

Date: 4th May, 2023

To
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra(E)
Mumbai-400051
NSE Symbol: IRISDOREME

Sub: Outcome of the Board Meeting dated 4th May, 2023
Ref: Disclosure under regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

With reference to the above, this is to inform you that the Board of Directors at their meeting held today i.e., 4th May, 2023 had considered and approved the Audited Financial Results for the quarter and year ended 31st March, 2023.

In this regard, enclosed please find herewith the followings:

- a) Audited Financial Results of the Company for the quarter and year ended 31st March, 2023 along with Auditors Report.
- b) Declaration pursuant to Regulation 33(3)(d) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for unmodified opinion.
- c) Declaration by Managing Director and Chief Financial Officer of the Company pursuant to Regulation 33(2)(a) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- d) Press release about the above financial results.
- e) Investor Presentation.

The meeting commenced at 5:00 p.m. and concluded at 6:00 p.m.

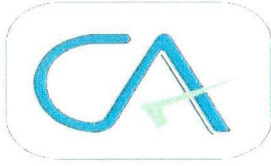
Kindly take the same on your records.

Thanking You.
Yours faithfully,
For Iris Clothings Limited

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Santosh Ladha
Managing Director
(DIN: 03585561)

Iris Clothings Limited
Encl. As above



AMK & ASSOCIATES
Chartered Accountants

Stesalit Tower 303, 3rd Floor
E 2-3, Block EP & GP
Sector V, Salt Lake
Kolkata-700091
Ph- 033-40697147

Sunshine Tower, 7th Floor,
Unit No.: 716,
Senapati Bapat Marg, Dadar (West)
Mumbai- 400013
Ph- 022-24322838

Independent Auditor's Report

**To,
The Board of Directors
Iris Clothings Limited**

Report on the audit of the Financial Results

Opinion

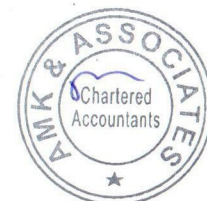
We have audited the accompanying statement of quarter and year to date financial results of Iris Clothings Limited for the quarter ended 31st March, 2023 and the year to date results for year ended 31st March, 2023, the statements of Assets and Liabilities and the statement of cash flows as at and for the year ended on that ("the Statement"), being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

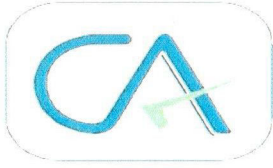
In our opinion and to the best of our information and according to the explanations given to us these quarter ended financial results as well as the year-to-date results:

- i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and
- ii. give a true and fair view of net profit, the other comprehensive income and other financial information for the quarter ended 31st March 2023 as well as the year-to-date results for the period from 1st April 2022 to 31st March 2023 and the statement of assets and liabilities and statement of cash flow as at and for the year ended on that date.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013, as amended ("the Act"). Our responsibilities under those Standards are further described in the "Auditor's Responsibilities for the Audit of the Financial Results" section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion.





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Management's Responsibilities for the Financial Results

The Statement has been prepared on the basis of the annual financial statements. The Board of Directors of the Company are responsible for the preparation and presentation of the Statement that gives a true and fair view of the net profit and other comprehensive income of the Company and other financial information in accordance with the applicable accounting standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the Statement, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

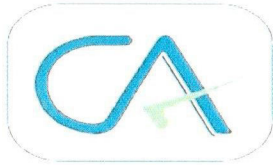
The Board of Directors are also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Results

Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Statement.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit.





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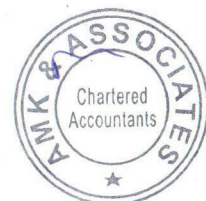
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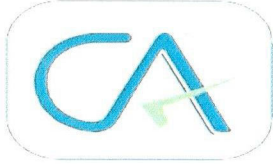
We also:

- Identify and assess the risks of material misstatement of the Statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure, and content of the Statement, including the disclosures, and whether the Statement represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.





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Other Matters

The Statement includes the results for the quarter ended March 31, 2023 and March,31, 2022 being the balancing figure between the audited figures in respect of the full financial year ended March 31, 2023 and March 31, 2022 and the unaudited financial results for the nine months ended on 31-12-2022 and 31-12-2021 respectively, which were subjected to a limited review by us, as required under the Listing Regulations.

Our report on the statement is not modified in respect of this matter.



Kolkata
4th May 2023

For AMK & Associates
Chartered Accountants
FRN: 327817E

Manish Kumar Agarwal

Manish Kumar Agarwal
Partner
M.No. 064475
UDIN: 23064475BQV8FC4021

**IRIS CLOTHINGS LIMITED**

Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102

CIN : L18109WB2011PLC166895

Statement of Audited Financial Results For The Quarter and Year Ended 31st March, 2023

Rupees in Lakh

SI No	PARTICULARS	QUARTER ENDED			YEAR ENDED	
		31-Mar-23	31-Dec-22	31-Mar-22	31-Mar-23	31-Mar-22
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Revenue					
	(a) Revenue from Operations	3,759.23	2,035.48	3,274.41	11,300.14	11,152.13
	(b) Other income	3.22	2.39	2.66	10.68	24.62
	Total Income	3,762.45	2,037.87	3,277.07	11,310.82	11,176.75
2	Expenses					
	Cost of materials consumed	1,249.16	832.87	1,182.63	5,236.66	5,776.95
	Purchases of Stock-in-Trade	521.87	535.93	379.13	1,966.37	933.63
	Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	498.13	(433.58)	313.05	(1,028.77)	(925.95)
	Employee benefit expense	454.75	508.26	441.93	1,825.73	1,674.98
	Finance costs	92.54	74.88	60.85	299.81	238.50
	Depreciation and amortization expense	130.39	136.98	135.84	530.27	559.95
	Other expenses	509.58	274.08	439.67	1,360.28	1,561.21
	Total expenses	3,456.42	1,929.41	2,953.10	10,190.35	9,819.27
3	Profit before Exceptional Items and Tax (1 - 2)	306.03	108.46	323.97	1,120.47	1,357.48
4	Exceptional Items	-	-	-	-	-
5	Profit Before Tax (3 - 4)	306.03	108.46	323.97	1,120.47	1,357.48
6	Tax Expense	83.34	29.05	76.11	294.58	342.78
7	Profit for the year (5-6)	222.69	79.41	247.86	825.89	1,014.70
8	Other Comprehensive Income (net of tax)	7.00	-	(36.67)	-	(27.67)
9	Total Comprehensive Income for the year (7+8)	229.69	79.41	211.19	825.89	987.03
10	Paid-up equity share capital (Face Value of the Share Rs.10/-	1,631.41	1,631.41	1,631.41	1,631.41	1,631.41
11	Earnings per share (of Rs. 10/- each) :					
	(a) Basic	1.37	0.49	1.52	5.06	6.22
	(b) Diluted	1.37	0.49	1.52	5.06	6.22

Notes:

1	The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their Meetings held on 4th May,2023
2	The above results have been audited by the Statutory Auditors as required under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.
3	The financial results of the Company has been prepared in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs under the Companies (Indian Accounting Standard) Rules, 2015.
4	The Company operates only on a single segment which predominantly is manufacturing and trading of garments as envisaged in Ind AS 108- Segment Reporting notified under Companies (Indian Accounting Standards) Rules 2015.
5	The figures for the quarter ended 31st March, 2023 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the relevant financial year
6	Figures for the previous periods have been regrouped wherever necessary.

For and on behalf of the Board of Directors

IRIS CLOTHINGS LIMITED
(Santosh Ladha, Managing Director)
Managing Director
B IN - 03585561Place : Howrah
Date: 04.05.2023



IRIS CLOTHINGS LIMITED
Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102
CIN : L18109WB2011PLC166895

Statement of Assets and Liabilities as at 31st March, 2023

(Rupees in lakhs)

Particulars	As at	As at
	31.03.2023	31.03.2022
	Audited	Audited
ASSETS :		
Non-current Assets		
Property, Plant & Equipment	2,184.72	2,513.26
Right of Use Assets	503.81	597.29
Other Intangible Assets	2.45	4.28
Financial Assets		
Other Financial Assets	110.03	105.02
Deferred Tax Assets (Net)	85.29	68.31
	2,886.30	3,288.16
Current Assets		
Inventories	4,492.04	3,374.30
Financial Assets		
Trade receivables	3,125.22	2,373.19
Cash & Cash equivalents	1.78	4.05
Other Bank balances	145.43	138.06
Loans	4.23	4.12
Current Tax Assets (Net)	51.26	-
Other Current Assets	224.62	197.03
	8,044.58	6,090.76
TOTAL ASSETS	10,930.88	9,378.92
EQUITY AND LIABILITIES:		
Equity		
Equity Share capital	1,631.41	1,631.41
Other Equity	4,063.56	3,237.66
	5,694.97	4,869.07
Non-current Liabilities :		
Financial Liabilities		
Lease Liabilities	582.56	661.39
	582.56	661.39
Current Liabilities		
Financial Liability		
Borrowings	2,848.28	2,550.11
Lease Liabilities	79.06	65.12
Trade Payables		
(A) Total outstanding dues of micro enterprises and small enterprises:	30.37	80.13
(B) Total outstanding dues of creditors other than micro enterprises and small enterprises	1,641.87	995.65
Other Financial Liabilities	4.28	74.49
Other Current Liabilities	49.49	64.32
Current Tax Liabilities (net)	-	18.64
	4,653.35	3,848.46
	-	-
TOTAL EQUITY AND LIABILITIES	10,930.88	9,378.92

For and on behalf of the Board of Directors

IRIS CLOTHINGS LIMITED

Managing Director
(Santosh Ladha, Managing Director)

DIN - 03585561

Place : Howrah
Date: 04.05.2023



IRIS CLOTHINGS LIMITED
Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102
CIN : L18109WB2011PLC166895

Statement of Cash Flow for the Year Ended 31st March, 2023

(Rupees in lakhs)

PARTICULARS	Year ended 31-03-2023 Audited	Year ended 31-03-2022 Audited
CASH FLOW FROM OPERATING ACTIVITIES		
Net Profit before Tax and Extra-ordinary Items	1,120.47	1,357.48
Adjustments for:		
-Depreciation	530.27	559.95
-Sundry Balances Written Off	0.04	(0.33)
-Finance Cost	230.53	164.07
-Lease Rent	69.27	95.32
-OCI Defined Benefit Scheme	-	(27.67)
-Interest Income	(9.03)	(8.69)
Operating Profit Before Working Capital Changes	1,941.55	2,140.12
Adjustments for:		
-Trade Payables	470.76	97.90
-Trade and other Receivables	(784.78)	(952.69)
-Inventories	(1,117.74)	(843.19)
Cash Generated from Operations :	509.79	442.14
-Direct Taxes Paid	(381.46)	(345.99)
Net Cash generated from Operating Activities	128.33	96.15
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Property, Plant and Equipments (Net)	(199.90)	(466.56)
Term Deposit other than cash equivalents	(7.37)	7.68
Interest Received	9.03	8.69
	(198.24)	(450.20)
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from Short Term Borrowings	298.17	516.23
Interest Paid	(230.53)	(164.07)
	67.64	352.16
Net Increase/(Decrease) in Cash and Cash Equivalents	(2.27)	(1.88)
Opening Cash and Cash Equivalents	4.05	5.93
Closing Cash and Cash Equivalents	1.78	4.05

For and on behalf of the Board of Directors

IRIS CLOTHINGS LIMITED

Managing Director

(Santosh Ladha, Managing Director)

DIN - 03585561

Place : Howrah
Date: 04.05.2023

Date: 4th May, 2023

To
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra(E)
Mumbai-400051
NSE Symbol: **IRISDOREME**



Sub: Declaration for Audit Report with Unmodified Opinion for the Financial Year ended on 31st March, 2023

Ref: Disclosure under Regulation 33(3)(d) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Pursuant to Regulation 33(3)(d) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we hereby declare that the Statutory Auditors of the Company, M/s AMK & Associates, Chartered Accountants, have issued the Audit Report with unmodified opinion on the Financial Results as prepared under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the financial year ended 31st March, 2023.

Kindly take the same on your records.

Thanking You.

Yours faithfully,
For **Iris Clothings Limited**

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Santosh Ladha
Managing Director
(DIN: 03585561)

Iris Clothings Limited

103/24/1, Foreshore Road, Howrah 711 102, India
+91 33 2637 3856 / 2640 4674 | info@irisclothings.in
CIN: L18109WB2011PLC166895

DOREME.in

Date: 4th May, 2023

To
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
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Bandra(E)
Mumbai-400051
NSE Symbol: IRISDOREME

iris
clothings.in

Sub: Declaration by Managing Director and Chief Financial Officer of the Company
Ref: Regulation 33(2)(a) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

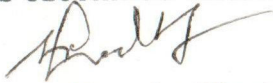
Pursuant to Regulation 33(2)(a) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 (as amended), we hereby confirm, declare and certify that the Financial Results do not contain any false or misleading statement or figures and do not omit any material fact which may make the statements or figures contained therein misleading.

Kindly take the same on your records.

Thanking You.

Yours faithfully,
For Iris Clothings Limited

IRIS CLOTHINGS LIMITED



Santosh Ladha
Managing Director
Managing Director
(DIN: 03585561)

IRIS CLOTHINGS LIMITED



Niraj Agarwal **CFO**
Chief Financial Officer

Iris Clothings Limited

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+91 33 2637 3856 / 2640 4674 | info@irisclothings.in
CIN: L18109WB2011PLC166895

DOREME.in

Iris Clothings announced its Q4 & FY23 Results

Q4FY23 revenue at Rs. 376 Million, up 14.8% YoY;

EBITDA margin stood at 14%

Howrah, India, May 04, 2023 - Iris Clothings Limited (NSE: IRISDOREME), a readymade garment company engaged in designing, manufacturing, branding, and selling garments for kids wear, today announced their financial results for the **Fourth quarter and Full year ended March 31, 2023**.

Commenting on the Company's performance Santosh Ladha, Managing Director of the Company said "We entered this quarter with the sample launch of our Disney designed apparels in Udaipur. I am pleased to announce that FY24 is seeing a good start as we sent out our first batch of orders of T-shirts designed with Mickey characters. We foresee tremendous demand for these newly designed apparels and going forward, we will leverage this opportunity by launching product categories with various other Disney and Marvel characters in a phased manner.

We continued to expand our distribution network by onboarding our first distributor in Uttarakhand and adding distributors in Himachal Pradesh, Punjab, Delhi, Maharashtra, Chhattisgarh and Tamil Nadu. We added 10 new distributors during the quarter.

The B2B platform for wholesalers is seeing an encouraging response. Functionalities like real-time access to our inventory, order tracking, better filtering options to view product categories and being the first ones to get notified when a new article is launched, are receiving immense appreciation from our distributors.

Along with this, D2C e-commerce platform - www.doreme.in is also growing gradually. We have been consistently investing towards digital marketing to further grow our online presence and our brand.

We saw demand pick up in full swing during the quarter as compared to Q3 FY23. This trend is expected to continue as we enter the new financial year. Although raw material prices have eased, the inventory lying in our books were bought when raw material prices were elevated. This ended up impacting our margins. However, we expect margins to improve on the back of price hikes and demand recovery in FY24.

Over the past years, our efforts have been completely dedicated towards three levers - expanding our product portfolio, growing our distribution base, and transforming digitally. The upcoming year is going to be about leveraging our large distribution network to cross sell our new products, continue to engage with the market to keep growing our distribution network, onboard more & more distributors on our B2B platform, increase brand visibility, and explore opportunities in the online space."

Financial Highlights

Q4FY23

- Total Income stood at ₹376.3 Mn in Q4FY23, up 14.8% YoY and 84.6% QoQ driven by pick-up in demand.
- EBITDA margin was down 182.9 bps YoY and stood at 14.1% in Q4FY23 due to impact of high raw material costs.
- PAT margin stood at 5.9%, against 7.6% in Q4FY22, down 164.5 bps YoY.

FY23

- Total Income stood at ₹1,131.1 Mn in FY23, up 1.2% YoY, marginal increase was due to low sale volumes as consumption took a hit.
- EBITDA margin was down 204.4 bps YoY and stood at 17.2% FY23.
- PAT margin stood at 7.3%, against 9.1% in FY22, down 177.7 bps YoY.

(in Rs. Million, unless otherwise mentioned)

Particulars	Q4FY23	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	FY23	FY22	YoY (%)
Total Income	376.2	327.7	14.8%	203.8	84.6%	1,131.1	1,117.7	1.2%
EBITDA	52.9	52.1	1.6%	32.0	65.1%	195.1	215.6	(9.5)%
EBITDA margin (%)	14.1%	15.9%	(182.9) bps	15.7%	(165.9) bps	17.2%	19.3%	(204.4) bps
PAT	22.3	24.8	(10.2)%	7.9	180.5%	82.6	101.5	(18.6)%
PAT margin (%)	5.9%	7.6%	(164.5) bps	3.9%	202.3	7.3%	9.1%	(177.7) bps

About Iris Clothings Limited

Iris Clothings Limited is a fast-growing readymade garment company that is primarily engaged in designing, manufacturing, branding and selling garments for kids wear under its brand name DOREME in India. The Company delivers a broad range of affordable and good quality apparels for infants, toddlers and children in their pre-teens, serving both their indoor and outdoor requirements. It has been in operations for over 17 years and continues to add new product lines by employing the best-in-class technology across its value chain. For more information view www.irisclothings.in and www.doreme.in.

If you have any questions or require further information, please feel free to contact:

IR Team at Iris Clothings Limited

Registered Office

103/24/1,

Santosh Ladha
Iris Clothings Limited
P: +91 33 2979 0289
E: santosh.ladha@irisclothings.in

Foreshore Road,
Howrah - 711 102

Sonia Keswani/Vikash Verma
Ernst & Young LLP
P: +91 8017393854
E: sonia.keswani@in.ey.com
E: vikash.verma1@in.ey.com

Disclaimer:

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Investor Presentation

Q4 & FY 2023



Iris Clothings Limited



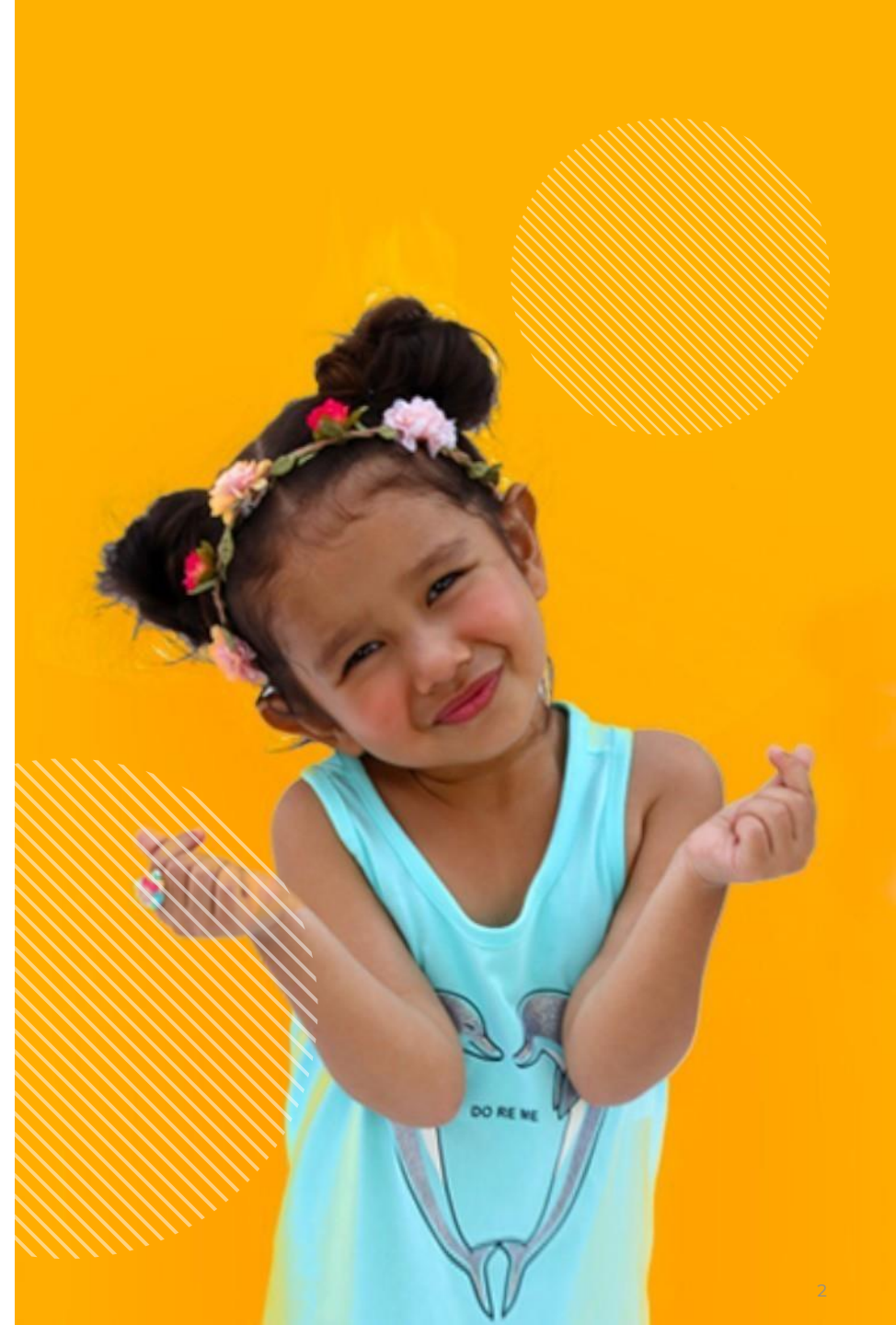
Investor Presentation

Q4 & FY 2023

Financial Highlights



Iris Clothings Limited



Q4FY23 Update

Business Update

- We conducted a successful conference in Udaipur in January, wherein we showcased our complete range of products along with our newly designed Disney apparels.
- The D2C e-commerce website (doreme.in) and the B2B platform for wholesalers is seeing an encouraging response from stakeholders.
- We added 10 new distributors during the quarter.
- We entered Uttarakhand and expanded our distribution network in Himachal Pradesh, Punjab, Delhi, Maharashtra, Chhattisgarh and Tamil Nadu.
- Dispatched our first batch of orders of T-shirts designed with Mickey characters of the Disney universe to Rajasthan, Maharashtra, Gujarat, Delhi, among others in April 2023.
- Plan to launch two more apparel categories designed with Disney characters in Q1FY24.
- Our Capex target for the year remains at ₹3 Cr for FY24 with an aim to increase our installed capacity to 35,000 pieces/day and produce between 27,000-30,000 pieces/day.

Financial Update

- Total Income stood at ₹376.3 Mn, up 14.8% YoY and 84.6% QoQ driven by pick-up in demand.
- EBITDA margin was down 182.9 bps YoY and stood at 14.1% in Q4FY23 due to impact of high raw material costs.
- PAT margin stood at 5.9%, against 7.6% in Q4FY22, down 164.5 bps YoY.

Exhibitions & Conferences

CMAI National Garment Fair, July 2022



First Overseas Exhibition in Dubai, November 2022



The event saw participation from distributors and large retailers primarily from Middle East countries. Such exhibitions are going to be crucial in growing brand visibility in the international markets.

Exhibitions & Conferences

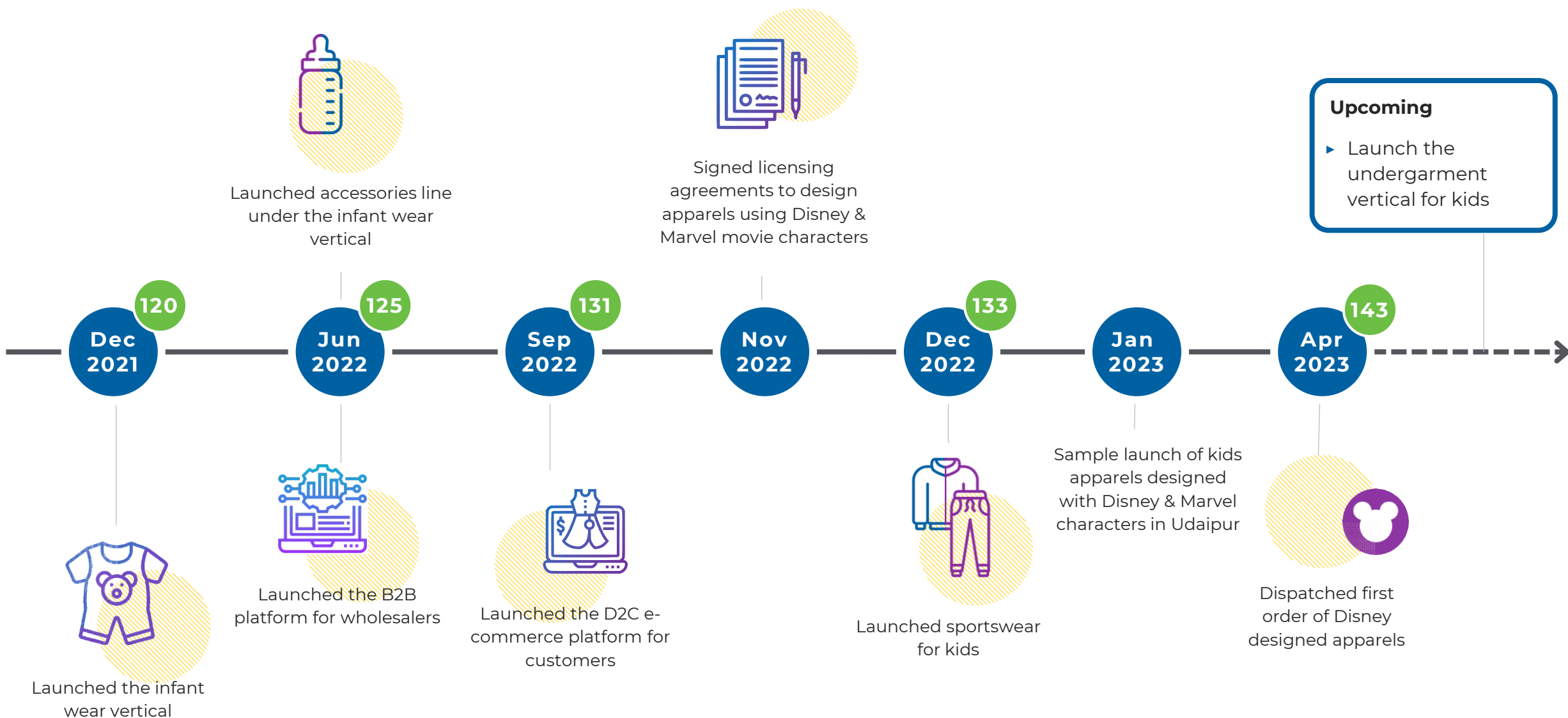
CMAI National Garment Fair, January 2023



Conference in Udaipur, January 2023



Expanding on all Fronts



We expanded our product portfolio, grew the distribution base and transformed digitally over the past months. Going forward, our focus towards building the DOREME brand will pave the path of growth.

No. of Distributors

P&L Statement

Particulars (in ₹ Mn)	Q4FY23	Q4FY22	YoY (%)	Q3FY23	QoQ (%)	FY23	FY22	YoY (%)
Total Income	376.2	327.7	14.8%	203.8	84.6%	1,131.1	1,117.7	1.2%
Total Expenses	323.3	275.6	17.3%	171.8	88.3%	936.0	902.1	3.8%
EBITDA	52.9	52.1	1.6%	32.0	65.1%	195.1	215.6	(9.5)%
EBITDA Margin (%)	14.1%	15.9%	(182.9) bps	15.7%	(165.9) bps	17.2%	19.3%	(204.4) bps
D&A	13.0	13.6	(4.0)%	13.7	(4.8)%	53.0	56.0	(5.3)%
EBIT	39.9	38.5	3.6%	18.3	117.4%	142.0	159.6	(11.0)%
Finance cost	9.3	6.1	52.1%	7.5	23.6%	30.0	23.8	25.7%
PBT	30.6	32.4	(5.5)%	10.8	182.2%	112.0	135.7	(17.5)%
PAT	22.3	24.8	(10.2)%	7.9	180.5%	82.6	101.5	(18.6)%
PAT Margin (%)	5.9%	7.6%	(164.5) bps	3.9%	202.3	7.3%	9.1%	(177.7) bps

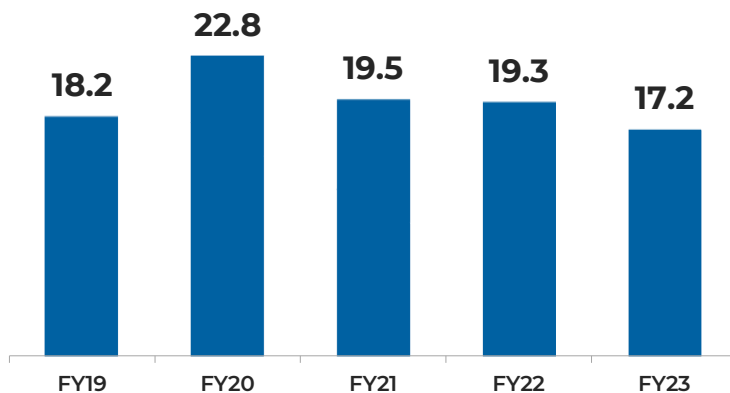
Balance Sheet

(in ₹ Mn)

Particulars	FY 2021	FY 2022	FY 2023
Total non-current assets	325	329	289
Inventories	253	337	449
Trade Receivables	149	237	313
Cash & cash equivalents (incl. bank balances)	15	14	15
Total Current Assets	434	609	804
Total Assets	759	938	1,093
Equity	388	487	569
Lease Liabilities	68	66	52
Total Non-current Liabilities	68	66	52
Short-term Borrowings	203	255	285
Trade Payables	84	108	167
Total Current Liabilities	303	385	471
Total Equity & Liabilities	759	938	1,093

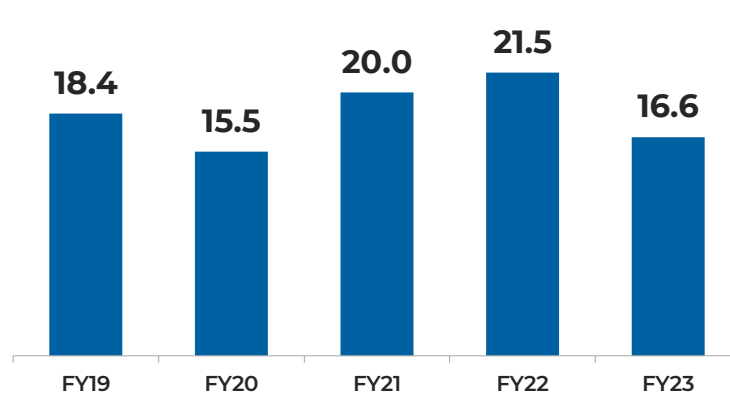
Ratio Analysis

EBITDA Margin (in %)

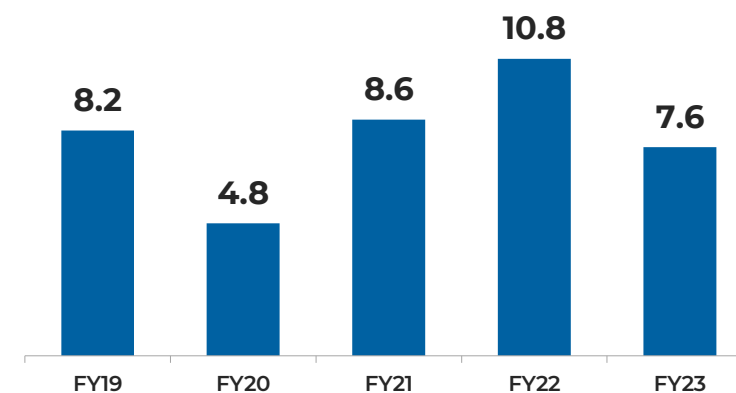


Decrease in the ratio has been due to significant increase in raw material costs.

Return on Capital Employed (in %)

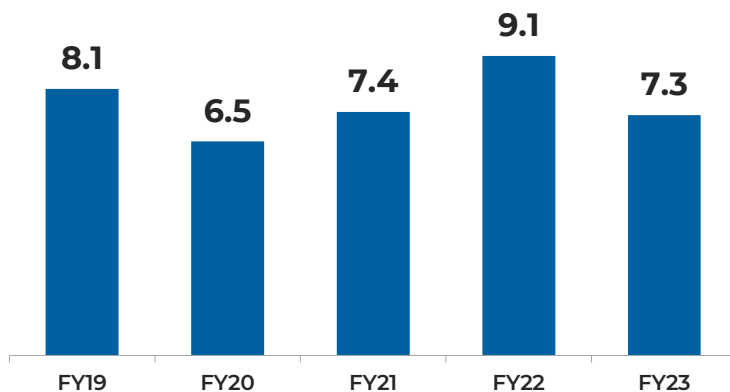


Return on Assets (in %)

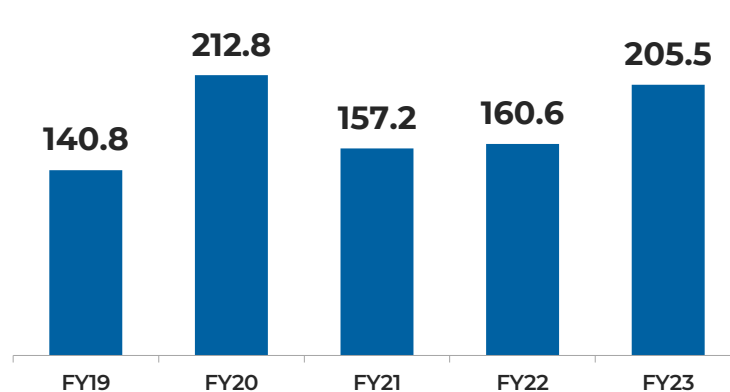


Drop in returns was due to low top line growth and high raw material prices.

PAT Margin (in %)

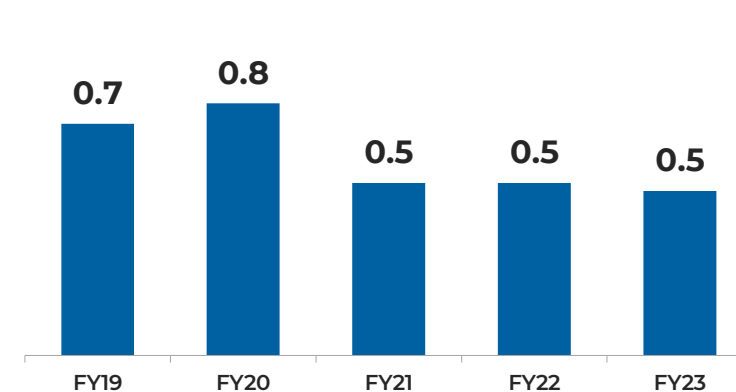


Working Capital Days (in days)



High working capital days in FY23 was due to high days inventory outstanding owing to unsold stock for summer wear that will go out in the next quarter.

Debt-to-Equity (in x)



Debt requirements have moderated since FY21.

Investor Presentation

Q4 & FY 2023

About the Company



Iris Clothings Limited



Company Overview



We are a **fast-growing kids' apparel company** that is engaged in **designing, manufacturing, branding and selling garments**. Our sustained pursuit of design and innovation has made us a **preferred fashionable kids' brand**.

Presence in Ecommerce platforms



www.doreme.in

We have been growing our presence online by increasing e-commerce listings.

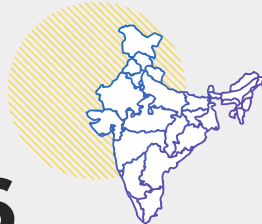


1

Brand

26

States
of presence



9

Units
Manufacturing (7)
Dispatch (2)



143

Distributors



24,000

Pieces
manufactured/day



1,381

Employees



Product Portfolio

Iris' brand DOREME offers a wide range of apparels for infants, toddlers, and junior boys and girls that suit both their indoor and outdoor requirements.



- Tops
- T-Shirt
- Trousers
- Shorts
- Dresses
- Loungewear
- Accessories
- Sweatshirts
- Hoodies
- Polyfil suits
- Padded suits
- Nightwear

Currently

- Established DOREME as a reputable and trusted brand.
- Has solidified its position in the kids segment mainly through its top-notch quality and design.
- Expanded its product portfolio by launching a dedicated infant wear vertical (0-5 years) in December 2021, the accessories line of the same vertical in June 2022 and sportswear in December 2022.
- Enhanced their collection by signing a licensing agreement with UTV Software Communication Pvt Ltd. (“Disney”) to be able to launch apparels designed with Disney and Marvel movie characters under DOREME brand.

Future Outlook

- Iris aims to sharpen its existing product mix under the brand DOREME to meet the rising demand for their products
- Expanding its product offerings to provide greater choice to customers. Foraying into the kids’ undergarments space in FY24
- Plan to launch Disney designed apparels for every product starting with T-shirts, bottom wear and nightwear in a phased manner.

History



Launched DOREME brand for Kids Wear

2004



Commenced business as a proprietorship firm 'M/s Iris Clothings'

2005

2012



Incorporation of IRIS CLOTHINGS PVT LTD as a private limited concern.

2016



Started sale of products through online e-commerce channels such as 'FirstCry'



Acquired land at Pachla, Howrah, West Bengal – a major step towards increasing manufacturing capabilities.



Crossed the ₹50 crores turnover milestone

2018



Listed as an SME under NSE



Migrated from SME portal of NSE to Main Board of NSE

2020



Deepened our penetration by entering new Tier II & III cities

Investor Presentation

Q4 & FY 2023

Market Opportunity

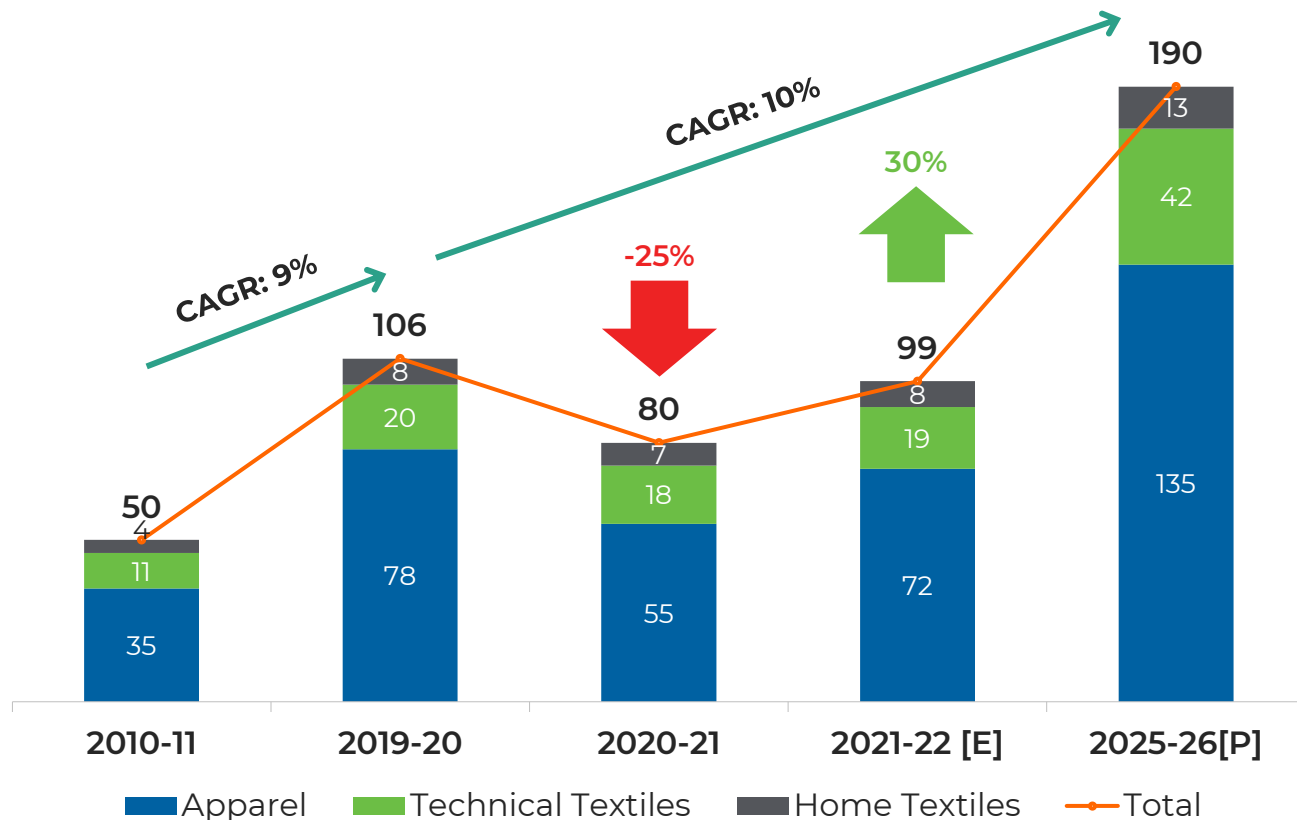


Iris Clothings Limited



Indian Textile & Apparel Industry

India's Domestic Textile and Apparel Market Size (US\$ in Bn)



Source: DGCI&S and Wazir Analysis



India is the **second-largest producer** of textiles and garments in the world



Contributes **2.3%** to the country's GDP



Employs **45 million** workers in the textile sector



Apparel constitutes **~73%** share of the Indian T&A market

The market is expected to reach \$190 Bn by 2025-26.

Kids Wear - the Fastest to Recover

Kids wear is expected to grow at a CAGR of 8.76% between 2021-2026



Party, Evening & Occasion Wear



Formal Wear



Denim



Ethnic wear



Kids wear



Casual wear



Inner wear



Loungewear



~**365 million** Indians are below the age of 15 years. Hence, a large customer base



Kids wear registered a **200%** growth despite a **4%** drop in overall online fashion order volumes in FY2021



Significantly High replacement cycle within children's clothing as kids outgrow their clothes faster

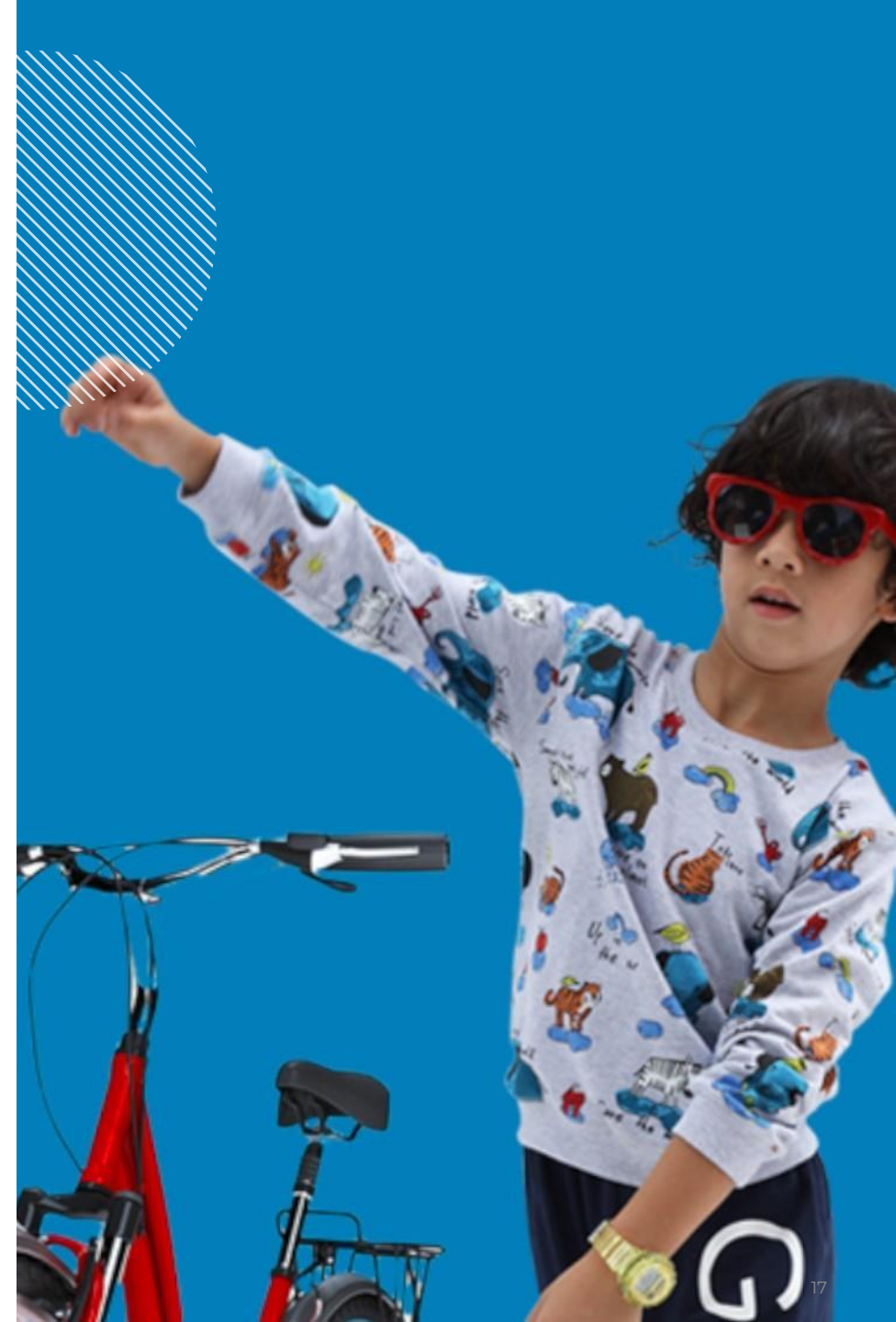


Increasing personal disposable income and **growing** working population are key growth drivers

Investor Presentation

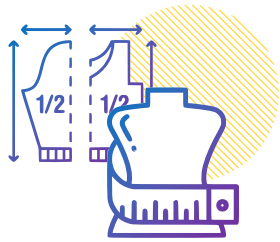
Q4 & FY 2023

Our Value System



Integrated Operations

Iris has a complete in-house integrated infrastructure right from design conceptualisation to manufacturing to branding and selling of finished goods to wholesaler.



Conceptualization of
Design & Development

1

Raw Material
Procurement

2

Manufacturing &
Branding⁺

3

Sold to
Wholesalers

4

Therefore, a manufacturing infrastructure that is strongly backward integrated enables us to have better control over quality and be cost-efficient.

⁺Cutting, Printing & Embroidery, Stitching, Mending & Checking, Ironing and Box Packaging

Manufacturing Prowess

Manufacturing excellence has been one of our biggest strengths.

Moreover, our state-of-the-art facilities help us increase our capabilities multifold, achieve economies of scale and provide locational synergies.



**Foreshore Road,
Howrah**

- Has 4 units for stitching and finishing with fully automated stitching machines from Japan and from a renowned indigenous brand
- 1 unit for dispatch



**Pachla,
Howrah**

- Set up its first fully modernized stitching and finishing unit with online processes
- Locational advantage in terms of skilled labour and raw material availability



**Uluberia,
Howrah**

- Consolidates all the manufacturing activities in a single location
- Installed fully automated cutting machinery from Italy and printing machinery from US and Poland
- Fully modernized stitching and finishing unit with online processes

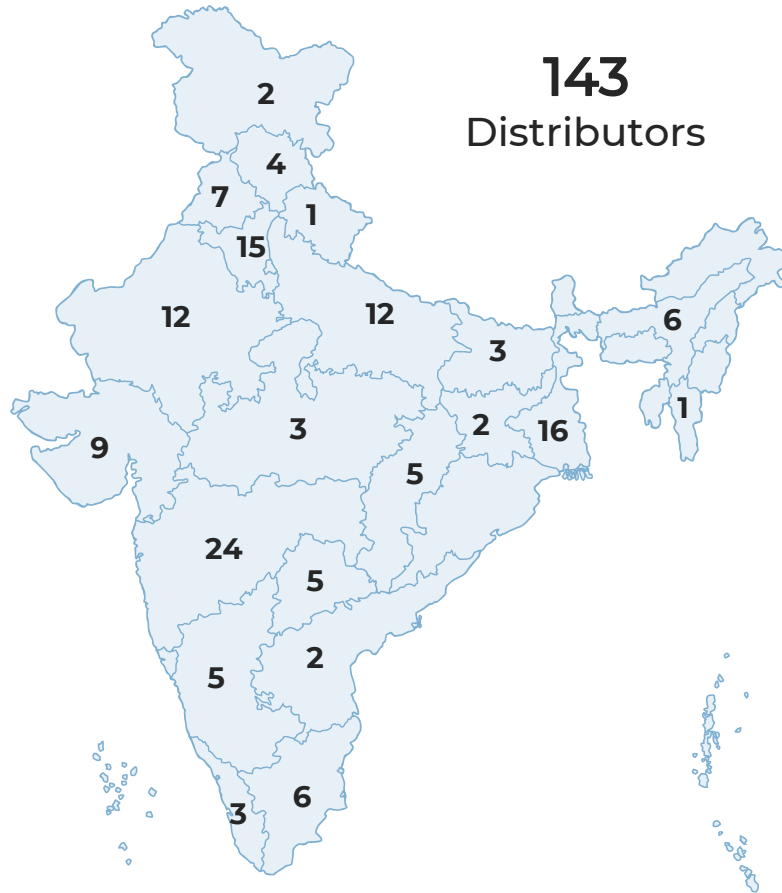


**Srijan Industrial Park,
Bombay Road**

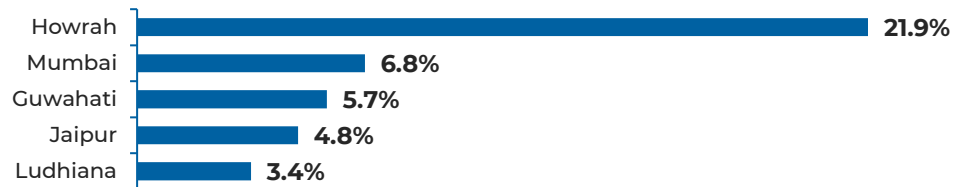
- Set up its third fully modernized stitching & finishing unit with online processes
- 1 unit for dispatch

Total Installed Capacity: 33,000 pieces/day

Wide Network



% Contribution to Revenue (FY23)



Business Update

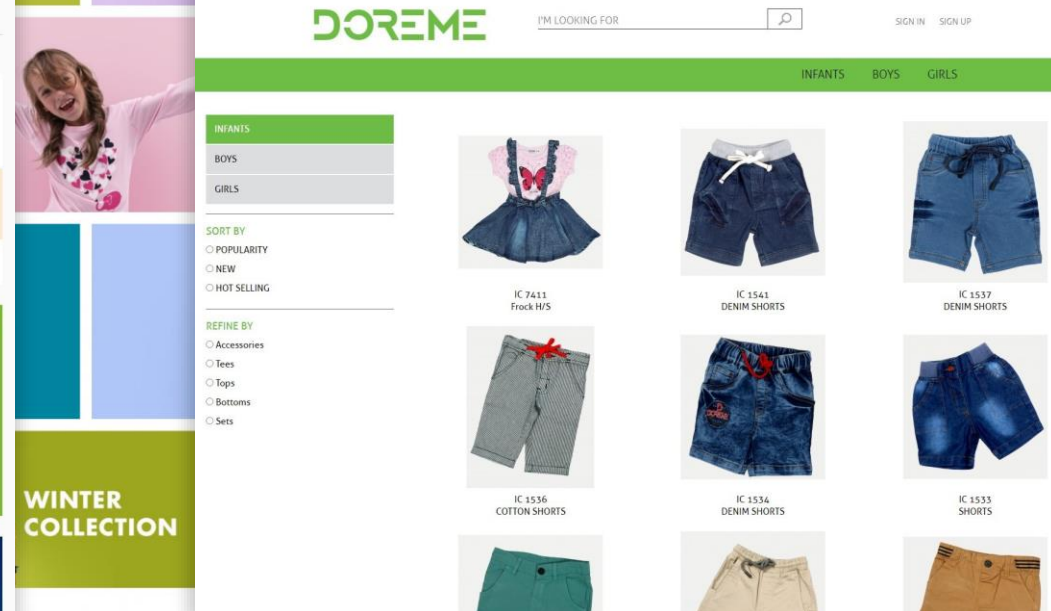
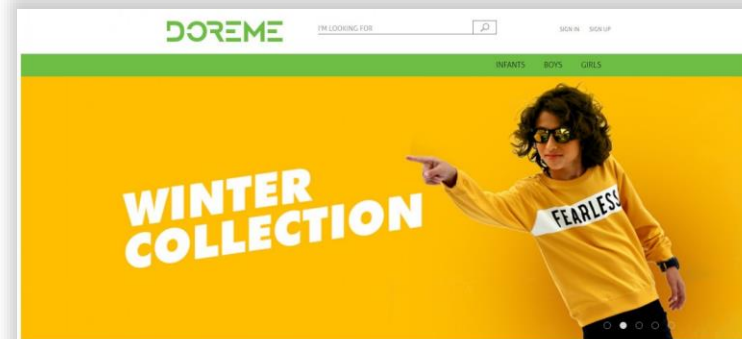
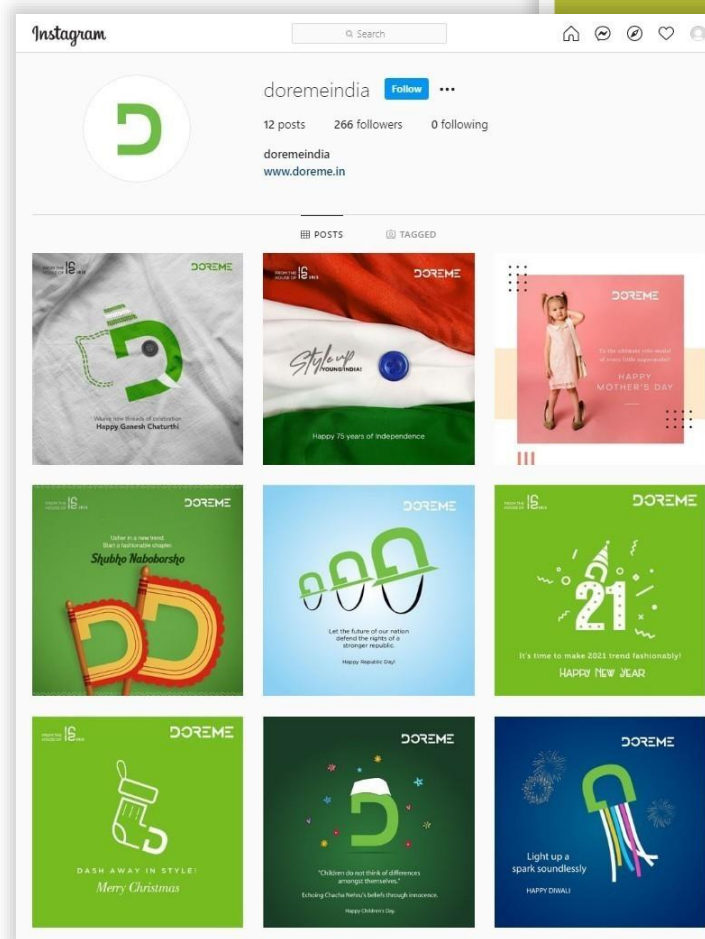
- Has an online presence in FirstCry and through its own D2C platform www.doreme.in.
- Continuously expanding the distribution network by conducting conferences and participating in exhibitions to increase brand visibility
- Commenced exports to Portugal, Nepal, Zambia and Saudi Arabia apart from Africa, KSA and UAE under DOREME
- To boost our product reach, we have been focusing on expanding our presence in Tier II & III cities
- Developed a B2B platform for wholesalers to have real time access to inventory

Future Outlook

- Plan to add distributors in newer geographies and pan India, to deepen market penetration and expand reach to markets with higher potential demand.
- Continue to host partner engagement programmes to drive their stickiness and boost morale.
- Focus on growing our B2B platform by reducing inefficiencies in the process and by onboarding more distributors
- Channel our offline customer base to our D2C platform allowing them to shop from our complete product range.

Enhancing Brand Visibility

- Iris plans to enhance its digital marketing and branding initiatives to better mirror the customers' fast-changing needs.
- The Company has been undertaking various activities to enhance its brand recall and customer connect on social media channels. This would eventually drive traffic to its exclusive online platform.



Relationship with Suppliers



Strong and trust-based relationships is of paramount importance since we source fabrics and other accessories for garment manufacturing from leading domestic suppliers. This facilitates effective inventory management, continuous supply of quality raw materials at competitive costs and on-time delivery of our products.



"I have been associated with IRIS Clothings as a distributor for the past 12 years. During this long association, I have developed a strong trust in the company due to the quality of its products and its vision. I am also very impressed by its work ethics and the level of efficiency. I wish IRIS Clothings all the very best and look forward to enjoying this good bond that we share in the future too."

ROHIT KHURANA

Khurana Clothing's Pvt. Ltd.
Jaipur



"IRIS Clothings is reliable and a professional company. It is an amazing experience to work with them."

ANKUR CHADA

Chadha Trading Co.
Ambala



"IRIS Clothings is a great company with an experienced staff and knowledge in the apparel business. They have made the most amazing and unique apparels for infants, toddlers, boys and girls."

DINESH PAREKH

Nihareeka Marketing
Guwahati



"Our association with DOREME is since its inception. We have the privilege to introduce their quality products in Maharashtra and since then our journey of growth has been phenomenal for both of us. We congratulate them and wish them many more successful years of togetherness."

HEMANT & PANKAJ PAREKH

Pamposh Marketing
Mumbai

Sustainability

Environmental

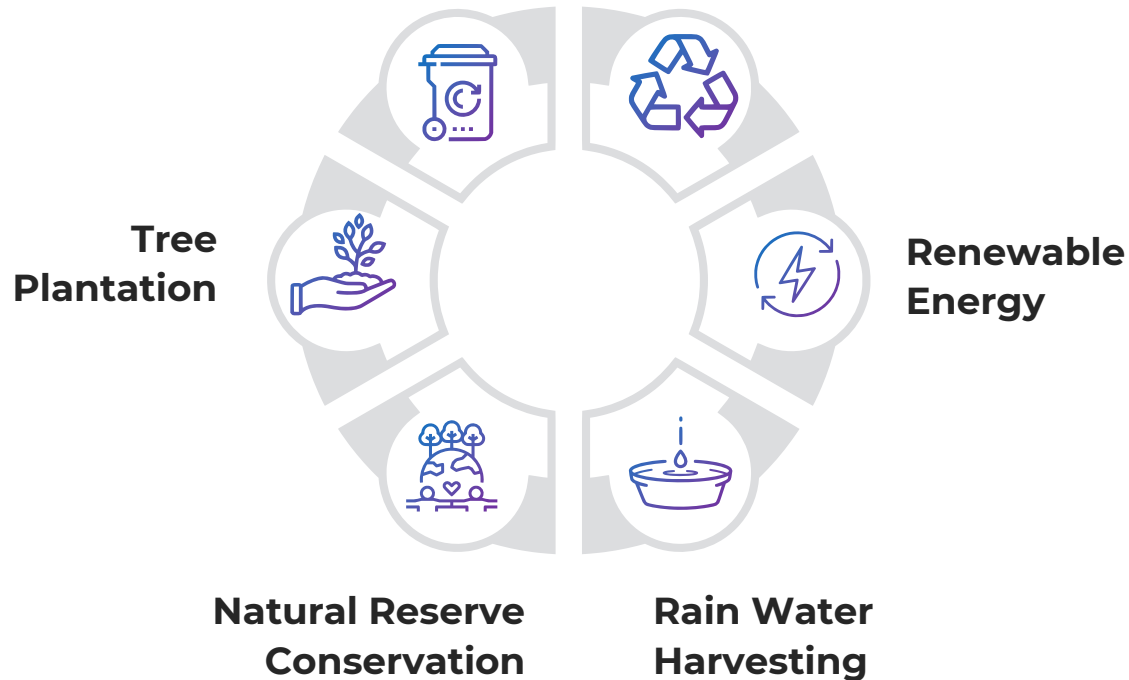
Iris follows a strict ecological policy that comprises of 6 features

Waste Reduction

Iris made an improvement in its fabric quality, which resulted in significant reduction of fabric wastage.

Recycling

Iris uses printing materials that is eco-friendly, recyclable and devoid of lead.



Social



No Child Labour



Provided clothes to 2000+ underprivileged children



Providing sanitary pads to women workers so their working potential is not compromised

Investor Presentation

Q4 & FY 2023

Investment Rationale



Iris Clothings Limited



Our Differentiating Factors

Continuous **investments to expand** manufacturing capabilities coupled with high return on capital employed indicating **efficient use** of that capital

Catering to a **large customer segment** of ~365 million



With ~15 years of **experience**, promoters have **a strong expertise** in the industry

Established long standing **relationships** with suppliers

Fully integrated and automated operations allows Iris to maintain quality

IS
Iris Clothings Limited

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Thank You

For further details please contact:

Santosh Ladha

Iris Clothings Limited

☎: +91 33 2979 0289

✉: santosh.ladha@irisclothings.in

Sonia Keswani/Vikash Verma

Ernst & Young LLP

☎: +91 8017393854

✉: sonia.keswani@in.ey.com

✉: vikash.verma1@in.ey.com



Iris Clothings Limited

REGISTERED OFFICE

103/24/1, Foreshore Road, Howrah - 711 102

www.irisclothings.in

CIN: L18109WB2011PLC166895

