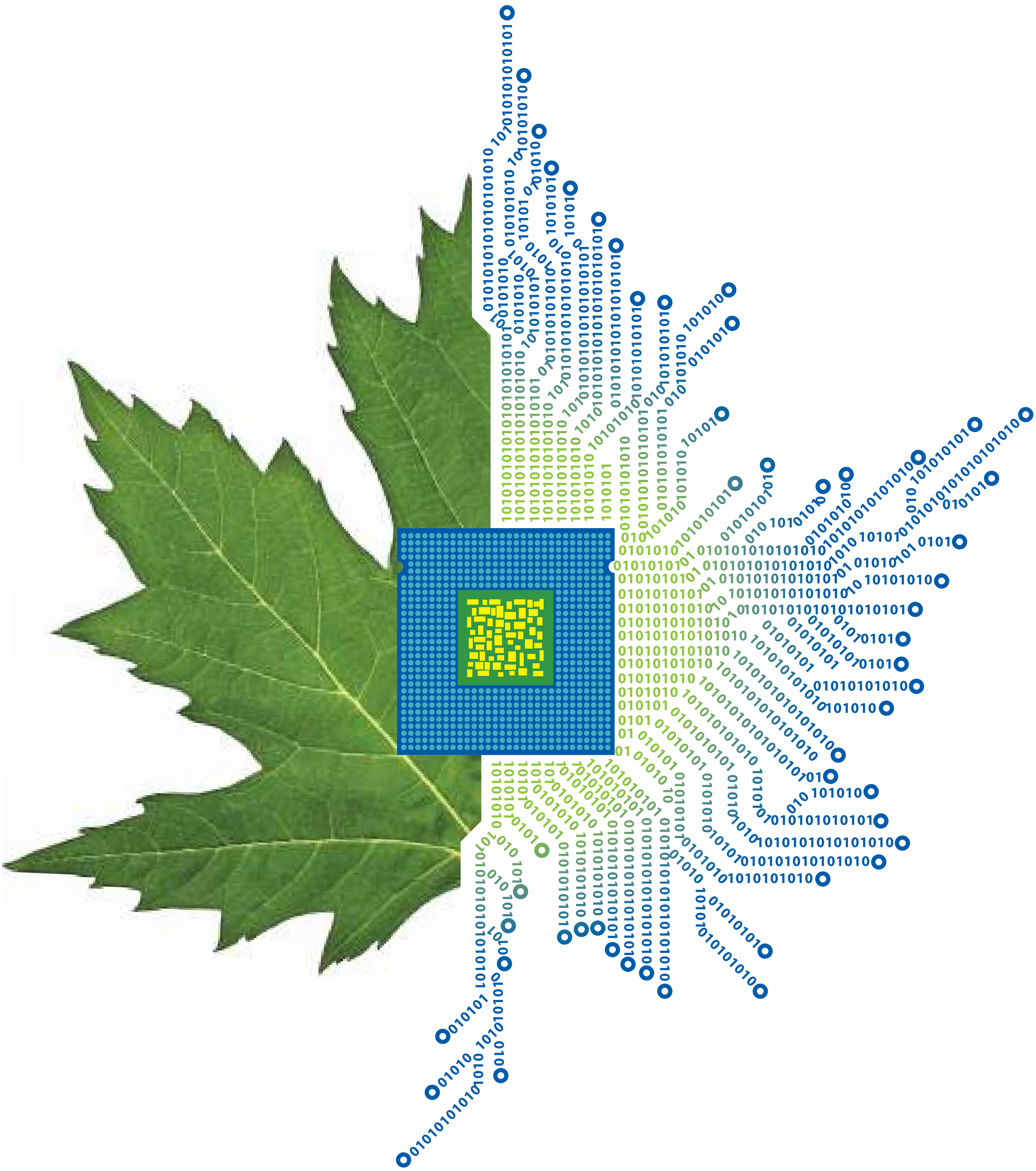
Building Transparency. Driving Growth.

Building transparency. Driving growth.



IRIS Business Services Limited

Annual report 2022-23

Contents

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 known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

iRIS

Building Transparency. Driving Growth.

Our logo was launched in 2021-22. It reflects our intent to pioneer a series of innovations in an increasingly digital and connected world. It also retains the familiarity of the brand that has withstood the test of time and helped the Company reach where it is today.

"Data is a precious thing and will last longer than the systems themselves."

Tim Berners-Lee, inventor of the World Wide Web

Online Annual report
www.irisbusiness.com

Building transparency. Driving growth.

IRIS Business Services Limited is engaged in the business of enhancing organisational transparency.

The company is addressing this reality that is growing in importance the world over, through interventions that are empowering customers to present a credible picture of their operations.

The more this transparency-driven commitment deepens and widens the world over, the quicker could be the company's growth, enhancing value for all its stakeholders.

Corporate snapshot

IRIS Business Services Limited.

The company has been an evangelist and pioneer in building regulatory compliance solutions.

It is a dedicated regtech solution provider and the only listed SaaS player in India's regtech space.

These solutions have been centred around data standards that enhance transparency through cleaner, verifiable and consistent reporting cum data sharing.

IRIS has been an expert in the field of regulatory reporting, an innovator building new solutions and a nurturer while providing solutions and services to clients.

The company is addressing a critical need in a world marked by a growing culture of extensive compliance, wider reporting and deepening disclosures.

The company's products and services are enhancing reporting ease, moderating compliance costs and facilitating comparisons between peer companies.

In doing so, the company is taking the governance-derived respect of its customers ahead and helping enhance stakeholder trust.

Track record

IRIS Business Services Limited was incorporated in 2000. Over the years, the Company has emerged as a global player in the regulatory technology space. The Company's services comprise compliance, data and analytics with products across the information supply chain and data reporting standards (XBRL and SDMX, among others). Over the past six years, the company has successfully evolved from a services-oriented business to a product-led model.

Promoters

IRIS is promoted by Mr. Swaminathan Subramaniam, Mr. Balachandran Krishnan and Ms. Deepta Rangarajan. The promoters ventured into business to provide solutions for research and data challenges of institutional investors. The promoters possess a cumulative experience of over six decades and have been together since 1994.

Products and services

IRIS began its journey by providing XBRL-related services and consultancy to domestic and offshore clients. The Company's product offerings are divided into three segments - Collect, Create and Consume – that help improve customer transparency, standing and competitiveness.

Presence

IRIS is headquartered in Navi Mumbai, India. The Company's international subsidiaries include US, Singapore and Italy. The Company possesses a growing customer presence in 52 nations across five continents.

Positioning

IRIS is not a KPO, BPO or an IT services company. The company's services comprise Software as a Service (SaaS), Data as a Service (DaaS) and software products.

Business health

The company's order book as on March 31, 2023 was ₹120 cr with an annual recurring revenue of ₹55.42 cr (₹47.57 cr a year ago). Recurring revenue contributed 75% to the total revenue during the year under review compared to 78% on FY 2021-22.

Listing

The Company was listed on November 08, 2021 on the Main Board of the National Stock Exchange and Bombay Stock Exchange. The company's total market capitalisation was ₹136.69 cr as on March 31, 2023.

Order book
120
₹ cr, March 31, 2023

Resource strength
440+
Count, March 31, 2023

Market capitalisation
136.69
₹ cr, March 31, 2023

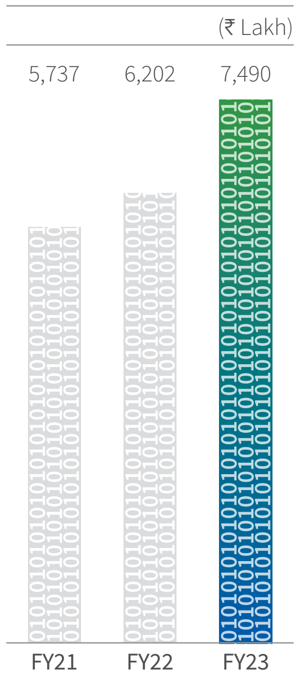
Promoter group stake
37.82
%, March 31, 2023

Revenue mix by geography

(in ₹ Lakh)	FY 2022-23	FY 2021-22
India	2,776	2,749
Middle East	785	576
Asia-Pacific	826	400
Africa	963	873
USA	523	334
Europe	875	664
United Kingdom	609	530

(%)	FY 2022-23	FY 2021-22
India	38	45
Middle-east	11	9
Asia-Pacific	11	7
Africa	13	14
USA	7	5
Europe	12	11
United Kingdom	8	9

The financial growth story of IRIS



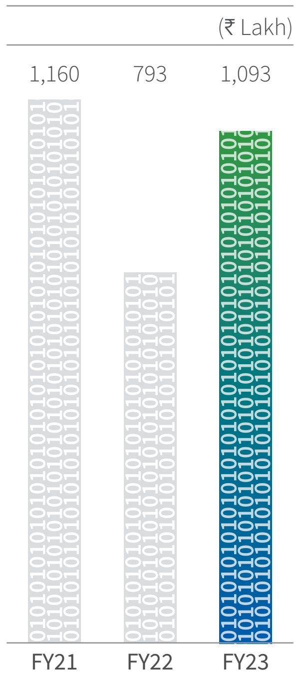
Revenues

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; it 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 costs

Value impact
Aggregate revenues increased from ₹6,202 Lakh in FY 2021-22 to ₹7,490 Lakh in FY 2022-23.



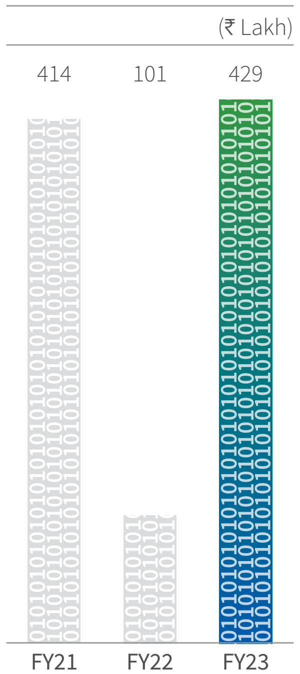
EBITDA

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 increased from ₹793 Lakh in FY 2021-22 to ₹1,093 Lakh in FY 2022-23



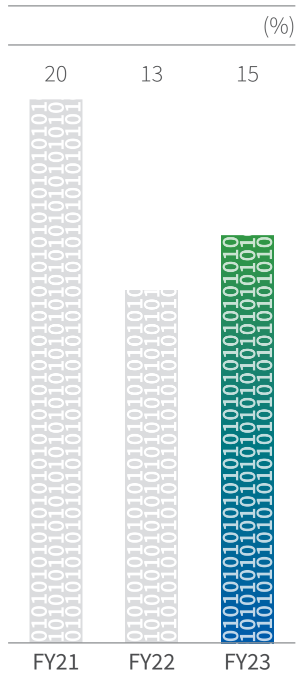
PAT

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 increased from ₹101 Lakh in FY 2021-22 to ₹429 Lakh in FY 2022-23.



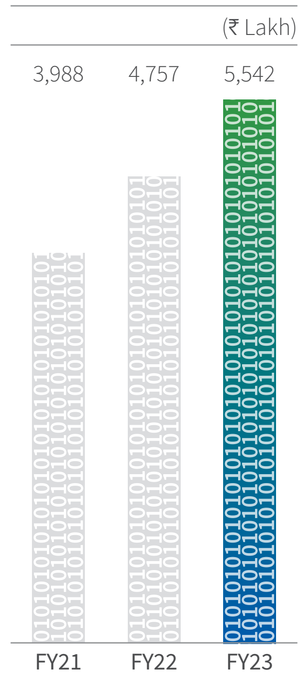
EBITDA margin

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 increased by 200 bps from 13% in FY 2021-22 to 15% in FY 2022-23.



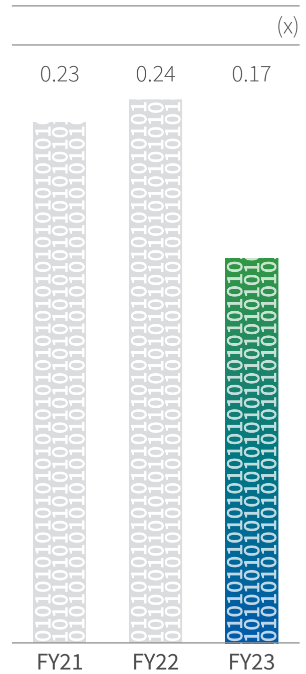
Annual recurring revenues

Definition
It is a portion of the company's revenues that is expected to continue in future

Why is this measured?
It enables a measurement of the company's progress and is a reasonable estimate of future growth

What does it mean?
Enhanced ARR provides a better chance to attract investors as it is an indicator of sustainable business health.

Value impact
Recurring revenues increased 16% to ₹5,542 Lakh in FY 2022-23 compared to ₹4,757 Lakh in FY 2021-22. Recurring revenues contributed 75% to the total revenue in FY 2022-23 compared to 78% in FY 2021-22



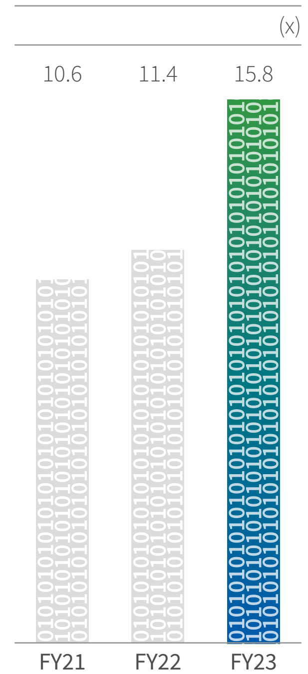
Gearing

Definition
This is derived through the ratio of debt to net worth

Why is this measured?
This is a defining ratio of a company's financial solvency

What does it mean?
This measure enhances a perception of the borrowing room within the company; the lower the gearing, the better.

Value impact
The Company's gearing decreased marginally by 70 bps



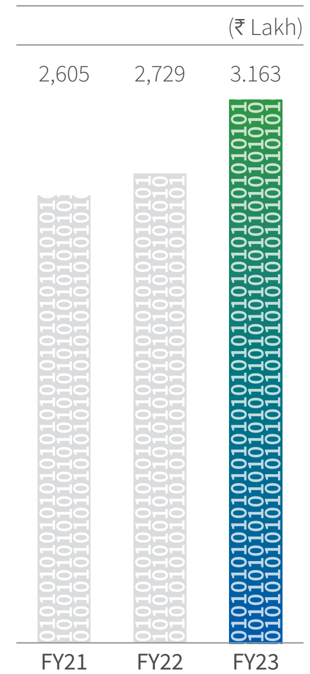
Interest coverage

Definition
This is derived through the division of EBITDA by interest outflow

Why is this measured?
Interest cover indicates the Company's comfort in servicing interest – the higher the better.

What does it mean?
A company's ability to meet its interest obligations, an aspect of its solvency, is arguably one of the most important factors that shareholders consider.

Value impact
The Company's interest cover strengthened by 440 bps during the year under review.



Net worth

Definition
This is derived through the accretion of shareholder-owned funds

Why is this measured?
Net worth indicates the financial soundness of the company – the higher the better.

What does it mean?
This indicates the extent of shareholder funds available within the company to grow the business

Value impact
The Company's net worth strengthened attractively during the year under review.

Our footprint

Our global footprint comprising prominent clients spread across the world

52
Countries of presence

30+
XBRL projects

Our prestigious clientele

Business registries

- Accounting and Corporate Regulatory Authority (ACRA), Singapore
- Corporate and Business Registration Department (CBRD), Mauritius
- Companies and Intellectual Properties Commission (CIPC), South Africa
- Ministry of Commerce and Industry (MCI), Qatar
- Ministry of Commerce and Investment (MCI), Saudi Arabia
- Suruhanjaya Syarikat Malaysia (SSM), Malaysia

Capital market regulators

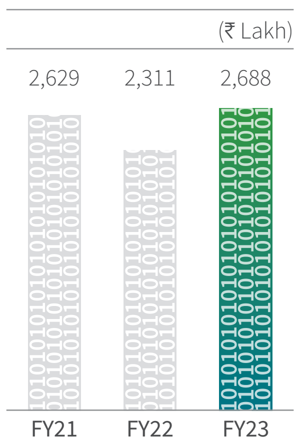
- Amman Stock Exchange
- Kuwait Boursa
- CMA Kuwait
- ESCA UAE
- SEBI
- Tadawul Saudi Arabia
- Qatar Stock Exchange
- CMA Oman
- Abu Dhabi Securities Exchange
- Dubai Financial Market
- SCM, Malaysia

BFSI regulators

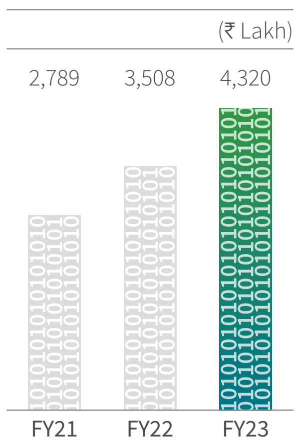
- Reserve Bank of India
- Bank of Mauritius
- QFCRA Qatar
- Central Bank of Jordan
- Nepal Rashtra Bank
- Royal Monetary Authority, Bhutan
- South African Reserve Bank

Filers / Enterprises

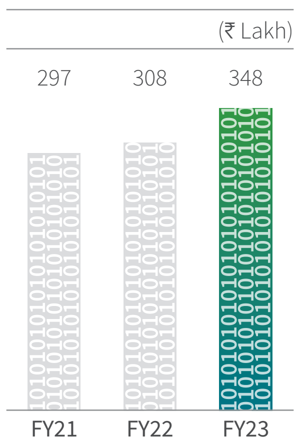
- 1&1 Drillish, Germany
- Aegon , UK
- Bajaj Auto, India
- Basware, Finland
- Bergen Bio SA, Norway
- Bidvest, South Africa
- BMW, South Africa
- Bpost, Belgium
- British American Tobacco, South Africa
- Collector AB, Sweden
- Colruyt Group, Belgium
- Dermapharm SE Germany
- Digi Communications, Romania
- Eesti Energia AS, Estonia
- ENI spa, Italy
- Friwo, Germany
- HDFC Bank, India
- Hellenic Bank, Cyprus
- ICICI Bank , India
- KBC Bank NV, Belgium
- Kinder Morgan Inc US
- Kotak Bank, India
- Larsen & Toubro, India
- Nordecon, Estonia
- Old Mutual Limited, South Africa
- PETROL, Slovenia
- Reliance Industries Limited, India
- State Bank of India
- Tata Motors, India
- VP Plc , UK



Collect business



Create business



Consume business

IRIS. Right product. Right place. Right time.

India's only listed SaaS company in the regtech space

Overview

IRIS Business Services Limited is at the right place and at the right time.

There is a growing incidence of companies being appraised by their governance commitment in the modern world. The 'what' of performance has been replaced by the 'how' of achievement. Governance is being increasingly influenced by enhanced disclosures, digitalised filings and increased reporting. Besides, there is a concurrent need for organisations to moderate filing and disclosure costs, warranting the use of modern technologies.

This explains why regtech and Software as a Service (SaaS) have emerged as game-changers in today's world. The complement of these cutting-edge technology developments is enhancing reporting convenience and moderating compliance costs.

IRIS is the only Indian listed company to have reconciled these two capabilities - regtech and SaaS - into its consolidated business model. The company is at an attractive cusp that promises sustainable growth in the face of a large untapped market that seeks to graduate to modern reporting technologies.

CEO's address

"Over the last 5 years, the company fundamentals have only improved steadily."

Swaminathan Subramanian,
Chief Executive Officer

Five years.

It has been five financial years since we went public, which makes this a good moment to reflect on the past and take a peek into what the future possibly holds. Past tense, future bright is how I would describe it.

I look back with a huge sense of accomplishment. I am proud of what we have achieved with the limited financial resources at our disposal. When we embarked on our journey and talked about standards based digital reporting, investors laughed us out of their offices. Even today, serving 6200 customers across 52 countries as we do, it is still a struggle to get investor attention.

Many of our shareholders are puzzled that while on the one hand we claim to be doing such impacful work, our story continues to go largely unappreciated. For them, only one thing matters and that is the returns they make on their investment in IRIS, which, in recent times, has been nothing to crow about.

As promoters of the company, we do not trade in the market to influence the stock price. We recognise that the absence of listed peer group companies which IRIS can be benchmarked against makes it difficult for any investor seeking to make comparisons.

Perhaps there are some insights that investors can glean from Workiva which is listed on NYSE. For us they are the company to emulate. The company chalked up revenues of USD 538 million last year but is loss making. I would recommend to our investors to study Workiva to appreciate what is possible at IRIS if we had the resources.

As CEO, while I am certainly mindful of the stock price, my focus is only on improving the company's operating metrics. It is not for me to comment on the stock price or its movement, that is driven by the collective wisdom of the investing community. My responsibility is to provide our investors with a sense of where we are headed.

Given how little we have had to work with, I think we have done very well. Pre-IPO we clocked revenues of ₹27 cr and were loss making. Last year, we closed with all time high revenues of ₹75 cr, PAT of ₹4.29 cr and EBITDA of ₹10.93 cr. Five years ago, we were a services provider or a KPO. Since then we have pivoted to products, mostly delivered in a SaaS mode. This past year, our recurring revenues, most of which comes from our SaaS offerings stood at a healthy ₹55 cr.

Could we have done more? Yes, if Covid had not struck. Yes, if we were funded better.

As a company, we have been to hell and back. Pre-IPO, we faced an uncertain future. Today we are on solid ground, in fact the strongest we have ever been in the history of the company. The funds raised in the IPO helped us turn around the company's fortunes. If today, we are facing the future with confidence, it is in large measure due to the faith reposed in us by those that subscribed to the IPO, we owe each of those investors a huge debt of gratitude. Most of our IPO subscribers continue to stay as shareholders which speaks volumes of their assessment of the company's future prospects.

So then, what do any of them see in us that most others don't? Our savvy investors know that we are not an IT services company. They also know that we are not an IT enabled services (ITeS) company either. They know that we are one of a kind in India. That makes our business difficult to decipher. So, they look at Workiva. We do too, for inspiration.

Our business

IRIS operates through 3 business segments, Collect, Create and Consume, each of which is actually a multi billion dollar opportunity.

Through the Collect segment, which analysts refer to as Suptech, we serve over 30 regulatory customers including central banks like RBI in India, stock exchanges like ADX and DFM in the UAE and business registries like ACRA in Singapore. We help these regulators collect data from those they regulate.

Over 6200 enterprise clients are users of one or more of our suite of offerings that make up the "Create" segment of our business, referred to as regtech. You will see that our client is a list of companies large and small, including familiar ones BMW, Nigerian multinational Dangote, L & T, Reliance Industries and Renault, to name a few. They subscribe to our software to generate their regulatory submissions. This is our fastest growing part of our business, the products are largely delivered as SaaS offerings.

And then there is the Consume Segment which analysts would refer to as datatech in their world. We have two sets of offerings, data and software. I would invite you to download our mobile app called IRIS Peridot which will help you verify the GST compliance status of any business in India. Some 15 Lakh MSMEs have downloaded IRIS Peridot of which 5 Lakh are regular users.

Then there is CRILC, a household name in the Indian banking system, developed by us for the RBI. I cannot overstate the importance of CRILC in transforming the Indian banking system, rendering it the strongest it has ever been since independence.

We also have a repository of data from which we are helping launch a myriad of data led applications ranging from lending to a lot else.

The foundation has been laid for the next phase of growth of the company. The presence of referenceable customers who are proof of a product to market fit of each of our products gives us reason to believe that the future is indeed bright.

Early days

Let me take you back to when we got started. Our life stared as a KPO, riding a US SEC mandate directing public companies to make their disclosures in an open source information reporting standard called XBRL or eXtensible Business Reporting Language. The motivation of the SEC in promulgating this mandate was to usher in transparency and to enhance discoverability of information in a digital world.

In the days prior to the SEC mandate, it was well-known that IRIS housed the most experienced XBRL team in the world. We had been working on XBRL since 2004 when we partnered Edgar Online to help create the world's first database of US company financials in XBRL. We had also developed a tool called IRIS Proton that our services team used for the conversion of historic filings into XBRL.

Today we are on solid ground, in fact the strongest we have ever been in the history of the company. The funds raised in the IPO helped us turn around the company's fortunes. If today, we are facing the future with confidence, it is in large measure due to the faith reposed in us by those that subscribed to the IPO, we owe each of those investors a huge debt of gratitude. Most of our IPO subscribers continue to stay as shareholders which speaks loudly of their assessment of the company's future prospects.

So, when the mandate was rolled out, several service providers in the US reached out to us, asking if we would partner them. We went with a financial printer by the name of Merrill Corporation.

Over the next few years, the bulk of our revenues would come from helping US public companies, all of whom were clients of Merrill Corp, convert their 10 Qs and Ks into the XBRL format as required by US SEC. We were the captive back office of Merrill Corp. With our conversion services team rising to the task of delivering error free filings, it was not long before we were trusted by Merrill with filings of some of their most prized clients such as Citibank, AIG, 3M and so on.

Things were going well until a company called Workiva emerged on the scene to disrupt the market for compliance solutions. By the time the established players, all of whom were financial printers, woke up, Workiva had walked away with a large chunk of the market.

We never feared for our future. While we were resigned to a fall in revenues due to the parting of ways with Merrill, we had other business lines that we hoped would chip in to keep us growing. But as we would discover over the next few months, that was simply not enough.

Our client, MerrillCorp to was taken by surprise, they found their turf threatened. The teams from Merrill and IRIS went into a huddle and determined that we needed to have an offering that would rival Workiva's. We concluded that the time had come to move from the desk top based solution that IRIS Proton was, to a collaborative cloud based platform to create compliance filings. IRIS Carbon was born.

At IRIS, as work began on IRIS Carbon, we realised that once we took the product route, we could not continue to be exclusive to Merrill. Merrrill too umderstood our concerns. We knew that if we parted ways with Merrill, it would be difficult for us to enter the US market. We simply did not have the financial muscle to do so.

I have vivid memories of that rainy afternoon in Chennai when we finally decided to amicably part ways with Merrill. We agreed that we would let them take over the services work in a phased manner over the next two years, we committed to them that they could turn to us for help even thereafter. We had bitten the bullet.

As we were leaving the meeting with Merrill, I was reminded of a story told about Mr. Narayana Murthy. He is often quoted as saying that the decision to walk away from the GE business was the turning point for Infosys. This was our own Infosys GE moment. The soft-landing that we had mutually worked out with Merrill would keep us in play for the next two years. We had no clue as to what lay beyond for our services business or even the company as a whole. The year was 2013.

What gave us confidence was that we were supremely confident of our own capabilities. While we were hopeful that the US opportunity would not be a lost case, we felt that it was only a matter of time before every regulator in the world would embrace XBRL. Regulators would need software, as would enterprises. We created a crack team to identify and develop products for regulators, knowing that we already had Proton to serve the need of enterprises.

Till today, our business model continues to be unique in as much as it combines Collect, Create and Consume under one roof. Being one of the early movers, we were approached by regulators in countries as far apart as Macedonia and Singapore to help them with their XBRL rollout. In India, we won the confidence of BSE, SEBI, RBI and MCA, all of whom signed up as clients. The technology was new and each of them was getting into this blind, knowing that XBRL rollout had started in the US, China, Japan and a few other countries and not wanting to be left behind.

If clients were enthusiastic, investors were not. To fund product development, we had gone out seeking investments but the door was slammed on our face by every VC that we approached. The irony of the situation where customers showed more enthusiasm to adopt new practices than investors were willing to fund was not lost on us. The fact that we had signed up so many regulators meant nothing to them. The full import of XBRL adoption was not appreciated by them which is how it continues to be to this day. Being an early mover has its downside. It took us more than 2 years to close a small round of ₹7.5 cr which came our way in 2010.

Living on the edge

We never feared for our future. While we were resigned to a fall in revenues due to the parting of ways with Merrill, we had other business lines that we hoped would chip in to keep us growing. But as we would discover over the next few months, that was simply not enough.

Our US aspirations could not be realised in the absence of a sales team. We needed funds. Product development was work in progress and to mount a good marketing campaign would require a war chest. Investor after investor turned us down. Few had heard of XBRL. those that gave us a meeting refused to entertain us once we told them that revenues from Merrill would dry up within two years.

But we were optimistic. Employees made huge sacrifices by taking salary cuts and agreeing to defer their salaries to keep the company afloat. I for one stopped taking a salary altogether, announcing that I would not draw a salary until all employee dues were cleared. We were confident that it would be only a matter of time before we found an investor who would be willing to back us, an investor who would recognise the value of what we had built. Instead, even our existing investor started worrying if he would be able to recoup his investment in IRIS. We may have been down but we refused to shut shop. The employees saved the day. Many of them knew the importance of our work for RBI all other regulators that had come to depend on us, failure was not an option. Even if each of us had to pay a huge cost, personally.

Then came GST

It was around this time that the government announced the GST mandate. IRIS became one of the first to be awarded the status of a GSP or a GST Suvidha Provider. Our existing investor recognised that this could well be the opportunity for us to emerge from the crisis that engulfed us. He took the initiative to bring an investor to the table. That's when we had a brainwave. What if we took the company public, we asked them. They approved and it was not long before we started trading on the SME platform of the BSE as IRIS.

In so doing, we created a record which will be hard to beat. Our IPO happened in record time. It helped that we have always ensured that we adhered to best practices in governance. We also had enough goodwill among the investing community to be able to raise the full ₹16 cr that we sought to raise through the IPO with just a few phone calls.

We have not looked back since.

So, today, when we look back, we are thrilled at how far we have come with minimal resources. In a world where people are advised to either succeed fast or fail fast, we have held on, we laboured on. Today we live to tell the tale of our survival. That would make us a cockroach, I suppose, having demonstrated our ability to survive even an existential crisis. Just so that you know, the total equity infusion since the beginning was under ₹24 cr or USD 3 million. That is less then what today's startups raise to develop an MVP. I hope you are able to appreciate the enormity of our achievement.

We are future ready

Over the years we have had to plough a lonely furrow as is the lot of innovative companies, I suppose. Through all the rejections and rebuffs, it is our perseverance, our hang in there attitude that has worked for us. We take a huge amount of pride in our work especially when it strengthens the ecosystem as has happened with the RBI. We are a customer obsessed company as our own clients tell us in survey after survey.

Which is how we closed this past year with the highest sales ever in the history of the company. Revenues since IPO has jumped almost 3 fold. We are profitable. Today we face the future with confidence. With 6200 + customers across 52 countries to back us up, we are future ready.

Our pivot to products started before the IPO. The process gathered momentum post IPO. Over these five years, we have pivoted and emerged as a highly respected software products firm serving the compliance needs of regulators and enterprises alike, of enterprises large and small. Most of our revenues coming from our SaaS offerings which are made by us in India, for the world.

Looking ahead

We are confident that it can only get better for IRIS in the days ahead. The opportunities that we are hoping to profit from are several.

- IRIS CARBON's O365 based Disclosure Management which has just been launched opens up an adjacency for our enterprise business in a global market which is estimated to be upward of USD 700 Million currently and estimated to grow at a CAGR of ~ 18% by 2027. Our new offering allows us an opportunity to extend deeper into the Office of the CFO, and to reach across a wider spectrum of enterprises across the globe.
- The ESG mandate covers more than 1,00,000 companies world wide. We are confident that many of the 6200 enterprise clients we presently serve would use IRIS Carbon to make their ESG submissions.

We are also hopeful that we will be able to acquire more customers outside of our existing client base too.

- The other mandate that we expect to benefit from is the ACFR initiative of the US government. Some 1,10,000 local government bodies are required to file in XBRL once the mandate kicks in. Having executed pilot projects in several states, we are well positioned to grab a reasonable market share.
- On the Collect part of the business, we see an acceleration in the deployment of digital disclosure platforms especially in Africa. Several country regulators are already in discussion with us, some of them have issued RFPs and invited us to respond.

Through all the rejections and rebuffs, it is our perseverance, our hang in there attitude that has worked for us. We take a huge amount of pride in our work especially when it strengthens the ecosystem as has happened with RBI. We are a customer obsessed company as our own clients tell us in survey after survey.

- We also see the Consume segment beginning to throw up new revenue streams. We have already made a beginning serving data APIs to MSME lenders in India, we see this accelerating in the days ahead.

Swaminathan Subramanian,
Chief Executive Officer

Operating review

"The material improvement in the order book gives us the confidence that our growth trajectory is shifting upward and the pandemic induced slowdown is well behind us"

K. Balachandran, Chief Financial Officer,
reviews the performance of the company in 2022-23

Q: Were you pleased with the performance of the company during the year under review?

A: The performance represented a good improvement over the previous financial year when decision making was affected by smaller pandemic-induced budgets. After two challenging years, the company returned to its secular growth rate, reporting an increase in revenues by around 21%. By the virtue of slower fixed cost growth , EBITDA grew by 38% and there was an increase in EBITDA margin from 13%. to 15%. as well. The core of the business that had been protected during the pandemic now began to reassert itself and I am pleased to report that the company reported ₹10.93 cr in EBIDTA and ₹4.29 cr in PAT during the last financial year.

Q: What reasons were responsible for the improvement in performance?

A: There are a few reasons that contributed to the improvement in our financial performance. One, our 'Collect' business swung back, recording a growth of 18%. It is worth noting that due to the pandemic-induced situation, this business segment revenues had declined by 12% in the financial year FY 2021-22. Moreover, the "Create' segment continued its robust performance by clocking a 23.1% growth in revenues. The company generated significant orders from regulators that came in during the latter part of the year. The result is that the 'Collect' business visibility materially improved and there is room for optimism.

Separately, the company continued to see good performance from its enterprise SaaS business, which has recorded steady growth and benefits from the plough back from surpluses generated from the 'Collect' business. We continue to enhance the features of the flagship product offering IRISCarbon and integrated a step backward with the introduction of the disclosure management module that improves reporting efficiency in the office of the Chief Financial Officer.

Q: What is the principal message that you seek to send out to your stakeholders?

A: The message is that your company appears to have reached an inflection point. For the last few years, the company grew revenues at around 18%. year on year (expenses grew at around 12%.). Right now, my sense is that the company is poised to graduate to the next orbit with an annual revenue growth well north of our historical trend. This superior growth is expected to be derived from better fortunes in the 'Collect' business coupled with higher customer addition in our enterprise SaaS business and an increased share of the customer's wallet. This optimism is also coming from the potential of the Disclosure Management module that can also address the ESG mandate starting with Europe. This will nevertheless require an increased investment in sales and marketing.

Q: What was the company's order book like during the year under review?

A: The company's order book was around ₹120 cr at the close of the last financial year, an 85%n increase over the previous year, largely derived from an increase in orders from our Collect business. It would be relevant to indicate that our ten largest customers accounted for a little less than 40%. of our overall revenues. There will be an attempt to broad-base our customer mix with the objective to reduce the customer concentration risk, even as the proportion of lumpy orders may not immediately decline.

Q: What is the external environment that is likely to catalyse the company's performance?

A: There are a few catalysts on the horizon: following the pandemic, there is a priority among regulators to enhance the refresh of technology platforms in line with sweeping digitalisation; there is a priority in the aggregation of non financial data to enhance ESG reporting, which is now being seen as one of the key parameters by which companies are appraised; there is a greater role of automation in information aggregation versus manual collection, which enhances prospects for our business.

Q: What are some realities of FY 23 that you would like to bring attention to?

A: The first point is that there has been a substantial improvement in our operating cash flows (as distinct from profits), which also indicates a better control on receivables. It is worth noting that a good part of salary payables to the promoters were paid in FY 2022-23, following improved liquidity. The management is also optimistic that the improvement in revenues and cash flows should translate into improved credit rating.

Q: What is the conclusion you would like to leave for your shareholders?

A: We believe that the company is graduating to the next orbit. There is a stronger traction coming out of USA and Europe, catalysed by an increased emphasis on stronger reporting by regulatory authorities. The company will not only address this upturn but also seek opportunities in the other markets. The priority at the company is to go out and market better with the objective to sustain annual growth at a rate higher than the historical average. This holds out prospects of sustainable profitable growth – where profit growth is higher than revenue growth over the long run – that could translate into enhanced value for our stakeholders.

The IRIS culture of innovation

'Passion' best describes the IRIS approach to technology.

This passion is evident in our product-driven technology development. In this direction, innovation is encouraged at every level; talent is encouraged to walk the extra mile to deliver innovative solutions.

The company possesses extensive knowledge of the underlying architecture and functionalities. Moreover, hands-on technology development provides the company with a deep understanding of process complexity.

This makes it possible to provide efficient support and timely updates to clients, deepening relationships. Colleagues at IRIS are empowered to respond with speed to customer needs, address issues and enhance the platform to stay ahead in an ever-evolving regulatory requirement.

One of the key features of our IT strategy is the emphasis on data security. Since we have a control over the entire development process, we can implement robust security measures and adhere to stringent data protection protocols. This allows us to safeguard sensitive client information, ensuring compliance with relevant regulations and minimising data breach risks.

IRIS built on this strategy during the year review following the implementation of Microsoft's Active Directory; this allowed centralised and controlled access to data depending on the employee's designation and domain within the organisation.

We expect automation to positively impact the international regtech market as a number of regulators leverage automation tools to convert data into a structured format. This will help eliminate the complexity in complying with a number of different rules and regulations, while making regulatory filing more user-friendly. The company expects Large Language Model-based artificial intelligence techniques to boost opportunities in the sector.

PKX Thomas
Chief Technology Officer

Competitive advantage

What makes IRIS different

Regtech

Strategy: The company's diverse Board composition serves as effective check and balance

Commitment: The company will focus on long-term business growth instead of short-term gains

Expertise: The company will focus on regtech through SaaS offerings

Conservative: The company resists utilising promoter's equity stake to grow the business, safeguarding promoter interest

Discipline: The company's business is driven by cost austerity, cross-segment funding lines and remaining viable across market cycles

SaaS focus

Subscription-based product

Low upfront cost for the customer

One-time product development costs

Margins traction after a sales threshold

Multi-year customer engagement

Possibility of creating a multi-year cash-rich business

Business adjacency

Revenues from products increasing steadily

Increase in annuity revenues from ₹4,757 Lakh in FY 2021-22 to ₹5,542 Lakh in FY 2022-23

Attracted innovation-driven software engineers focused on product creation

Product 'ownership' enhanced people retention

Costs moved up marginally, while revenues increased faster through enhanced systemic productivity

Business growth strategy

Geographically spread, scaling growth

Increasing growth opportunity; limited XBRL competition

Strategically positioned to benefit from price points, customer credibility and quality services

Greater investment in sales and marketing to widen the geographic footprint

Enhance annual recurring revenue and annuity-like incomes

Strengthen the Create business for shorter duration of receivables

How SaaS companies are being appraised

- Annual recurring revenue
- Lifetime value
- Customer churn
- Net promoter score
- Net revenue retention rate
- Customer acquisition cost