



# IRIS Business Services Limited

27<sup>th</sup> June, 2019

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

Scrip Code: 540735

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sirs,

Pursuant to regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith CEO letter to the shareholders of the Company.

This will also be made available on the Company's website at [www.irisbusiness.com](http://www.irisbusiness.com).

The above is for your information and records.

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

**Jay Mistry**  
Company Secretary & Compliance Officer



Encl: As above







It has also been argued that with the reduction in the size of the market lot, the stock could be more liquid than it is now. We have also been advised that the problem that we face today of inadequate appreciation within the investor community in India for the significance of our work and the enormity of our impact on each of the countries where we operate will simply go away.

On the other hand, the nature of our business is such that it is difficult to come up with a meaningful quarterly forecasting model as analysts would want to do if we were to move to the main Board. In the Collect segment, it is the regulator's time table that drives business to us. And when it comes to revenue recognition on existing business, even though we link it to deliverables, we still need client confirmation. Which, for most clients, is a challenge given that an electronic disclosure platform is a new animal. This has a bearing on when we may book revenues and there are situations where revenue may end up having to be recognised a few months later for want of client confirmation. This makes forecasting tricky. Also, we do not view the IRIS stock as one that can give short term trading returns. We feel that long term investors will be rewarded if the company's growth continues. All of this provides sustenance to the view that we may be better off being on the SME Board atleast until we turn profitable and can show quarter on quarter growth.

In any event, it is our Board of Directors who will decide the way forward.

### Looking ahead

I started by pointing out that it has taken us five years to get here. Until now we were weighed down by the burden of our losses. Last year we turned cash flow positive. Our aspiration for this year is to turn profitable. Once we are out of the red into green territory, our efforts will be to get on a trajectory of rapid growth, subject to availability of sufficient resources. When we compare ourselves with our global competitors, we find that we have much going for us, not the least of which is the Indian cost advantage. Our products are ready and proven in the world markets. The opportunity in each of the 3 segments we operate is big enough to support aggressive growth. But the fact remains that we are under-resourced at the present time to dominate the market by capturing a significant share.

Truth is, we have never felt better about our future. It is a great feeling to be where we are today, back from the brink. Through these tense years, we took inspiration from the many companies who have had similar stories to tell. Companies like Apple, Delta, IBM and GM, to name just a few.

I want to leave you with a comment that BSE MD & CEO, Ashish Chauhan never tires of making. Only SME stocks can give investor non linear returns, he says. We hope we can prove him right for your sake.

Thank you for giving me a patient read. If at any point in time, you feel like reaching out to us to understand our business better, please feel free to do so. Please email your comments and suggestions to [cs@irisbusiness.com](mailto:cs@irisbusiness.com). I would love to hear from you.

June 27, 2019  
Navi Mumbai



**S. Swaminathan**  
Founder & CEO

- 1** XBRL: eXtensible Business Reporting Language has emerged over the last decade as the preferred enterprise information reporting standard of regulators from around the world.
- 2** Estimated conservatively to be a US \$ 2 billion opportunity
- 3** The global RegTech market is expected to grow from USD 4.3 billion in 2018 to USD 12.3 billion by 2023, at a Compound Annual Growth Rate (CAGR) of 23.5% during the forecast period. Source: ResearchandMarkets.com