



# IRIS Business Services Limited

14<sup>th</sup> November, 2019

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 November 11, 2019, we herewith enclose a presentation in connection with the earnings call with investors today i.e. Thursday, November 14, 2019 at 4.00 p.m. (IST).

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

14<sup>th</sup> November, 2019

## Compliance, Data & Analytics



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# ABOUT US

01

IRIS is a software products firm in the area of compliance, data and analytics with offerings across the information supply chain and across data reporting standards such as XBRL, JSON and so on.

02

Clients include Enterprises, large and small; Business registries, Central Banks, Stock Exchanges, and the Government. The company's products are available in some 26 countries across 5 continents.

03

The company is headquartered in Mumbai with subsidiaries in United States, Singapore and Italy.

04

The founders have a collective experience of six decades and have been together since 1994. The company has over 300 employees on its rolls including a substantial number in technology.

05

Over the last 4 years, the company has made a successful shift from a services focused business to a product led model.



# WE ARE A 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 filings, if available publicly.

# INCOME STATEMENT - CONSOLIDATED

INR in Lakhs

Particulars		FY20-H1	FY19-H1	FY19-H2	FY19	FY18
Total Revenue*	+ 21%	2,235.81	1,841.08	2,255.39	4,096.46	3,558.99
Total Expenses	- 2%	1,940.54	1,973.18	2,129.24	4,102.41	3,747.66
Employee benefit expenses	4%	1,327.03	1,280.08	1,291.41	2,571.49	2,278.84
Other Expenses	1%	605.01	598.69	716.45	1,315.14	1,289.19
Non-cash expenses	- 91%	8.50	94.41	121.37	215.78	179.62
Less: Capitalised Expenses		-	(39.01)	-	(39.01)	(278.82)
EBITDA		295.27	(93.09)	126.15	33.06	90.14
<b>EBITDA Margin (%)</b>		<b>13.21%</b>	<b>-5.06%</b>	<b>5.59%</b>	<b>0.81%</b>	<b>2.53%</b>
Adjusted EBITDA**		303.77	1.32	247.52	248.84	269.77
Adjusted EBITDA Margin (%)		13.59%	0.07%	10.97%	6.07%	7.58%
Finance Cost		80.57	82.30	78.02	160.32	200.20
Depreciation		308.35	234.37	174.24	408.60	448.87
PBT		(93.64)	(409.76)	(126.11)	(535.87)	(558.92)
Tax Expense		9.59	20.50	54.02	74.52	(42.74)

\*Total Revenue includes Other Income

\*\* Before adjustment of non-cash expense

# BALANCE SHEET - CONSOLIDATED

INR in Lakhs

Particulars	FY20-H1	FY19	Particulars	FY20_H1	FY19
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
1. Shareholders' funds			1. Non-Current Assets		
(A) Share capital	1,887.92	1,887.92	(A) Property, Plant and Equipment		
			(i) Tangible assets	968.36	983.57
			(ii) Intangible assets	1,985.20	2,273.21
(b) Reserves and surplus	424.32	528.34	(iv) Intangible assets under development		-
Total Net-worth	<b>2,312.24</b>	<b>2,416.26</b>			
2. Non-current liabilities			(B) Non-current investments	-	-
(A) Long-term borrowings	346.04	459.96	(C) Long-term loans and advances	4.74	4.74
(B) Deferred tax liabilities (Net)	63.60	54.02	(D) Other non-current assets	-	9.87
(c) Long-term provisions	272.19	195.63			
3. Current liabilities			2. Current Assets		
(A) Short-term borrowings	577.12	594.35	(A) Trade receivables	1,445.64	1,186.86
(B) Trade payables	109.06	297.61	(B) Cash and cash equivalents	436.76	587.31
(C) Other current liabilities	1,145.30	1,076.93	(C) Short-term loans and advances	44.62	87.95
(D) Short-term provisions	1,235.40	1,241.06	(D) Other current assets	1,175.63	1,202.30
<b>Total</b>	<b>6,060.95</b>	<b>6,335.81</b>	<b>Total</b>	<b>6,060.95</b>	<b>6,335.81</b>

Reduced debt

Reduced Payables

# INCOME STATEMENT - STANDALONE

INR in Lakhs

Particulars		FY20-H1	FY19-H1	FY19-H2	FY19	FY18
Total Revenue*	+ 18%	2,165.83	1,841.08	2,243.68	4,084.75	3,533.03
Total Expenses	- 7%	1,823.62	1,951.21	2,033.58	3,984.79	3,417.19
Employee benefit expenses	4%	1,221.74	1,178.17	1,182.27	2,360.45	2,099.35
Other Expenses	-17%	593.39	717.64	729.93	1,447.57	1,417.03
Non-cash expenses	- 91%	8.50	94.41	121.37	215.78	179.62
Less: Capitalised Expenses		-	(39.01)	-	(39.01)	(278.82)
EBITDA		342.21	(110.13)	210.10	99.97	115.84
<b>EBITDA Margin (%)</b>		15.80%	-5.98%	9.36%	2.45%	3.28%
Adjusted EBITDA**		350.71	-15.73	331.47	315.75	295.47
Adjusted EBITDA Margin (%)		16.19%	-0.85%	14.77%	7.73%	8.36%
Finance Cost		80.10	81.70	77.58	159.28	199.10
Depreciation		308.35	234.29	174.19	408.48	448.78
PBT		(46.24)	(426.12)	(41.67)	(467.79)	(532.03)
Tax Expense		9.59	20.50	54.02	74.52	(42.74)

\*Total Revenue includes Other Income

\*\* Before adjustment of non-cash expense

# BALANCE SHEET - STANDALONE

INR in Lakhs

Particulars	FY20-H1	FY19	Particulars	FY20_H1	FY19
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
1. Shareholders' funds			1. Non-Current Assets		
(A) Share capital	1,887.92	1,887.92	(A) Property, Plant and Equipment		
			(i) Tangible assets	968.36	983.57
(b) Reserves and surplus	681.06	736.22	(ii) Intangible assets	1,985.20	2,273.21
Total Net-worth	<b>2,568.98</b>	<b>2,624.14</b>	(iv) Intangible assets under development	-	-
2. Non-current liabilities			(B) Non-current investments	248.70	177.46
(A) Long-term borrowings	346.04	459.96	(C) Long-term loans and advances	4.74	4.74
(B) Deferred tax liabilities (Net)	63.60	54.02	(D) Other non-current assets	-	9.87
(c) Long-term provisions	272.19	195.63			
3. Current liabilities			2. Current Assets		
(A) Short-term borrowings	577.12	594.35	(A) Trade receivables	1,412.40	1,186.86
(B) Trade payables	166.34	367.83	(B) Cash and cash equivalents	400.04	578.01
(C) Other current liabilities	1,070.93	1,010.66	(C) Short-term loans and advances	44.62	87.65
(D) Short-term provisions	1,235.40	1,241.06	(D) Other current assets	1,236.52	1,246.28
<b>Total</b>	<b>6,300.59</b>	<b>6,547.64</b>	<b>Total</b>	<b>6,300.59</b>	<b>6,547.64</b>

# FINANCIAL PERFORMANCE – HIGHLIGHTS

INR in Lakhs



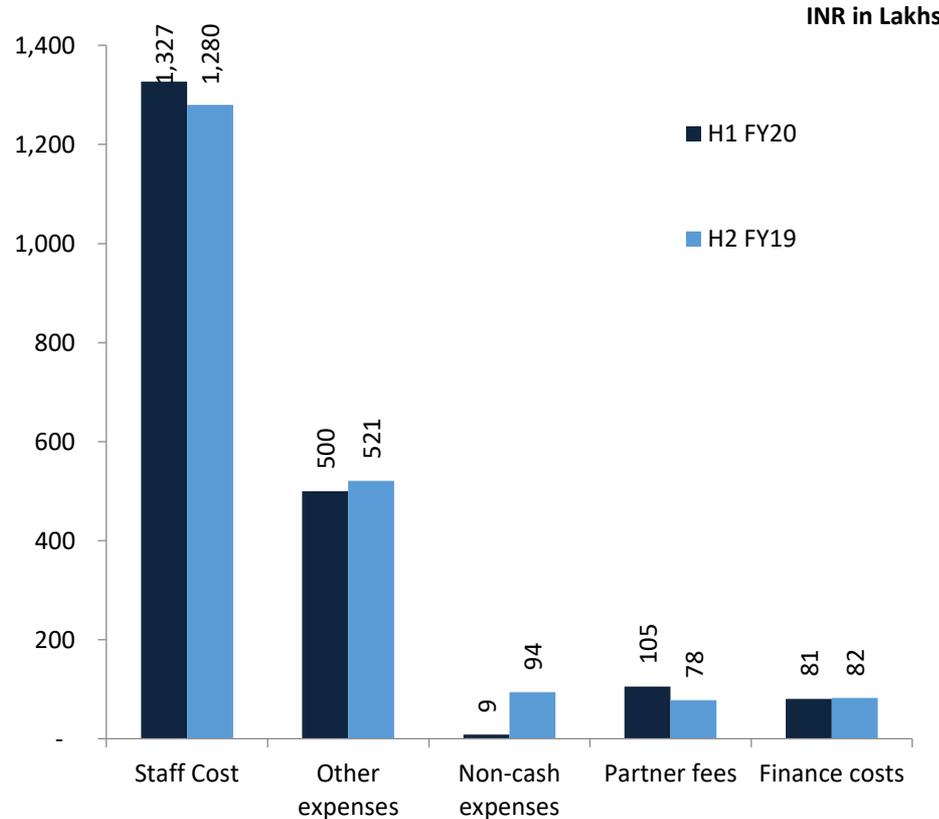
## Income Statement Highlights

- ✓ Total Consolidated revenue grew 21% from 1,841 lakhs in H1 FY 19 to INR 2,236 lakhs in H1 FY 20, led by a good pick up in the 'Collect' segment which grew at 35% YoY. The other two segments grew by 19% each.
- ✓ Total expenses for H1 FY 20 stood at 1,940 lakhs as compared to 1,973 lakhs in H1 FY 19. A reduction of 2%. The reduction was mainly due to a drop in non-cash expense arising from write-off of withholding taxes in the corresponding half of previous year.
- ✓ EBITDA swung from a negative Rs 93 lakhs to Rs 295 lakhs, YoY. Sequentially, EBITDA grew by 134%.

## Balance Sheet Highlights

- ✓ Total debt declined to INR 1,150 lakhs in H1 FY19 as compared to INR 1,282 lakhs in FY 19, down 10%
- ✓ Trade payables declined by 63% and stood at 109 lakhs on H1 FY20 compared to 298 lakhs on FY19.
- ✓ Receivables (in number of days) stood at 117 days, partly on account of lumpy billings in September.
- ✓ Total Cash and Cash equivalents stood at INR 436 lakhs in H1 FY19 as compared to INR 587 lakhs on FY 19.
- ✓ IPO proceeds balance to be utilized as on 30<sup>th</sup> September stood at 344 lakhs.

# EXPENSE TRENDS



## Expenses Highlights

- ✓ Total Expenses excluding the non-cash expense grew by 3% to INR 1,932 lakhs in H1 FY20 as compared to INR 1,878 lakhs in H1 FY19
- ✓ Employee expenses grew by 4% to INR 1,327 lakhs in H1 FY20 as compared to INR 1280 lakhs in H1 FY19
- ✓ Partner fees increased by 34% to INR 105 lakhs in H1 FY20 as compared to INR 78 lakhs in H1 FY19.
- ✓ Interest cost in H1 FY20 stood at same level as compared to H1FY19 at around 80 lakhs.
- ✓ There were no capitalized expenses in H1FY20 as compared to 39 lakhs in H1 FY 19.

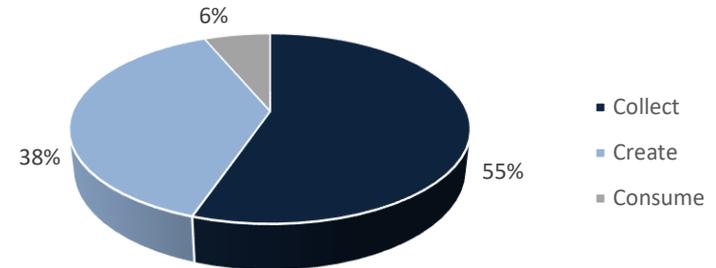
# REVENUE MIX BY SEGMENT

- ✓ Revenue growth from 'Collect' segment grew by around 35% to 1,227 lakhs in H1FY20 as compared to 911 lakhs in H1 FY19
- ✓ Received 2 new orders from in the capital market and central banking segment respectively
- ✓ 41% of the revenue is recurring.

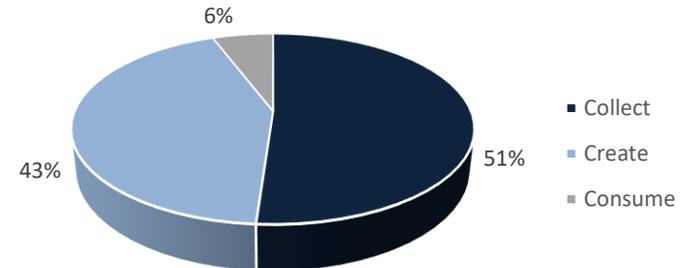
- ✓ Revenues from 'Create' Segment grew by 19% to INR 852 lakhs as compared to the corresponding half of previous year
- ✓ 93% of revenues is recurring in nature.
- ✓ IRIS Carbon started acquiring early customers in Europe who would need to meet the ESMA iXBRL mandate

- ✓ Revenues of 'Consume' Segment grew by 19% to INR 141 lakhs in H1 FY20 as compared INR to 118 lakhs in H1 FY19.
- ✓ Almost 90% of the revenue is recurring in nature

Revenue Mix - Segment  
FY20-H1



Revenue Mix - Segment  
FY19-H1



# CONSOLIDATED SEGMENT WISE RESULTS

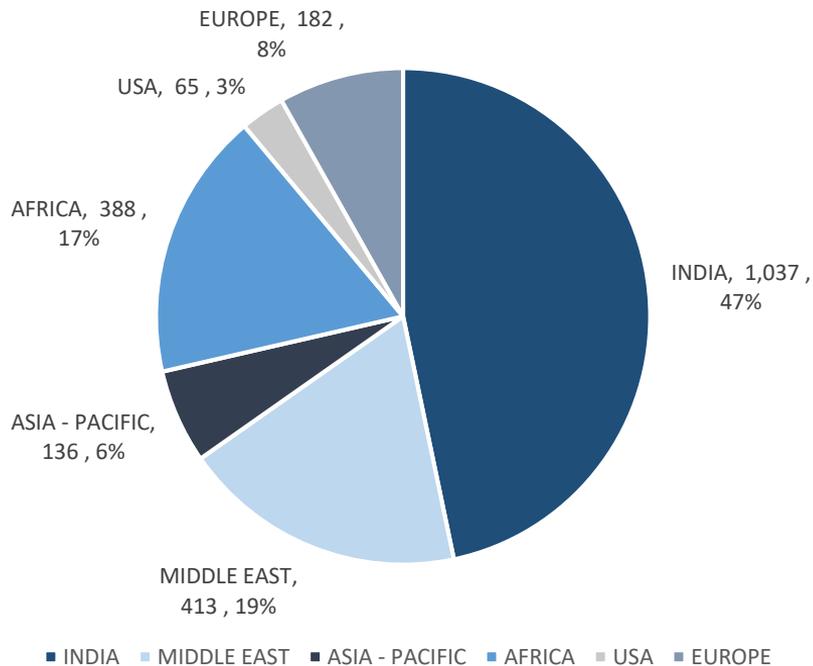
INR in Lakhs

Particulars	FY20-H1	FY19-H1	FY19-H2	FY19	
1. Segment Revenue					
(a) Segment – Collect	+ 35%	1,226.9	910.7	1,146.9	2,057.7
(b) Segment – Create	+ 19%	851.8	717.3	966.5	1,683.8
(c) Segment – Consume	+ 19%	141.1	118.1	129.8	248.0
Less: Inter Segment Revenue		-	-	-	
<b>Net sales/Income From Operations</b>		<b>2,219.7</b>	<b>1,746.1</b>	<b>2,243.3</b>	<b>3,989.4</b>
2. Segment Results (Profit)(+)/ Loss (-) before tax and interest from Each segment)					
(a) Segment – Collect		370.2	64.4	121.6	186.1
(b) Segment – Create		-53.7	-230.2	15.0	-215.2
(c) Segment – Consume		-38.0	-22.9	-23.1	-46.0
(d) Unallocated		16.3	94.9	12.1	107.0
<b>Total</b>		<b>294.8</b>	<b>-93.8</b>	<b>125.7</b>	<b>31.9</b>

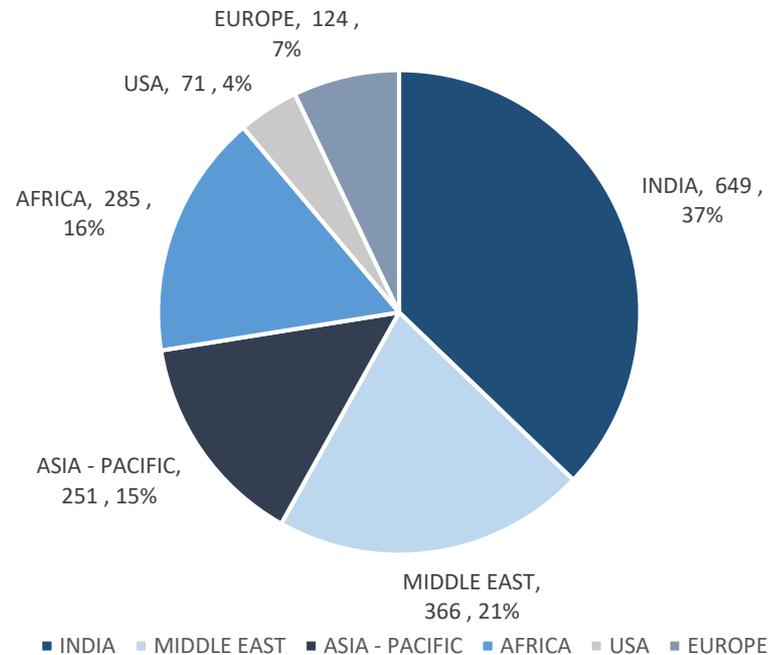
# REVENUE MIX BY GEOGRAPHY

INR in Lakhs

**FY20-H1**

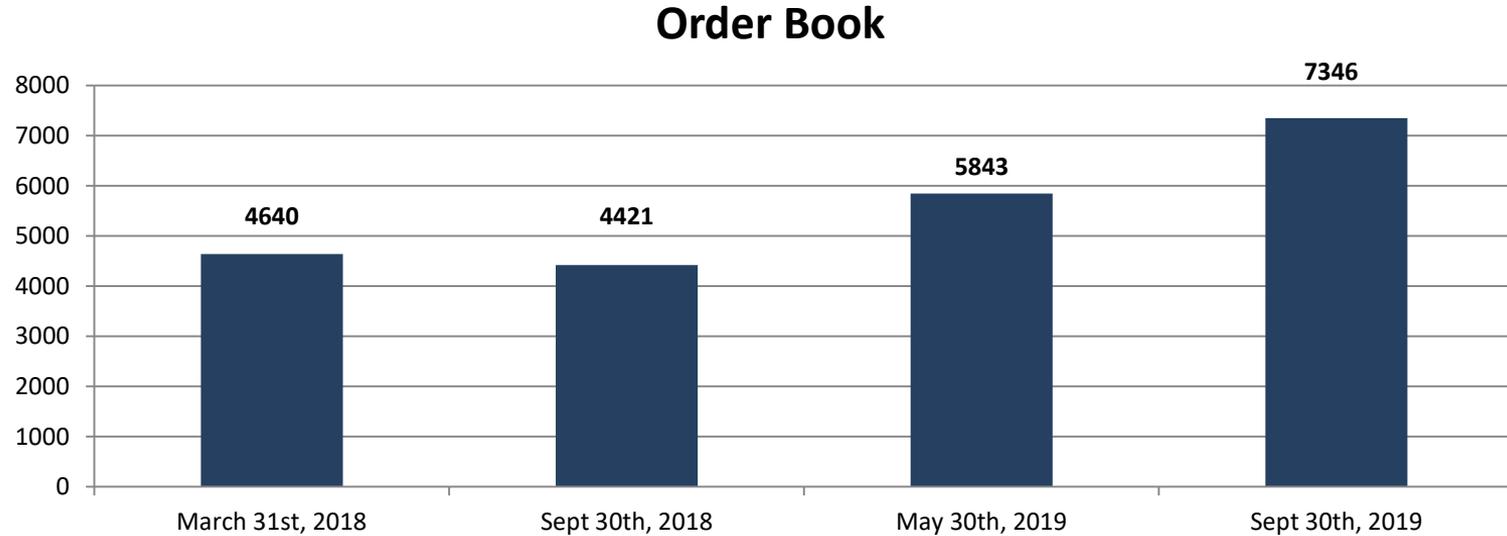


**FY19-H1**



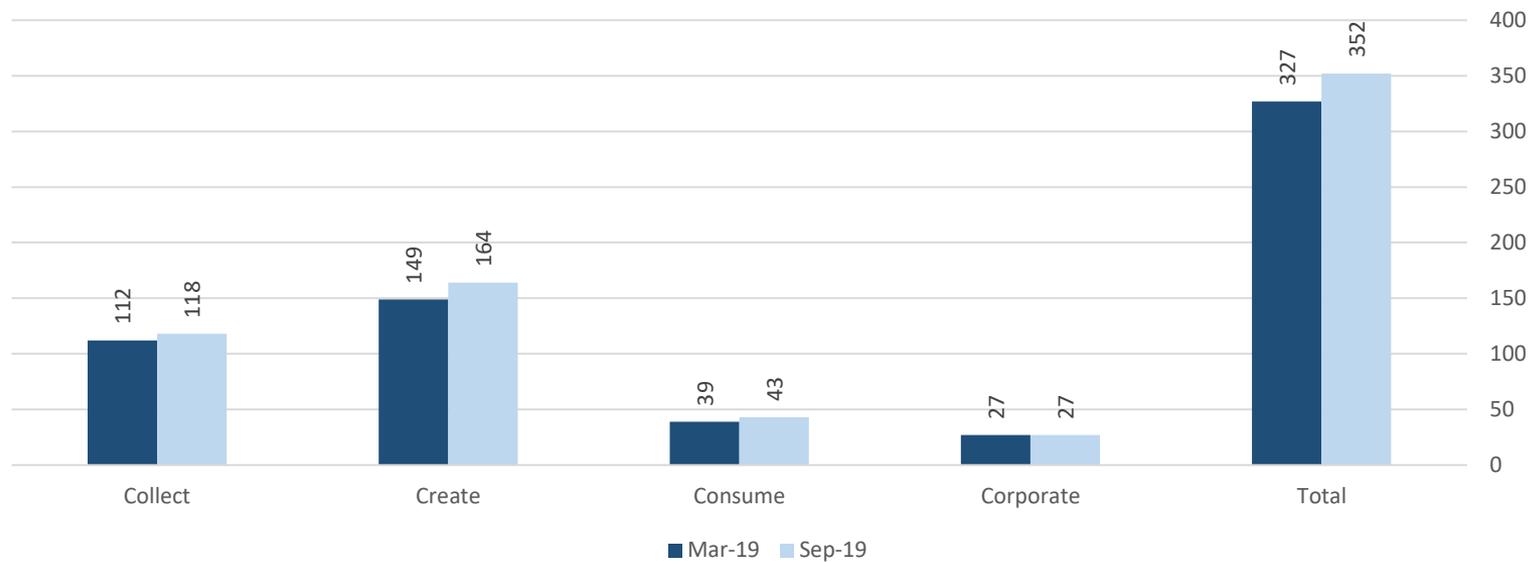
# ORDER BOOK

INR in Lakhs



- ✓ Current Order book as on 30<sup>th</sup> September stands at 7,346 lakhs as compared to INR 5,843 lakhs as on May 30<sup>th</sup> 2019
- ✓ Order book increase primarily driven by new orders for our regulatory platform.

# EMPLOYEE STRENGTH





**THANK YOU**