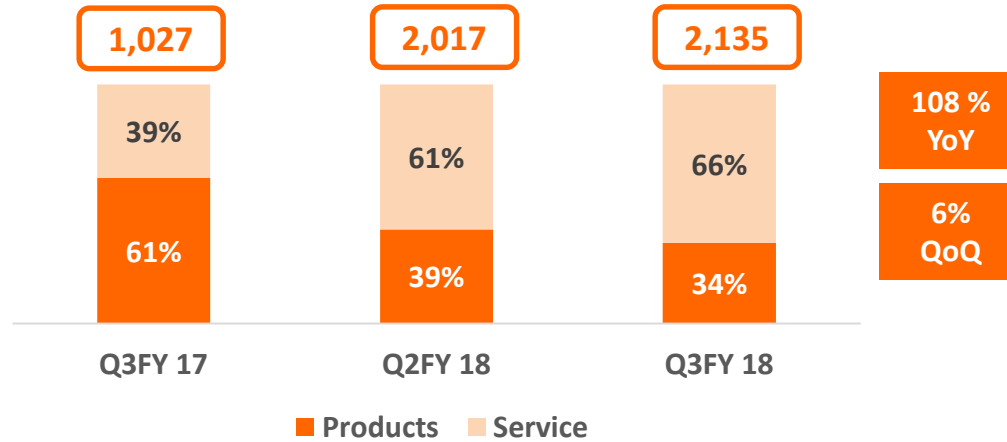
Q3 FY18 - Financial Performance Snapshot

	Scale	Revenue	Impact
SERVICE	54.14 Bn <small>Processed Transactions Value (INR)</small> 23.5 Mn <small>Transactions on our Platform</small>	1,415 Mn <small>Service Revenue (INR) (Oct-Dec FY18)</small>	45% <small>Segment Result in Q3 FY18</small>
PRODUCT	8.09 Mn <small>Active Users on Infibeam.com²</small>	720 Mn <small>Product Revenue (INR) (Oct-Dec FY18)</small>	(2.58)% <small>Gross Margin in Q3 FY18</small>
TOTAL	15 Mn+ <small>SKUs offered on infibeam.com¹</small>	2,135 Mn <small>Total Revenue (INR) (Oct-Dec FY18)</small>	22.7% <small>EBITDA Margins in Q3 FY18³</small>

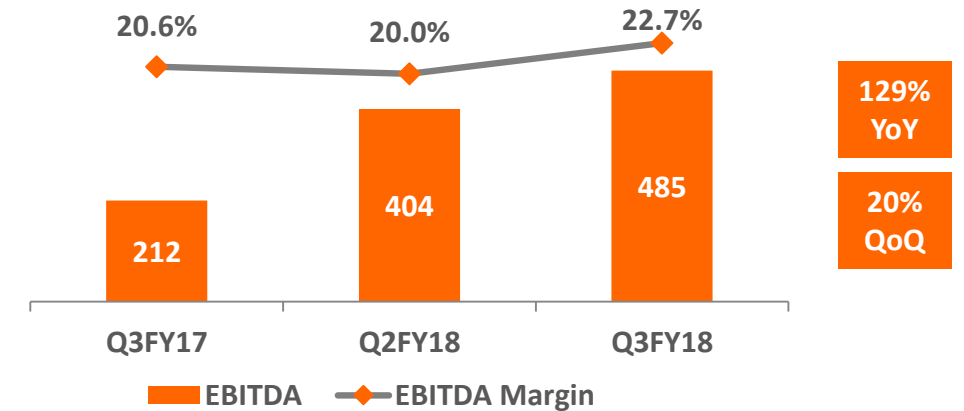
Note : (1) As of qtr. ended December 31, 2017, Registered merchants are 88,993 (2) As of qtr ended December 31, 2017 , based on last login in the immediately preceding 12 months; (3) as reported in financials

Q3 FY18 Consolidated Financial Performance... led by IWS growth

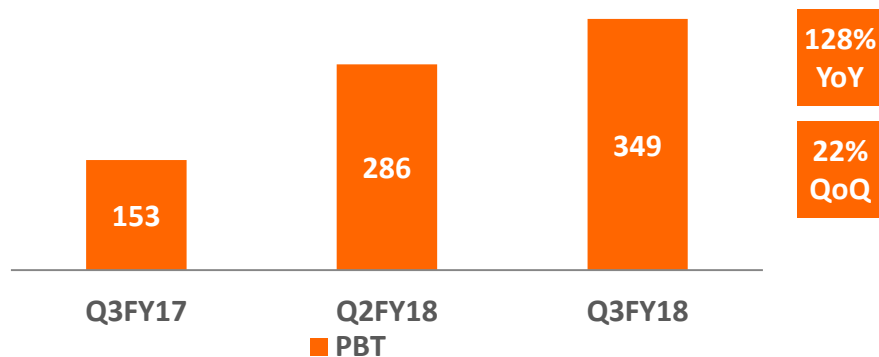
Revenue (Rs. Mn) and Composition %



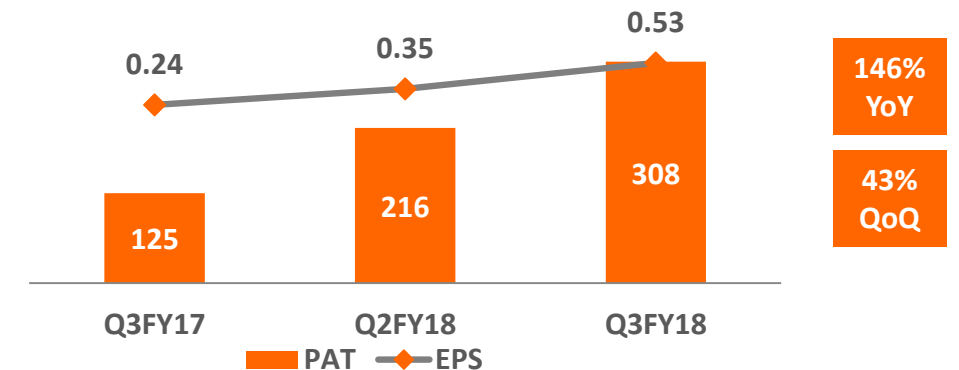
EBITDA (Rs. Mn) and EBITDA Margin (%)



Profits Before Tax (Rs. Mn)



Profits After Tax (Rs. Mn) and EPS (Rs.)

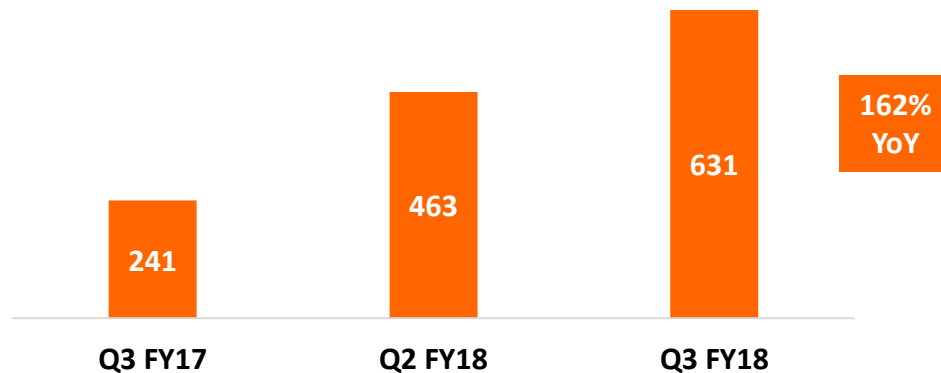


Q3 FY18 - Key Segmental Highlights

Services & Transaction Segment – IWS Platform

- Q3 FY18 Revenue grew 252% YoY to Rs. 1,415 million
- Q3 FY18 EBITDA grew 162% YoY to Rs. 631 million

Services Segment Result (Rs. Mn)



Infibeam.com – Marketplace Platform

- Q3 FY18 revenue grew 15% YoY to Rs. 720 million
- Q3 FY18 Gross Margin at (2.58%) compared to 2% in Q3 FY17

Product EBITDA (as % of Revenue)



NEW BUSINESS OPPORTUNITIES

Value Added Services

“.000” Domain Registry ...

Opportunity To Scale To Millions of Domains Internationally

- Most widely used domains are getting saturated and hence getting expensive
- .000 is a gTLD that can be used in any part of the world
- We are already integrated into >100 registrars globally
- It serves as a land bank for Infibeam

Opportunity / Growth Drivers

- Will serve as a **low cost merchant acquisition channel** to offer our ecommerce platform solutions
- Can be **bundled** to offer platforms along with domains
- Focus is to acquire merchants and thrive revenue through transactions
- .000 domain to be extended to **advertising and create a huge advertising revenue stream**

“.000” Subscription ...

Bundle IWS Platform framework with domain for customer acquisition

- About **300 mn domain names registered** across all TLDs to date
- Infibeam being a web-service platform company is in **best position to offer “.000” domains through registrars and direct to consumers**
- We are **already integrated into >100 registrars globally**
- We have **created a Unique & Verified Digital Identity Platform on the .000 Domain** for citizens of various states in India

**Top gTLDs-
.com, .net, .org ...**

**... own majority share
with 200 Mn domains sold**

**Can ‘.000’ be
amongst the top level
domain worldwide ?**

Opportunity / Growth Drivers

- Low cost of maintaining .000 allows to **bundle domain** and platforms at marginal annual subscription to acquire millions of customers globally
- **Operating cost has reduced significantly** making it suitable to scale from thousands to millions
- **Large availability of .000 domain names** otherwise difficult and expensive in popular domains
- Companies **transitioning towards online model**; offers huge opportunity to sell domains

Computing Capacity Update: Last Mile Logistics



Data Center Salient features:

- Certified **Tier III** Datacenter for Captive Usage
- Virtualization with **Backup and Disaster Recovery**
- **Enables Scaling** of Platform & Payments Web Services
- Target to become **functional by this Calendar year**

- Strategy to focus on last mile logistics & connect merchants to delivery agents through our in-house logistics platform
- Revenue to be earned for offering last mile connectivity and for platform services

Shipdroid – Live integration with logistics service providers

Network18 Group to Invest in Infibeam

Deal

- Network18 Group's subsidiary to make strategic investment in Infibeam
- Infibeam plans to integrate multiple platforms of Network18 Group assets to build large customer base with its differentiated offerings
- Various mutual cooperation strategies will be explored specifically in digital space
- Preferential issue of Fully Convertible Warrants, convertible into equivalent number of Equity Shares to be issued at a conversion price of Rs. 186.91/- per Equity Share, for an aggregate consideration of not exceeding INR 400 million

About Network18

- Network18 is one of the India's leading media and entertainment conglomerate with interests in television, internet, magazines, mobile content and allied businesses.
- The group houses strong media brands such as CNBC, News18, ETV, Moneycontrol, Firstpost and more.
- Television properties of the group reach about 555 million people, while its digital assets reach about 100 million people each month.

THANK YOU



For more information on company visit:
www.infibeam.ooo
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