



August 12, 2016

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

**Sub: Submission of Standalone and Consolidated Unaudited Financial Results for the quarter ended on June 30, 2016**

We refer to our letter dated August 3, 2016 informing the date of Meeting of the Board of Directors of the Company.

Please note that the Board of Directors in their meeting held today which is commenced at 3.00 p.m. and concluded at 4.40 p.m. have taken on record the Standalone and Consolidated Unaudited Financial Results for the quarter ended on June 30, 2016.

We are enclosing herewith following:

1. A copy of the said Unaudited Financial Results as per Reg. 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
2. A copy of the Press Release being issued in respect of aforesaid Financial Results.

Thanking you,

Yours faithfully,

**For Infibeam Incorporation Limited**

  
**Shyamal Trivedi**  
**Company Secretary & Compliance Officer**



Encl.: As above





Infibeam Incorporation Limited  
CIN: L64203GJ2010PLC061366

9 th Floor, "A" wing, Gopal Palace, Opposite Ocean Park, Nehrunagar, Satellite Road,  
Ahmedabad 380 015

STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2016

(Rupees in lakhs, except for share data and if otherwise stated)

Sr. No	Particulars	Consolidated	
		Quarter ended on 30 June 2016 (Unaudited)	Quarter ended on 30 June 2015 (Unaudited)
1	<b>Income from operations</b>		
	(a) Net Sales/Income from operations	10,310.4	8,425.3
	(b) Other operating income	-	-
	Total income from Operations (net)	10,310.4	8,425.3
2	<b>Expenses</b>		
	(a) Purchase of stock-in-trade	7,229.0	5,694.0
	(b) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(519.7)	287.1
	(c) Employee benefits expense	789.5	608.2
	(d) Depreciation and amortisation expense	501.9	407.2
	(e) Other expenses	1,545.4	1,352.3
	Total Expenses	9,546.1	8,348.8
3	<b>Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>	<b>764.3</b>	<b>76.5</b>
4	Other Income	423.8	222.9
5	<b>Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4)</b>	<b>1,188.1</b>	<b>299.4</b>
6	Finance costs	(18.7)	(15.7)
7	<b>Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 + 6)</b>	<b>1,169.4</b>	<b>279.7</b>
8	Exceptional items	-	-
9	<b>Net Profit / (Loss) from ordinary activities before tax (7 + 8)</b>	<b>1,169.4</b>	<b>279.7</b>
10	Tax expenses (charge)/credit	(208.6)	5.2
11	<b>Net Profit / (Loss) from ordinary activities after tax (9 + 10)</b>	<b>960.8</b>	<b>284.9</b>
12	Extraordinary items	-	-
13	<b>Net Profit / (Loss) for the period (11 + 12)</b>	<b>960.8</b>	<b>284.9</b>
14	Share of Profit/(Loss) of associates	-	-
15	Share of (Profit)/Loss of minority	25.9	11.9
16	<b>Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (13 + 14 + 15)</b>	<b>986.7</b>	<b>296.80</b>
17	Other comprehensive income	0.6	7.3
18	<b>Total comprehensive income</b>	<b>987.3</b>	<b>304.1</b>
19	Paid-up equity share capital ( face value of Rs. 10 each)	5,309.1	4,256.0
20	<b>Earnings per share (before and after extraordinary items) (of Rs. 10 each) (not annualised):</b>		
	(a) Basic - Rs.	1.86	0.70
	(b) Diluted - Rs.	1.82	0.68

See accompanying notes to the consolidated financial results





**Note:**

- 1 The above statement of unaudited consolidated financial results ('the Statement') for the quarter ended 30 June 2016 are reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 12 August 2016.
- 2 The above results have been subjected to limited review by the Statutory Auditors of the Company. The review report has been filed with the stock exchange and is available on the Company's website at "www.infibeam.ooo"
- 3 The equity shares of the Company were listed on National Stock Exchange of India Limited (NSE) via ID INFIBeam and BSE Limited (BSE) via ID 539807 on 4 April 2016, accordingly the Statement was drawn up in accordance with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Regulation') for the first time for the quarter and year ended 31 March 2016. Consequently, the financials results for the quarter ended 30 June 2015, are neither subjected to limited review nor subjected to audit and are as prepared by the Company's management.
- 4 These financials results have prepared been in accordance with Indian Accounting Standard ('IndAS') prescribed under Section 133 of the Companies Act, 2013 read with relevant rules thereunder and in terms of SEBI Regulations and SEBI circular dated 5 July 2016. The Company has availed relaxation provided by the aforesaid SEBI circular dated 5 July 2016 in respect of disclosure requirements and accordingly, the figures for the quarter ended 31 March 2016 and year ended 31 March 2016 have not been presented.

The Company has also prepared a reconciliation of the net profit for the corresponding period under the previously applicable General Accepted Accounting Principles ("Previous GAAP") with the total comprehensive income as reported in these financials results under Ind AS. The net profit reconciliation for the quarter ended 30 June 2015 is as follows:

Particulars	30 June 2015
<b>Profit after tax (PAT) as per Previous GAAP</b>	<b>292.2</b>
Employee benefits expense (actuarial gain)	(7.3)
Share of (Profit)/Loss of minority	11.9
<b>PAT as IndAS</b>	<b>296.8</b>
<b>Other comprehensive income (OCI)</b>	
Actuarial gain on defined benefit obligation	7.3
<b>Total comprehensive income</b>	<b>304.1</b>

- 5 During the year ended 31 March 2016, the Company raised funds through an Initial Public Offering (IPO) for the purpose of setting up of cloud data center, purchase of property for shifting and setting up of its registered and corporate office, setting up of 75 logistic centers, purchase of software and general corporate purposes. Pursuant to which, the Company issued 10,416,666 equity shares of Rs. 10 each at an issue price of Rs. 432 per equity share.

The proceeds from IPO amounting to Rs 41,616.6 lakhs (net of issue related expenses of Rs 3,383.3 lakhs) have been utilised as follows:

Particulars	Objects of the issue as per the prospectus	Amount in lakhs	
		Amount utilised upto 30 June 2016	Utilised amount as on 30 June 2016
Setting up of cloud data center and purchase of property for shifting of the registered and corporate offices of our Company	23,520.0	6,500.0	17,020.0
Setting up of 75 logistics centers	3,750.0	-	3,750.0
Purchase of software	6,700.0	2,000.0	4,700.0
General corporate purposes	7,646.6	5,590.6	2,056.0
<b>Total</b>	<b>41,616.6</b>	<b>14,090.6</b>	<b>27,526.0</b>
The unutilised amount of the issue as at 30 June 2016 is temporarily deployed as under:			
- In fixed deposits			27,000.0
- In current account with bank			526.0

- 6 In accordance with IndAS-108 - Operating Segments and evaluation by the Chief Operating Decision Maker, primary reportable segments of the Group consists of: Ecommerce - sale of products and Ecommerce- Sale of software and ecommerce related ancillary services.
- 7 On 22 June 2016, the Company's subsidiary company NSI Infinium Global Private Limited has acquired preference share capital of Avenues (India) Private Limited for Rs. 6,000 lakhs.
- 8 Comparative figures have been regrouped/ reclassified, where necessary, to conform to current period's classification

Date: August 12, 2016  
Place: Ahmedabad



Vishal Mehta  
Managing Director



**Infibeam Incorporation Limited**  
**CIN: L64203GJ2010PLC061366**  
**9 th Floor, "A" wing, Gopal Palace, Opposite Ocean Park, Nehrunagar, Satellite Road,**  
**Ahmedabad 380 015**

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2016**

*(Rupees in lakhs, except for share data and if otherwise stated)*

S. No	Particulars	Quarter ended on 30 June 2016 (Unaudited)	Quarter ended on 30 June 2015 (Unaudited)
<b>1</b>	<b>Income from operations</b>		
	(a) Net Sales/Income from operations	1,085.9	1,321.6
	(b) Other operating income	-	-
	Total income from Operations (net)	1,085.9	1,321.6
<b>2</b>	<b>Expenses</b>		
	(a) Purchase of stock-in-trade	-	-
	(b) Changes in inventories of finished goods, work-in-progress and stock-in-trade	-	-
	(c) Employee benefits expense	242.0	138.6
	(d) Depreciation and amortisation expense	128.7	80.0
	(e) Other expenses	444.2	1,061.4
	Total Expenses	814.9	1,280.0
<b>3</b>	<b>Profit / (Loss) from operations before other income, finance costs and exceptional items (1-2)</b>	<b>271.0</b>	<b>41.6</b>
<b>4</b>	<b>Other Income</b>	<b>1,158.3</b>	<b>444.6</b>
<b>5</b>	<b>Profit / (Loss) from ordinary activities before finance costs and exceptional items (3 + 4)</b>	<b>1,429.4</b>	<b>486.2</b>
<b>6</b>	<b>Finance costs</b>	<b>(4.6)</b>	<b>(5.6)</b>
<b>7</b>	<b>Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 + 6)</b>	<b>1,424.7</b>	<b>480.6</b>
<b>8</b>	<b>Exceptional items</b>	<b>-</b>	<b>-</b>
<b>9</b>	<b>Profit / (Loss) from ordinary activities before tax (7 + 8)</b>	<b>1,424.7</b>	<b>480.6</b>
<b>10</b>	<b>Tax expenses charge/(credit)</b>	<b>(679.6)</b>	<b>149.1</b>
<b>11</b>	<b>Net Profit / (Loss) from ordinary activities after tax (9 + 10)</b>	<b>2,104.2</b>	<b>331.5</b>
<b>12</b>	<b>Extraordinary items</b>	<b>-</b>	<b>-</b>
<b>13</b>	<b>Net Profit / (Loss) for the period (11 + 12)</b>	<b>2,104.2</b>	<b>331.5</b>
<b>14</b>	<b>Other comprehensive income</b>	<b>2.3</b>	<b>3.50</b>
<b>15</b>	<b>Total comprehensive income</b>	<b>2,106.5</b>	<b>335.0</b>
<b>16</b>	<b>Paid-up equity share capital ( face value of Rs. 10 each)</b>	<b>5,309.1</b>	<b>4,256.0</b>
<b>17</b>	<b>Earnings per share (before and after extraordinary items) (of Rs. 10 each) (not annualised):</b>		
	(a) Basic - Rs.	3.96	0.78
	(b) Diluted - Rs.	3.89	0.76
<b>See accompanying notes to the standalone financial results</b>			





**Note:**

- 1 The above statement of unaudited standalone financial results ('the Statement') for the quarter ended 30 June 2016 of the Infibeam Incorporation Limited ('the Company') are reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 12 August 2016.
- 2 The above results have been subjected to limited review by the Statutory Auditors of the Company. The review report has been filed with the stock exchange and is available on the Company's website at "www.infibeam.ooo"
- 3 The equity shares of the Company were listed on National Stock Exchange of India Limited (NSE) via ID INFIBEAM and BSE Limited (BSE) via ID 539807 on 4 April 2016, accordingly the Statement was drawn up in accordance with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Regulation') for the first time for the quarter and year ended 31 March 2016. Consequently, the financials results for the quarter ended 30 June 2015, are neither subjected to limited review nor subjected to audit and are as prepared by the Company's management.
- 4 These financials results have prepared been in accordance with Indian Accounting Standard ('IndAS') prescribed under Section 133 of the Companies Act, 2013 read with relevant rules thereunder and in terms of SEBI Regulations and SEBI circular dated 5 July 2016. The Company has availed relaxation provided by the aforesaid SEBI circular dated 5 July 2016 in respect of disclosure requirements and accordingly, the figures for the quarter ended 31 March 2016 and year ended 31 March 2016 have not been presented.

The Company has also prepared a reconciliation of the net profit for the corresponding period under the previously applicable General Accepted Accounting Principles ("Previous GAAP") with the total comprehensive income as reported in these financials results under Ind AS. The net profit reconciliation for the quarter ended 30 June 2015 is as follows:

Particulars	30 June 2015
<b>Profit after tax (PAT) as per Previous GAAP</b>	<b>53.3</b>
Employee benefits expense (actuarial gain)	(3.5)
Interest income due to fair value of loan to subsidiary	430.8
Tax impact on above interest income	(149.1)
<b>PAT as IndAS</b>	<b>331.5</b>
<b>Other comprehensive income (OCI)</b>	
Actuarial gain on defined benefit obligation - Gratuity	3.5
<b>Total comprehensive income</b>	<b>335.0</b>

- 5 During the year ended 31 March 2016, the Company raised funds through an Initial Public Offering (IPO) for the purpose of setting up of cloud data center, purchase of property for shifting and setting up of its registered and corporate office, setting up of 75 logistic centers, purchase of software and general corporate purposes. Pursuant to which, the Company issued 10,416,666 equity shares of Rs. 10 each at an issue price of Rs. 432 per equity share.

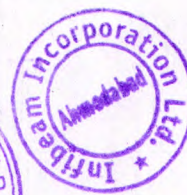
The proceeds from IPO amounting to Rs 41,616.6 lakhs (net of issue related expenses of Rs 3,383.3 lakhs) have been utilised as follows:

Particulars	Objects of the issue as per the prospectus	Amount utilised upto 30 June 2016	Amount in lakhs
			Utilised amount as on 30 June 2016
Setting up of cloud data centre and purchase of property for shifting of the registered and corporate offices of our Company	23,520.0	6,500.0	17,020.0
Setting up of 75 logistics centres	3,750.0	-	3,750.0
Purchase of software	6,700.0	2,000.0	4,700.0
General corporate purposes	7,646.6	5,590.6	2,056.0
<b>Total</b>	<b>41,616.6</b>	<b>14,090.6</b>	<b>27,526.0</b>
The unutilised amount of the issue as at 30 June 2016 is temporarily deployed as under:			
- In fixed deposits			27,000.0
- In current account with bank			526.0

- 6 In accordance with IndAS-108, segment information has been given in consolidated financial results of Infibeam Incorporation Limited, and therefore, no separate disclosure on segment information is given in these standalone results.
- 7 Comparative figures have been regrouped/ reclassified, where necessary, to conform to current period's classification

Date: August 12, 2016

Place: Ahmedabad



*Vishal Mehta*  
Vishal Mehta  
Managing Director



**REPORTING OF SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES ALONG WITH THE QUARTERLY RESULTS**

(Rs. In lakhs)

Particulars	Quarter ended on 30 June 2016	Quarter ended on 30 June 2015
	Unaudited	unaudited
<b>1. Segment Revenue</b>		
(a) Ecommerce - sale of products	7,093.0	6,174.3
(b) Ecommerce- sale of software and ecommerce related ancillary services	3,217.4	2,251.0
<b>Net segment revenue</b>	<b>10,310.4</b>	<b>8,425.3</b>
<b>2. Segment Results Profit/ (Loss) before tax and interest from each segment</b>		
(a) Ecommerce - sale of products	(55.6)	(421.5)
(b) Ecommerce- Sale of software and ecommerce related ancillary services	1,781.0	1,365.1
<b>Total segment results</b>	<b>1,725.4</b>	<b>943.6</b>
Less: i) Interest expense	18.7	19.7
Less: ii) Other un-allocable expenditure net off	960.6	849.0
Add: iii) Un-allocable income	423.3	204.8
<b>Profit before Tax</b>	<b>1,169.4</b>	<b>279.7</b>
<b>3. Segment assets</b>		
(a) Ecommerce - sale of products	4,576.2	4,085.4
(b) Ecommerce- Sale of software and ecommerce related ancillary services	8,749.8	7,988.1
(c) Unallocated corporate assets	59,407.7	15,396.8
<b>Total segment assets</b>	<b>72,733.7</b>	<b>27,470.3</b>
<b>4. Segment liabilities</b>		
(a) Ecommerce - sale of products	3,298.2	3,492.4
(b) Ecommerce- Sale of software and ecommerce related ancillary services	1,331.3	476.5
(c) Unallocated corporate liabilities	1,562.8	1,614.8
<b>Total segment liabilities</b>	<b>6,192.3</b>	<b>5,583.7</b>
<b>5. Capital Employed</b>		
(Segment assets – Segment Liabilities)		
(a) Ecommerce - sale of products	1,278.0	593.0
(b) Ecommerce- Sale of software and ecommerce related ancillary services	7,418.5	7,511.6
(c) Unallocated corporate assets less liabilities	57,844.9	13,782.0
<b>Total capital employed</b>	<b>66,541.4</b>	<b>21,886.6</b>

Notes:

**1. Business segments:**

Based on the "management approach" as defined in Ind AS 108 - Operating Segments and evaluation by the Chief Operating Decision Maker, primary reportable segments of the Group consists of: Ecommerce - sale of products and Ecommerce- Sale of software and ecommerce related ancillary services.

**2. Segment assets and liabilities:**

Segment information is prepared in conformity with the accounting policies adopted for preparing and presenting the consolidated financial statements of the Group as a whole. Segment assets include all operating assets used by a segment and principally consists of operating cash, trade receivables, inventories and fixed assets, net of allowances and provisions which are reported as direct offsets in the balance sheet. While most such assets can be directly attributed to individual segments, the carrying amount of certain assets used jointly by two segments is allocated to the segments on a reasonable basis. Segment liabilities include all operating liabilities and consist principally of trade payables and accrued liabilities. Segment assets and liabilities do not include those relating to income taxes.

There are certain assets which are used interchangeably between the segments by the Group's businesses, the same have not been fully identified to any of the reportable segments, and accordingly such assets are disclosed as 'unallocated'.

**3. Segment expense:**

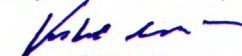
Segment expense comprises the expense resulting from the operating activities of a segment that is directly attributable to the segment or that can be allocated on a reasonable basis to the segment and expense relating to transactions with other segments. Certain expenses are not specifically allocable to individual segments as the underlying services are used interchangeably. The Group therefore believes that it is not practicable to provide segment disclosures relating to such expenses, and accordingly such expenses are separately disclosed as 'unallocated' and directly charged against total income.

4. The equity shares of the company were listed on 4 April 2016 and accordingly, the figures for the quarter ended 30 June 2015 as reported in the segment information above are based on management information and hence are neither subjected to limited review nor subjected to audit.

Date: August 12, 2016

Place: Ahmedabad



  
Vishal Mehta  
Managing Director



# B S R & Associates LLP

Chartered Accountants

903 Commerce House V,  
Near Vodafone House  
Praladnagar, Corporate Road,  
Ahmedabad 380 051  
India

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## Limited Review Report on Quarterly Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

### To the Board of Directors of Infibeam Incorporation Limited

We have reviewed the accompanying statement of unaudited consolidated financial results ('Statement') of Infibeam Incorporation Limited ('the Company'), its subsidiary companies and an associate, as mentioned below, (collectively referred to as 'the Group') for the quarter ended 30 June 2016, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Regulations'). We draw attention to note 3 to the Statement, which states that the equity share of the Company got listed on Stock Exchanges on 4 April 2016 and accordingly, figures for the quarter ended 30 June 2015 are neither subjected to limited review nor subjected to audit by us or the auditors of subsidiaries and are presented as prepared by the Company's Management.

This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on this Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

The Statement includes the results of the following entities:

Sr. No.	Name of the Entity	Relationship
1	NSI Infinium Global Private Limited	Subsidiary company
2	Infinium India Limited	Subsidiary company
3	Infibeam Digital Entertainment Private Limited	Subsidiary company
4	Odigma Consultancy Private Limited	Subsidiary company
5	Infibeam Logistics Private Limited	Subsidiary company
6	Sine Qua Non Solutions Private Limited	Step down subsidiary of subsidiary company
7	Avenues Infinite Private Limited	Associate



## Infibeam Incorporation Limited

### **Limited Review Report on Quarterly Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

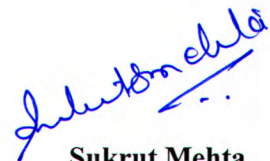
We did not review the financial results of four subsidiaries, whose financial results accounted for total income from operations (net) and other income of Rs. 375.8 lakhs for the quarter ended 30 June 2016. We did not review financial results of an associate whereby group's share of net loss of Rs. Nil for the quarter ended 30 June 2016, is included in the consolidated financial results. The financial results of these subsidiaries for the quarter ended 30 June 2016 have been reviewed by other auditors whose review reports have been furnished to us by the Company's Management. The financial result of associate have not been subject to audit / review and have been furnished to us by the Management. Our report on the Statement, in so far as it relates to the amounts and disclosure included in respect to these subsidiaries, is based solely on the reports of such other auditors.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards i.e. Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Associates LLP

*Chartered Accountants*

Firm Registration No: 116231W /W-100024



**Sukrut Mehta**

*Partner*

Membership No: 101974

Ahmedabad

12 August 2016



# B S R & Associates LLP

Chartered Accountants

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Near Vodafone House  
Prahaldnagar, Corporate Road,  
Ahmedabad 380 051  
India

Telephone +91 (79) 4014 4800  
Fax +91 (79) 4014 4850

## Limited Review Report on Quarterly Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

### To the Board of Directors of Infibeam Incorporation Limited

We have reviewed the accompanying statement of unaudited standalone financial results ('Statement') of Infibeam Incorporation Limited ('the Company') for the quarter ended 30 June 2016 attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Regulations'). We draw attention to note 3 to the Statement, which states that the equity shares of the Company got listed on Stock Exchanges in India on 4 April 2016 and accordingly, the figures for the quarter ended 30 June 2015 are neither subjected to limited review nor subjected to audit and are presented as prepared by the Company's Management.

This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these Statement based on our review.

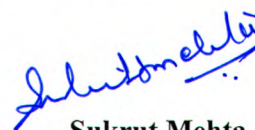
We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards i.e. Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Associates LLP

Chartered Accountants

Firm Registration No: 116231W /W-100024



Sukrut Mehta

Partner

Membership No: 101974

Ahmedabad  
12 August 2016





Infibeam Incorporation Limited

FOR IMMEDIATE RELEASE

## Infibeam Incorporation Limited Reports First Quarter Result (Q1FY' 2016-2017)

Total Revenue ↑ to 1031mn | PAT↑ 237 % to Rs. 96mn (YoY same period)

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### Highlights of the Consolidated Financial Result for Q1 Ended June 30<sup>th</sup>, 2016

- Service Revenue grew by 43 % to Rs. 322 mn vs. Rs. 225 in Q1 FY'16
  - Product Revenue grew by 15 % to Rs. 709 mn vs. Rs. 617 in Q1 FY'16
  - Total Revenue grew by 22 % to Rs. 1031 mn vs. Rs. 843 in Q1 FY'16
  - EBITDA grew by 139 % to Rs. 169 mn vs. Rs. 71 mn in Q1FY'16
  - Profit after tax on Total Revenue grew by 237 % to Rs. 96 mn vs. Rs. 28mn in Q1FY'16.
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Ahmedabad, 12th August, 2016: Infibeam Incorporation Limited (the “Company”) declared its Consolidated Financial Results for the first quarter (Q1FY' 16-17) ended June 30, 2016. Compared to Q1FY' 15-16 the company has outperformed in Q1FY' 16-17 result reporting growth in Product and Service Segment business. The company has reported growth in product revenue by 15% and service revenue by 43% compared to corresponding Q1FY' 15-16. This is the first Quarter Result reported by the company post listing which was on April 04, 2016.

<b>Highlights of Quarterly Results – June 2016 Rs. In Million</b>
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	Q1 April -June-15	Q1 April June-16	% Increase
Service	225	322	43
Product	617	709	15
Total Revenue	843	1,031	22
PAT	28	96	237
EBITDA	71	169	139





## **Operational Reviews:**

### **Service segment:**

The total number of registered merchants on platform as on 31.3.2016 was 53633 which has increased to 57482 as on 30.06.2016. Infibeam recorded a growth in Services Revenue by 43 % to Rs. 322 mn compared to Rs. 225mn in Q1 FY'16.

Infibeam is unique company, in the global e-commerce market, have achieved a rare distinction by providing an integrated and synergistic business model for B2B and B2C segment of customer on cloud based infrastructure, enabling online sale of product and services for merchants locally as well as globally.

Infibeam has built BuildaBazaar platform ([www.buildabazaar.com](http://www.buildabazaar.com)) for enabling online e-commerce services for merchants to sell their products and services to customers. The platform so used by the merchant is provided on the cloud wherein it offers the ease of doing business at an affordable cost. It is a unique proposition for the local and global merchants to use this cloud based platform and get online marketplace instantaneously with ready to sell products on the web, which makes Infibeam a unique service provider in the global marketplace. The scalability of this business model is so high for Infibeam now which helps the company to acquire merchants without losing money and thereby growing the revenues from services, yet remain profitable and cash positive.

The company earns revenues by offering a combination of set-up cost followed by monthly fee and a per-transaction commission.

### **Product segment:**

Infibeam.com, the e-commerce marketplace portal of the company, stays positive with positive contribution from sale of goods. Probably the only company in e-commerce marketplace generating cash positive performance. Product Revenue grew by 15 % to Rs. 709 mn compared to Rs. 617 in Q1 FY'16.

Infibeam.com provides wide range of products across 40 product and service categories, including mobile and tablets, computer and accessories, electronics and cameras, housing and kitchen, books and magazines going up to fashion products, music, travel and gifts.

The company has more than 5000 registered merchants who sell directly on Infibeam.com. As of June 30th 2016, the company has more than 15 mn SKU's and 8.2Mn active users on Infibeam.com. It is a conscious and strategic effort of the management to be positive with contribution in this crowded e-commerce space where online retailers are losing money.

Infibeam follows the strategy of forward investing while ensuring profitable track record





### **New Development in First Quarter**

The Q1FY'17 marks the **beginning of Milestone Journey** for the company with some of the most prominent customers signing up with the company for their e-commerce platforms

### **Infibeam powering digital marketing of AMUL and Saudi Telecom**

- **Agreement with world's largest milk producer AMUL, the Gujarat Cooperative Milk Marketing Federation (GCMMF) for developing online and mobile framework to enable Amul products "direct to home"**

Infibeam has executed an agreement with GCMMF to provide online e-commerce and mobile platform with integrated logistics framework for on-demand customer purchase of Amul Products.

- **Saudi Telecom Company selected Infibeam technology platform "Buildabazaar" to build its next generation mobile experience "JAWWY" ([www.jawwy.sa](http://www.jawwy.sa))**

Saudi Telecom Company (STC), the largest modern mobile network operator in the Middle East, recently launched "Jawwy from STC", a new digital mobile experience for today's tech savvy millennials. Jawwy, which means "my way" in Arabic, is a global first, utilizing an online, digital-first service model featuring its own SIM, app and freshly designed digital channels for sales and customer care.

STC has selected Infibeam's technology platform BuildaBazaar for Jawwy to use the company's end-to-end e-commerce solution. The integration of Infibeam's platform with social media allows aggregation of users from all social media networks, enabling Jawwy to integrate digital and physical retail channels to deliver a new buying experience and serve its target market more nimbly than other mobile service brands.

- **Investment in payment Solution Company: CC Avenue, a leading payment processing solution provider in India.**

The company thru its fully owned subsidiary NSI Infinium Global Pvt Ltd has invested Rs 600 Mn in CC Avenue, a leading payment processing solution provider for thousands of merchants across Business verticals. The role of payment processor is very crucial under e-commerce model for completing the financial transactions after the purchase is made by the customer. For Merchants, the payment integration is a very critical/equally important for expanding his merchandise which on the other hand results into higher sales. The advantage to Infibeam would be in form of incremental revenue by way of deep integration for customers shopping on BuildaBazaar merchant store and also on Infibeam.com.

- **International Expansion: Setting up wholly owned subsidiary company in Dubai.**

Infibeam Incorporation Limited is in the advance stage of setting up a Wholly Owned Subsidiary Company in Dubai. The Wholly Owned Subsidiary Company will be helpful in catering the services business of the Company in the MENA region and will also help in increasing the services revenue of the Company.





### **Update on IPO listing**

Infibeam has raised Rs 4500 Mn through IPO this year and is among the first e-commerce company in India to get listed on Indian stock exchange. As on 12<sup>th</sup> August, 2016 the market capitalization stands at Rs 4394 crore. It is listed on the BSE with a BSE Code of 539807 and the NSE with an NSE Code of INFIBEAM.

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