

September 29, 2018

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

Sub: Managing Director's speech at the 8th Annual General Meeting of the Company

Dear Sir/Madam,

The Managing Director's speech delivered at the 8th Annual General Meeting of the Company held today, i.e. September 29, 2018 is enclosed herewith for your information and records please.

Thanking you,

Yours faithfully,

For Infibeam Avenues Limited
(Formerly known as *Infibeam Incorporation Limited*)


Shyamal Trivedi

Vice President & Company Secretary



Encl: As above

INFIBEAM AVENUES LIMITED

(Formerly known as *Infibeam Incorporation Limited*)

Regd. Office: 28th Floor, GIFT Two Building, Block No. 56, Road-5C, Zone-5, GIFT CITY, Gandhinagar,

Taluka & District - Gandhinagar - 382 355, CIN: L64203GJ2010PLC061366

Tel: +91 79 67772204 | Fax: +91 79 67772205 | Email: ir@infibeam.ooo | Website: www.infibeam.ooo



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Managing Director's Speech

8th Annual General Meeting ('AGM') held on today i.e. September 29, 2018

Vishal Mehta, Managing Director addressed the Shareholders,

We are starting the AGM communication with a mixed feeling; of having the best year in FY'18 and the worst day yesterday with our stock price crashing like a pack of cards.

Our performance in FY '18 was best since we publicly listed in 2016. In FY 2018 the volume of transactions along with revenue, profits and earnings have grown significantly.

Our revenue in FY 2018 increased 90% YoY to INR 839 crore and EBITDA margin in FY 2018 rose to 19% compared to 15% in FY 2017. We had INR 158 crore of cash as of FY 2018 with a total debt of INR 63 crore including short-term debt of only INR 32 crore. We generated positive net cash from operating activities of nearly INR 100 crore in FY 2018 compared to approximately INR 60 crore in FY 2017. With cash greater than debt our company is free cash flow and profitable. Our Profit After Tax doubled in FY 2018 to INR 88 crore.

Our e-commerce and payments solutions are being used by over 500,000 users, including many reputed brands. Our payment solutions business processed over 100 million transactions in FY18 worth INR 21,550 crore, up 75% YoY, and processed payments of nearly 50% of the entire FY 2018 in just the first quarter of FY19. With this run-rate we could process payments over INR 40,000 crores in FY'19, a 100% growth over FY 2018. This will grow further with growth in digital payments in India projected to reach US\$ 1 trillion by FY 2023.

We are a key technology partner to Government of India's new digital procurement initiative, Government e-Marketplace (GeM), slated to become India's largest e-commerce marketplace and among the top five in the world at US\$100 billion annual GMV. We earn commission on the value of each transaction.

Our payments business is also entering an interesting and new space, that is bill payments, by using the Bharat Bill Payment (BBPS) infrastructure conceptualised by the Reserve Bank of India. RBI estimated that over 10 crore bills are getting generated everyday across top 20 cities in India in 2016 which will double in volume by 2019. We are among the only nine non-bank entities to be licensed by RBI. We have launched our services under the brand BillAvenue and have over 300,000 active agents working with us to process bills across 1200 cities and towns in India. We are seeing a good traction in this business in terms of volume of bills being processed daily.

Our growth strategy going forward, which has helped us achieve significant performance in the past, is to build a transaction-based revenue model, offer end-to-end customised solutions to our merchant customers, expand across international markets and grow profitably. This will help us to achieve sustainable long term growth, generate positive free cash flows and create value for all our stakeholders.

We are sad, me and my family who are shareholders of the company like all of you, are as much concerned about the wealth erosion which has taken place. We are clueless, about what went wrong with our share price in the stock market. When working of the company is strong and prospects are brighter than ever before, is market ignoring fundamentals?

We are not experts but we are told that:

Some WhatsApp rumours took rounds in the market and it created panic among market participants and investors at large. We categorically rescind such rumours which are erroneous and motivated. We would like to state that, we proactively wrote to stock exchanges to convey to our shareholder and stakeholders that we are fully compliant, and that there is no pending information or announcement from the Company which may have a bearing on the price behaviour in the scrip.

I would like to reassure to shareholders that the Management and the entire Company Team are working very hard towards the growth of the Company as well as for Shareholders and will continue to meet compliance in future as well.