

May 31, 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 Audited Financial Results for the Quarter and Year ended on March 31, 2017

Please find enclosed herewith Investors Presentation on Audited Financial Results for the Quarter and Year ended on March 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

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

CIN:L64203GJ2010PLC061366



Infibeam Incorporation Limited

Financial Results

Q4 FY17 & 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 – Q4FY17

	Scale	Revenue	Impact
SERVICE	71,341 Registered merchants ¹	Rs 539 Mn Service Revenue (Jan-Mar FY17)	53% Segment Result in Q4 FY17
PRODUCT	8.17 Mn Active Users on Infibeam.com ²	Rs 670 Mn Product Revenue (Jan-Mar FY17)	4% Gross Margin in Q4 FY17
TOTAL	15 Mn+ SKUs offered on infibeam.com ¹	Rs 1,209 Mn Total Revenue (Jan-Mar FY 17)	20% EBITDA Margins in Q4 FY17 ⁴

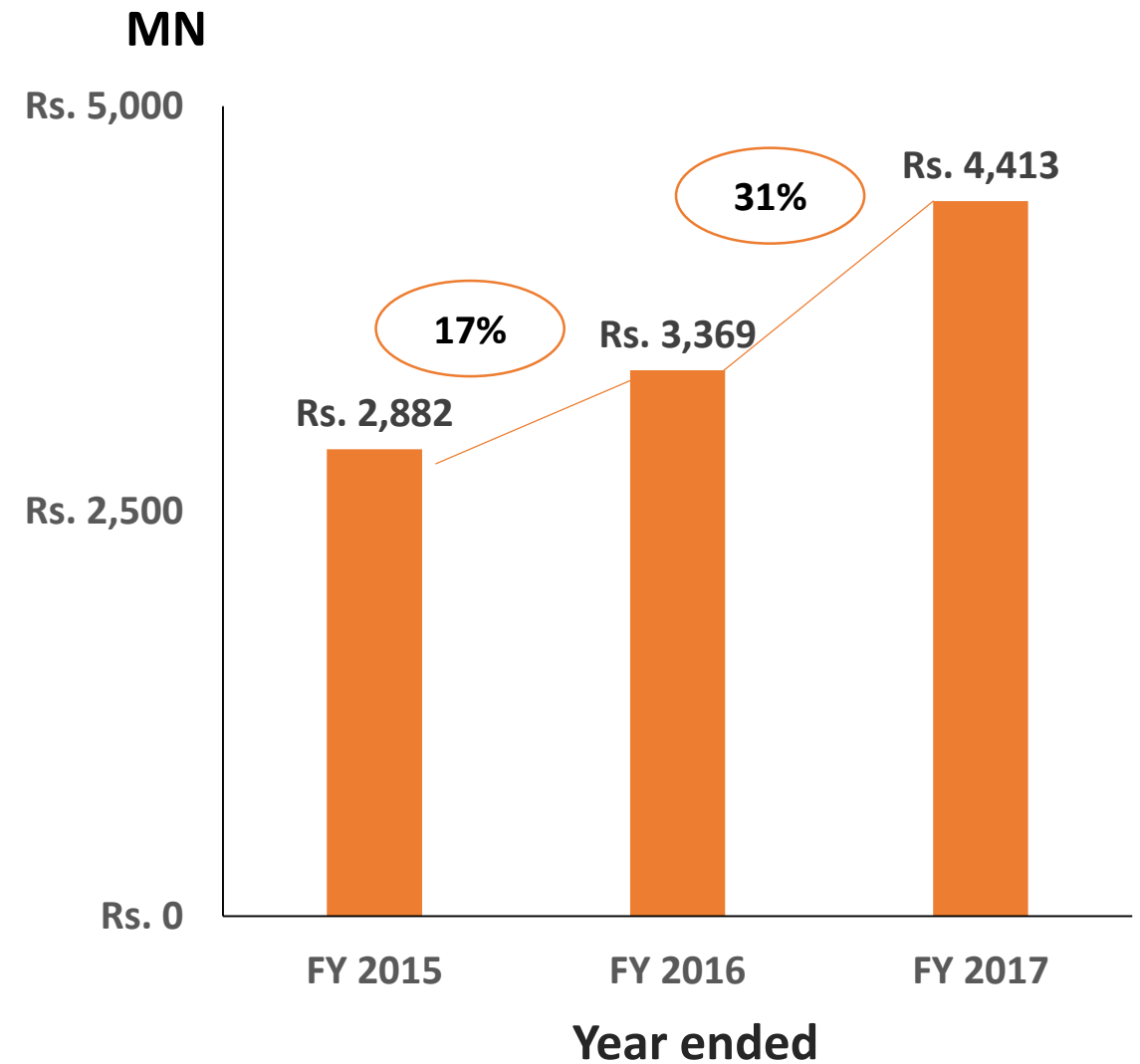
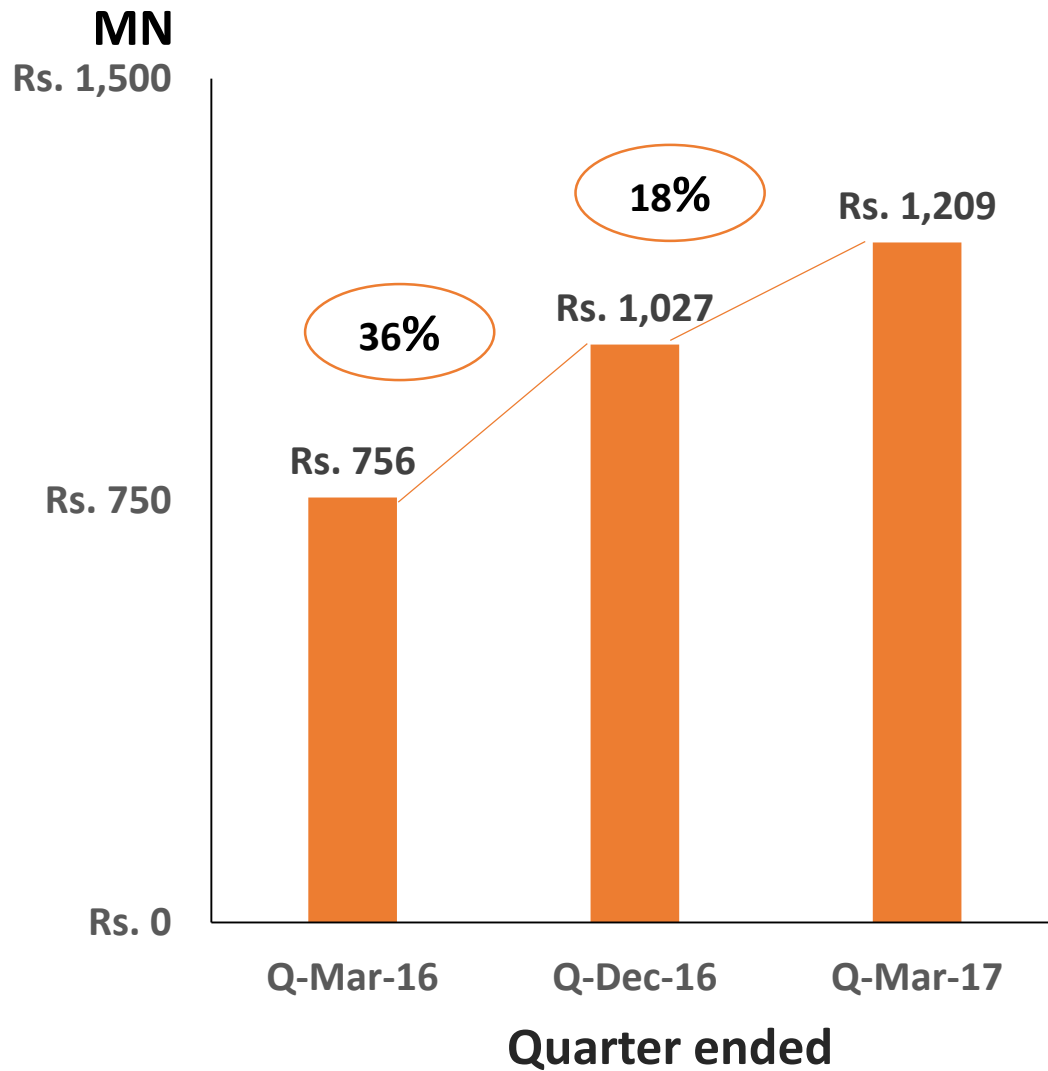
Note : (1) As of qtr ended Mar 31, 2017; (2) As of qtr ended Mar 31, 2017 , based on last login in the immediately preceding 12 months; (4) as reported in financials

OPERATIONS SNAPSHOT – FY 17

	Scale	Revenue	Impact
SERVICE	71,341 Registered merchants ¹	Rs 1,599 Mn Service Revenue (FY17)	60% Segment Result in FY17
PRODUCT	8.17 Mn Active Users on Infibeam.com ²	Rs 2,815 Mn Product Revenue (FY17)	3% Gross Margin in FY17
TOTAL	15 Mn+ SKUs offered on infibeam.com ¹	Rs 4,413 Mn Total Revenue (FY 17)	19% EBITDA Margins in FY17 ⁴

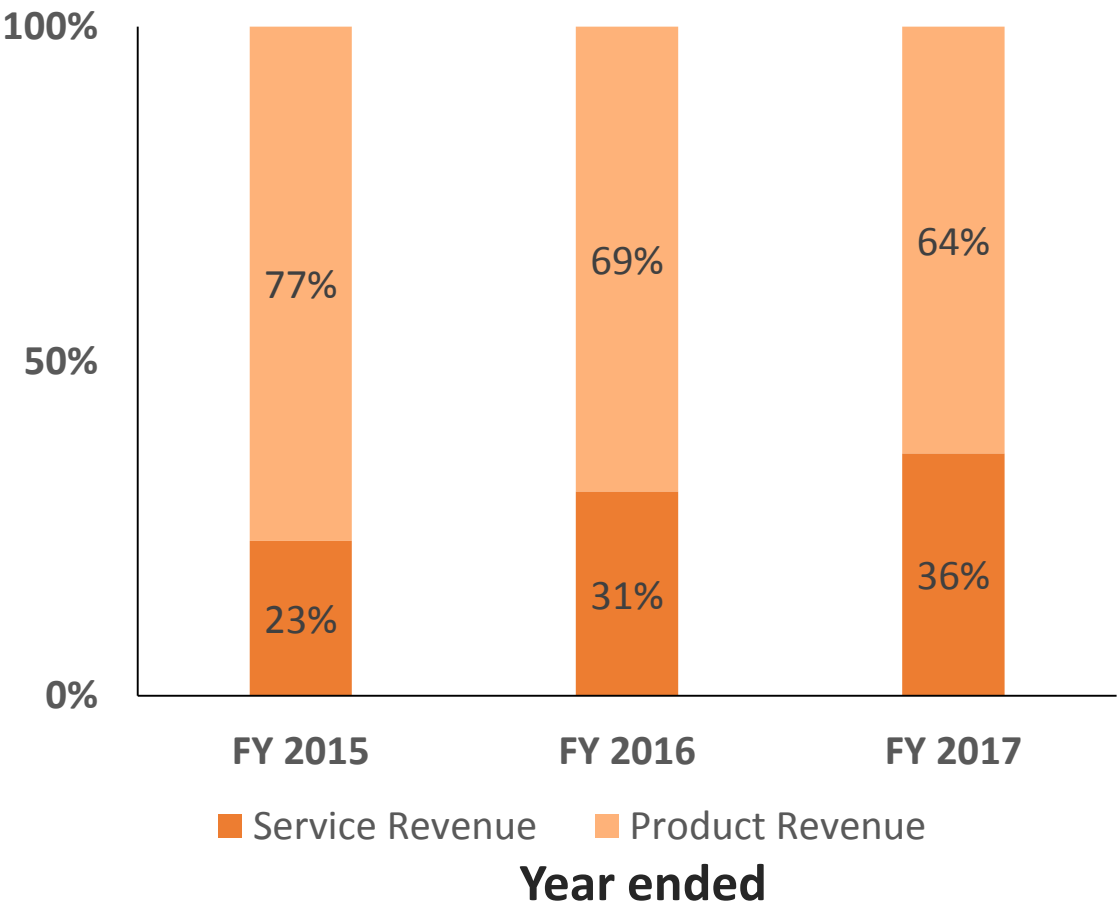
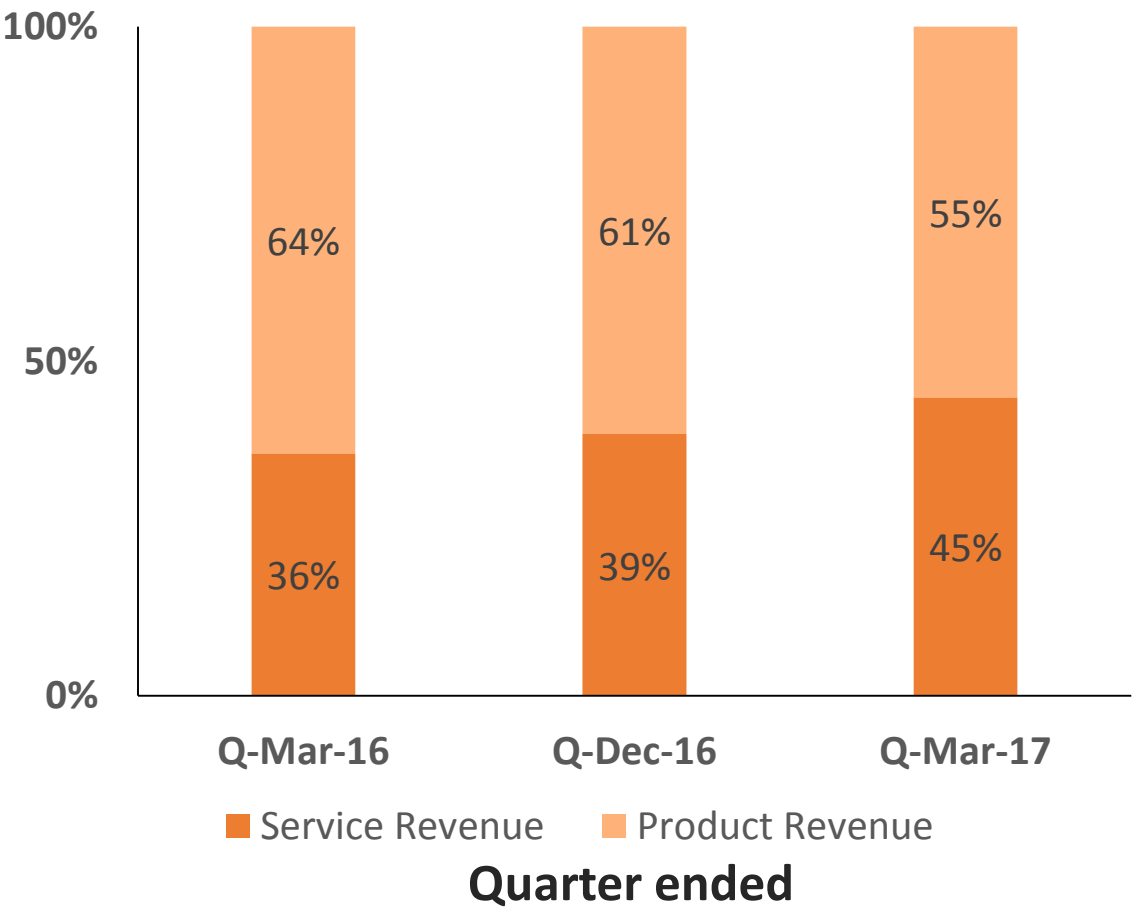
Note : (1) As of qtr ended March 31, 2017; (2) As of qtr ended March 31, 2017 , based on last login in the immediately preceding 12 months; (4) As reported in financials

CONSOLIDATED REVENUE Q4FY17 & FY17



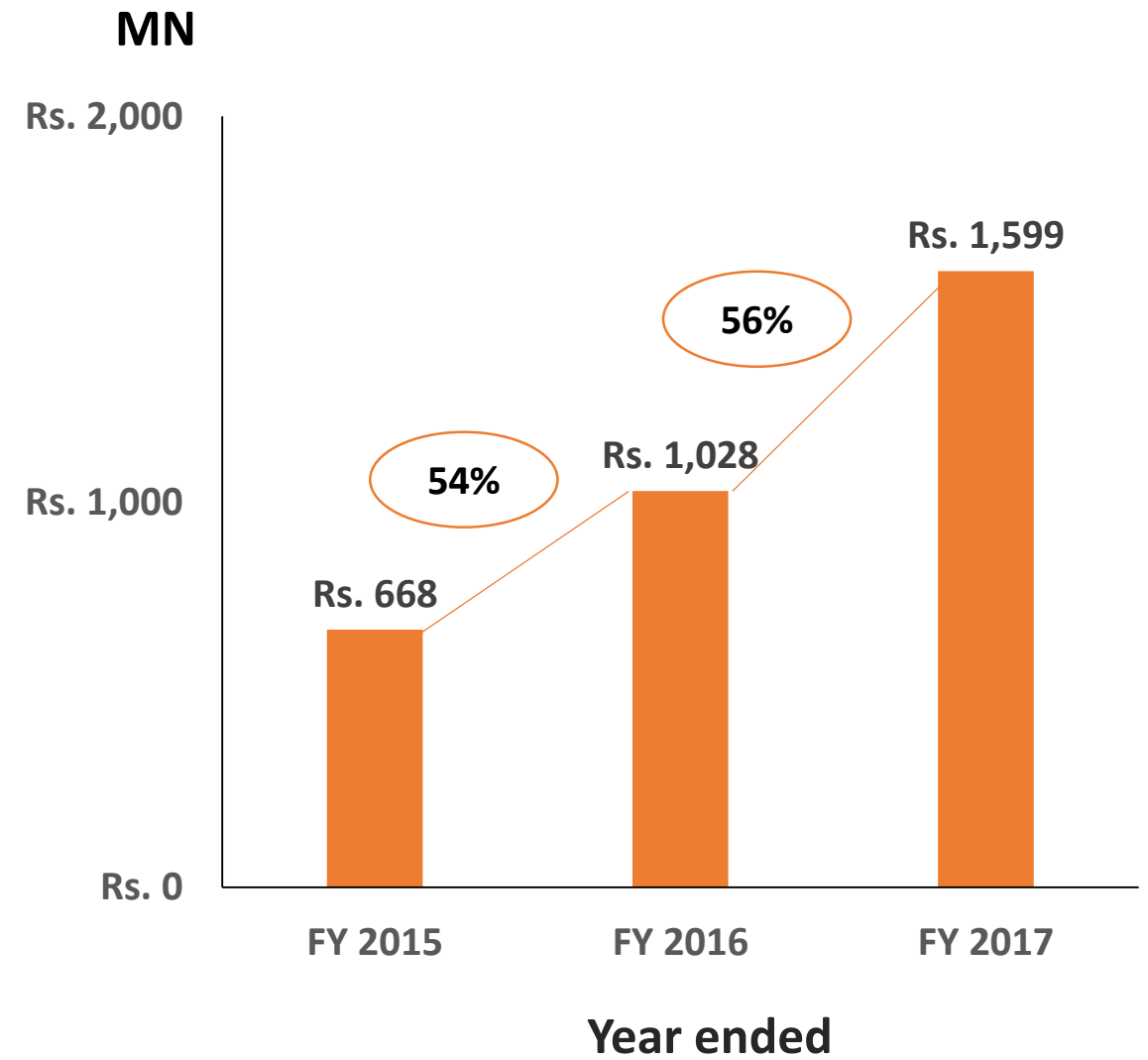
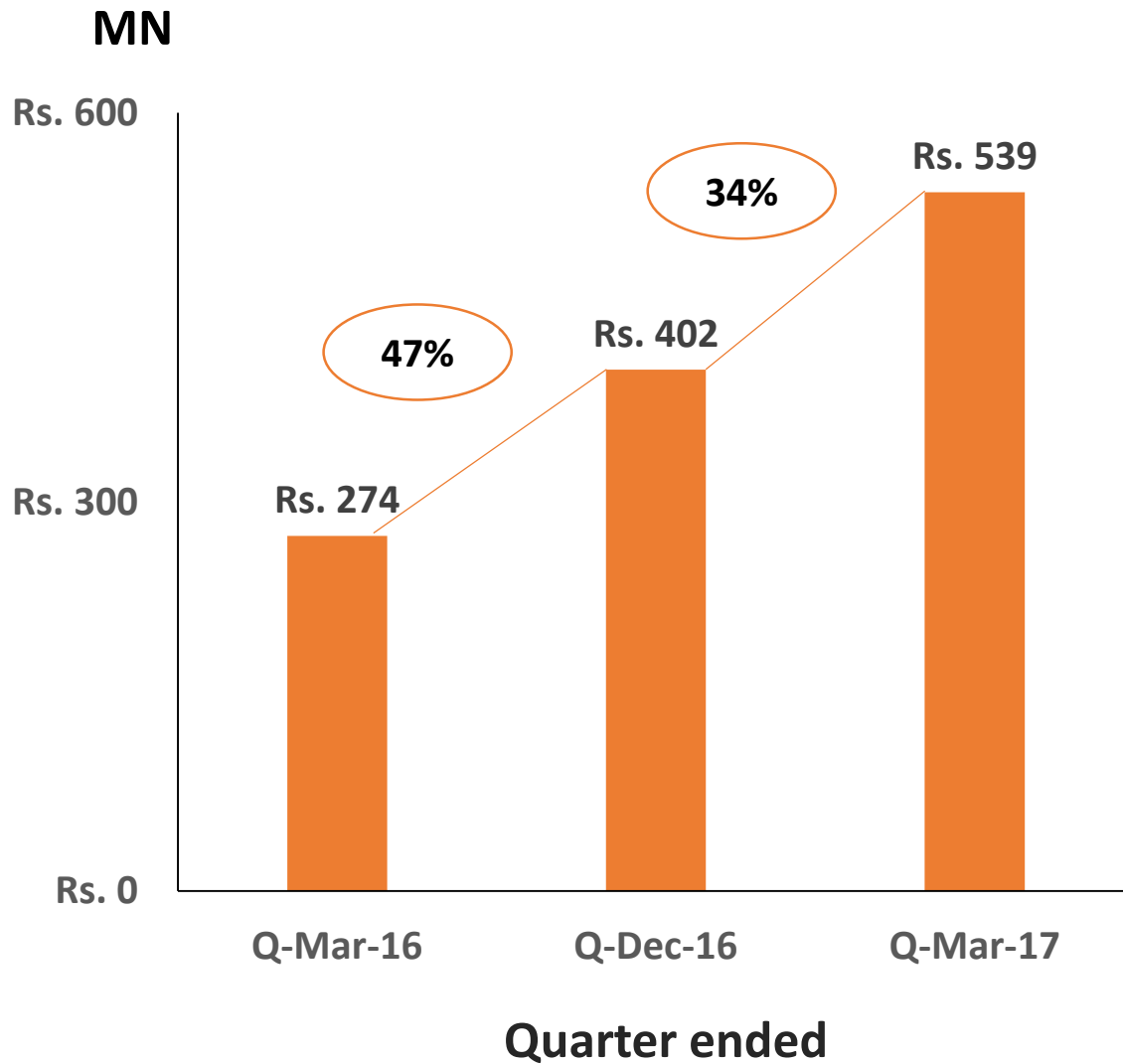
Note: Revenue from Operations.
The bar graph may not visually appear in proportion to scale.
Infibeam Incorporation Limited

CONSOLIDATED REVENUE Q4FY17 & FY17

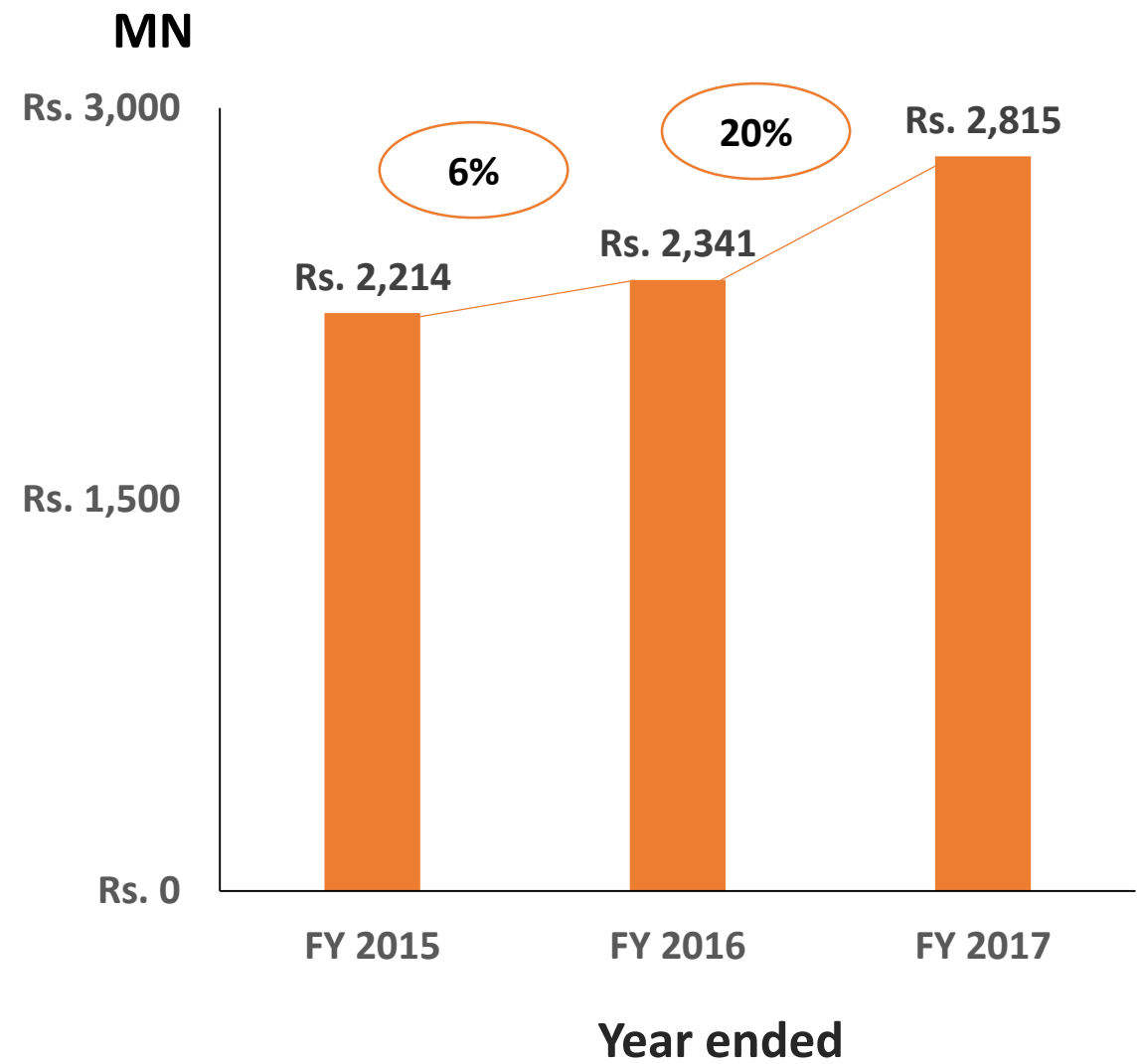
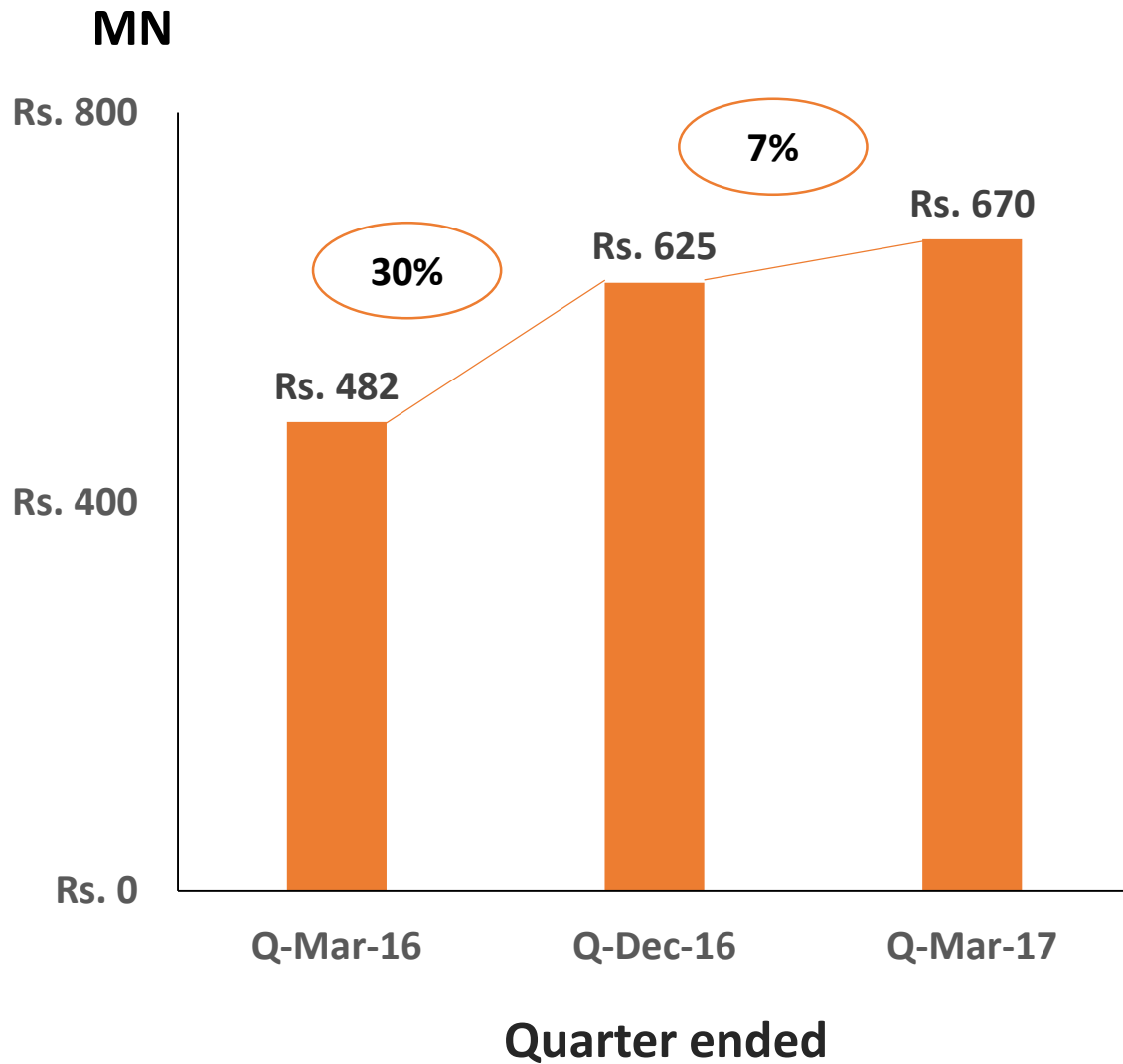


Note: Revenue from Operations.
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Infibeam Incorporation Limited

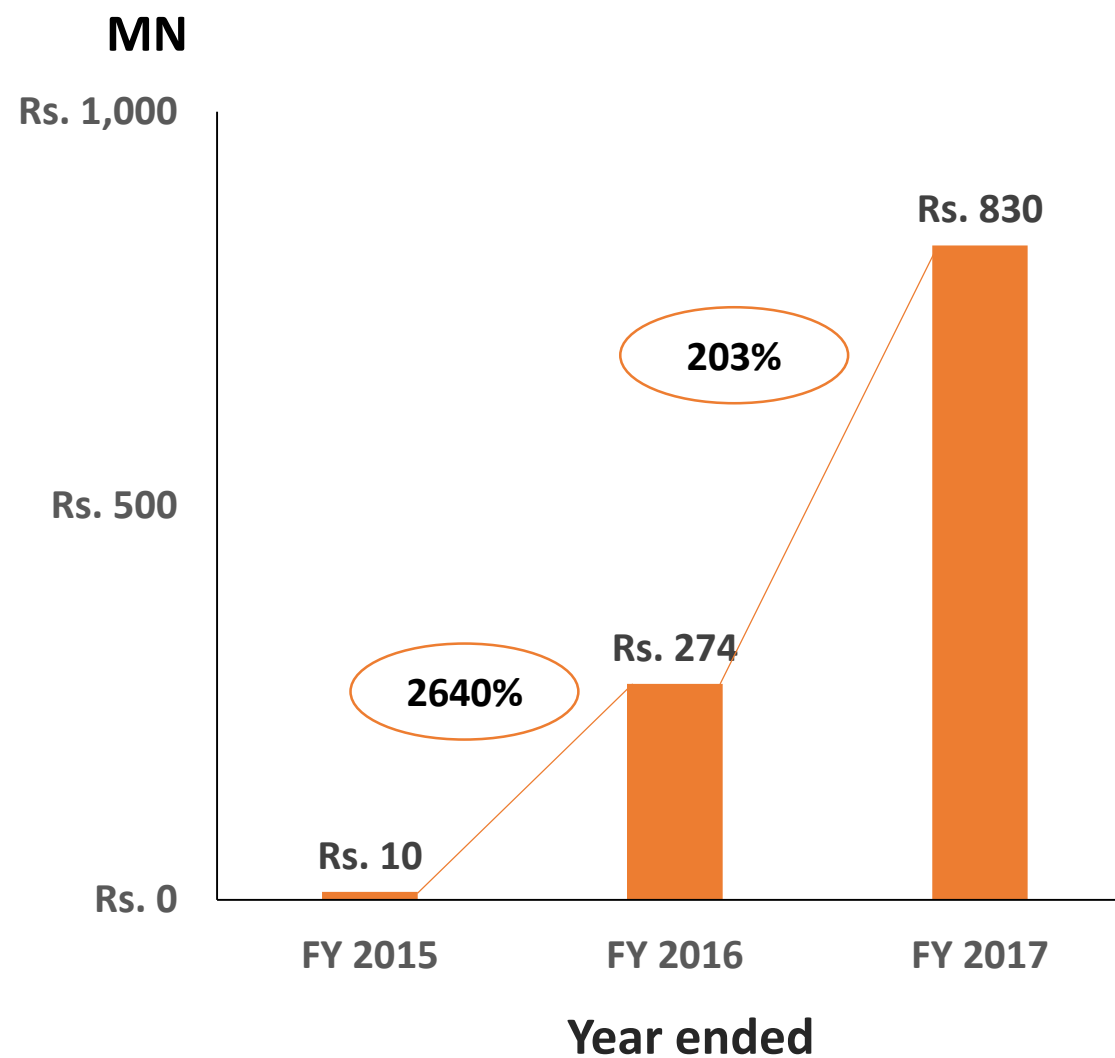
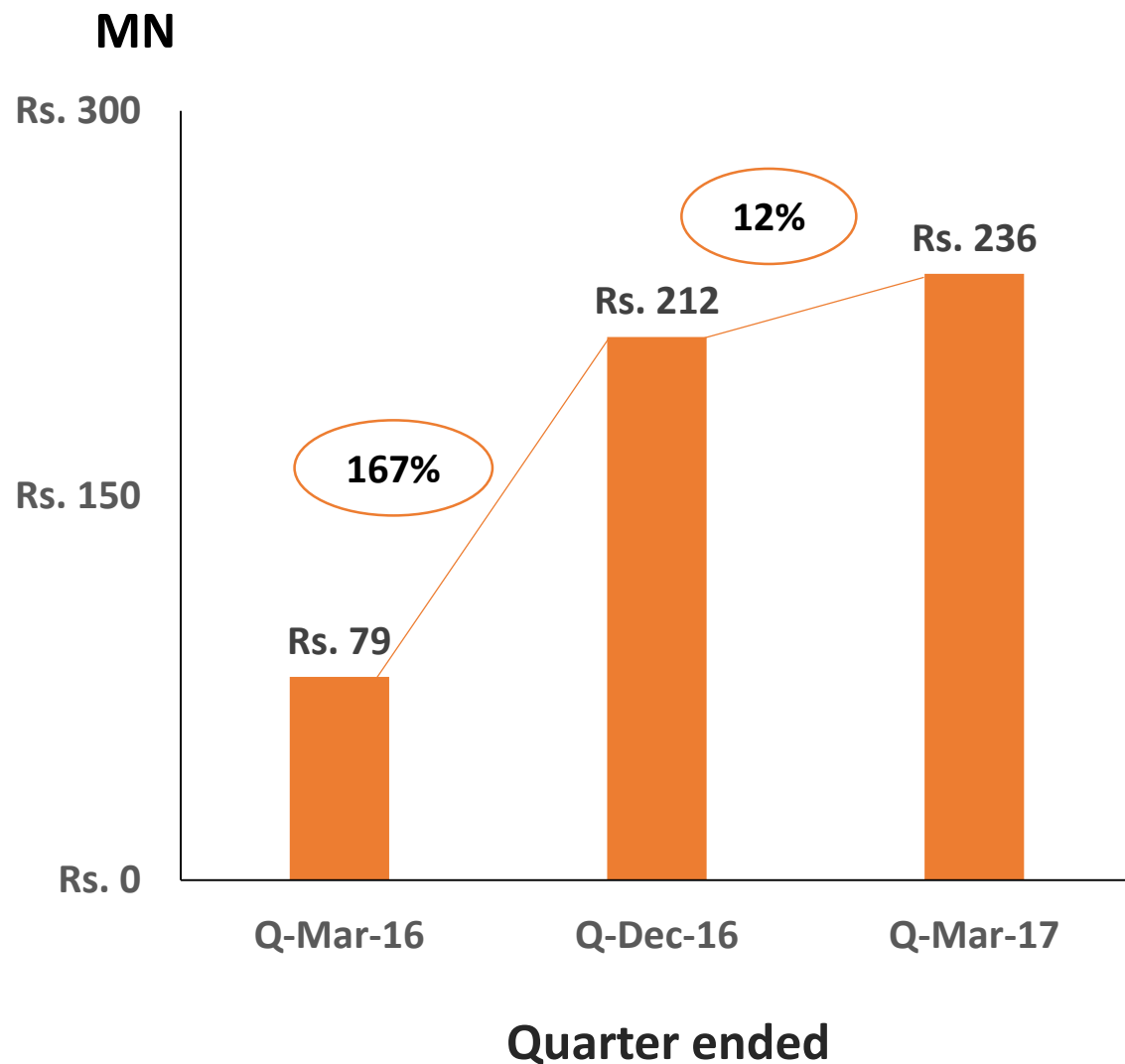
Q4FY17 & FY17 REVENUE – SERVICES SEGMENT



Q4FY17 & FY17 REVENUE – PRODUCT SEGMENT



Q4FY17 & FY17 EBITDA

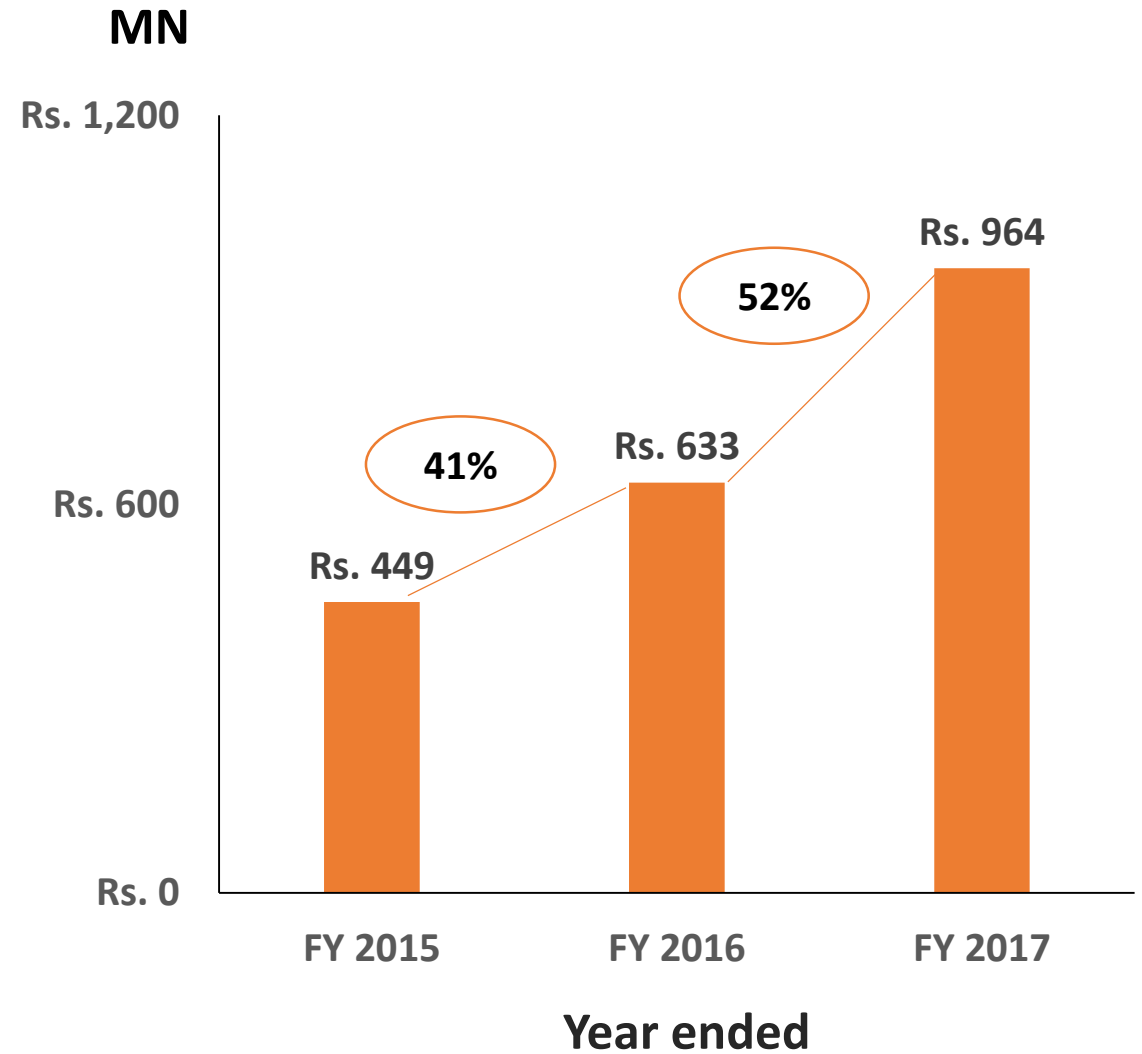
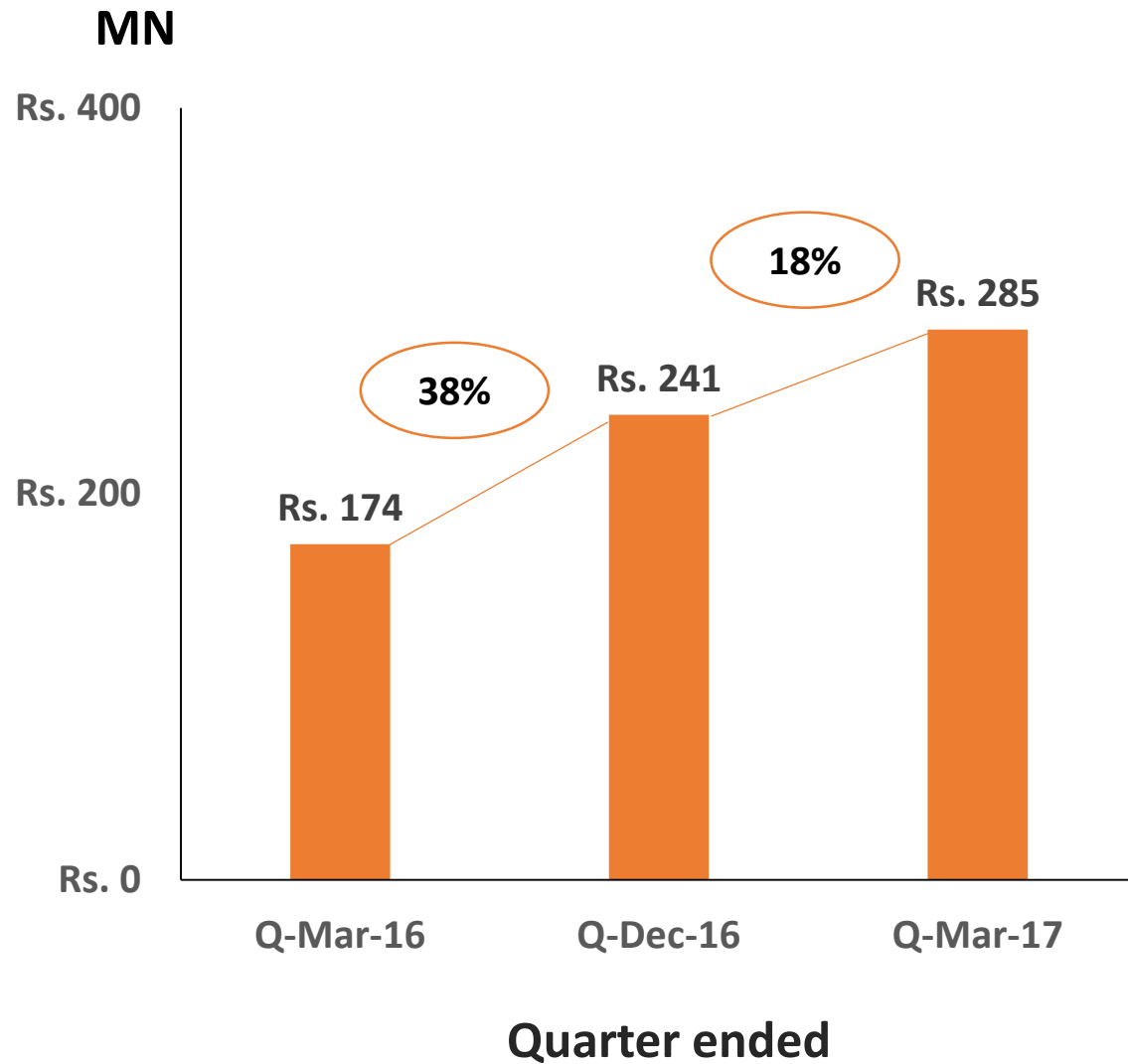


Note: EBITDA excludes other income

The bar graph may not visually appear in proportion to scale.

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Q4FY17 & FY17 SERVICES SEGMENT RESULT

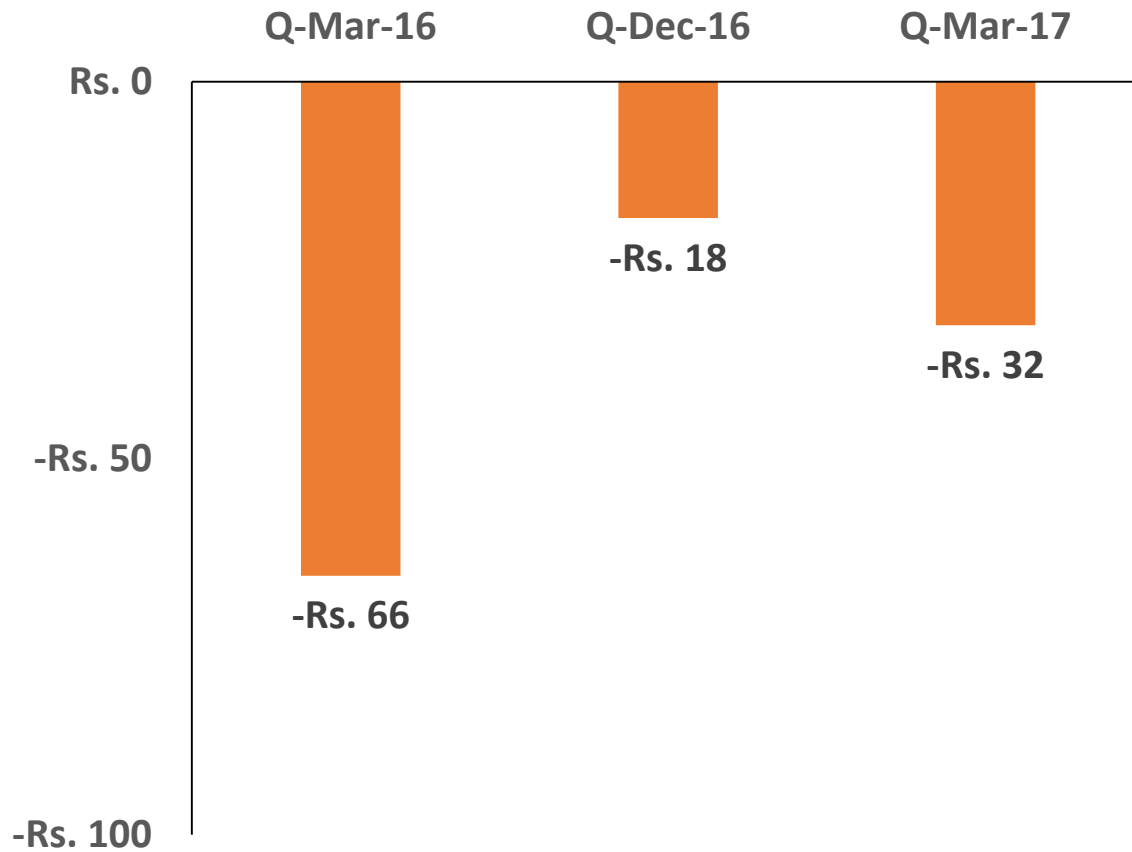


Q4FY17 & FY17 PRODUCT SEGMENT RESULT



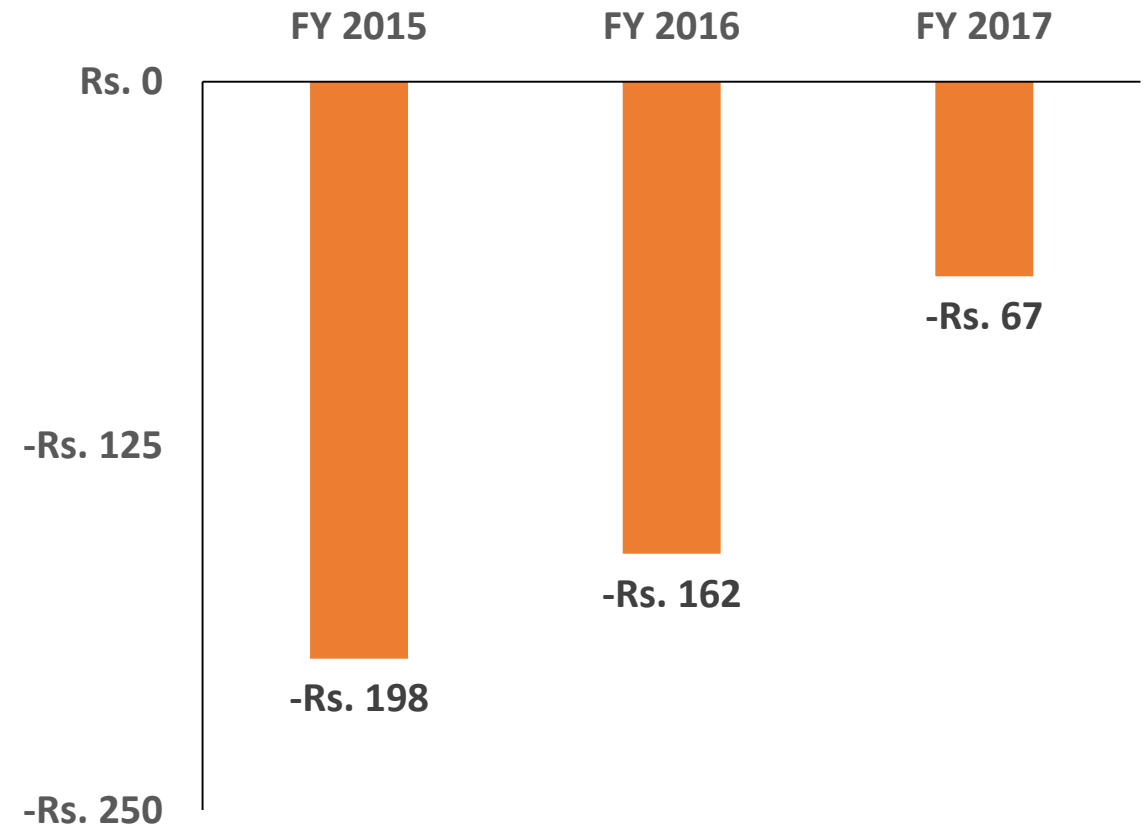
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Quarter ended



MN

Year ended

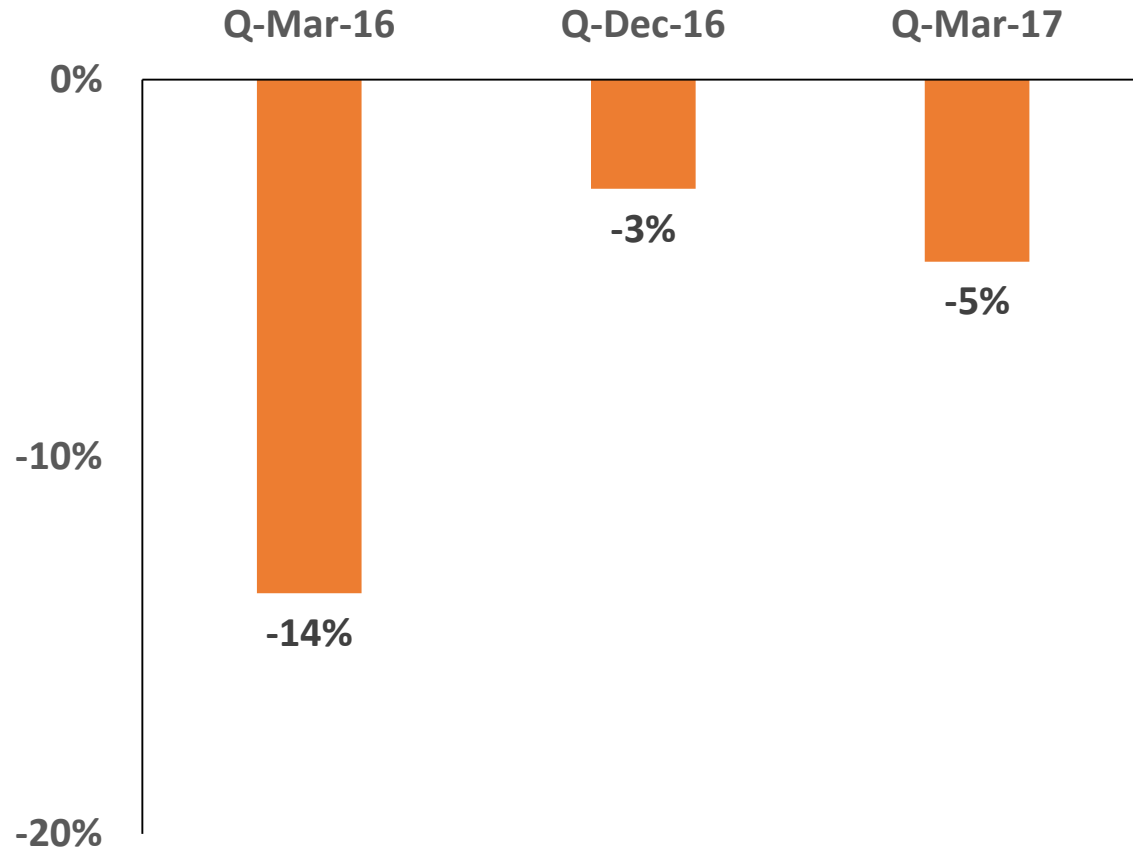


Q4FY17 & FY17 PRODUCT EBITDA (% OF REVENUE)



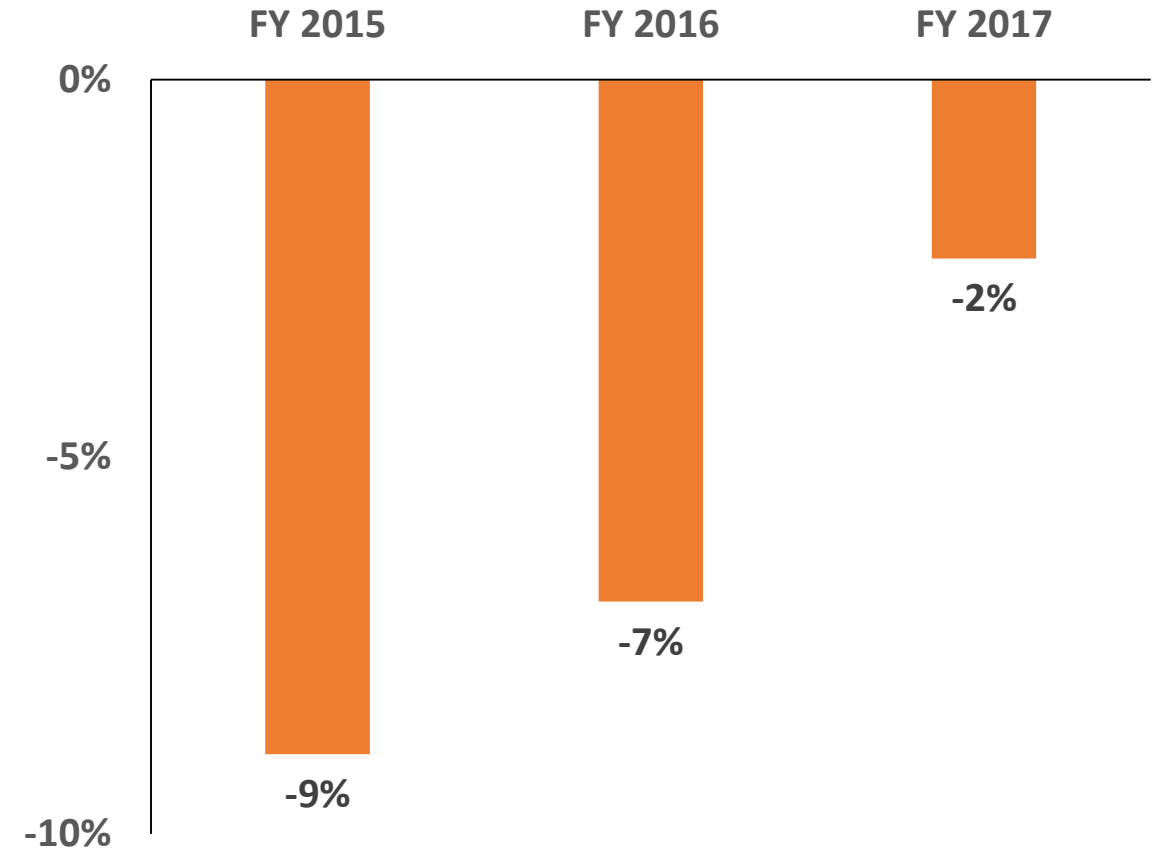
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Quarter ended

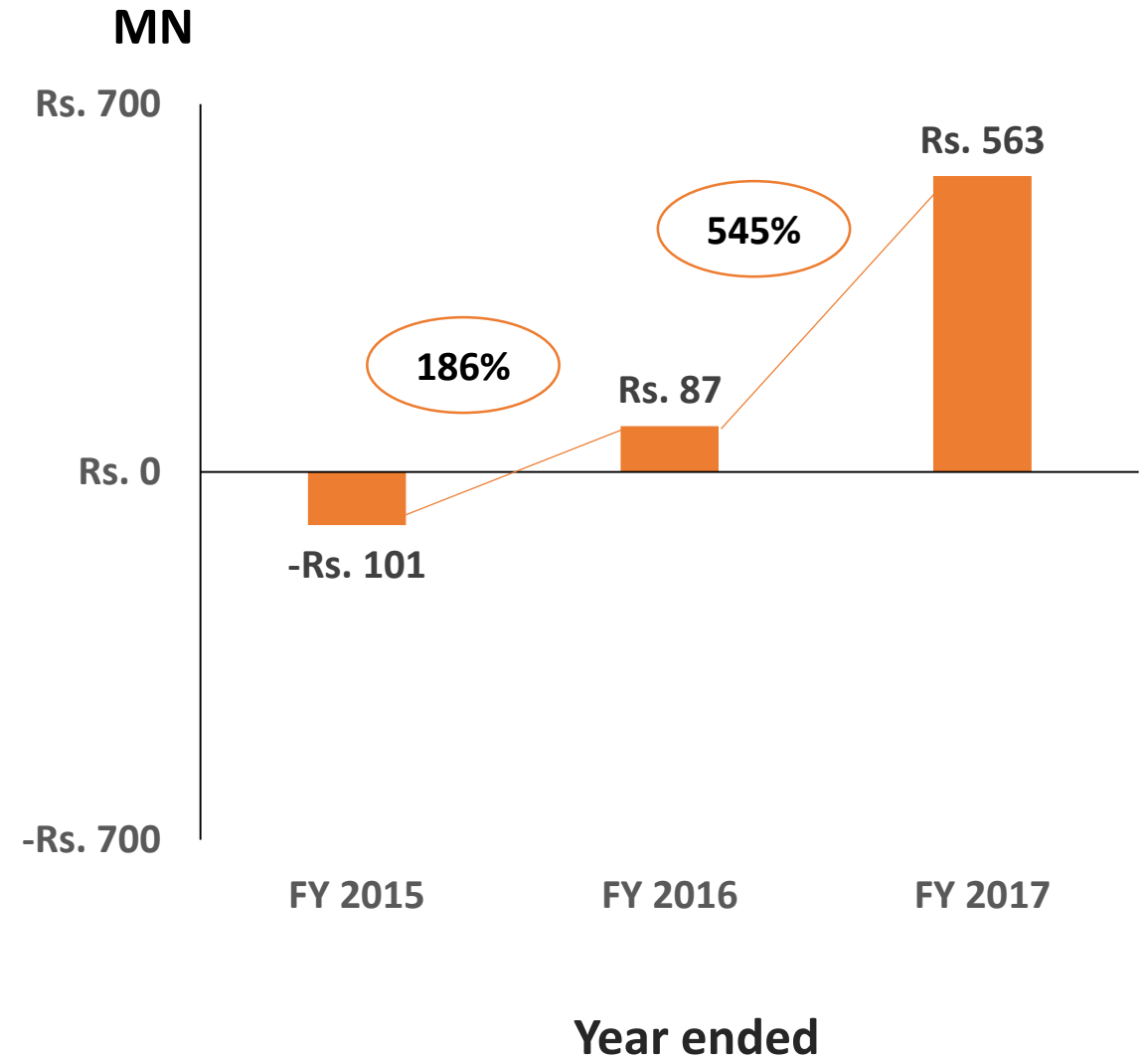
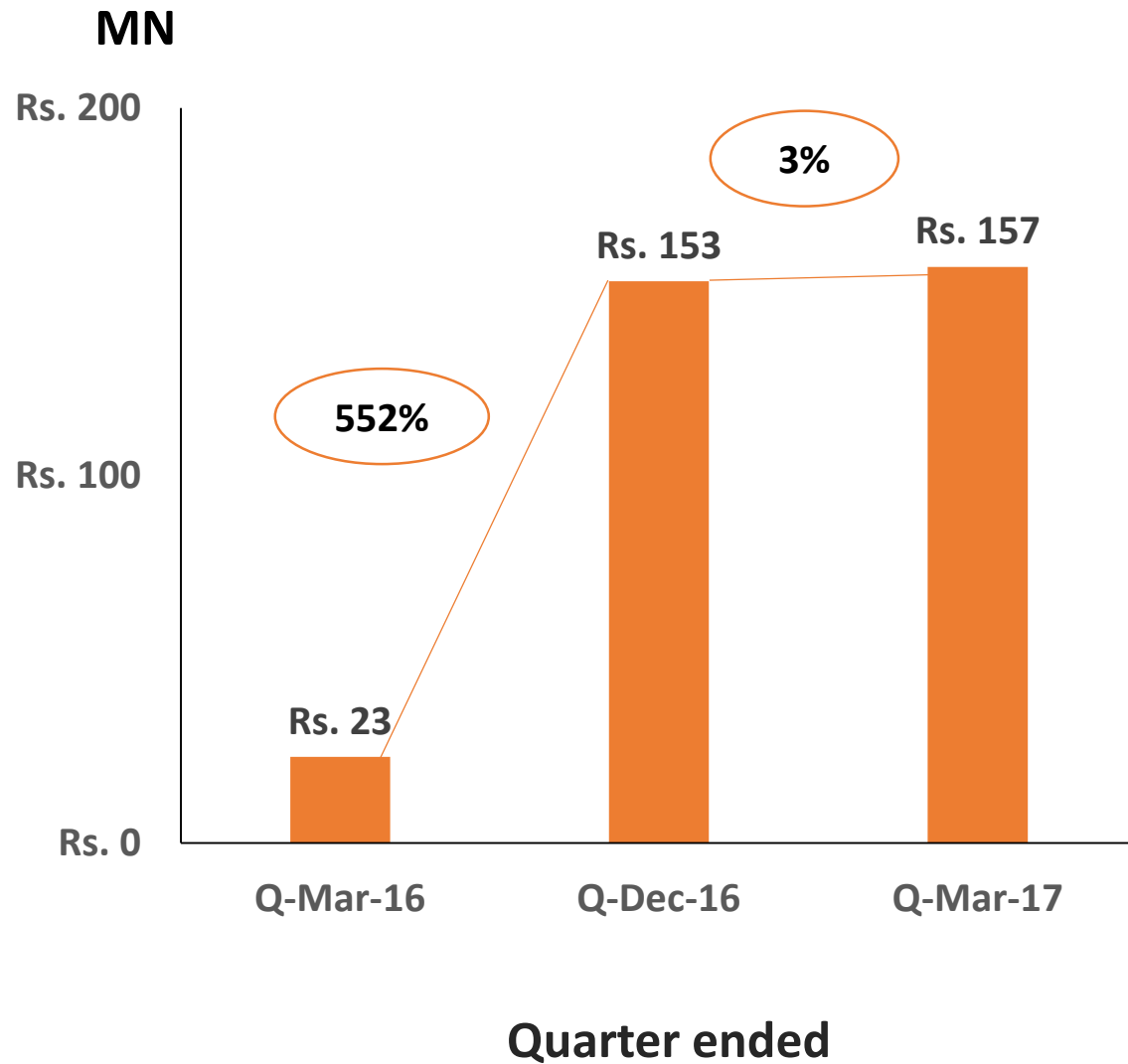


MN

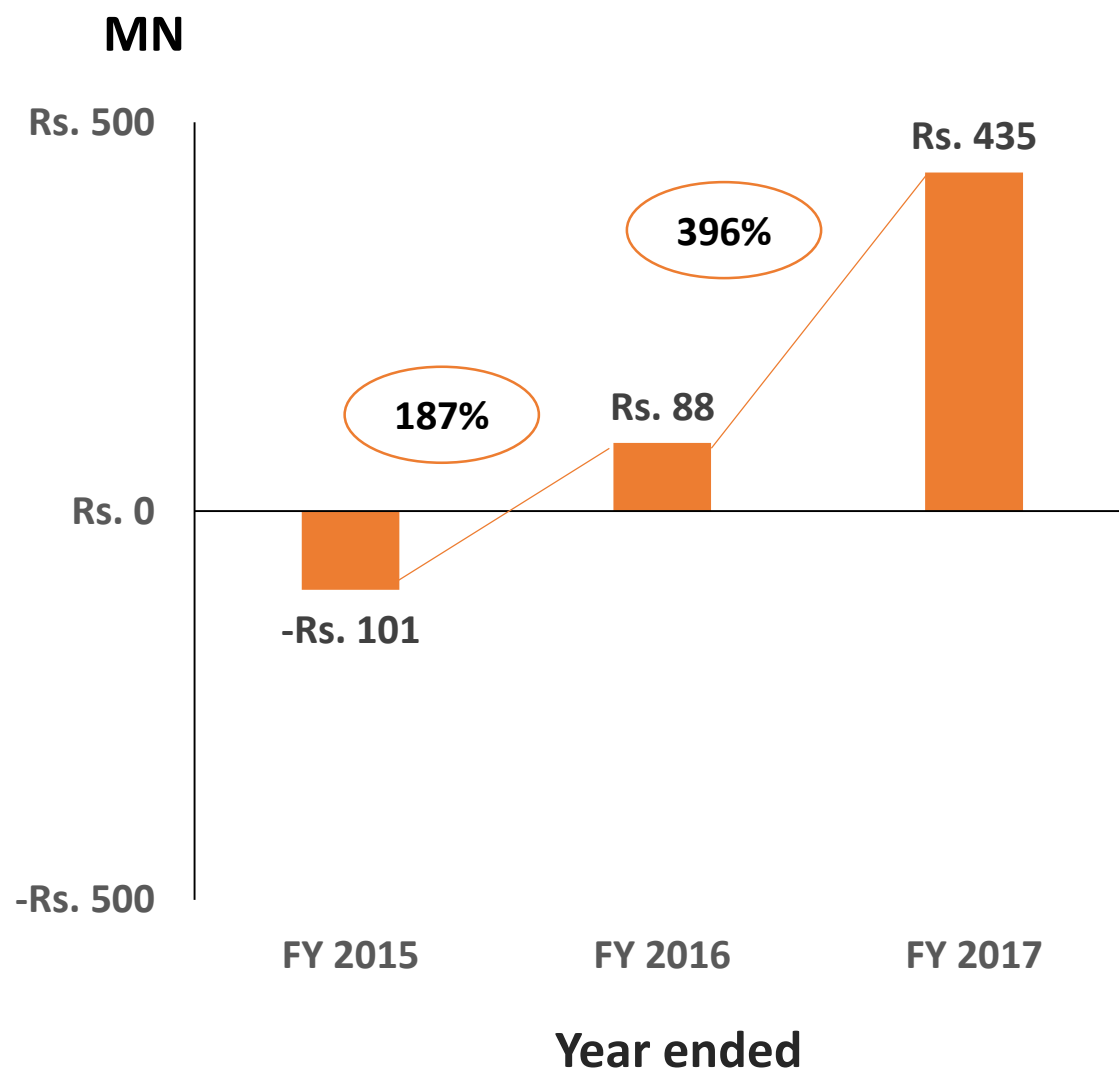
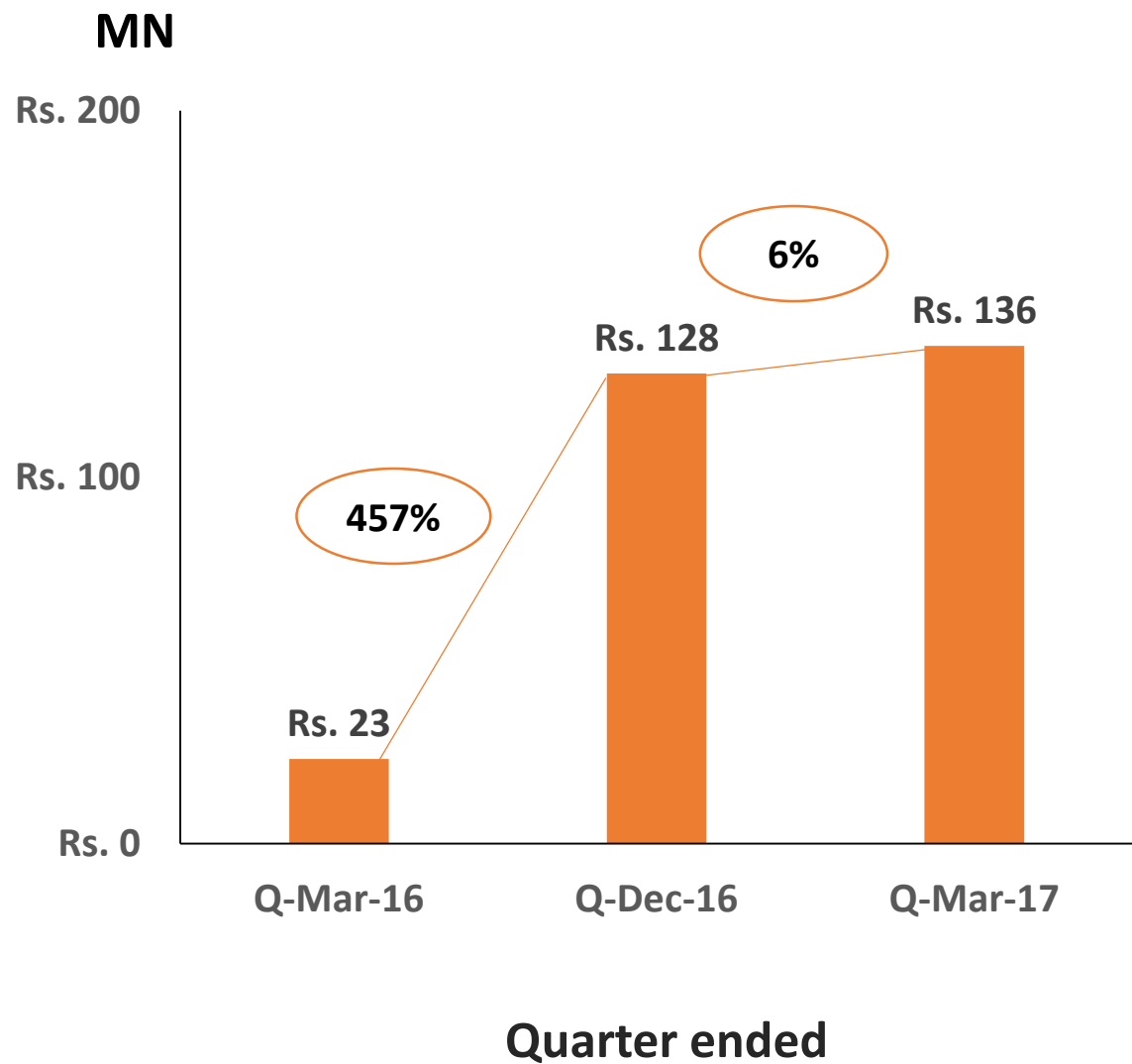
Year ended



Q4FY17 & FY17 PROFIT BEFORE TAX

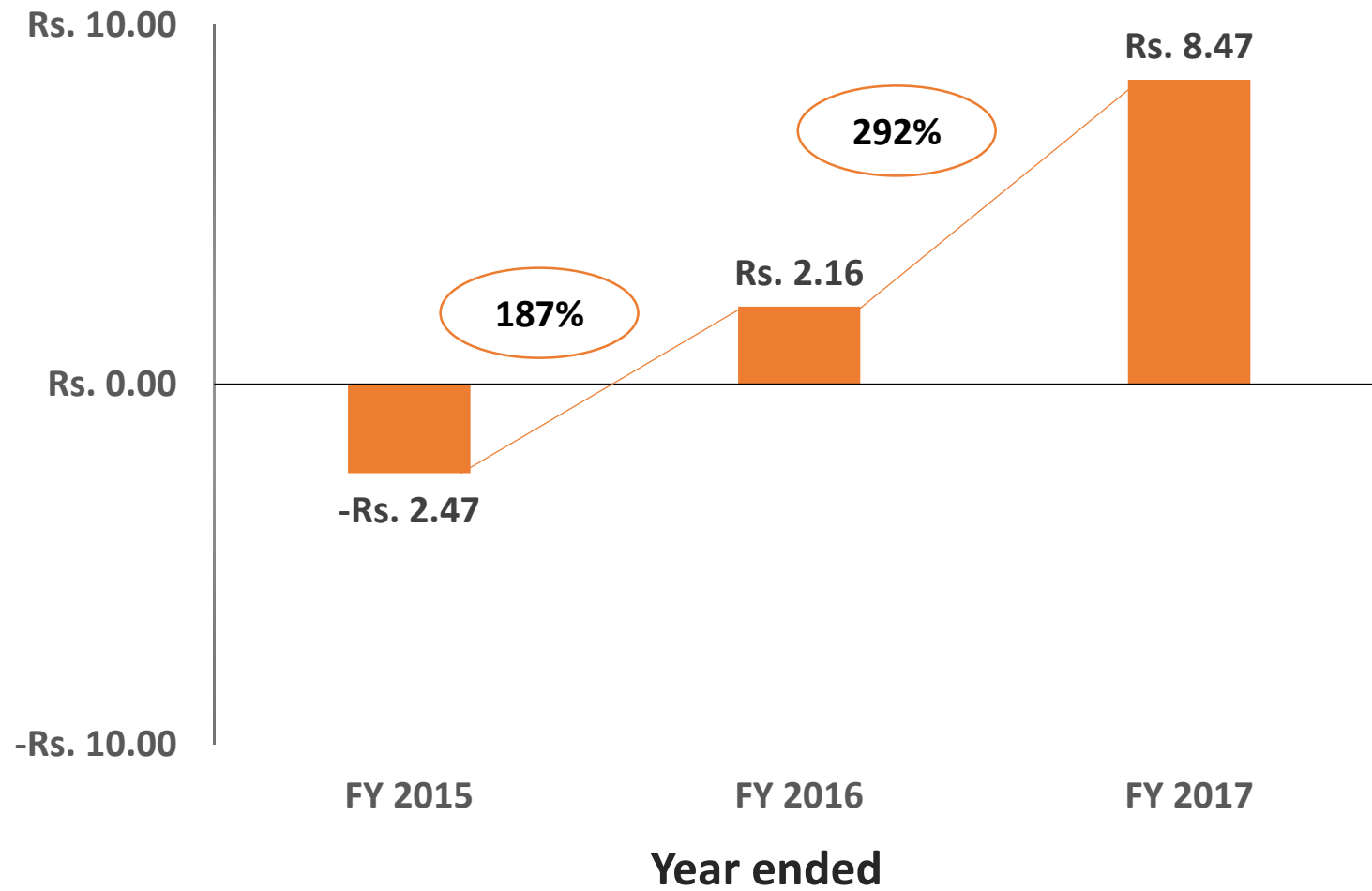


Q4FY17 & FY17 PROFIT AFTER TAX



FY17 EARNING PER SHARE

In INR per Share



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. Expected to move GIFT City by Q2FY18.
- **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 has started the investment by identifying locations with more clarity on GST. The company will continue to track GST migration and will be reporting further 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 12 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.

PERFORMANCE



- The market price as on 30.05.17 is Rs. 935.50 and market cap is Rs. 5029.65 cr.
- Included in the list of major Indexes
 - A. NIFTY Alpha 50 Index on 26th May, 2017 which is well diversified 50 stock index and measures performance of securities listed on NSE with high Alphas
 - B. S & P BSE Index 500 w.e.f. August 26, 2016 replacing Transport Corporation of India
 - C. Morgan Stanley India Domestic Index (MSCI), a leading benchmark provider indices globally. Infibeam is one among the 6 companies, w.e.f 30th November, 2016
 - D. Futures and Options segment of National Stock Exchange of India Ltd. (NSE) w.e.f. 31st March, 2017

NEW DEVELOPMENT IN Q4 FY 17 – INVESTMENT IN CC AVENUE



Infibeam has entered into an MOU with Avenues India Private Limited ("CC Avenue") for investment of Rs 150 Cr for acquisition of 7.5% equity shares of CCAvenue over and above the 3.85% of Equity Shares held by wholly owned subsidiary of Infibeam. Subsequently, amalgamation of CC Avenue into Infibeam by issuance of fresh shares subject to due diligence and regulatory approvals.

- Investment of Rs. 150 Cr completed in FY17. With this investment, Company will hold 11.35% equity in Avenues India private limited.
- Legal formalities on amalgamation with regulatory approvals as next milestone. Goodwill generated from the above transaction will be amortized as per standard.



Infibeam issued one warrant fully convertible into equity shares for an aggregate amount of Rs. 60 crores (Rs. sixty crores) to Bennett Coleman and Company Limited ("BCCL"). The said warrant has been converted into equity shares at Rs. 1375 per share.



Infibeam signed an agreement to acquire DRC Systems with full management control and more than 200 software engineers. It was an all cash deal with a payment consideration amounting to approx. Rs. 6 cr.



Saudi Telecom (JAWWY)

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



GCMMF Contract (Amul)

Infibeam signed an MoU with GCMMF for developing 'online and mobile' framework. Already operational in multi locations in Gujarat.



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



THANK YOU.

ir@infibeam.ooo