

August 16, 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: 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**

# Infi beam

**Earnings Presentation**  
**1Q FY18 – Quarter ending June 2017**



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# EARNINGS CALL AGENDA

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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

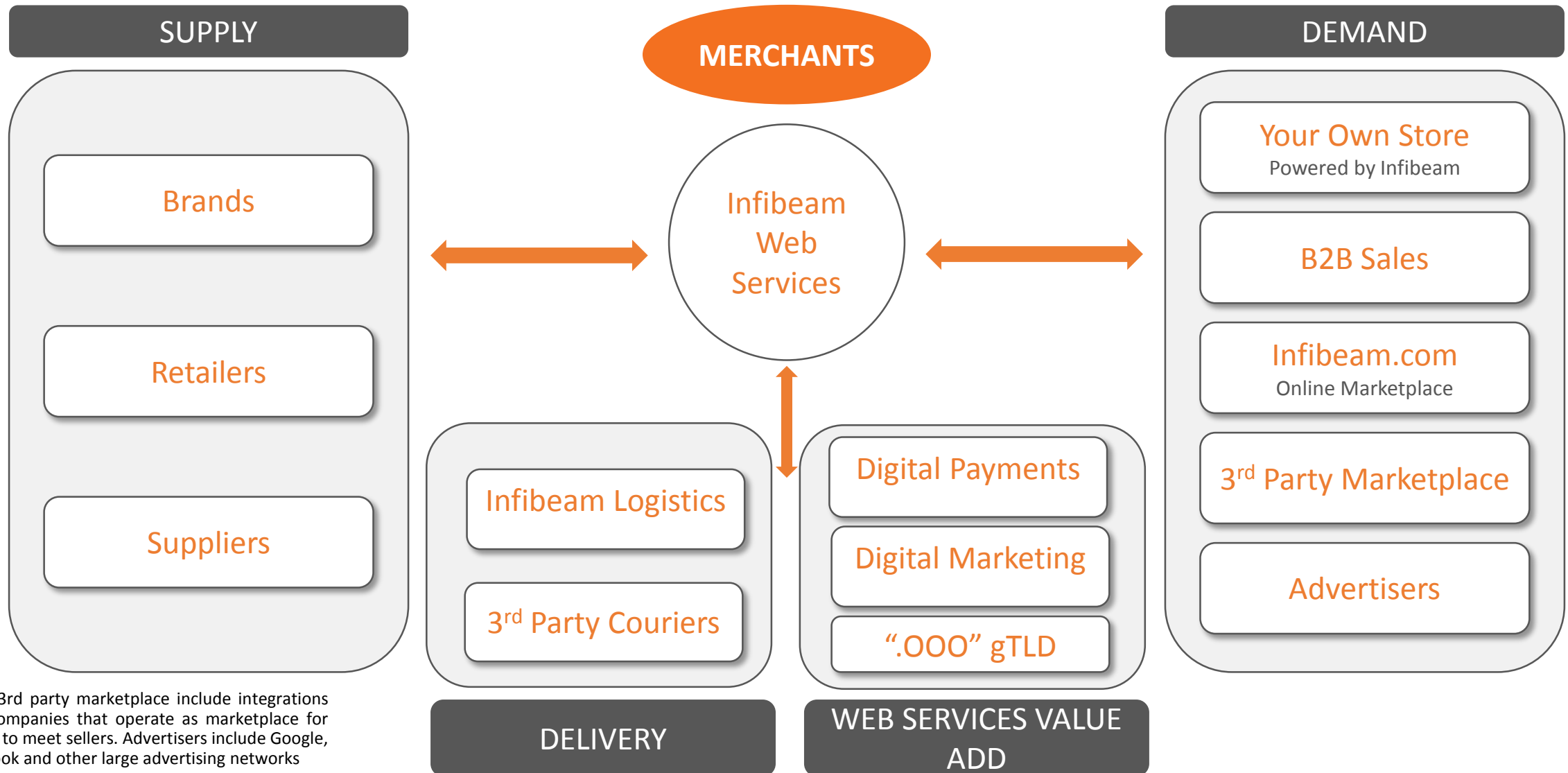
- Acquisition of leading payment gateway service provider, “CC Avenue”
- End-to-End e-Commerce Portfolio with integration of Payment Gateway
- Investment in RemitGuru, international online money remittance service
- Strong inroads in securing Government Contracts
- Strong International Market Traction

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





# INFIBEAM – POWERING DIGITAL ENTERPRISE



# OPERATIONS SNAPSHOT – Q1FY18

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

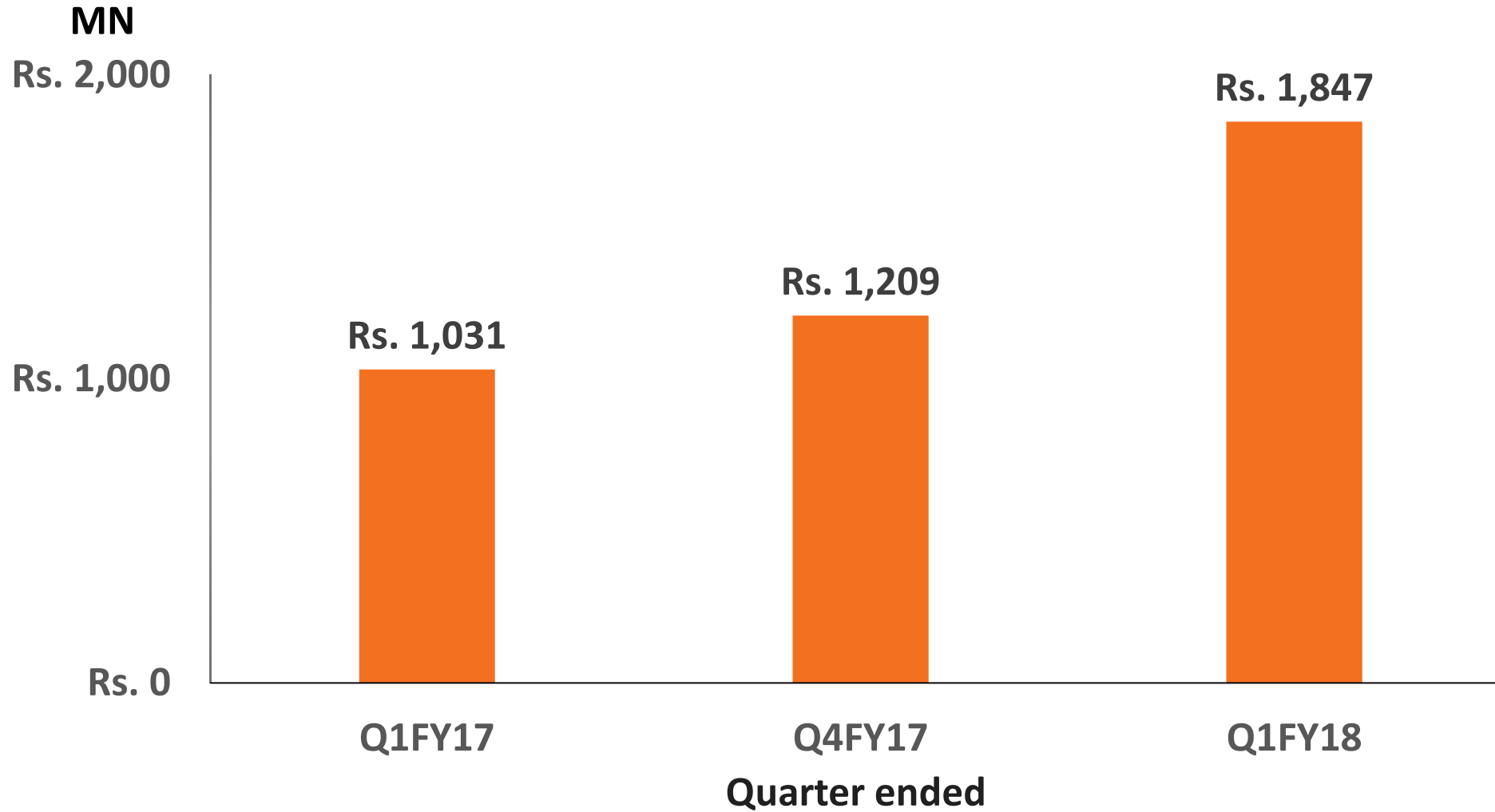
Note : (1) As of qtr ended June 30, 2017, Registered merchants are 76,829 (2) As of qtr ended June 30, 2017 , based on last login in the immediately preceding 12 months; (3) as reported in financials



# Financial Performance

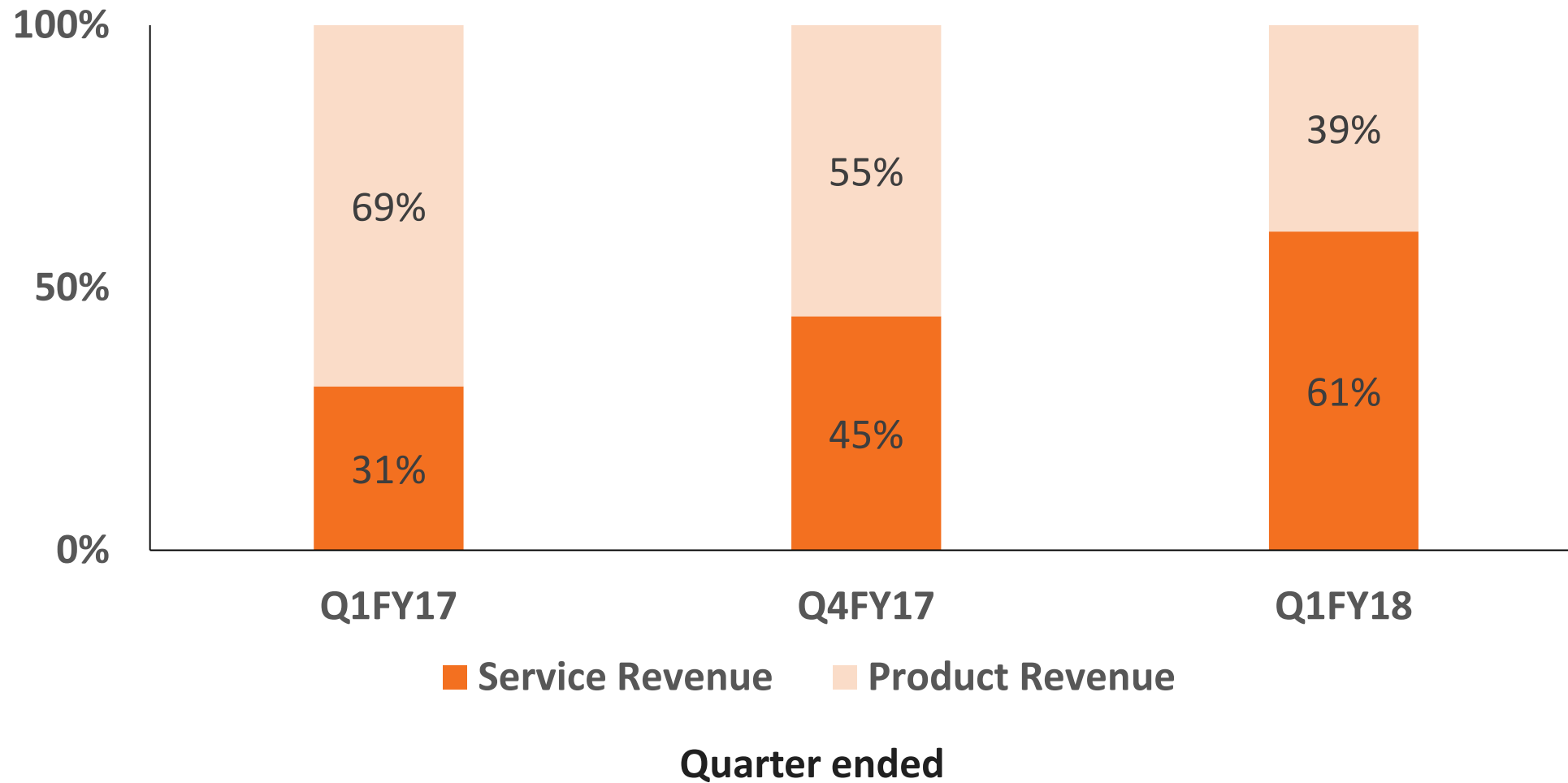


# CONSOLIDATED REVENUE Q1FY18



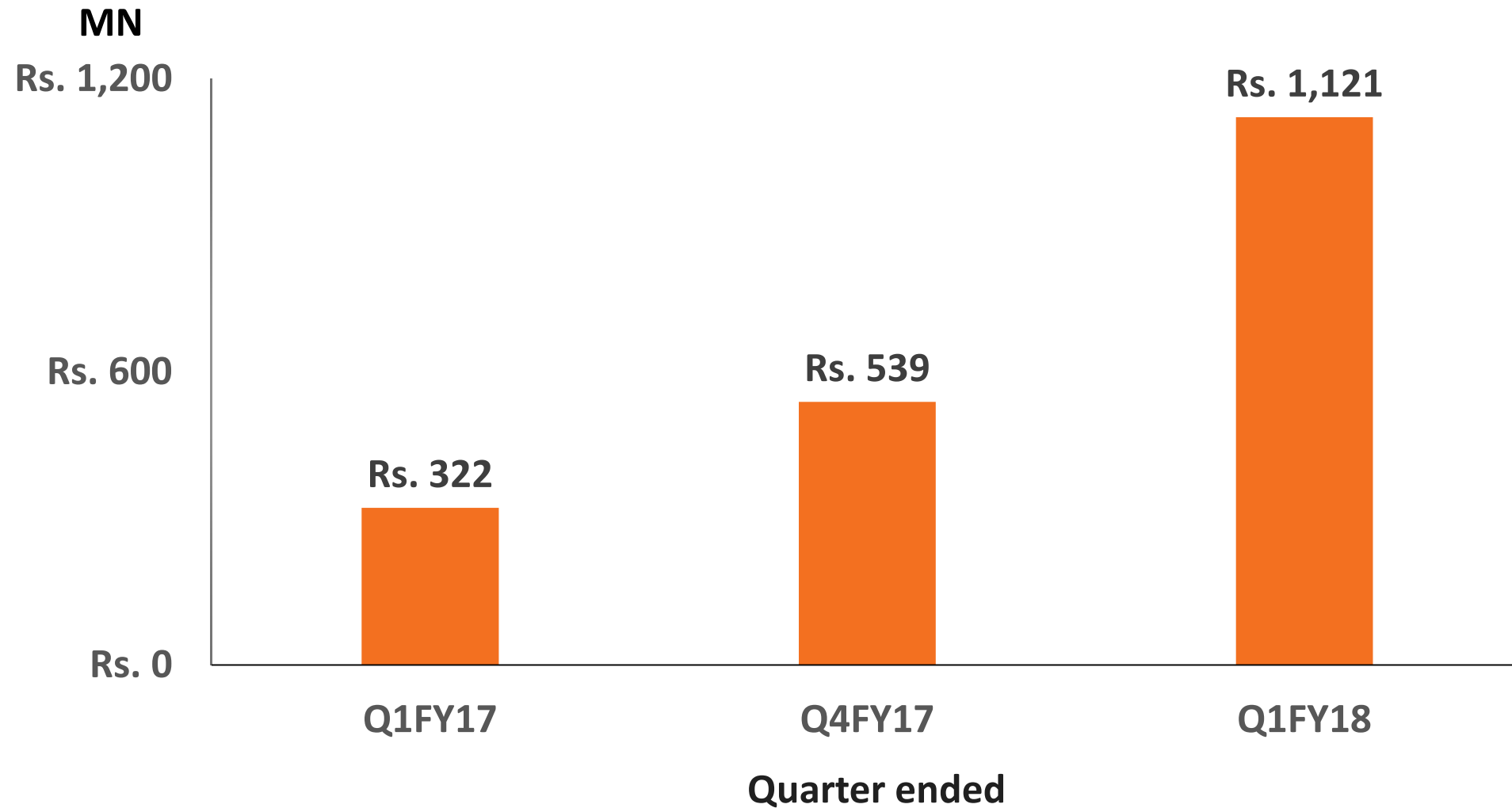
Note : Revenue from Operations.  
The bar graph may not visually appear in proportion to scale.

# CONSOLIDATED REVENUE COMPOSITION Q1FY18

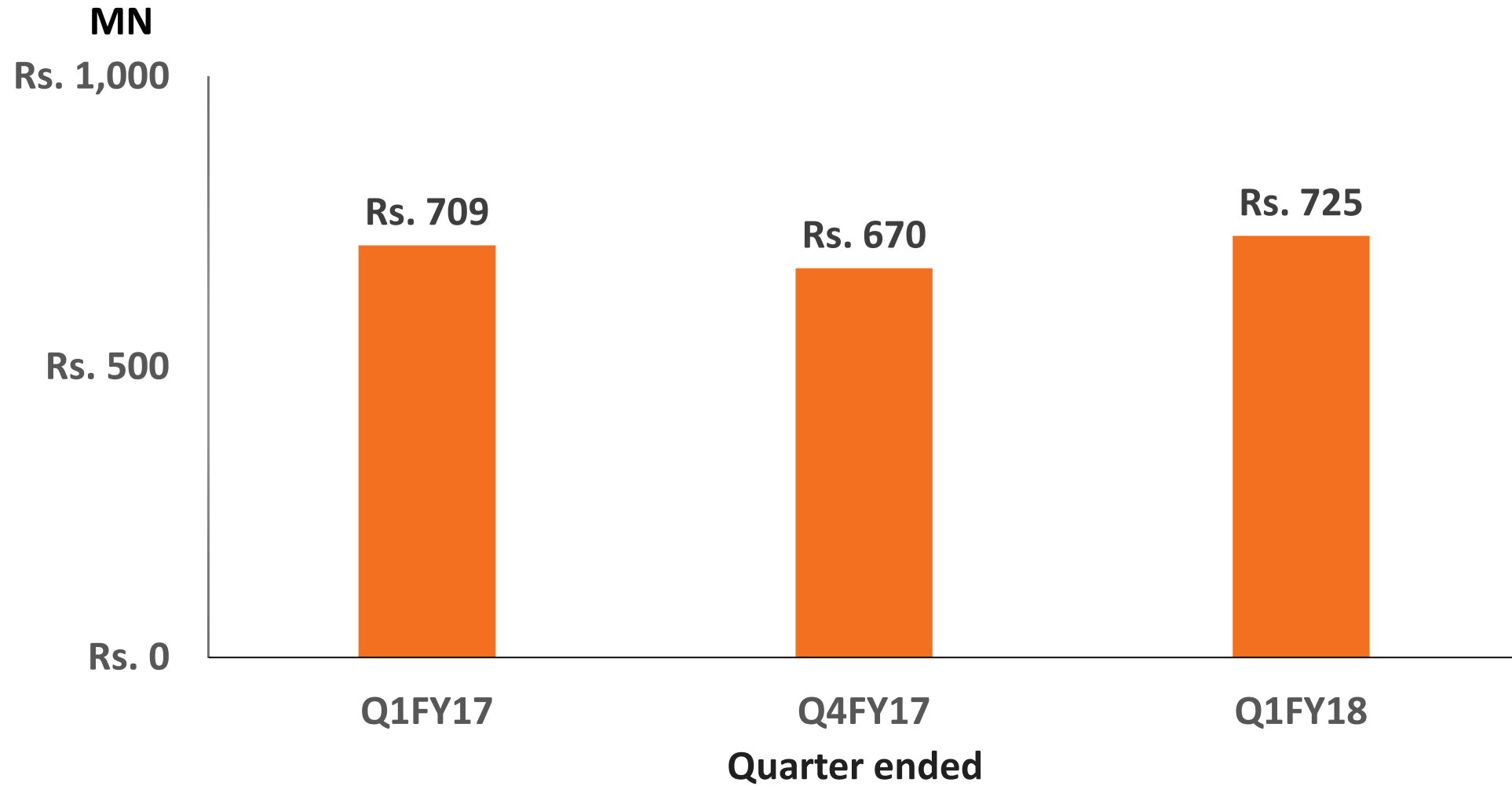


Note: Revenue from Operations.  
The bar graph may not visually appear in proportion to scale. Decimals are rounded off to closest integer.

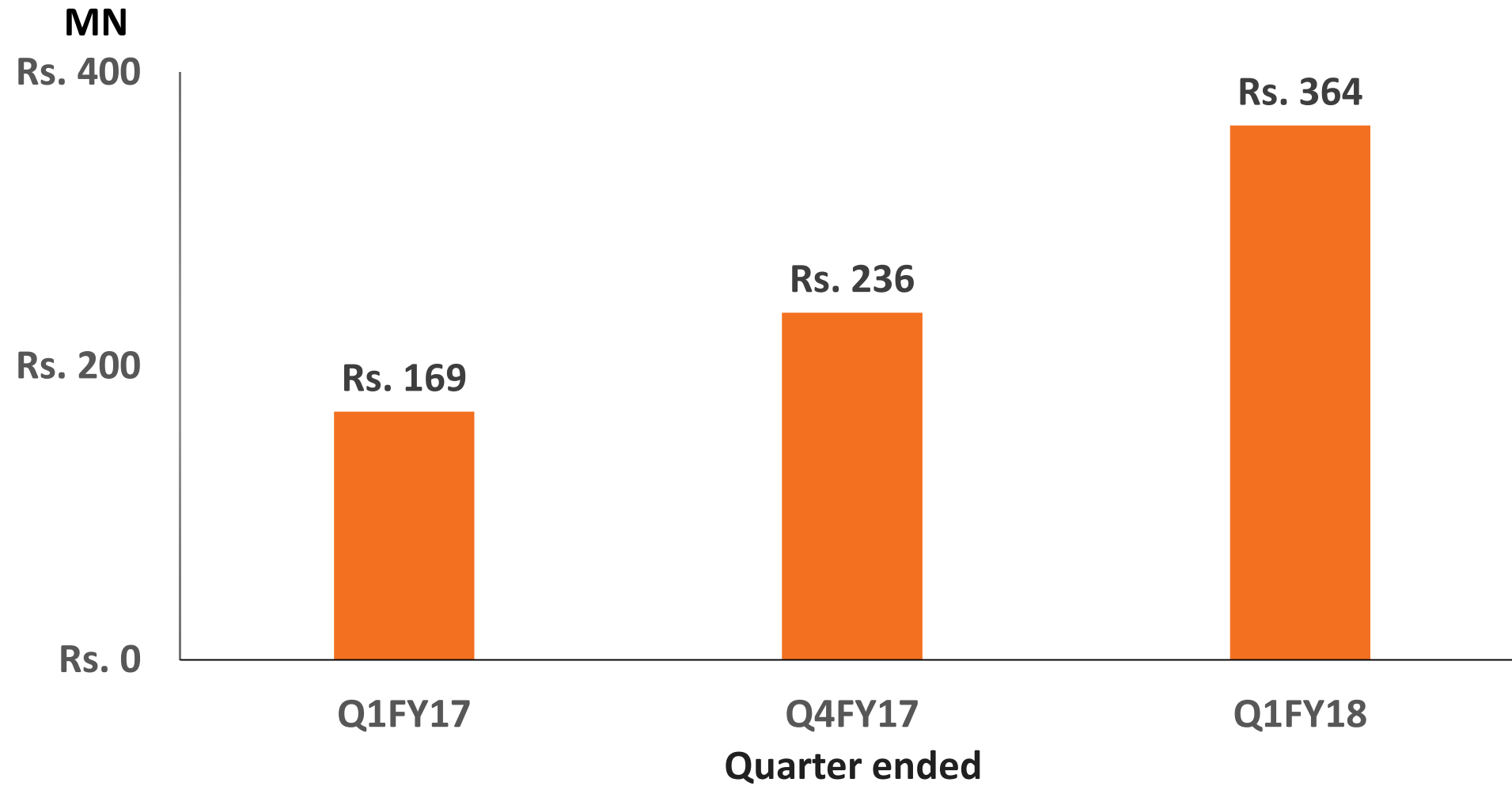
# Q1FY18 REVENUE – SERVICES SEGMENT



# Q1FY18 REVENUE – PRODUCT SEGMENT

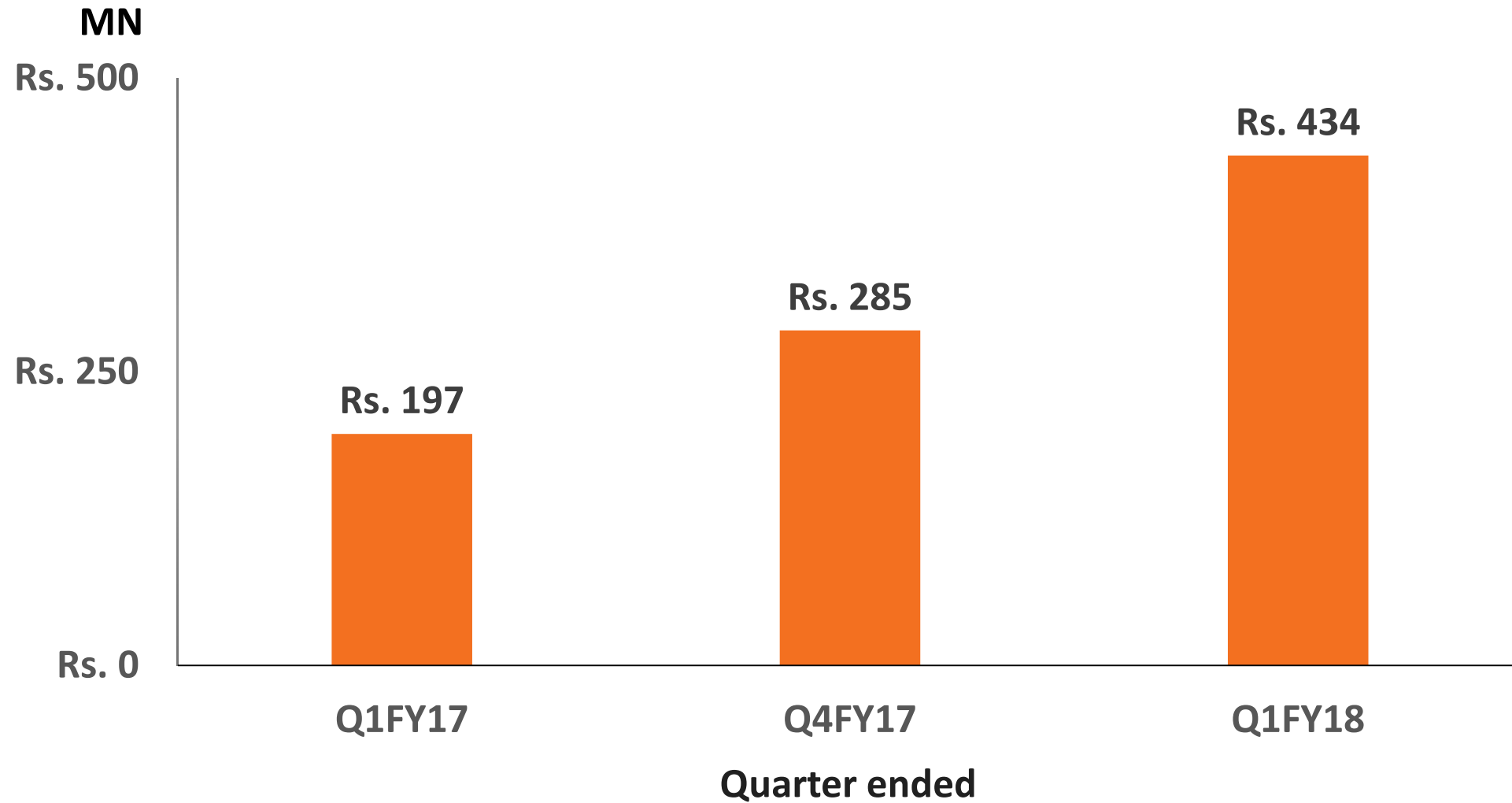


# Q1FY18 EBITDA



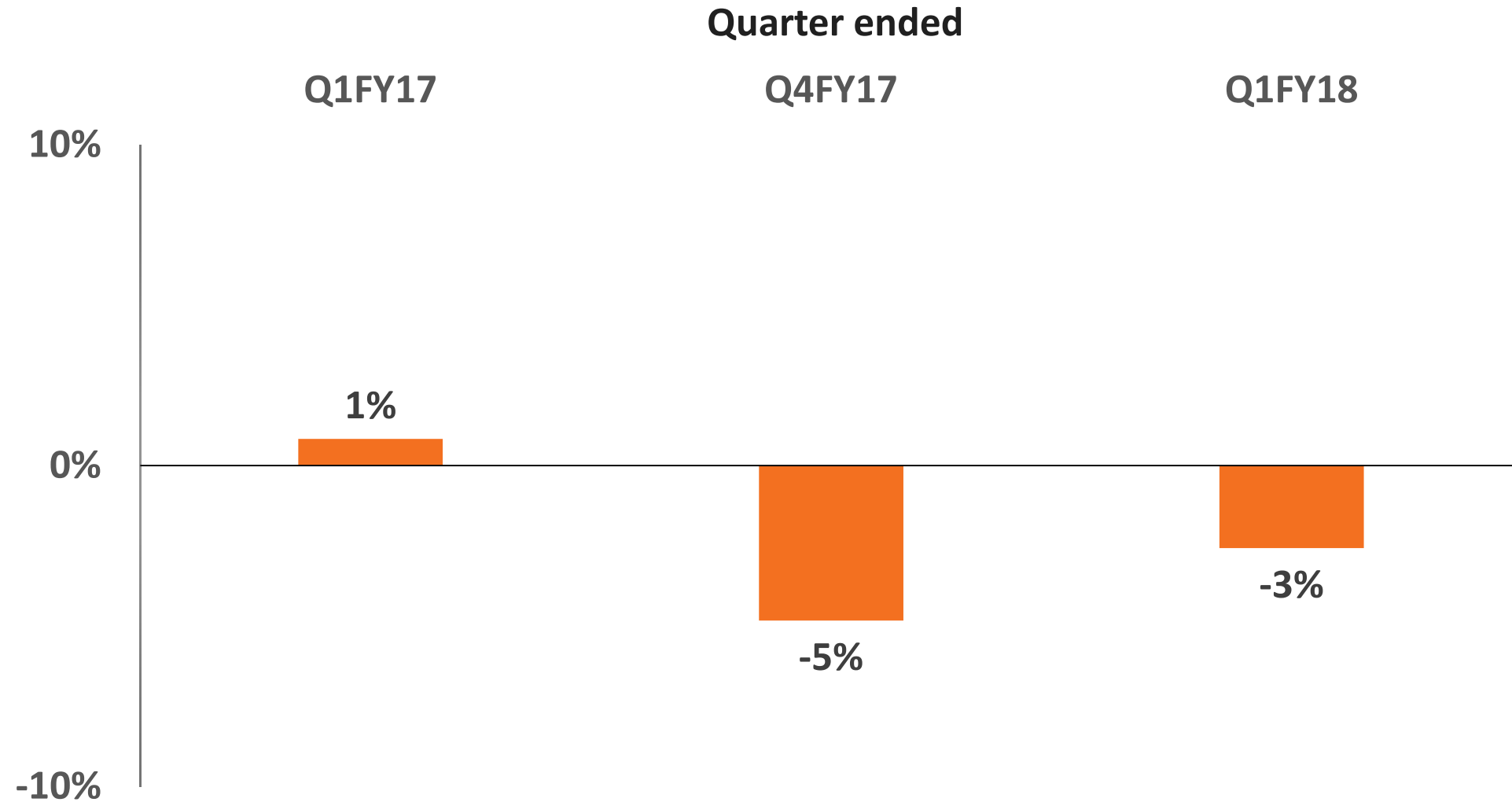
Note: EBITDA excludes other income  
The bar graph may not visually appear in proportion to scale.

# Q1FY18 SERVICES SEGMENT RESULT

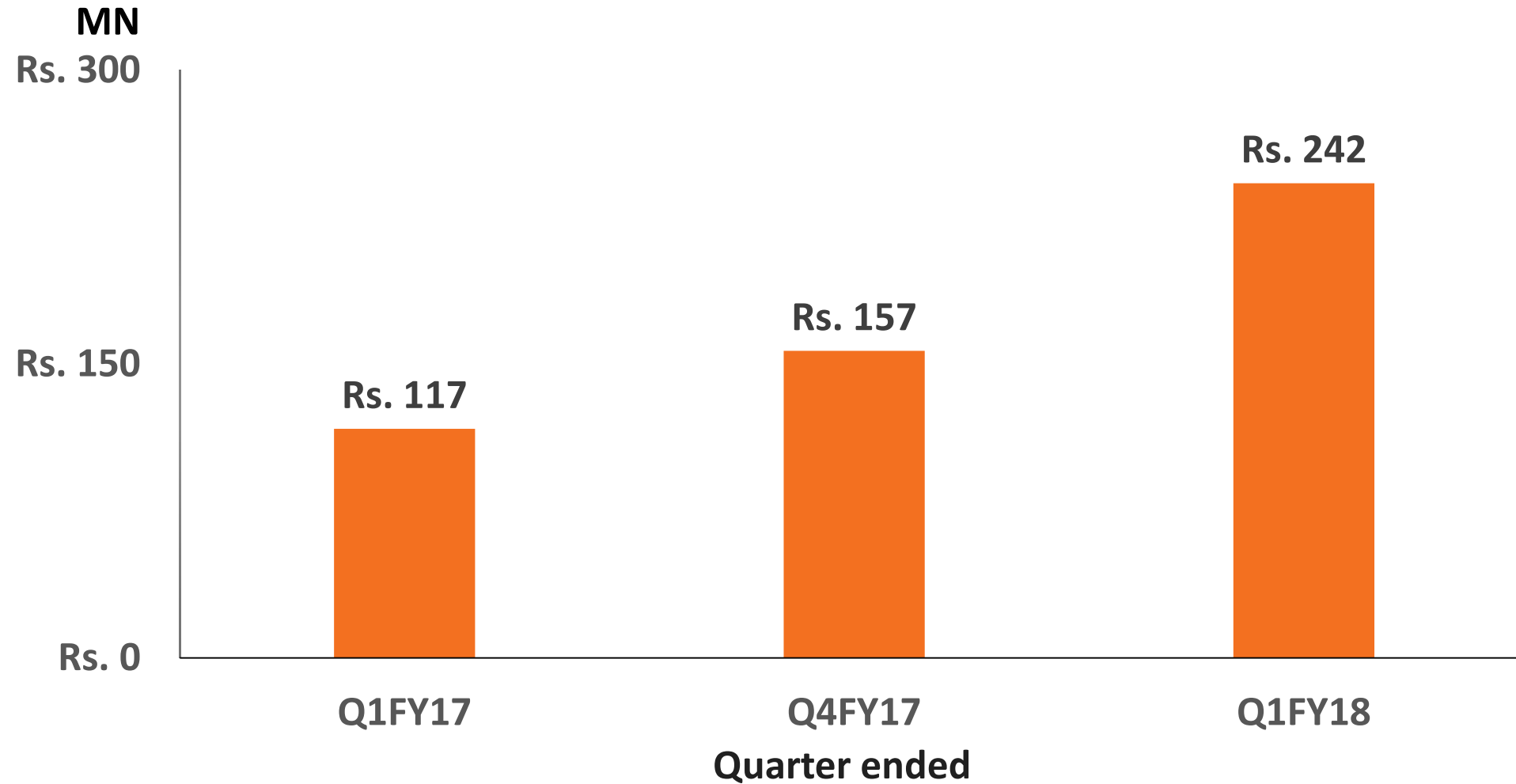




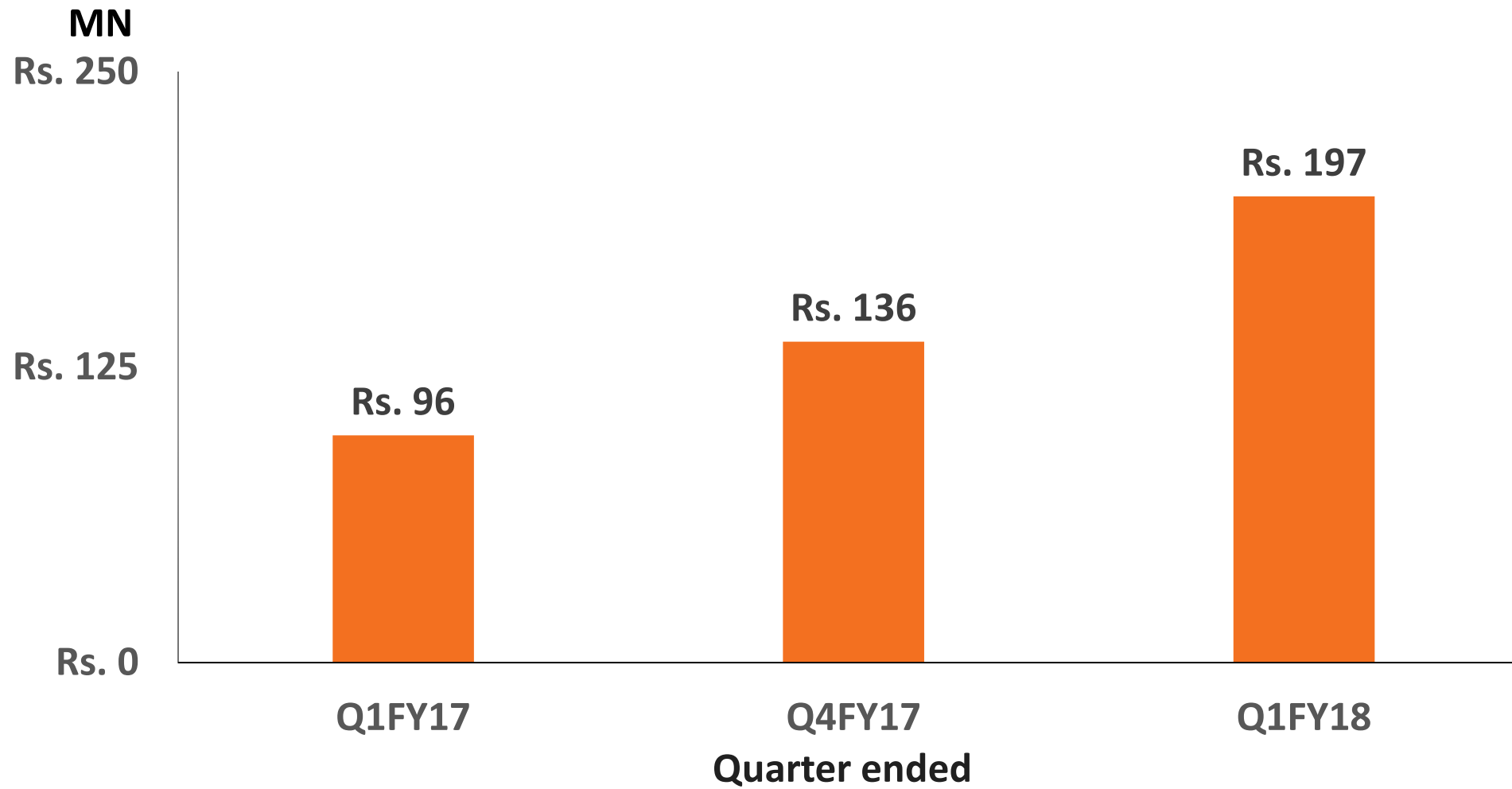
# Q1FY18 PRODUCT EBITDA (% OF REVENUE)



# 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

[illegible]

# 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

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## **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:**

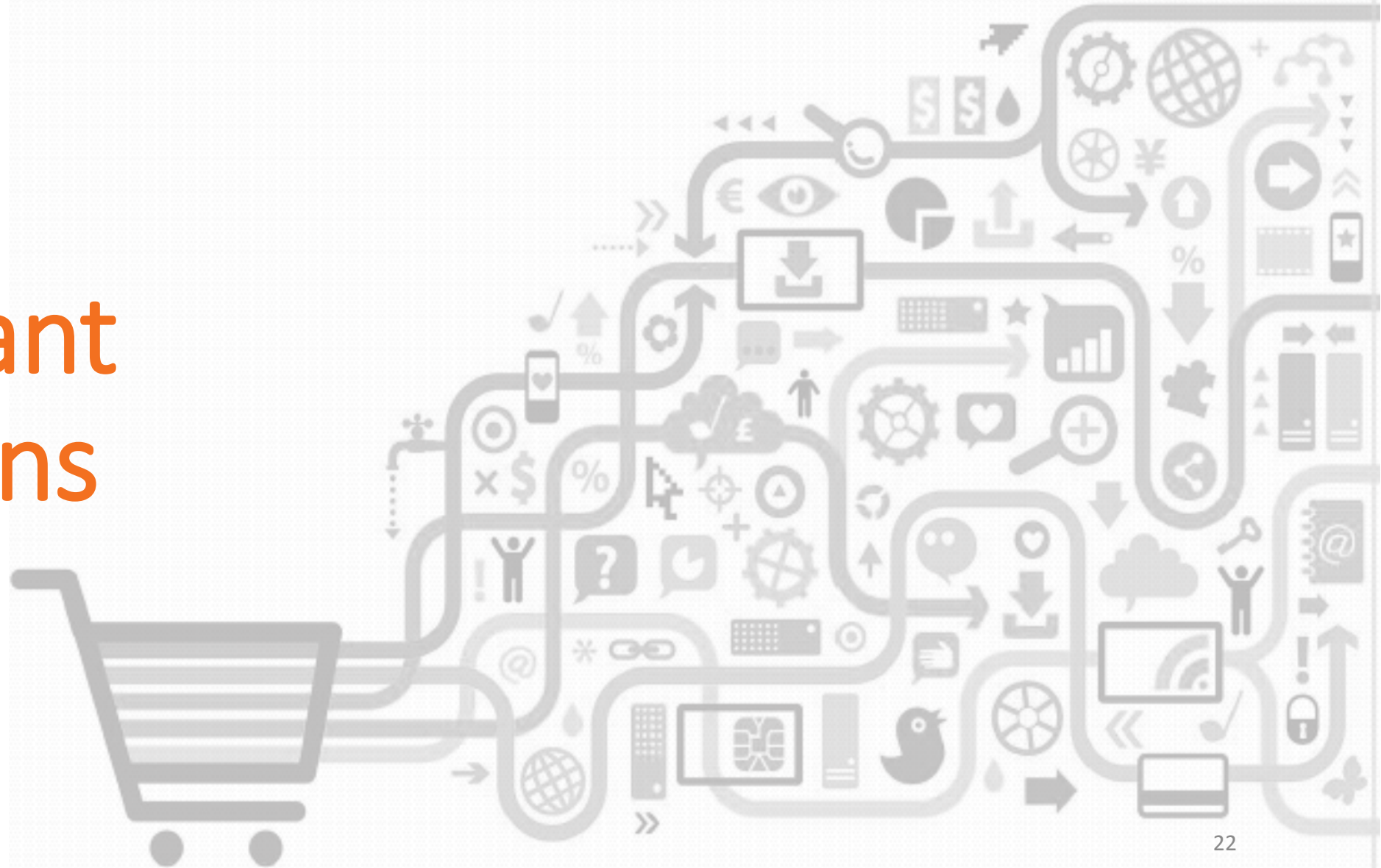
- Deal Value: Approximately INR 20 Bn
- Board Approval received
- Merger completion expected before Dec 2017

## **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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