



IRIS Business Services Limited

14th November, 2020

To,

BSE Limited

Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001

Scrip Code: 540735

Sub: Intimation under regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs,

Pursuant to regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), please find enclosed herewith copy of Press Release issued by the Company titled “IRIS Business Services grows revenues in the middle of the pandemic, SAAS now accounts for 50% of total revenues”. This will also be made available on the Company’s website at www.irisbusiness.com.

The above is for your information and records.

Thanking You,

Yours faithfully,

For **IRIS Business Services Limited**

Jay Mistry

Company Secretary & Compliance Officer

(ICSI Membership No - ACS34264)

Encl: As above

**IRIS Business Services grows revenues in the middle of the pandemic
SAAS now accounts for 50% of total revenues**

Buoyed by its SAAS business, Navi Mumbai based global fintech IRIS Business Services Limited posted a 2 % growth in revenues growth in H1 FY21 over the corresponding period in the year preceding. The company clocked revenues for the half year of Rs 2289 lakhs against Rs 2234 lakhs in the corresponding period last year.

In a filing to the BSE to announce its half yearly results, the company has disclosed that its SAAS business grew 30 % taking the share of SAAS revenues to over 50 % of total revenues of the company. This growth in the SAAS business caused recurring revenues of the company to increase by 23% as compared to corresponding half year and 11% as compared to previous half year. The recurring revenues of the company comes from not just the SAAS offerings but from Annual maintenance contracts or AMCs with regulators as well.

IRIS operates through three business segments:

1. The “**Collect**” segment serves regulators. iFile, the software product of this segment is an electronic disclosure platform helps regulators receive pre validated data in XBRL from the businesses they regulate. Among the 30 regulators who are customers of iFile are Reserve Bank of India, ACRA, Singapore, CIPC South Africa.

This segment showed a 18% drop in revenues during the period under review compared to the corresponding period in the year preceding due to delays in deployment on account of the lockdown in many countries. The effect of this will be a deferment of revenues as these pertain to projects under execution.

2. The growth of revenues in the “**Create**” segment through which IRIS serves the needs of enterprises for software to meet their compliance needs more than made up for the drop in revenues in the two other segments of the company. Sales of the flagship product, “IRIS Carbon,” increased following a Europe wide mandate requiring listed companies in Europe to make their submissions to their local regulators in the iXBRL format. Increased revenues in the UK for IRIS Carbon and a surge in GST revenues following the introduction of the E-invoicing mandate were other contributing factors.
3. The “**Consume**” segment showed a drop in revenues, albeit marginally. The business of this division is made up of two product offerings, one being software products and Data as a Service being the other.

Company Founder & CFO, K Balachandran, pointed to 3 highlights in the financial results. “Even during this Covid period not only have we not lost any business, our book has actually grown, even if only by a little,” he said.

A second factor he sought to highlight was the change in the revenue mix by geography, with the share of Europe doubling from 8 % to 16 %. “All of this is from IRIS Carbon, and we are confident that we can improve on this further,” he said.

He also pointed out with satisfaction that Operating cashflows for H1 improved to Rs 5.62 crores from Rs 1.72 crores while Cash and Cash equivalents stood at INR 649 lakhs as on 30th Sep 20 as compared to INR 169 lakhs as on 31st Mar 20.

According to him, two factors are responsible for the losses chalked up by the company. He points to the seasonality of the numbers. “Traditionally, our first half is always weak,” he said. He also pointed to an increase in employee cost as a factor in the higher costs that has contributed to keeping the company in the red. While EBITDA stood at 257 lakhs (11.2%) in H1 FY 21 as compared to 295 lakhs (13.2%) in H1 FY 20, the company’s losses widened to Rs 1.25 crore in H1 FY 21 as compared to a loss of 0.94 crore in H1 FY 20.

In another significant development during the reporting period and following the change in the definition of MSMEs, the company has registered itself as a Medium Enterprise with the Ministry of Micro Small and medium Enterprise of the Government of India.

During the period under review, the company’s long term credit rating has also improved.

For additional information, please contact
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