



Building Transparency. Driving Growth.

November 14, 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 - Results Press Release - Quarter and half Year ended 30th September 2022.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Press Release with respect to Un-audited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended 30th September, 2022 is enclosed herewith.

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 number - ACS 35139)

Encl.:a/a.

IRIS Business Services Limited

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Press Release

Navi Mumbai
November 14, 2022

74% EBITDA growth reflects improved performance by IRIS

Global fintech major, IRIS Business Services Limited has reported an all-round improvement in its performance in H1FY23 over H1FY22.

“It has been a fantastic half year when we gained recognition for the impactful work we have been doing all these years”, says Company Founder, Deepta Rangarajan. In September, IRIS was anointed India’s best fintech for which the firm received an award from Union Finance Minister, Smt. Nirmala Sitharaman. Early last week, IRIS was declared India’s best tax technology company and two days later, the firm was honoured as India’s best MSME in the technology category. “It is a heady feeling,” Deepta added.

“The improvement in the financial metrics is satisfying,” says Company Founder & CFO, K Balachandran. From being in the red with losses of Rs. 64 lakhs at the PAT level in H1FY22, the company now has profits to show of Rs. 122 lakhs in H1FY23. The improved profitability is driven by a 27% surge in revenues which has pushed EBITDA up 74% on account of a lower increase in expenses.

Balachandran strikes a note of caution though. “We cannot ignore the fact that Q2 topline growth against the corresponding period a year ago has been somewhat lower due to seasonality of revenues,” he points out. “There is not much we can do about it as the filing cycle is not in our control,” he added. Even as he points to the stability in the share of recurring revenue steady at about 79%, he says that not much should be read into it. “The moment we win a fresh regulatory implementation contract, you will see this go down”, he explains.

It is however important to note that the company is now serving about 6,300 customers globally. The biggest addition has happened for the company’s existing GST offerings. South Africa with 123 new wins and EU with 44 new wins were the two major overseas geographies where the wins were big.

Company CTO, P K X Thomas said that he has set dealing with attrition as his first priority. “What concerns me is not how many are leaving but who is leaving. We are working on improving the compensation package to reach some level of parity with the market for experienced people through the next ESOP scheme which is in the works,” he explained.

While attrition across all divisions in the company is 12%, the number in the case of the technology team is 20%. “It is still less than what IT Services firms are experiencing. But losing experienced people is a problem that can be fixed only if we pay attention to compensation levels,” Thomas explained. IRIS has about 425 people on its rolls.

“We propose to overhaul our compensation structure by implementing a variable pay framework, especially ESOP, that our colleagues will find attractive enough to want stay on to financially benefit from future growth. That is our immediate priority for which we will soon be seeking shareholder approval,” says Company CEO, S Swaminathan.

Contact:

For further information please contact:

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