

IRIS Business Services Limited
Annual report 2021-22



Building Transparency. Driving Growth.

Contents

Corporate overview

02	Corporate snapshot
06	Our journey over the years
08	The financial growth story of IRIS
14	CEO's statement
18	Operating review
22	The evolving world of Reg Tech
25	Why SaaS represents the future
30	Case studies
35	The IRIS competitive advantage
37	What our employees have to say about working in IRIS
39	Management discussion and analysis
46	Our Collect business segment
47	Our Create business segment
51	Our founders
52	Our Independent Directors

Statutory section

53	AGM Notice
64	Board's report
88	Corporate Governance report

Financial section

113	Standalone financial statements
188	Consolidated financial statements

Forward-looking statement

In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions should be known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected.

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

XBRL
Data का biodata

“We are entering a new world in which data may be more important than software.”

Tim O'Reilly,
Founder and Chief
Executive officer of
O'Reilly Media



Online Annual report
www.irisbusiness.com

The world is gravitating towards irreversible realities.

Abundance of data. Need for structured information. Extensive compliance commitment. Sustainability reporting mandates extending beyond financial reporting.

At IRIS, we have structured our business around these supposedly disparate realities.

We leverage the use of a structured reporting format customised around the needs of companies.

We empower companies and regulators to file and comply as per globally accepted reporting structures.

We make it easy for companies to be compared to each other based on their disclosures.

We are facilitating the emergence of a global order where companies report data around the same disclosure formats.

We believe that in doing so, we are helping reconcile the different reporting standards of countries into a harmonised commonality.

Corporate snapshot

IRIS Business Services Limited.

A specialised RegTech solution provider.

The only listed SaaS player in India's RegTech space.

Increasingly relevant in a world marked by compliance, reporting and disclosures.

Enhancing reporting ease, reducing compliance costs and improving comparison.

Taking governance ahead.



Background

IRIS Business Services Limited commenced business in 2004. Over the years, the Company evolved as a premier global player in the regulatory technology space. The Company offers services across compliance, data and analytics with products across the information supply chain and data reporting standards (XBRL and SDMX, among others). Over the past five years, the company has successfully transformed from a services-oriented business to a product-led model.



Promoters

IRIS has been founded by Mr. Swaminathan Subramaniam, Mr. Balachandran Krishnan and Ms. Deepta Rangarajan. The promoters initially went into business to fulfill the research requirements and address the data challenges of institutional investors. The promoters possess a cumulative experience of more than six decades and have been together since 1994.



Products and services

IRIS started its journey by providing XBRL-related services and consultancy to domestic and offshore clients. The Company's product offerings are segregated into three segments - Collect, Create and Consume – to enhance customer clarity, selection and solution.



Presence

IRIS is headquartered in Navi Mumbai, India. The Company operates its international business through subsidiaries in US, Singapore and Italy. The Company enjoys a growing customer presence in 44 nations across four continents.



Positioning

IRIS is not a KPO, BPO or an IT services company. The company provides Software as a Service (SAAS), Data as a Services (DAAS) and software products.



Business health

The order book as on March 31, 2022 was ₹67 cr with an ARR of ₹47 cr (₹40.23 cr a year ago). Recurring revenue contributed 78% to the total revenue during the year under review compared to 70% as on March 31, 2021.



Listing

The Company was listed on November 08, 2021 on the Main Board of the National Stock Exchange and Bombay Stock Exchange.

67

Order book

₹ cr
March 31, 2022

400+

Resource strength

Count
March 31, 2022

194

Market capitalisation

₹ cr
March 31, 2022

38.10

Promoter group stake

%
March 31, 2022



Revenue mix by geography

(in ₹ Lakh)	FY21-22	FY20-21
India	2749	2436
Middle East	576	790
Asia-Pacific	400	428
Africa	876	978
USA	334	117
Europe	662	338
United Kingdom	530	628

(in %)	FY21-22	FY20-21
India	45	43
Middle East	9	14
Asia-Pacific	7	7
Africa	14	17
USA	5	2
Europe	11	6
United Kingdom	9	11



Our new logo is a reflection of our intent to pioneer a series of innovations in an increasingly digital and connected world. It retains the familiarity of the brand that has withstood the test of time and helped the Company reach where it is today.



Building Transparency. Driving Growth.

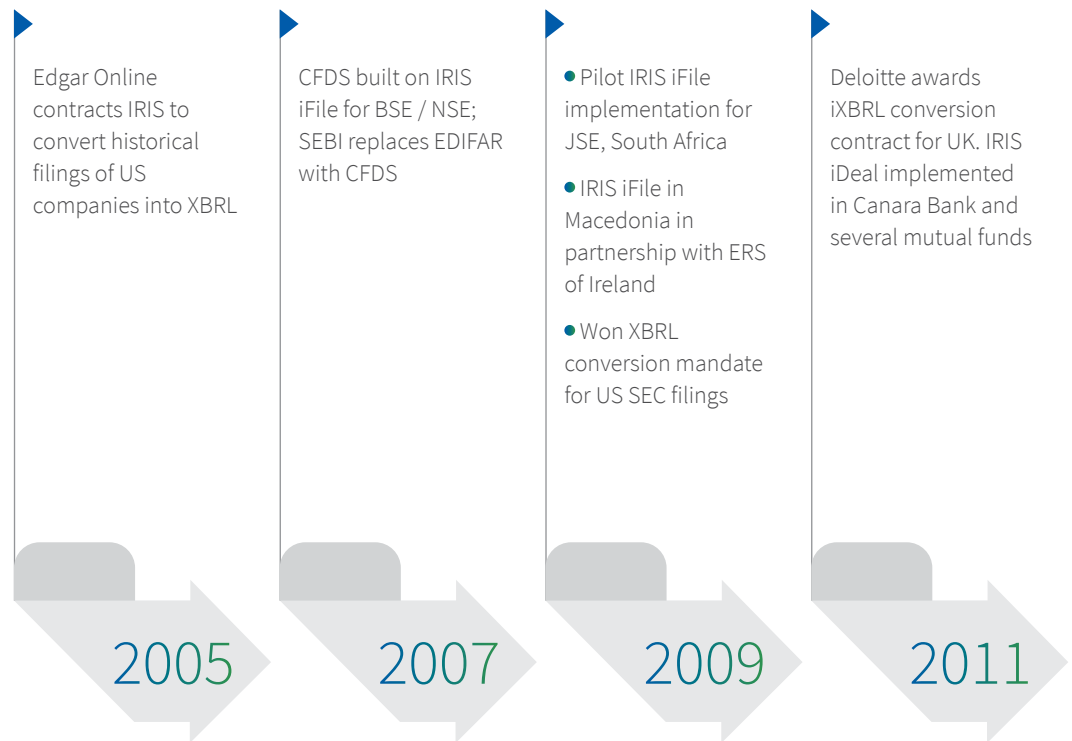
iRIS is an evangelist and pioneer in building regulatory compliance solutions centred around data standards that enhance transparency through cleaner, verifiable and consistent reporting and data sharing. As an expert in the field of regulatory reporting, an innovator building newer solutions and a nurturer retaining its caring nature while providing solutions and services to its clients, our new positioning blends the past, present and future.

Our tagline 'Building Transparency. Driving Growth' builds on our belief that 'compliance is good business' and dovetails our passion to build trust and transparency and drive growth across our markets. We aim to realise this by reimagining compliance in new ways and delivering value through world-class RegTech SaaS solutions.

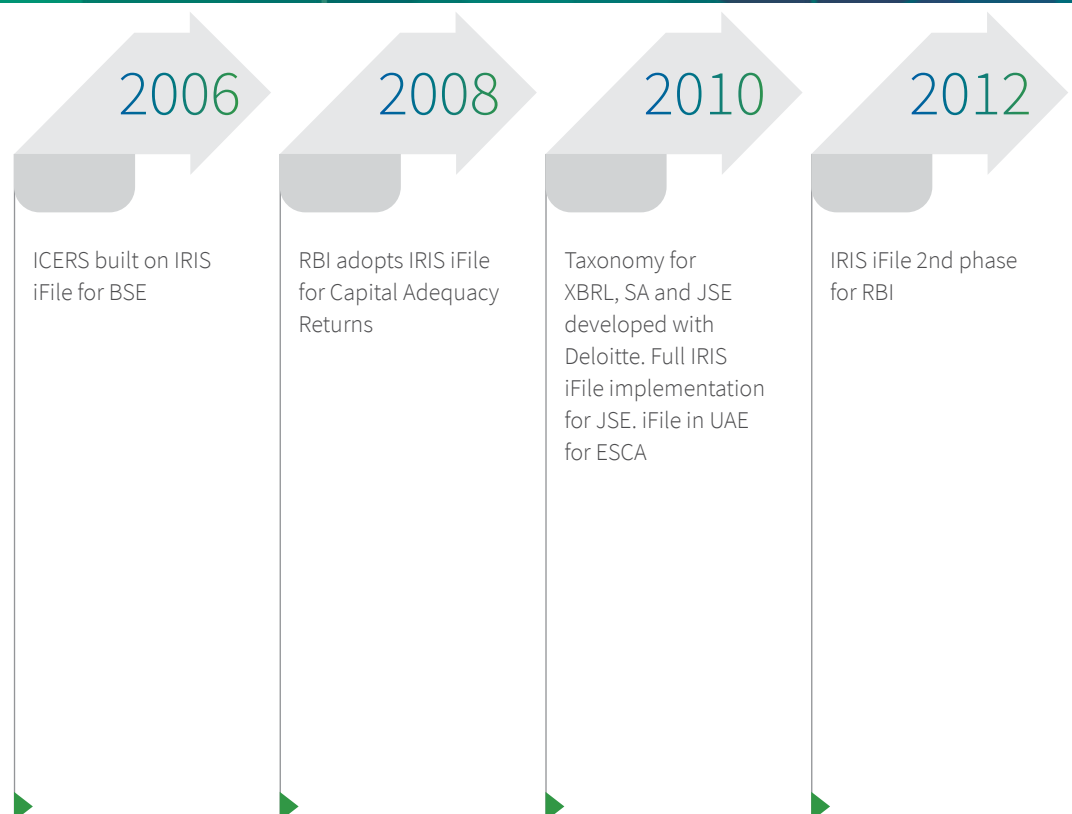
In line with our new corporate logo, we have also made corresponding changes in our product logos.

Product Logos





Our journey over the years



IRIS iFile live at Saudi Arabia's Tadawul Stock Exchange. CARBON: Enterprise SaaS product development begins

2013

IRIS iFile goes live at MCI (Saudi Arabia), DBD (Thailand) and Bank of Mauritius. iFile SaaS model launched for CBRD. Mauritius IRIS iDeal wins first international client. AfrAsia Bank iDeal e-audit solution launched in Turkey

2015

Vice President of India inaugurates SAI Portal built by IRIS. IRIS selected as GSP, launches GST solution. IRIS iFile enters Malaysia, Jordan and the Company reports another win in South Africa

2017

IRIS selected as part of a consortium for the RBI CIMS project. IRIS awarded a contract to build a reporting and analytics platform for the Capital Market Authority, Oman. IRIS CARBON enters the European market for the ESMA mandate

2019

Based on the Federal Energy Regulatory Commission (FERC) XBRL mandate, energy and utilities companies in the United States create and publish inline XBRL quarterly and annual reports using IRIS CARBON.

2021

2014

IRIS iFile goes live in Singapore at ACRA. iDeal gets its 100th customer. Work begins on DCP, Data Analytics Platform. iFile goes live in Qatar

2016

FATCA reporting solution launched for BFSI segment. Early customers for CARBON in US and Italy markets. iFile implementation begins in Kuwait. CMA IRIS iFile 3rd phase for RBI awarded to IRIS

2018

IRIS CARBON enters South Africa to help enterprises meet the CIPC mandate. The Central Bank of Jordan awards a collection platform project to IRIS iFile. Selected as a Company reporting platform for Ministry of Commerce and Industry, Qatar

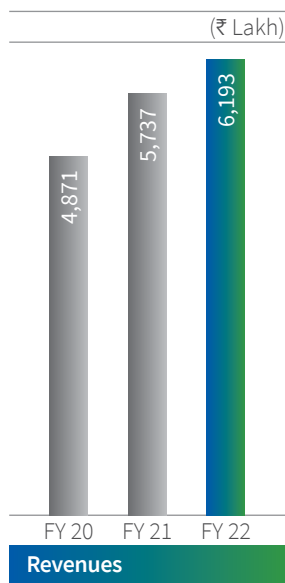
2020

IRIS GST eInvoicing solution launched. Based on the ESMA mandate, companies in Europe create and publish Inline XBRL annual reports using IRIS CARBON. Assurance tool for auditors introduced on IRIS CARBON platform.

2022

IRIS awarded the Invoice Registration Portal (IRP) license. Gap Inc, one of the largest American specialty apparel company, was among the first companies in the US to release its 2021 sustainability report in a digital format using the SASB XBRL taxonomy. GAP used IRIS CARBON for creating its sustainability report in inline XBRL.

The financial growth story of IRIS



Definition

Proceeds generated from the sale of products (net of taxes) in addition to treasury income, if any

Why is this measured?

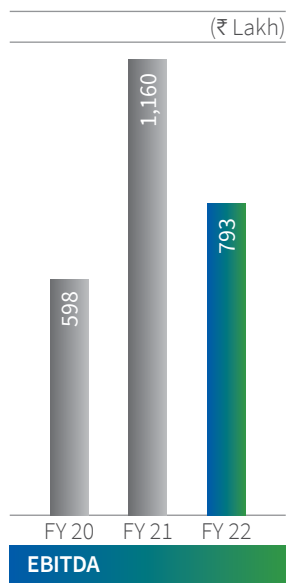
It is an index that showcases the Company's competitiveness in servicing customers with products; can also be used as an index to compare size with other companies

What does it mean?

This indicates the capacity of the company to carve out market presence cum share, a foundation on which to amortise focused costs

Value impact

Aggregate sales increased from ₹5,737 Lakh in FY 2020-21 to ₹6,193 Lakh in FY 2021-22.



Definition

Earnings before the deduction of interest, depreciation, extraordinary items and tax

Why is this measured?

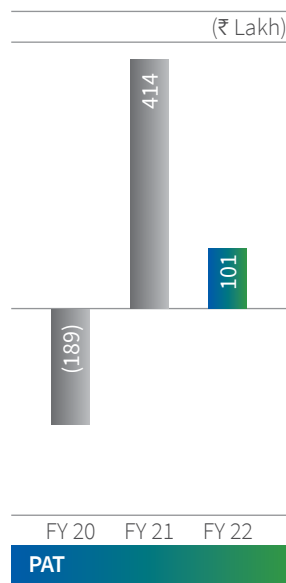
It is an index that showcases the Company's ability to generate a surplus following the expensing of operating costs.

What does it mean?

Helps create a robust growth engine

Value impact

The Company's EBITDA reduced from ₹1,160 Lakh in FY 2020-21 to ₹793 Lakh in FY 2021-22 due to a slowdown in markets and increase in costs



Definition

Profit earned during the year after deducting all expenses and provisions

Why is this measured?

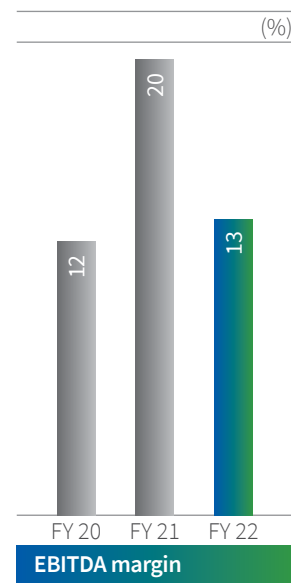
This measure highlights the strength of the business model in enhancing shareholder value

What does it mean?

Ensures that adequate surplus is available for reinvestment.

Value impact

The Company's PAT reduced from ₹414 Lakh in FY 2020-21 to ₹101 Lakh in FY 2021-22.



Definition

EBITDA margin is a profitability ratio used to measure a company's pricing strategy and operating efficiency

Why is this measured?

The EBITDA margin provides a perspective of how much a company earns (before deduction of interest, depreciation and taxes) on each rupee of sales.

What does it mean?

This demonstrates adequate buffer in the business expressed as a percentage, which, when multiplied by scale, enhances surpluses.

Value impact

The Company's EBITDA margin reduced by 700 bps from 20% in FY 2021-22 to 13% in FY 2020-21.