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THOUGHT LEADERSHIP | PRODUCTS | SERVICES | WHAT IS XBRL

## IRIS INDIA'S BEST FINTECH

FE-Best Bank Awards recognizes IRIS as  
the Best Fintech for year 2020-2021

[Link for Press Release](#)



HONOURING THE BANKS  
THAT INDIA CAN BANK ON

### COMPLIANCE & ANALYTICS SOLUTIONS FOR

ENTERPRISE | BUSINESS REGISTRY | CENTRAL BANK | GOVERNMENT / REGULATOR | BPSI | STOCK EXCHANGE / SECURITY COMMISSION

### SIMPLIFIED REPORTING EMPOWERED ENTERPRISE

Powerful solutions for in-house and external reporting for the enterprise.

FEATURES

PRODUCTS

SERVICES

CARBON

PROTON™

XBRL Conversion Services



Building Transparency. Driving Growth.

# FY24 Earnings Deck

21<sup>st</sup> May 2024



# Disclaimer

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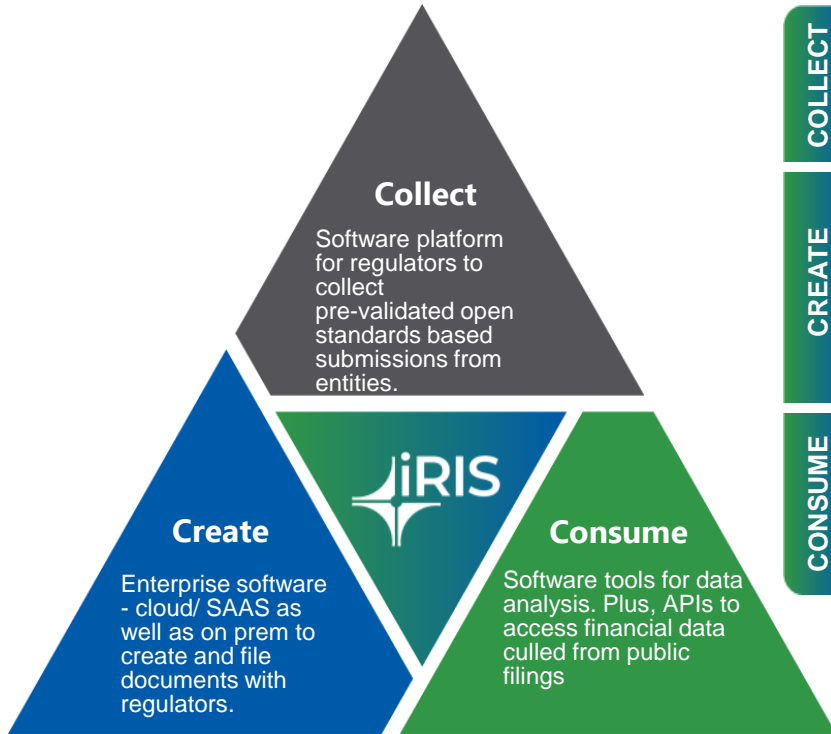
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# About IRIS



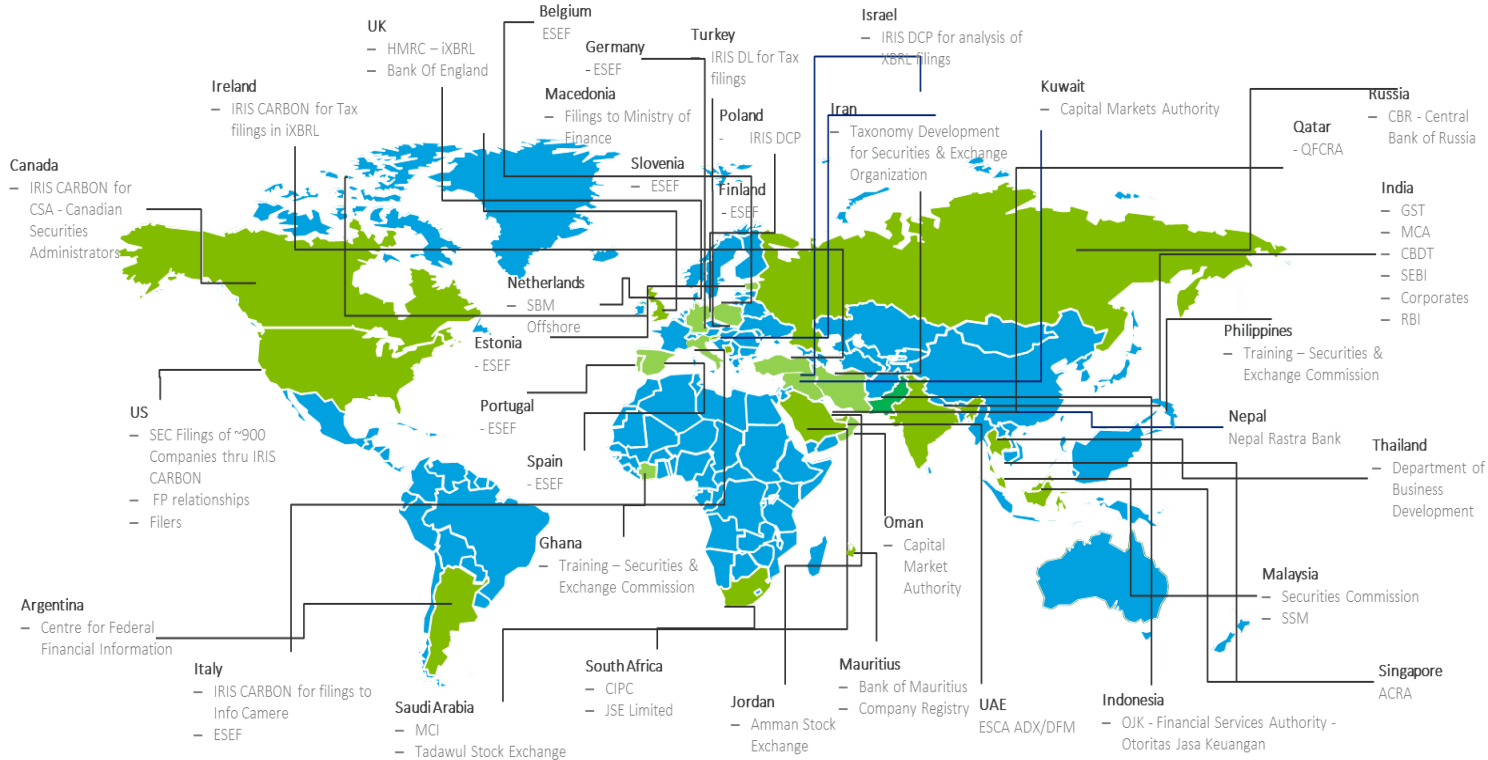
- Public company, listed on the BSE and NSE stock exchanges
- India's only listed SaaS company that provides technology solutions/services in the regulatory technology space across 52 countries globally
- 450+ professionals, including technologists and accountants
- Active members of several XBRL jurisdictions – 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.

# Our Regtech Business



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

# Our Global Footprint



**20 Years**

**52 Countries**

**30+ XBRL Projects**

**450+ Experts**

**6000+ Clients**

**Millions of Filings**

# Awards and Recognitions

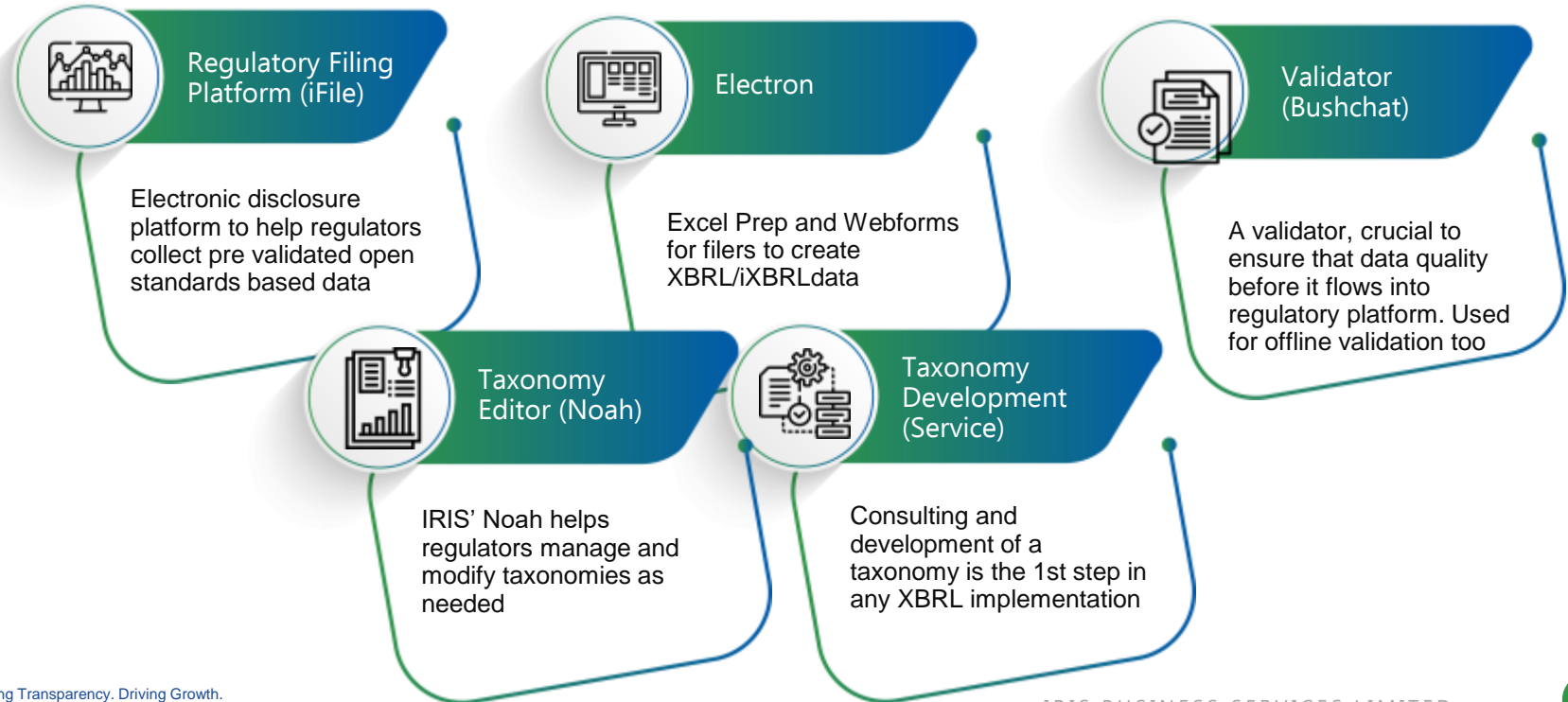


Central Banking Awards, London

\*Award ceremony in June 2024

# IRIS iFile – What We do for Regulators

An advanced **XBRL-enabled supervisory platform** for regulators to accept XBRL filings offering comprehensive tools for data supervision and analysis



# Value Proposition



**Complete digital transformation:** of supervisory workflows, so that regulator users can spend more time on data analysis, supervisory surveillance and monitoring.



**Domain Expertise:** In house data domain and data standards expertise with active membership across XBRL Jurisdictions



**Data Interoperability:** Data practices ensuring data remains consistent and usable regardless of the originating format or source



**User-friendly:** Designed to be easy to use and understand, providing an intuitive and seamless experience for users of all skill levels.



**Easy Customisations:** Facilitates personalization of features and settings, allowing users to adapt the system to their unique requirements..



# Regulator Implementations

## Business Registries



Malaysia



Mauritius



North Macedonia



Singapore



Qatar



Saudi Arabia



South Africa



Thailand

## BFS Regulators



Bhutan



India



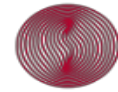
Jordan



Mauritius



Nepal



Qatar

## Capital Markets



India



Jordan



Kuwait



Malaysia



Oman



Qatar



Saudi Arabia



South Africa



UAE



## Only Taxonomies



MCA, India



Regionale Vencia, Italy



CAFR, USA

## Unusual Cases



ATS, Maharashtra



SAI, India

# IRIS CARBON® - Enterprise Disclosure Management

A **SaaS cloud solution** for companies to manage their **internal** and **external reporting (financial and non-financial)**



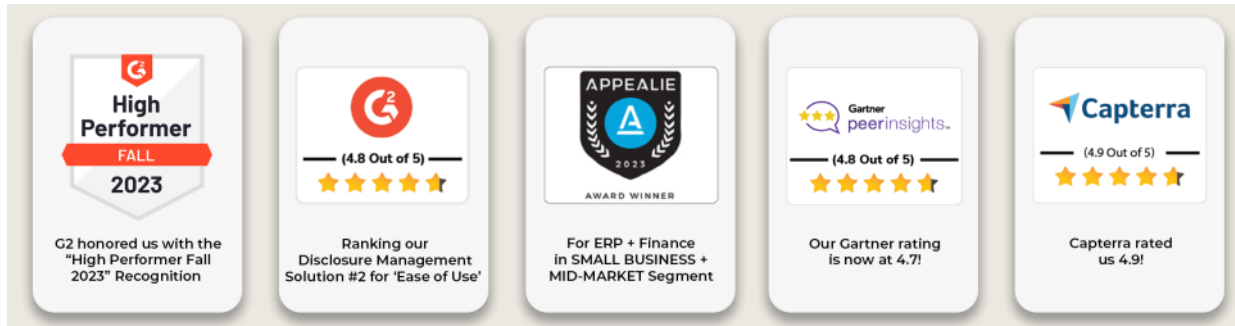
29+  
Countries



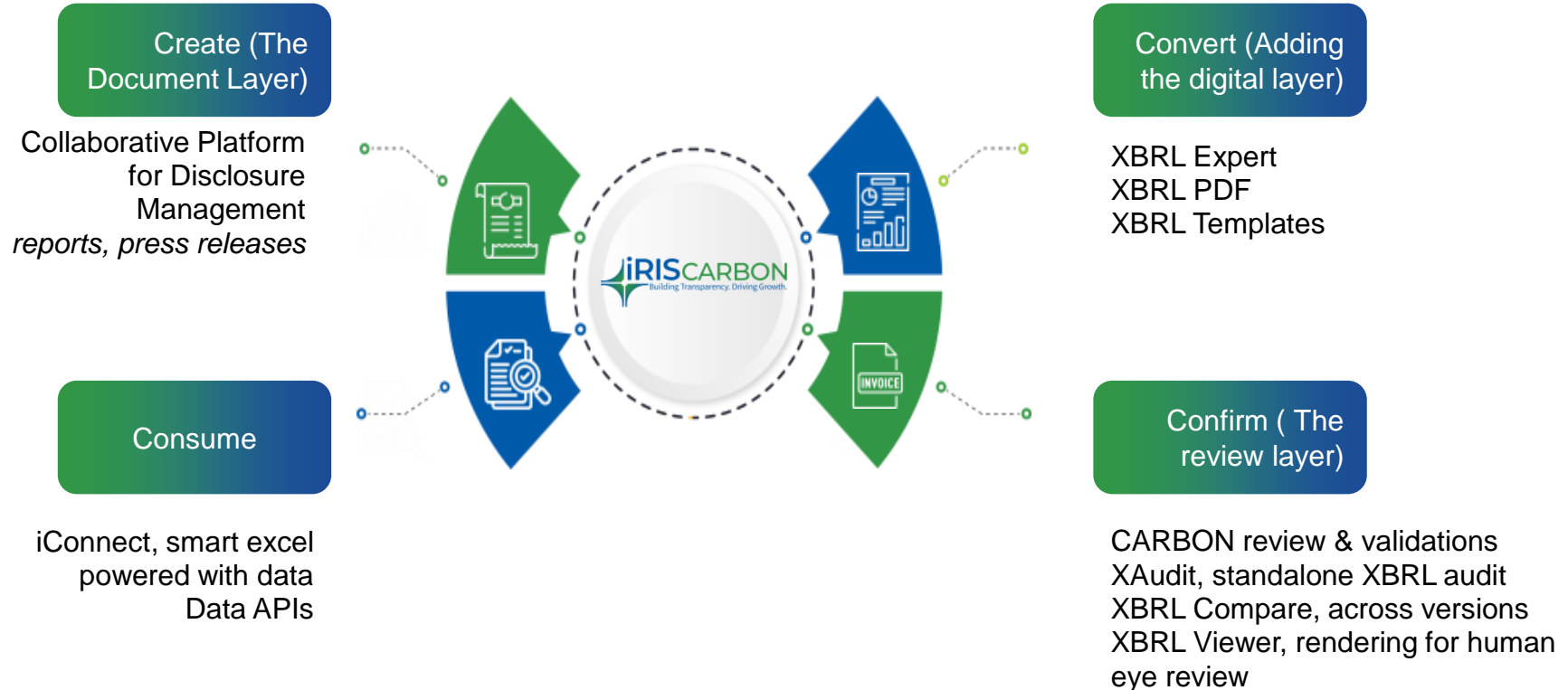
4.8/5  
CSAT



#1 XBRL  
Quality



# IRIS CARBON® - Capabilities



# Value Proposition



# Marquee Clients

## EU & UK

## US

## A SaaS cloud solution for enterprises to automate their tax filings and business processes

### Authorised GSP

IRIS GST, a business line of IRIS is an authorized GSP since 2017.

### Private IRP

IRIS GST is authorised to generate IRN as Private IRP (Invoice Registration Portal)



2,00,000+  
GSTINs

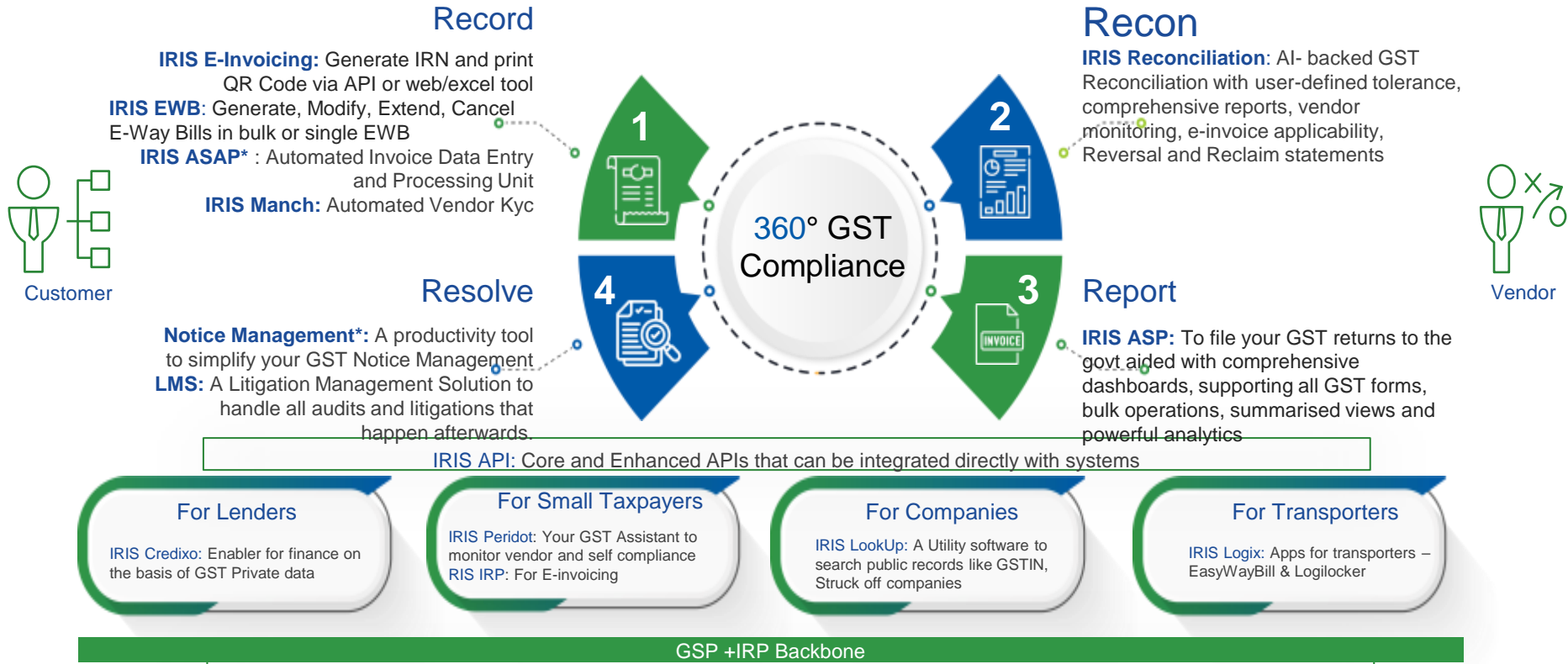


10,00,000+  
App Downloads



3 Mn+  
Monthly E-Invoices

# IRIS GST: A 360° Solution for Enterprises



# Marquee Clients





# IRIS iDeal – Automated Data Reporting

A secure on-premise **solution** for banks to automate their regulatory reporting

## iDeal Key Offerings

## Value Proposition

End-to-End XBRL Reporting Solution (Including Data preparation, transformation, Validation, Report Generation and Submission.)	01		01	Streamlined and efficient data preparation and reporting process.
Real-time data validation and error checks as per the regulatory guidelines.	02		02	Ensured compliance with updated regulations
Integration with data sources and banking systems.	03		03	Reduction of manual errors and associated risks.
Compliance with the latest banking regulations and XBRL standards.	04		04	Improved data authenticity, security and confidentiality.

# Marquee Clients




# FINANCIAL OVERVIEW

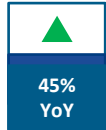
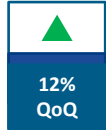
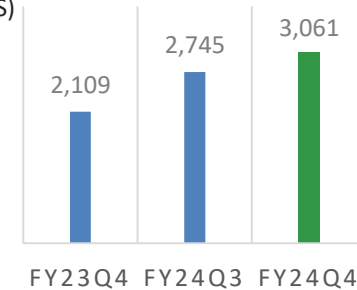
# Income Statement (Q4) – Record YoY Revenue Growth

(₹ IN LAKHS)

PARTICULARS	FY24Q4	FY24Q3	FY23Q4	QoQ % change	YoY % change
Total Revenue	3,061	2,745	2,109	12%	45%
Total Expenses	2,394	2,383	1,770	-	35%
Employee benefit expenses	1,364	1,312	1,111	4%	23%
Other Expenses	1,030	1,071	659	-4%	56%
EBITDA	666	361	339	85%	96%
EBITDA Margin (%)	22%	13%	16%		
Finance Cost	36	29	29	25%	23%
Depreciation	98	124	116	-21%	-15%
PBT	532	208	194	156%	174%
Tax Expense	60	31	36	90%	67%
PAT	472	176	158	168%	198%

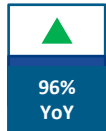
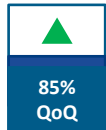
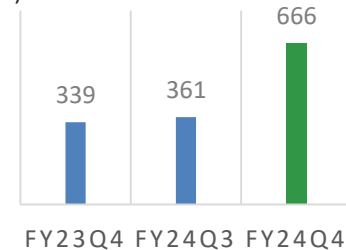
## REVENUES

(₹ IN LAKHS)



## EBITDA

(₹ IN LAKHS)

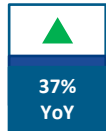
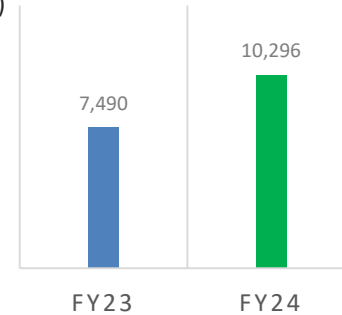


# Income Statement (Full Year) – Higher Revenues Propel PBT Growth

(₹ IN LAKHS)				
PARTICULARS	FY24	FY23	Change	YoY % change
Total Revenue	10,296	7,490	2,805	37%
Total Expenses	8,707	6,397	2,310	36%
Employee benefit expenses	5,130	4,080	1,050	26%
Other Expenses	3,577	2,317	1,260	54%
EBITDA	1,588	1,093	495	45%
EBITDA Margin (%)	15.4%	14.6%		
Finance Cost	115	102	13	13%
Depreciation	452	471	(19)	-4%
PBT	1,021	520	501	96%
Tax Expense	142	92	51	55%
PAT	879	429	450	105%

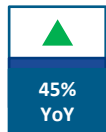
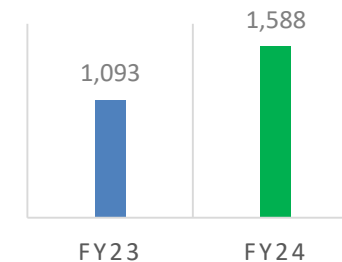
## REVENUES

(₹ IN LAKHS)



## EBITDA

(₹ IN LAKHS)



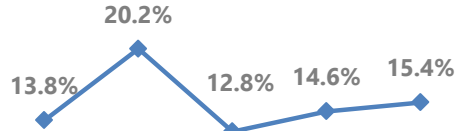
## Balance Sheet – Cash Position Improves, Receivable Levels Down

(₹ IN LAKHS)

PARTICULARS	FY24	FY23	PARTICULARS	FY24	FY23
<b>EQUITY</b>			<b>ASSETS</b>		
(a) Equity share capital	1,936	1,936	<b>(1) Non-current assets</b>		
(b) Other equity	2,159	1,218	(a) Property, plant and equipment	151	117
(c) Non-Controlling Interest	19	9	(b) Right-of-use assets	951	891
<b>TOTAL EQUITY</b>	<b>4,114</b>	<b>3,163</b>	(c) Other intangible assets	192	384
<b>LIABILITIES</b>			(d) Intangible Assets under Development	294	161
(a) Financial liabilities			(e) Financial assets	23	10
(i) Borrowings	543	546	(f) Deferred tax assets (net)	111	-
(ii) Lease liabilities	103	25	<b>(2) Current assets</b>		
(iii) Trade payables			(a) Financial assets		
a. Dues of micro enterprises and small enterprises	32	33	(i) Trade receivables	2,232	2,484
b. Dues of creditors other than micro enterprises and small enterprises	236	81	(ii) Cash and cash equivalents	1,393	680
(iv) Other financial liabilities	716	1,207	(iii) Bank Balances other than Cash and Cash Equivalents above	224	246
(b) Provisions	887	760	(iv) Loans	5	1
(c) Deferred tax liabilities (net)	-	2	(v) Other	708	193
(d) Other liabilities	1,059	1,193	(b) Current tax assets (net)	54	298
<b>Total Equity and Liabilities</b>	<b>7,690</b>	<b>7,010</b>	(c) Other assets	1,352	1,545
			<b>Total Assets</b>	<b>7,690</b>	<b>7,010</b>

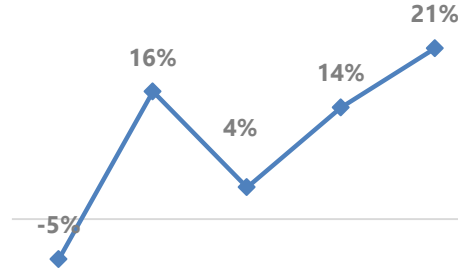
# Key Ratios – Improved ROE as Profits Move Up

## EBITDA



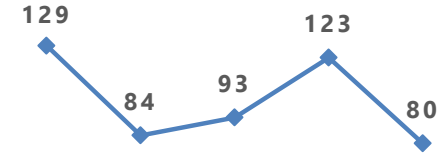
FY20 FY21 FY22 FY23 FY24

## ROE



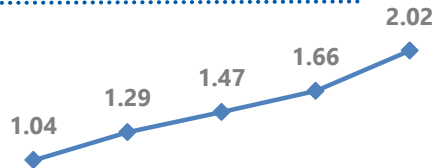
FY20 FY21 FY22 FY23 FY24

## Receivables days



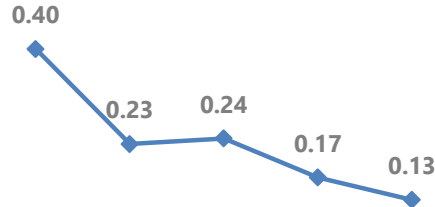
FY20 FY21 FY22 FY23 FY24

## Current ratio



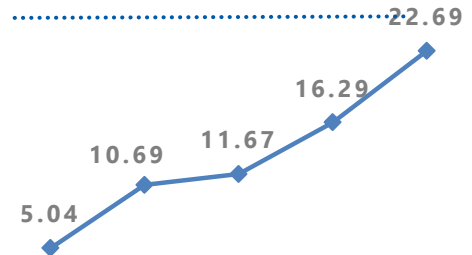
FY20 FY21 FY22 FY23 FY24

## Debt Equity ratio



FY20 FY21 FY22 FY23 FY24

## Interest Coverage ratio

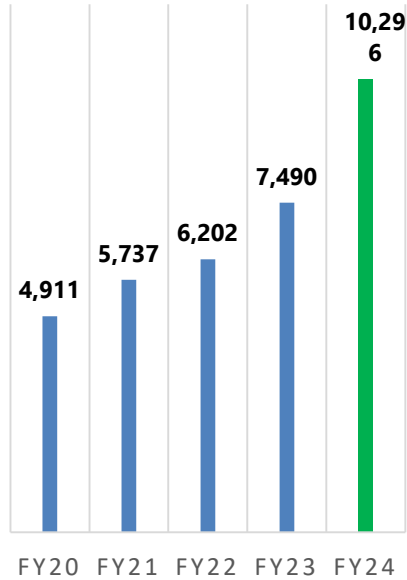


FY20 FY21 FY22 FY23 FY24

# Five Year Trends

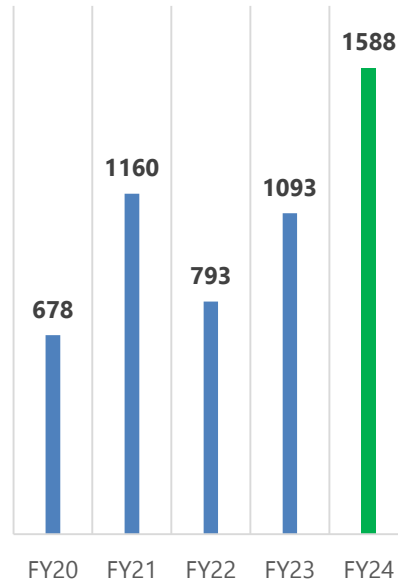
## REVENUES

(₹ IN LAKHS)



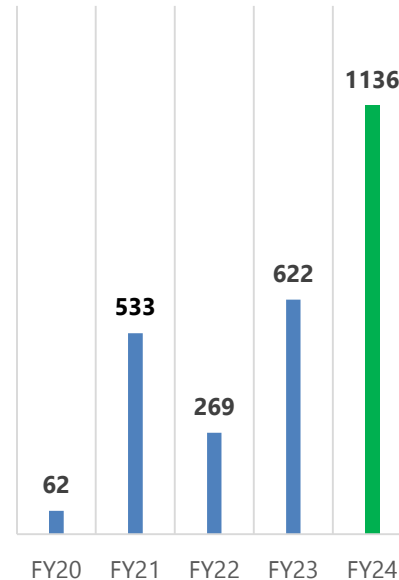
## EBITDA

(₹ IN LAKHS)



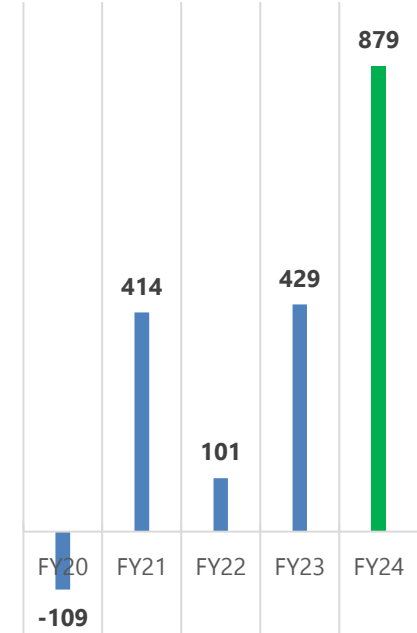
## EBIT

(₹ IN LAKHS)



## PAT

(₹ IN LAKHS)

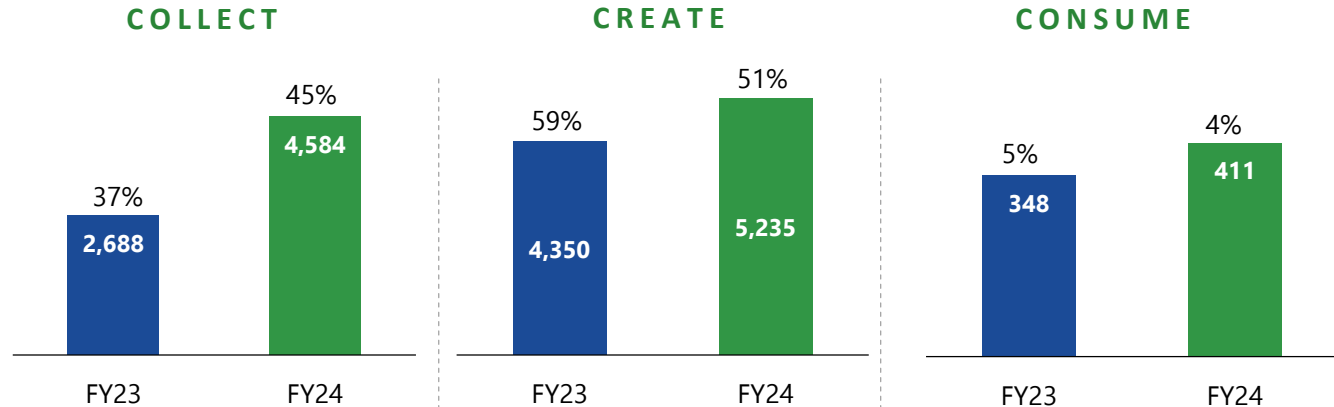




# Segment Performance – Collect Segment Drives Growth

## REVENUE MIX BY SEGMENT

₹ IN LAKHS

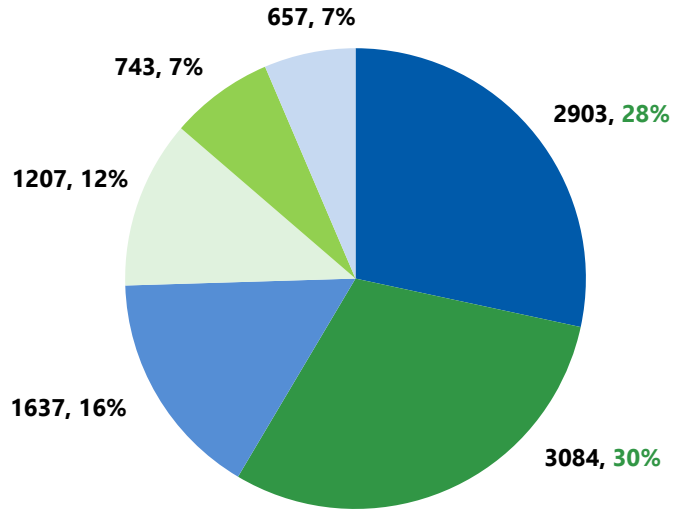


<b>Segment Profit/loss</b>	<b>227</b>	<b>423</b>	<b>642</b>	<b>957</b>	<b>84</b>	<b>128</b>
<b>Margins (%)</b>	<b>8%</b>	<b>9%</b>	<b>15%</b>	<b>18%</b>	<b>24%</b>	<b>31%</b>

# Revenue Mix – By Geography

## FY 24

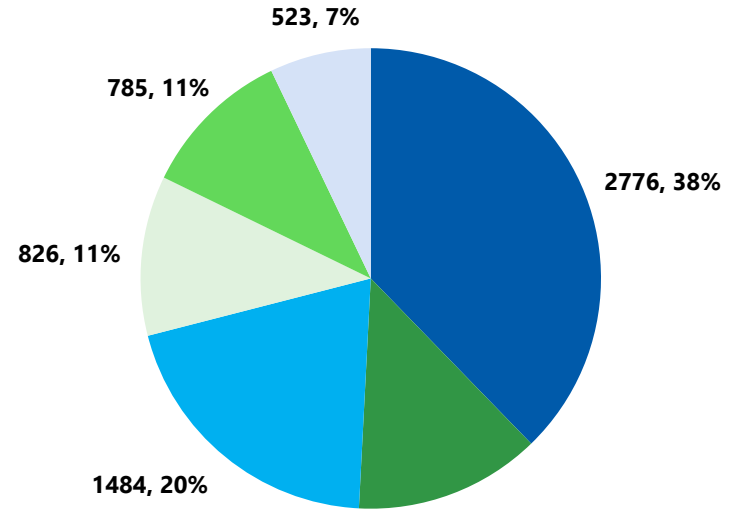
(₹ IN LAKHS)



■ India     ■ Africa     ■ Europe & UK  
■ Asia Pacific     ■ Middle East     ■ USA

## FY 23

(₹ IN LAKHS)



■ India     ■ Africa     ■ Europe & UK  
■ Asia Pacific     ■ Middle East     ■ USA

# Thank You



Building Transparency. Driving Growth.

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**For further information please contact:**

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Email: [cs@irisbusiness.com](mailto:cs@irisbusiness.com)

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