



IRIS Business Services Limited

3rd July, 2020

To,
BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001

Scrip Code: 540735

Sub: Investor Presentation

Dear Sirs,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements Regulations), 2015 and reference our intimation dated July 01, 2020, we herewith enclose a presentation in connection with the earnings call with investors today i.e. Friday, July 03, 2020 at 4.00 pm (IST).

The presentation will also be made available on the Company's website at <http://www.irisbusiness.com/investors/investor-presentation>

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

Investor Presentation

03rd July, 2020

Compliance, Data & Analytics

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GLOBAL SOFTWARE PRODUCTS FIRM

With offerings around Regtech & Suptech



COLLECT

Software platform for regulators to collect pre-validated submissions from those that they regulate.



CREATE

Offerings range from enterprise software to Cloud / SAAS to create documents ready to be filed with regulators.



CONSUME

Software tools for data analysis. Plus, a global repository of normalised financial data culled from XBRL filings.

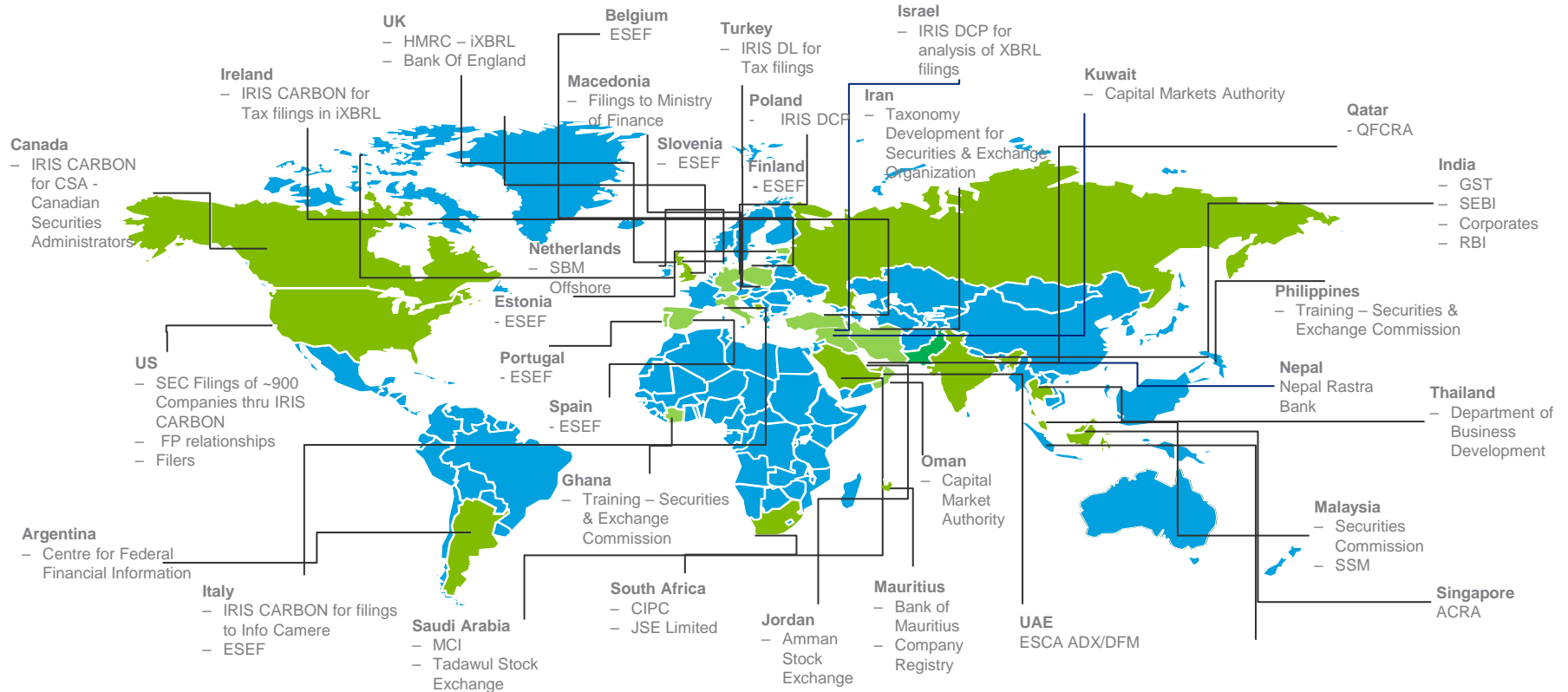
OUR CLIENTS ARE FROM ALL OVER THE WORLD

35 Countries

30+ XBRL Projects

300+ XBRL Experts

Millions of Filings



INCOME STATEMENT - CONSOLIDATED

INR in Lakhs

Particulars		FY20	FY19	FY20-H2	FY20-H1	FY19-H2
Total Revenue*	+ 26%	5,157.38	4,096.46	2,921.57	2,235.81	2,255.39
Total Expenses	+ 6%	4,364.41	4,102.41	2,423.87	1,940.54	2,129.24
Employee benefit expenses	+ 12%	2,868.61	2,571.49	1,541.59	1,327.03	1,291.41
Other Expenses	+ 8%	1,416.39	1,315.14	811.38	605.01	716.45
Non-cash expenses		79.41	215.78	70.91	8.50	121.37
Less: Capitalised Expenses		(32.95)	(39.01)	(32.95)	-	-
EBITDA		825.93	33.06	530.65	295.27	126.15
EBITDA Margin (%)		16.01%	0.81%	18.16%	13.21%	5.59%
Finance Cost	- 3%	155.12	160.32	74.55	80.57	78.02
Depreciation		616.46	408.60	308.11	308.35	174.24
PBT		54.35	(535.87)	147.99	(93.64)	(126.11)
Tax Expense		8.14	74.52	(1.44)	9.59	54.02
PAT		46.20	(610.39)	149.43	(103.23)	(180.13)

*Total Revenue includes Other Income

BALANCE SHEET - CONSOLIDATED

INR in Lakhs

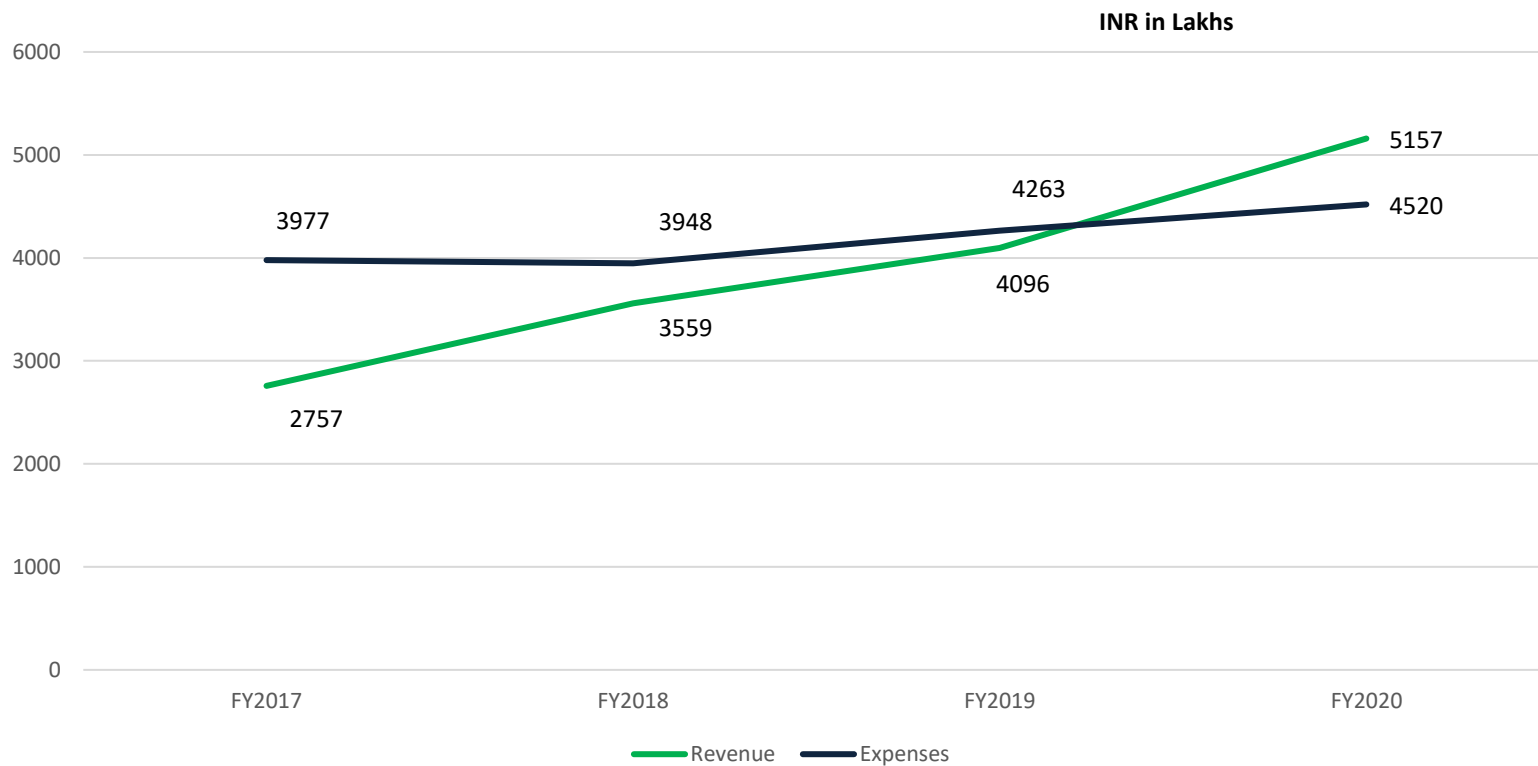
Particulars	FY20	FY19	Particulars	FY20	FY19
EQUITY AND LIABILITIES			ASSETS		
1. Shareholders' funds			1. Non-Current Assets		
(A) Share capital	1,887.92	1,887.92	(A) Property, Plant and Equipment		
(b) Reserves and surplus	575.03	528.34	(i) Tangible assets	962.29	983.57
Minority Interest	1.71	-	(ii) Intangible assets	1,699.16	2,273.21
			(iv) Intangible assets under development	32.95	-
Total Net-worth	2,464.66	2,416.26			
2. Non-current liabilities			(B) Non-current investments	-	-
(A) Long-term borrowings	289.07	459.96	(C) Long-term loans and advances	33.03	4.74
(B) Deferred tax liabilities (Net)	58.34	54.02	(D) Other non-current assets	-	9.87
(c) Long-term provisions	304.81	195.63			
3. Current liabilities			2. Current Assets		
(A) Short-term borrowings	586.07	594.35	(A) Trade receivables	1,748.38	1,186.86
(B) Trade payables	228.72	311.30	(B) Cash and cash equivalents	168.53	587.31
(C) Other current liabilities	1,061.91	1,052.30	(C) Short-term loans and advances	93.07	87.65
(D) Short-term provisions	1,331.01	1,252.84	(D) Other current assets	1,587.20	1,203.44
Total	6,324.60	6,336.66	Total	6,324.60	6,336.66

Reduced Borrowings

Reduced payables

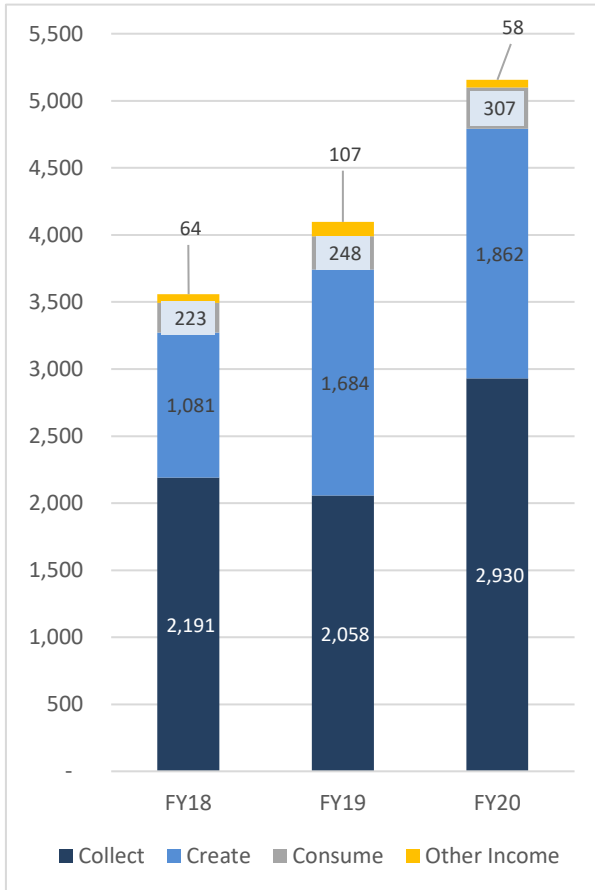
Higher Receivables

Post IPO - Revenue Grows, Expenses Contained



FINANCIAL PERFORMANCE – HIGHLIGHTS

INR in Lakhs



Income Statement Highlights

- ✓ Total Consolidated revenue grew 26% from 4,096 lakhs in FY 19 to INR 5,157 lakhs in FY 20 with a 3 year CAGR of 23%.
- ✓ Collect segment grew by 42% , Create segment clocked 11% and Consume grew at 24%
- ✓ Annual recurring revenues stood at 3,035 lakhs with a 3 year CAGR of 32.80%.
- ✓ EBITDA stood at 825 lakhs in FY 20 as compared to 33 lakhs in FY 19.

Balance Sheet Highlights

- ✓ Total debt declined to INR 1,102 lakhs in FY20 as compared to INR 1,282 lakhs in FY 19, down 14%
- ✓ Trade payables declined by 27% and stood at 229 lakhs as on 31st Mar 20 compared to 311 lakhs as on 31st Mar 19.
- ✓ Receivables stood at around 125 days.
- ✓ Total Cash and Cash equivalents stood at INR 168 lakhs as on 31st Mar 20 as compared to INR 587 lakhs as on 31st Mar 19.
- ✓ IPO proceeds balance to be utilized as on 31st March 2020 stood at 30 lakhs.

REVENUE MIX

Revenue Mix – By Segment

(in INR Lakhs)

Segment	FY17	FY18	FY19	FY20
Collect	1,787	2,191	2,058	2,930
Create	661	1,081	1,684	1,862
Consume	283	223	248	307

Revenue Mix – By Segment

(%)

Segment	FY17	FY18	FY19	FY20
Collect	65%	63%	52%	57%
Create	24%	31%	42%	37%
Consume	10%	6%	6%	6%

Segment	FY17	FY18	FY19	FY20
Collect	1,787	2,191	2,058	2,930
One-Time	1,264	1,417	1,010	1,900
Recurring	523	774	1,047	1,030
Create	714	1,081	1,684	1,862
One-Time	171	206	169	133
Recurring	542	875	1,515	1,729
Consume	231	223	248	307
One-Time	-	-	27	31
Recurring	231	223	221	276
Total Recurring revenues	1296	1873	2783	3036

REVENUE MIX

Revenue Mix – Geography

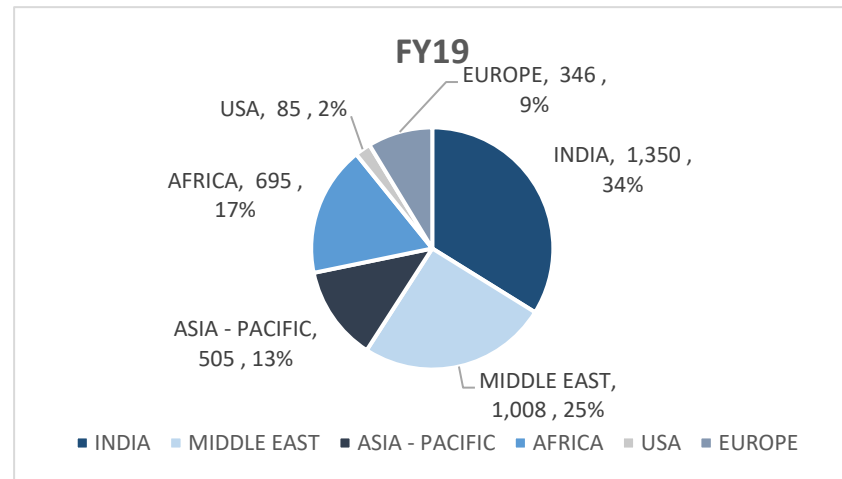
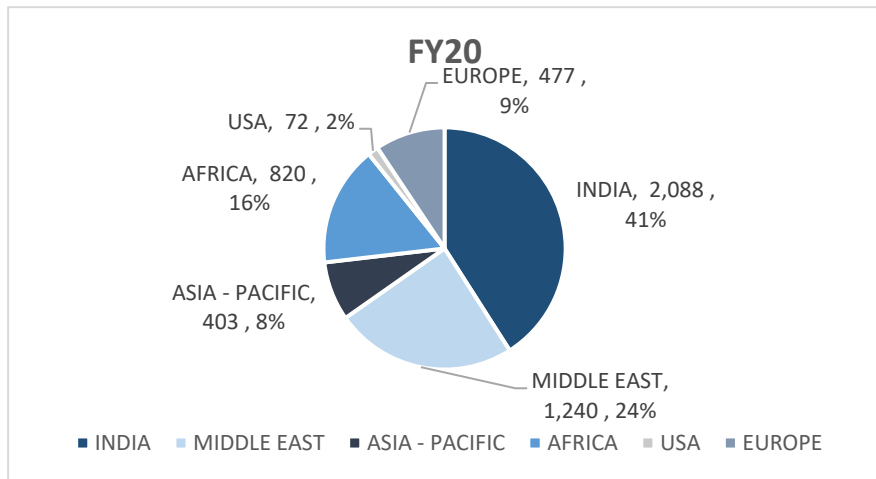
(in INR Lakhs)

Geography	FY17	FY18	FY19	FY20
India	602	1,144	1,350	2,088
Middle East	970	646	1,008	1,240
Asia -Pacific	401	568	505	403
Africa	338	710	695	820
USA	108	118	85	72
Europe	313	310	346	477

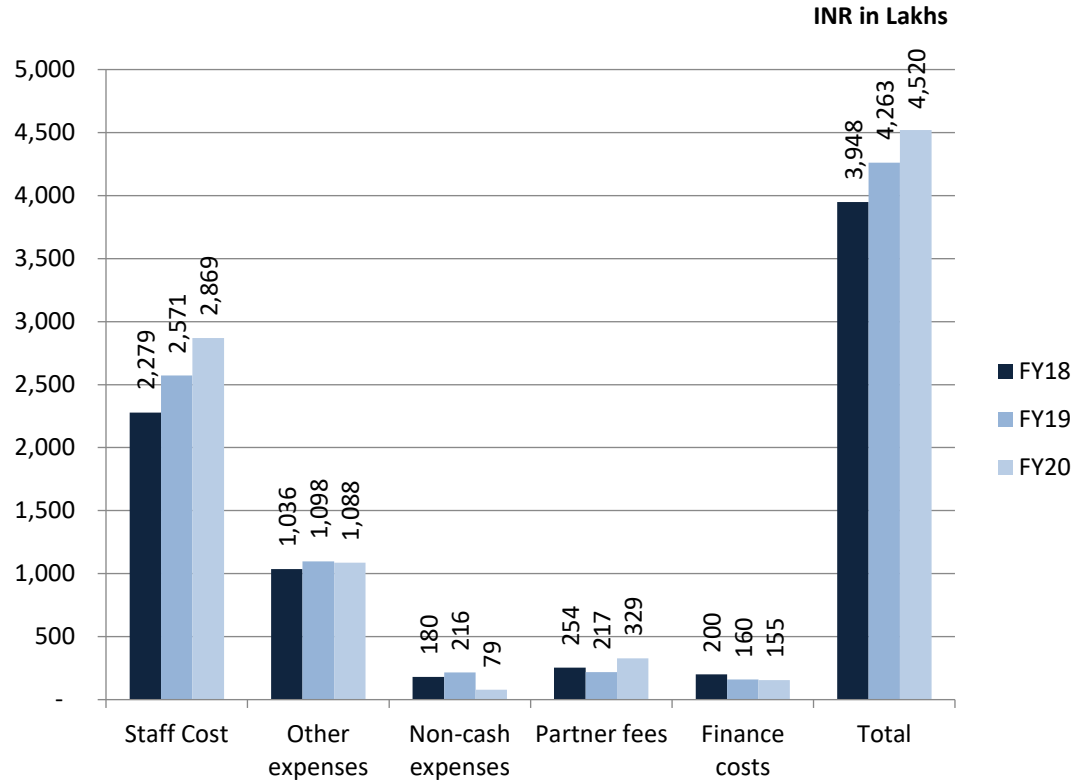
Revenue Mix – Geography

(%)

Geography	FY17	FY18	FY19	FY20
India	22%	33%	34%	41%
Middle East	36%	18%	25%	24%
Asia -Pacific	15%	16%	13%	8%
Africa	12%	20%	17%	16%
USA	4%	3%	2%	1%
Europe	11%	9%	9%	9%



EXPENSE TRENDS

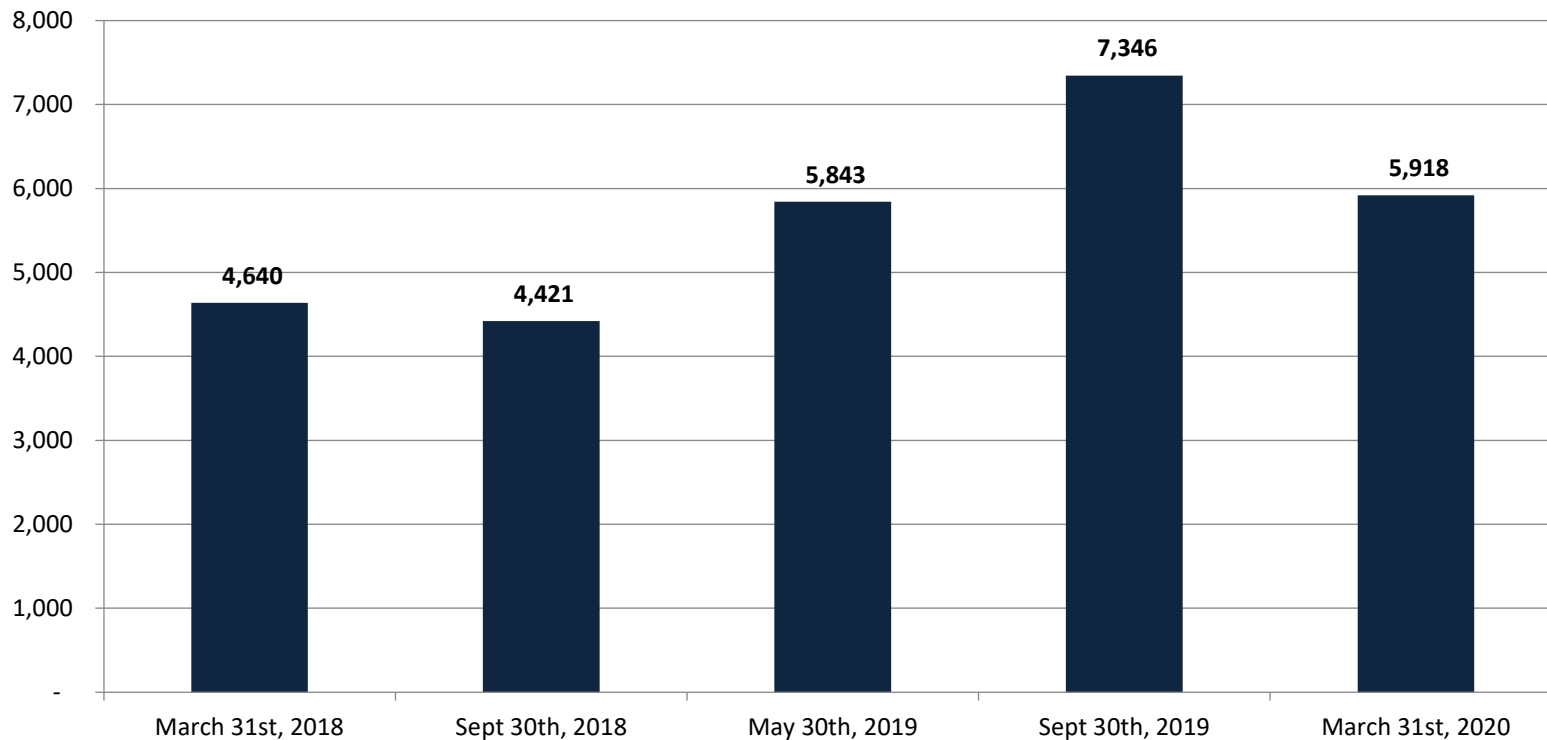


Expenses have grown at a much lower pace

- ✓ Total expenses before capitalised expenses and including interest for FY 20 stood at 4,520 lakhs as compared to 4,263 lakhs in FY 19. An increase of 6%.
- ✓ Over the last four years, expenses have grown only at about 4% on an average compared to 23% growth in revenues
- ✓ Employee expenses grew by 12% YoY while the other expenses decreased by 2% YoY.
- ✓ Finance cost reduced by 3% YoY.
- ✓ Depreciation expenses increased by 51% due to an increase in amortisation of our Intangible assets

ORDER BOOK TRENDS

INR in Lakhs





THANK YOU