



IRIS Business Services Limited

5th November, 2018

To,
BSE Limited
Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Scrip Code: 540735

Sub: Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements Regulations), 2015 and reference our intimation dated November 2, 2018, we herewith enclose the presentation that was made available to the investors online on Monday, November 5, 2018 at 4.00 p.m. IST.

The above is for your information and record.

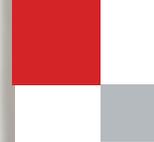
Thanking You,
Yours faithfully,
For **IRIS Business Services Limited**

A handwritten signature in black ink, appearing to read "Jay Mistry".

Jay Mistry
Company Secretary & Compliance Officer



Encl: As Above

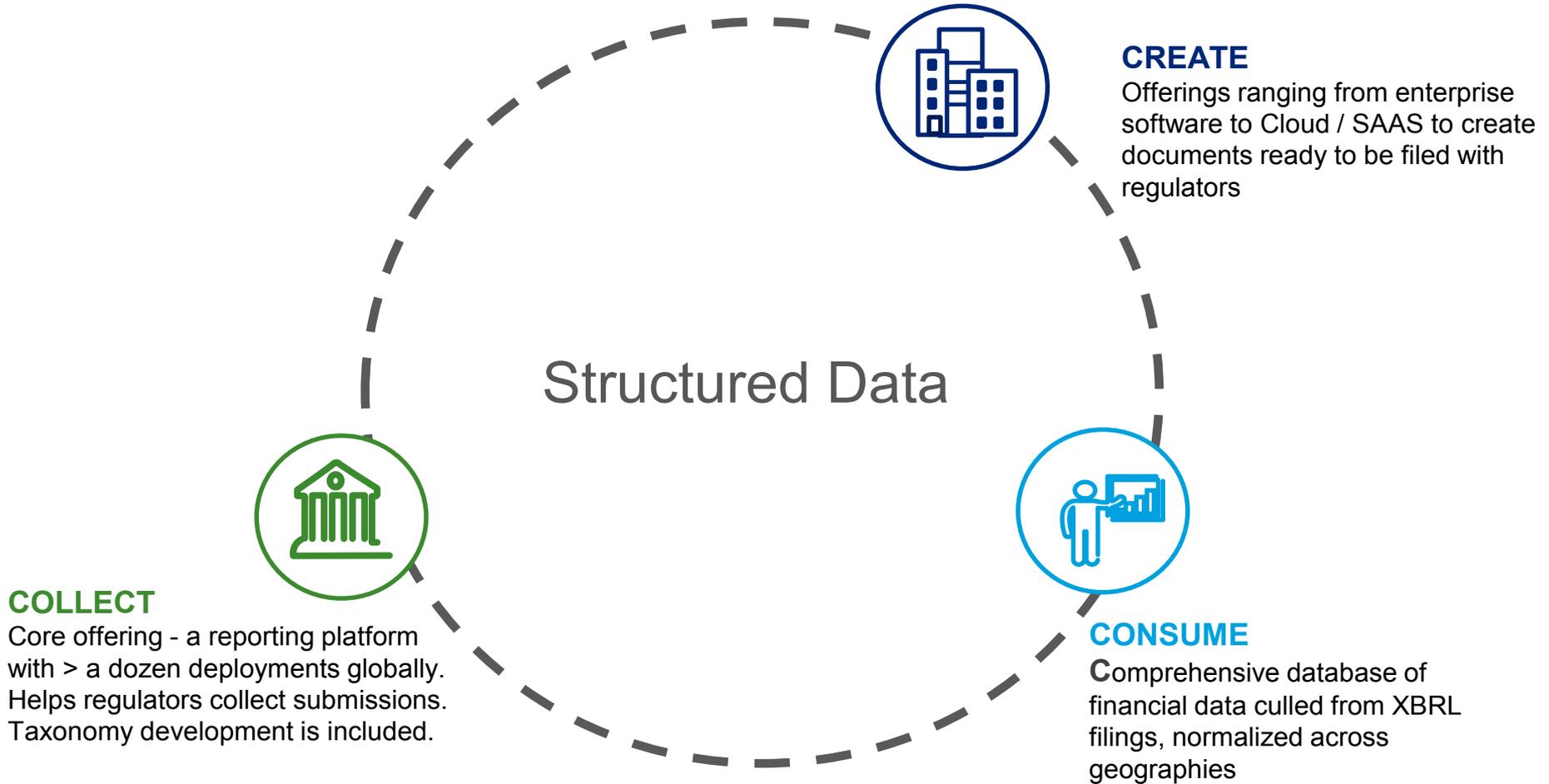


IRIS

Compliance, Data & Analytics
Investor Presentation November 5, 2018

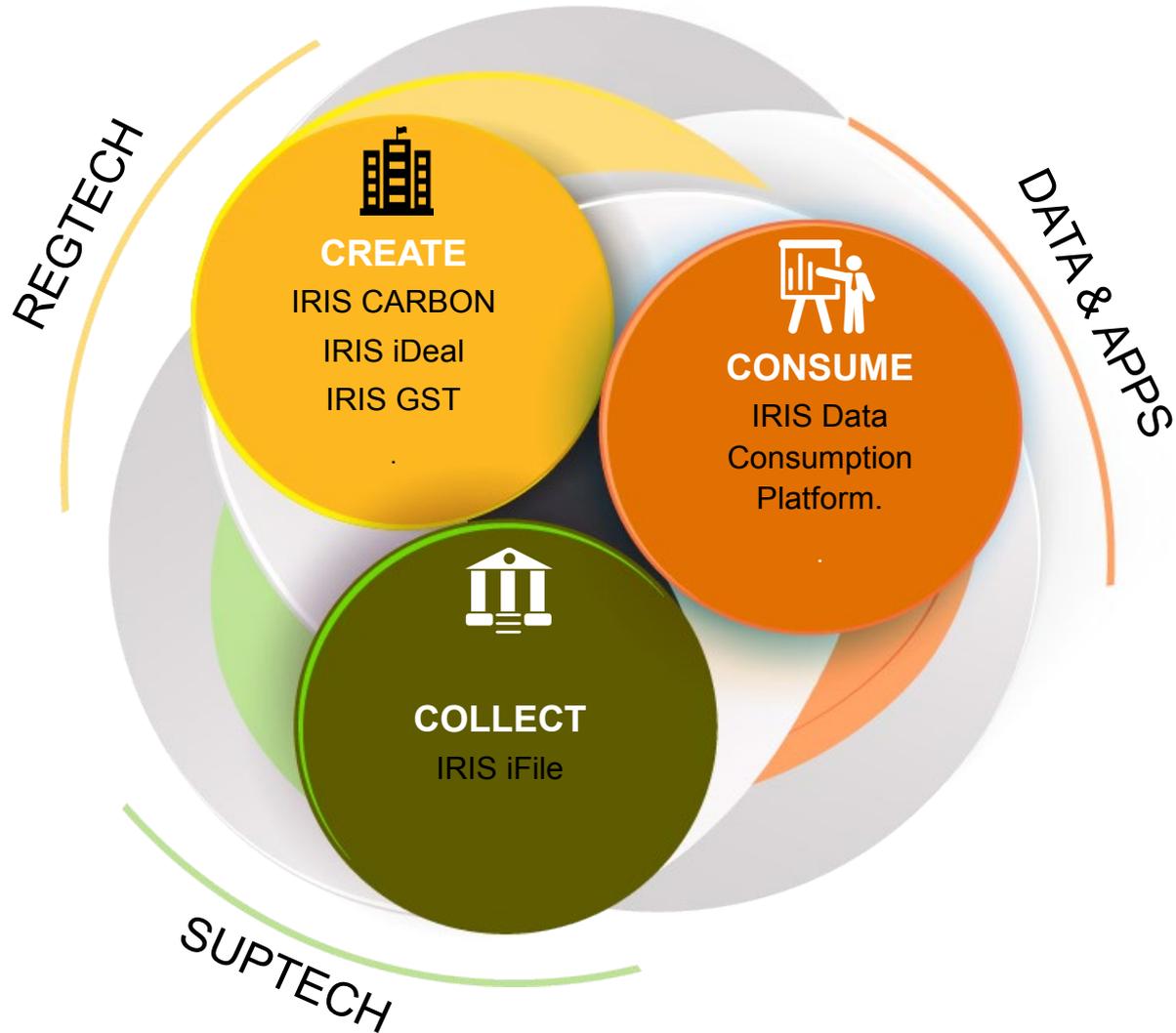
The Business...

...Straddling the Information Reporting Supply Chain



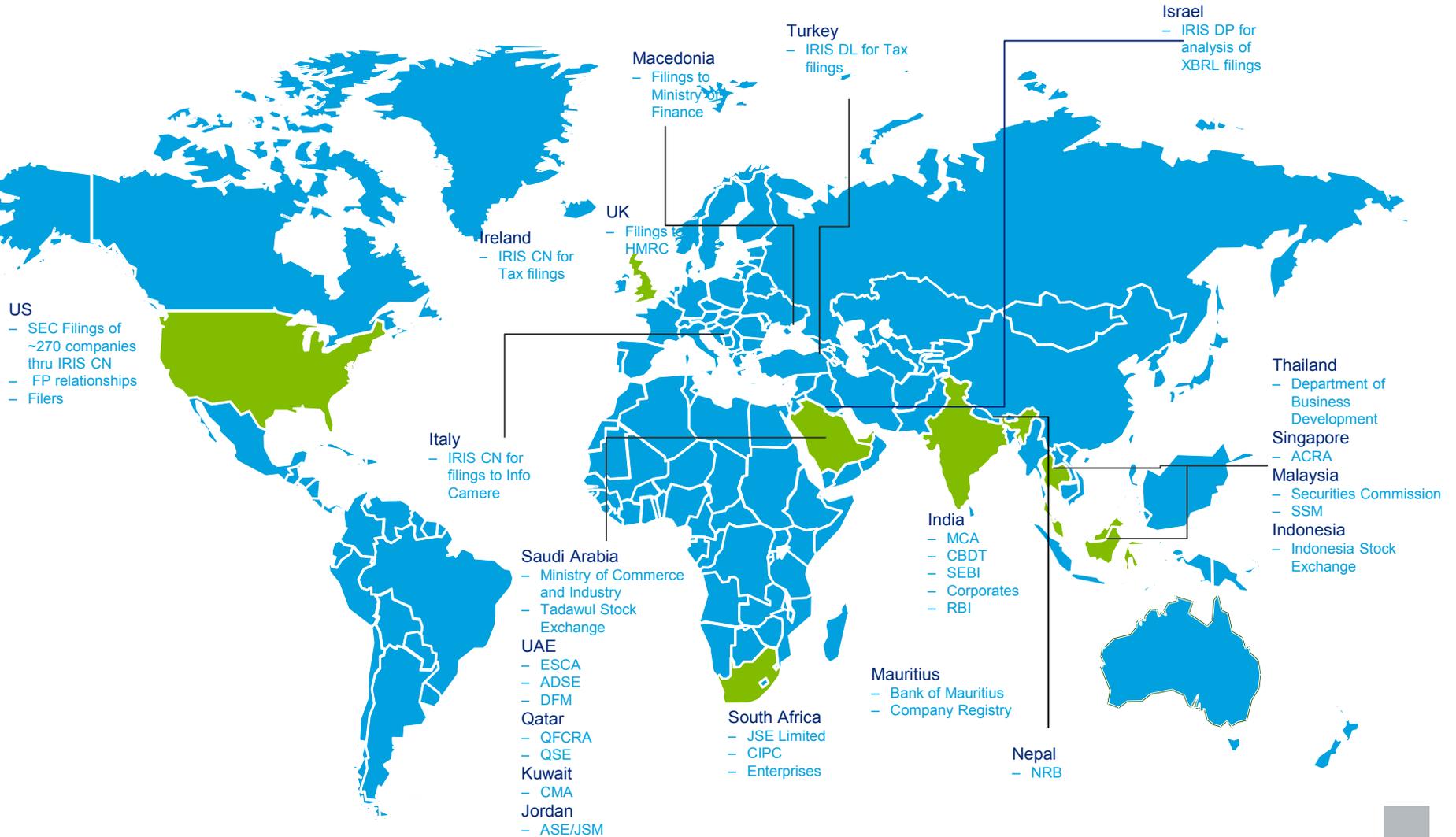
The Business...

...Driven through software products



Global Footprint.....

... with a local cost structure



Income Statement - Standalone



INR in Lakhs

Particulars	H1-FY19	H1-FY18	H2-FY18	FY18	FY17
Total Revenue*	1,841.08	1,249.68	2,283.35	3,533.03	2,731.88
Total Expenses	1,951.21	1,474.36	1,942.82	3,417.19	3,219.39
Employee benefit expenses	1,141.73	892.34	996.76	1,889.10	1,548.90
Other Expenses	809.48	582.02	946.07	1,528.09	1,670.49
EBITDA	(110.13)	(224.69)	340.53	115.84	(487.51)
EBITDA Margin (%)	-5.98%	-17.98%	14.91%	3.28%	-17.85%
Finance Cost	81.70	101.45	97.65	199.10	208.24
Depreciation	234.29	220.00	228.78	448.78	461.19
PBT	(426.12)	(546.13)	14.10	(532.03)	(1,156.94)
Tax Expense	20.50	3.46	(46.20)	(42.74)	(156.43)
PAT	(446.62)	(549.59)	60.30	(489.30)	(1,000.51)
EPS	(2.12)	(3.96)	0.37	(3.01)	(7.21)

*Total Revenue includes Other Income

Balance Sheet - Standalone



INR in Lakhs

Particulars	Sep-18	Mar-18	Particulars	Sep-18	Mar-18
EQUITY AND LIABILITIES			ASSETS		
1. Shareholders' funds			1. Non-Current Assets		
(A) Share capital	1,887.92	1,887.92	(A) Fixed Assets		
			(i) Tangible assets	997.72	1,012.55
			(ii) Intangible assets	765.77	867.78
(b) Reserves and surplus	828.74	1,262.07	(iv) Intangible assets under development	1,660.06	1,732.93
Total Net-worth	2,716.66	3,149.99	(B) Deferred tax assets (net)	-	-
2. Non-current liabilities			(C) Non-current investments	116.74	116.74
(A) Long-term borrowings	573.89	687.82	(D) Long-term loans and advances	4.74	4.74
(B) Deferred tax liabilities (Net)	-	6.76	(E) Other non-current assets	-	67.77
3. Current liabilities			2. Current Assets		
(A) Short-term borrowings	575.20	676.05	(A) Trade receivables	1,147.07	1,334.72
(B) Trade payables	221.92	419.44	(B) Cash and cash equivalents	781.75	825.76
(C) Other current liabilities	985.12	970.19	(C) Short-term loans and advances	21.65	69.65
(D) Short-term provisions	1,489.26	1,585.55	(D) Other current assets	1,066.52	1,463.15
Total	6,562.04	7,495.79	Total	6,562.04	7,495.79

Income Statement - Consolidated



INR in Lakhs

Particulars	H1-FY19	H1-FY18	H2-FY18	FY18	FY17
Total Revenue*	1,841.08	1,263.04	2,295.94	3,558.99	2,757.08
Total Expenses	1,934.17	1,481.04	1,987.80	3,468.84	3,298.37
Employee benefit expenses	1,186.08	977.58	1,063.94	2,041.52	1,776.35
Other Expenses	748.09	503.46	923.86	1,427.32	1,522.02
EBITDA	(93.09)	(217.99)	308.14	90.14	(541.29)
EBITDA Margin (%)	-5.06%	-17.26%	13.42%	2.53%	-19.63%
Finance Cost	82.30	101.48	98.72	200.20	208.25
Depreciation	234.37	220.24	228.63	448.87	462.64
PBT	(409.76)	(539.71)	(19.21)	(558.92)	(1,212.18)
Tax Expense	20.50	3.46	(46.20)	(42.74)	(152.15)
PAT	(430.26)	(543.17)	26.99	(516.18)	(1,060.03)
EPS	(2.04)	(3.91)	0.16	(3.18)	(7.64)

*Total Revenue includes Other Income

Balance Sheet - Consolidated



INR in Lakhs

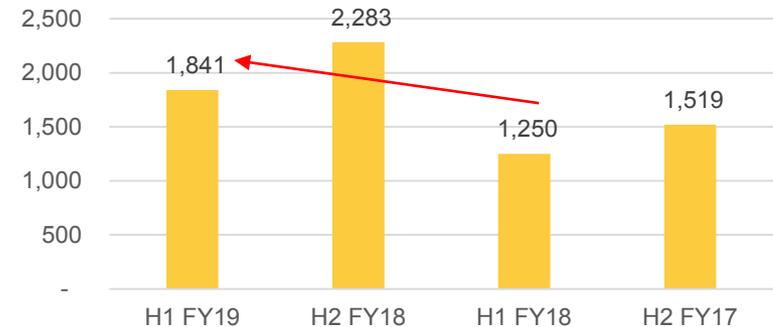
Particulars	Sep-18	Mar-18	Particulars	Sep-18	Mar-18
EQUITY AND LIABILITIES			ASSETS		
1. Shareholders' funds			1. Non-Current Assets		
(A) Share capital	1,887.92	1,887.92	(A) Fixed Assets		
			(i) Tangible assets	997.77	1,012.68
			(ii) Intangible assets	765.77	867.78
(b) Reserves and surplus	693.74	1,122.95	(iv) Intangible assets under development	1,660.06	1,732.93
Total Net-worth	2,581.65	3,010.86	(B) Deferred tax assets (net)	-	-
2. Non-current liabilities			(C) Non-current investments	-	-
(A) Long-term borrowings	573.89	687.82	(D) Long-term loans and advances	4.74	4.74
(B) Deferred tax liabilities (Net)	-	6.76	(E) Other non-current assets	-	67.77
3. Current liabilities			2. Current Assets		
(A) Short-term borrowings	575.20	676.05	(A) Trade receivables	1,147.07	1,334.72
(B) Trade payables	143.34	380.17	(B) Cash and cash equivalents	788.20	835.07
(C) Other current liabilities	1,040.06	1,021.69	(C) Short-term loans and advances	21.96	69.93
(D) Short-term provisions	1,482.36	1,563.61	(D) Other current assets	1,010.92	1,421.35
Total	6,396.50	7,346.97	Total	6,396.50	7,346.97

Financial performance –Highlights

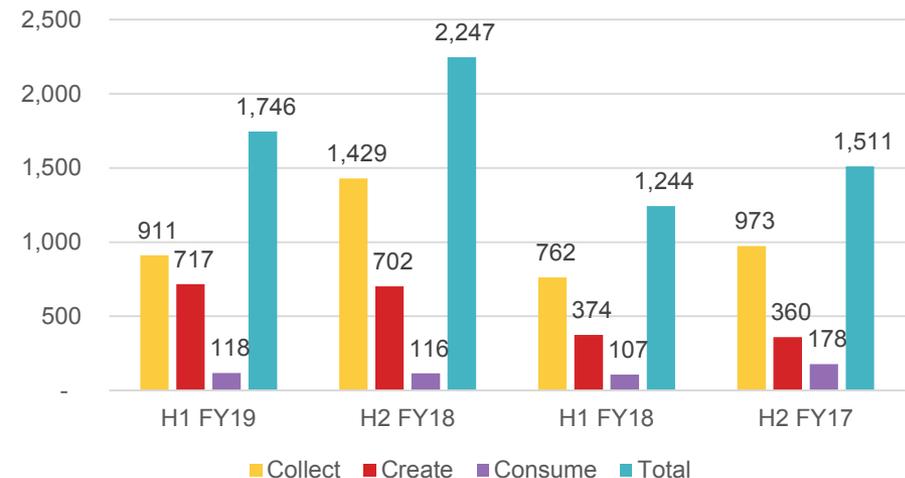


- ✓ Total revenue grows 47% YoY, led by a good pick up in the 'Create' segment. On a sequential basis, revenues dip 19%; seasonality plays a role
- ✓ Recurring revenue is at about 73% of the H1 FY19 revenue
- ✓ Mix of 63% export revenues and 37% of domestic revenues in H1 FY19 is similar to the mix in H2 FY18 as well.
- ✓ Expenses dip 3% sequentially while recording a 21% increase on a YoY basis.
- ✓ At the EBITDA level, there is a loss of Rs 110 lakhs this half year compared to a loss of Rs 224 lakhs, YoY. In the previous half year period, profits came in at Rs 340 lakhs at the EBITDA level

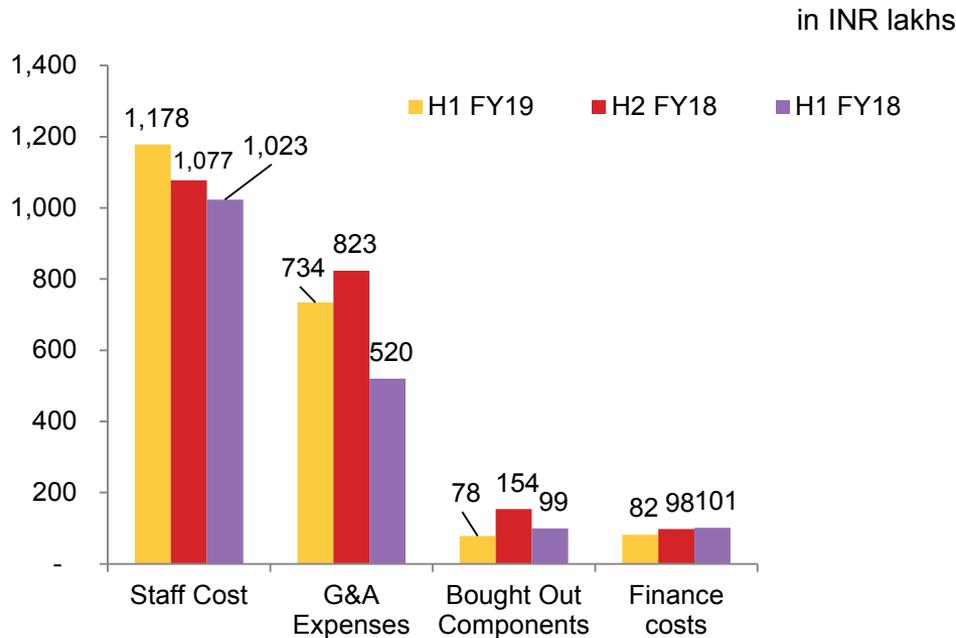
Revenue (in INR Lakhs)



Revenue by Segment (in INR Lakhs)



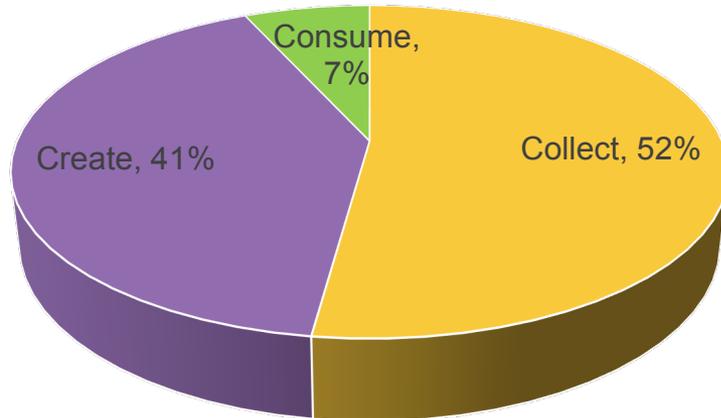
Expense trends (before capitalisation)



- ✓ On the whole, expenses have been contained with only staff cost increasing by about 9%.
- ✓ G&A expenses, cost of bought out components have been contained too. Write off of withholding tax component has had an impact on H1 FY19 expenses.
- ✓ Have been able to pare interest cost with reduced drawings from CC limit
- ✓ Successful in containing receivables in our “Collect” segment to improve working capital

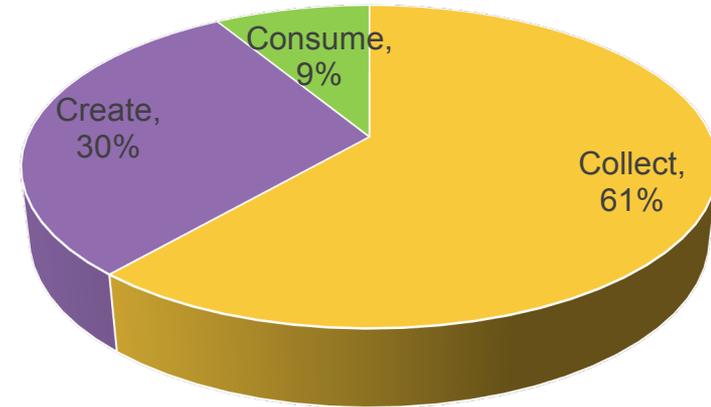
Revenue Mix by Segment – ‘Create’ proportion in the pie rises

H1 FY19



■ Collect ■ Create ■ Consume

H1 FY18



■ Collect ■ Create ■ Consume

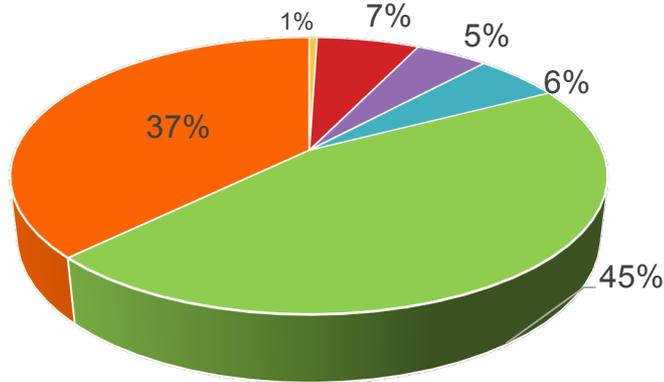
- ✓ Revenues of Collect Segment grew at 19% YoY to INR 911 lakhs in H1 FY 19 from INR 762 lakhs in H1 FY 18
- ✓ Almost 55% of revenue is recurring in nature
- ✓ Added 1 new client – Qatar Stock Exchange.
- ✓ Completed Implementation for SSM Malaysia and CIPC South Africa regulatory platforms

- ✓ Revenues of Create Segment grew at 92% YoY to INR 717 lakhs in H1 FY 19 compared to H1 FY 18
- ✓ Contribution of Create Segment is increasing in the overall mix. 90% of revenues from Create segment is recurring in nature.
- ✓ Commenced billing in South Africa to enterprises using the IRIS Carbon Platform.

- ✓ Revenues of Consume Segment grew at 10% YoY to INR 118 lakhs in H1 FY 19 from INR 107 lakhs in H1 FY 18
- ✓ 95% of the revenue is recurring in nature
- ✓ Credit information and analytics platform ‘IRIS Credixo’ launched on a pilot basis

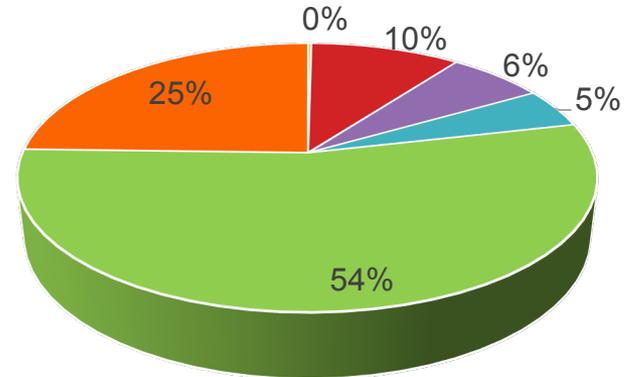
Revenue Mix by Currency

H1-FY19



■ EURO ■ GBP ■ SAR ■ SGD ■ USD ■ INR

H1 - FY18



■ EURO ■ GBP ■ SAR ■ SGD ■ USD ■ INR

- ✓ Domestic revenue share increases compared with the corresponding period, on account of GST compliance platform revenues and the extension of the last date for MCA filings of FY 2018 resulting in a spill over of revenues into H1 FY19.
- ✓ Closing order book as on 30th September, expected to be executed in next 18 months, stood at approx. INR 45 crores at current exchange rates.



Thank you!