



Building Transparency. Driving Growth.

October 30, 2024

To,

BSE Limited

Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No C/1,
G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051

Scrip Code: 540735

Symbol: IRIS

Dear Sir / Madam,

Sub: Disclosure of Material Event / Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Earnings Presentation.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Presentation that we propose to make during the Earnings Call scheduled to be held on Wednesday, October 30, 2024, is enclosed herewith and the said Earnings Presentation is available on the Company's Website at www.irisbusiness.com.

We hereby request you to take the above information on your record.

Thanking You.

Yours faithfully,

For **IRIS Business Services Limited**

Santoshkumar Sharma

Company Secretary & Compliance Officer
(ICSI Membership No. ACS 35139)

Encl.: a/a

IRIS Business Services Limited

Tower 2 3rd Floor International Infotech Park Vashi Navi Mumbai 400703 Maharashtra India

Tel: 022 6723 1000 | Email: cs@irisbusiness.com | www.irisbusiness.com

CIN L72900MH2000PLC128943 | GSTIN 27AAACI9260R1ZV



Building Transparency. Driving Growth.

Investor Presentation

H1 FY25

30th Oct 2024

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About IRIS

We are...

A company with a mission to build trust and transparency in the financial ecosystem using open data standards and advanced technology. We create products that help governments, businesses, and stakeholders prepare and use clean, actionable data, make better financial decisions and drive growth.



Headquartered in Mumbai

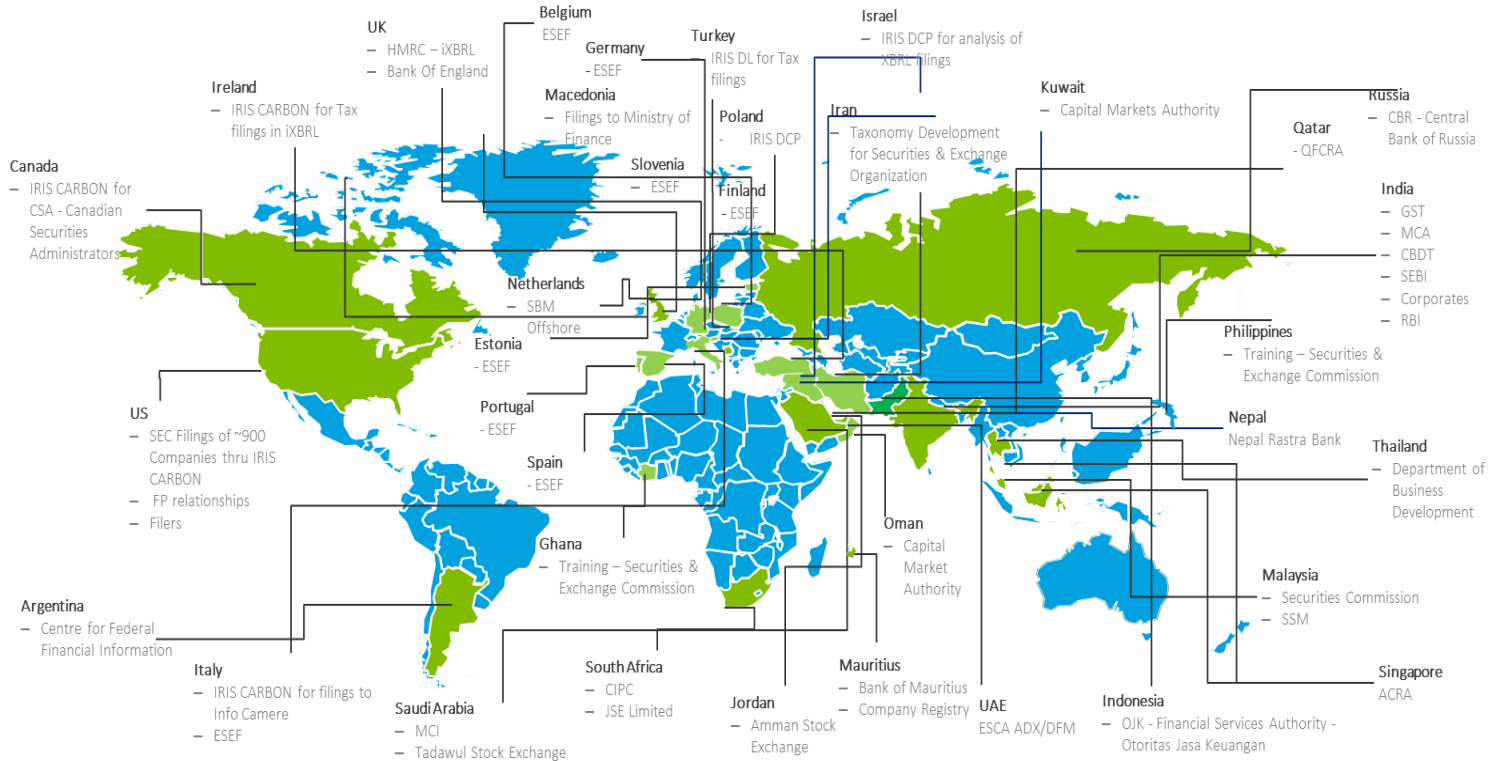
Subsidiaries in the USA, Singapore, Malaysia and Italy



IP and Human Capital

Specialised software products plus 500+ domain and technical experts with deep expertise in information standards and regulatory reporting technologies

Our Global Footprint



20 Years

54 Countries

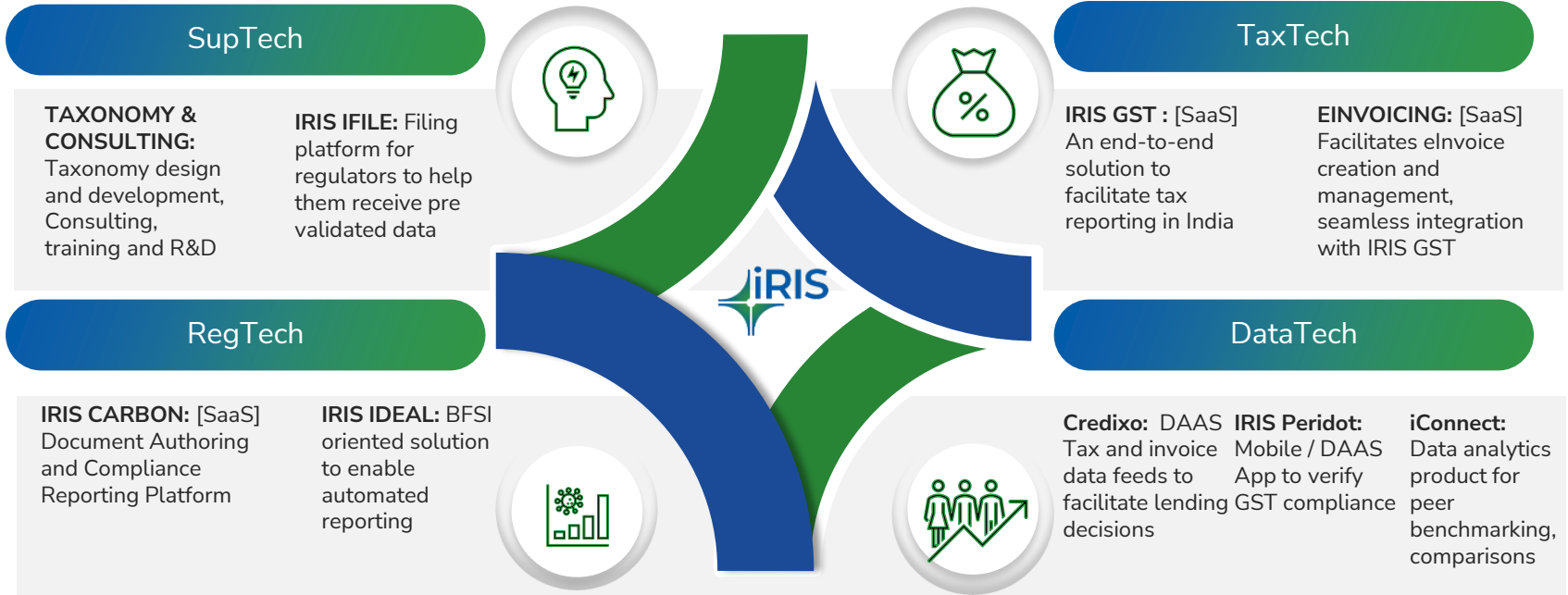
30+ XBRL Projects

500+ Experts

6000+ Clients

Millions of Filings

Our Operating Segments



SupTech Offerings

Sup Tech (Supervisory Technology) is the use of innovative technology by supervisory agencies to support supervision. It helps supervisory agencies to digitise reporting and regulatory processes, resulting in more efficient and proactive monitoring of risk and compliance.



Regulatory Filing Platform (iFile)

Electronic disclosure platform to help regulators collect pre validated open standards based data



Taxonomy Editor (Noah)

IRIS' Noah helps regulators manage and modify XBRL taxonomies as needed



Validator (Bushchat)

A validator is crucial to ensure data quality before acceptance into a regulatory platform. Used for offline validation too



Authoring tools

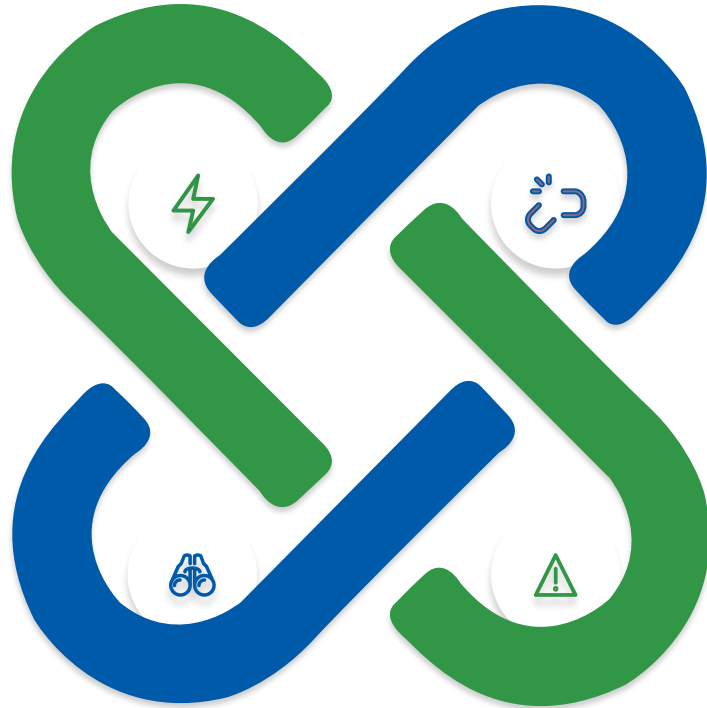
Multiple offerings including webforms and MS Excel for filers to create structured data



Taxonomy Development (Service)

Consulting and development of a taxonomy is the 1st step in any XBRL implementation

Value Proposition



Complete digital transformation: of supervisory workflows, so that regulator users can spend more time on data analysis, supervisory surveillance and monitoring



Domain Expertise: In house data domain and data standards expertise. One of the leading global providers of XBRL based reporting platforms



Data Interoperability: Data practices ensuring data remains consistent and usable regardless of the originating format or source



User-friendly: Designed to be easy to use and understand, providing an intuitive and seamless experience for users of all skill levels



Easy Customisations: Facilitates personalization of features and settings, allowing users to adapt the system to their unique requirements

Marquee Customers



Business Registries



Malaysia



Mauritius



North Macedonia



Singapore



Qatar



Saudi Arabia



South Africa



Thailand

BFS Regulators



Bhutan



India



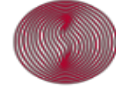
Jordan



Mauritius



Nepal



Qatar



Capital Markets



India



Jordan



Kuwait



Malaysia



Oman



Qatar



Saudi Arabia



South Africa



UAE



ADU DHABI SECURITIES EXCHANGE

SECURITIES & COMMODITIES AUTHORITY

Only Taxonomies



MCA, India



Regionale Vencia, Italy



CAFR, USA

Unusual Cases



ATS, Maharashtra



SAI, India

Advanced digital tools to streamline and automate complex regulatory reporting, ensuring accurate, timely compliance and data-driven decision-making



A SaaS cloud solution for companies to manage their internal and external reporting (financial and non-financial)



35+
Countries



4.8/5 CSAT



#1 XBRL
Quality



Easiest To Do
Business With

FALL
2024



High
Performer

FALL
2024



Easiest
Admin

FALL
2024



Leader

FALL
2024



Best
Support

FALL
2024

IRIS CARBON® - Capabilities

Create (The Document Layer)

Collaborative Disclosure Platform for

- **External reporting** - Annual reports, quarterly, press releases,
- **Internal reporting**- board presentation, quarterly executive briefing
- **ESG reporting**

Consume

Smart excel powered with data APIs for peer benchmarking, comparisons etc

Convert (Adding the digital layer)

Convert documents to XBRL/iXBRL based on jurisdictional requirements

Confirm (The review layer)

CARBON review & validations
XAudit, standalone XBRL audit
XBRL Compare, across versions
XBRL Viewer, rendering for human eye review



IRIS CARBON® - Use Cases

1

External Reporting

- Quarterly, annual reports
- Press releases
- XBRL/iXBRL reporting

2

Internal Reporting

- Management reports
- Corporate presentations,
- Board/budget books
- Quarter executive briefings

3

ESG Sustainability Reporting

ESG disclosure reporting based on ESRS, ISSB, GRI etc

IRIS CARBON® - What Problem are we Solving?



Documents and data are scattered



Latency and inconsistent information

No audit trails



Time consuming and manual process

Prone to human error



Chaos during last-mile reporting



Marquee Customers



EU & UK



US



IRIS iDeal – Automated Data Reporting

A secure on-premise **solution** for banks to automate their regulatory reporting

Key Features

01 End-to-End XBRL Reporting Solution (Including Data preparation, transformation, Validation, Report Generation and Submission.)

02 Real-time data validation and error checks as per the regulatory guidelines.

03 Integration with data sources and banking systems.

04 Compliance with the latest banking regulations and XBRL standards.



Value Proposition

01 Streamlined and efficient data preparation and reporting process.

02 Ensured compliance with updated regulations

03 Reduction of manual errors and associated risks.

04 Improved data authenticity, security and confidentiality.

Marquee Clients



Tax Technology (Tax Tech): Digital solutions for enterprises that automate and streamline tax processes, including electronic invoicing (e-invoicing) and electronic reporting (e-reporting) to comply with tax regulations efficiently, accurately, and on-time, reducing errors and costs.

Authorised GSP

IRIS GST, a business line of IRIS is an authorized GSP since 2017.

Private IRP

IRIS GST is authorised to generate IRN as Private IRP (Invoice Registration Portal)



2,00,000+
GSTINs

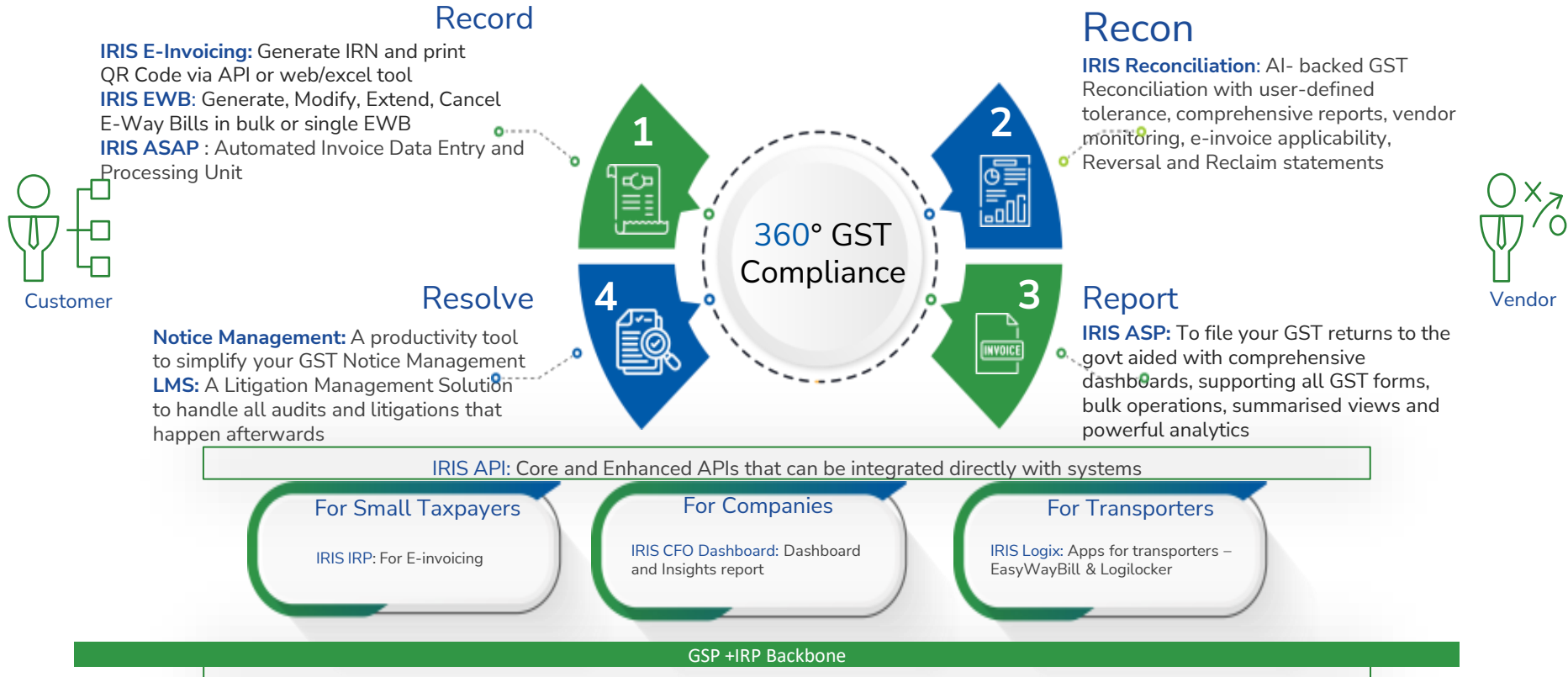


1500+
Companies



5 Mn+
Monthly E-Invoices

IRIS GST: A 360° Solution for Enterprises



Marquee Clients





PERFORMANCE REVIEW

Q2 FY25 & H1 FY25 Results Overview (Consolidated)

QUARTERLY

Total Income

₹ 3,154

↑ 12% QoQ (Q1 FY25 - ₹ 2,818)

↑ 30% YoY (Q2 FY24 - ₹ 2,417)

EBITDA

₹ 572

↑ 34% QoQ (Q1 FY25 - ₹ 428)

↑ 87% YoY (Q2 FY24 - ₹ 306)

Net Profit

₹ 389

↑ 35% QoQ (Q1 FY25 - ₹ 288)

↑ 184% YoY (Q2 FY24 - ₹ 137)

HALF YEARLY

Total Income

₹ 5,971

↑ 33% YoY (H1 FY24 - ₹ 4,490)

EBITDA

₹ 1,000

↑ 78% YoY (H1 FY24 - ₹ 561)

Net Profit

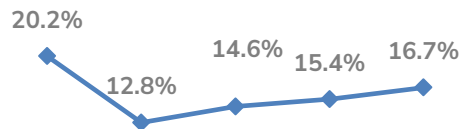
₹ 678

↑ 195% YoY (H1 FY24 - ₹ 230)

Key Ratios

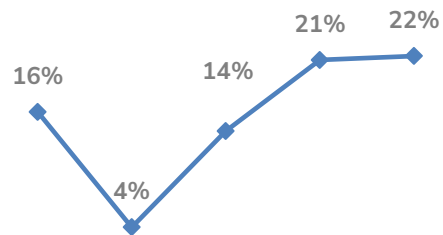


EBITDA



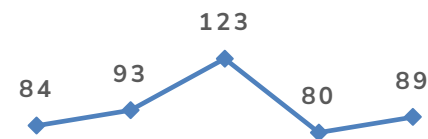
FY21 FY22 FY23 FY24 H1
FY25

ROE



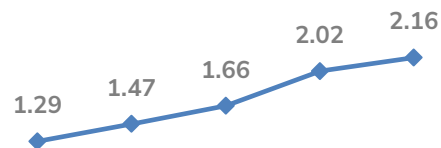
FY21 FY22 FY23 FY24 H1
FY25

Receivables days



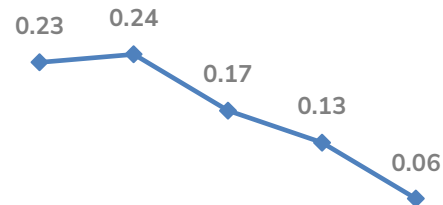
FY21 FY22 FY23 FY24 H1
FY25

Current ratio



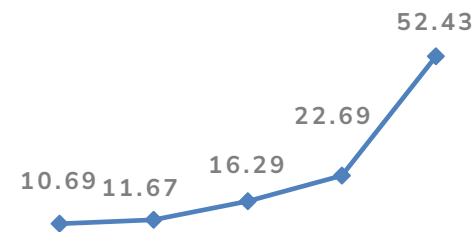
FY21 FY22 FY23 FY24 H1
FY25

Debt Equity ratio



FY21 FY22 FY23 FY24 H1
FY25

Interest Coverage ratio



FY21 FY22 FY23 FY24 H1
FY25

Income Statement – Q2 FY25 and H1 FY25



(₹ IN LAKHS)

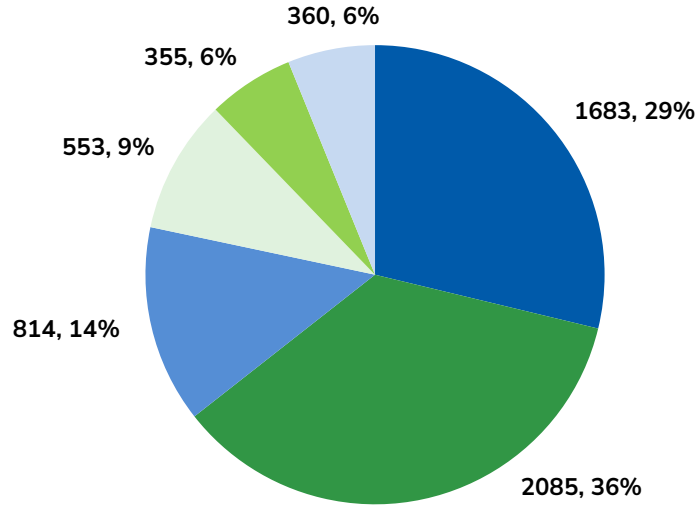
PARTICULARS	Quarterly					Half-Yearly		
	Q2 FY25	Q1 FY25	Q2 FY24	QoQ % change	YoY % change	H1 FY25	H1 FY24	YoY % change
Total Revenue	3,154	2,818	2,417	12%	30%	5,971	4,490	33%
Total Expenses	2,582	2,390	2,111	8%	22%	4,971	3,929	27%
Employee benefit expenses	1,492	1,348	1,259	9%	19%	2,840	2,454	17%
Other Expenses	1,090	1,042	852	8%	42%	2,131	1,475	58%
EBITDA	572	428	306	34%	87%	1,000	561	78%
EBITDA Margin (%)	18.1%	15.2%	12.6%			16.7%	12.5%	
Finance Cost	22	18	26	19%	(17)%	40	50	(21)%
Depreciation	53	47	115	(11)%	(54)%	100	229	(56)%
PBT	498	362	165	37%	202%	860	281	206%
Tax Expense	109	74	28	47%	286%	182	51	256%
PAT	389	288	137	35%	184%	678	230	195%

Revenues – By Geography



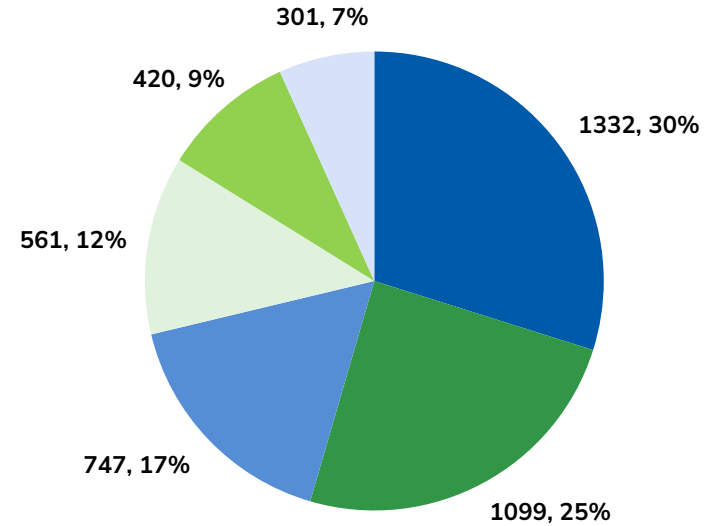
₹ IN LAKHS

H1 FY25



- India
- Africa
- Europe & UK
- Asia Pacific
- Middle East
- USA

H1 FY24



- India
- Africa
- Europe & UK
- Asia Pacific
- Middle East
- USA

SUPTECH

- Successfully completed go-live for four ongoing projects in different regions.
- Secured new orders from both existing and new clients, reflecting strong client retention and acquisition.
- Actively pursuing multiple RFPs with good conversion potential.
- New Developments in product, featuring key enhancements such as a workflow engine, an upgraded user interface, and new frameworks aimed at reducing implementation timelines.

REGTECH

- Enterprise grade product- Faster innovation and refinement of the product based on continuous feedback from prospects and customers.
- Marketing- Increased lead generation and engagement through improved SEO, website optimization, webinars, and in-person events.
- Strengthened the sales team and refined the sales strategy and playbooks, Seeing good traction in DM and ESG offerings, with recent deal closures and a strong Q3 pipeline. This momentum is also supported by regulatory mandates for ESG.
- Pricing strategy- moved from flat rate pricing to ROI and value-based pricing. This has led to increase in the value of deal sizes.

TAXTECH

- Realigned sales operations and GTM strategy, focusing on Enterprise, Commercial, and Retail segments, with an emphasis on larger deals in the Enterprise and Commercial areas.
- Expanded IRIS GST internationally with a successful launch in Malaysia, onboarding several prominent clients. Malaysia Phase 2 is scheduled for launch early next year, expected to bring in additional customers.

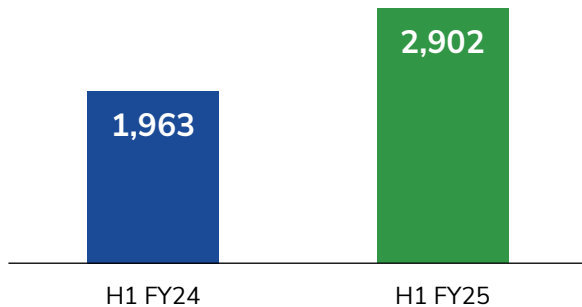
Segment Performance – SupTech Drives Growth



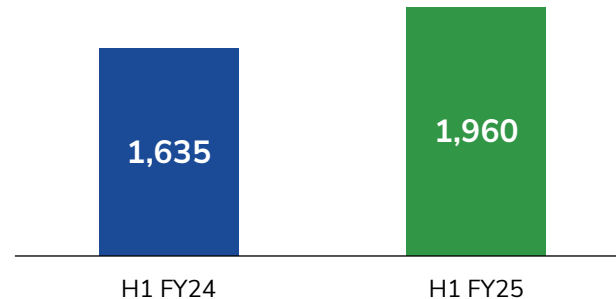
REVENUE MIX BY SEGMENT

₹ IN LAKHS

SUPTECH



REGTECH



Segment Profit/loss	186	465	298	424
Margins (%)	9%	16%	18%	22%

Segment Performance



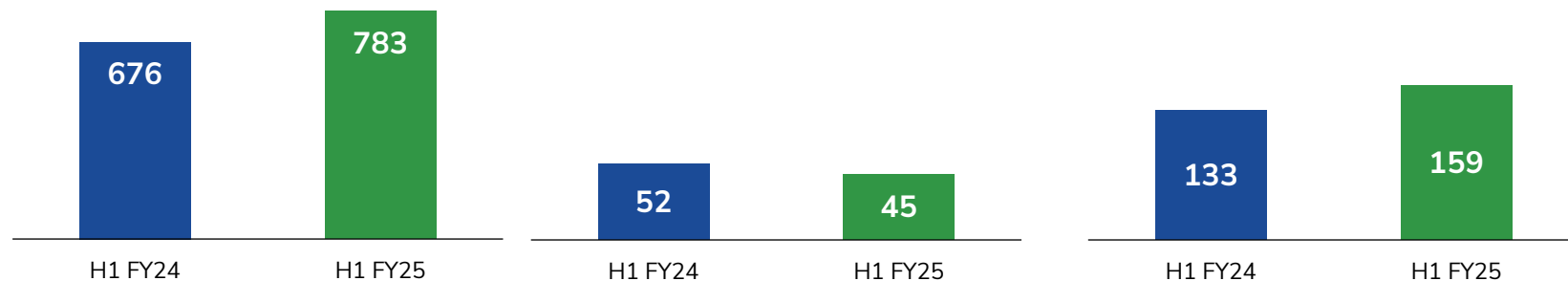
REVENUE MIX BY SEGMENT

₹ IN LAKHS

TAXTECH

DATATECH

OTHERS



Segment	H1 FY24	H1 FY25
Profit/loss	(16)	(60)

Segment	H1 FY24	H1 FY25
Margins (%)	(2%)	(8%)

Awards and Accreditations



Accreditations



Awards



Best RegTech Services
Central Banking Firm, London



Best Fintech
FE, '22



Best Taxtech
TIOL (Jury)'22 (Silver)'21



Best MSME Tech
Jagran

Thank You



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For further information please contact:

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Santosh Kumar Sharma

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Email: cs@irisbusiness.com
