

May 21, 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: Presentation of Earnings Call under Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Call Presentation that will be made by IRIS Business Services Limited ("**the Company**") on Tuesday, May 21, 2024 is enclosed herewith and the said Earnings Call Presentation is also 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



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THOUGHT LEADERSHIP | PRODUCTS | SERVICES | WHAT IS XBRL

IRIS INDIA'S BEST FINTECH

FE-Best Bank Awards recognizes IRIS as
the Best Fintech for year 2020-2021

[Link for Press Release](#)



HONOURING THE BANKS
THAT INDIA CAN BANK ON

COMPLIANCE & ANALYTICS SOLUTIONS FOR

ENTERPRISE | BUSINESS REGISTRY | CENTRAL BANK | GOVERNMENT / REGULATOR | BPSI | STOCK EXCHANGE / SECURITY COMMISSION

SIMPLIFIED REPORTING EMPOWERED ENTERPRISE

Powerful solutions for in-house and external reporting for the enterprise.

FEATURES

PRODUCTS

SERVICES

CARBON

PROTON™

XBRL Conversion Services



Building Transparency. Driving Growth.

FY24 Earnings Deck

21st May 2024



Disclaimer

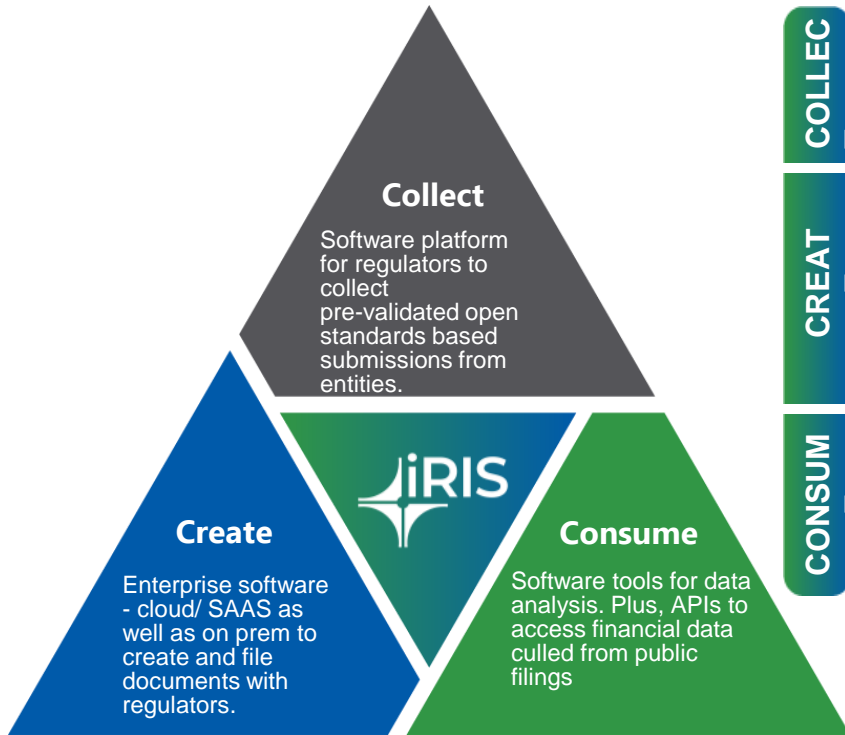
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About IRIS



- Public company, listed on the BSE and NSE stock exchanges
- India's only listed SaaS company that provides technology solutions/services in the regulatory technology space across 52 countries globally
- 450+ professionals, including technologists and accountants
- Active members of several XBRL jurisdictions – XBRL International, XBRL US, XBRL Europe, XBRL South Africa
- ISO 27001:13 and SSAE 18 (SOC 1 Type 2) certified
- Headquartered in Navi Mumbai, India with subsidiaries in USA, Singapore and Italy and an affiliate firm in the UAE.

Our Regtech Business



COLLECT
CREATE
CONSUME

- TAXONOMY & CONSULTING:** Taxonomy design and development, Consulting, training and R&D
- IRIS IFILE:** Filing platform for regulators to help them receive pre validated data
- IRIS CARBON: SAAS** Document Authoring and Compliance Reporting Platform
- IRIS IDEAL: On-Prem** Solution for automated machine to machine reporting
- IRIS GST : SAAS** An end-to-end solution to facilitate tax reporting in India
- EINVOICING: SAAS** Facilitates eInvoice creation and management, seamless integration with IRIS GST
- Credixo: DAAS** Tax and invoice data feeds to facilitate lending decisions
- iConnect:** Data analytics product for peer benchmarking, comparisons
- IRIS PERIDOT:** Mobile / DAAS App to verify GST compliance, similarly APIs to pull such data



Awards and Recognitions

India's Best Taxtech
Company- TIOL

India's Best Fintech
Company - FE

India's Best Taxtech
Company-TIOL (J)

India's Best MSME
Tech Company - Jagran

Best regulatory
technology services



2021



2022



2022



2022

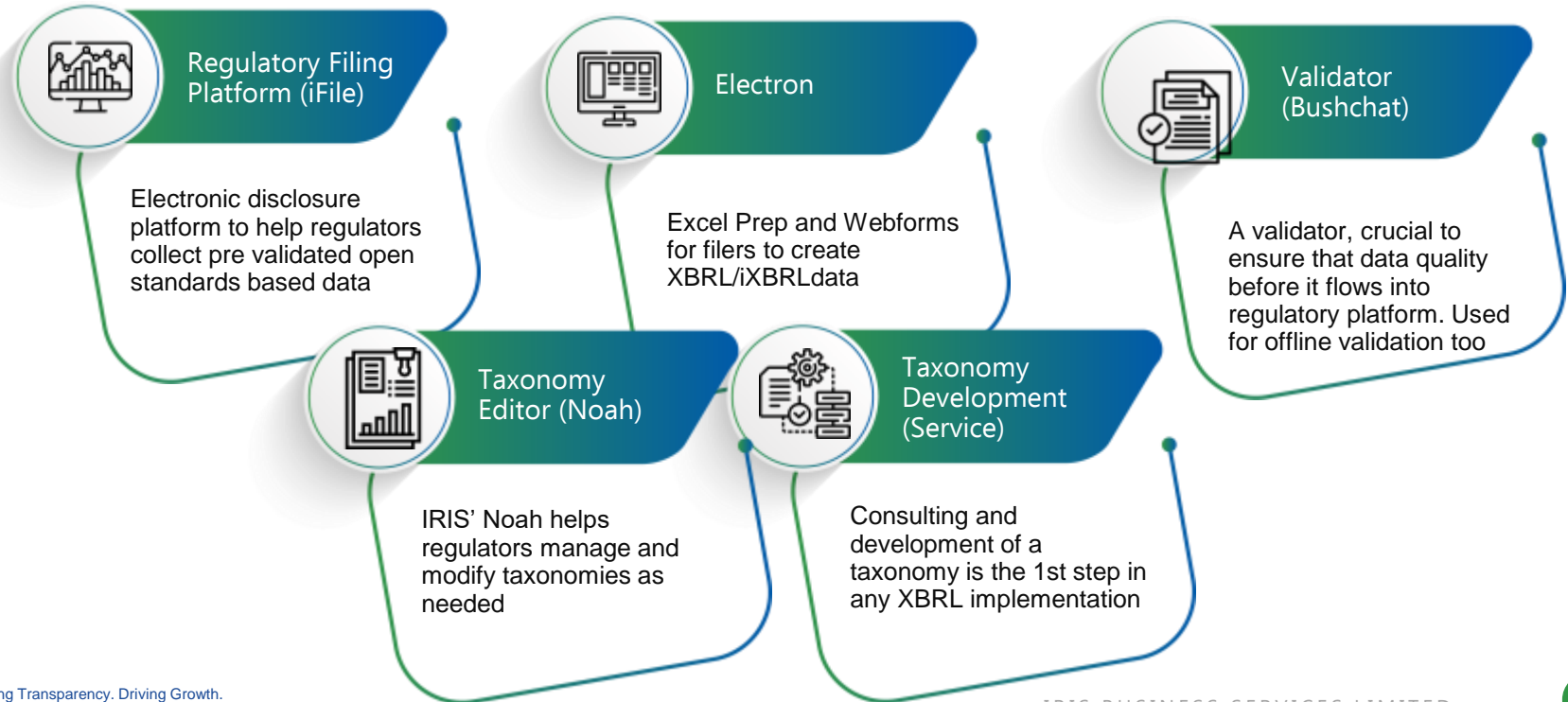
Central Banking
Awards, London

*Award ceremony in June
2024

2024

IRIS iFile – What We do for Regulators

An advanced **XBRL-enabled supervisory platform** for regulators to accept XBRL filings offering comprehensive tools for data supervision and analysis



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 with active membership across XBRL Jurisdictions



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..

Regulator Implementations

Business Registries

 SURUHANJAYA SYARIKAT MALAYSIA COMPANIES COMMISSION OF MALAYSIA			 ACCOUNTING AND CORPORATE REGULATORY AUTHORITY	 وزارة التجارة والصناعة Ministry of Commerce and Industry دولة قطر - State of Qatar	 وزارة التجارة والاستثمار Ministry of Commerce and Investment	 Companies and Intellectual Property Commission a member of the dics group	 กรมพัฒนาธุรกิจการค้า Department of Business Development
Malaysia	Mauritius	North Macedonia	Singapore	Qatar	Saudi Arabia	South Africa	Thailand

BFS Regulators

					 هيئة تنظيم مركز قطر للمال QATAR FINANCIAL CENTRE REGULATORY AUTHORITY
Bhutan	India	Jordan	Mauritius	Nepal	Qatar



Capital Markets

 بورصة عمان Amman Stock Exchange		 مجلس الأوراق المالية SECURITIES COMMISSION	 هيئة الأوراق المالية Capital Markets Authority دولة الكويت - State of Kuwait	 Suruhanjaya Sekuriti Securities Commission Malaysia	 المهتمة لهامة السوق المالية Capital Market Authority Sultanate of Oman	 بورصة قطر Qatar Stock Exchange	 تداول Tadawul		 ADX أبوظبي لأوراق المالية ABU DHABI SECURITIES EXCHANGE هيئة الأوراق المالية والسلع SECURITIES & COMMODITIES AUTHORITY أردان العربية للصحة
	India	Jordan	Kuwait	Malaysia	Oman	Qatar	Saudi Arabia	South Africa	UAE

Only Taxonomies

		
MCA, India	Regionale Vencia, Italy	CAFR, USA

Unusual Cases

	 SAI Securities and Exchange AUTHORITY OF INDIA
ATS, Maharashtra	SAI, India

IRIS CARBON® - Enterprise Disclosure Management

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



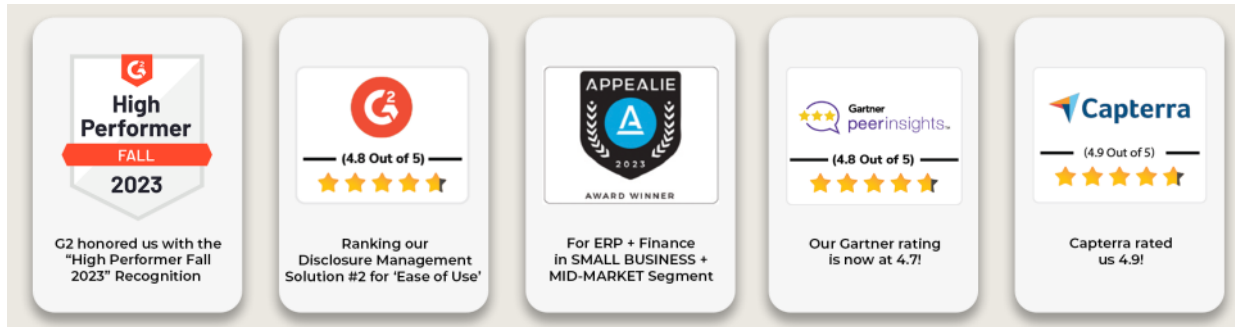
29+
Countries



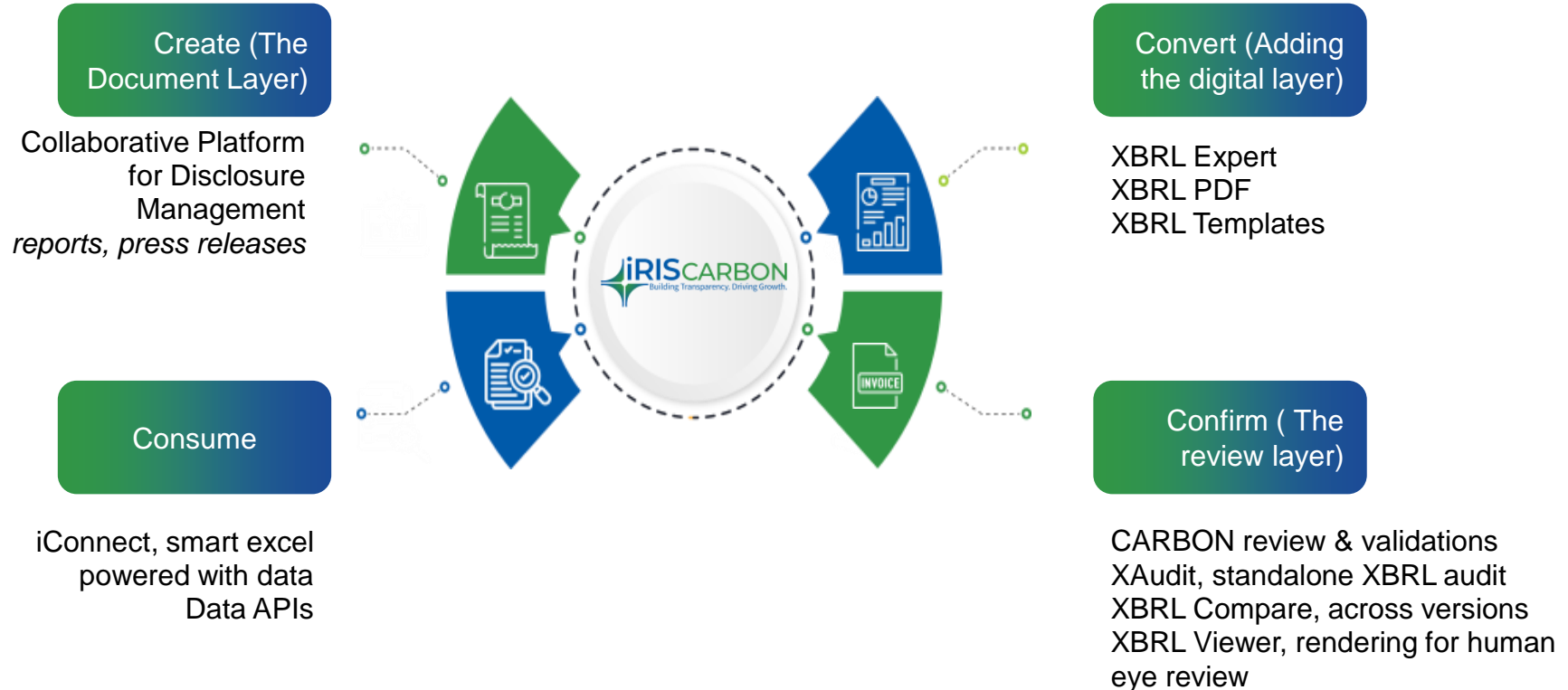
4.8/5
CSAT



#1 XBRL
Quality



IRIS CARBON® - Capabilities



Value Proposition



Marquee Clients

EU & UK



US



A SaaS cloud solution for enterprises to automate their tax filings and business processes

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

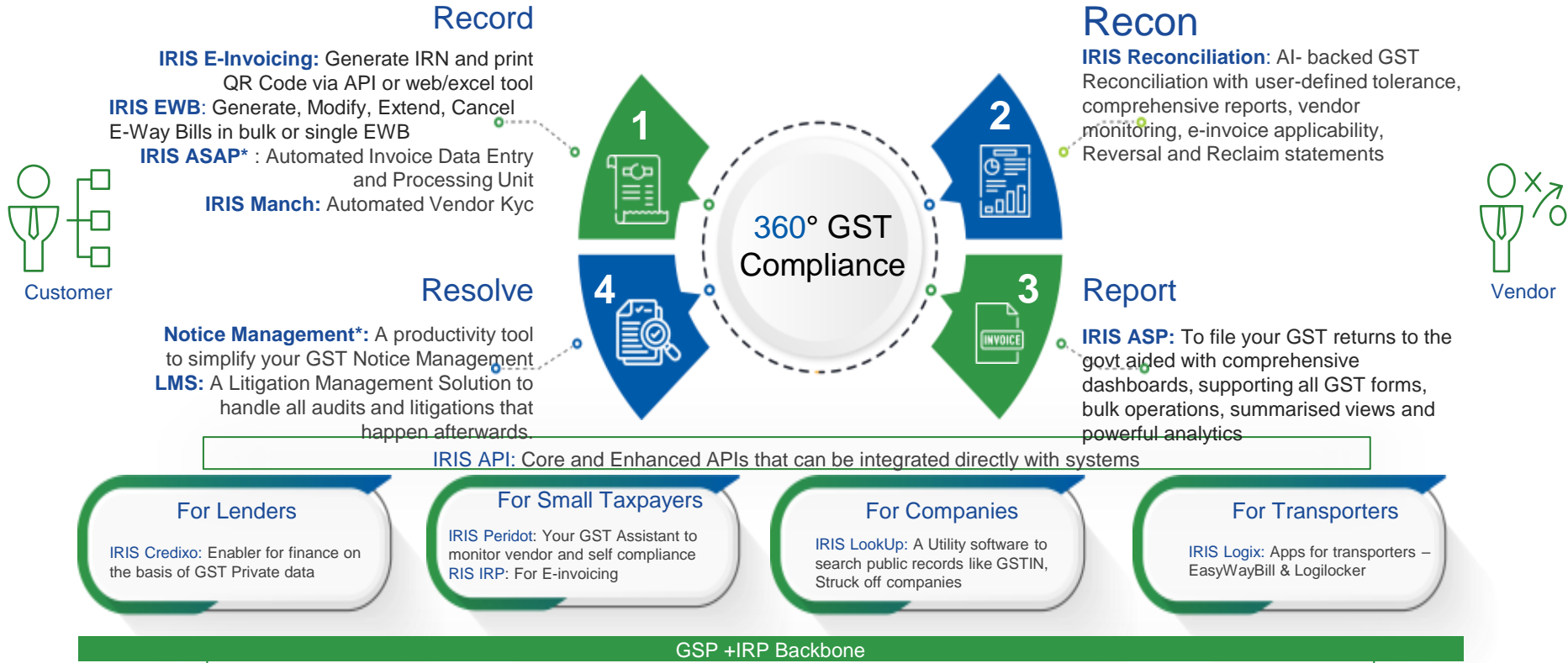


10,00,000+
App Downloads



3 Mn+
Monthly E-Invoices

IRIS GST: A 360° Solution for Enterprises



Marquee Clients



IRIS iDeal – Automated Data Reporting

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

iDeal Key Offerings

Value Proposition

<p>End-to-End XBRL Reporting Solution (Including Data preparation, transformation, Validation, Report Generation and Submission.)</p>	01		01	<p>Streamlined and efficient data preparation and reporting process.</p>
<p>Real-time data validation and error checks as per the regulatory guidelines.</p>	02		02	<p>Ensured compliance with updated regulations</p>
<p>Integration with data sources and banking systems.</p>	03		03	<p>Reduction of manual errors and associated risks.</p>
<p>Compliance with the latest banking regulations and XBRL standards.</p>	04		04	<p>Improved data authenticity, security and confidentiality.</p>

Marquee Clients



FINANCIAL OVERVIEW

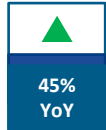
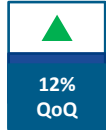
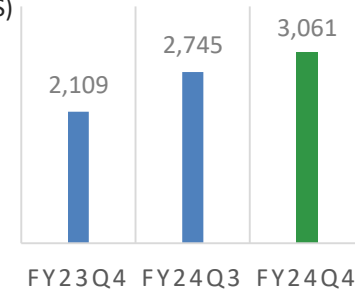
Income Statement (Q4) – Record YoY Revenue Growth

(₹ IN LAKHS)

PARTICULARS	FY24Q4	FY24Q3	FY23Q4	QoQ % change	YoY % change
Total Revenue	3,061	2,745	2,109	12%	45%
Total Expenses	2,394	2,383	1,770	-	35%
Employee benefit expenses	1,364	1,312	1,111	4%	23%
Other Expenses	1,030	1,071	659	-4%	56%
EBITDA	666	361	339	85%	96%
EBITDA Margin (%)	22%	13%	16%		
Finance Cost	36	29	29	25%	23%
Depreciation	98	124	116	-21%	-15%
PBT	532	208	194	156%	174%
Tax Expense	60	31	36	90%	67%
PAT	472	176	158	168%	198%

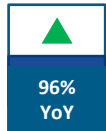
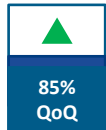
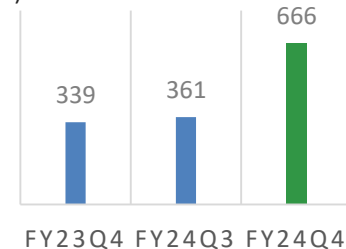
REVENUES

(₹ IN LAKHS)



EBITDA

(₹ IN LAKHS)

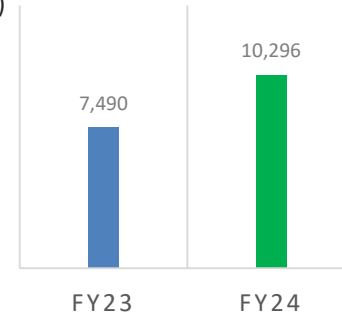


Income Statement (Full Year) – Higher Revenues Propel PBT Growth

(₹ IN LAKHS)				
PARTICULARS	FY24	FY23	Change	YoY % change
Total Revenue	10,296	7,490	2,805	37%
Total Expenses	8,707	6,397	2,310	36%
Employee benefit expenses	5,130	4,080	1,050	26%
Other Expenses	3,577	2,317	1,260	54%
EBITDA	1,588	1,093	495	45%
EBITDA Margin (%)	15.4%	14.6%		
Finance Cost	115	102	13	13%
Depreciation	452	471	(19)	-4%
PBT	1,021	520	501	96%
Tax Expense	142	92	51	55%
PAT	879	429	450	105%

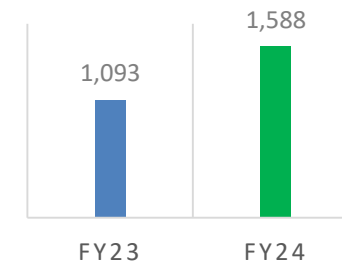
REVENUES

(₹ IN LAKHS)



EBITDA

(₹ IN LAKHS)



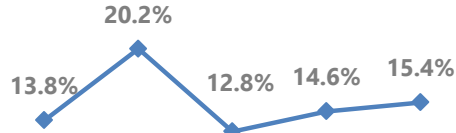
Balance Sheet – Cash Position Improves, Receivable Levels Down

(₹ IN LAKHS)

PARTICULARS	FY24	FY23	PARTICULARS	FY24	FY23
EQUITY			ASSETS		
(a) Equity share capital	1,936	1,936	(1) Non-current assets		
(b) Other equity	2,159	1,218	(a) Property, plant and equipment	151	117
(c) Non-Controlling Interest	19	9	(b) Right-of-use assets	951	891
TOTAL EQUITY	4,114	3,163	(c) Other intangible assets	192	384
LIABILITIES			(d) Intangible Assets under Development	294	161
(a) Financial liabilities			(e) Financial assets	23	10
(i) Borrowings	543	546	(f) Deferred tax assets (net)	111	-
(ii) Lease liabilities	103	25	(2) Current assets		
(iii) Trade payables			(a) Financial assets		
a. Dues of micro enterprises and small enterprises	32	33	(i) Trade receivables	2,232	2,484
b. Dues of creditors other than micro enterprises and small enterprises	236	81	(ii) Cash and cash equivalents	1,393	680
(iv) Other financial liabilities	716	1,207	(iii) Bank Balances other than Cash and Cash Equivalents above	224	246
(b) Provisions	887	760	(iv) Loans	5	1
(c) Deferred tax liabilities (net)	-	2	(v) Other	708	193
(d) Other liabilities	1,059	1,193	(b) Current tax assets (net)	54	298
Total Equity and Liabilities	7,690	7,010	(c) Other assets	1,352	1,545
			Total Assets	7,690	7,010

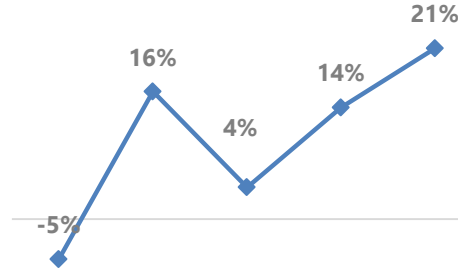
Key Ratios – Improved ROE as Profits Move Up

EBITDA



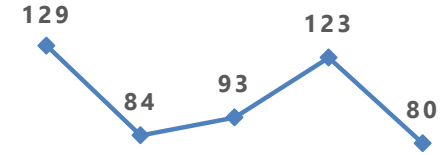
FY20 FY21 FY22 FY23 FY24

ROE



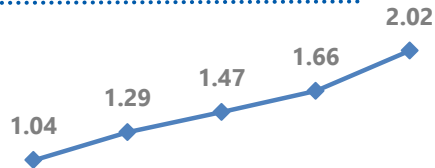
FY20 FY21 FY22 FY23 FY24

Receivables days



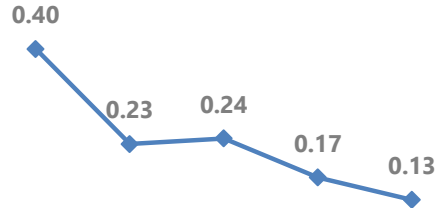
FY20 FY21 FY22 FY23 FY24

Current ratio



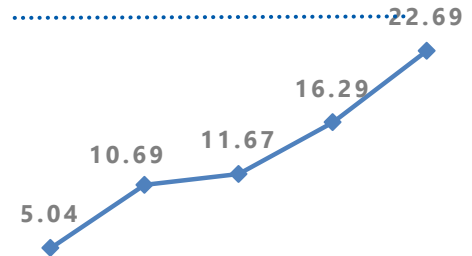
FY20 FY21 FY22 FY23 FY24

Debt Equity ratio



FY20 FY21 FY22 FY23 FY24

Interest Coverage ratio

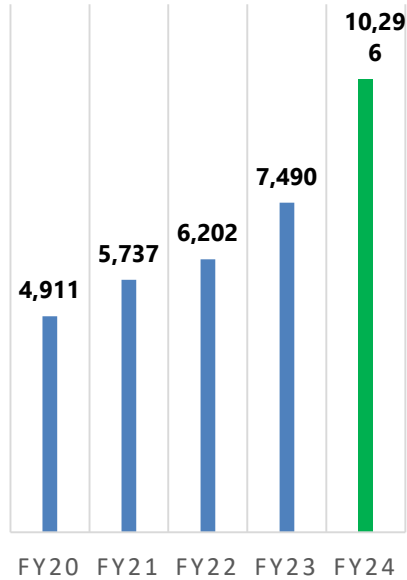


FY20 FY21 FY22 FY23 FY24

Five Year Trends

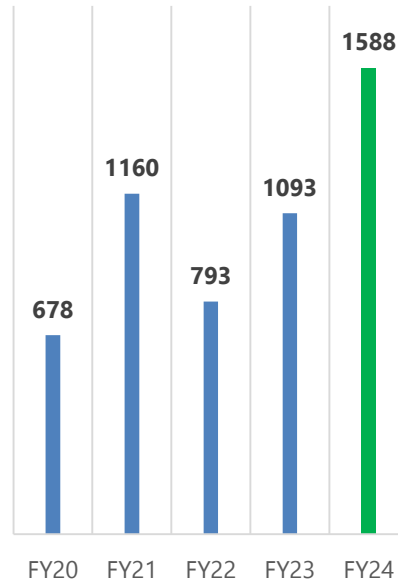
REVENUES

(₹ IN LAKHS)



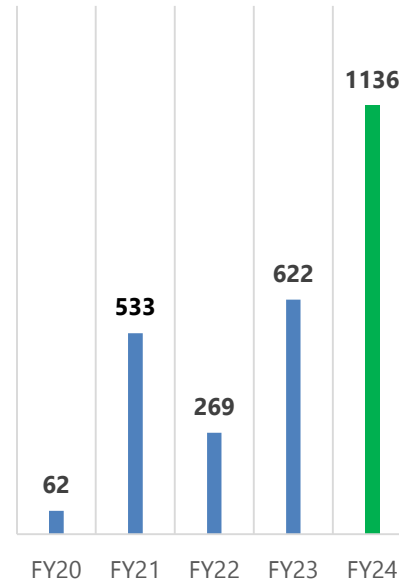
EBITDA

(₹ IN LAKHS)



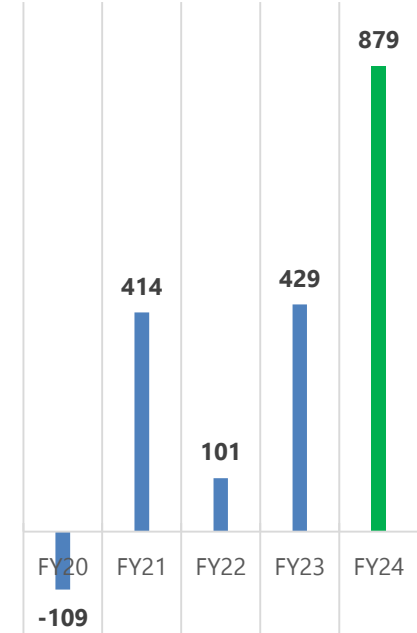
EBIT

(₹ IN LAKHS)



PAT

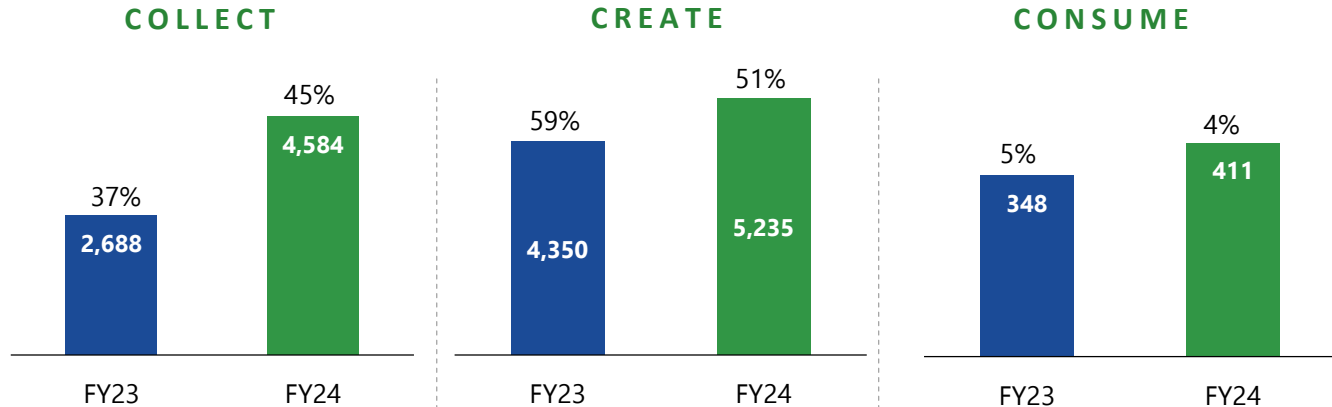
(₹ IN LAKHS)



Segment Performance – Collect Segment Drives Growth

REVENUE MIX BY SEGMENT

₹ IN LAKHS

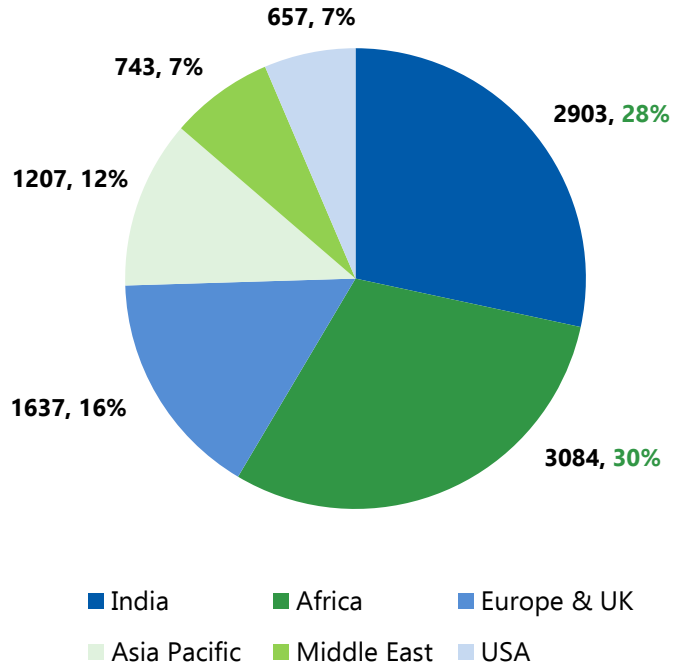


Segment Profit/loss	227	423	642	957	84	128
Margins (%)	8%	9%	15%	18%	24%	31%

Revenue Mix – By Geography

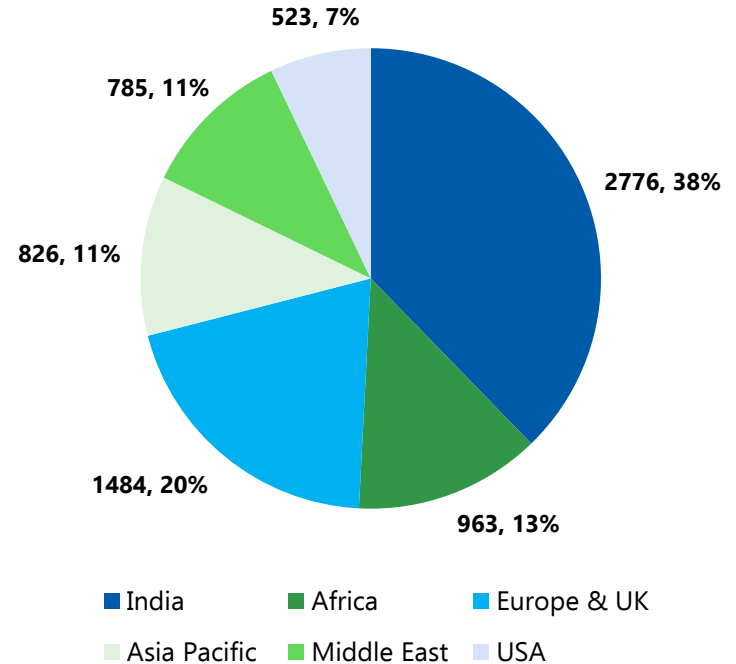
FY 24

(₹ IN LAKHS)



FY 23

(₹ IN LAKHS)



Thank You



Building Transparency. Driving Growth.

For further information please contact:

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Santosh Kumar Sharma

Tel: +91-022-67231000

Email: cs@irisbusiness.com
