

14th November, 2022

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 Conference Call for analysts and investors scheduled to be held on Monday, November 14, 2022 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.

H1FY23 Earnings Deck

14th November 2022

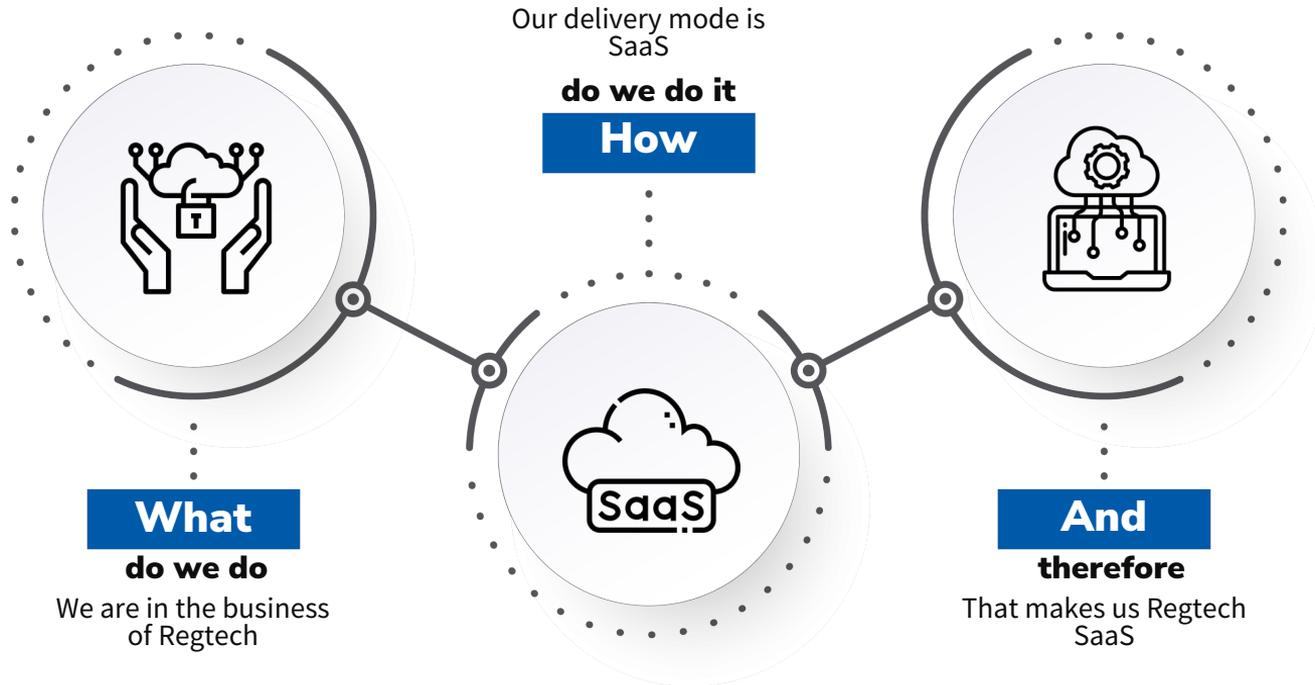
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ABOUT IRIS

IRIS: A Regtech SaaS company



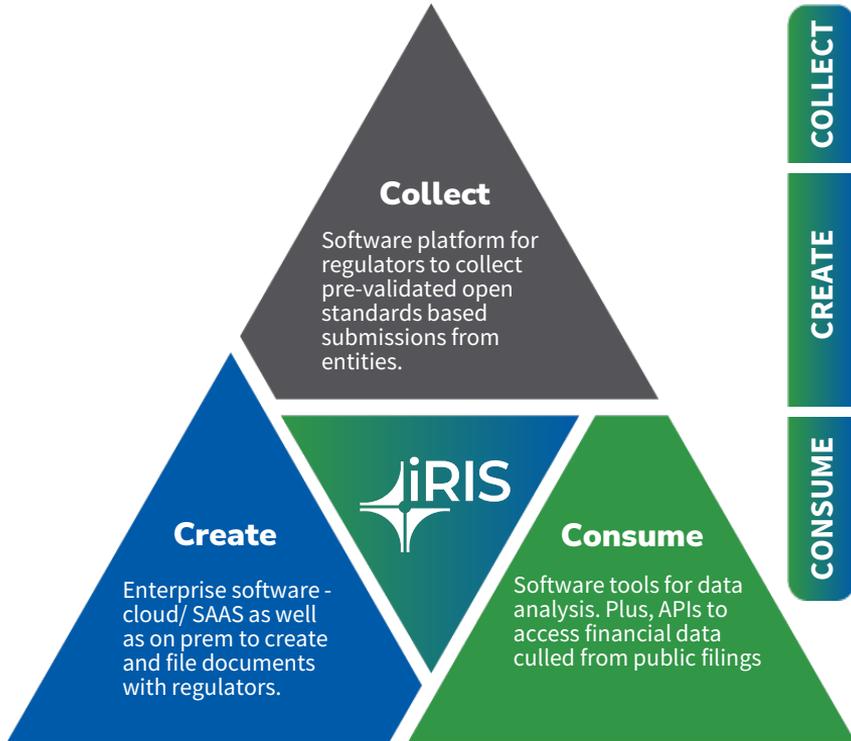
** India's only listed Regtech SaaS*

About IRIS



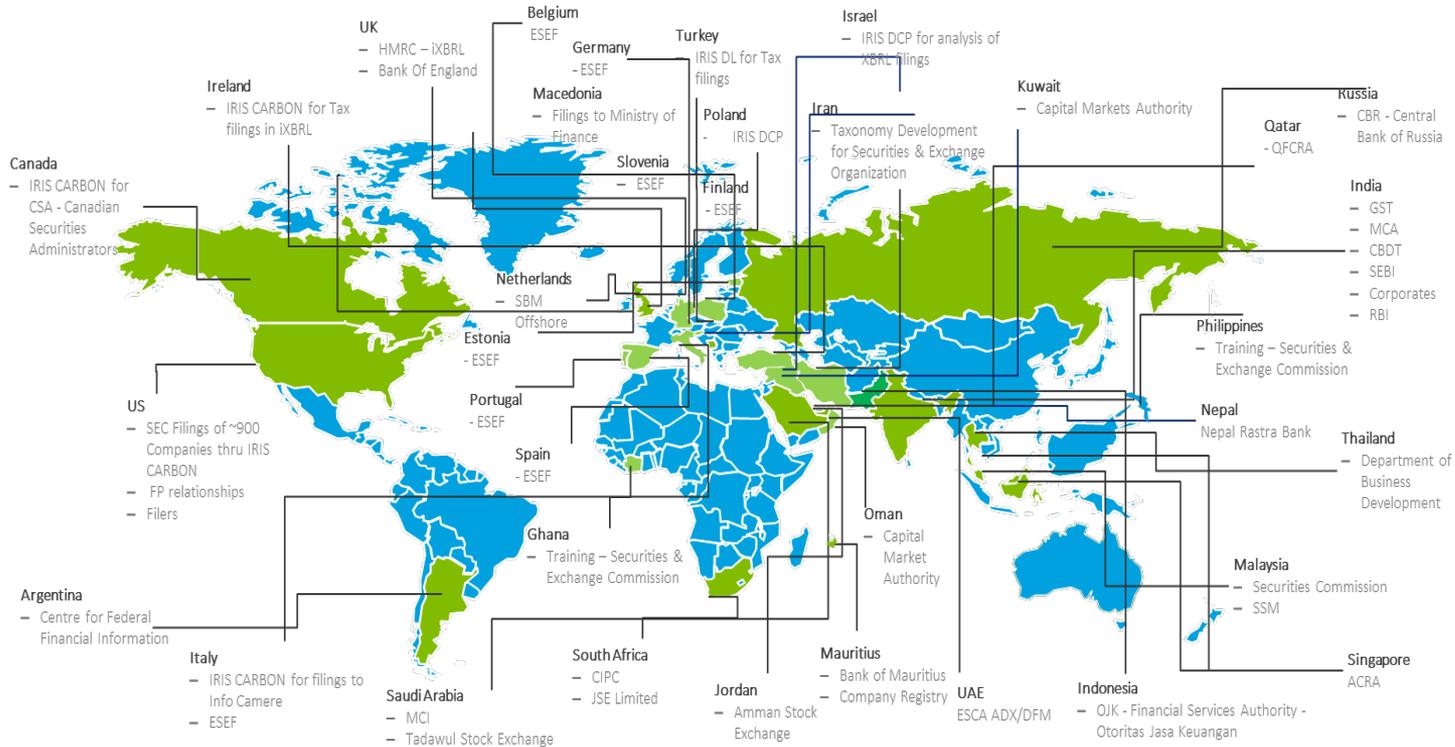
- Public company, listed on the BSE and NSE stock exchanges
- India's only listed SaaS company that provides technology solutions/services in the regulatory technology space across 44 countries globally
- 400+ professionals, including technologists and accountants
- Active members of several XBRL jurisdictions – 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. In September 2022, IRIS opened a development center in Surat, Gujarat

Our Regtech Business



COLLECT	<ul style="list-style-type: none"> • TAXONOMY & CONSULTING: Taxonomy design and development, Consulting, training and R&D 	<ul style="list-style-type: none"> • IRIS IFILE: On Prem Filing platform for regulators to help them receive pre validated data 	
CREATE	<ul style="list-style-type: none"> • CARBON: SAAS Document Authoring and Compliance Reporting Platform • IDEAL: On-Prem Solution for automated machine to machine reporting 	<ul style="list-style-type: none"> • IRISGST : SAAS An end-to-end solution to facilitate tax reporting in India • EINVOICING: SAAS Facilitates elnvoice creation and management, seamless integration with IRISGST 	
CONSUME	<ul style="list-style-type: none"> • Credixo: DAAS Tax and invoicedata feeds to facilitate lending decisions • iConnect: Data analytics product for peer benchmarking, comparisons 	<ul style="list-style-type: none"> • IRIS PERIDOT: Mobile / DAAS App to verify GST compliance, similarly APIs to pull such data 	

Our Global Footprint



44 Countries

30+ XBRL Projects

400+ XBRL Experts

Millions of Filings

Marquee Clientele

BUSINESS REGISTRIES



Companies and Intellectual Property Commission
a member of the dti group



CENTRAL BANKS



भारतीय रिज़र्व बैंक
RESERVE BANK OF INDIA



Bank of Mauritius



هيئة تنظيم
مركز قطر للمال
QATAR FINANCIAL CENTRE
REGULATORY AUTHORITY



البنك المركزي الأردني
CENTRAL BANK OF JORDAN



Nepal Rastra Bank
नेपाल राष्ट्र बैंक

SECs & STOCK EXCHANGES

Country Secs & STOCK Exchanges



FILERS / OTHERS



Collect Segment – Our Offering to Regulators



Taxonomy Development

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



Taxonomy Editor (Noah)

IRIS' NOAH helps regulators manage and modify taxonomies as needed



Regulatory Filing Platform (iFile)

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



System Integration/ Customisation

Integrating iFile with the existing systems of regulators



Validator (Bushchat)

A validator, crucial to ensure that data quality before it flows in to regulatory platform. Used for offline validation too

Regulator Implementations

Business Registries

-  Malaysia
-  Mauritius
-  North Macedonia
-  Qatar
-  Saudi Arabia
-  Singapore
-  South Africa
-  Thailand

Only Taxonomy

-  MCA, India
-  Regionale Vencia, Italy
-  CAFR, USA

BFS Regulators

-  India
-  Jordan
-  Mauritius
-  Nepal
-  Qatar

Unusual Cases

-  ATS, Maharashtra, India
-  SAI India

Capital Markets

-  India
-  Jordan
-  Kuwait
-  Malaysia
-  Oman
-  Qatar
-  Saudi Arabia
-  South Africa
-  UAE

Create Segment – Our Offerings



IRIS CARBON

SaaS software to help enterprises create & generate their compliance submissions to the regulator. XBRL /iXBRL layer integrated into platform.



Assisted Services

Assisting filers create their compliance submissions. This service is utilized by some of our customers for IRIS CARBON & IRIS GST



IRIS GST

SaaS offering to help Indian enterprises create their GST filings. This is IRIS' tax tech business focused on India



IRIS iDeal

On Prem ETL solution used primarily by banks to generate and schedule their XBRL submissions to the central bank

Leadership Team



S. Swaminathan
Co-founder And CEO

- M. A. (Economics) from Yale University, USA; B.Sc (Hons) from St Xaviers College, Kolkata
- Served as a consultant to the World Bank in Washington DC
- Early career in the media, serving in senior positions with India's leading financial daily, The Economic Times and later with the country's leading magazine, Business India.
- Helped launch Indian business programming on TV.
- Heads Strategy and oversees Sales & Marketing functions at IRIS. Keen evangelist of structured data standards and the application of structured data in nonfinancial areas
- Past Chairman, IT sub-committee, CII, Western Region,
- Past member, Regional Council, CII WR
- Past Vice-Chairman, Indian Merchants Chamber, Navi Mumbai
- Past Honorary Chairman, Bharatiya Vidya Bhavan, Navi Mumbai Kendra



K. Balachandran
Co-founder And CFO

- MBA from Indian Institute of Management, Bangalore, B. Tech from Calicut University
- Prior to co-founding IRIS, he was with CRISIL (a Standard & Poor's company) as group leader and senior analyst
- Heads the XBRL Consulting practice and leads development of new use cases for structured and unstructured data
- Board Member,
 - XBRL India
- Past memberships Include
 - IFRS Taxonomy Consulting Group of the IASB, London
 - Sub-committee on XBRL of MCA, Govt. of India
 - Steering committee on fraud prediction models, SFIO, Govt. of India



Deeptha Rangarajan
Co-founder

- MBA from Indian Institute of Management, Ahmedabad, B. Tech from Indian Institute of Technology, Delhi
- Previously worked at American Express Bank and headed CRISIL's operations in North India
- Played a key role in managing large clients during the services growth phase of IRIS' XBRL story.
- Heads HR & Operations at IRIS, with direct oversight of Carbon, SaaS product for disclosure management
- Profiled as one of 25 top entrepreneurs who graduated from IIM Ahmedabad in the bestseller, 'Stay Hungry, Stay Foolish'



P. K. X. Thomas
Whole-time Director And CTO

- Kerala University first rank holder for MCA from College of Engineering, Trivandrum
- Accomplished technocrat with about 30 years of deep understanding in eBusiness with specialisation in product, technology & operations.
- Having expertise in e-Commerce, web-technologies & automation

IRIS Independent Directors



Vinod Agarwala
Independent Director
Chairman of the Board

Mr. Agarwala is an Advocate & Solicitor based in Mumbai. He is also Solicitor, Supreme Court of England & Wales and Advocate of Supreme Court of India. He has been a practicing lawyer in Mumbai for the last 35 years, specialising in Corporate Laws, Securities Laws, Project Finance, Property Law, FDI and Commercial Laws.



Bhaswar Mukherjee
Independent Director
Chairman, Audit Committee

Mr. Bhaswar Mukherjee is a Chartered Accountant who served as Director, Finance, on the Board of Hindustan Petroleum Corporation Limited. He has also worked as as CFO and Head, HR, in Haldia Petrochemicals Limited.



Ashok Venkatramani
Independent Director
Chairman, NRC

After a 19 year stint at Hindustan Unilever, **Ashok Venkatramani** moved to ABP News Network as CEO and to ZEE Media Corporation thereafter as MD. An alumni of Indian Institute of Management Ahmedabad and Harvard Business School, Ashok has been featured in the World CMO Council's list of India's 75 top marketers.



Haseeb Drabu
Independent Director
Chairman, Committee on Risk

Haseeb A Drabu is professional economist with a diverse skill set and wide-ranging experience. He has worked as a lawmaker, policy planner, banker and an economic commentator. He served as Chairman, J&K Bank. He is also a former Finance Minister of Jammu & Kashmir.

At IRIS, we have always sought to practice the highest standards of corporate governance to the point of exceeding the minimum prescribed standards.

Which is how in a 8 person board of directors, 4 are Independent, with an Independent Director as Chairman of the Board



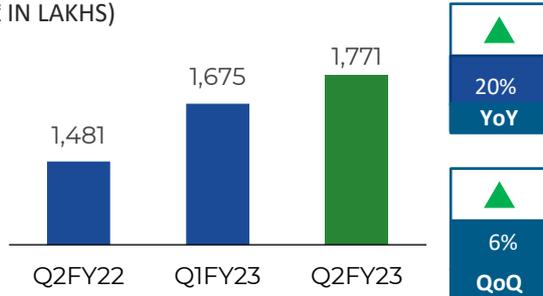
FINANCIAL OVERVIEW

Financial Highlights

REVENUES

(₹ IN LAKHS)

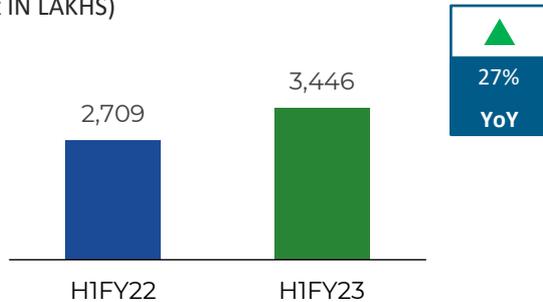
QUARTERLY



REVENUES

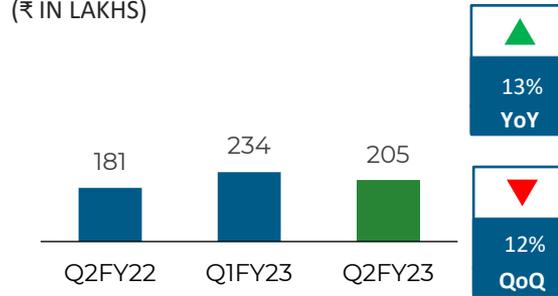
(₹ IN LAKHS)

HALF YEARLY



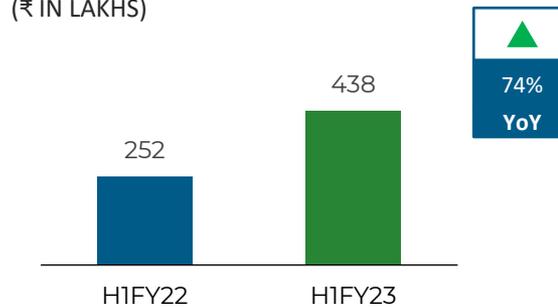
EBITDA

(₹ IN LAKHS)



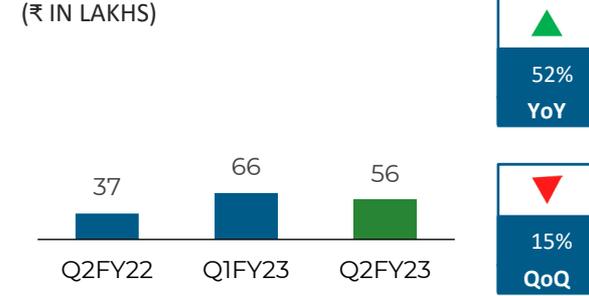
EBITDA

(₹ IN LAKHS)



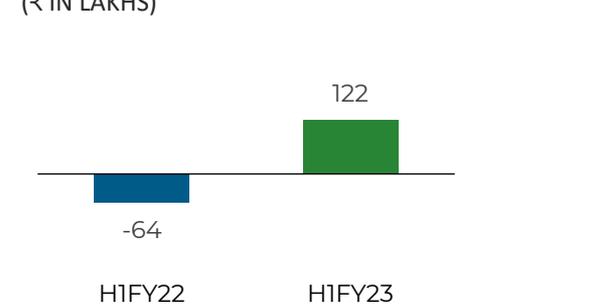
PAT

(₹ IN LAKHS)



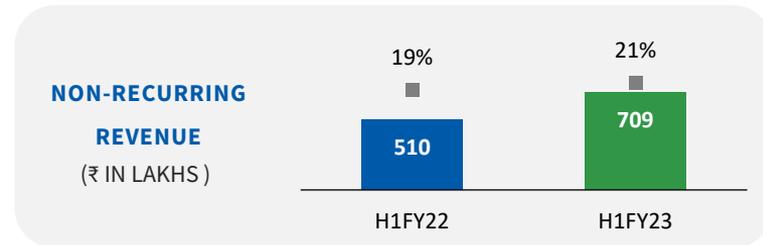
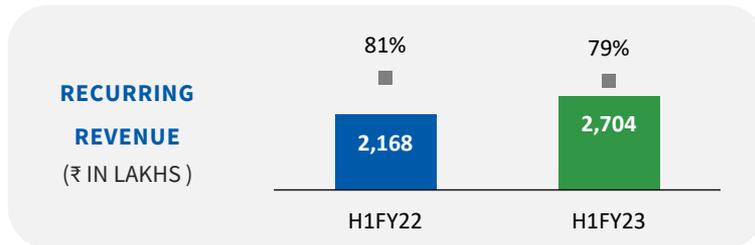
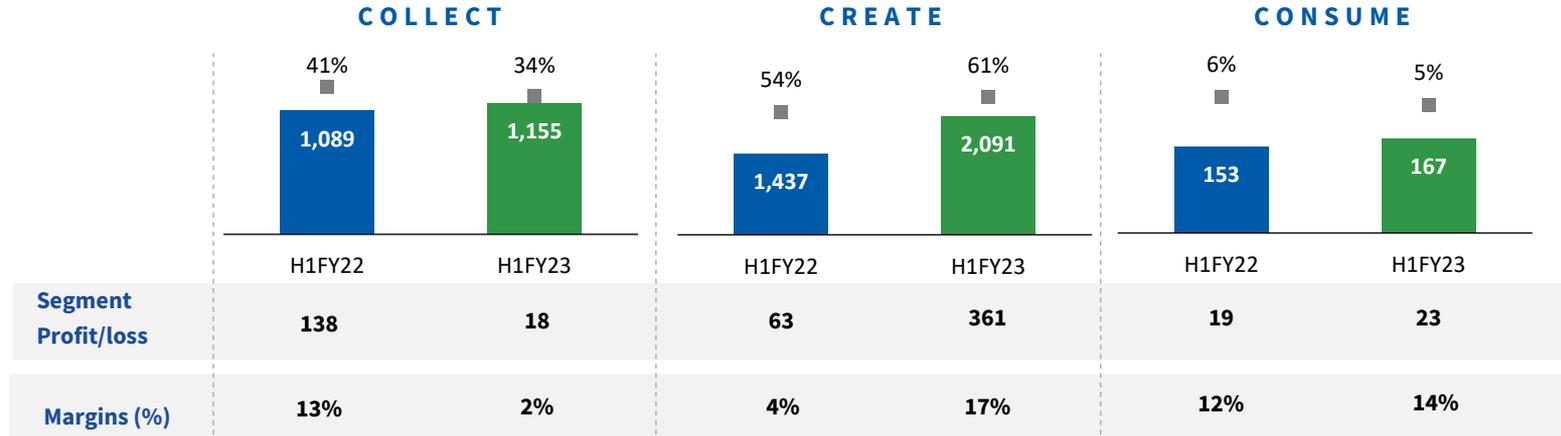
PAT

(₹ IN LAKHS)



Segment Performance

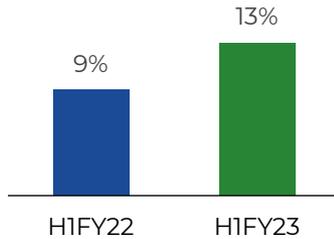
REVENUE MIX BY SEGMENT (₹ IN LAKHS)



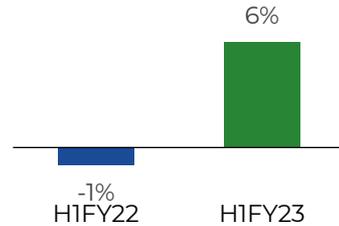
■ % TO THE REVENUE

Key Ratios

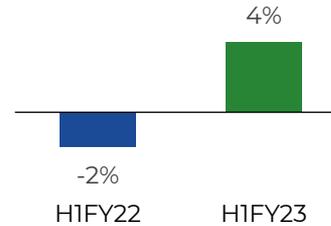
EBITDA Margin



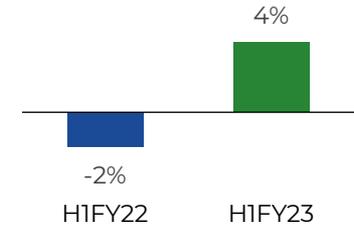
EBIT Margin



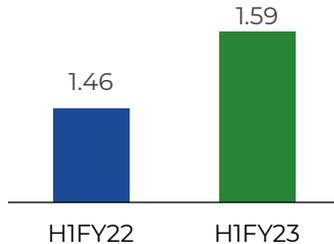
Net profit Margin



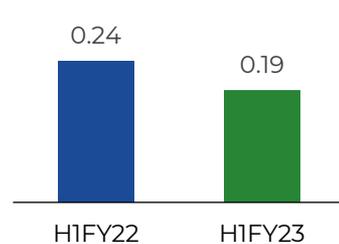
RONW



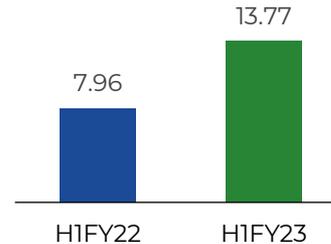
Current ratio



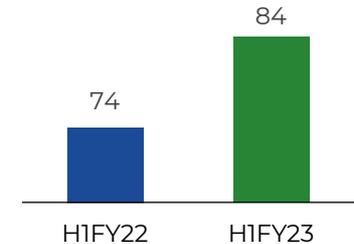
Debt Equity ratio



Interest Coverage ratio



Debtors days



Income Statement

(₹ IN LAKHS)

PARTICULARS	Q2 FY 23	Q1 FY 23	Q2 FY 22	H1 FY 23	H1 FY 22
Total Revenue	1,771	1,675	1,481	3,446	2,709
Employee benefit expenses	962	911	839	1,873	1,641
Other Expenses*	604	530	461	1,135	816
EBITDA	205	234	181	438	252
EBITDA Margin (%)	12%	14%	12%	13%	9%
Finance Cost	24	25	24	48	45
Depreciation	113	127	120	240	271
PBT	68	82	37	150	-64
Tax Expense	12	16	-	28	-
PAT	56	66	37	122	-64
Diluted EPS**	0.29	0.36	0.19	0.63	-0.34

Note: *Other Expenses includes Legal, Professional and Consultancy Fees, Travelling and Conveyance, Partner Fees and Software License & Hardware Fees

Balance Sheet

(₹ IN LAKHS)

PARTICULARS	H1FY23	FY22
EQUITY		
(a) Equity share capital	1,931	1,922
(b) Other equity	982	804
(c) Non-Controlling Interest	3	3
TOTAL EQUITY	2,916	2,729
LIABILITIES		
(a) Financial liabilities		
(i) Borrowings	554	649
(ii) Lease liabilities	33	14
(iii) Trade payables		
a. Dues of micro enterprises and small enterprises	8	37
b. Dues of creditors other than micro enterprises and small enterprises	138	164
(iv) Other financial liabilities	1,146	773
(b) Provisions	640	670
(c) Deferred tax liabilities (net)	1	1
(d) Other liabilities	830	996
Total Equity and Liabilities	6,266	6,033

PARTICULARS	H1FY23	FY22
ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	97	80
(b) Right-of-use assets	909	900
(c) Other intangible assets	535	738
(d) Intangible Assets under Development	131	39
(e) Financial assets	7	68
(2) Current assets		
(a) Financial assets		
(i) Trade receivables	1,564	1,565
(ii) Cash and cash equivalents	475	469
(iii) Bank Balances other than Cash and Cash Equivalents above	207	274
(iv) Loans	3	3
(v) Other	365	234
(b) Current tax assets (net)	334	249
(c) Other assets	1,639	1,414
Total Assets	6,266	6,033



Awards



India's Best Fintech

FE Best Bank Awards-2021

MSME
BEST COMPANY IN TECHNOLOGY



WINNER

IRIS Business Services Ltd

JAGRAN.COM
PRESENTS
2ND EDITION OF
**NAYA
BHARAT**
BUSINESS CONCLAVE
& AWARDS 2022

ASSOCIATE SPONSORS

CO-POWERED BY





IRIS Business Services Ltd.

has been awarded

JURY Award

under

**Best Tax Technology
Service Providers**

category in

National Taxation Awards 2022

Thank You



Building Transparency. Driving Growth.

For further information please contact:

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Ernst & Young LLP, Investor Relations

Siddesh Chawan

Tel: 022 6192 0000

Email: siddesh.chawan@in.ey.com
