



February 14, 2017

<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/ Madam,

**Sub: Presentation on Unaudited Financial Results for the Quarter ended on December 31, 2016**

Please find enclosed herewith Presentation on the Unaudited Financial Results for the Quarter ended on December 31, 2016.

Please 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

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# Financial Results

## Q3 FY17

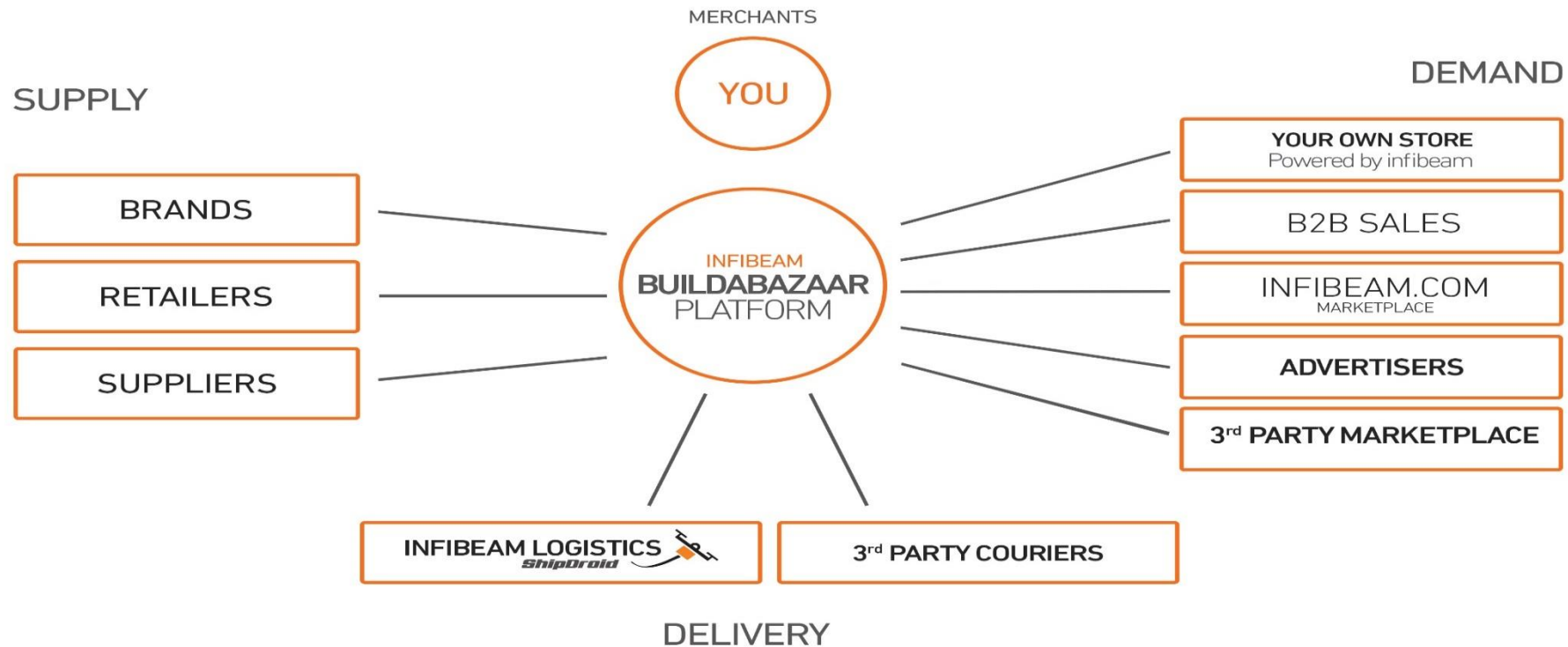
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# INFIBEAM – POWERING DIGITAL ENTERPRISE



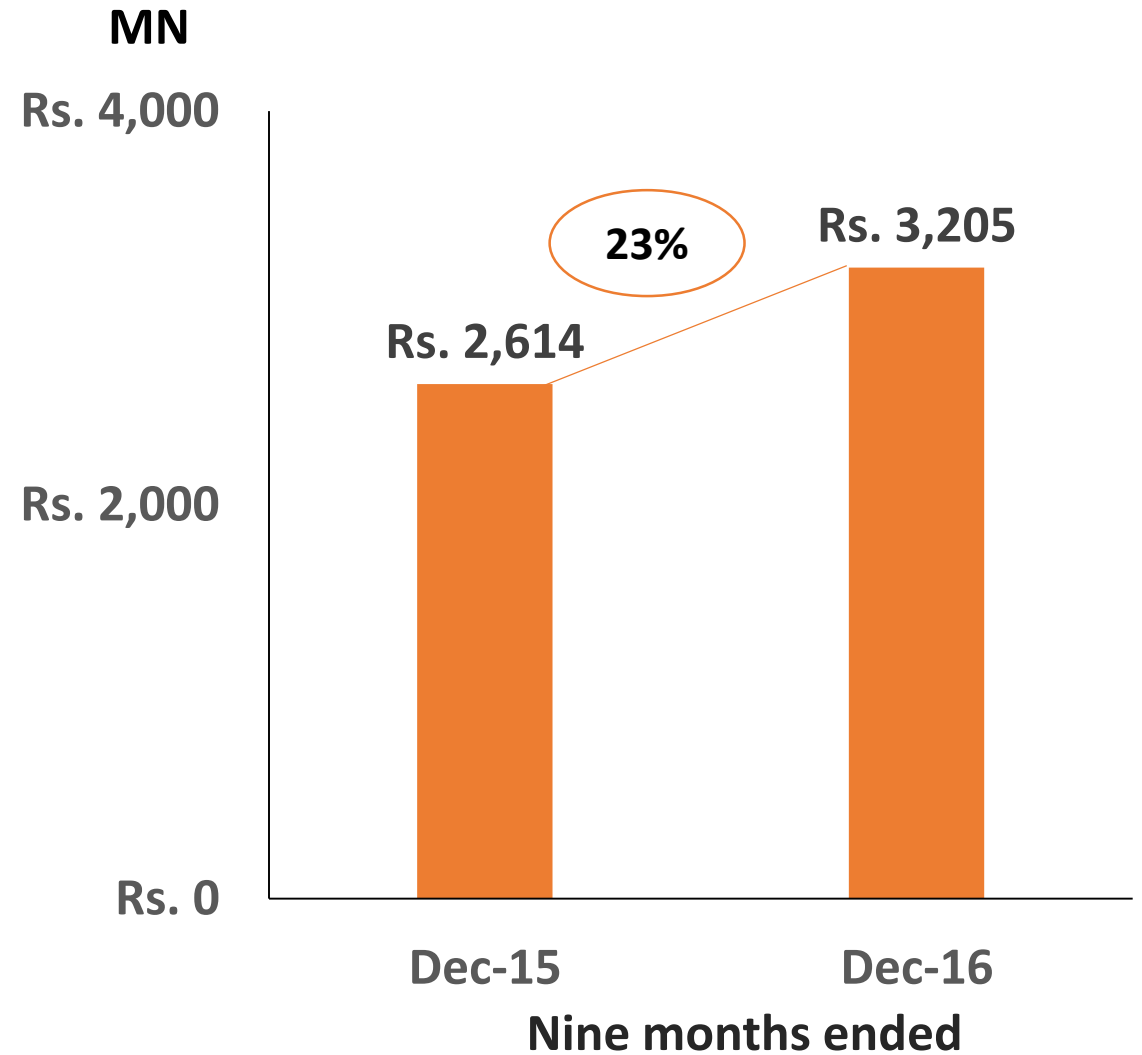
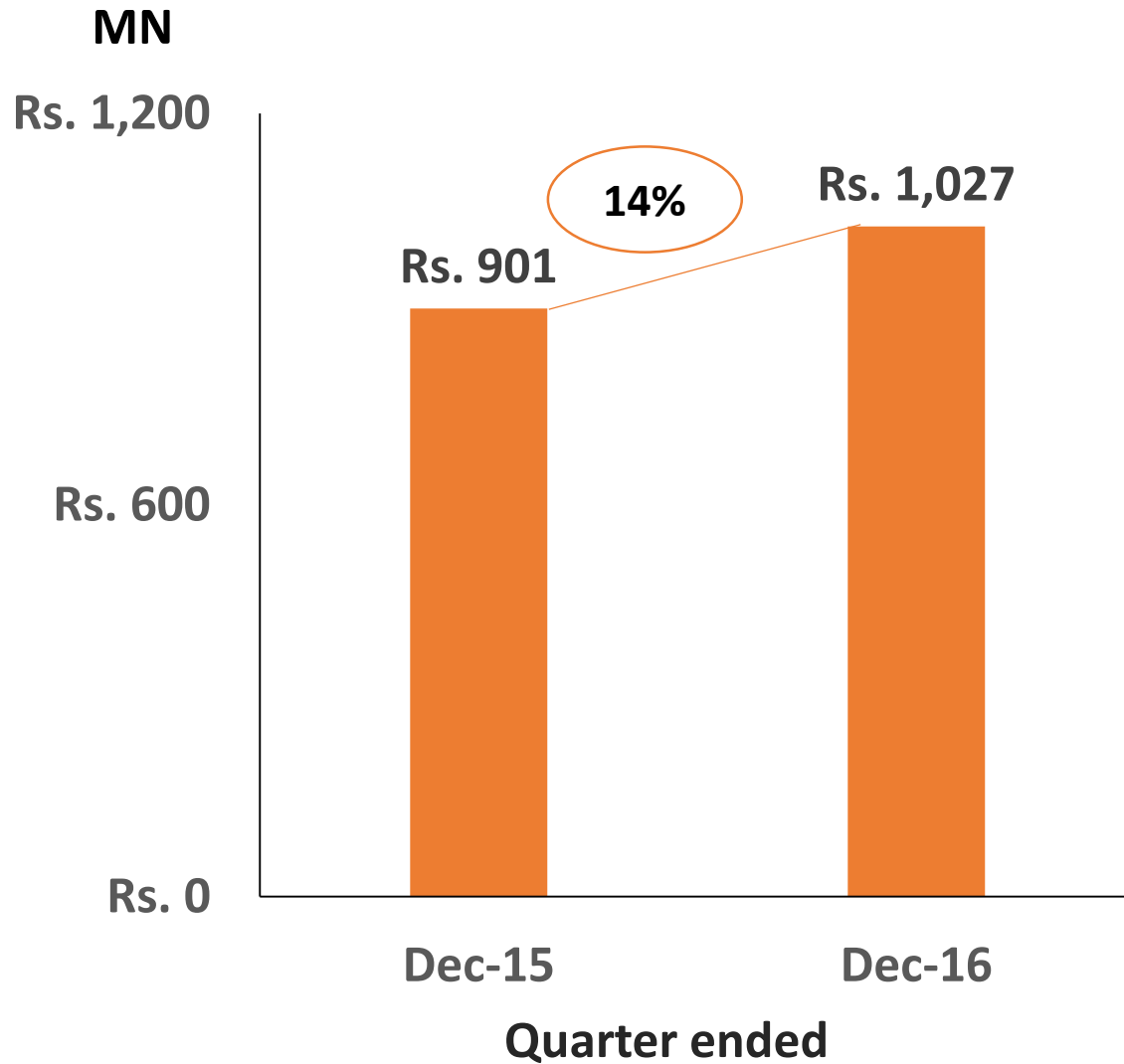
Note: 3<sup>rd</sup> party marketplace include integrations with companies that operate as marketplace for buyers to meet sellers. Advertisers include Google, Facebook and other large advertising networks

# OPERATIONS SNAPSHOT – Q3FY17

	Scale	Revenue	Impact
SERVICE	<b>66,109</b> Registered merchants <sup>1</sup>	<b>Rs 402 Mn</b> Service Revenue (Oct-Dec FY17)	<b>60%</b> Segment Result in Q3 FY17
PRODUCT	<b>8.11 Mn</b> Active Users on Infibeam.com <sup>2</sup>	<b>Rs 625 Mn</b> Product Revenue (Oct-Dec FY17)	<b>2%</b> Gross Margin in Q3 FY17
TOTAL	<b>15 Mn+</b> SKUs offered on infibeam.com <sup>1</sup>	<b>Rs 1,027 Mn</b> Total Revenue (Oct-Dec FY 17)	<b>21%</b> EBITDA Margins in Q3 FY17

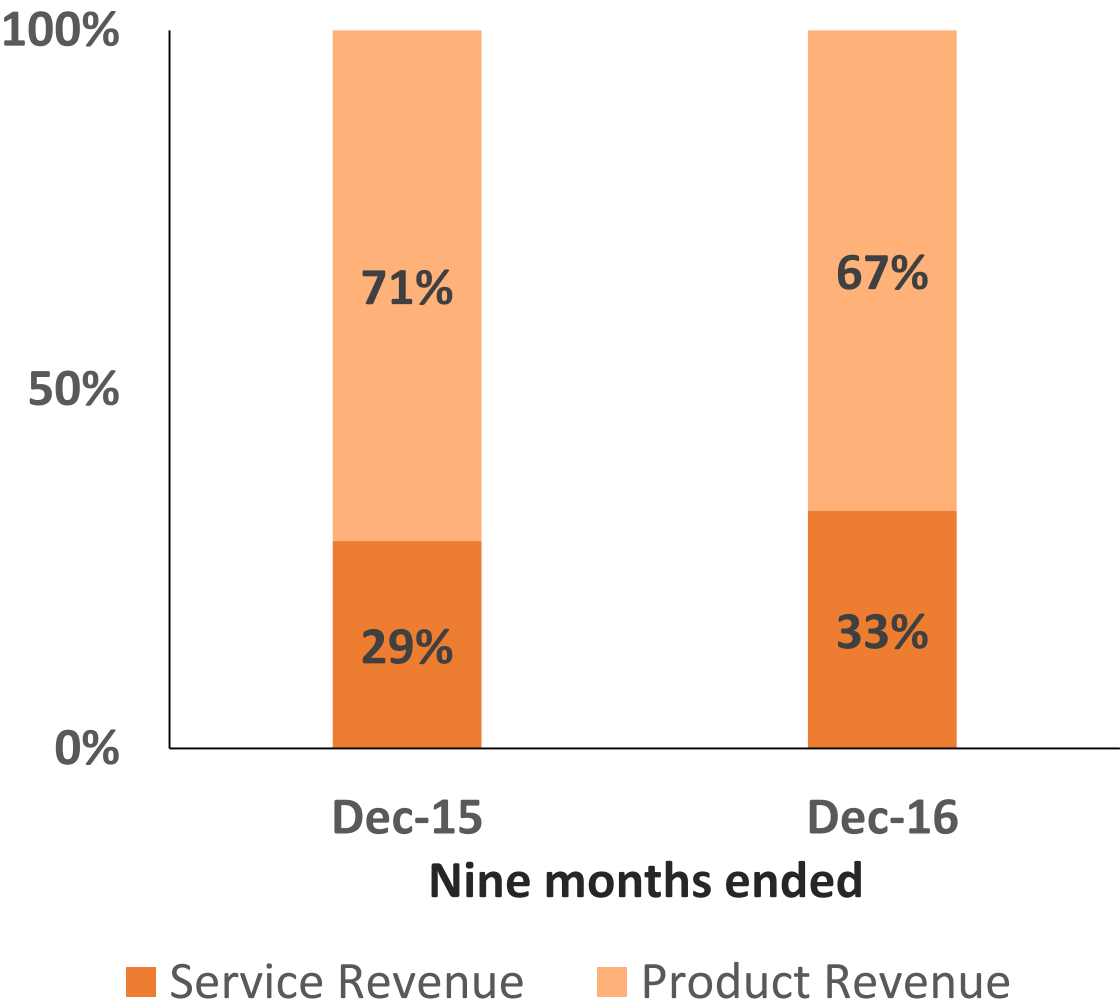
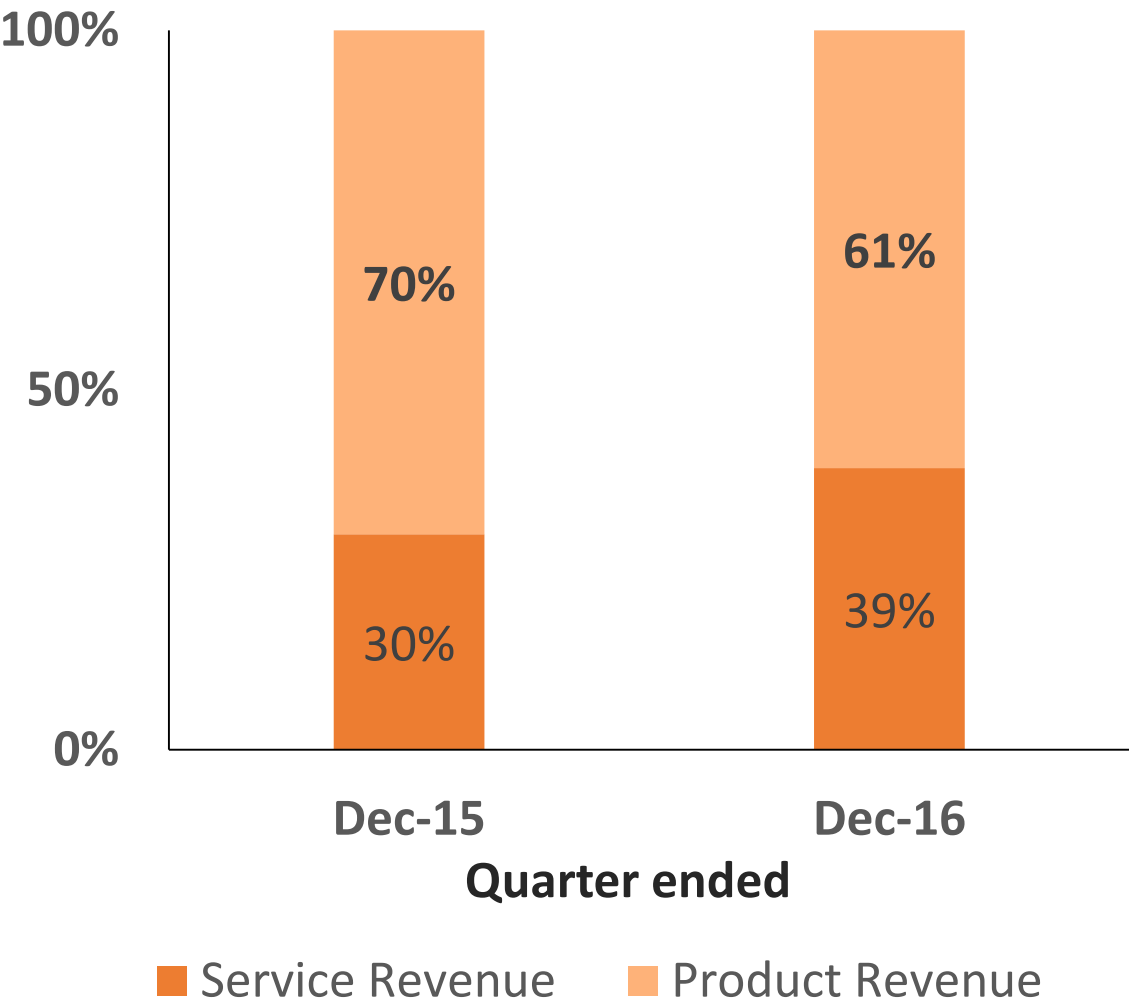
Note : (1) As of qtr ended Dec 31, 2016; (2) As of qtr ended Dec 31, 2016 , based on last login in the immediately preceding 12 months;

# CONSOLIDATED REVENUE Q3FY17



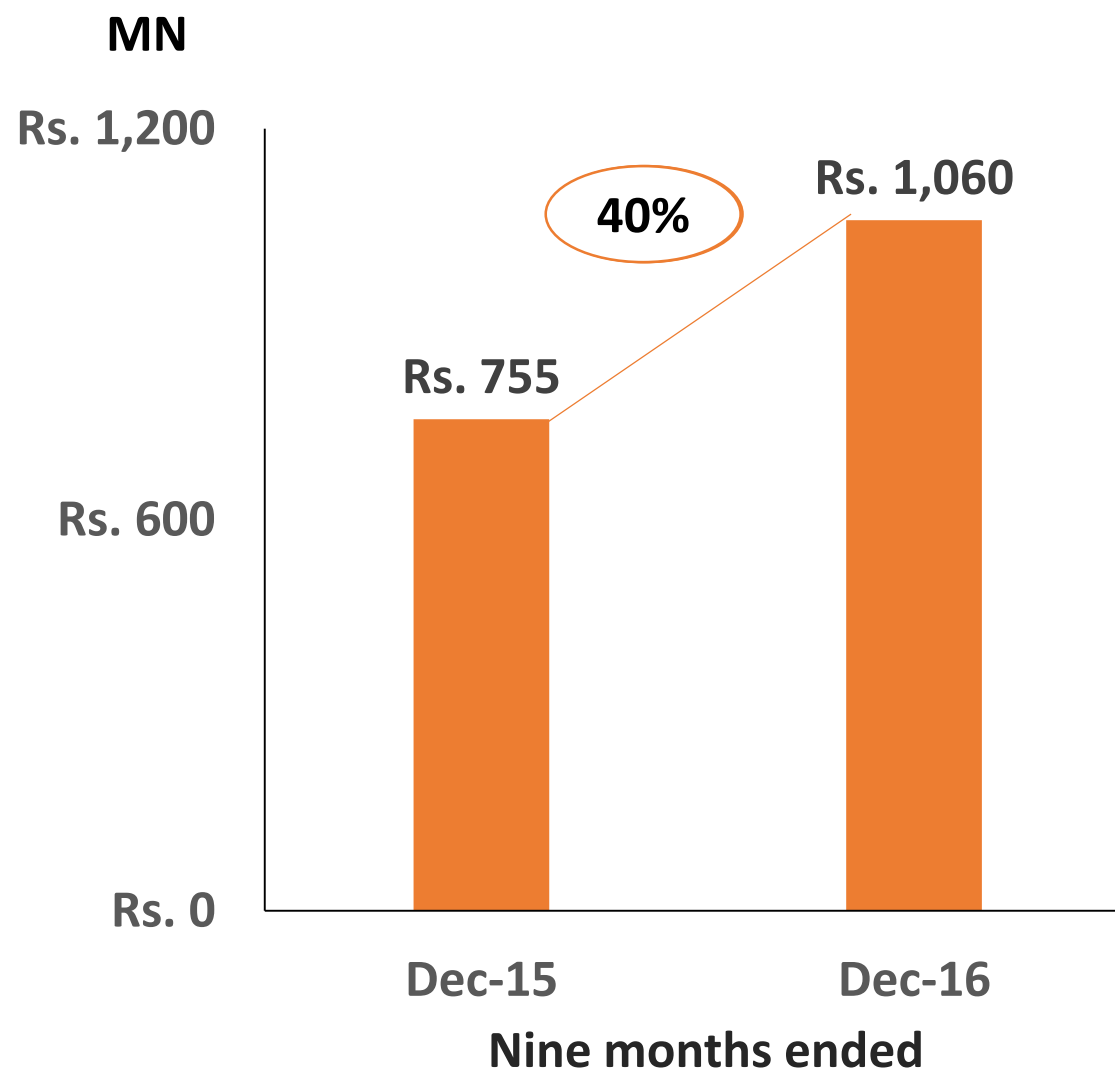
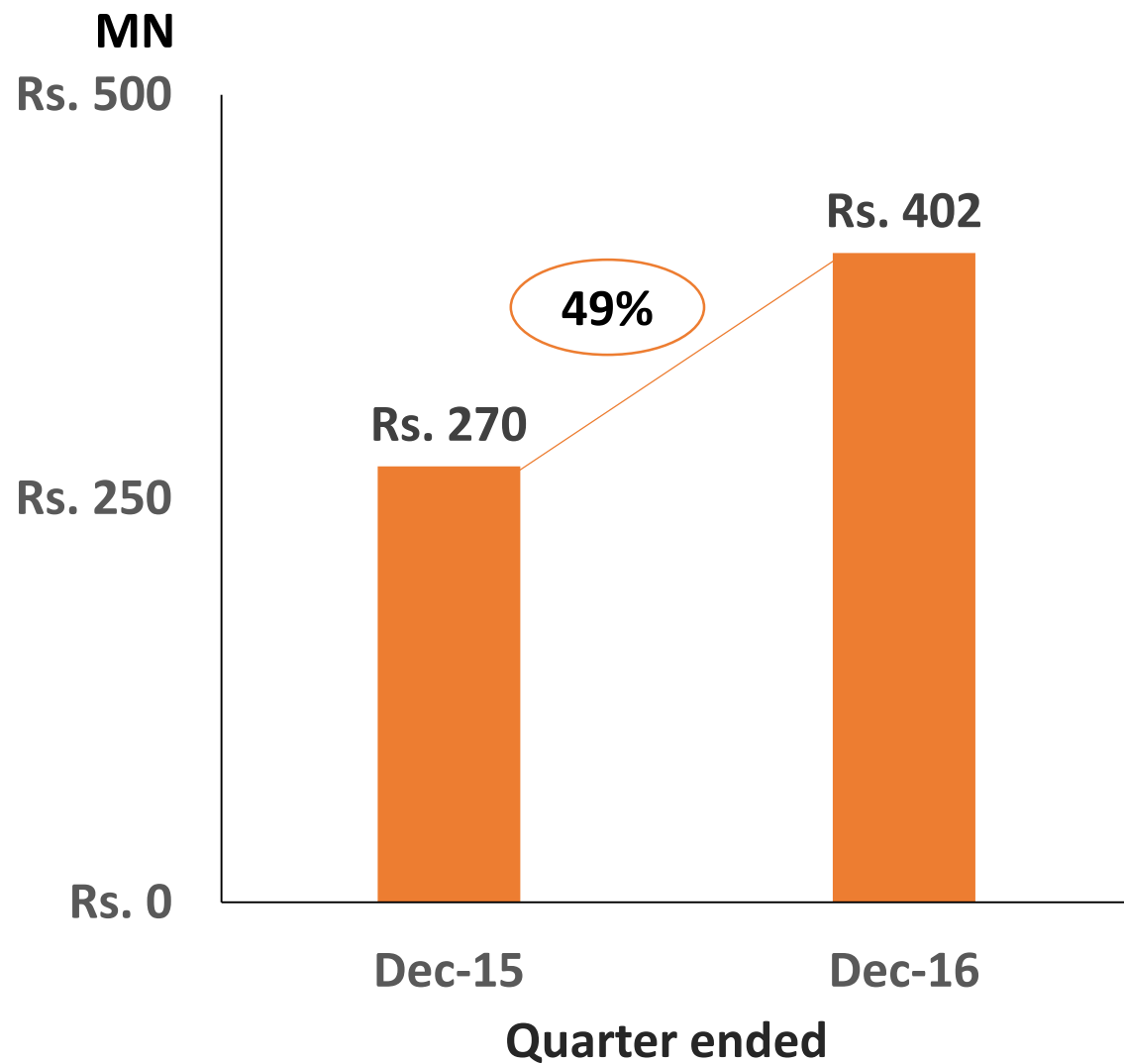
Note: Revenue from Operations.  
The bar graph may not visually appear in proportion to scale.  
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# CONSOLIDATED REVENUE Q3FY17



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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# Q3FY17 REVENUE – SERVICES SEGMENT

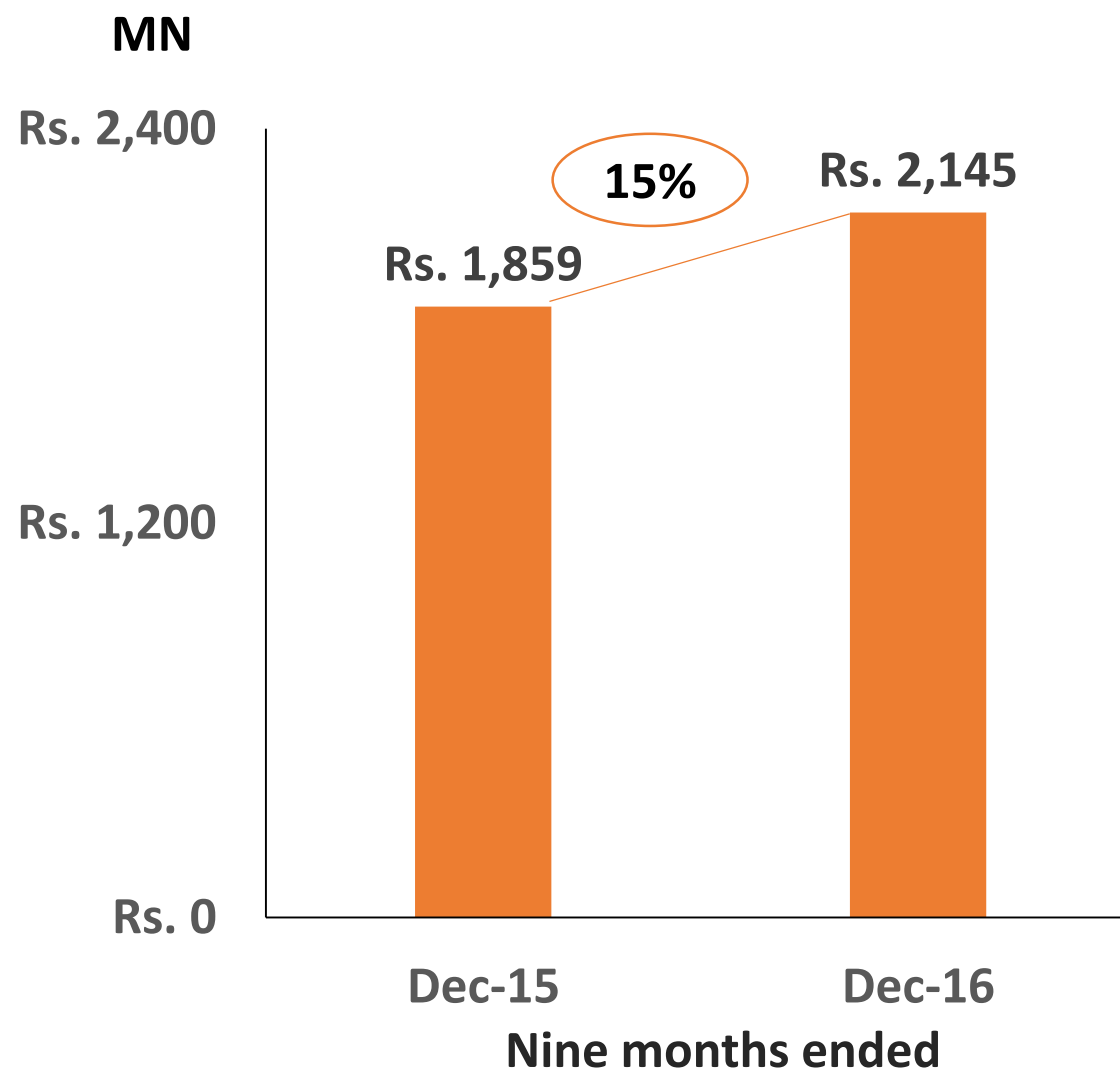
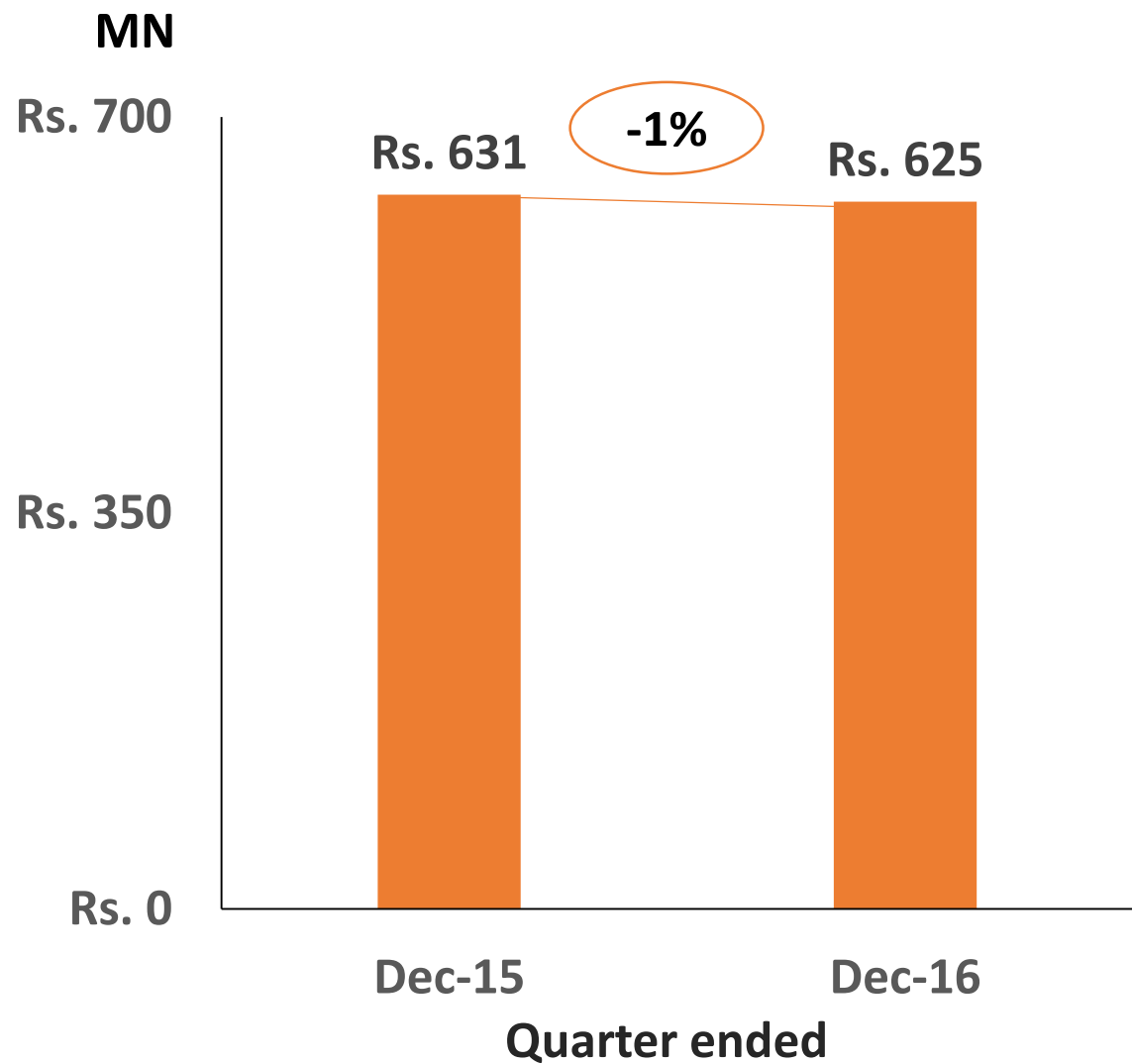


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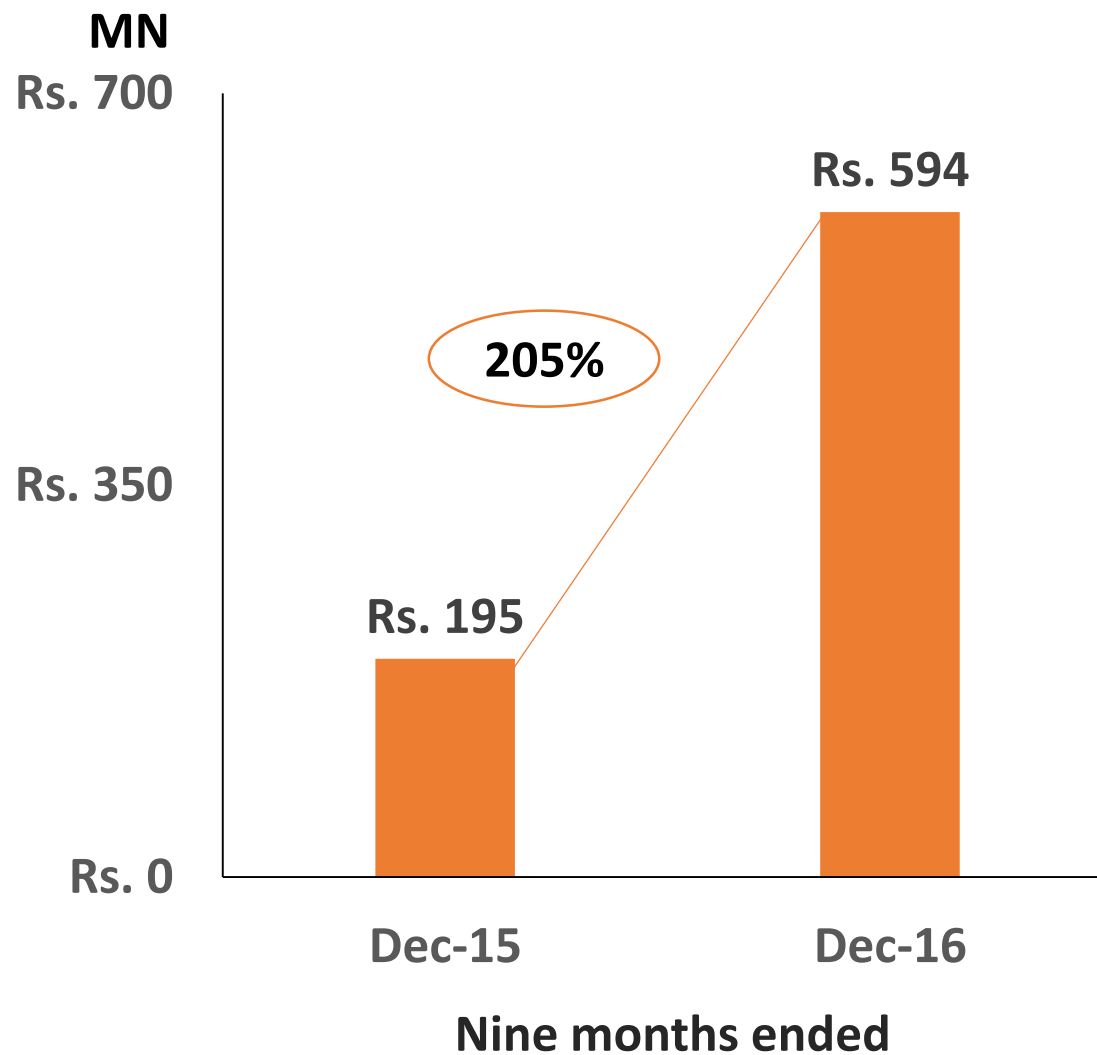
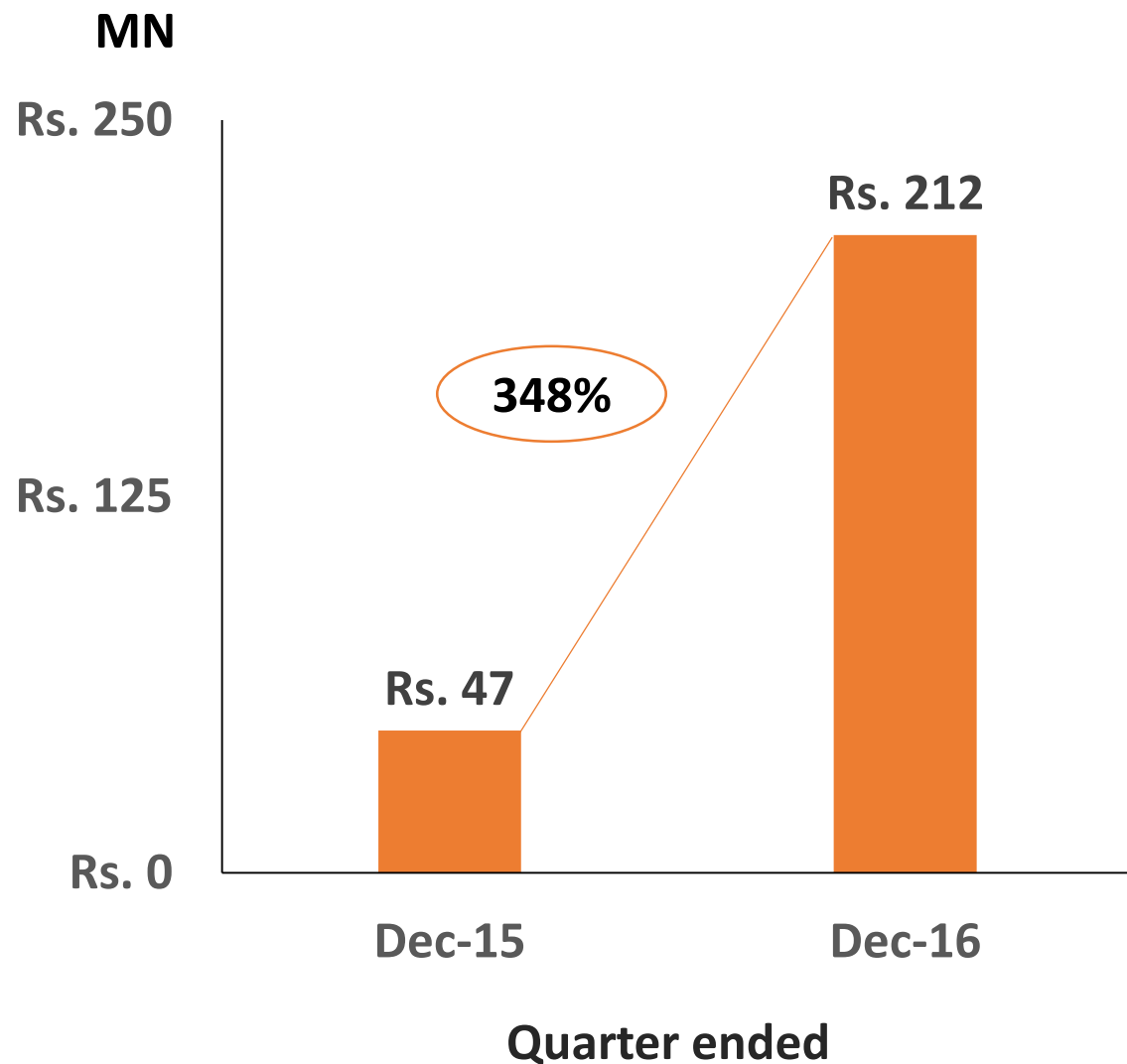
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# Q3FY17 REVENUE – PRODUCT SEGMENT



# Q3FY17 EBITDA

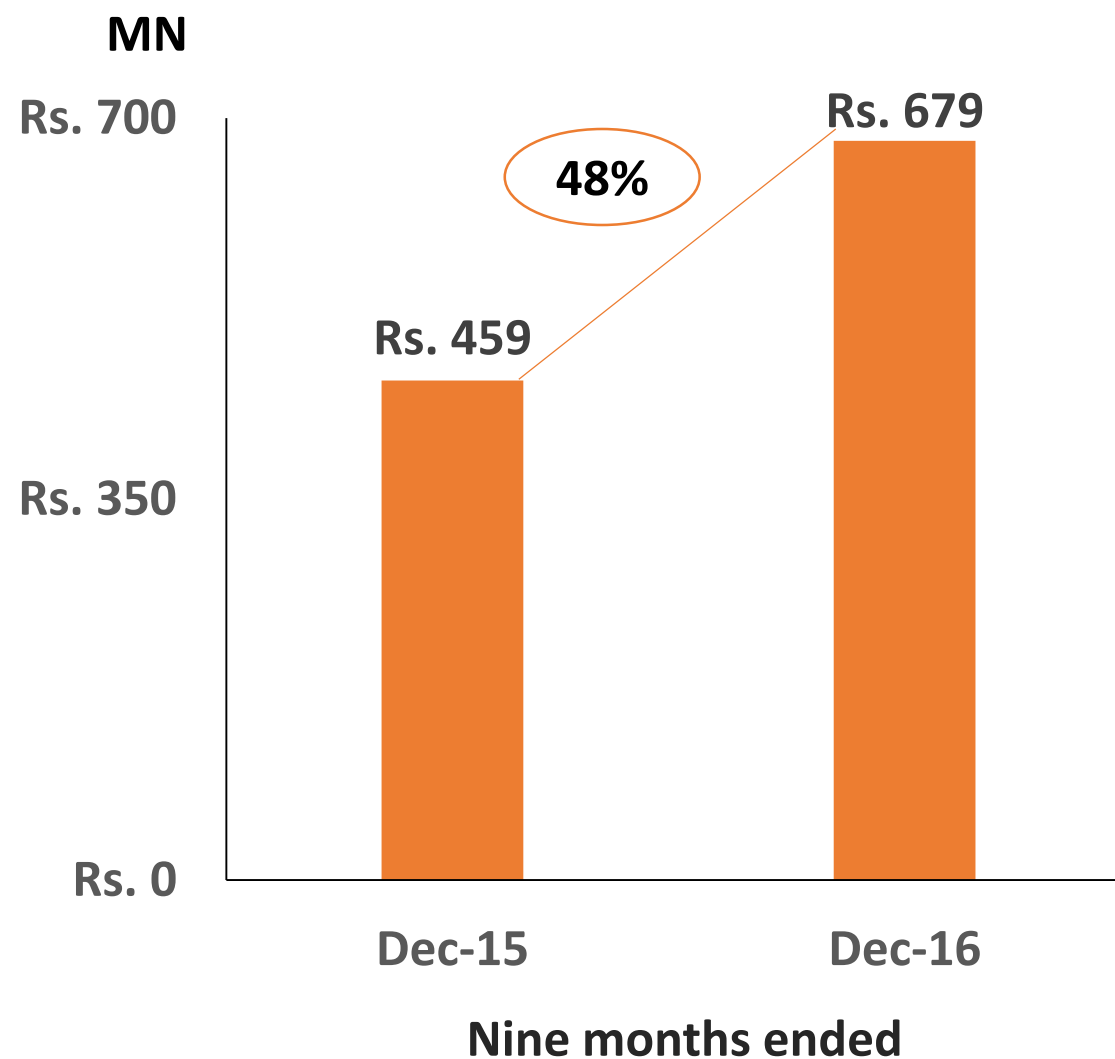
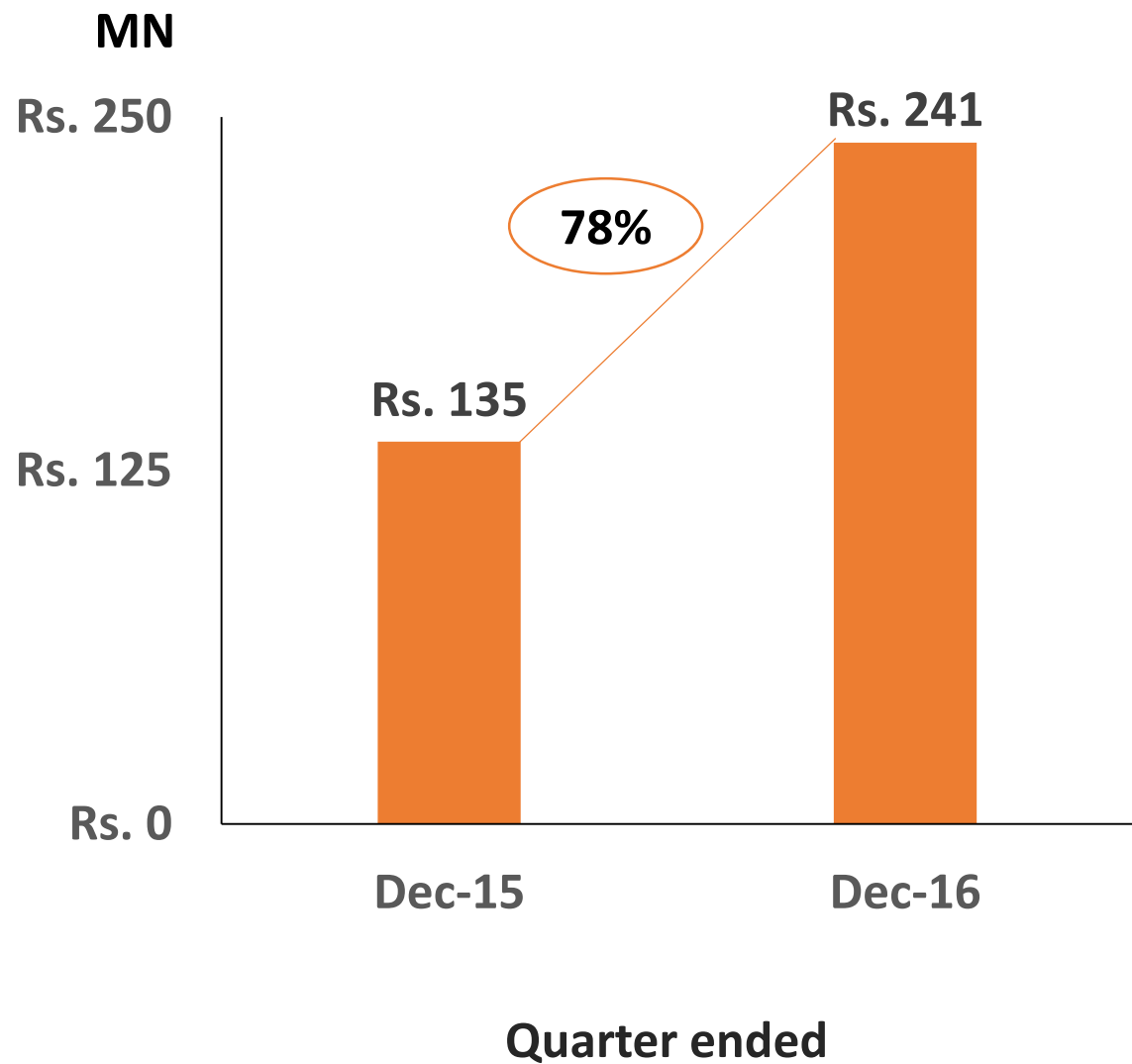


Note: EBITDA excludes other income

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

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# Q3FY17 SERVICES SEGMENT RESULT



# Q3FY17 PRODUCT SEGMENT RESULT

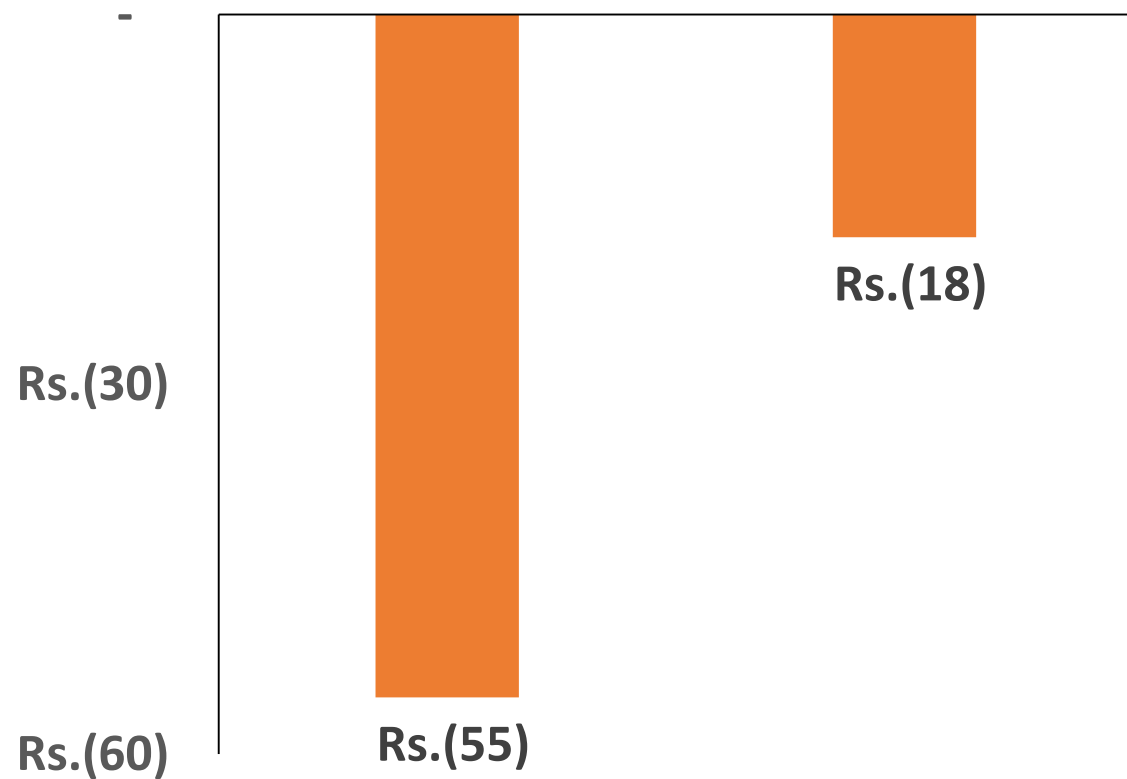


MN

Quarter ended

Dec-15

Dec-16



MN

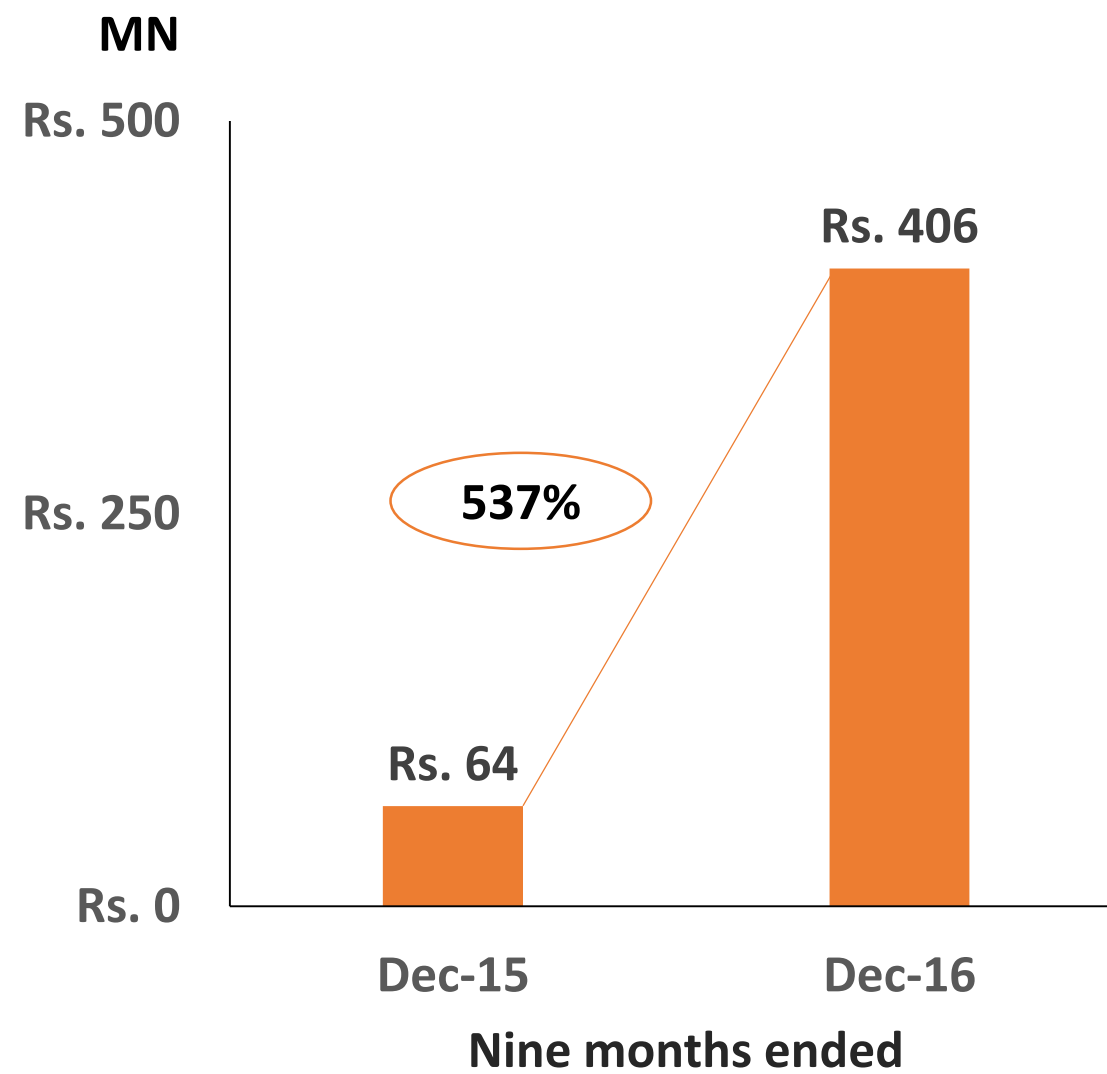
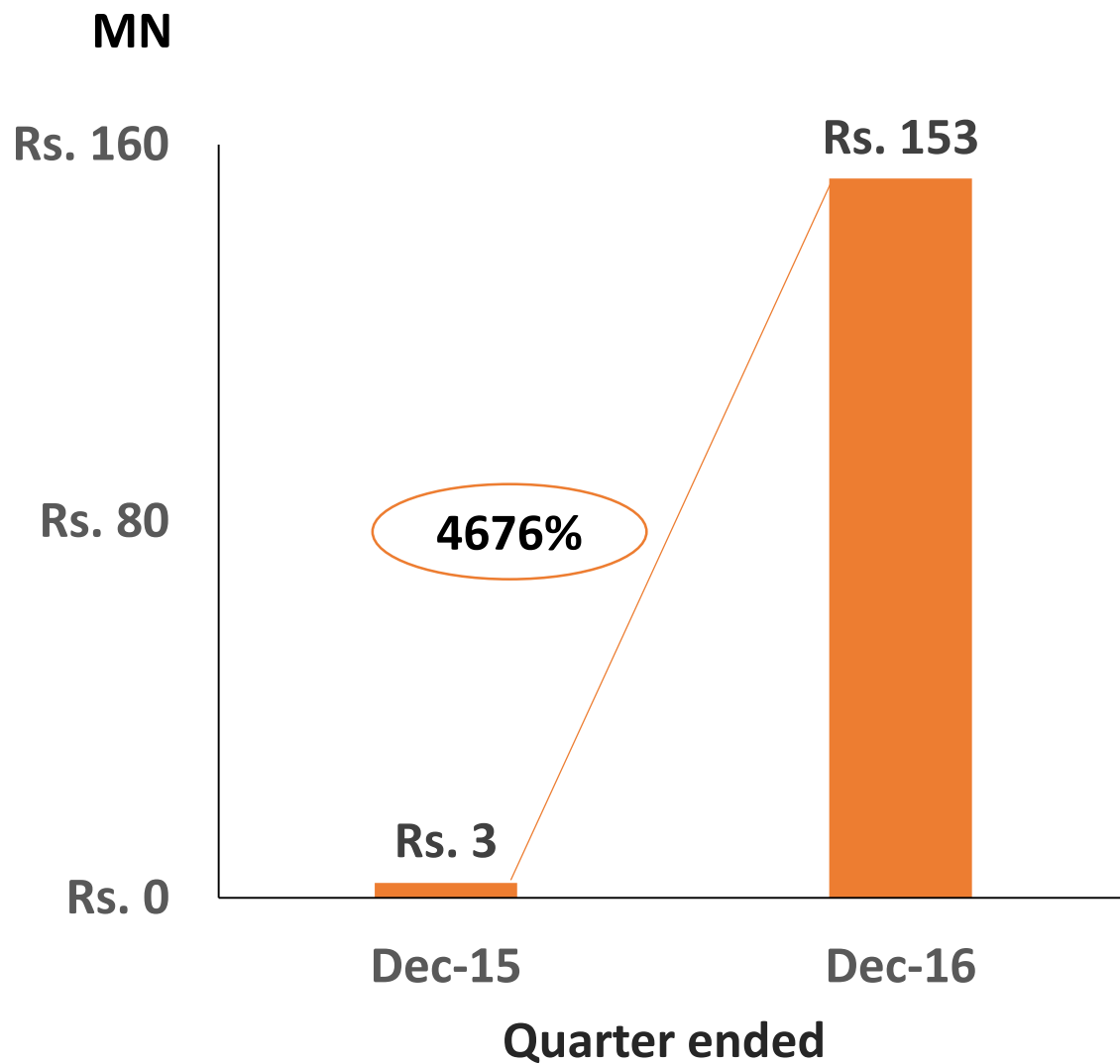
Nine months ended

Dec-15

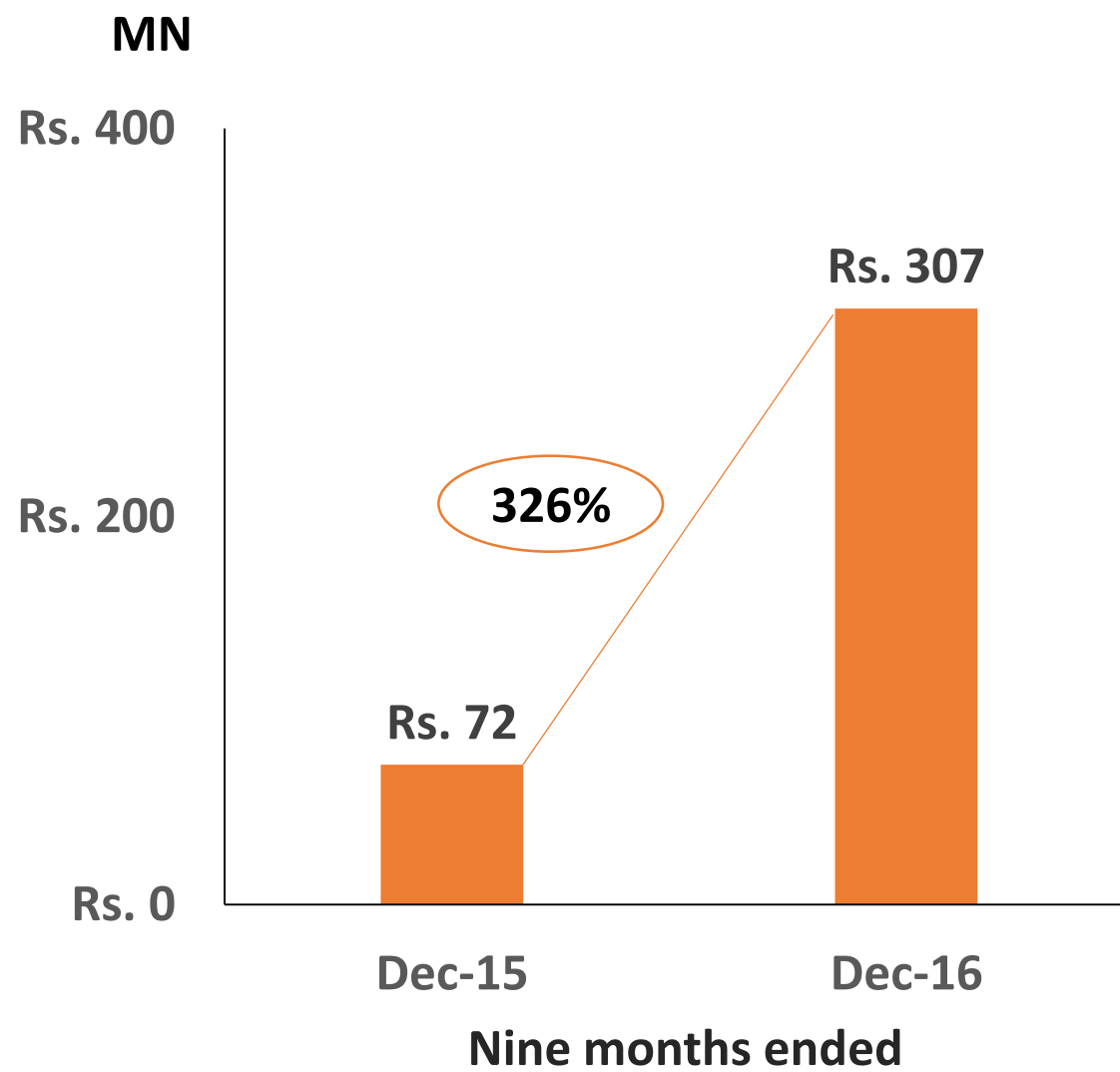
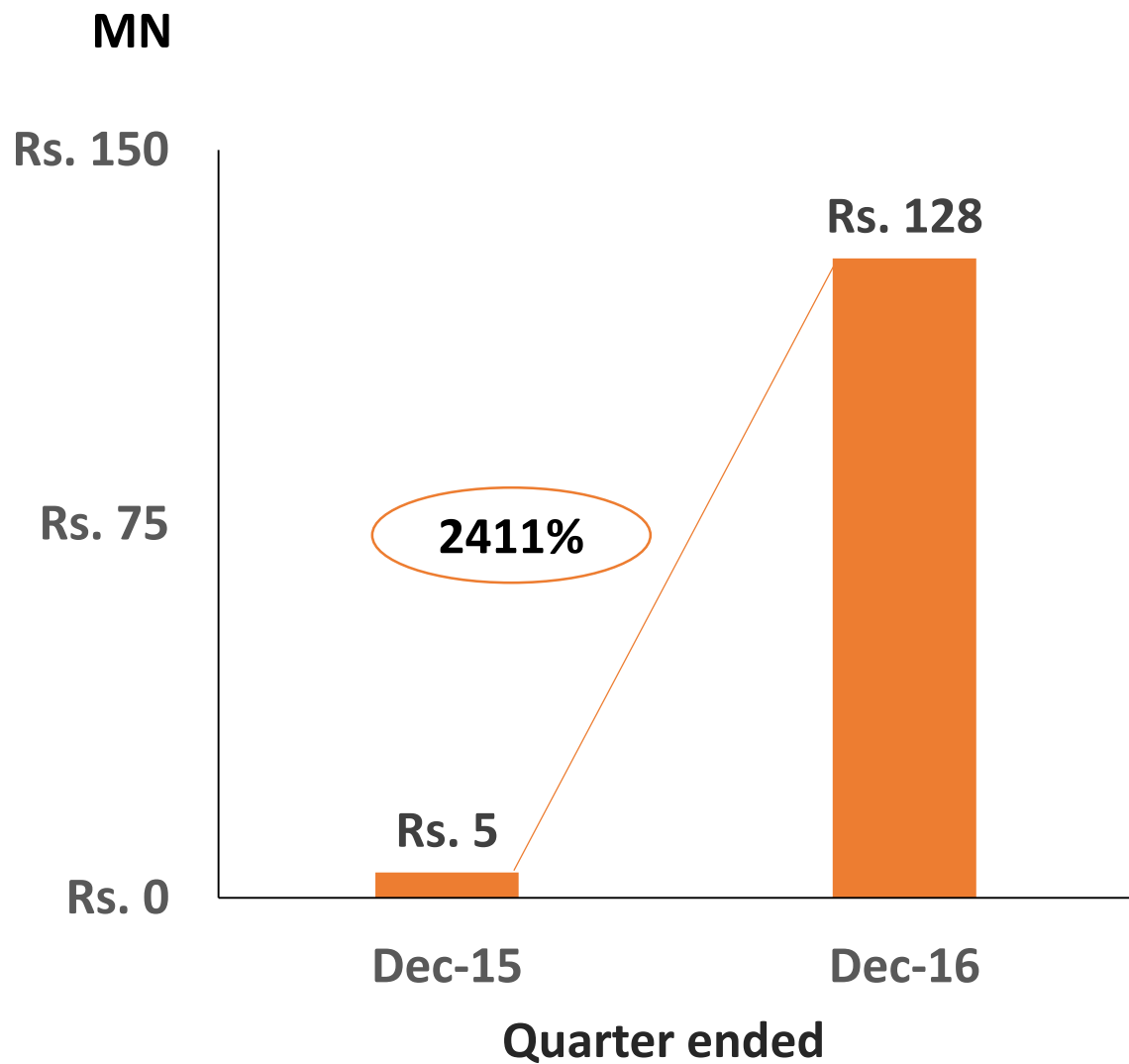
Dec-16



# Q3FY17 PROFIT BEFORE TAX



# Q3FY17 PROFIT AFTER TAX



# NEW DEVELOPMENT IN Q3 FY 17



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 CC Avenue 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.



Infibeam has issued one warrant fully convertible into equity shares for an aggregate amount not exceeding Rs. 60 crores ( Rs. sixty crores) to a body corporate other than the Promoters and Promoter Group i.e. Bennett Coleman and Company Limited ("BCCL"), on preferential issue basis at a conversion price of Rs.1,375/- per Equity Share (including premium) or at a price determined in accordance with the SEBI (ICDR) Regulations, whichever is higher as per Chapter VII of SEBI (ICDR) Regulations, 2009 as amended.



## 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. 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



# 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 Q1FY18. 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 has started the investment by identifying couple of locations & signing off them. The company will be reporting the 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 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.



**THANK YOU.**

**ir@infibeam.ooo**