

iStreet Network Limited

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iStreet declares Q3 FY16 Performance

- ~2x growth vs. previous quarter
- Achieved FY16 Network Partner Store target in Q3

iStreet Network Ltd. (BSE: ISTRNETWK) is India's 1st Internet Retail Store company. The Company at its Board Meeting held today approved the unaudited financial results for the quarter ended 31st December, 2015. Investors may review the full unaudited quarterly results that are published and are also available on Company website www.istreetnetwork.com

PERFORMANCE HIGHLIGHTS:

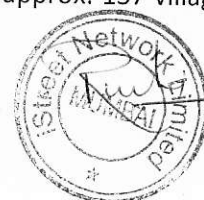
Key highlights of the Company's performance are as follows:

Particulars	Q3 –FY16	Q2-FY16	Corresponding Qtr Last yr Q3-FY15	9 months ended 31.12.2015	Year ended 31.03.2015
No. of Transactions	565,332	247,118	14,149	918,287	38,336
Transaction Value (Rs. Lacs)	519.06	345.44	16.22	1,029.54	70.59
iStreet Bazaar Store count (Cumulative)	4,028	2,520	725	4,028	1,504

- Significant growth in terms of number of transactions from 2.47 lacs to 5.65 lacs. Year to date – 9.18 lacs accounted towards the annual target of 15 lacs
- Total revenue jumped from 3.45 crs to 5.19 crs from Q2
- Achieved FY16 Annual target for 4,000 store count in Q3 itself

OPERATIONAL HIGHLIGHTS:

- Launched Mobile and DTH recharge facility under the banner of "iStreet Bazaar Services" in the month of December. Contribution to revenue may start pouring in from Q1 FY17
- Launched "EMI" facility for all its consumers
- Product range spread across 55 categories and sub-categories
- Top categories – Home & Kitchen, FMCG, Electronics etc
- iStreet Bazaar Stores spread – 712 cities, towns and villages. With approx. 137 villages with population less than 10,000



MANAGEMENT COMMENTS ON PERFORMANCE:

“The healthy transaction and GMV growth in this quarter has been encouraging. The average selling price (ASP) in Q3 is lower than Q1 & Q2, which is part of company’s product/category strategy. The Company has expanded its categories and products to strategically LOW ASP products to enable more and more buyers/consumers to experience our unique concept at their nearest iStreet Bazaar store. This helps in new consumer acquisition and getting consumer accustomed to a new experience of shopping.”

“The Company is expanding its network base at a very fast pace. With the addition of 1508 stores this quarter, the Company surpassed the year-end target of 4,000 stores much ahead of time. The strong growth momentum continues quarter on quarter basis.”

“Q3 FY16 attained a 128% growth in number of transaction as compared to Q2 FY16, however the total operational and marketing cost increased marginally by only 21% as compared to the previous quarter.”

“The company’s per transaction cost of delivery is LOWEST and unmatched in eCommerce industry that enables the Company to sell LOW ASP products to its end consumers.”

“Towards the end of the quarter, the Company launched Mobile and Direct to Home TV subscriptions (DTH) recharges under the banner of ‘iStreet Bazaar Services’. With this launch, iStreet Bazaar now emerges as *one – stop solution* for all its consumers by offering offer wide spectrum of **physical and digital products** that will help the store unleash its full potential. iSB Services shall contribute significantly in scaling the volume and acquisition of new consumers.”

“We believe that the concept of **Internet Retail Store** is an exciting space where we carry the first mover advantage. We are excited with the impact that we can create in the lives of common man of India with iStreet Bazaar stores” says Mr. Pradeep Malu, Managing Director of the Company.

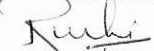
CAPITAL INFUSION:

During the third quarter, Promoters and others paid their balance contribution towards conversion of all the outstanding warrants and now there are no outstanding warrant held by any one. As informed earlier, the company is in the process of raising fresh money for funding future growth plans and capacity expansion and meeting potential investors.

OUTLOOK:

The next few quarters shall be very exciting as the Company is going to introduce other digital products such as bill payments, Air & Bus ticketing and Money Transfers in a phased manner. The Company continues to focus on enhancing the bandwidth of operation and strengthen the operational efficiency. By the end of FY19, with the right capital raised from time to time, the Company plans to take the iStreet Bazaar store count to 1,25,000.

For iStreet Network Ltd.


Ruchi Seksaria
Company Secretary



About iStreet Network Limited:

iStreet Network Limited is based in Mumbai and operates in 'Internet & Catalogue Retail' segment. It is first 'Internet Retailer' of India. It is setting up 'iStreet Bazaar Internet Retail Stores', across India to take benefit of eCommerce to common people of smaller town & villages. iStreet Bazaar through it's world class platform and network stores offers thousands of products at extremely competitive prices so that customers in smaller towns and villages can easily buy products which otherwise won't be available in their area. iStreet Bazaar eliminates payment related issues that arise when transacting online. It also puts a face to the online transaction since the customers will be transacting at a store with a person behind the counter. This increases the level of trust that is necessary during any online purchase. In the Indian scenario this definitely becomes a big advantage for the customers since trust is one of the key factors in the adoption of eCommerce. For more information please visit www.istreetnetwork.com or write to us at info@istreetnetwork.com

Safe harbor statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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